



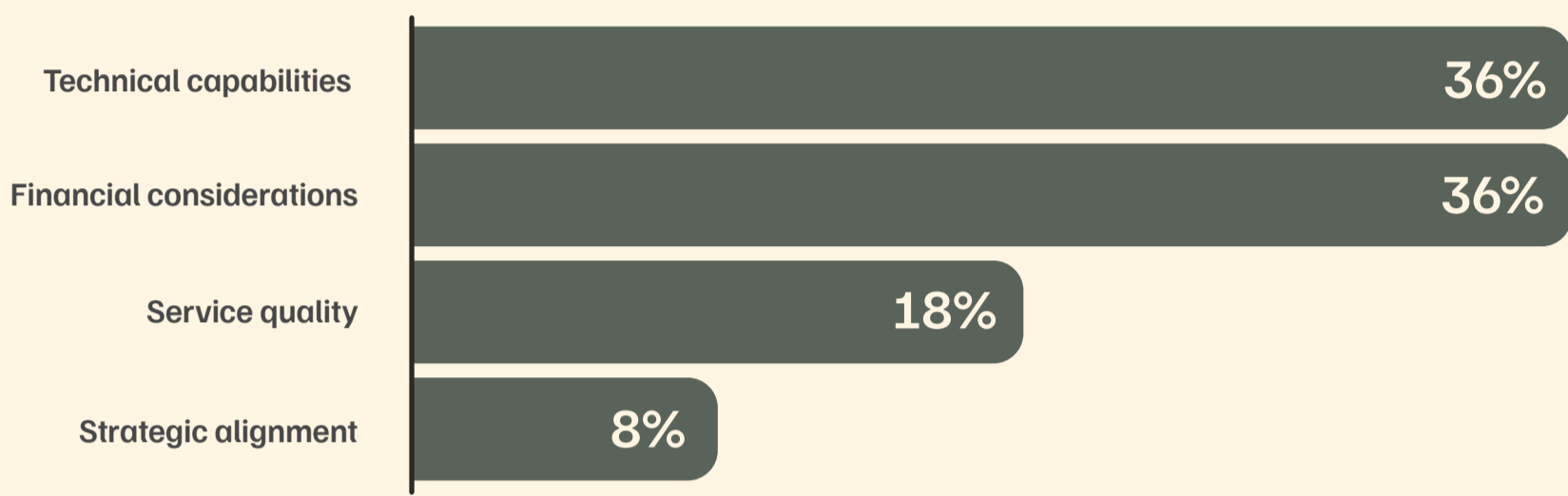
Switching Vendors, Unlocking Value

AI, cloud, and modern platforms are reshaping the enterprise. Yet many IT leaders stay tied to legacy vendors long past their prime. See what 500 decision-makers learned when they made the shift and why it paid off.

Switch with confidence

84% of organizations that made the switch met or exceeded expectations.

Why organizations make the leap



The growing pains of progress

Change comes with headwinds. A majority of leaders face these hurdles:

85%
Technical implementation

83%
Risk management

65%
Resource constraints

64%
Organizational challenges

Change doesn't have to be chaotic

The leaders who move forward with confidence and thrive through transitions don't rely on luck. They plan, align, and partner with intent.

1

Plan strategically

84% of organizations with a comprehensive transition plan met or exceeded expectations. Success starts with a roadmap, not a leap of faith.

2

Align cross-functional decision-makers

IT (86%), Finance (79%), Procurement (79%), and Security (76%) top the list of decision influencers. The best calls happen when everyone has a seat at the table.

3

Choose a partner with vision and migration expertise

Data migration (56%) and integration complexity (49%) top the list of technical challenges. Pick a partner who turns complex migrations into competitive advantage.

4

Map out risks and plan migrations

Two out of three successful organizations rely on detailed risk assessments to ensure a smooth transition. Anticipate the bumps, and the road gets a lot smoother.

Change is inevitable. Progress isn't.

The CIOs who lead with clarity, collaboration, and courage are turning vendor transitions into transformations.

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