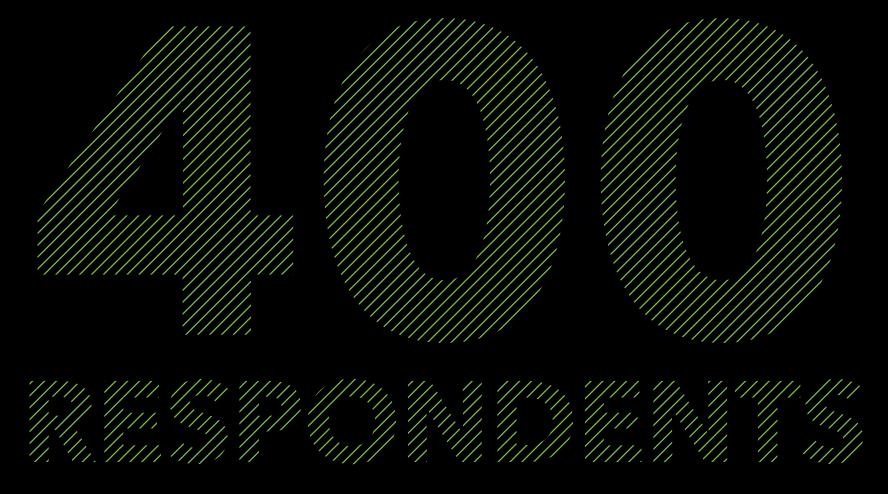


LATE IN 2011,

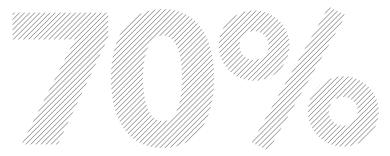
K2 conducted a survey of the European SharePoint community to get a better understanding of how organizations are implementing SharePoint and what types of usage scenarios they are using the SharePoint platform for.

WITH ALMOST



the survey provides information from a cross-section of SharePoint business users, IT developers, administrators and technical managers.

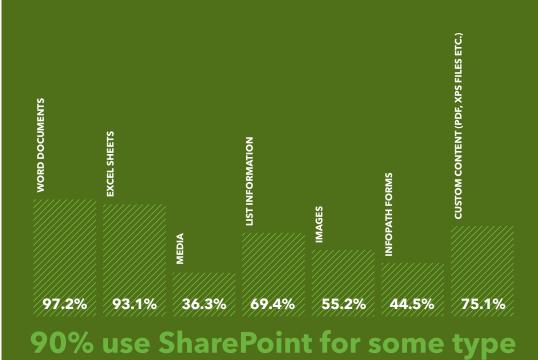
HIGHLIGHTS FROM THE SURVEY



of all respondents are using SharePoint 2010 with just less than ½ of the respondents in the process of upgrading or deploying the software.

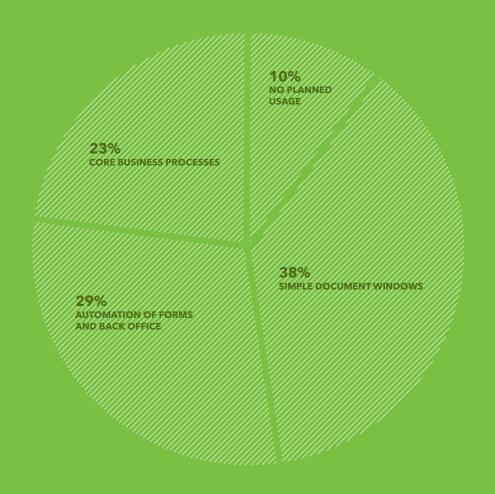
ALMOST 60%

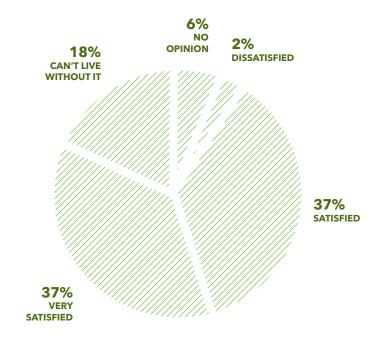
of respondents do not have a globally structured SharePoint environment, either structuring it at a departmental level or using it in an ad-hoc manner.



of document management

The majority of the respondents feel that SharePoint workflow and business process capabilities are important and will be used to build simple document workflows and solutions that automate forms and back office integration





74% of the respondents

are either satisfied or very satisfied with SharePoint in their organizations.

SharePoint is seen as a strategic platform

for both document management (88% of the respondents) and application delivery (56% of respondents).

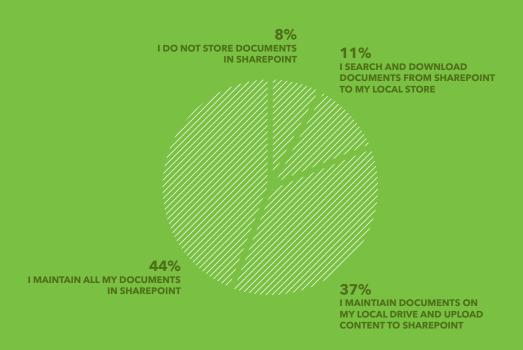
KEY TRENDS AND CONCLUSIONS

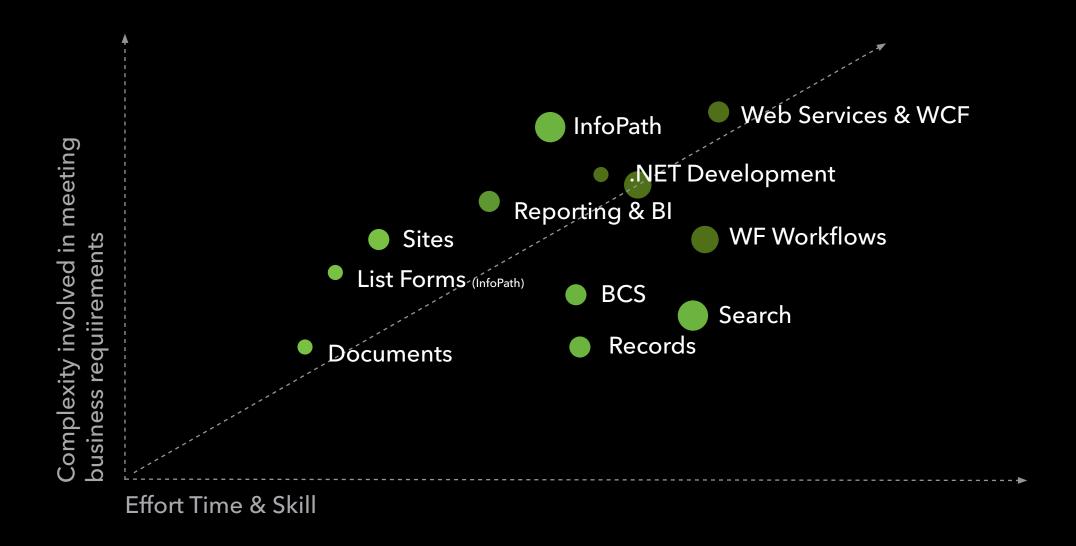
Workflow and application development are key items on most respondent's future plans for their SharePoint

on most respondent's future plans for their SharePoint environments, but the data indicates that SharePoint alone does not meet all the users requirements so there is a need for additional toolsets to empower those users.

The high level of satisfaction with SharePoint indicates that organizations will continue to

with SharePoint indicates that organizations will continue to use SharePoint as a piece of their application development strategy moving forward. When combined with the usage statistics, the level of deployment indicates that some organizations are not getting full potential out of SharePoint. 20% of respondents have not yet completed deployment of their SharePoint environment and even among those that have, 37% still maintain documents on local and shared drives.





Usage statistics confirm our belief that simple requirements, like document management, are being implemented by a large number of organizations but more complex requirements are being implemented less frequently, indicating that many companies are missing out on 50% or more of SharePoint's feature capabilities and not getting the full benefit out of their

SharePoint investment. Tools that provide a way to implement more complex requirements, take advantage of SharePoint's full range of capabilities and decrease development and maintenance time are critical for organizations who want to maximize the potential of their SharePoint implementation.

CONCLUSION

Using 3rd party tools, like K2, that allow organizations to build business applications that meet requirements, but require less development time and cost less to maintain will be the key to driving improved ROI and wider adoption of SharePoint across the entire organization.

There can be no doubt that SharePoint has made an incredible impact since its initial release in 2001. Customers have aggressively adopted SharePoint for document management and intranet capabilities but still struggle to realize the full potential of their SharePoint investment. As organizations move up the spectrum of solution complexity, they struggle with developing applications that meet business requirements while also meeting tight deadlines and cost restrictions.

