

DON'T CALL ME SHIRLEY

Negotiating Your Cloud
Cloud Series Session 2

#G011



SPEAKERS



Alonzo Barber

Senior Commercial
Attorney
Microsoft



Will Norton

CEO
Simply Agree

MODERATOR



Joe Hoegler

Chief Technology
Innovation Officer

Kraft Kennedy

PREPARE:

"Have You Ever Been In A Cockpit Before?"

- Cost and Access
- SLA – Clearly Defined
- Risk Allocation
- Data Breach / Disaster Recovery
- Privacy / Confidentiality Due Diligence
- Onboard / Exit Terms

NAVIGATE:

“Can You Fly This Plane and Land It?”

- Security Audits
 - On campus
 - Penetration Testing
 - Standard security audit (SSAE 18)
- Term/Renewals
 - Automatic renewals
 - Alerted to contract changes?
 - Any recourse for changes?

EXIT:

"Captain, How Soon Can We Land?"

- How Do I Get My Data?
- Early Cancellation Fee?
- Hosted Backups – What Format and How Do I Get It Back?
- Am I Allowed to Migrate to Another Cloud Provider?
- Destruction of Data

QUESTIONS?
