

# **Negotiation of Enterprise Cloud Agreements**

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## **Introduction to Cloud Computing**

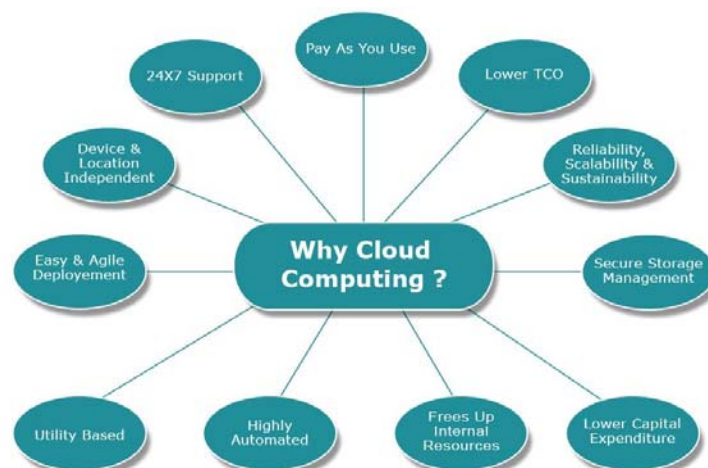
## Definition

Cloud Computing = Internet accessing of applications and data stored or running on remote servers controlled by third parties.

Common Features:

- Broad Network Access
- Pooled Resources
- Rapid Provisioning
- Pay as You Go

## Advantages of Cloud Computing



## Cloud Service and Deployment Models

### Software as a Service



#### Provider Supplies:

- Applications
- Database
- Middleware
- OS
- Hardware/Networking

### Platform as a Service



#### Provider Supplies:

- Middleware
- Development Tools
- OS
- Hardware/Networking

Customer provides the rest

### Infrastructure as a Service



#### Provider Supplies

- Hardware/Networking

Customer provides the rest

## Audience Poll: What Do You Think Are the Key Issues?

- 1) Data Security
- 2) Data Privacy
- 3) Price/Cost
- 4) Features/Functionality
- 5) Service Availability

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"Cloud Computing: Critical Business, Technology, Legal, and Regulatory Considerations and Negotiation Strategies"