

**Don't miss this briefing if your business:**

- *Uses any software as a service (SaaS) such as ERP, CRM, etc.*
- *Conducts online sales*
- *Uses cloud data storage*

# Cloud Agreements

Dos, Don'ts and Gotchas

May 4, Four Points by Sheraton, Saginaw



**This briefing will cover top issues and tips for:**

- When and how to negotiate agreement terms
- Service levels
- Disaster recovery
- Security obligations
- and more

# Cloud Agreements

Dos, Don'ts and Gotchas

May 4 Legal Briefing

Who reads the fine print of cloud agreements? We do, and many common provisions may surprise you. Cloud computing touches on areas ranging from your personal phone to the most critical and sensitive applications that businesses depend on. By attending this briefing, you'll learn to recognize some of the flags to look for in order to better manage risk, including:

- **Pricing** — How can you avoid being surprised by cost changes?
- **Changes** — When and how can a provider modify the terms and conditions?
- **Service Level Agreements** — Are performance levels and downtime negotiable?
- **Termination/Suspension** — What's the difference and why should you care?
- **Disaster Recovery and Data Backups** — Who does what and when? Is the plan adequate?
- **Security Obligations** — Who takes financial responsibility for a breach? What level of "attack" triggers a notification to you?
- **Warranties** — What's covered and what are the remedies?
- **Indemnification** — If a claim is brought against you, but is related to the cloud service, who's liable?
- **Limitation of Liability** — What are the limits, carve outs and uncapped damages exposure?

**Who should attend:** Business owners, senior executives, investors and in-house counsel.

**Cost:** This is a complimentary event.

**Location:** Four Points by Sheraton  
4960 Towne Centre Rd., Saginaw, MI 48604

**Wednesday, May 4**

7:45 AM Check-in and networking  
8:15-9:30 AM Business Legal Briefing

**Registration:** <http://wnj.com/cloud>

## The Presenters

**Janet Knaus** is a commercial attorney whose practice focuses almost exclusively on advising and representing clients in information technology-related transactions. She has represented clients in a wide range of industries, including financial services, health care, insurance, consumer products, publishing, manufacturing, education and grocery distribution.



**Nate Steed** concentrates his practice in technology and intellectual property, health and privacy and information security. He regularly advises clients in connection with acquisition of software, hardware and other technology. Nate also counsels clients on understanding and complying with state and federal privacy and information security laws.



**Warner Norcross & Judd** is a premier Michigan law firm focused on delivering exceptional results for clients. With eight offices throughout Michigan and over 200 attorneys, we have a broad range of specialized services to handle mergers and acquisitions, securities, litigation, labor and employment, environmental, bankruptcy, real estate and intellectual property.

Warner was named a Top 50 "Most Feared Law Firm" in *BTI's Litigation Outlook* based on interviews with general counsel and in-house litigation counsel across the country. The firm has 98 attorneys rated by their peers as Best Lawyers in America and *Michigan Super Lawyers* named 56 Warner attorneys as Michigan Super Lawyers and named 26 attorneys as Rising Stars.

Questions? Contact Sharon Sprague at [ssprague@wnj.com](mailto:ssprague@wnj.com) or 616-752-2326.