

## Digital Law Forum - Negotiating in the Cloud: Key Issues in Enterprise Cloud Service Agreements

Kellogg Auditorium at Silicon Valley Bank  
11.15.2012

**This program is intended for in-house counsel and director-level and above executives from bay area public and private companies.**

The second of our three part 2012 Cloud Computing Series focuses on providers and users of enterprise cloud services. 37 percent of companies are already using cloud infrastructure to run information technology operations, according to a survey by Advanced Micro Devices, and most companies are knowingly or unknowingly using cloud services in their overall business operations. With critical functions being operated in the cloud, using platforms or services provided by third parties, businesses need to know the key issues in negotiating enterprise cloud service agreements. A panel of experts will go beyond the basics to drill down on the nitty-gritty of negotiating cloud service agreements.

Topics our panel will cover include:

- Performance, service levels and related remedies
- Interoperability in a multi-sourcing context
- Intellectual property and data ownership
- Network and data security
- Disaster planning and force majeure
- Limitation of liability and indemnification
- Long term vendor issues and related remedies

### When

Thursday, November 15, 2012

6:00 - 7:00 p.m. - Mixer & MCLE Registration

7:00 - 8:15 p.m. - Program

### Where

Kellogg Auditorium at Silicon Valley Bank  
3005 Tasman Drive  
Santa Clara, CA 95054

## Speakers

**Michelle De Hertogh**, *Senior Director Global Alliances & Service Provider Marketing*, EMC Corp.

**Richard English**, *Senior Director & Senior Corporate Counsel*, Ingram Micro, Inc.

**Solomon Hykes**, *Founder & CEO*, dotCloud

**Shaalu Mehra**, *Partner*, Sheppard Mullin

## Moderator

**Riaz Karamali**, *Partner*, Sheppard Mullin

## Produced by:

Sheppard, Mullin, Richter & Hampton LLP and Silicon Valley Bank

## MCLE

This activity complies with standards for Minimum Continuing Legal Education prescribed by the California State Bar and is approved for 1.0 hour of MCLE credit. Sheppard, Mullin, Richter & Hampton LLP is a State Bar of California approved MCLE provider.

## Save the Date for our Additional Cloud Computing Series:

- Storm Clouds: Managing Security Breaches (January 2013)

**Questions?** Please contact Ann Cheney [acheney@sheppardmullin.com](mailto:acheney@sheppardmullin.com) or 415.774.2975.