



CLOUDS MANAGING HOSTED CORPORATE INFO SERVICES

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BUYER BEWARE.....

“I've looked at clouds from both sides now
From up and down, and still somehow
It's cloud illusions I recall.....”

- Joni Mitchell



SOME ASSUMPTIONS

- Telecommunications is **utility**
 - Wired and Wireless
 - Quality in every sphere
- Scale brings economy
 - Unit hardware and software costs **trend** lower
- Desired **SLA** can be accommodated in every way



.....SOMETHING'S GAINED...I

- Virtuality improves the bottom-line
 - Pay only for what you use
 - **IaaS and SaaS**
 - **Lower** cost for ICT acquisition
 - **Lower** ops cost for ICT infrastructure
- Replication increases **data assurance**
 - Decreases survivability risks
 - Decrease security burden
 - Increase accessibility and conformance



.....SOMETHING'S GAINED...II

- Performance improvement possible on state of art infrastructure
- HR for service is someone else's headache!
 - Skillsets are available in quantum and quality
 - Sustainability of service level delivery model is assured



SOMETHING'S LOST.....I

- 'Loss of location' 'disintermediates' the legal protection of national laws
 - The fine print in the **SLA** gives 3rd Party rights to data and information
 - Loss of presumption of **privacy**
 - Access to extra-territorial data repositories enshrined in law of nations
 - Commercial **secrecy**
 - **Industrial espionage**



SOMETHING'S LOST.....!!

- Domain “**Takedowns**” and implications for service access
 - www.chillingeffects.org
- **Information and ideas are not ‘protectable’!**
- **[Legal] Jurisdictional reach** is increasing
 - H.R.3261; "Database and Collections of Information Misappropriation Act"
- Availability assurance
- Custom application for custom services



ButHAVE IT BOTH WAYS

- “**Private**” Clouds
 - Restores control
 - Ameliorate the legal jeopardy
 - Service assurance improved
 - **Cost pass thru** is significant
 - Depends on the business model
- Implementation strategy must address the business & technology risks



REGIONAL IMPLICATIONS

- National **privacy** **legislation** requirements and considerations
- Obligations of int'l agreements and realities
- Build-out of ccTLD infrastructure and improved service levels can mitigate 'takedown' issues
- **Informed choice** of consumers



Thank You!

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