

Avoid Getting Locked into an Unfavorable Cloud Contract

As the market shifts from on-premises to cloud deployment, the risk of getting locked into a disadvantageous cloud contract increases for three main reasons, according to a report by **R. “Ray” Wang** with **Constellation Research**.

“Cloud apps have dominated new license sales in the enterprise applications market in recent years.” he writes. “Constellation estimates that 93 percent of all new enterprise software license sales offer a cloud deployment option. In the cloud model, buyers do not own the software license. Instead, the software is leased and accessed, while the purchaser owns the data.”

He discusses the three main reasons behind the risk of getting locked into a vendor.

Read the article.