

## CLOUD LAW CREDENTIALS



### FRANK JENNINGS

**Commercial and Cloud lawyer, Partner and Head of Commercial/IT at Wallace**  
Chair of Cloud Industry Forum Code of Practice Board

Frank specialises in cloud and technology, data security and commercial contracts. He chairs the Cloud Industry Forum's code of practice board and wrote their best practice recommendations in cloud contracts. Frank helps customers looking to buy cloud and providers who sell cloud. Independent legal directories Chambers & Partners and Legal 500 rate him #1 for Technology. He regularly speaks and blogs on cloud law issues.

**Contact Frank for more information** on how to keep your data secure in the cloud and how to de-risk your cloud contracts.

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## CASE STUDIES & TESTIMONIALS



- Frank authored the Cloud Industry Forum's 'Contracting Cloud Services - A Guide to Best Practice' which identifies common areas of ambiguity in cloud contracts and offers guidance on how to adopt best practice.



- Frank redrafted ChannelCloud's contracts to embrace Cloud Industry Forum best practice. Jim Zeches CFO and Partner Relationship Manager stated: "We feel that the agreements we have created in conjunction with Frank will differentiate us in the channel. This will in turn help our channel partner's provide transparent agreements to their end users."



- "I attended Frank's Reducing your cloud contract risks – workshop. Frank provides a refreshing take on the SLA, contract and data risks in cloud solutions and how to address them. I recommend cloud providers and customers alike speak to Frank so they truly understand how to manage their cloud contracting risks." Robert Pope, Head of Business Development, Outsourcery



- "Not only is Frank an excellent cloud and commercial lawyer, he is easy to work with. His quick response and willingness to help makes it all worthwhile. I would have no hesitation in recommending him." - Malcolm Gardiner, Chief Executive Officer



- Frank prepared terms of service for Rackspace's UK cloud offering as part of its service expansion into the UK.



- "Frank is the Cloud Lawyer! He understands all cloud technologies and advises on contracts SLAs and other pertinent areas. Have a chat with him or catch him on Twitter! Highly recommended!"



- Databarracks asked Frank to write its paper 'The Real Challenges and Benefits of Cloud Computing to Law Firms'. Peter Groucutt, Managing Director said: "Frank has produced an excellent paper drawing from his experience and understanding of the cloud issues and the legal sector which provides practical guidance on the risks and challenges of cloud adoption in the legal sector."