



Bonterms Cloud Terms Explainer

If you are reading this it likely means someone has just proposed using the [Bonterms Cloud Terms](#) for your transaction. You are either a provider of SaaS/Cloud services or a potential customer. Either way, we appreciate the chance to explain why the Bonterms Cloud Terms might be the perfect starting point for your transaction.

The Cloud Terms are designed to be a neutral starting point for an agreement that meets the needs of both a Cloud services provider and an enterprise customer.

We describe our forms as **best-practice**, **balanced** and **open source**:

Best-practice? The Cloud Terms were drafted and extensively reviewed and revised by a 35-member [Open Source Forms Committee](#) of in-house and law firm lawyers. They took the task seriously. The Cloud Terms went through six major drafts, three sub-committees (Data, Risk and General Terms) and multiple meetings, surveys and discussions across seven months.

Balanced? The terms are designed to meet the needs of both parties and not inherently favor either.

Open source? The Cloud Terms are free to use under [CC BY 4.0](#).

The Bonterms Cloud Terms are a **starting point for your transaction**. Using a Cover Page, the provider and customer can adjust the terms to **create a Cloud Agreement** that meets their particular needs. Step-by-step how to guidance is [here](#).

What are the benefits of starting with the Bonterms Cloud Terms? You skip the battle over whose form to use, preserve goodwill and move straight to negotiating the issues you really care about through the Cover Page.

We stamp every Bonterms open source form “review once, use many.” We hope you will in fact review and use the Bonterms Cloud Terms. Either way, we’d love to hear from you and answer any questions you may have at support@bonterms.com.



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