



## NET+ Candidate Service Initiation Request Form

### Background Information

This document is completed by cloud service providers (SP's) interested in joining Internet2 NET+ program which facilitates the adoption of cloud services for United States Research and Higher Education community. An [overview of the NET+ program](#) is available on our website and an overview of the [intake process](#) is available on our wiki.

**Date:** November 4th, 2019

**Service Name:** CloudCheckr Premium

**Points of Contact and Sponsorship:** Joint sponsorship - Boston University, Carnegie Mellon University, Case Western Reserve University, Penn St University, University of Wisconsin - Madison

Position	Title/Name/Organization	E-mail
<i>NET+ Program Manager:</i>	Quyen Vaillant, Associate Program Manager, Internet2	<a href="mailto:qvaillant@internet2.edu">qvaillant@internet2.edu</a>
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<i>Academic Member Executive Sponsor</i>	Multiple	Multiple
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### Product/Service Description:



*Please describe the product being offered. How will the product differ from what is already available to the higher education and research community today?*

As more educational institutions transform their business by leveraging the cloud, it can become a challenge to maintain visibility, actionable intelligence, automation, and accountability across their investments. Under the AWS Value Added Distribution Program, DLT has partnered with CloudCheckr, a leading comprehensive cloud management platform, to develop a license model specifically built and designed with Internet2 Customers in mind.

Under this unique agreement, DLT worked closely with CloudCheckr to co-develop a license model that Internet2 Customers can utilize in one of two formats: Basic+ or Premium. By choosing DLT as the program's AWS Public Sector Distributor, Basic+ is provided free of charge; the Premium CloudCheckr license is aggressively discounted based on your existing monthly cloud spend (MRR). Additional discounts are available based on existing MRR thresholds.

## Market Overview

### Market Potential:

*Please describe market potential for offering this service through the NET+ program. How would you know if this offering is successful? Identify tangible and/or intangible benefits.*

The exponential growth of cloud technology in recent years makes a clear statement about the advantages of adopting public cloud infrastructure at scale. Today, many organizations view public cloud as their number one strategic initiative and have adopted "cloud-first" philosophies and methodologies that prioritize public cloud utilization over on-premises as a priority when the opportunity becomes available.

The benefit of immediate scalability in the cloud, however, comes with challenges, none more impactful than the potential to incur significant unexpected costs. Visibility into usage before costs are incurred, combined with analysis of overall usage to provide opportunities to optimize spend, is key to achieving value and return on investment of cloud infrastructure.

CloudCheckr helps government and government-related organizations increase efficiencies, strengthen security and optimize costs as a cloud management platform. With its certified AWS Government Competency for expertise in highly secure cloud environments, CloudCheckr offer continuous security monitoring, policy enforcement and usage visibility to support meeting all compliance requirements in the sector, including requirements driven by HIPAA, FedRAMP, DFARS, and more.

Today, the NET+ AWS program provides public cloud infrastructure to almost 70 higher education institutions, and each of these schools currently use CloudCheckr to manage their existing cloud infrastructure. As the list of users continues to grow, ensuring that the education community have



access to a robust, cost-management platform, will be critical to ensuring that our customers recognize the many benefits that an effective cloud infrastructure tool can provide.

This offering is compatible with AWS and Azure today, and with GCP expected in the future. More than a few NET+ AWS subscribers have implemented Cloudcheckr Premium functionality today, and have an interest in moving to a community negotiated NET+ value add offering.

Multi-cloud approaches and 'single pane of glass' for cost management and cloud security are common asks by campuses subscribing to our IaaS offerings. CloudCheckr Premium delivered with DLT ticks all these boxes, has an existing campus (and NET+ subscriber base).

Cloudcheckr is continuing to grow out capabilities and product offerings, which represents an opportunity for the research and education community to provide feedback on the product roadmap.

**Business Model:**

*Please describe how pricing is structured and overall approach to higher education business model and pricing. How might the business model and pricing be differentiated for the NET+ program?*

CloudCheckr pricing is calculated based on the monthly usage and consumption of cloud services utilized each month. Pricing for the NET+ AWS program customers will be based on a pre-negotiated percentage of gross spending in applicable AWS, GCP, and Azure accounts.

As a public sector distributor for CloudCheckr, DLT has negotiated a rate on behalf of the Internet2 community that is significantly lower than the available rate for customers who would procure their CloudCheckr directly. This pricing will be applied to all cloud consumption regardless of the cloud provider, meaning that if customers currently utilize CSP's other than AWS such as Azure or Google Cloud, this rate will be applied to those services as well.

**Contracting Approach:**

*Please describe how the Service Provider contracts with higher education and public entities. Will the Provider work from the NET+ template Customer Agreement or their own template? Will the provider use a distributor(s) or reseller(s)?*

Cloudcheckr Premium will be a Service Schedule under a DLT 'NET+ Above the Cloud Service' Participation Agreement. DLT will be able to attach several Service Schedules to the single Participation Agreement, as each solution is approved through the NET+ Service Evaluation process.

Each CloudCheckr Service Schedule (with pricing) will included the following Exhibits:

- Service Description
- Campus negotiated service Provider-Specific Terms and Conditions
- Business Associates Agreement (if applicable)
- Additional Terms including references to Privacy Policy, SLA, and non-ES User EULA

## Technical Background

Focus Area	Documentation or Information Requested	Details on Current Status
Accessibility	<a href="#">WCAG</a> compliance and <a href="#">VPAT</a>	VPAT is available but out of date. Currently, we do not meet WCAG compliance but will update once the new UI is released.
Identity	<a href="#">InCommon</a> Participant; <a href="#">Kantara Initiative SAML v2.0 Implementation Profile for Federation Interoperability v1.0</a> or <a href="#">Kantara Initiative SAML v2.0 Deployment Profile for Federation Interoperability v2.0</a>	CloudCheckr provides authentication with Active Directory Federation Services (ADFS) or SSO through any SAML 2.0 provider
Networking	On cloud IaaS Provider or in own/colo DC	CloudCheckr is hosted on AWS infrastructure in three regions - US-East, EU-Frankfurt, and AU-Sydney
Security	<a href="#">HECVAT</a> and SOC/ISO reports	CloudCheckr SOC II reports can be provided under mNDA. No HECVAT at this time.



## Intake Work Completed

Task	Complete (yes/no) and Date	Comments
Service Provider MOU	N/A	Reviewed and approved by CloudCheckr but DLT will be contracting party.
Mutual NDA	yes - 3/1/2019	Signed with Cloudcheckr. Confirming one is in place with DLT.
Internet2 Industry Membership	yes (DLT)	
InCommon Participation	yes (DLT)	

### Service Evaluation Participants:

*The following institutions have agreed to participate in the Service Evaluation:*

- Boston University
- Carnegie Mellon University
- Case Western Reserve University
- Penn State University
- University of Virginia
- University of Wisconsin - Madison

## Review and Approvals

*The below have reviewed the above, the [process and requirements](#) and recommend the service for review and prioritization for entry into the NET+ Service Evaluation stage.*

Role	Name and Date
NET+ Program Manager	Sara Jeanes 01/22/2020
SP Service Sponsor	Mike Till 01/22/2020
Academic Member Executive Sponsor	
Other (add info)	

Version	Date	Status	Edits/Changes	Edited by
V0.1	Nov 4th, 2019	Under Review	Initial	Sara Jeanes
V0.2	Jan 22, 2020	Final	Final, Posted	Sara Jeanes