# SLA Templates Pocket Guide

A complete set of SLA templates

Bart de Best Edited by Louis van Hemmen

# Colophon

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# Delivering quality costs money. The lack of quality costs a fortune.

J.G.W. Kosterink

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### **Preface**

In the Information & Communication Technology (ICT), for a number of decades attention has been paid to making service agreements, capturing it in a Service Level Agreement (SLA) and monitoring and reporting on it. Despite the many developments in the field of ICT in terms of products, services, organisational forms, markets, legislation, standards, service management models, the creation of a SLA is not a sinecure. The essence of a successful SLA relates to the customer satisfaction. This requires that the supplier has a thorough knowledge of what is important to the customer. The supplier must also be able to translate the abstract customer's demand into the services that his own organisation can provide.

Most suppliers have recognized the importance of this and have made a service level manager responsible for this interaction with the customer. In practice, the translation of the demand (requirements) to supply (services) seems to require too much specialist knowledge of various subjects to handle by one and the same person. The consequence of this is that the service level manager must not only have a lot of knowledge and knowhow of the organisation of the customer and the supplier, but also a high level of communicative skills.

Through the recurring activities of the service level manager, a process oriented approach for drafting, recording, monitoring and reporting on service norms is justified. Also starting with a sound set of SLA related templates helps the service level manager to agree on the right service levels and norms.

This book is intended to provide the service level manager with a number of templates in order to translate demand into supply. The templates that are covered in this book are the Service Level Agreement (SLA), Contract, Operational Level Agreement (OLA), Document Agreements and Procedures (DAP), Document Financial Agreements (DFA), service catalogue, External Spec Sheet (ESS), Internal Spec Sheet (ISS), Service Quality Plan (SQP) and the Service Improvement Plan (SIP).

# 2 SLA Templates

This book provides many checklists that can be used to review the completeness of the service level management documents.

#### 1.4 Documents

Information Technology Infrastructure Library (ITIL) offers a number of templates for service level management documents. In practice, these templates are not detailed enough for many service level managers in order to quickly formulate these documents.

In reality, the documents involved in the service level management process are different in each organisation. Yet there are great similarities recognizable. This book describes the most commonly used documents and the formats that are more or less widely applicable.

For each service level management document, a chapter is available in the book. Each document is described by reference to the purpose, application, scope, topics, template, explanations of the template and a checklist

#### Chapter 2 Document overview

In general, within the service level management process, much more documents are used than just the SLA document. This chapter defines the documents and reflects the consistency of the documents from different perspectives.

### Chapter 3 Service Level Agreement

The flagship of service level management documents is the SLA in which the service agreements are formulated.

#### Chapter 4 Contract

In addition to agreements between an internal customer and an internal supplier, a customer can also make service agreements with a supplier outside his own service management organisation. Because these agreements are external, it is important to look at the legal aspects of the agreements. Therefore, these agreements are included in a contract.

### Chapter 5 Operational Level Agreement (OLA)

In addition to agreements between customer and supplier, a supplier can also make service agreements in his own service management organisation. These agreements are then included in an OLA.

#### Chapter 6 Document Agreements and Procedures (DAP)

Because the SLA is often a compilation of agreements on how to work together, the document becomes too big and unclear. A best practice is therefore to split these agreements into the so-called DAP. An additional advantage is that the DAP can be quickly adjusted without having to adapt and sign the SLA again.

#### Chapter 7 Document Financial Agreements (DFA)

Because financial information is often delicate, they are sometimes described in a separate document, the so-called DFA. The advantage is a quick insight into the cost of the agreements. The DFA can also be modified without adjusting the SLA.

#### Chapter 8 Service catalogue

All services that a customer can purchase are described in the service catalogue. As a result, the description of a SLA service can be omitted and the SLA remains transparent.

### Chapter 9 External Spec Sheet (ESS)

The needs of the customer are recorded in a spec sheet. Since the needs are defined outside of the service organisation, this is called an External Spec Sheet (ESS). This document is important because it is not always possible to meet customer needs in the form of service agreements. This document serves as input for subsequent SLA discussions.

### Chapter 10 Internal Spec Sheet (ISS)

Based on the ESS, the supplier can analyse what customer needs can be fulfilled. The results of this analysis and the technical specification of the services are recorded in an Internal Spec Sheet (ISS). This is called an ISS because the requirements are set by the service management organisation based on customer needs.

# 4 SLA Templates

### Chapter 11 Service Quality Plan (SQP)

The service norms can only be met if there is a thought through annual plan to match the service management organisation to the needs of the business. This annual plan gives an overview in terms of people, methods and resources to optimize service management processes for the services to be provided.

#### Chapter 12 Service Improvement Plan (SIP)

If service norms are structural not achieved, it is necessary to perform a service improvement. The planning of the realization of this service improvement is included in a SIP.

### Chapter 13 Summary

This chapter gives a brief summary of the practice of the templates.

### 1.5 Reading guidelines

#### **Abbreviations**

The aim is to keep the abbreviations in this book limited. Terms that are used regular to promote readability are abbreviated. In addition, common abbreviations have been used, but they are fully copied out at first use. Appendix B and C contain an explanation of all the terms and abbreviations.

### Perspective

There are several interest groups involved at a SLA. Each interest group looks at the SLA from its own perspective. The main groups are the user organisation, service management organisation and suppliers. For readability, this book has been written from the service management point of view, as this is the bridge between the user and supplier organisation.

Primarily, the SLA is seen as the agreement between the user organisation and the service management organisation. The SLAs that are defined between the service management organisation and the suppliers are referred to in ITIL as Underpinning Contracts (UC).

It is customary to include the service agreements of this underpinning contract in a separate SLA.

The SLA between the service management organisation and a supplier differs little with the SLA between the service management organisation and the user organisation. However, the SLA associated with a UC is a legal document and has a business reference.

#### Model selection

There are various service management models in the market that describe the service level management process, each from a different perspective. For example, Application Services Library (ASL) describes the service level management process from an application management viewpoint while Business information Services Library (BiSL) considers the service level management process from an information management viewpoint. In ITIL v2, the scope of service level management process is broader and in any case, includes infrastructure management and application management. In ITIL v3, this is the same.

However, in this last-mentioned service management model, the service level management process is divided into service level management, service catalogue management and supplier management. This book applies the definition of ITIL v2 service level management process including information management. The scope of this process thus includes both the relationship with the user organisation and the suppliers. This process also includes the agreements for both the technical infrastructure, the applications and information management.

#### Terms

Where in this book services and products are mentioned, ICT services and ICT products are intended, unless otherwise stated. For the convenience of reading, the term "service" also means the delivery of products. Annex D and E contains a list of ITIL concepts and abbreviateion.

#### **Definitions**

Some definitions of terms are included in blue frameworks. These terms are also included in the list of Appendix E.



Tips

The book has a light bulb on a number of places to the left of the text. This symbol indicates that the relevant paragraph contains an important tip. These icons have a unique number in the format: <T-00>.



Pitfalls

There are quite a few pitfalls that need to be avoided when designing and managing SLAs. The pitfalls are marked with a warning sign. These icons have a unique number in the format: <P-00>.



Don't

In addition to recommendations, this book also contains a number of aspects that are not recommended. These icons have a unique number in the format: <D-00>.

### 2 Overview of documents

#### Message:

- Creating a SLA is not a goal in itself. It is about actually supporting the needs of the customer for the services and products.
- A SLA is just one of the many documents that the service level management process produces.
- Not all possible documents of the service level management process are applied in practice.
- Applying any service level management document requires a business justification.

#### Reading guideline:

The introduction (2.1) describes the various documents of the service level management process. Paragraphs 2.2, 2.3 and 2.4 describe the relationship between these documents. Paragraph 2.2 describes the documents based on the relationship between customer and supplier. Paragraph 2.3 indicates the relationship between the documents on the basis of the so-called want-can-do-get cycle. Then section 2.4 gives a description of the documents in relationship with the Deming's quality wheel. Finally, paragraph 2.5 pictures the documents on the service management lemniscate. Not all organisations that perform the service level management process make use of all the available documents. Paragraph 2.6 describes what the reasons are for making use of certain documents or not. Paragraph 2.7 pictures the relationship between the documents and the service level management instruments. This chapter concludes with a summary (2.8).

### 2.1 Introduction

This chapter discusses in detail all the service level management documents used in practice. The following sections show the main documents the purpose, application, scope, topics, template, explanation of the template and checklist. An overview of all documents is included in Table 2-1.

Document	Abbre- viation	Chapter	Explanation
Contract	-	4	The agreements regarding the service of an external supplier to a customer are stipulated in a contract. The contract is often linked to a SLA. The contract contains the legal aspects of service and SLA services, service performance indicators et cetera.
Document Agreements and Procedures	DAP	6	In addition to service norms, agreed upon in a SLA, it is also possible to make agreements regarding contacts such as contact lines, maintenance schedules, reporting templates, description of procedures, et cetera. These agreements are recorded in the so-called DAP.
Document Financial Agreements	DFA	7	Sometimes, the financial aspects of the SLA are included in a separate document. This document is called the DFA.
External Spec Sheet	ESS	9	In order to properly design a service, it is important to capture the specification of the customer's wish. This is effected in ESS documents.
Internal Spec Sheet	ISS	10	The translation of the ESS to technical requirements is recorded in an ISS.

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### Agile Service Management with Scrum Researched

On the way to a healthy balance between the dynamics of developing and the stability of managing the information provision

Many companies are starting to apply Agile software development using Scrum or Kanban or have already implemented the new development process. Sooner or later the question arises how this development process relates to the service management processes.

The book 'Agile Service Management with Scrum' has already addressed this interface and a number of risks per service management process have been identified. Countermeasures that can be taken are also defined.

In a research at ten organisations these risks were presented, and they were asked how they deal with these risks. The research included the investigation into which Agile aspects are applied and in particular those of Scum or Kanban. Finally, each organisation has carried out a maturity assessment for both the Agile development process and the change management process.

This book is the report about the research of the collaboration of Agile software development and service management processes in practice. The target group of this book includes all parties involved in the application of Agile software development and who would like to know how colleagues have shaped this crucial interface for successful service provision. In this book a short description is given of each organisation about how the Agile development process has been designed.

Author : Bart de Best

Publisher : Leonon Media, 2018 ISBN : 978 94 92618 177



#### Cloud SLA

The best practices of cloud service level agreements

More and more organisations choose to replace traditional ICT services by cloud services. Setting up effective SLAs for traditional ICT services is a real challenge for many organisations. With the arrival of cloud services, this seems to be much simpler at first, but soon the hard questions come up like data ownership, information links and security. This book describes what cloud services are.

The risks involved in entering into contracts and SLAs are discussed. Based on a long list of risks and countermeasures, this book also provides recommendations for the design and content of the various service level management documents for cloud services. This book first defines cloud and then describes various aspects like cloud patterns and the role of a cloud broker. The core of the book is the discussion of contract aspects, service documents, service design, risks, SLAs and cloud governance. In order to allow readers to get started with Cloud SLAs, the book also includes checklists of the following documents: Underpinning Contract (UC), Service Level Agreement (SLA), Document Financial Agreements (DFA), Document Agreements and Procedures (DAP), External SpecSheets (ESS) and Internal SpecSheets (ISS).

Author : Bart de Best

Publisher: Leonon Media, 2017 ISBN: 978 94 92618 009



## **DevOps Best Practices**

Best Practices for DevOps

In recent years, many organisations have experienced the benefits of using Agile approaches such as Scrum and Kanban. The software is delivered faster whilst quality increases and costs decrease. The fact that many organisations that applied the Agile approach did not take into account the traditional service management techniques, in terms of information management, application management and infrastructure management.

is a major disadvantage. The solution to this problem has been found in the Dev (Development) Ops (Operations) approach. Both worlds are merged into one team, thus sharing the knowledge and skills. This book is about sharing knowledge on how DevOps teams work together.

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- Operational Level Agreement (OLA)
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- Document Financial Agreements (DFA)
- Service Catalogue
- External Spec Sheet (ESS)
- Internal Spec Sheet (ISS)
- Service Quality Plan (SQP)
- Service Improvement Program (SIP)

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