| Objections & Responses |
| --- |

**Refer to** [**Terraform Objection Handling**](https://hashicorp.highspot.com/items/5dc0567f34d6be2036a1ca0c?lfrm=srp.0#1) **first**

1. **What do you mean by Cloud Foundation?**

HCF describes an agnostic multi-cloud, including Private Cloud, layer of abstraction that delivers IaC over top of the vendor specific cloud platform of choice. This layer enables establishing common processes, skills, and patterns for consuming cloud so that you can move more easily between vendor specific implementations. We are not positioning Hashicorp as everything you’d ever need to deliver your foundation, however, we are confident that you need a strong substrate that delivers policy enforced IaC, VPM, and comprehensive secrets management on which you build your own specific cloud foundation.

**2. We use TF CE (formerly OSS) / OpenTofu for this already. What’s different here?**

Terraform CE/OpenTofu is an excellent way for a few members within the organization to get started. In fact, the HCP Terraform free tier is an even better way to get started with Terraform for up to 500 managed resources and safely collaborate with secure remote state management and runs, (limited) policy as code enforcement, and single sign-on. HCP Terraform then offers several paid tiers to incorporate features and functionalities organizations and enterprises need. These capabilities include role based access control (RBAC) for teams, policy as code enforcement, audit logging, private connectivity via self-hosted agents, and performance scaling all within the SaaS offering.

Terraform Enterprise is also available as a self-hosted offering, which includes a highly available architecture model.

**3. I only leverage one vendor for my cloud. Why should I invest in an agnostic abstraction layer?**

Cloud adoption challenges including unexpected high costs tend to come from a lack of consistent controls and policies enforced centrally. Even if you are consuming only one cloud provider (today), HCP TF and TFE provide a solid foundation for setting enterprise standards for cloud consumption so that you can achieve lower costs, lower risk, and promote the speed that development teams require.

**4. We have already built our own homegrown abstraction layer over our on-prem and cloud resources. Why should I change?**

Response

**5. How will this help with Day 2 operations?**

Response

**6. Can you share some KPI metrics from other customers showing their improvements from implementing HCF?**

Response

**7. Do I only need Terraform Enterprise or HCP Terraform to achieve your definition of “Cloud Foundation”? What else might I need**?

Response