VENDOR LOCK-IN WARNING

 SURPRISE! IT Security raises red flags about your chosen vendor.

THE NEWS: The IT Security team reviewed your preferred AI vendor's contract and architecture. Major concerns identified:

- Proprietary data format makes switching vendors nearly impossible
- Expensive exit fees if you cancel ($50K termination penalty)
- Unclear data ownership (vendor claims rights to your customer data for "model improvement")
- Cloud-only solution with no on-premise option (security risk)
- 5-year minimum contract commitment

Security Manager says: *"This vendor will hold us hostage. I can't recommend approval."*

YOUR TASK:

1. Do you change vendors? (This might delay project 6-8 weeks)

2. What new requirements do you add to vendor selection?

3. How do you balance security concerns vs. timeline pressure?

4. Can you negotiate better terms? What's negotiable?

5. What's your recommendation to leadership?