Software Contract Agreements

Description: This briefing gives practical insight into the law relating to software contracts. In particular, it details the key techniques for negotiating and drafting better contracts.

An analysis of the law and its implications is offered, whilst the practical and commercial aspects of software contract negotiation are covered in detail.

Software Contract Agreements covers:

- The need for software licensing and the pros and cons of standard contract terms and conditions.
- The different types of software contracts, from software licences through to website development contracts.
- The various laws and intellectual property rights that underpin and shape software contracts.
- The various European Union Directives and proposals, which impact or may impact upon software contracts.
- Why and when transactions are significant enough to warrant negotiation, and the common mistakes often made in negotiations.
- The use of Heads of Agreement and the different terms, conditions and clauses found in specific software contracts.
- The necessary software licence provisions from both the point of view of both suppliers and buyers.
- Negotiation tactics and techniques specific to software contract agreements.

Who should read this Briefing?

- In-house lawyers
- Contract managers/directors
- Procurement and sales managers/directors
- Buyers and sellers of software and IT services
- IT directors and managers
- Private practice lawyers and IT consultants
- And all those involved in using and purchasing or selling IT services

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Appendix B
Licence and Service Agreement

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