Statement of Work (SOW) Contract Fundamentals

Description: Don't be caught off guard. Gain insights to analyze strategies to address latent sources of error and protections when dealing with multiple SOWs. In order to buy or sell goods and services, businesses are often faced with entering into a master agreement which contains one or more statements of work (SOW). Frequently, the contract and the SOW are negotiated at the end of a business transaction when each party decides to do business and then trades drafts of the contract back and forth. While almost every contract comes with potential unknown risk, SOWs can contain even more traps and pitfalls. It's easy for lawyers to negotiate the main terms and conditions of a contract, because they are experts in contract law and are usually well versed in the business points of their company. The SOW, however, can present different challenges because they are more technical and susceptible to misinterpretation or to change orders which in turn can alter the scope and cost of the project. Change in scope, delays, unforeseen obstacles, and many other surprises can cause problems for the relationship. This topic provides insights for the practitioner to analyze, strategies to address latent sources of error, and protections should the project falter.

Contents:
Considerations Prior to Entering Into a SOW
- Identify Stakeholders and Managers Related to the SOW, Request Input, and Generate Requirements
- Understand the Resultant Work Product and Strategize
  - The Ideal Finished Product
  - Contingencies in the Event the Designed Outcome Fails in Any Stage of the Process
- Formalize the Requirements, Ideal Product, and Safety Net for Inclusion Into the SOW as Negotiation Points

Drafting the SOW
- Incorporate Into the Master Agreement
- Provisions to Consider
  - Term and Termination
  - Purpose and Scope of the SOW; Conflict Resolution
  - Project Description
  - Payment; Invoice
  - Assumptions
  - Additional Terms and Conditions If Needed
  - Services, Deliverables, Intellectual Property and Materials
  - Warranties
  - Attachments, Supplements, Annexes
  - Start, End and Milestones With Graphical Chart
  - Key Personnel, Work Schedule, Project Management
  - Change Control
  - Quality Assurance; Audit
  - Other; Not Included in the Scope of the SOW

Project Management
- File Drawer or Assigned Manager
- Escalation Procedures
- Wind Down, Training, and Knowledge Transfer

Ordering:
Order Online - http://www.researchandmarkets.com/reports/3693315/
Order by Fax - using the form below
Order by Post - print the order form below and send to

Research and Markets,
Guinness Centre,
Taylors Lane,
Dublin 8,
Ireland.
Fax Order Form
To place an order via fax simply print this form, fill in the information below and fax the completed form to 646-607-1907 (from USA) or +353-1-481-1716 (from Rest of World). If you have any questions please visit http://www.researchandmarkets.com/contact/

Order Information
Please verify that the product information is correct.

Product Name: Statement of Work (SOW) Contract Fundamentals
Web Address: http://www.researchandmarkets.com/reports/3693315/
Office Code: SCBRQE39

Product Format
Please select the product format and quantity you require:

<table>
<thead>
<tr>
<th>Quantity</th>
<th>Online Access (Recorded) - Single User:</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>USD 199</td>
</tr>
</tbody>
</table>

Contact Information
Please enter all the information below in BLOCK CAPITALS

Title: Mr □ Mrs □ Dr □ Miss □ Ms □ Prof □
First Name: ___________________________ Last Name: ___________________________
Email Address: * ___________________________
Job Title: ___________________________
Organisation: ___________________________
Address: ___________________________
City: ___________________________
Postal / Zip Code: ___________________________
Country: ___________________________
Phone Number: ___________________________
Fax Number: ___________________________

* Please refrain from using free email accounts when ordering (e.g. Yahoo, Hotmail, AOL)
Payment Information

Please indicate the payment method you would like to use by selecting the appropriate box.

☐ Pay by credit card: You will receive an email with a link to a secure webpage to enter your credit card details.

☐ Pay by check: Please post the check, accompanied by this form, to:
Research and Markets,
Guinness Center,
Taylors Lane,
Dublin 8,
Ireland.

☐ Pay by wire transfer: Please transfer funds to:

Account number 833 130 83
Sort code 98-53-30
Swift code ULSBIE2D
IBAN number IE78ULSB98533083313083
Bank Address Ulster Bank,
27-35 Main Street,
Blackrock,
Co. Dublin,
Ireland.

If you have a Marketing Code please enter it below:

Marketing Code: ____________________________

Please note that by ordering from Research and Markets you are agreeing to our Terms and Conditions at http://www.researchandmarkets.com/info/terms.asp

Please fax this form to:
(646) 607-1907 or (646) 964-6609 - From USA
+353-1-481-1716 or +353-1-653-1571 - From Rest of World