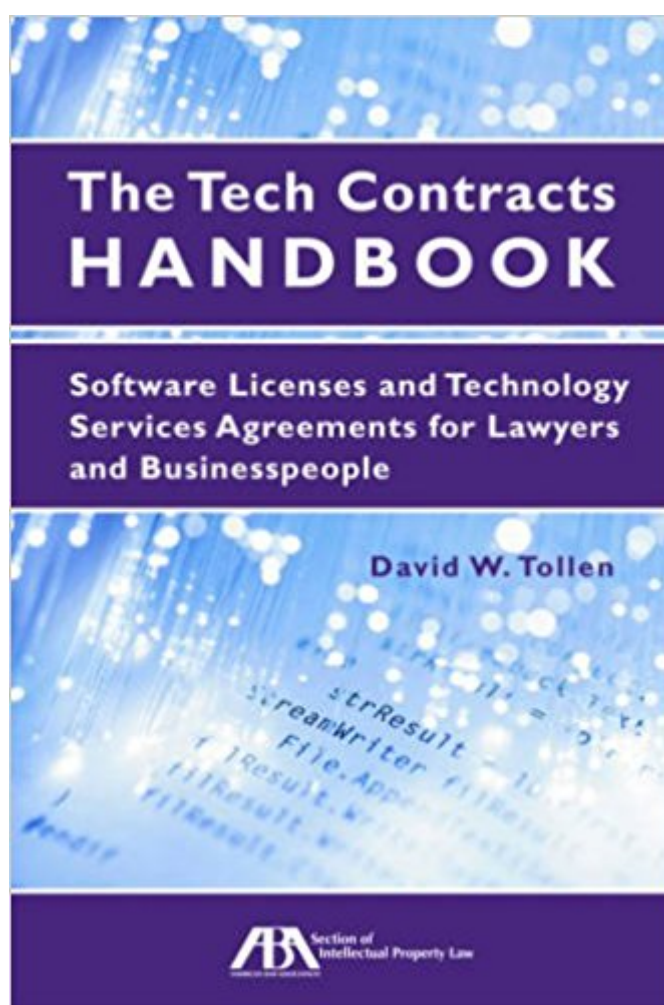


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# The Tech Contracts Handbook: Software Licenses And Technology Services Agreements For Lawyers And Businesspeople



## Synopsis

This is a practical and accessible reference book and training manual on IT contracts. It's a clause-by-clause "how to" guide on software licenses and technology services agreements, covering the issues at stake and offering negotiation tips and sample contract language. This handbook is for both lawyers and businesspeople, including contract managers, procurement officers, corporate counsel, salespeople, and anyone else responsible for getting IT deals done. Perhaps most important, this book uses simple English, like a good contract. Topics covered include:

- Software as a service (SaaS) and cloud computing agreements
- Warranties
- Indemnities
- Open source software
- Service level agreements
- Nondisclosure agreements
- Limitations of liability
- Internet and e-commerce contracts
- Software escrow
- Data security
- Copyright licensing
- And much more

## Book Information

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## Customer Reviews

"... an invaluable deskbook resource for both businesspeople and lawyers responsible for software and technology licenses." -- Ian Ballon, author of *E-Commerce and Internet Law*, Executive Director of the Stanford Center for E-Commerce

The Handbook is well-written and the information provided is useful. However, for a price-tag of \$50

I was expecting a more in-depth treatment and analysis of the gamut of technology agreements. Most of the provisions discussed aren't discussed for more than a couple paragraphs, certainly enough to acquaint a layperson with the general idea of a particular provision, but - to me - not nearly enough to serve as a negotiating resource of any real measure. Many of the descriptions provide a level of analysis that any transactional lawyer would him or herself be able to figure out from a cold reading of the discussed provision. Again, David does write well, and I would love to see him offer a more in-the-weeds analysis of some sample contracts.

Very good resource for a basic guide on tech contracts. Sample clauses are very helpful and great guide for young attorneys

I like the content but it's poorly laid out in my opinion. The author is very knowledgeable and I often consult his website. That being said, I also purchased the SaaS book by Stephen Guth. That one is laid out better in my opinion -- more user friendly.

This book is probably the one book that balances the legalese without compromising on the ability to let the readers understand.

I'm an attorney that knows contracts and was looking to learn about software contracts. This book is a great primer with generous examples and credible explanations. I think it's useful for non-attorneys, but who am I to say?

A very valuable resource. Worth every penny. Accessible and practical. I recommend it regularly both for private practice and in-house attorneys.

Complete, concise, and informative. What else can you ask for in a technical reference? This tome is a must-have for anyone who's responsible for formulating technical contracts and licensing agreements. Easy to read; very well presented. It has my enthusiastic endorsement.

Great reference

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