WINSTON & STRAWN LLP

Top 5 Negotiation Points for Software, Software as a Service, and Outsourcing Agreements

APRIL 25, 2012

Winston & Strawn presented an eLunch titled "Top 5 Negotiation Points for Software, Software as a Service, and Outsourcing Agreements" on April 25, 2012 at 12:15 p.m. (Central).

Whether you are a customer or a vendor, there are common key issues that must be addressed in any software, Software as a Service ("SaaS"), or outsourcing agreement. Careful planning, consideration of the appropriate allocation of risk, and negotiation of these issues are critical to negotiate an agreement that promotes your business goals and provides a clear roadmap for implementing, conducting, and exiting the relationship.

Winston & Strawn attorney Becky Troutman, along with attorney Glynna Christian, led this eLunch briefing. This session reviewed five of the most common issues that arise in negotiating software, SaaS, and outsourcing agreements, summarized common customer and vendor positions and middle ground solutions, and provided tactical advice for how to identify and address your organization's business and legal goals, including:

- defining your goals and measurable performance requirements;
- conducting due diligence;
- determining the pricing model;
- identifying key issues and potential resolutions; and
- exiting the relationship.

An eLunch is a complimentary, interactive seminar where participants watch and listen to a presentation given by Winston & Strawn attorneys over the Internet.

Clients and friends of the firm are invited to attend seminars and events. We reserve the right to limit attendance at any firm event.

NOTE: CLE credit is not available for listening to our pre-recorded eLunch or webinar briefings.

Related Locations

Chicago New York San Francisco

Related Capabilities

Intellectual Property IP Licensing & Due Diligence

Related Professionals

Becky Troutman