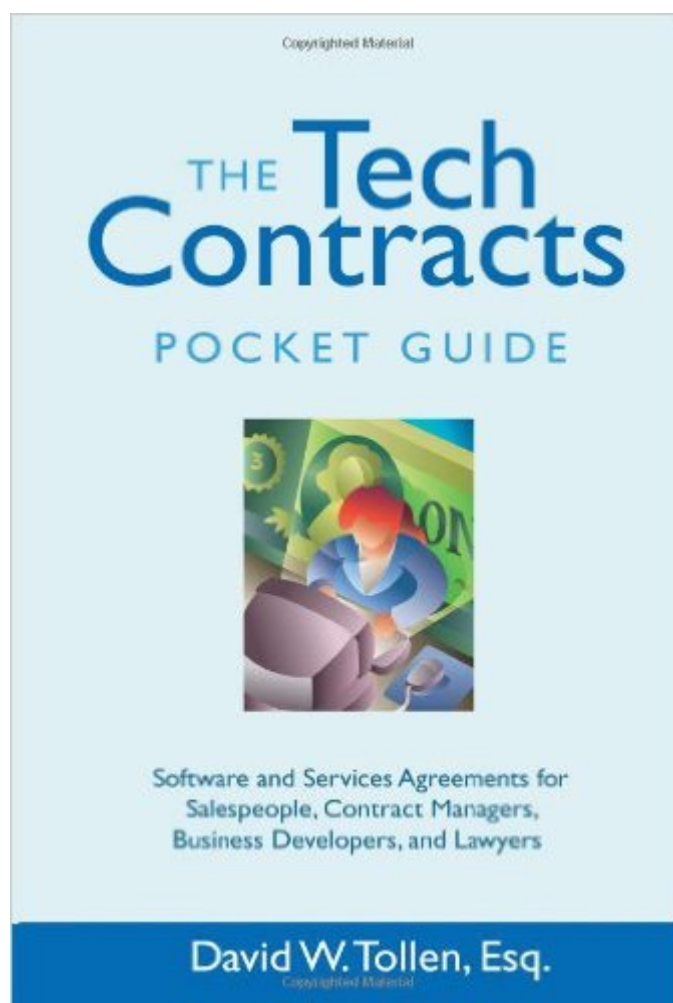


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# The Tech Contracts Pocket Guide: Software And Services Agreements For Salespeople, Contract Managers, Business Developers, And Lawyers



## Synopsis

Negotiate and Write Software Licenses, Computer Services Agreements, and Much More The Tech Contracts Pocket Guide is a friendly reference manual and how-to guide. It's for anyone whose business buys or sells software or information technology services. Written for both businesspeople and lawyers, it uses simple English, like a good contract. Here you will find: Explanations of each clause. Sample contract language. Tips on negotiation. A full length form contract (available for download). Ideas for avoiding disputes. Simple lessons on copyright licenses, warranties, indemnities, service level agreements, nondisclosure agreements, technical specifications, limitations of liability, technology escrows, software audits, and much more.

David Tollen's pithy guide both trains new hires and gives everyone a simple reference for IT contracts. Highly recommended.

David Hayden, founder of Critical Path, Archipelago LLC, and Jeteye Technologies, and cofounder of Magellan Search

David Tollen has prepared a licensing road map that's full of practical, concise information; that is, clear directions. Written in an engaging, accessible style, it's the perfect tool for both nonlawyers and lawyers learning to navigate the licensing maze.

Lawrence G. Townsend, IP attorney and author of The Wholly Grill, A Novel about Cravings, Barbeque, and Software

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## Customer Reviews

As an independent contractor, I used this book to tune and tighten up my existing standard contracts. It gave me a sense of legal security and professionalism going forward and I believe my

future clients will have greater respect for the agreements I plan to deliver. The book is well organized and easy to read just for an overview of the major issues and principles involved in any tech contract.

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