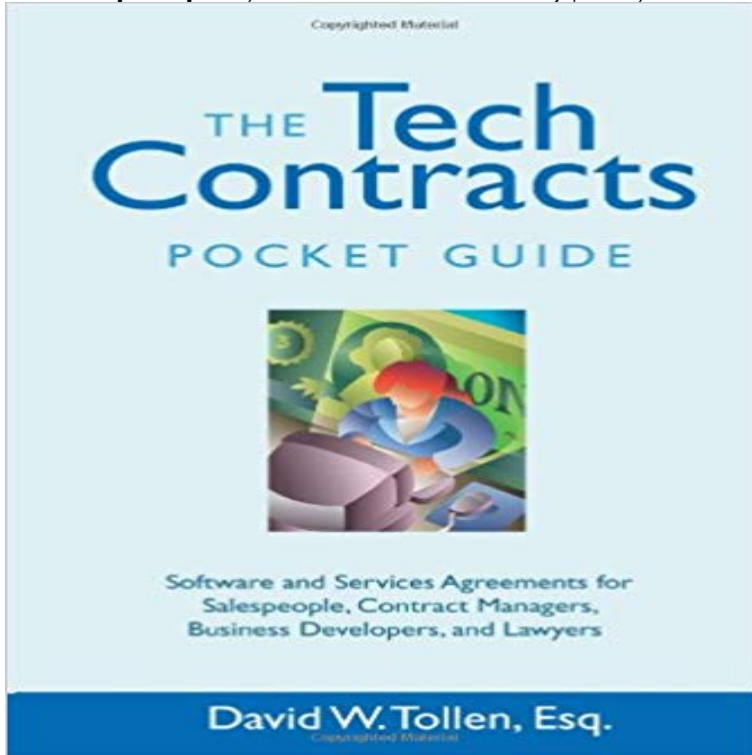


# The Tech Contracts Pocket Guide: Software and Services Agreements for Salespeople, Contract Managers, Business Developers, and Lawyers



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. Its 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 Tollens 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 thats full of practical, concise informationthat is, clear directions. Written in an engaging, accessible style, its 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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