The Tech Contracts Handbook: Software Licenses and Technology Services Agreements for Lawyers and Businesspeople

David W. Tollen

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The Tech Contracts Handbook is a practical and accessible reference book and training manual on IT contracts. This is 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 written 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, as any good contract should.

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
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