



CONTRACTING FOR SOFTWARE WORKSHOP

OBJECTIVES

The primary objectives of the *Contracting for Software* workshop are to:

- Review and customize a checklist of standard contract terms to be considered in your contract negotiations and for inclusion in software license agreements. (Often used as input into the development of a standard contract.)
- Provide education on relevant industry issues, trends and vendor practices, as well as representative financial, compliance and other risks in typical license agreements.

Secondary objectives are to:

- Identify current contract and vendor management practices, and related roles and responsibilities, in the client organization.
- Identify opportunities for improved contract and vendor management.
- Provide guidance on effective negotiating strategies and tactics.

BENEFITS

Benefits of the workshop include:

- More favourable contracts, with financial and other benefits over the software life cycle; ensures minimal and acceptable risks and legal liabilities.
- Reduced administrative effort due to contract consistency – standard terms become the norm, with fewer exceptions to be managed.
- Potential for reduced legal involvement and costs; legal counsel need only be consulted for terms which deviate from the standard.
- Greater leverage in negotiations with vendors, with resultant financial and other benefits; generally, improved vendor management.
- Industry perspective and knowledge, supplemented by over fifteen years of personal and client experience, to ensure a comprehensive and favourable contract.
- An independent, objective perspective on your current contract management practices and areas for improvement.

ADMINISTRATION AND COST

Ms. Sherry Irwin facilitates the workshop, and provides input based on her extensive expertise and experience. Generally, the client provides the venue and facilities, as well as a scribe to document the workshop results.

Although there is no formal limit to the number of participants, we recommend a maximum of ten to ensure manageability and active participation. As input to the workshop, *Technology Asset Management* provides a comprehensive checklist of key contract terms.

For a quote to conduct an onsite workshop customized for your organization please contact *Technology Asset Management*. Our clients find that the workshop fee is negligible compared to the opportunities for greater savings from more informed contract negotiations.

TECHNOLOGY ASSET MANAGEMENT INC.

Technology Asset Management Inc. (TAM) specializes in the maturing discipline of information technology (IT) asset management - policies, processes, resources and technologies that *minimize costs, maximize benefits* and *reduce risks* associated with software and hardware investments. We have a mature consulting practice in IT asset management, through which we assist our clients in implementing IT asset management practices that are relevant to their organization and specific requirements.

ABOUT THE INSTRUCTOR

Ms. Sherry Irwin, President and founder of *Technology Asset Management Inc.*, has over twenty years of experience in IT asset management and is recognized as a pioneer and expert in this maturing discipline. Prior to forming TAM in 1995, Sherry was a management consultant with Gartner Group Canada, where she had significant input into Gartner Group's *Software Asset Management (SAM)* research service. In 1998, she became a Giga Expert, providing IT asset management advice to clients of Giga Information Group's research and advisory service. Sherry is also the founder and chair of the *Canadian Software Asset Management Users' Group*, as well as the sponsor of an *IT Asset Management Conference and Solutions Showcase* held annually in Toronto.

For more information, contact *Technology Asset Management Inc.* at events@tam-inc.com