



SOFTWARE NEGOTIATIONS GROUP (SNG)

Software Negotiations, LLC

Information Technology agreements, particularly Software Licenses, are becoming more complex. As technology evolves and the number of software suppliers increases, the corporate customer is bound to a multitude of license agreements, which vary from supplier to supplier, license to license.

Suppliers devote substantial resources to formulating shrink-wrap and other agreements that minimize the supplier's obligations, allocating the majority of the risk to the customer; therefore, placing a new emphasis on the need to negotiate. In today's market, most aspects of a software license agreement are open to negotiation.

Software Negotiations, LLC has the expertise and experience to assist you in achieving your organization's goals and objectives in this constantly changing arena. By utilizing industry best practices with licensing and terms and conditions, SNG can assist you in negotiating the best value from your supplier while providing security and protection. SNG can provide negotiation assistance in the following areas:

- **License Grant and Use Rights**
- **Ownership of Deliverables**
- **Warranties**
- **Remedies for Non-Performance**
- **Dispute Resolution Process**
- **Indemnification**
- **Limitation of Liability**
- **Payment Provisions**
- **Non-Disclosure**
- **Termination Rights**

SNG's team of experienced consultants have added value to our clients in the following critical areas:

- **Review and Risk Analysis of Supplier's Standard End User License Agreements**
- **Negotiation of Licenses and Maintenance Renewals**
- **License Transfer to Divested Entities**
- **Negotiation of Custom Software Development**

We are committed to providing quality service while building strong relationships with our clients. We look forward to forging this relationship with you.

Note: SNG does not provide legal advice.