Strategic and operational license agreement management (DTL38)

ID DTL38 **Price** CHF 3,215.—(excl. VAT) **Duration** 2 days

Who should attend

The course is aimed at people who are or will be involved in the procurement of software and the management of such contracts as part of their job.

Prerequisites

Good basic knowledge of IT and software licensing law as well as experience in handling contracts.

Course Objectives

After the training, you will have a profound knowledge of software license agreements, the different licensing models and the particularities of cloud computing. You will be able to recognize the appropriate criteria for selecting suitable software license agreements and develop a decision matrix of recommended actions for the management board. You will learn about the German General Terms and Conditions Law and other important legal aspects at first hand. In negotiations, you as a licensee are thus on an equal footing with your negotiating partner!

Course Content

1st day:

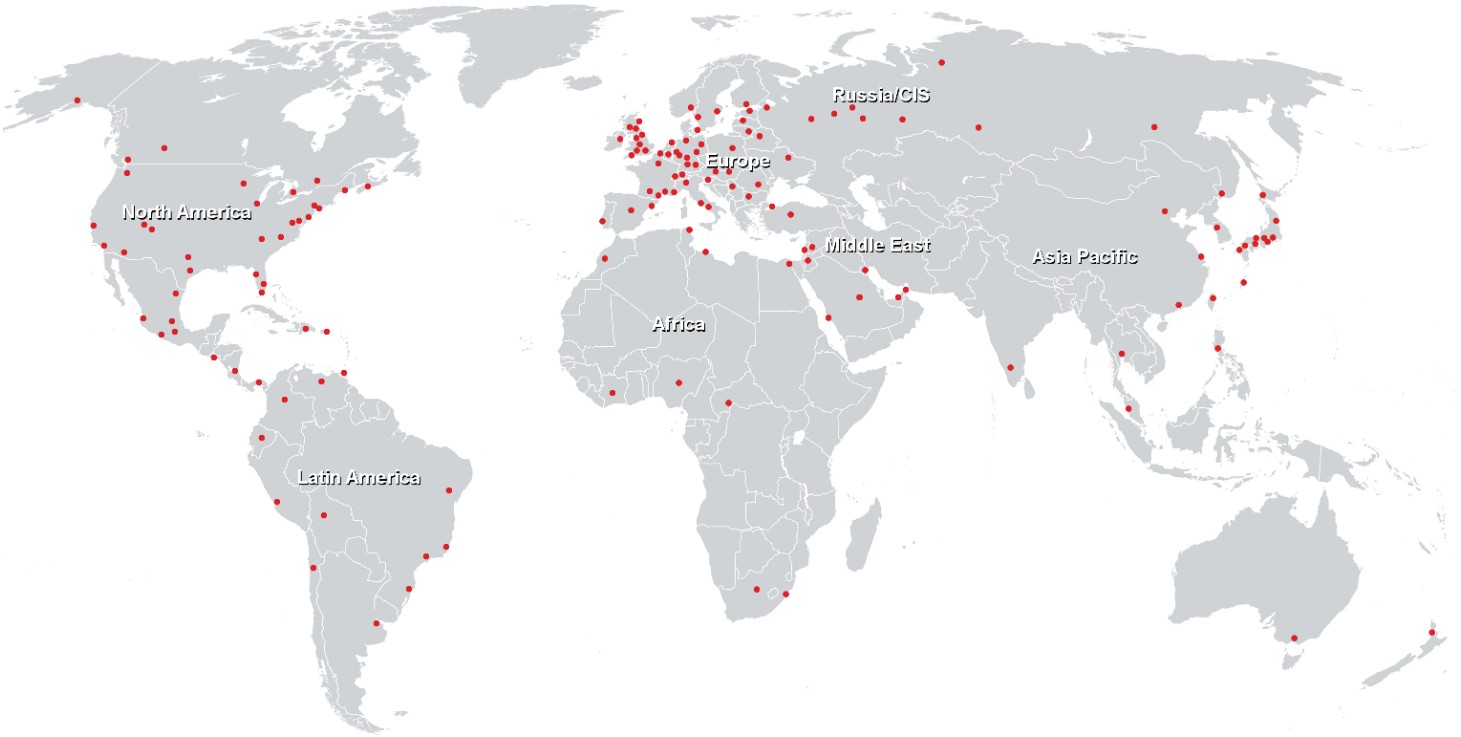
- Essential software license agreements - an overview
- Typical licensing models - an overview
- Criteria for selecting suitable software license agreements
- Harmonizing software license agreements
- Mergers & Acquisitions -Effects on software license agreements
- Initialization of software license agreements in agroup
- Typical clauses of software licence agreements
- Implementation of a negotiation team
- Preparation of contract negotiations
- Advice and known stumbling blocks

2nd day

- Ensuring license compliance
- OSS compliance in particular
- Software license audits
- Stakeholder analysis in a group
- Definition of requirements for contract-compliant implementation of contractual and terms of use/rights
- Quality assurance measures
- Reporting - management involvement
- Contract management tools
- Product portfolio and lifecycle management

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Training Centres worldwide





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