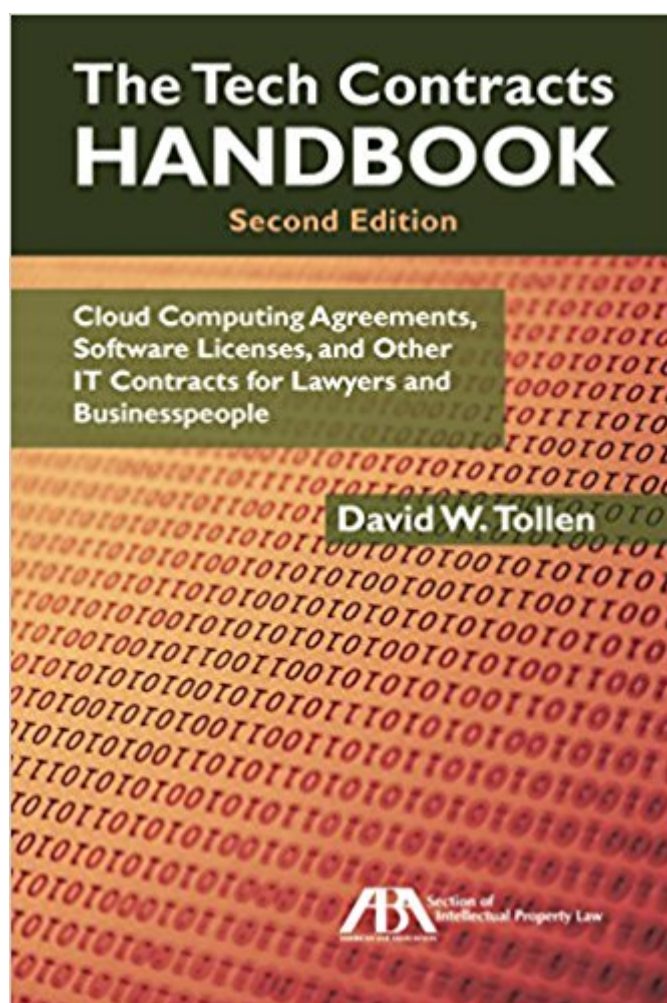


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# The Tech Contracts Handbook: Cloud Computing Agreements, Software Licenses, And Other IT Contracts For Lawyers And Businesspeople



## Synopsis

The Tech Contracts Handbook is a practical, user-friendly reference manual and training guide on cloud computing agreements, software licenses, and other IT contracts. It's a clause-by-clause "how to" resource, covering the issues at stake and offering negotiation tips and sample contract language. The Handbook is for both lawyers and businesspeople -- including contract managers, procurement officers, in-house and outside counsel, salespeople, and anyone else responsible for getting IT deals done. Perhaps, most important, it uses clear, simple English, like a good contract. Topics covered include: Software-as-a-service (SaaS) subscriptions Warranties and service level agreements (SLA's) Data security and privacy Indemnities Disaster recovery (DR) Non-compete Limitations of liability Clickwraps Open source software Nondisclosure agreements (NDA's) and confidentiality Technology escrow Copyright and other intellectual property (IP) licensing Internet and e-commerce contracts And much more ...

## Book Information

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## Customer Reviews

"An exceptionally helpful and concise book that should be on the desk of every lawyer who drafts licenses and contracts or wants to learn how to do so.." -- Ian Ballon, author and Executive Director of Stanford University Law School's Center for E-Commerce "For technology licensing practitioners and students alike, Tollen's Tech Contracts Handbook offers a comprehensive mix of plain-language guidance and tech licensing best practices. Balancing instructional writing with academic-quality insights is a challenge. Tollen performs this balance with an expert hand, born

of his experience drafting and negotiating tech agreements in Silicon Valley's virtual trenches. This book belongs on every thoughtful licensing attorney's bookshelf." -- Tom Jevens, Corporate Counsel, Google Inc.; Lecturer, Santa Clara University School of Law"Once again David Tollen has done the impossible. [He has] taken one of best treatises on IP contracting and made it even better. David's conversational tone and common sense practical advice allows even a novice to quickly grasp the fundamental principles of IP licensing. The second edition of The Tech Contracts Handbook is a must have for every library." -- H. Ward Classen, author and Legal Counsel, Accenture, LLP

David W. Tollen is an attorney, legal trainer, and author. He's the founder of Sycamore Legal, P.C. in San Francisco, where he represents buyers and sellers in cloud computing and software licensing agreements and in other technology and IP transactions. He also trains both lawyers and businesspeople on drafting and negotiating IT contracts, through TechContracts.com. Mr. Tollen graduated with honors from Harvard Law School and has degrees from Cambridge University in England and U.C. Berkeley. In addition to practicing law in the Silicon Valley, he has served as General Counsel of a publicly traded software company and as Vice President of Business Development for a profitable technology start-up.

Great resource. I watched a video by David Tollen on this topic for CLE requirements, which prompted me to buy the book. Straight forward and written in plain English. You don't need to be a lawyer to understand Mr. Tollen's delivery. If you're a practitioner, this is a great desk reference. If you just want to have a solid reference for drafting and/or negotiating technology oriented agreements for any reason, you should get this book.

The book is a very good reference guide for lawyers who need to review and draft technology contracts. The author has guided me to the important points, clauses and things to consider, it also has boiler plate clause that is very useful.

Good Book. Sample clauses are decent. Do not recommend buying the kindle cloud reader version; hard copy would be better.

A good reference when one is dealing with Tech Contracts. Straight to the point explanation which helps non-lawyers understand fully some legal technicalities one can encounter during

drafting/reviews of Tech contracts. Looking forward to additional topics such as DDoS and Payment provider gateways.

Clear presentation.

I'm a contract manager and this book is an indispensable tool for me in carryout my job functions. Very good book. I'll recommend it to any business person, who is into Information Technology.

Easy to understand as the book used simple English to explain.I can apply to draft IT contract.

Very good insight to improve contract quality for procurement professionals.

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