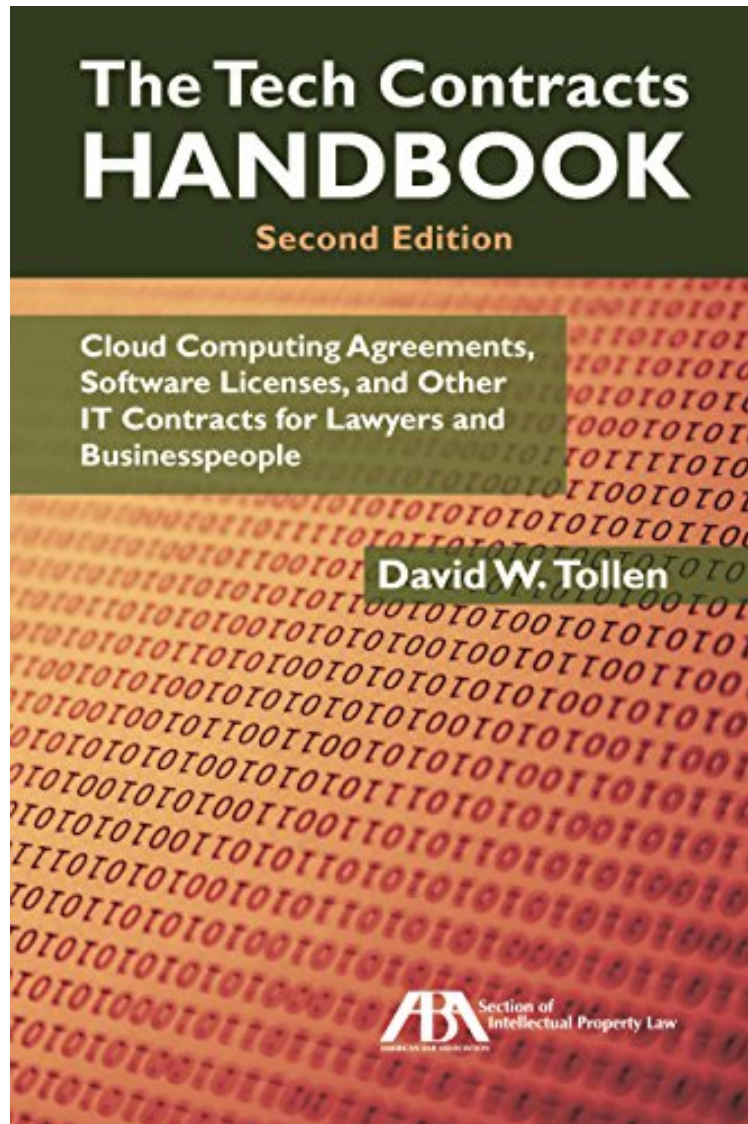


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# The Tech Contracts Handbook: Cloud Computing Agreements, Software Licenses, and Other IT Contracts for Lawyers and Businesspeople

David W. Tollen

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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-competes 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 ...

"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 About the Author 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 and 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.