Deloitte.

ADVANCED

SAM CONTRACT – MANGEMENT OF SOFTWARE LICENSE CONTRACTS

Find out how to prepare, negotiate and conclude a perfectly suited Software License Agreement for your company.

Deloitte SAM Academy

The Deloitte SAM Academy provides a comprehensive training program for all key activities relating to Software Asset and License Management (SAM). The content of the SAM Academy has evolved from Deloitte's long-term SAM experience in diverse customer projects and covers the entire software lifecycle. We offer impartial guidance and training independent of any software vendor or tool provider.

Central theme

In addition to the purchased products and prices obtained, the contract terms and the products underlying terms of use are crucial for the legitimate use of soft-ware. It is possible to negotiate company specific terms of use and consequently create simplified conditions for the software usage by the closure of an agreement. This leads to aimed value propositions within the frame work of a comprehensive Software Asset and License Management.

Training content

I. Foundations of IT contract managements

Understanding of basic terms, the contract cycle, a reasonable IT contract governance, affected roles and processes

II. Active contract management along with the life cycle of a contract

Consolidation or process steps of the contract life cycle (negotiate contract, manage term of contract, extend or terminate contract) based on practical exercises

III. Legal basis for software contracts

Explanation of the most important aspects of contractual agreements under the law of obligations and copyright including special cases and demarcation (e.g. regarding patent law)

IV. Contracts of common software manufacturer

Consideration of the different contract structures of common software manufacturer and analysis of the differences between classical (license purchase) and innovative (software as a service) models

V. Importance of a tool controlled (software) contract management

Presentation of use cases regarding contract management tools and common suppliers

Target group

The training addresses IT decision-makers as well as software contract and license managers who actively contribute to the content development and negotiations regarding software license contracts.

Duration

Two days

Charges

On request

Contact | registration

Lutz Hoffmann | +49 30 254685609 |deinfosamacademy@deloitte.de| www.samacademy.eu