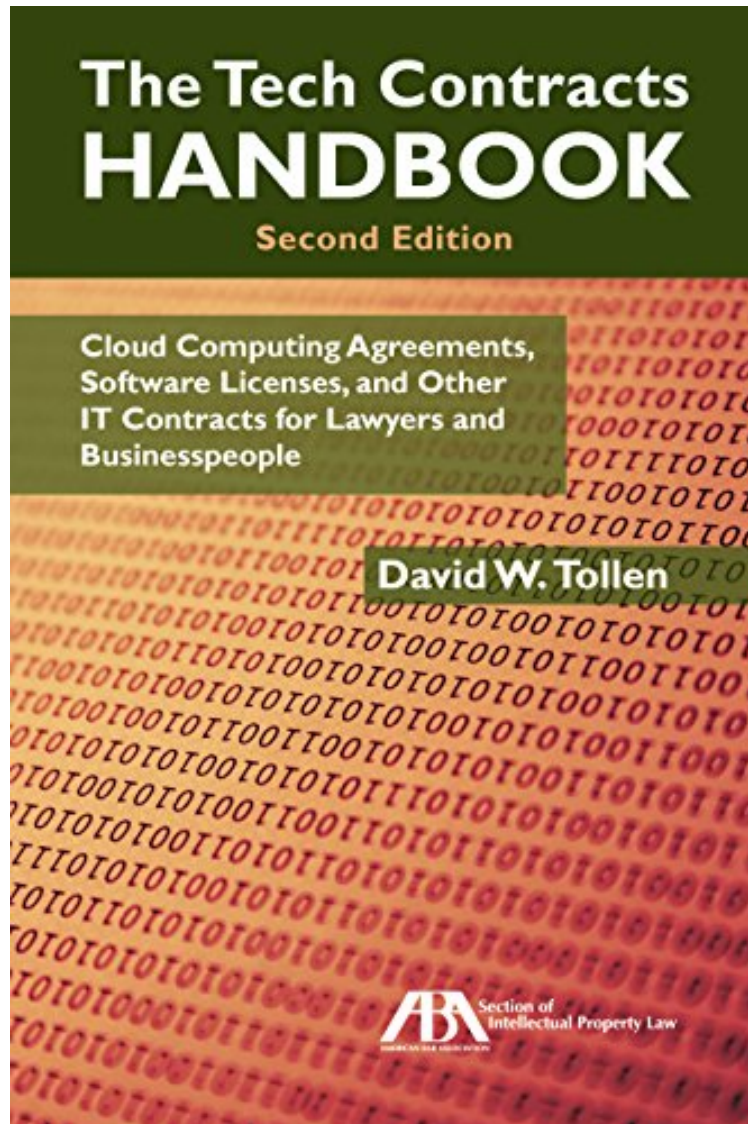


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# The Tech Contracts Handbook: Cloud Computing Agreements, Software Licenses, and Other IT Contracts for Lawyers and Businesspeople

David W. Tollen

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David W. Tollen : The Tech Contracts Handbook: Cloud Computing Agreements, Software Licenses, and Other IT Contracts for Lawyers and Businesspeople before purchasing it in order to gage whether or not it would be worth my time, and all praised The Tech Contracts Handbook: Cloud Computing Agreements, Software Licenses, and Other IT Contracts for Lawyers and Businesspeople:

5 of 5 people found the following review helpful. Excellent resource. By CSF 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. 4 of 4 people found the following review helpful. The book is a very good reference guide for lawyers who need to review and ... By Customer 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. 0 of 0 people found the following review helpful. Good reference for Tech contracts. By Jackie G. 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.

The Tech Contracts Handbook is a userfriendly reference manual and training guide on software licenses and other IT agreements, along with cloud computing issues. This handbook is for both lawyers and businesspeople, including contract managers, procurement officers, corporate counsel, salespeople, and anyone else responsible for getting IT deals done. Perhaps, most important, the book uses clear, simple English, just like a good contract. The book describes each clause typically found in a technology agreement, outlines the issues at stake, and offers negotiation tips and sample contract language. The book addresses four principle types of IT contracts: 

- Software license agreements and software ownership agreements
- IP professional services agreements
- Cloud services agreements
- Combination agreements

Topics include warranties, indemnities, open source software, nondisclosure agreements, limitations of liability, software escrow, data security, copyright licensing, both private and government 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.