

DRAFTING AND NEGOTIATING AN I.T. SUPPLY CONTRACT

14 July 2015, Conf No L7-5115



DRAFTING AND NEGOTIATING AN I.T. SUPPLY CONTRACT

Application to Register

Please PRINT your details:

Title First Name.....
(Dr, Mr, Mrs, etc)
Family name
Position
Department.....
Company
Company VAT No.
Address
.....
City Post Code
Country.....
Tel No.
Mobile No.
Fax No.....
E-mail
.....
Secretary's Name

Payment by either: VISA MASTERCARD AMEX

Card No.

Card Security No.

--	--	--	--

 / AMEX

Expiry date...../.....

Cheque enclosed payable to Management Forum Limited
 Purchase order number

For Promotional Opportunities email:
sarah.packham@management-forum.co.uk

Registration Information

Dates
14 July 2015 Start: 09.30 – Finish: 17.00

Registration & Coffee
14 July 2015 09.00

Venue and Accommodation
The Rembrandt Hotel, 11 Thurloe Place,
London SW7 2RS
Hotel Tel: +44(0)20 7589 8100
Hotel Fax:+44(0)20 7225 3476
Email: reservations_rembbrandt@sarova.co.uk
Subject to availability, a limited number of
bedrooms have been reserved at the hotel at a
special rate.

All bookings should be made directly with the hotel or online at www.sarova.com/rembrandt quoting promo code 'manforum'.

Directions
Opposite V&A Museum. Nearest underground station: South Kensington.
www.sarova-rembrandthotel.com/location-local-attractions

Fee
£598 + VAT if applicable. The fee includes course documentation as well as mid-session refreshments and lunch. Invoice and confirmation will be forwarded to you.

15% Early Bird Discount if booked before 29 May 2015

Conference No. L7-5115

For Cancellation Policy and T&Cs see website
NB: Cancellations must be received in writing by registrations@management-forum.co.uk

registrations@management-forum.co.uk

www.management-forum.co.uk

Tel: +44 (0) 1483 730071

Fax: +44 (0) 1483 730008

If you have NOT received confirmation seven days after registering please contact registrations@management-forum.co.uk

Discounted Rates
Available on application for personnel from non-profit making organisations and registered charities.
Group discount available on request

6 CPD HOURS

Topics to be covered at this seminar:

- Pre-Contract Issues
- Delivery Terms
- Professional Services
- Financial Provisions
- IP Ownership and Licensing
- Liability
- Termination/Security of Supply/Escrow
- Dealing with Disputes

Seminar Leaders:

Piers Clayden
Paul MacLennan
Speakers

ClaydenLaw Ltd
Anderson Law LLP
from Taylor Wessing LLP *invited*

JOIN US ON



Register online at www.management-forum.co.uk or by phone on +44 (0)1483 730071, fax 730008

14 July 2015
The Rembrandt Hotel, London



If you do not want to receive future mailings from Management Forum please contact nick@management-forum.co.uk
If you do not wish to receive selected third party mailings please contact nick@management-forum.co.uk

To Register

WHY SHOULD YOU ATTEND?

This practical seminar will provide an in-depth analysis of the main legal issues that arise in the course of contracting for large enterprise software solutions. It will be of interest to both customers and vendors/suppliers alike, as well as system integrators and consultants.

The seminar will look at:

- Why getting the procurement invitation to tender is key to a successful outcome
- The main negotiation issues in the contract, such as testing, acceptance, remedies for late delivery and limitations on liability
- What happens when the procurement goes wrong

WHO SHOULD ATTEND?

- Contract Managers
- Project Managers
- IT Managers
- IT Consultants
- IT Project Managers
- Lawyers

ACCREDITATION

This seminar merits **6 hours** under the UK Solicitors Regulation Authority **self-accreditation scheme (ref. CJA/MAFO)**.

SEMINAR LEADERS

Piers Clayden is the founder and director of ClaydenLaw Ltd. He has been a commercial lawyer since 1998.

Paul Macleannan is a solicitor and a Partner at Anderson Law LLP. Paul advises on a wide variety of commercial agreements focussing on transactional work within the IT, life sciences and university sectors.

Speakers from Taylor Wessing LLP invited

DOCUMENTATION

Participants will receive a folder containing comprehensive documentation provided by the seminar leaders, which will be a valuable source of reference for the future.

A Certificate of Attendance for Professional Development will be given to each participant who completes the seminar

Programme

09.30	▶	Introduction and overview of the day <i>Paul Macleannan, Anderson Law LLP</i>	12.30	▶	Key Terms of Agreement - IP Ownership and Licensing <i>Piers Clayden, ClaydenLaw Ltd</i> <ul style="list-style-type: none">• Ownership and licensing• Open source software issues
09.45	▶	Pre-Contract Issues <i>Piers Clayden, ClaydenLaw Ltd</i> <ul style="list-style-type: none">• Customer requirements - scoping• DD by vendor• RFQ/tender process	13.00	▶	Lunch
10.30	▶	Key terms of Agreement - Delivery Terms <i>Paul Macleannan, Anderson Law LLP</i> <ul style="list-style-type: none">• Passage of Risk/Title• Testing• Acceptance• Penalties / Remedies for late delivery	14.00	▶	Key Terms of Agreement - Liability <i>Paul Macleannan, Anderson Law LLP</i> <ul style="list-style-type: none">• Warranties• Indemnities• Limits/exclusions
11.00	▶	Coffee	14.35	▶	Key Terms of Agreement - Termination <i>Piers Clayden, ClaydenLaw Ltd</i> <ul style="list-style-type: none">• Security of Supply• Escrow• How are licensed components dealt with
11.15	▶	Professional Services <i>Piers Clayden, ClaydenLaw Ltd</i> <ul style="list-style-type: none">• Configuration• Contract governance• Change control• Support and maintenance	15.00	▶	Tea
12.00	▶	Key Terms of Agreement - Financial Provisions <i>Paul Macleannan, Anderson Law LLP</i> <ul style="list-style-type: none">• Payment terms• Revenue recognition• Audit rights• Taxes; R&D tax credits	15.15	▶	Dealing with Disputes Terms of Agreement - Liability <i>Speakers from Taylor Wessing LLP invited</i> <ul style="list-style-type: none">• Alternative Dispute Resolution• Common problems that lead to IT disputes• Lessons learnt• Audience Q&A/discussion
			17.00	▶	Close of Seminar