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A Guide to IT Contracting: Checklists, Tools, and Techniques

Michael R. Overly, Matthew A. Karlyn

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Even leading organizations with sophisticated IT infrastructures and teams of lawyers can find themselves unprepared to deal with the range of issues that can arise in IT contracting. Written by two seasoned attorneys, **A Guide to IT Contracting: Checklists, Tools, and Techniques** distills the most critical business and legal lessons learned through the authors' decades of experience drafting and negotiating IT-related agreements.

In a single volume, readers can quickly access information on virtually every type of technology agreement. Structured to focus on a particular type of IT agreement, each chapter includes a checklist of essential terms, a brief summary of what the agreement is intended to do, and a complete review of the legal and business issues that are addressed in that particular agreement. Providing non-legal professionals with the tools to address IT contracting issues, the book:

- Contains checklists to help readers organize key concepts for ready reference
- Supplies references to helpful online resources and aids for contract drafting
- Includes a CD-ROM with reusable checklists and complete glossary that defines key legal, business, and technical terms

Costly mistakes can be avoided, risk can be averted, and better contracts can be drafted if you have access to the right information. Filled with reader-friendly checklists, this accessible reference will set you down that path. Warning you of the most common pitfalls, it arms you with little-known tips and best practices to help you negotiate the key terms of your IT agreements with confidence and ensure you come out on top in your next contract negotiation.

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