

## Course 4. Advanced Software Procurement

### Summary

Understand successful the range of charging mechanisms used by vendors, how they protect their revenue stream and gain practical advice on how to mitigate the commercial risk inherent in every software contract. The course includes a valuable checklist of negotiation points for any software procurement.

### Key Benefits

1. *Commercial risk* - see the common risk areas and how to avoid them
2. *Cost* – avoid making costly mistakes when negotiating software licences
3. *IPR* – understand it's commercial significance in software negotiations

### Audience

- IT teams managing software vendors
- Software buyers
- Project Managers and Commercial Managers

### Syllabus

- What is a software licence?
- Key features of software licences
  - Shrink-wrap, volume licensing, subscription
  - Software licence & development agreements
  - Escrow
- Key commercial considerations for buying software
  - Cost models
  - Pricing strategies of software suppliers
  - Tools to probe cost, overheads and profit
- Core Contractual clauses
  - IPR ownership and Modifications
  - IT warranties
  - Warranty exclusions including loss of data, minor interruptions or errors
  - Service descriptions, change management, software support
- Commercial implications of using Open Source Software
- The software buyers checklist