

SaaS Agreements Demystified

Practical tips and best practices for understanding and negotiating software-as-a-service agreements

Virtually all modern companies use and interact with Software-as-a-Service (SaaS) products daily. The nature of SaaS offerings—having a third-party vendor run software and process your data on your behalf—raises specific and unique issues. A prudent SaaS services provider or customer needs to draft and negotiate terms that are appropriate to its business needs, operational requirements, and data privacy commitments.

In this seminar, we explain the technical and business context in which SaaS products are offered and address the ways that SaaS agreements differ from either traditional services engagements or software licensing terms. We provide practical tips and deep dives on specific topics to help you in drafting and negotiating contracts on behalf of providers and users of SaaS products.

Agenda

- Technical and Business Overview of SaaS and Related “_aaS” Offerings
- Differences between SaaS Agreements and Traditional License and Service Contracts
- Negotiating Key Provisions of SaaS Agreements
- Provider and Customer Concerns
- Data Privacy, with Deep Dives on GDPR, US State Privacy Laws, and Consumer Data
- Data as Intellectual Property
- Open Source and Source-Available Licenses in a SaaS Context
- Emerging Topics, Such as Artificial Intelligence and Use of Customer Data
- “Ask the Experts” Q&A Session

Faculty

Stephen D. Winslow, Esq., *Boston Technology Law, PLLC, Cambridge*, Chair
Kevin J. Angle, Esq., *Holland and Knight LLP, Boston*
Stanislav Zakharenko, Esq., *GTC Law Group, PC & Affiliates, Westwood*

Dates & Location

Register at www.mcle.org

LIVE WEBCAST

Friday, September 27, 2024
9:30 am–12:30 pm
Program # 2250012WBC

REBROADCAST

Monday, October 14, 2024
2:00 pm–5:00 pm
Program # 2250012RB1

REBROADCAST

Tuesday, October 22, 2024
12:00 pm–3:00 pm
Program # 2250012RB2

ON DEMAND WEBCAST

View after Tuesday, October 22, 2024
Program # 2250012WBA

Tuition *(includes written materials)*

- \$245
- \$220.50 MCLE Members
- \$122.50 New Lawyers admitted to law practice within 5 years, Pending Admittees, Law Students, and Paralegals
- **FREE** for MCLE OnlinePass Subscribers

To apply for a need-based scholarship, email scholarships@mcle.org.

Materials

Intellectual Property Licensing Agreements ebook, plus speaker materials

- E-materials link emailed upon registration
- Transcript & videorecording emailed 2 weeks post-program

CLE Credits

Earn up to 3 CLE credits



Subscribe to the MCLE OnlinePass®

for instant access to this program and everything else MCLE offers online.
Learn more at www.mcle.org