

CONTRACT

CONTRACTS MANAGEMENT | CON-009

IT and Software Contracts

Contact

+31 85 7444446
info@aractech.com
<https://aractech.com>

Address

Waarderweg 50, 2031PB Haarlem - Netherlands.

Course content

Why Attend

Technology contracts for software, cloud services, implementation and support involve complex issues around intellectual property, data, service levels and liability. Mistakes can lock organisations into poor arrangements.

This Aractech course covers software licensing, SaaS and cloud agreements, implementation and development contracts, data protection and security terms, service levels, intellectual property, liability, exit and transition. Participants review technology contract clauses.

Course Methodology

- Clause review workshops
- Case studies
- Negotiation exercises
- Checklists
- Group discussions

Course Objectives

- Understand software licensing and SaaS models
- Negotiate cloud service agreements
- Manage implementation and development contracts
- Include data protection and security terms
- Address intellectual property and liability
- Plan exit and transition arrangements

Target Audience

- IT procurement professionals

Course content

- Contract managers
- IT managers
- Legal professionals

Course outline

Detailed course outline

Day-by-day outline for IT and Software Contracts.

Day 1 - Technology Contracts

- 09:00-09:45 | Contract types
- 09:45-10:30 | Licensing models
- 10:30-11:00 | Market practices
- 11:00-11:30 | Coffee break
- 11:30-11:45 | Market practices (continued)
- 11:45-12:30 | Risks
- 12:30-14:00 | Exercise: Contract inventory

Day 2 - Cloud and SaaS

- 09:00-09:45 | SaaS terms
- 09:45-10:30 | Service levels
- 10:30-11:00 | Data location
- 11:00-11:30 | Coffee break
- 11:30-11:45 | Data location (continued)
- 11:45-12:30 | Security
- 12:30-14:00 | Workshop: SaaS review

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Day 3 - Implementation Contracts

- 09:00-09:45 | Scope and milestones
- 09:45-10:30 | Acceptance
- 10:30-11:00 | Change control
- 11:00-11:30 | Coffee break
- 11:30-11:45 | Change control (continued)
- 11:45-12:30 | Agile contracts
- 12:30-14:00 | Case study: Failed implementation

Day 4 - Data and IP

- 09:00-09:45 | Data protection
- 09:45-10:30 | Intellectual property
- 10:30-11:00 | Confidentiality
- 11:00-11:30 | Coffee break
- 11:30-11:45 | Confidentiality (continued)
- 11:45-12:30 | Liability
- 12:30-14:00 | Exercise: Clause negotiation

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Day 5 - Exit and Governance

- 09:00-09:54 | Exit and transition
- 09:54-10:48 | Escrow
- 10:48-11:00 | Vendor governance
- 11:00-11:30 | Coffee break
- 11:30-12:12 | Vendor governance (continued)
- 12:12-13:06 | Renewals
- 13:06-14:00 | Capstone: Technology contract checklist

Seminar dates

Available seminar dates

Live dates and pricing for IT and Software Contracts generated from the course details page.

Date	Location	Format	Fee
9 - 13 November 2026	Barcelona	Classroom	€2,815
14 - 18 December 2026	Paris	Classroom	€3,825
18 - 22 January 2027	Dubai	Classroom	€1,845
15 - 19 February 2027	Amsterdam	Classroom	€2,830
15 - 19 March 2027	London	Classroom	€2,315
19 - 23 April 2027	Istanbul	Classroom	€1,978
17 - 21 May 2027	Vienna	Classroom	€3,225
21 - 25 June 2027	Barcelona	Classroom	€2,815
19 - 23 July 2027	Cape Town	Classroom	€1,625
16 - 20 August 2027	Geneva	Classroom	€4,315

Seminar dates

Available seminar dates

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Date	Location	Format	Fee
20 - 24 September 2027	Amsterdam	Classroom	€2,830
18 - 22 October 2027	London	Classroom	€2,315
15 - 19 November 2027	Istanbul	Classroom	€1,978
20 - 24 December 2027	Vienna	Classroom	€3,225
9 - 13 November 2026	Online / Live	Online / Live	€1,815
14 - 18 December 2026	Online / Live	Online / Live	€1,815
18 - 22 January 2027	Online / Live	Online / Live	€1,815
15 - 19 February 2027	Online / Live	Online / Live	€1,815
15 - 19 March 2027	Online / Live	Online / Live	€1,815
19 - 23 April 2027	Online / Live	Online / Live	€1,815

Seminar dates

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Date	Location	Format	Fee
17 - 21 May 2027	Online / Live	Online / Live	€1,815
21 - 25 June 2027	Online / Live	Online / Live	€1,815
19 - 23 July 2027	Online / Live	Online / Live	€1,815
16 - 20 August 2027	Online / Live	Online / Live	€1,815
20 - 24 September 2027	Online / Live	Online / Live	€1,815
18 - 22 October 2027	Online / Live	Online / Live	€1,815
15 - 19 November 2027	Online / Live	Online / Live	€1,815
20 - 24 December 2027	Online / Live	Online / Live	€1,815