

# € TRAINING

IT Contracts Drafting and Management



14 - 18 October 2024  
Baku (Azerbaijan)  
Holiday Inn Baku



# IT Contracts Drafting and Management

REF: U999 DATE: 14 - 18 October 2024 Venue: Baku (Azerbaijan) - Holiday Inn Baku Fee: 5830 Euro

## Introduction:

This training program provides participants with specialized knowledge and skills essential for drafting, negotiating, and managing contracts within the realm of Information Technology IT. It empowers them to streamline contract processes, mitigate risks, and optimize outcomes in IT projects and transactions.

## Program Objectives:

At the end of this program, participants will be able to:

- Understand the specific legal and commercial considerations in IT contracts.
- Learn techniques for drafting clear, enforceable, and comprehensive IT contracts.
- Develop negotiation skills tailored to IT contract requirements.
- Gain insights into contract management strategies for IT projects and services.
- Enhance proficiency in ensuring legal compliance and mitigating risks in IT contracts.

## Targeted Audience:

- IT Contract Managers.
- Contract Administrators in IT Departments.
- Legal Professionals specializing in IT law.
- IT Project Managers.
- Procurement Specialists in IT.
- Business Analysts involved in IT projects.

## Program Outline:

### Unit 1:

#### Introduction to IT Contracts:

- Overview of the unique legal and commercial aspects of IT contracts.
- Common types of IT contracts software licenses, service agreements, SaaS contracts.

- Legal framework governing IT contracts including relevant regulations and industry standards.
- Key considerations for drafting and negotiating IT contracts.
- Case studies illustrating IT contract issues and solutions.

## Unit 2:

### Drafting IT Contracts:

- Essentials of drafting clear and comprehensive IT contracts.
- Structuring IT contracts to address specific project requirements and risks.
- Incorporating key terms and provisions in IT contracts e.g., scope of work, warranties, indemnification.
- Best practices for avoiding common pitfalls in IT contract drafting.
- Interactive drafting exercises and templates.

## Unit 3:

### Negotiating IT Contracts:

- Techniques for effective negotiation in IT contract transactions.
- Understanding the needs and interests of parties involved in IT contracts.
- Strategies for achieving favorable terms while maintaining mutually beneficial relationships.
- Resolving conflicts and reaching consensus in IT contract negotiations.
- Role-play simulations and negotiation scenarios.

## Unit 4:

### Contract Management in IT:

- Importance of effective contract management throughout the IT project lifecycle.
- Establishing robust contract governance frameworks for IT projects and services.
- Monitoring contract performance, milestones, and deliverables.
- Handling change requests, disputes, and contract amendments in IT projects.
- Case studies on successful contract management practices in IT.

## Unit 5:

### Compliance and Risk Management in IT Contracts:

- Ensuring legal compliance and regulatory adherence in IT contracts.
- Identifying and mitigating risks associated with IT projects and services.
- Implementing strategies for data security, privacy protection, and intellectual property rights in IT contracts.
- Addressing emerging legal and regulatory challenges in IT contract management.
- Risk assessment exercises and scenario analysis.