

**Silicon Valley SaaS Lawyer  
Kristie Prinz to Speak on  
“Negotiating SaaS Agreements:  
Drafting Key Contract  
Provisions, Protecting  
Customer and Vendor  
Interests”**

Press Release for February 21, 2018 webinar

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**Software and IT Lawyer  
Kristie Prinz to Speak on  
“Drafting Software Hosting  
Agreements: Service  
Availability, Performance,  
Data Security, and Other Key  
Provisions”**

Press Release on January 23, 2018 Webinar

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# **SaaS Lawyer Kristie Prinz to Present Webinar on “Negotiating Software as a Service Contracts”**

Press Release for January 17, 2018 webinar

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# **Software Lawyer Kristie Prinz to Speak on “Drafting Software Hosting Agreements: Service Availability, Performance, Data Security, Other Key Provisions”**

Silicon Valley Software Lawyer Kristie Prinz will be featured as a speaker for the webinar “Drafting Software Hosting Agreements: Service Availability, Performance, Data Security, Other Key Provisions” for the Atlanta, Georgia-based Strafford on January 23, 2018.

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# **San Jose Lawyer Kristie Prinz to Speak on “Drafting SaaS Contracts” at Webinar Hosted by The Prinz Law Office**

Prinz Law founder and San Jose software lawyer Kristie Prinz will speak at a webinar hosted by The Prinz Law Office on “Best Practices for Drafting SaaS Contracts that Reduce the Customer Sales Cycle & Avoid Disputes.” The webinar will take place on October 26, 2017 from 10:00 a.m. to 11:30 a.m. PST. The webinar will address such topics as:

- What makes an effective SaaS customer contract?
- What terms should SaaS customers expect?
- Common challenges with customer negotiations.
- What drafting problems frequently result in stalled contract negotiations? Customer disputes?
- How can better drafting close deals faster? Avoid subsequent customer disputes?

To register for the webinar, please sign up at this [link](#).

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## **Silicon Valley Software Lawyer Kristie Prinz to Speak**

# **on “Negotiating SaaS Agreements: Drafting Key Contract Provisions, Protecting Customer and Vendor Interests”**

Silicon Valley Software Lawyer Kristie Prinz will be featured as a speaker on “Negotiating SaaS Agreements: Drafting Key Contract Provisions, Protecting Customer and Vendor Interests” for a webinar hosted by Arlington, Virginia-based Clear Law Institute on Wednesday, February 21, 2018 from 10-11:15 a.m. PST.

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# **Software Lawyer Kristie Prinz to Speak on “Negotiating Software as a Service Contracts”**

Software Lawyer Kristie Prinz will be featured as a speaker for the webinar “Negotiating Software as a Service Contracts” for the Arlington, Virginia-based Clear Law Institute on Wednesday, January 17th from 10-11:15 a.m. PST.

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# **Silicon Valley Software Lawyer Kristie Prinz to Speak on “Negotiating Software-as-a-Service Contracts” for Webinar Hosted by Clear Law Institute**

Silicon Valley Software Lawyer Kristie Prinz will be featured as a speaker for the webinar “Negotiating Software as a Service Contracts” for the Arlington, Virginia-based Clear Law Institute on Tuesday, September 12th from 12-1:15 p.m. PST.

Clear Law Institute is making available a special promotional discount of 35% off to attendees who sign up via The Prinz Law Office using this promo code: **krpri35**.

To register for the event, sign up at this link:  
<http://clearlawinstitute.com/shop/webinars/negotiating-software-service-contracts-091217/>.

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## **The Prinz Law Office Announces Expansion of Silicon Valley Headquarters**

# **in San Jose**

The Prinz Law Office is pleased to announce that it will be expanding its Silicon Valley headquarters in San Jose. The firm has entered into a two-year commitment on a fifth-floor office suite at 2033 Gateway Place effective September 1, 2017. In addition to being class A office space that has been recently renovated with a number of new upgrades, the property is conveniently located both to San Jose airport and all the major freeways, including 87, 101, and 880.

To read more about the Gateway Place office complex and scroll through photos of the property, please **click here**. To read the firm's press release on the announcement, please **click here**.

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## **Prinz Law Announces Expansion of Silicon Valley Headquarters in San Jose**

Press Release 8.31.17

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## **Silicon Valley Lawyer Kristie**

# Prinz Interviewed by IPWatchdog on Waymo v. Uber

IP Watchdog recently interviewed Prinz Law Founder Kristie Prinz regarding the *Waymo v. Uber* case. [Click here to read article.](#)

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## San Jose SaaS Lawyer Kristie Prinz to Speak on “Drafting SaaS Contracts” at 10.26.17 Webinar Hosted by The Prinz Law Office

Prinz Law founder and San Jose SaaS lawyer Kristie Prinz will speak at a webinar hosted by The Prinz Law Office on “Best Practices for Drafting SaaS Contracts that Reduce the Customer Sales Cycle & Avoid Disputes.” The webinar will take place on October 26, 2017 from 10:00 a.m. to 11:30 a.m. PST. The webinar will address such topics as:

- What makes an effective SaaS customer contract?
- What terms should SaaS customers expect?
- Common challenges with customer negotiations.
- What drafting problems frequently result in stalled contract negotiations? Customer disputes?
- How can better drafting close deals faster? Avoid subsequent customer disputes?

To register for the webinar, please sign up at this [link](#).

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**Silicon Valley Software  
Lawyer Kristie Prinz to Speak  
on “Best Practices for  
Drafting SaaS Contracts” in  
Webinar Hosted by The Prinz  
Law Office**

Press Release for 10.26.17 webinar

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**Silicon Valley Technology  
Attorney Kristie Prinz to  
Speak on Upcoming Webinar on  
SaaS Agreements**

Press Release 8.17.17

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# **SaaS Agreements Lawyer Kristie Prinz to be featured speaker for “Negotiating Software as a Service Contracts” Webinar Hosted by Clear Law Institute**

Silicon Valley Software Lawyer Kristie Prinz will be featured as a speaker for the webinar “Negotiating Software as a Service Contracts” for the Arlington, Virginia-based Clear Law Institute on Tuesday, September 12th from 12-1:15 p.m. PST.

Clear Law Institute is making available a special promotional discount of 35% off to attendees who sign up via The Prinz Law Office using this promo code: **krpri35**.

To register for the event, sign up at this link:  
<http://clearlawinstitute.com/shop/webinars/negotiating-software-service-contracts-091217/>.

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## **Silicon Valley SaaS Lawyer Kristie Prinz to Present Webinar on “Negotiating SaaS**

# **Agreements: Drafting Key Contract Provisions, Protecting Customer and Vendor Interests”**

Silicon Valley SaaS Lawyer Kristie Prinz will be co-presenting a webinar on “Negotiating SaaS Agreements: Drafting Key Contract Provisions, Protecting Customer and Vendor Interests” with Kelley Miller of Reed Smith on August 8, 2017 at 10:00 a.m. PST/1:00 p.m. EDT. To register for this webinar, please sign up at:

<https://www.straffordpub.com/products/negotiating-saas-agreements-drafting-key-contract-provisions-protecting-customer-and-vendor-interests-2017-08-08>.

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## **Silicon Valley Software Lawyer Kristie Prinz to Speak at Upcoming Webinar on Negotiating SaaS Agreements**

Press Release 8.1.17

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# **Silicon Valley Software Lawyer Kristie Prinz to Present Webinar on “Negotiating SaaS Agreements: Drafting Key Contract Provisions, Protecting Customer and Vendor Interests”**

Silicon Valley Software Lawyer Kristie Prinz will be co-presenting a webinar on “Negotiating SaaS Agreements: Drafting Key Contract Provisions, Protecting Customer and Vendor Interests” with Kelley Miller of Reed Smith on August 8, 2017 at 10:00 a.m. PST/1:00 p.m. EDT. To register for this webinar, please sign up at: <https://www.straffordpub.com/products/negotiating-saas-agreements-drafting-key-contract-provisions-protecting-customer-and-vendor-interests-2017-08-08>.

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## **Bipartisan Bill Introduced in Senate that Seeks to Prevent**

# Attacks on American Cyber-Networks

The “PATCH Act of 2017” has just been introduced in the Senate, which would require government agencies to submit security holes in software products they identify for independent review in order to determine any vulnerabilities that need to be addressed. For more information on the bill, please check out the Silicon Valley Software Law Blog posting on the story:

<http://www.siliconvalleysoftwarelaw.com/bipartisan-bill-introduced-in-senate-that-seeks-to-prevent-attacks-of-american-cyber-networks/>.

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## BiPartisan Bill Introduced in Senate that Seeks to Prevent Attacks on American Cyber-Networks

The “Protecting Our Ability to Counter Hacking Act of 2017” or “PATCH Act of 2017” has just been introduced in the Senate. For more background on the bill, please check out this Silicon Valley Software Law Blog post:

<http://www.siliconvalleysoftwarelaw.com/bipartisan-bill-introduced-in-senate-that-seeks-to-prevent-attacks-of-american-cyber-networks/>

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# **Negotiating the Purchase of SaaS Company Assets: Key Problems to Consider in Any Deal**

If you are like many SaaS companies I see, if you are approached with an asset purchase that interests you, you will be in a hurry to get the deal closed. However, before you move forward, you should want to give the deal serious consideration. What are some of the concerns you should have? The Silicon Valley Software Law Blog addresses these issues in the following blog post:<http://www.siliconvalleysoftwarelaw.com/negotiating-the-purchase-of-saas-company-assets-key-problems-to-anticipate-in-any-deal/>

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## **Investigation Reportedly Launched by Department of Justice into Uber's Use of**

# **“Greyball” Software**

The Department of Justice has launched an investigation into Uber’s use of the Greyball software program. For more information on the investigation, please check out the following Silicon Valley Software Law Blog posting on the story:

<http://www.siliconvalleysoftwarelaw.com/investigation-reported-ly-launched-by-department-of-justice-into-ubers-use-of-greyball-software/>

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## **Common Software Fee Drafting Problems and How to Fix Them**

A common problem in software and SaaS agreements is that the fee terms in the contract make no sense. Why is this the case and how do you fix the terms? The Silicon Valley Software Law Blog addresses this issue in the following posting:

<http://www.siliconvalleysoftwarelaw.com/common-software-agreement-fee-drafting-problems-and-how-to-fix-them/>

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## **Does Your Customer Software**

# **License or SaaS Agreement Leave Your Company Vulnerable to a Dispute Over Implementation?**

If your company is like most in the software space, your product requires some sort of initial set-up and configuration for customers that in an enterprise scenario can require a significant investment of time and resources. However, many software contracts are silent regarding what is involved in this initial phase of a business relationship, which results in many disputes. The Silicon Valley Software Law Blog discusses this issue in the following blogpost:

<http://www.siliconvalleysoftwarelaw.com/does-your-customer-software-license-or-saas-agreement-leave-your-software-company-vulnerable-to-a-legal-dispute-over-implementation/>

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# **Could a Software Developer Whose Code is Used for Hacking be Convicted of a Crime?**

If you are a developer and you develop code that hackers then use to commit crimes, then you may be at risk for criminal prosecution. Could prosecution of developers for code used by hackers be a new trend in law enforcement? For more

information on the risks to software developers, please check out this Silicon Valley Software Law Blog posting:

<http://www.siliconvalleysoftwarelaw.com/could-a-software-developer-whose-code-is-used-for-hacking-be-convicted-of-a-crime/>

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## **SaaS Contract Lawyer Kristie Prinz to Speak on “Best Practices for Drafting SaaS Contracts that Reduce the Customer Sales Cycle & Avoid Disputes”**

Silicon Valley attorney Kristie Prinz will be speaking on “Best Practices for Drafting SaaS Contracts that Reduce the Customer Sales Cycle & Avoid Disputes” at a webinar hosted by The Prinz Law Office on March 24, 2017 at 10 a.m. to 11:30 a.m. PST. To sign up for the event, please register at the following

link: <http://prinzlawstore.com/saas-customer-agreements/>.

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## **Service Level Agreements:**



# What is a Service Level Agreement or “SLA” and When Do You Need One?

If you are in the software industry, you probably have heard of a “service level agreement” or “SLA” but do you really understand what a service level agreement is or why you might need one? The Silicon Valley Software Law Blog addresses this issue in the following blogpost:

<http://www.siliconvalleysoftwarelaw.com/service-level-agreements-what-is-a-service-level-agreement-or-sla-and-when-do-you-need-one/>

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## Recent Class Actions Provide Valuable Lesson on Why SaaS Contracts Should Be Drafted to Fit A Company’s Business Model

If your company is like most, you may be using a software agreement that has nothing to do with your company’s business practices or business model. Why is this a bad idea? Well, several recent class action suits provide a recent example of why this can be very problematic for a software company. The Silicon Valley Software Law Blog addresses this issue in the following blogpost:

<http://www.siliconvalleysoftwarelaw.com/recent-software-class-actions-provide-valuable-lesson-on-why-saas-contracts-should-be-drafted-to-fit-companys-business-model/>

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## **Recent FTC Enforcement Actions Should Serve as a Warning to Software Industry Regarding Privacy Practices**

If your company is like most and you have given little or no thought to your company's privacy policy while also collecting data and looking for ways to monetize it, then you may want to rethink how you are operating in light of recent enforcement actions by the FTC in the user data space. The Silicon Valley Software Law Blog addressed these developments in the following blogpost:

<http://www.siliconvalleysoftwarelaw.com/recent-ftc-enforcement-actions-should-serve-as-warning-to-software-industry-about-privacy-practices/>

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# **Silicon Valley Software Lawyer Kristie Prinz to Speak at Upcoming Webinar on SaaS Contracts**

Prinz Law Office Press Release 3.7.2017

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## **Silicon Valley Software Lawyer Kristie Prinz to Speak at Webinar on “Best Practices for Drafting SaaS Contracts that Reduce the Customer Sales Cycle & Avoid Disputes”**

Silicon Valley software attorney Kristie Prinz will be presenting a webinar sponsored by The Prinz Law Office on “Best Practices for Drafting SaaS Contracts that Reduce the Customer Sales Cycle & Avoid Disputes” on March 24, 2017 from 10:00 a.m. to 11:30 a.m. PST. To register, please sign up at the following link: <http://prinzlawstore.com/saas-customer-agreements/>.