

# **Advertisement for Upcoming Webinar on Negotiating SaaS Agreements Sponsored by Clear Law Institute**

Webinar Mailer 10.26.18

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## **The Prinz Law Office to Launch New Alternative Billing Solution**

The Prinz Law Office is pleased to announce the launch of a new alternative legal billing solution for our clients in the software/SaaS, tech and health tech/digital health, and IT/healthIT industries: the subscription billing model. We have been following the recent popularity of this model with California companies, and have decided to adopt our own version. We believe that it may be a good fit for clients with ongoing firm needs, particularly in the transactional space. Our new plans will be based on daily and half-daily billing, eliminating traditional hourly timekeeping for clients who choose this option. For more information on how a subscription solution would work, please contact Kristie Prinz at [kprinz@prinzlawoffice.com](mailto:kprinz@prinzlawoffice.com) or 408.884.854.

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# What SaaS Companies Need to Know about Source Code Escrow Agreements

If you run a SaaS company, you may come across a negotiation where a prospective customer or business partner insists on the inclusion of source code escrow in the deal terms. However, the traditional source code escrow product is unlikely to provide the protections that your prospective customer or business partner is seeking. The Silicon Valley Software Law Blog addresses the issue of source code escrow products designed for SaaS products and what SaaS companies need to know about them in the following blogpost:

<http://www.siliconvalleysoftwarelaw.com/what-saas-companies-need-to-know-about-source-code-escrow-agreements/>

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## News Update on California's Enactment of Landmark Data Privacy Law

News Update 6.29.18

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

SaaS Lawyer Kristie Prinz will present a webinar on “Negotiating SaaS Agreements: Drafting Key Contract Provisions, Protecting Customer and Vendor Interests” on June 11, 2018 at 10:00 a.m. The program will be sponsored by Virginia-based Clear Law Institute. To register for the event, sign up at the Clear Law Institute website.

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# **European Court to Hear Challenge to Privacy Shield: Will the Framework Survive Court Review?**

If your software company has pursued Privacy Shield certification and is relying on the certification to comply with EU data privacy regulations, then you will be interested to know that a challenge to the framework is to be heard by a

European High Court. The Silicon Valley Software Law Blog has addressed this development and what it may mean for the Privacy Shield framework in the following blog post:

<http://www.siliconvalleysoftwarelaw.com/irish-court-has-referred-case-to-european-court-which-challenges-privacy-shield-will-the-eu-u-s-privacy-shield-framework-withstand-scrutiny-by-the-european-high-court/>

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## **SaaS Attorney Kristie Prinz to Present Webinar on “Negotiating SaaS Agreements”**

SaaS Attorney Kristie Prinz will present a webinar on “Negotiating SaaS Agreements: Drafting Key Contract Provisions, Protecting Customer and Vendor Interests” on June 11, 2018 at 10:00 a.m. The program will be sponsored by Virginia-based Clear Law Institute. To register for the event, sign up at the Clear Law Institute website.

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## **What Software Companies Need to Know about the GDPR**

The European Union’s General Data Protection Regulation (the “GDPR”) will go into effect on May 25, 2018. In case you are

not up to speed on the law already, what do you need to know about it before it goes into effect? The Silicon Valley Software Law Blog addressed the highlights of the regulation in the following blogpost

:<http://www.siliconvalleysoftwarelaw.com/what-software-companies-need-to-know-about-the-eu-general-data-protection-regulation/>

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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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# **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-reportedly-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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## **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 SaaS Attorney Kristie Prinz to Speak on “Negotiating Software-as-a- Services Contracts”**

Silicon Valley lawyer Kristie Prinz will be presenting a webinar on “Negotiating Software-as-a-Services Contracts” for Clear Law Institute on Monday, December 19, 2016 at 10 a.m. PST/1 p.m. EST.

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## **Silicon Valley Lawyer Kristie Prinz to Present Webinar on “Negotiating Software-as-a-**

# **Service Contracts”**

Silicon Valley lawyer Kristie Prinz will be presenting a webinar on “Negotiating Software-as-a-Services Contracts” for Clear Law Institute on Monday, December 19, 2016 at 10 a.m. PST/1 p.m. EST.

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

SaaS Lawyer Kristie Prinz will be speaking on “Negotiating Software as a Service Contracts” at a webinar sponsored by Clear Law Institute, which will be held at 10 a.m. PST/1 p.m. EST on May 6, 2016. For more information on the webinar, please contact Clear Law Institute at <http://clearlawinstitute.com/>.

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## **Should Your Software Company Be Concerned about Product**

# ADA Compliance?

If your software company is like most, it may have considered whether the office space it was leasing was compliant with the Americans with Disabilities Act (“ADA”) prior to signing the lease, but the idea that the products the company was selling might not be ADA compliant has never been contemplated by anyone. However, now may be a good time to give the issue some serious consideration, as the Silicon Valley Software Law Blog explains in the following blogpost:

## **Should Your Software Company Be Concerned about Product ADA Compliance?**

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## **Microsoft Launches New Constitutional Challenge Against Alleged Federal Government Searches of Customer Data in Cloud**

Microsoft has just launched a constitutional challenge against the federal government over its use of indefinite gag orders when the government subpoenas information from customer cloud account. The action was clearly timed to capitalize on public

sentiment against the government for its perceived intrusion on privacy rights in the recent action against Apple regarding the encryption of the San Bernardino terrorist smartphone. The Silicon Valley Software Law Blog further explores this development in the blogpost linked below:

<http://www.siliconvalleysoftwarelaw.com/microsoft-launches-new-constitutional-challenge-against-government-over-secret-data-requests>

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## **Silicon Valley SaaS Lawyer Kristie Prinz to Speak at Upcoming Webinar on “Negotiating Software as a Service Contracts**

Silicon Valley SaaS Lawyer Kristie Prinz will be speaking on “Negotiating Software as a Service Contracts” at a webinar sponsored by Clear Law Institute at 10 a.m. PST/1 p.m. PST on May 6, 2016. To sign up to attend the program, please register at the Clear Law Institute Website at [www.clearlawinstitute.com](http://www.clearlawinstitute.com).

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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**

SaaS Agreements Lawyer Ms. 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 Thursday, February 25, 2016 at 10 a.m. PST/1 p.m. EDT.

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## **SaaS Lawyer Kristie Prinz Invited to Speak at SaaS Contract Negotiation Webinar**

SaaS Lawyer Kristie Prinz has been invited to speak at the upcoming webinar on SaaS Contract Negotiation further described in this link below:

<http://www.siliconvalleysoftwarelaw.com/silicon-valley-software-law-blogger-to-be-featured-at-upcoming-cle-program>.

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# **SaaS Lawyer Kristie Prinz to Speak on Negotiating Software as a Service Contracts Hosted by Clear Law Institute**

SaaS Lawyer Ms. 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 Monday, November 2nd at 10 a.m. PST/1 p.m. EDT. For more information about the upcoming webinar, please [click here](#).

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# **SaaS Lawyer Kristie Prinz to Speak on SaaS Contract Negotiation at Upcoming Webinar**

SaaS Lawyer Kristie Prinz has agreed to speak at an upcoming webinar for the Arlington, Virginia-based Clear Law Institute on Monday, November 2nd at 10 a.m. PST/1 p.m. EDT as further discussed in this link:

<http://www.siliconvalleysoftwarelaw.com/silicon-valley-software-law-blog-author-to-be-featured-at-upcoming-saas-webinar>

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# **SaaS Lawyer Kristie Prinz Speaks on “Negotiating Software as a Service Contracts”**

Ms. Prinz was featured as a speaker for a webinar on “Negotiating Software a Service Contracts” on Tuesday, September 8, 2015 for Atlanta-based Stafford Publications.

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# **Distinguishing Between the Software License and the SaaS Contract**

The Silicon Valley Software Law Blog looked at what the differences are between the software license and the SaaS contract models in a recent blog posting linked below:

<http://www.siliconvalleysoftwarelaw.com/software-licensing-vs-software-as-a-service-saas-the-importance-of-the-technology-model-to-contract-drafting>