

SaaS Lawyer Kristie Prinz to Present Webinar on “Best Practices for Negotiating SaaS Contracts & Managing Customer Relationships”

Silicon Valley SaaS Lawyer Kristie Prinz will present a webinar on “Best Practices for Negotiating SaaS Contracts & Managing Customer Relationships” on March 31, 2020 from 10-11:15 a.m. PST. To register for the webinar, please sign up at [The Prinz Law Store Website](#).

SaaS Lawyer Kristie Prinz to Present on Negotiating SaaS Agreements

SaaS Lawyer Kristie Prinz will present on “Negotiating SaaS Agreements: Drafting Key Contract Provisions, Protecting Customer and Vendor Interests” for Virginia-based Clear Law Institute on March 23, 2020 at 1 p.m. ET/10 a.m. PT.

California Passes New Data Brokering Law

News Update 10.22.19

Silicon Valley SaaS Lawyer Kristie Prinz to Speak on “Negotiating SaaS Agreements” for Clear Law Institute

Silicon Valley SaaS Lawyer Kristie Prinz will present a webinar on “Negotiating SaaS Agreements: Drafting Key Contract Provisions, Protecting Customer and Vendor Interests” on August 9, 2019 at 10:00 a.m. PST/1 p.m. EST. The program will be sponsored by Virginia-based Clear Law Institute. To register, please sign up at <https://clearlawinstitute.com/>.

Silicon Valley SaaS Lawyer Kristie Prinz to Speak at Upcoming Webinar on SaaS

Agreements

Clear Law Press Release 7.5.19

Silicon Valley Software Lawyer Kristie Prinz to Speak on “Negotiating SaaS Agreements”

Silicon Valley Software Lawyer Kristie Prinz will present a webinar on “Negotiating SaaS Agreements: Drafting Key Contract Provisions, Protecting Customer and Vendor Interests” on August 9, 2019 at 10:00 a.m. PST/1 p.m. EST. The program will be sponsored by Virginia-based Clear Law Institute. To register, please sign up at <https://clearlawinstitute.com/>.

The Prinz Law Office Announces Opening of San Francisco Office

Press Release 5.1.19

Silicon Valley SaaS Lawyer Kristie Prinz to Present Webinar on “Negotiating SaaS Agreements”

Silicon Valley SaaS Lawyer Kristie Prinz will present a webinar on “Negotiating SaaS Agreements: Drafting Key Contract Provisions, Protecting Customer and Vendor Interests” on May 6, 2019 at 10:00 a.m. PST/1 p.m. EST. The program will be sponsored by Virginia-based Clear Law Institute. To register, please sign up at <https://clearlawinstitute.com/>.

Silicon Valley Software Lawyer Kristie Prinz to Present Webinar on “Negotiating SaaS Agreements”

Silicon Valley Software Lawyer Kristie Prinz will present a webinar on “Negotiating SaaS Agreements: Drafting Key Contract Provisions, Protecting Customer and Vendor Interests” on May 6, 2019 at 10:00 a.m. PST/1 p.m. EST. The program will be sponsored by Virginia-based Clear Law Institute. To register, please sign up at <https://clearlawinstitute.com/>.

Silicon Valley Software Lawyer Kristie Prinz to Speak at Upcoming Webinar on “Best Practices for Drafting SaaS Contracts & Managing SaaS Customer Relationships”

Press Release Best SaaS Practices 1.31.19

The Prinz Law Office Announces Adoption of New Subscription Billing Plan

Prinz Law Announcement 10.3.18

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

Webinar Mailer 10.26.18

The Prinz Law Office Announces Launch of New Alternative Billing Plans

Press Release 10.3.18

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 or 408.884.854.

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/>

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.

News Update on Recent Webcast by Kristie Prinz: “Drafting Software Agreements for ASP & SaaS Hosting”

Drafting Software Hosting Agreements for ASP & SaaS Hosting

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/>

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.

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/>

Six Signs You Are Reviewing a Poorly Written Software Contract

How do you identify a poorly written software contract, whether it is supposed to be a software license, a SaaS contract, or another type of agreement? Firm Founder Kristie

Prinz provides tips on how to identify bad software contracts in the following Silicon Valley Software Law Blog post:

<http://www.siliconvalleysoftwarelaw.com/signs-you-are-reviewing-a-poorly-written-software-contract>

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

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.

Silicon Valley SaaS Lawyer

Kristie Prinz to Speak on “Negotiating Software as a Service Contracts” for Clear Law Institute

Silicon Valley SaaS 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.

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.

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.

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.

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>.

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/>

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/>

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/>

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/>

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/>

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.

The Prinz Law Office Announces that Software Lawyer Kristie Prinz will

Speak at Upcoming Webinar on Negotiating Software as a Service Contracts

Press Release Announcing Clear Law Institute Webinar

The Prinz Law Office Announces that Silicon Valley Software Lawyer Kristie Prinz Will Speak at Upcoming Webinar on Negotiating Service Level Agreements

Press Release on Upcoming Stratford Publications Webinar

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.

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/>.

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>

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.

Acquisition International Recognizes Prinz Law for Software and SaaS Expertise

Acquisition International recently recognized The Prinz Law Office as “Best for Software and SaaS Licensing” in the USA. The link to the notice is attached below:

<http://www.acquisition-intl.com/2015-the-prinz-law-office>

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>.

SaaS Attorney Kristie Prinz Speaks on “Negotiating Software as a Service Contracts”

SaaS Attorney Ms. Kristie Prinz presented a webinar on “Negotiating Software as a Service Contracts” for Arlington, Virginia-based Clear Law Institute on Monday November 2, 2015.

SaaS Attorney Kristie Prinz Shares Powerpoint

Presentation on “Negotiating Software as a Service Contracts” for Clear Law Institute Event

SaaS Attorney Kristie Prinz has made available for viewing her Powerpoint presentation prepared for the recent event “Negotiating Software as a Service Contracts.”

“Negotiating Software as a Service Contracts” November 2, 2015
Powerpoint

SaaS Attorney Kristie Prinz Presentation on “Negotiating Software as a Service Contracts”

SaaS attorney Kristie Prinz recently participated in a webinar on “Negotiating Software as a Service Contracts” with Reed Smith’s Kelley Miller. A recording of that presentation can be accessed through the link attached below:

<http://www.siliconvalleysoftwarelaw.com/recorded-webinar-of-negotiating-software-as-a-services-contracts>

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>

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.

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>