

# **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 present a webinar on “Negotiating SaaS Agreements: Drafting Key Contract Provisions, Protecting Customer and Vendor Interests” on February 8, 2019 at 10:00 a.m. PST/1 p.m. EST. The program will be sponsored by Virginia-based Clear Law Institute, which is making available a 35% discount off the registration fee if you use the discount code KPrinz148075. To register, please sign up here:  
<https://clearlawinstitute.com/shop/webinars/negotiating-saas-agreements-drafting-key-contract-provisions-protecting-customer-and-vendor-interests-020819/>.

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## **SaaS Contracts Attorney Kristie Prinz to Present on**

# **“Negotiating SaaS Agreements” for Clear Law Institute**

Silicon Valley SaaS Contracts Lawyer Kristie Prinz will present a webinar on “Negotiating SaaS Agreements: Drafting Key Contract Provisions, Protecting Customer and Vendor Interests” on February 8, 2019 at 10:00 a.m. PST/1 p.m. EST. The program will be sponsored by Virginia-based Clear Law Institute, which is making available a 35% discount off the registration fee if you use the discount code KPrinz148075. To register, please sign up here: <https://clearlawinstitute.com/shop/webinars/negotiating-saaS-agreements-drafting-key-contract-provisions-protecting-customer-and-vendor-interests-020819/>.

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

Silicon Valley SaaS Attorney Kristie Prinz will present a webinar on “Negotiating SaaS Agreements: Drafting Key Contract Provisions, Protecting Customer and Vendor Interests” on

October 26, 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 <https://clearlawinstitute.com/shop/webinars/negotiating-saas-agreements-drafting-key-contract-provisions-protecting-customer-and-vendor-interests-102618/>. Clear Law Institute has made available a discount code for the course: you can receive a 35% discount with the promo code: KPrinz119433.

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

Press Release 6.26.18

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## **SaaS Contracts Lawyer Kristie Prinz to Speak on “Negotiating SaaS Agreements”**

Silicon Valley SaaS Contracts Lawyer Kristie Prinz will present a webinar on “Negotiating SaaS Agreements: Drafting Key Contract Provisions, Protecting Customer and Vendor Interests” on October 26, 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 <https://clearlawinstitute.com/shop/webinars/negotiating-saaS-agreements-drafting-key-contract-provisions-protecting-customer-and-vendor-interests-102618/>. Clear Law Institute has made available a discount code for the course: you can receive a 35% discount with the promo code: KPrinz119433.

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# **Software Lawyer Kristie Prinz to Speak at Clear Law Institute Webinar on “Negotiating SaaS Contracts”**

Press Release 3.15.18

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## **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.

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

# at Upcoming Webinar on Negotiating SaaS Agreements

Press Release 8.1.17

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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/>