

# Challenges of Negotiating Licenses with Start-ups

What are some of the challenges in negotiating a license with a start-up? The Silicon Valley IP Licensing Law Blog recently explored this issue in the following blog post:

<http://www.siliconvalleyiplicensinglaw.com/challenges-of-negotiating-a-licensing-deal-with-a-start-up/>

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## Start-ups Should Consider Collaboration Agreements as an Option to the Equity Agreement

If you are like many start-ups, you are probably contemplating hiring contractors on an equity basis because you don't have cash to pay them for their services. But is this really a good idea? The Silicon Valley IP Licensing Law Blog looked at this issue and the collaboration agreement option in the following blog post:

<http://www.siliconvalleyiplicensinglaw.com/new-start-ups-should-consider-collaboration-agreement-as-alternative-to-equity-agreement/>