

Contract Negotiation Handbook: Software as a Service

Stephen Guth



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A Hands-On Guide for Contracting in the Cloud. Stephen Guth's latest book zeros in on the high-stakes negotiations of Software as a Service procurements. Covering topics from audit rights to data privacy to service levels, the Contract Negotiation Handbook: Software as a Service dissects a cloud computing contract line-by-line with easy to understand explanations, preparing you to successfully counter service provider negotiation ploys. Based on years of real-life experience, the practical negotiation tactics described in this how-to book could save you money on your next cloud computing procurement and protect you from taking on unnecessary risk. Whether you're an attorney, a procurement professional, or just looking to get the best possible deal, this book has something for you. Don't negotiate your next cloud computing contract without it!

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