

# Top Six Tools to Monitor Contract Performance

## *On-Demand*

The contracting officer's representative (COR) is the principle representative of the contracting officer (CO) for post-award management of the contract.

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# Executive Order Proposed to Cover 'Blacklisting' for Government Contractors

## *White Paper*

The new regulations will add an employer's workplace law compliance record as a criterion to determine whether an employer should be awarded, or be allowed to retain, federal contracts.

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# Requirements Contracts and the Duty to Act in Good Faith

## *White Paper*

Whether you are a supplier or purchaser, a requirements contract will have a material impact on your rights and obligations, writes Greensfelder, Hemker, & Gale.

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# 9th Circuit Again Clarifies That Arbitration is Creature of Contract

## *White Paper*

Arbitration remains a preferred forum for many employers, yet courts are often wary of enforcing arbitration agreements against employee-plaintiffs.

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# Texas Court Rules Fractionalized Life Settlement Interests are Investment Contract

## *NEWS*

The Texas State Securities Board and some investors sued Life Partners Inc. and Life Partners Holdings Inc. in 2012.

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# 10 Things Every Business Lawyer Should Know about Contract Management

## *White Paper*

Berkman Solutions has compiled a list of 10 techniques to enhance the value of legal services after a contract is signed, with a goal of helping build deeper, sustainable relationships for every outside legal counsel.

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# First Circuit Affirms Confirmation of Arbitration Award

## *White Paper*

The agreements between the parties contained an honorable engagement provision, which directs the arbitrators to consider each agreement as an honorable engagement, not merely a legal one.

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# Can a Non-Signatory to a

# **Contract                      Enforce                      an Arbitration Provision?**

## ***White Paper***

Apart from comporting with common law principles of agency, the enforcement of an arbitration provision by a non-signatory agent conforms with traditional notions of justice and fair play

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# **Contract                      Management Assessment: Identify Your Business Need for a New Solution**

## ***Online assessment***

Merrill Datasite offers a free online assessment designed to give a business manager a better understanding of a company's internal business need and help make a business case for a new contract management system.

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# **Limitations                      on                      the**

# Government's Right to Terminate a Contract for Default

## *White Paper*

When appealing the contracting officer's decision, contractors should make sure that they have sound documentation of communications that could work in their favor on appeal.

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# The Importance of Contracts for Joint Infringement in Patent Cases

## *White Paper*

It's a good idea to obtain contracts early in discovery to determine the strength of positions, and practitioners drafting contracts should be mindful of potential joint infringement implications, writes Foley & Lardner.

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# Webcast: Services and Contract Accounting

## *On-Demand*

Silicon Valley software revenue recognition expert and

lecturer Jeffrey Werner discusses revenue recognition for services and contracts.

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## **Fifth Circuit Finds Parties Can Authorize Arbitrators By Their Conduct**

### ***White Paper***

Appellate court's ruling reverses a district court finding that the court was the proper decision-maker on contract formation.

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## **IACCM Launches *Journal of Strategic Contracting and Negotiation***

### ***NEWS***

*JSCAN* is an outlet for research and theory about practices that challenge the status quo in strategic contracting and negotiations, and the commercial implementation of business strategy or policy.

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# Uncovering Risks in Your Business

## *White Paper*

There are many reasons why businesses fail or suffer great losses – but risks that are uncovered and properly planned for aren't one of them.

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# Vendor Risk Management: Conducting Pre-Contract Due Diligence

## *White Paper*

If one of your vendors takes a hit, you could take the fall. Which begs the question: Do you have a clear picture of your vulnerability?

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# From Contract Management to Risk Management

## *White Paper*

Besides explaining risk management for legal professionals and contract managers, the article also outlines steps to develop and implement a framework to identify and track legal and compliance risks using contract examples.

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# Introduction to Document Assembly and Contract Management

## *White Paper*

The white paper provides an overview of document assembly and contract management solutions and gives an insight into what questions to consider when choosing software.

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# Government Contracts Group Joins Covington From McKenna, Long

## *NEWS*

These additions double the size of Covington's government contracts group and place it among the nation's largest.

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# Planning for Breach

# Notification Requirements in Your Customer Contracts

## *White Paper*

Companies should re-examine indemnification provisions and scale back open-ended obligations in light of the current data breach and regulatory environment.