

# Government Contract Closeouts Best Practices

***EVENT: Dec. 10, 11 a.m. EST***

Aronson will present a complimentary webinar providing tips, guidance and best practices to help government contractors efficiently close out their cost type contracts.

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## Flexibility, the Key to Unlocking the Value of Contract Management

***On-Demand***

IBM offers a complimentary on-demand webinar on how to optimize proper contract governance across the global organization.

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## Integrating Contract Management with Your Procurement Strategy

***White Paper***

Selectica offers a free white paper on integration of contract management as the key to transforming spend data into process

efficiency, performance analysis and savings.

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## **Budget Needs for Contract Management Solutions**

### ***White Paper***

Merrill DataSite has posted a complimentary white paper titled “Budget needs for contract management solutions: How to set budget expectations and understand vendor pricing models.”

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## **Intellectual Property in M&A Transactions**

### ***On-Demand***

Practical Law presents an on-demand discussion about IP and IT considerations in the context of negotiating and drafting complex corporate transactions for in-house lawyers and their counsel.

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## **Smart Oracles: A Simple,**

# Powerful Approach to Smart Contracts

## ***NEWS***

Stefan Thomas and Evan Schwartz have posted a complimentary white paper detailing smart oracles, which can provide a simple, flexible way to implement “smart contracts.”

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# IFRS 4 Insurance Contracts: Update on Key Issues

## ***On-Demand***

EY offers a complimentary on-demand webcast discussing proposed International Accounting Standards Board (IASB) modifications to IFRS 4 Insurance Contracts after the Exposure Draft received extensive comments from preparers and industry practitioners.

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# International Contracts: Preventing Problems and Managing Disputes

## ***On-Demand***

International law firm offers a free on-demand webinar that serves as a guide to managing risk before, during and after

disputes arise in international contracts.

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## **States' Contractual Boilerplate: Same Provisions, Different Results?**

### ***White Paper***

When it comes to the so-called “boilerplate,” how much does the selection of one state over another matter?

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## **Performing Construction Contract Risk Analysis**

### ***On-Demand***

Baker Tilly hosts a complimentary on-demand webinar on how to analyze a contract for project risk and learn how to develop a risk mitigation plan.

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## **Effective Channel Strategy:**

# Contract Process Optimization

## *On-Demand*

Revitas and IACCM present a complimentary on-demand webinar on channel sales management and the tools and systems that will provide effective administrative oversight and information.

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# Directly Sourcing Former Employees, Retirees and Other High-Talent Contractors

## *On-Demand*

Staffing Industry Analysts offers a complimentary on-demand webinar presenting best practices for dealing with the growing demand for specialized high-talent contractors.

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# Common Pitfalls in Federal Contract Teaming Arrangements and How to Avoid Them

## *White Paper*

Onvia has posted a complimentary report providing tips for safeguarding your small-business program eligibility in federal contract teaming arrangements.

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# What's New in the World of Trade Secrets and Non-Competes

***EVENT: Dec. 16, 1 p.m. EST***

Epstein Becker Green will present a complimentary webinar reviewing 2014 developments in noncompete contracts and what employers should expect and prepare for in 2015.

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# Win-Win or Hardball: Learn Top Strategies from Sports Contract Negotiations

***White Paper***

Harvard Law School's Program on Negotiation is offering a free copy of "Win-Win or Hardball: Learn Top Strategies from Sports Contract Negotiations."

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# How Enterprise CLM Helps

# Maximize the Strategic Value of Contracts

*Nov. 19, 11 a.m. PST*

Selectica will present a free webinar on the value of Contract Lifecycle Management (CLM) systems.

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# GSA Contractor Assistance Visits to Include Labor Category Qualifications Review

*NEWS*

Baker Tilly has posted an article and video on several changes the GSA has announced for the Contractor Assistance Visits (CAVs) performed by its Industrial Operations Analysts (IOAs).

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# Legal Electronic Notice and Signature Requirements

*White Paper*

Robert Braun and Stanley Gibson, partners at Jeffer Mangels Butler & Mitchell LLP, have posted a white paper that they developed for Factors and Specialty Lenders to guide them in

gaining a competitive edge by using electronic delivery methods, electronic records and electronic signatures.

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## **LexisNexis Webinar: Working with Contractors**

### ***On-Demand***

LexisNexis has posted an on-demand webinar on working with contracts, covering such topics as financial ramifications of falsely reporting employment and the pitfalls and best practices for procurement planning.

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

### ***White Paper***

Merrill DataSite has posted a complimentary white paper titled "Contract management and business needs: Finding the driving business need in your company."