Hot Topics in Microsoft Enterprise License & Cloud Agreements

Robert J. Scott, who represents some of the world's largest companies in enterprise transactions with Microsoft, will present a **webinar** on how the legal issues in enterprise agreements have shifted dramatically as Microsoft and other major vendors emphasize their cloud offerings.

The complimentary event will be Wednesday, August 23, 2017, at 11 a.m. CDT. CLE credit is pending in Texas.

Scott says The key issues in modern enterprise agreements are driven by privacy, security and regulatory compliance.

This webinar will discuss traditional and newly developed Microsoft licensing models, principal concerns about current licensing models, types of license agreements, and primary causes of exposure in enterprise-level Microsoft software audits. Scott will explain how he helps clients define their requirements up front, builds term sheets for negotiation, and how he approaches negotiating the key issues in Enterprise deals with Microsoft's legal and business teams.

The webinar will cover:

Microsoft Licensing Models
*Perpetual vs. Subscription
*User vs. Device
*Microsoft's SPE Offering

Agreement Types
*Microsoft Business & Services Agreement
*Online Subscription Agreement
*Enterprise Agreements and Enrollments

*Microsoft Products and Services Agreement (MPSA)

Key Legal Issues

* How to Define Requirements
* How to Build a Term Sheet
*Transitioning to Office 365
*Limitations of Liability
*True-Up Terms
*Price Protection
*Business Downturn
*Restacking Your CPS
*Audit Rights
*Regulatory Compliance – HIPAA, GLBA, GDPR
*Affiliate Definition
*Acquisitions and Divestitures

Register for the webinar.

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