

# Technology Contracts Team

Your business depends on your technology. If your technology fails, you lose money and productivity. When you buy or license technology, you need assurances that the technology will work and that the vendor will be accountable for any technology failures. We can help. Womble Carlyle's Technology Contracts Team is experienced in representing buyers of technology. Specifically, we can help you with:

## Software and Hardware Implementations

Womble Carlyle's Technology Contracts Team has significant experience negotiating contracts for software implementations at all levels of complexity from software vendors of all sizes. We are familiar with the form agreements used by software vendors, and we know what changes need to be made to protect your company. From our years of experience we deliver unprecedented efficiency. We can cut to the chase with software vendors and negotiate a contract that will protect your interests in a thorough and cost effective manner.

## Outsourcing IT Services

If your company makes the strategic decision to outsource IT services, value can be realized only if the contract anticipates and mitigates potential problems and protects you if such problems occur. We understand the strategic importance of IT outsourcing arrangements, and we know how to protect our clients who choose outsourcing. We can help you find the right vendor, ask the right questions and negotiate the right contract to protect your bottom line.

## Streamlining Your IT Procurement Process

Following the old adage "the Customer is always right," why not use the Customer's contract? For companies that regularly purchase software licenses, IT services and other technology, Womble Carlyle's Technology Contracts Team can prepare "customer friendly" IT form agreements, such as Software License Agreements, Hardware Purchase Agreements and Consulting Agreements, that clients can use to negotiate technology purchases. This approach can streamline your IT procurement, so you spend less time and money on negotiating the terms of the contract, leaving you with more money to spend on the technology.

## Our Clients and Our Approach

Womble Carlyle's Technology Contracts Team represents technology purchasers of all sizes across many industries. Our clients include large pharmaceutical companies, major retailers, hotel chains, hospitals and health care organizations. We have negotiated technology agreements of all types and sizes, from small one-time software licenses to multi-million dollar software implementations and IT outsourcing arrangements that saved our clients millions of dollars per year. We can put the right attorney at the right rate for the right amount of time to negotiate your contract so you get the best value and the best terms.

## Our Attorneys

Christopher Bolen	(919) 484-2391
Carol Brani	(919) 755-8139
Richard Caira	(919) 484-2315
Culley Carson	(919) 484-2331
Ted Claypoole	(704) 331-4910
Jennifer Collins	(919) 755-2194
Catherine Otto	(919) 755-2164

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