

Services

Information Technology Sectors

OVERVIEW

We are IT law specialists with expertise in advising software, services, technology and hardware companies since the mid-1980s. Indeed we regularly publish and lecture on IT law for lawyers.

Our IT clients include software services companies, systems integrators, e-commerce and online vendors, content, Web and e-business developers, Web hosting companies, and Web broadcasters.

To achieve high level objectives we believe legal needs usually require customised solutions and standardisation. We help you define your needs in business terms before treating them in legal terms.

We have refined methodologies for preparing customised contracts in a variety of formats. They include short form and standardised contracts. The latter often highlight the variables in a schedule making contract drafting less time consuming.

Our experience tells us that it is important to improve client outcomes by ensuring efficient and effective implementation. For example, for template contracts and documents rather than just making them legally effective, it is vital to also respond to the following management or business considerations:

- The project management methodology you will follow, and variations required for it
- Your pricing policy or approach, and options and variables for it, and your billing process
- Document design and style to build trust and brand loyalty, simplify data entry, and simplify negotiations
- Strategic objectives, to embed legal protection and ensure legal work pushes for and not against the direction you are going in and permits flexibility for the future

Our approach helps you:

- Save time by minimising processes and costs
- Conduct legal transactions while framing your customer's expectations to improve communication and relationships
- Align your deal making, document management, contracting and project management processes
- Protect your assets, eg recovery of payments from defaulting customers
- Minimise disputes with customers, employees and other contractors and promptly resolve them when they arise
- Minimise insurance premiums

SCOPE OF SERVICES

For IT companies and IT users we provide expertise for a broad scope of services. We excel in these legal services for IT sectors:

1. Software/IT licensing and procurement
2. Business model development (eg models using open source software, fee for service, commissions or ad revenues)
3. Contracts, disclaimers and legal notices for software, services, hardware, e-business and e-commerce systems
4. Sale or licensing of digital media content
5. Intellectual property identification, protection and portfolio management, eg patent, branding and domain name advice and trade mark registration
6. Human resources contracting
7. Purchases, sales and mergers of IT businesses of various types
8. Structuring outsourcing arrangements, joint ventures and other collaborations
9. Structuring IT enterprises, start-ups and spin-offs and fast-tracking them with sets of template documents

Our services go beyond traditional boundaries. Supporting our legal services, our collaborators in the *Ndarala Group* (www.ndarala.com) provide services including marketing and sales advice, intellectual property evaluation, strategic planning, organisational development, employee and contractor arrangements and general business improvement services.

FURTHER INFORMATION

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