



HELLMUTH & JOHNSON ^{PLLC}

ATTORNEYS AT LAW

TRAINING SERVICES

We recognize many IT contracts are negotiated and completed without the assistance of outside counsel. The reasons for this may be cultural or financial, but one constant remains the same – you still need to protect your business, financial and legal interests.

Hellmuth & Johnson's Information Technology and eCommerce Practice Group trains in-house counsel, C-level executives and other professionals within large and mid-sized organizations. Our training courses are designed to impart knowledge, strategy and contractual language to attendees. Our training goal is simple – to give you practical tools to “close the deal” and protect yourself at the same time. Some of the customized training courses we provide include:

- Software Licensing Agreements
- System Integration Agreements
- Outsourcing Agreements
- Getting to Yes Without Getting Run-over

Further, the internal challenge may be getting personnel to understand the importance of IT contracts and how critical they are to an organization's future. In recognition of this, we provide training courses to meet this challenge and they include:

- Managing the IT Contracting Process and the IT Contract
- Treating IT Contracts as Business Management Tools
- How to Acquire IT the Right Way
- Contract Negotiation and Leverage Points

Please feel welcome to contact one of our Information Technology and eCommerce Group attorneys with any questions, or to discuss scheduling a training session for your company.