

Keys to Successful Microsoft Negotiations Free CLE Webinar – April 25, 2012

- WHAT:** Keys to Successful Microsoft Negotiations Webinar
1 Hour Texas and California CLE Credit Pending
- WHEN:** April 25, 2012, 10:00 a.m. – noon CDT
- WHO:** Robert J. Scott, Managing Partner, Scott & Scott, LLP
Rob represents large corporate clients in high-stakes software licensing transactions and disputes.
- COST:** Free
- REGISTER:** <https://www2.gotomeeting.com/register/193319242>
Space is limited.

As Microsoft's fiscal year-end approaches many companies are engaged in negotiating software license transactions and disputes.

Negotiations often center around resolving past compliance issues and navigating Microsoft's complicated and ever-changing licensing models.

In this timely webinar, [Robert J. Scott](#), Managing Partner, of intellectual property and technology law firm, [Scott & Scott, LLP](#), will share negotiation tips to help avoid pitfalls, including key provisions that should be included in settlement agreements and license agreements with Microsoft. Whether you have a dispute with Microsoft or are considering a substantial purchase, experienced counsel can help you successfully negotiate with Microsoft.

Attendees will learn:

- The significance of Microsoft's fiscal year end on June 30
- The impact of SQL licensing change from processor to core
- Understanding Microsoft EA, EAP, SPLA, and self-hosting rights under SA.
- Negotiating pre-audit agreements with Microsoft
- How to challenge Microsoft's audit findings successfully
- Responding to threats of escalation
- Calculating the settlement value
- Negotiating the Release
- Negotiating Custom Licensing Terms
- Understanding Microsoft's Perspective

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