

## INSIGHTS + NEWS

## Rory Fazendeiro Spoke at “Drafting and Negotiating SaaS Contract Agreements: Tips and Pitfalls” (Webinar)

Software as a Service (SaaS) has become an increasingly popular method of software licensing and delivery to businesses of all sizes. It is estimated that in 2021, nearly 75% of businesses are using some form of SaaS delivery and spending in the range of \$1k-\$3k per employee to do so. Low costs, enhanced utility and accessibility to key business applications are among the many benefits of a web-based SaaS model. To fully leverage these benefits, in-house counsel should have a basic understanding of the functionality of SaaS, and the essential business and legal terms that are found in agreements with SaaS service providers.

On April 7, 2021, Rory Fazendeiro was the speaker for the webinar “Drafting and Negotiating SaaS Contract Agreements: Tips and Pitfalls” presented by the New England Corporate Counsel Association, Inc. (NECCA).

This program focused on:

- basic functionality, utility and benefits of SaaS as a software delivery model
- unique data use and security issues
- key business and legal issues to consider when entering into a SaaS agreement