IPI Academy

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Presented by
Falconbury

Mastering IT Contracts: Drafting and Negotiating Skills Workshop

2-3 March 27
+ 20-21 July 27, 2 November 27 / 9 November 27

Build a solid understanding of IT contracts, technology terminology and key drafting and negotiating principles to support effective technology agreements, while reducing legal and commercial risk. The interactive format includes real-world case studies and exercises.

Format:
Live online, Classroom

CPD:
12 hours for your records

Certificate of completion

Course overview

Technology projects often succeed or fail on the strength of the underlying contract, making effective drafting and negotiation critical to managing legal and commercial risk. Understanding IT contracts and their complexities to ensure you draft watertight agreements and manage the risks effectively is crucial.

As digital transformation accelerates, the importance of watertight, commercially viable and technically informed IT contracts has never been greater. Whether you're negotiating a SaaS deal, drafting software licences, or managing complex outsourcing arrangements, legal professionals need to bridge the gap between law, business, and technology.

This training course equips lawyers with the essential knowledge and practical tools to confidently navigate the full lifecycle of IT contracts - from pre-contract strategy and negotiation, to drafting robust clauses and managing disputes. You'll gain foundational IT literacy to better understand software, systems and networks, and how they interact with key legal principles such as copyright, licensing and service levels.

All those involved in IT transactions need to understand the trends and industry 'norms'. A tough commercial environment means you need to guarantee you are getting the best terms available and the best deal for your company or clients. This training course has been specifically designed to engage both IT suppliers and users of IT to develop their understanding of the structure and content of IT contracts.

Key topics include:

- The structure and strategy behind successful IT contracts and the pitfalls to avoid
- Differences in supplier vs customer objectives
- Key IT concepts - from cloud computing to encryption and AI
- Nuances of software licences, SaaS contracts and open-source models
- Copyright, database rights, audit clauses and software ownership disputes
- Outsourcing structures, SLAs and change control mechanisms
- Common IT contract issues - from scope creep to dispute resolution
- Legal implications of Agile and Waterfall development approaches
- Review of warranties, liability clauses and reseller agreements with a commercial lens

This practical and intensive two-day training programme will boost your knowledge in these key areas to ensure you get the deal done with the best terms for your organisation.

Practical interactive learning style

This workshop-style training course has been designed to offer a practical solution to your drafting challenges. Throughout the training programme the expert presenter will use a balanced mix of theory, group exercises, discussion, sample clauses and case studies to provide you with a comprehensive portfolio of practical tips and techniques to draft IT contracts which meet your commercial objectives as well as ensuring that there are no 'surprises' further on.

Please note: When attending the online version of this training course, participants are required to join with the ability to turn on their cameras. This is an essential requirement in order to fully participate in the sessions due to the interactive nature of the programme.

Presenter's firm

WESTON LEGAL

Weston Legal is a leading specialist boutique firm specialising in Commercial law, Technology law, Media law, Intellectual Property law, Data law and Regulatory law and practice. From its founding, the firm has always committed to provide a fast and efficient service wherever its clients operate. As its business has grown and diversified, it has recognised the strength and importance of the principles held by its people; putting clients first and operating as one team to realise its goals and share its success. These principles have formed the foundation of its culture and the way its lawyers interact with one another and the firm's clients. They are what distinguish it and are vital to its future.

To find out more about what Weston Legal can do for you, please contact Mark at westonlegal.ltd or see https://uk.linkedin.com/in/markwestonlegal

Mark also operates as a leading consultant to Hill Dickinson LLP, a leading and award-winning international law firm with offices in London, Liverpool, Manchester, Leeds, Birmingham, Piraeus, Singapore, Monaco and Hong Kong. As a full service law firm, it delivers advice and strategic guidance spanning the full legal spectrum from non-contentious advisory and transactional work, to all forms of dispute resolution. The firm is on the panel of a number of national and international organisations and regularly competes against many of the City firms. In recent months, they have been able to win a number of panel reviews against City firms.

To find out more about what Mark can do for you via Hill Dickinson, please contact him via www.hilldickinson.com

Benefits of attending

By attending this training course you will:

- **Gain** a working knowledge of IT systems and terminology to improve legal drafting and negotiations
- **Understand** computer architecture, storage devices, software and networks
- **Get to grips** with the legal, technical and commercial perspectives in IT projects
- **Identify** and manage common risks in IT contracting including scope creep and IP issues
- **Explore** the legal implications of Agile and Waterfall methodologies in software development
- **Examine** the pros and cons of Software as a Service (SaaS) agreements
- **Clarify** copyright and database rights and their implications for software activities
- **Consider** potential disputes with IT contracts and learn how to avoid them
- **Learn** about open source software licences
- **Expand** your knowledge of IT reseller agreements
- **Focus** on IT warranties and specific clauses to be aware of
- **Build** confidence in advising on IT transactions, including pre-contracts documents and interim agreements

Who should attend?

This training course has been specially designed for representatives from both IT suppliers and users/buyers, including:

- In house lawyers
- Legal professionals working with IT contracts
- Commercial lawyers
- Contract managers
- Procurement managers
- Compliance officers handling software licensing and IP risks
- IT directors and managers
- Private practice lawyers and IT consultants

Whether you're new to IT contracting or looking to update your knowledge, this training course delivers practical, high-impact insights to help you draft, negotiate and manage technology agreements with confidence and clarity.

Programme

Background to an IT contract (pre-contract preparations)

- Part 1: Prevention is better than cure
  - Differences in perspectives of IT suppliers and IT customers
  - IT contracts words to avoid... and to encourage
- Part 2: Preparing to negotiate
  - IT tendering and procurement
  - Managing IT negotiations
  - Pre-contract documents
  - Interim agreements and pre-contract contracts
  - Structure of IT agreements
  - Responsibility for technical schedules

Understanding enough IT to work with IT contracts: Part 1

- Lawyers vs IT consultants
- Computer architecture
- Storage devices
- Software – what is it?
  - Source code vs object code
  - Databases
- Classical networks – what are they?

Understanding enough IT to work with IT contracts: Part 2

- The Internet
  - IP Addressing and DNS
  - ASP to Software as a Service (SaaS) to the Cloud
- Virtualisation
- Content and data
  - Analogue v digital
- Communications
- Encryption
- AI and machine learning
- Future trends

Software Licences

- Software
- Software licences:
  - Background
  - Commercial questions
  - Express terms:
    - Usual restrictions in software licences
    - Safeguards against those restrictions
    - The effect of the Software Directive
    - Warranties to a standard
    - Date and currency warranties
    - Communicating the licence terms
    - Shrink and web-wrapped software
- Maintenance and support adjuncts
- Escrow

Etymology of an IT project: group exercise

- Waterfall commercials – how to negotiate
- Waterfall software development
- Waterfall development contracts

Software development

- Agile v Waterfall methodologies
- Crowdsourcing and open source development
- Agile contracts

Software as a Service (SaaS)

- Advantages and disadvantages
- LHA v SaaS agreements
- Customer sensible due diligence
- SaaS agreement:
  - Description of services
  - Right to use
  - Scope of use
  - Price
  - Other clauses

Copyright and database rights – basic principles and implications for software activities

- What is copyright?
- Use of the © symbol
- What are database rights?
- Sources of most disputes
- Copyright enforcement bodies
- FAST and the BSA
- Audit clauses
- Porting software
- Non-textually copying software
- Software patents
- Moral rights in software and typefaces

Outsourcing and IT services contracts

- Overriding principles
- Structures of IT services agreements
- Defining services
- Defining Service Level Agreements (SLAs)
- Change control and project/system scope creep
- How are IT suppliers managed?
- Supplier warranties vs customer pushbacks

Problems with IT contracts

- Typical disputes in IT projects
- Methods of IT dispute resolution and corresponding clauses
  - Litigation
  - ADR, mediation and arbitration
  - Expert determination
  - Neutral evaluation
  - Ping-pong determination
- Disclosure issues
- Software ownership issues: who owns it?

Programme

Open Source Software (OSS)

- Open source software
- The rise of OSS
- Historical concepts
- The open source definition
- The trajectory of OSS today
- OSS as an industry
- OSS licences

IT Reseller Agreements

- Software distribution: what does the industry do?
- Sales agents
- Sales representatives
- Resellers
- Contracts

IT warranties and clauses

- Anti-virus clauses
- Date issues and clauses
- Comm issues and clauses
- Currency issues and clauses
- Sizing warranties and scalability issues

Presenter



Mark Weston

Mark Weston has run his own law firm, Weston Legal, since 1 January 2024. He is also a consultant at Hill Dickinson LLP where he joined in February 2016 as a partner and Head of its Commercial, TMT & IP Practice. Before that, he was a partner and Head of the Commercial/IP/IT Team at Matthew Arnold & Baldwin LLP and before that, he spent several years at Baker & McKenzie in London and Chicago and has also previously been seconded to Hewlett Packard and other technology businesses. He changed role to become a consultant in Hill Dickinson's London office in January 2024.

Expertise: Mark's practice covers both non-contentious and contentious matters in all areas of commercial law, intellectual property law, information technology law, Internet, electronic commerce and on-line services law. He specialises in commercial and Tech issues. Mark is used as a 'trusted adviser' by many clients in all sorts of businesses and often acts as 'private practice in-house counsel' for many clients. He specialises in tech and internet businesses.

Clients: Just some of Mark's more well-known clients include Elstree Film Studios, RTL Group S.A., Sykes Cottages, Retailcorp Brands LLC, The Gulf Marketing Group, Moneynetint Limited and the BBC.

Some detail: Mark has extensive experience in advising clients on all manner of commercial matters (such as business planning and solutions, franchising, distribution, agency and marketing) through branding and intellectual property exploitation and licensing, to advice and documentation regarding hardware and software issues (such as development, licensing, maintenance and distribution, SaaS and cloud, Internet transactional solutioning, B2B, B2C and B2G electronic commerce, S-commerce and M-Commerce, social media, outsourcing, facilities management, procurement, IT policies, data protection (privacy), GDPR and freedom of information issues as well as artificial intelligence (AI)). He has a particular expertise in new digital business and revenue streams. He is also experienced in dealing with software disputes and IT litigation. The increasingly extensive media side of his practice relates primarily to publishing (both real world and digital content), to games and gaming platforms (and particularly transmedia technologies), advising companies about their advertising onscreen, online and in print and managing their public communications strategies generally (dealing with the CMA and ASA in the process) – and also a smattering of television, film and music exploitation. Recently he has been very active in AI advice.

More unusual:

Mark has previously spent several months on secondment to Hewlett Packard and he has also been seconded to assist in the legal problems arising in new technology companies such as Symbian. From 2000 to 2001, Mark was resident in the Chicago office of Baker & McKenzie advising US clients on European and UK aspects of IT and electronic commerce law and practice.

Mark is the author of the *Legal Practice Companion*, a parallel text book used at several law schools, the editor of the *IP and Media Law Companion* as well as the rest of the Companion series of books published by Bloomsbury Professional, Tottels, Cavendish Publishing and Oxford University Press. He has noted numerous reports for the *IT Law Reports* and is widely published in *Computing, Computers & Law, Computer Law & Security Report, IT Law Today, Intellectual Property World, Solicitors Journal* and many other journals both online and offline. Mark has also authored articles syndicated in the national and trade press and is regularly quoted in national newspapers and is heard on radio as an expert in his fields. Mark is the author of the *Business Names on the Internet* chapter in the *PLC Ecommerce Manual as* well as numerous other articles on various Commercial & IT law topics.

Mark lectures regularly on all Commercial, IP and IT law topics, including at the IBC IT 'Summer School' Programme in Cambridge, England; the Falconbury and MBL two-day and three-day Commercial Contracts seminars (run several times a year) and IT Contracts seminars (run three times a year) in London; and he has previously lectured at the Annual On-line & Internet Commerce Law Institute seminar in Chicago and tutored at University College London. He also runs a programme of bespoke training schemes on commercial law, IP law, IT law, AI law and data law as well as soft skills programmes such as negotiation skills and presentation skills.

Finally, you may have seen that Mark likes blogging and writing books, which are available at all good bookshops! He also appears regularly on BBC1 (usually providing advice on-screen to BBC Watchdog) and also on Sky News as a legal commentator, as well as trying to avoid the huge quantity of pink powder the TV make-up girls want to apply to his increasingly receding hairline.

Course dates

2-3 March 27	**Live online** 09:30-16:45 **UK (London)** (UTC+00) *Course code 17072*	GBP **1,199** ~~1,399~~ EUR **1,679** ~~1,959~~ USD **1,927** ~~2,239~~ **Until 05 Jan**
20-21 July 27	**Classroom** Venue TBC *Course code 17304*	GBP **1,399** ~~1,599~~ EUR **1,959** ~~2,239~~ USD **2,247** ~~2,559~~ **Until 25 May**
2 November 27 & **9 November 27** *(Non-consecutive days)*	**Live online** 09:30-16:45 **UK (London)** (UTC+00) *Course code 17450*	GBP **1,199** ~~1,399~~ EUR **1,679** ~~1,959~~ USD **1,927** ~~2,239~~ **Until 07 Sep**

How to book

Online:
ipi.academy/200

Alternatively contact us to book, or if you have any queries:

Email:
info@ipiacademy.com

Phone:
+44 (0)20 7749 4749

Discounts

- Booking more than one delegate on any one date qualifies for a **30% discount** on the second and subsequent places.
- Most events qualify for an **early booking discount** prior to 6 weeks before the course date. Be sure to check on our website, where the latest discounts will be shown.

Further information

Fee
The fee includes all meals and refreshments for the duration of the course (for venue-based courses) and a complete set of course materials (provided electronically). If you have any particular requirements, please advise customer services when booking.

Please note
IPI Academy (and our training partners) reserve the right to change the content and timing of the programme, the speakers, the date and venue due to reasons beyond their control. In the unlikely event that the course is cancelled, we will refund the registration fee and disclaim any further liability.

Terms and conditions
The rest of the our terms, the event cancellation policy and the terms and conditions are on our website, please visit ipi.academy/content/terms-and-conditions

Reviews

★★★★★

Excellent content, presentation and speaker. Mark is incredibly knowledgeable and pedagogical, with a passion for the subject matter that always shines through.

Oskar Palmblad
Compliance specialist
Red Hat
Nov 3 2026

★★★★★

Mark is amazing! I rarely can stay focused during online courses, but the way Mark introduces the material is great. I am completely satisfied! The training was excellent, featuring a fantastic speaker, engaging topics, and high-quality materials.

Svitlana Glotova
Counsel
Aramco Overseas Company B.V.
Mar 24 2026

★★★★☆

I wanted to understand things to consider from negotiating contracts and I'd say the course achieved this. Delivery was confident and knowledge was high. Mark is clearly very knowledgeable and has been involved in some very complex IT contract negotiations.

Sean Pedrosa
Chief Commercial Officer
Harbor Solutions
Jul 14 2026

★★★★★

Very good. Acquainted with different types of IT purchases and contracts, what poses a difference, how to draft them, negotiate etc. Speaker has got huge knowledge.

Monika Humeniuk
Procurement Partner
BEC Financial Technologies
Nov 18 2025

Run this programme in-house for your whole team

Coming to IPI Academy for your in-house training provides an all-inclusive service which gives you access to a wide variety of content, learning platforms and delivery mechanisms as well as your own personal training adviser who will work with you from the initial enquiry through to feedback and follow-up after the programme.

With over 600 trainers, all practitioners and experts across a huge range of fields, we can provide the training you need, where you need it, when you need it, and at a price which suits your budget. Our approach to tailored learning and development consists of designing and delivering the appropriate solution for each client.

For your FREE consultation and to find out more about how we can work with you to solve your training needs, please contact our training advisers:



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IPI Academy

IPI Academy is a training initiative of Falconbury and Management Forum; leading providers of industry training for over 30 years, based in the UK.

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