

Provider Name: CLE Companion

Title: E-Contracts: Creating a Win Win Situation: How to effectively negotiate a SaaS Contract



Presented by: Yilin Chen

Date of Live Stream:

Time of CLE Presentation:

Course Specialization:

Course Description:

In law school, we are taught that “offer”, “acceptance”, and “consideration” are the cornerstone of each contract. Out in the real world, these concepts are vague philosophical terms that have minimal impact to an effective SaaS Contract negotiation. In the real world, in-house attorneys rarely debate about whether a contract has been accepted. Instead, we engage in active discussions about scope of work, termination for breach, information security requirements and other key components of a SaaS contract. In order to engage in effective SaaS contract negotiation, one must have a strong understanding of the business goals behind each agreement and engage in dialogues that sit in the cross-roads between legal and business.

Tune into our webinar with Yilin Chen, General Counsel at Hearth, to learn more about effective SaaS contract negotiation techniques, its value, and key negotiation strategies.

You will learn:

- The Different Components of SaaS Agreement
- Key considerations during a SaaS Contract Negotiation
- The roles buyer and seller plays when negotiating a SaaS agreement
- How to effectively partner with business stakeholders during a SaaS negotiation
- Strategies that can help drive the best outcome for SaaS negotiation.

Presenters Biography:

YILIN CHEN is General Counsel at Shogun Enterprises Inc.. Her practice areas include fintech regulations such as data privacy, consumer financial services, venture financing, capital markets, mortgage banking, finance regulations, and software product counseling for SaaS in the above industries. Prior to her tenure with Shogun, she was heavily involved in legal and compliance with leading companies in the mortgage banking, capital markets and consumer finance space.

Beyond her expertise in law and compliance, she also leverages her business acumen to help drive business growth and mitigate the company's overall exposure to risk and liability.

She is currently a Registered-In House Counsel in the State of California.

Presenters Education:

Case Western Reserve University
Bachelor of Arts (B.A.), Psychology & Chemistry

Emory University School of Law
Doctor of Law (J.D.), Law

Compliance Information:

Downloadable supplemental materials are available to all attendees. Materials include course outline, course application for self-accreditation, presenter bio, and any additional course material deemed necessary by the presenter.

This course is offered at www.clecompanion.com and is advertised through various online means such as Email and Social Media.

Attendance is monitored by time in session and polling codes. We require a 7 question course evaluation to be completed at the end of the course. We retain course evaluations for a period of 3 years following the course. The system will not generate a certificate until the time is verified, the polling codes are entered, and the course evaluation is completed. (Course evaluation questions are available upon request.)

Our Question and Answer session is conducted after the presentation via direct communication between the presenter and the attendee. The presenter has agreed to answer any reasonable requests for additional information within a 3-year period from the date of the presentation.

Provider Information:

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