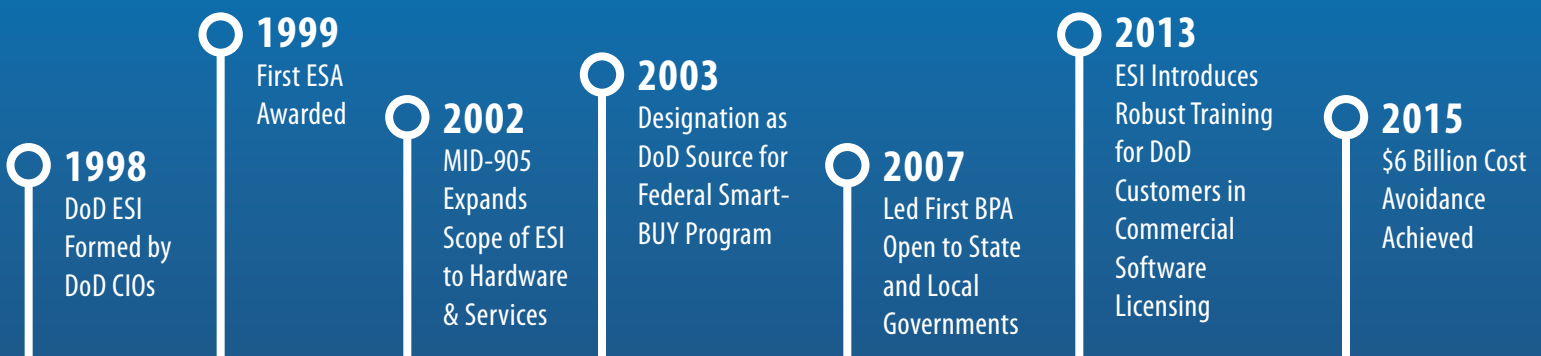


# ESI Education, Support, and Tools Portfolio

April 2016



# TUTORIALS

Industry Overview    ESI Website    License Agreements    License Grant    Cloud/SaaS    General Public Licenses

Requirements    Market Research    Pricing    Warranty    Third Party/Open Source    Virtualization

Assembling the Team    Ordering from ESI    Maintenance    General Provisions    Source Code Escrow    GSAR Class Deviation

Best Value    Buyer's Guide & Checklist    Risk Assessment Tool

# TRAINING CLASSES & WORKSHOPS

- ESI Overview
- Intellectual Property
- Privity / Software Publisher & Reseller Contracting Methods
- Products and Services Offered
- Cloud / SaaS
- Acquisition Planning
- Strategic Negotiation Guidance
- Strategic Vendor Management
- How to Order from ESI Vehicles
- Requirements Gathering
- Implementation Services Agreements
- Software License Management / ITAM / Self-Audit

# SOFTWARE LICENSE RISK ASSESSMENT TOOL

Input Scope    Answer Questions    Scorecard    Risk Mitigation Template

- Core Elements of a Software License Agreement:
  - License Grant
  - Pricing and License Models
  - Warranty
  - Maintenance and Support
  - General Provisions

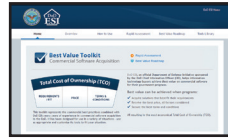
# WEB TOOLKITS



BPA Toolkit



SaaS Toolkit



Best Value Toolkit



SI Toolkit

# WHITE PAPERS



IT Pricing (Evaluating Acquisition Costs)



Software Maintenance Negotiations Best Practices



IT Virtualization Technology



Negotiating Warranties for COTS Products



Third Party Software



Cloud-Based Software Contract Negotiations



Service Level Agreement Best Practices and Contractual Considerations



How to Order Software Using DoD ESI Contract Vehicles



Price Benchmarking Process



Maintenance – Product or Service



License Grant



IP Rights in Software



Open Source Software

# CHECKLISTS/GUIDES



Software Buyer's Checklist



Enterprise Software Licensing Guide and Checklist



Software Self-Audit Checklist



SLA Template User Guide



Software Buyer's Guide



Ordering Guide



Moving from Perpetual Model to SaaS Model Guide



ESI BPA Publisher & Reseller Participant List

# TEMPLATES



Master Software License Agreement



Master Software License Agreement Addendum



SaaS Agreement Template



Service Level Agreement (SLA) Template



Systems Integration (SI) Agreement Template

# eNEWSLETTERS



# WEBINARS



# EULA ASSESSMENTS

