

Praise for *The Practical Guide to Software Licensing and Cloud Computing, 7th Edition*

“Impressively researched and crisply written, *The Practical Guide to Software Licensing and Cloud Computing* brings an up-to-date, fresh perspective on the complex legal issues associated with technology transactions. This book is required reading for any high stakes technology negotiation, and will provide you with highly-practical guidance for getting the contract terms you need.”

—Bert G. Kaminski, Director, Legal - Google Cloud

“Well written and exhaustive guide to software licensing and cloud computing. This is the must have book if you work in the sector!”

—Laura Berton, Partner, Fieldfisher

“Classen’s licensing treatise deftly takes the reader from the fundamentals of intellectual property underpinning a license—what is patentable?, how do trade secrets work?—to the practicalities of actually drafting the many and varied provisions. By combining both the theoretical and the practical, Ward has put together a reference that belongs on the shelf of anyone involved with negotiating licenses. As a general corporate lawyer with decades of experience representing companies, I’ve found it useful as a quick reference to confirm a negotiating point or to explain a provision to a client. Junior attorneys and contract negotiators would benefit from a review of the entire text so they can better understand what they’re being asked to do, and why it matters. Two thumbs up.”

—Christopher Austin, Partner, Paul Hastings, LLP