

What Experts Are Saying about the Third Edition of *The Tech Contracts Handbook*

By David W. Tollen

“From cloud computing environments to hardware and software products, proprietary and open source licenses, and technology professional services agreements, we increasingly live in a digital world governed by information technology (IT) contracts. *The Tech Contracts Handbook*, written by one of most experienced technology lawyers and educators, provides a concise, well organized, and clearly written guide for lawyers and non-lawyers alike who need to understand and negotiate IT contracts. The third edition provides up-to-date explanations and practical insights about how to navigate the evolving IT contracts realm. Highly recommended.”

— **Peter S. Menell**, Koret Professor of Law, Director and Co-Founder,
Berkeley Center for Law & Technology

“David Tollen’s *The Tech Contracts Handbook* is a comprehensive yet concise summation and discussion of the principal issues involved in drafting, reviewing, and negotiating technology agreements. The book’s insightful analysis of indemnities as well as data management privacy and security is especially helpful given the ever-increasing importance of these issues in today’s technology agreements.”

— **H. Ward Classen**, Author of *The Practical Guide to Software Licensing and Cloud Computing*