

Contract Concierge

A Dedicated and Consistent Team to Manage Ongoing Contract Needs



Contract Concierge is a service offering that gives clients direct access to Venable's team of tech contract and privacy attorneys, who have devoted their careers to handling complicated technology and data contracts. Whether a company seeks assistance managing excess contracting demands or wants to outsource contract drafting, review, or negotiation, we can help.

Smart Staffing

Technology and data contracts often require nuanced understanding of the related contract provisions and background knowledge of applicable federal and state laws and regulations or industry guidelines. New technology and constantly changing state laws complicate matters further. To minimize risk, businesses need to work with a team that can identify and remedy the specific issues at hand.

Our team recognizes that sometimes clients require a veteran attorney with deep experience to handle particularly complex contracts; other times they might find more value in a specialist who can handle a large number of contracts. We staff to fulfill these needs, with a primary senior attorney to coordinate coverage and tailored involvement so participants get the associate support they need at the level they need. And we provide a dedicated team that will learn the intricacies of a client's business and consistently handle their demands without a steep and recurring learning curve.



Smart Staffing



Predictable Billing



Practical Value

We also offer an integrated review of commercial and privacy terms. See below for examples of the contracts we can cover.

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| • Privacy and Information Security Counseling | • Contract Term Analysis and Counseling |
| • Software Agreements | • E-Commerce Terms and Counseling |
| • Data Agreements (Licensing, Supply, and Transfers) | • Cloud Agreements |
| • SaaS Agreements | • Advertising Agreements |
| • Intellectual Property Agreements | • Contractor Agreements |
| • Managed Service Agreements | • Business Associate Agreements |
| • Commercial Agreements | • IT Agreements |
| • Research Agreements | • Development Agreements |
| • Distribution, Reseller, and OEM Agreements | • Sales and Marketing Agreements |

Outside In-House Counsel

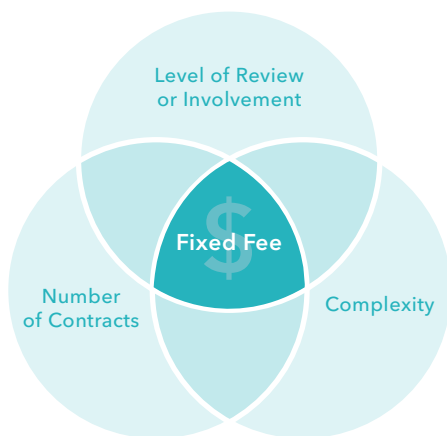
Through a consistent point of contact, participants gain access to the firm's experienced practitioners with specific knowledge of the technology and privacy aspects of contracts and transactions. Our attorneys know the ins and outs of these types of contracts, and they draw on that experience to protect client interests in innovative industries like artificial intelligence, cloud computing, and data-driven marketing and advertising (adtech).

We offer flexible billing options tailored to the client's specific needs. Whether a client requires three contracts a month or 50, or would prefer a flat fee, fixed retainer, or hourly rate, we can accommodate most requests.

Flexible Fee Arrangements

We work with our clients to assess their contract support needs to offer a fee arrangement that makes sense. If a client wants to stick to our standard hourly rates, we can do that. We can also offer discounting on our hourly rates that escalates with contract volume.

If a client wants a fixed fee arrangement, we can also provide that. Fixed fee arrangements can be based on attorney hours or the anticipated number of contracts that require review or negotiation, rather than the number of hours billed. In either case, we do the math to offer a monthly fixed fee plan that makes the most sense. Thereafter, we provide periodic assessments of the working arrangement to ensure our clients are getting the most value out of our relationship and their customized fee arrangement.



Fixed Contract Review Plans

We work with clients to determine the number of reviewable contracts per month that makes strategic sense.

We know some months are busier than others, so we calculate a practical range to ensure that clients are covered for what they need.

We propose a price-competitive fixed monthly fee based on the agreed-upon contract volume range, the anticipated degree of contract complexity, and the necessary level of review or involvement.

If a client needs to go beyond the predetermined range in a given month, we offer enhanced discounts for those additional contracts.

Contact Us



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