

# IT contracting service offerings



Regardless of your industry or the size of your organization, from early or growth stage to mature operations, asking the right questions ahead of time can help you manage risks and maximize the value of the technology your business uses or creates. With a wealth of experience in IT contracting, digital transformation projects and licensing or accessing third-party software our team knows what to expect from third-party suppliers and what to push for to make your IT solution implementation successful.

The last few years have been a trial-by-fire for organizations' digital capabilities, exposing the limits of aging technical infrastructure and pointing out gaps or risks to address. Leaders are looking to take advantage of technologies and digitize their approach so they can remain competitive, solve business challenges – like labour shortages or supply chain disruptions – and better protect against IT contracting risks.

Digital transformation projects can be a driving force behind innovation, productivity and growth for your organization. These projects are often key to streamlining operations, improving customer experiences and supporting organizational goals.

**MLT AIKINS**

WESTERN CANADA'S LAW FIRM

## IT contracting services

Our services include (but are not limited to):

- Advising on IT contract risks and gaps
- Assisting in negotiating new or renewed agreements with IT service providers
- Assisting in preparing requests-for-proposals or tenders for the acquisition of large-scale IT solutions and negotiating contracts relating thereto
- Assisting in developing and implementing IT contracting policies and frameworks to help your organization better manage its contractual obligations
- Conducting IT due diligence and agreement reviews in the context of business transactions
- Digital transformation project reset and rescue





## IT contract risk review offerings and toolkit

We offer a number of tools to help your organization address IT contracting risks. These services are available à la carte or in packages. Looking for something not listed below? Let us know!

|  |  |   |
|--|--|---|
| <b>Consultation</b> – A meeting to assess, at a high-level, your organization's current IT contracting framework and discussion on potential gaps and risks. |  | <input type="checkbox"/> \$750 or complimentary with any other purchase |
| <b>Basic IT contract risk review package*</b>  | Review of one (1) stand-alone IT contract  | <b>\$2,750</b>  |
|  | High-level risk factors memo identifying risks and gaps, providing recommendations for addressing same |   |
|  | Meeting with organizational leadership to discuss IT contracting risks                                 |   |
| <b>Basic add-ons</b>   | Additional review of related IT contracts, schedules, appendices or documents                          | <b>\$500</b> per additional document                                    |
|  | Analysis of termination or renegotiation rights under current IT contract                              | <b>\$1,000</b>  |
| <b>Advanced add-ons</b>  | Renegotiating with counter-party for termination or improved contractual rights                        | Please contact us to request an estimate                                |
|  | Assistance in transitioning to a different vendor  |   |
| <b>IT contract negotiation/digital transformation project</b>  | Meeting with key stakeholders to define project success, strategic objectives and create buy-in        | Please contact us to request an estimate                                |
|  | Assisting in preparing RFP or tender for acquisition of IT solution                                    |   |
|  | Negotiating contracts with solutions provider and/or implementor                                       |   |
|  | Review of all ancillary agreements and documents   |   |
| <b>Project reset and rescue</b>  | Historic project evaluation  | Please contact us to request an estimate                                |
|  | Negotiating fair and reasonable sharing of financial impacts   |   |
|  | Creating realistic go-forward plans and agreements   |   |
|  | Assist in transition if vendor-customer relationship is beyond repair                                  |   |
|  | Litigation risk factors analysis   |   |

**IT contracting templates\*** – Provides a cost-effective way of getting appropriate documentation in place to build a comprehensive IT contracting strategy.

|  |   |
|--|---|
| <input type="checkbox"/> <b>Non-disclosure agreement (one-way) – \$500</b>           | <input type="checkbox"/> <b>Non-disclosure agreement (two-way) – \$750</b>        |
| <input type="checkbox"/> <b>Independent contractor agreement – \$1,500</b>           | <input type="checkbox"/> <b>Developer agreement – \$2,000</b>                     |
| <input type="checkbox"/> <b>Quick-start agreement – \$2,000</b>                      | <input type="checkbox"/> <b>Master services agreement – \$2,750</b>               |
| <input type="checkbox"/> <b>Software-as-a-service agreement – \$2,500</b>            | <input type="checkbox"/> <b>End user license agreement/terms of use – \$1,500</b> |
| <input type="checkbox"/> <b>Software maintenance and support agreement – \$1,750</b> | <input type="checkbox"/> <b>Licensing and subscription agreement – \$1,750</b>    |

Prices exclude applicable taxes and disbursements.

\*The documents in this package are provided as precedents in Word format with minimal customizations. Any work to further customize the documents will be an extra charge and quoted separately. All documents are provided on a licence basis where they can be used for internal purposes by your organization only and are not for redistribution.

## Your MLT Aikins IT contracting team

Our technology, intellectual property and privacy team members have deep knowledge and experience related to IT contracting issues facing organizations of all sizes in a variety of industries. Whether it's getting a better understanding of the IT risks your organization is facing, negotiating a new IT contract or undertaking a large-scale digital transformation, we are here to provide guidance and advice – our team has handled it all.

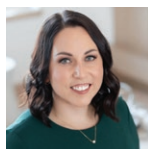
Our lawyers have the right combination of legal know-how and real-world experience. We have worked in IT, cybersecurity, tech litigation and privacy law. With lawyers who have served as in-house counsel as well as those who previously worked in the IT industry, we understand issues from a legal, business and technical perspective.

## Contact us



### Nicolas Joubert

Partner, Winnipeg  
njoubert@mltaikins.com  
(204) 957-4612



### Danielle Graff

Partner, Winnipeg  
dgraff@mltaikins.com  
(204) 957-4665



### Karas Elbardisy

Associate, Winnipeg  
kelbardisy@mltaikins.com  
(204) 957-4445

**MLT AIKINS**

WESTERN CANADA'S LAW FIRM

Learn more at  
[qr.mltaikins.com/IT-contracting](https://qr.mltaikins.com/IT-contracting)

