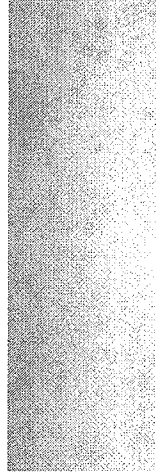


Negotiating Software Contracts

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Counsel



Top Tips

- Ensure all key center departments included in reviewing product
- Talk to other health centers, ideally other Texas health centers with experience with this product; view and test product in act
- Ensure all center specific requirements, such as UDS reporting, meaningful use assurance, and patient outreach, are available through product

Top Tips

- Review and apply Software Licensing Issues checklist
- Include interfacing with all exchange partners in your contract
- Tie payments to milestones the center must sign off on
- Clarify in what response time support services must be offered
- Texas law should govern

Top Tips

Ensure that everything you think
you understand and everything
you agree to is **IN WRITING** in
THE CONTRACT!