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## **Making the Most of your Technology & Vendor Contracts**

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### **Abstract**

Even with a shrinking economy institutions still hold dozens of contracts with technology vendors, maintenance agreements, leasing and licensing arrangements. Very few faculty or administrators are schooled in the art of contract negotiation, and in truth most have never actually read the contracts. Learn the basics of contract negotiation, learn what is in play and what is not, protect your institution, understand remediation procedures and most importantly learn how to reduce the cost of the agreement.

Note: The author was not able to submit this paper before the Proceedings went to print. He will supply copies or a link to a website where copies may be obtained at his session,