



## Benefits and advantages of an Escrow general agreement

Instead of negotiating an individual contract for every source code deposit or every business critical software, HanseEscrow also offers the possibility of entering into a general agreement on employment conditions. This contract offers the following advantages:

### Costs

On the contrary, the conclusion of a general agreement on employment conditions costs them no more cent an individual contract. Already at the second deposit the contract saves 500 euros.

### Process of purchase

The integration of Escrow into the process of purchase for business critical software products and IT projects has a positive effect on points of view like risk management, IT safety, Basel 2 or credit rating.

### Administration/internal charges

The purchase, the legal department, the speciality departments and this bake Office be relieved. Both the method and the Escrow contract have flowed into the enterprise process after single examination as a standard. The enquiry, performance comparisons, negotiations and contract examinations per purchase of software/IT project etc. are dropped.

### Economizing examinations/banks

A standardized Escrow method, the central deposit for an Escrow agency, the complete regular reporting and the safe depository administration makes the tasks of the risk assessment and the judgement of enterprises easier for economizing inspectors and banks. A general agreement on employment conditions brings clear advantages in this place.

### Quality management

The constant quality and standard of security at source code deposits completes or completes the IT safety and the internal quality management.

### Suppliers

Accelerates standing negotiations and gets things straight to make source code deposit or Escrow the term at purchase of business critical software. Topics like height and solvency of the supplier step back. Criteria like performance and prices of the products have priority.

### Product quality

Due to a standardized Escrow method products will only be in use from manufacturers who meet the qualitative claims of the deposit examination and the technical requirements. This safeguards continuous use also in the case of the failure of the manufacturer.