



Source Code Escrow Software Escrow

More and more enterprises require a deposit of the software sources and documentation at purchasing of business critical software with a neutral third party. This neutral third party can be an advocate / notary or a professional Escrow agency.

Since advocates and notaries can check the material to be deposited in the rarest cases, the use of such a deposit in the emergency for the licensee is quite doubtful.

Also for the manufacturer this variant of the source code deposit is only the second best choice at a closer consideration. A corresponding deposit declaration must be negotiated created in every new case / for every customer. In most cases the manufacturer has care about providing updates.

The advantages of the cooperation with an Escrow agency just for software manufacturers are proofed fast:

- Administrative relief of the BackOffice and the legal department (single check of the contract and not every time a check per news or case)
- Administrative relief of the technique (annual single update for "n" customers and not in every customer/case single)
- Sales immediately has a professional answer to questions of your customers, such as investment security, source code deposit, ...
- Rise of the "credit rating" with your customers
- - piece of evidence for the high quality standard, orientation at the security claim of your customers,
- - protection of the intellectual property of one's own, acceleration Sales Cycle, competitive advantage
- low costs (e.g. BASIC Escrow € 1,900 p.a. plus 400. € per licensee)
- If necessary active sale of Escrow e.g. as an additional performance in maintenance agreements (e.g. +2%) ...

Products - performances - costs

Elementary (€750 p.a.)	Basic (€1.900 p.a.)	Standard (€3.200 p.a.)	Secure (€5.100 p.a.)
Deposit: Source code and product documentation	Deposit: Source code and product documentation	Deposit: Source code and documentation of the development / compiler environment	Deposit: Source code and documentation of the development / compiler environment Documentation of processes
Check: Readability of the data carriers	Check: Completeness in accordance with Delivery note Readability of the data carriers	Check: Compiling on manufacturer system test completeness readability of the data carriers	Check: Audit of software development process, programming guide lines and compiler environment Audit of code fragments, Compiling on manufacturer system test completeness readability of the data carriers
Limited for simple and high-speed solution for software with low license value or temporal use. (conditionally business critical)	The solution of simple Escrow requirements of the licensee. (business critical software)	Technical system and product escrow at higher Escrow claims of the licensee (strongly business critical software)	Source code audit and quality certificate at high escrow requirements of the licensee (extremely business critical software)