



Benefits and advantages of an Escrow general agreement

Instead of negotiating a source code deposit with us every time your customers request it, HanseEscrow offers you the possibility of entering into a general agreement. This has considerable advantages, especially for software manufacturers and software sellers.

Cost Reduction

In the case of a master agreement, your initial payment is due the first time you provide escrow to a customer (beneficiary). Providing source code escrow for the first time costs you slightly more than an individual escrow contract, but the master agreement already saves you up to €5,300 when you provide escrow the second time.

Less Work

A master agreement means less work for your software development department, legal department and back office. The escrow process and the escrow contract only need to be examined once before they are then included as one of your standard processes.

Sales Focus

When you offer to place source code in escrow, you provide clarity and demonstrate your company's trustworthiness, actively accelerating negotiations. Possible competitive disadvantages such as size and solvency of your enterprise become less important. Criteria like performance and the prices of your products are the main focus.

Efficient Updates

To update the escrow material, the software manufacturer has to provide only one copy of the source code. HanseEscrow will perform the verification once and copy/deposit the material for each of your customers (beneficiaries). This saves you time, resources and money.

Reliable Reporting

Regularly scheduled reporting, complete storage and central depository administration keeps the status up-to-date at all times.

Trade Secrets

Your product source codes, your most valuable trade secrets, remain optimally protected. The sources are only in your hands and in the hands of the trustee HanseEscrow.

Quality Assurance

By pro-actively offering software escrow, you show that you understand your customers' demand for top quality and high security. Having a master agreement also lets you optimize the quality assurance process.

Sales Volume

You can also sell escrow. For example, you could include software escrow as an additional service in your maintenance contracts and increase the price accordingly.