



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 €2,300 p.a. plus €500 per licensee)
- If necessary active sale of Escrow e.g. as an additional performance in maintenance agreements (e.g. +2%)

Products – performances – costs

Elementary (€950 p.a.)	Basic (€2,300 p.a.)	Standard (€3,700 p.a.)	Secure (€5,800 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 guidelines 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).