



# **Joint Development Agreements Line by Line: A Detailed Look at Joint Development Agreements and How to Change Them to Meet Your Needs**

*Thomas J. and Frey, Kelly L. Hall*

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Written by two senior attorneys known for their work across the breadth of technology and new development law, Joint Development Agreements Line by Line is perhaps the most up-to-date and readable work in this rapidly expanding area. The authors have created an entertaining hypothetical that pulls from real-world experiences to illustrate the context for the sometimes arcane language of typical joint development agreements. Covering the legal constructs critical to development work from concept to distribution channel, this book incorporates issues related to copyright, trademark, trade secret, and patent law, along with the practical problems for joint development efforts related to human relations, organizational control processes, security/privacy, and market positioning. This comprehensive guide was written by business lawyers for practitioners, business leaders, and C-level staff across the breadth of new product development. A must-read before your next joint development venture, this book will walk you through, step-by-step, the necessary legal infrastructure required for a successful co-development venture. Joint Development Agreements Line by Line is focused on creating solutions to problematic components in joint development and continuously focuses on the opportunities, rather than the obstacles, in generating new sources of revenue and new markets through joint development activity. The Line by Line series provides analyses of key contracts, agreements, and other documents pertinent to the practice of various areas of law. Each book includes full-text forms; additional sample provisions; descriptions of key terminology; detailed line-by-line guidance on the use and interpretation of each significant provision; options for alternate language where appropriate; relevant issues, statutes, and cases; and best practices for drafting and negotiating each document for both practitioners and clients alike. About the Authors Thomas J. Hall is formerly of counsel in Baker Donelson Bearman Caldwell & Berkowitz PC's Nashville office and was a member of the firm's Business Law Department. He has both substantial in-house and private practice experience, allowing him a unique perspective in understanding the business drivers of intellectual property transactions. Kelly L. Frey Sr. is a shareholder with Baker Donelson Bearman Caldwell & Berkowitz PC, where he concentrates his practice in corporate procurement and technology law. He is listed in The Best Lawyers in America in technology law and information technology and recently published Frey on Technology Transactions, an authoritative practice manual for technology companies and technology attorneys. Frey and Hall recently co-authored two other books in the Line by Line series, Application Service Provider and Software as a Service Agreements Line by Line and Patent License Agreements Line by Line.

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