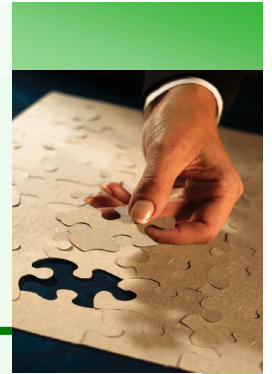


IP Protection in Commercial Agreements



Triaster provides a range of software based solutions to companies wishing to maximise the efficiency of their business processes. The company combines a deep understanding of organisational culture and the challenges involved in process improvement, together with highly focused technical expertise and design flair.

Triaster delivers the 'Triaster Process Library Solution', tailored to its clients' process mapping and process improvement requirements. Its solution is made up of a combination of Visio-based Software, Support and Implementation Services. As a result of ongoing product and service development Triaster was concerned to ensure that its licensing agreements properly reflected the scope of its service delivery, minimised barrier to client acceptance and fully protected its associated Intellectual Property.

As Triaster has grown its operations since the launch of its first product, its products and services have evolved to reflect both the technological developments associated with software development, its mode of delivery and the needs of its customers. This had resulted in the existence of various licensing agreements, at a time where significant benefits could be realised by customers and by Triaster, through streamlining of the sales and purchasing process

Coller IP was commissioned to undertake a review of Triaster's existing licence agreements and associated sales processes to develop a Licence Agreement that better addressed its commercial activities.

We provided an integrated work package that involved:

- Developing an understanding of the existing sales process and associated contract terms and conditions, encompassing suppliers as well as customers;
- Proposing and developing revised Licence Agreements and conditions of contract;
- Proposing amendments for streamlining the customer order processes.

"We are delighted with the work carried out by Coller IP. It has provided us with many benefits, not least delighting our customers with the efficiency of our sales and associated licensing process" - Mike Cousins, Managing Director

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coller ip
MANAGEMENT