



Christopher J. Mugel
Of Counsel

T (804) 771.5787
F (804) 771.5777
cjmugel@kaufcan.com

representative matters

- Representative transactional experience
 - Development of master licensing and services agreement for a software vendor providing “tour” web sites to colleges, and negotiation of a private label development and services agreement for the licensor to provide services to another college tour vendor.
 - Development and negotiation of license and service agreements for a health care fraud detection software system used by state Medicare and social services agencies; development of partnership marketing and license agreements between the software vendor and major service providers.
 - Development of standard application service provider (ASP) and associated hosting agreements; negotiation of particular agreements based on the standard.
 - Drafting and negotiation of multiple license agreements and associated co-branding and cross-license agreements involving databases of information on not-for-profit organizations and associated data management software, including licenses of international agreements with newly-established overseas partners.
 - Drafting of a master database subscription agreement (with associated software licenses) for a vendor of a major database of financial information, and the negotiation of specific versions of such agreements with banks, insurance companies, brokerages and other major financial institutions.
 - Formation and negotiation of a joint venture for the development, licensing, and marketing of software and services in the field of renal dialysis.
 - Development of standard software/firmware licenses for a manufacturer of high-speed computer boards and high-speed digital cameras; negotiation of specific licenses associated with U.S. and select international joint ventures and distributors for applications such as signature recognition software.
 - Licenses for both intermediaries (U.S. and international distributors and value-added resellers) and end users of software used in business training.
 - Development of a multi-tier licensing and subscription scheme for the provision of databases of government information, particularly financial and business information, generated primarily from Freedom of Information Act requests.
 - Demonstration, beta and operational licenses for a vendor of database management software.
 - Multiple forms of web site user agreements and access agreements (as well as associated privacy policies and in the case of e-commerce sites terms and conditions of sale) for Internet sites ranging from pure informational sites, to providers of databases of financial information, to major mass market e-commerce retailers.
 - Multiple forms of shrink-wrap and click wrap license agreements for various software programs.
 - Negotiation and drafting of development and license agreement by which an auto parts e-commerce company acquired core technology, and then negotiation of license and marketing agreements for the distribution and use of the e-commerce solution among auto parts retailers.
 - Negotiation of a development and license agreement for the acquisition of an inventory and distribution management system for a major food products distributor.

representative matters (cont.)

- Negotiation of a systems integration and license agreement for the acquisition of a customized operations management system for all operations of a regional financial institution.
- Negotiation of license agreements for the acquisition of on-line banking systems by several regional banks.
- Licenses of software and hardware rights for the further development and distribution of biofeedback systems for use both for gaming and for training.
- Drafting and negotiation of multiples forms of distribution agreements and value-added reseller agreements for a vendor of financial analysis software.
- Drafting and negotiation of a license and distribution agreement for a U.S. marketer of software games to acquire U.S. rights to customize and distribute games from a Japanese vendor.
- Negotiation of a detailed systems integration and license agreement by which a major furniture manufacturer and distributor managed its accounting, order management and inventory operations to substantially reduce delivery times.
- Multiple software escrow agreements.
- Development of license agreements for the direct (online and cd-rom) as well as indirect (dealer and distributor) distribution of software and databases for physician practices and health care institutions to manage the acquisition and record keeping for patient informed consents meeting the requirements of applicable state laws.
- Development of consulting agreement, licenses and terms of services for a vendor of middleware selling to e-commerce sites.
- Drafting of standard and negotiation of several particular systems integration agreements for the customization and installation of complex operations management systems (including hardware and software from multiple sources, including SAS systems) for use by state agencies to manage the operations of alcohol and beverage control systems and related activities.