



ESCROW4ALL

Software Escrow

For quality - conscious ISVs and user organisations

All organisations use software products over which they have limited or no control as part of the delivery of their vital business processes and functions: financial software, ERP, document management, HRM software etc. Software Escrow is a universal and widely used tool for managing IT dependent operational risk and for ensuring business continuity.

The sole focus of Escrow4all is on quality software escrow arrangements - in escrow terminology also referred to as active escrow arrangements. With active escrow the software source code and technical documentation is not only kept safe, but is also professionally checked and updated according to the required schedule.

Proactive and open communication is a key concept for our services. Thus, each party - ISV or user – is always able to inspect the status of their escrow arrangements through our advanced user portal technology, 24/7.

As a knowledge leader in escrow service provision, Escrow4all has the experience and know-how to take your business case as starting point. We offer added value through ensuring that our escrow solutions are perfectly suited to your business needs.

Benefits

ISV

- Maintain control over your intellectual property
- Be proactive in meeting the needs of your (prospective) clients
- Best practice and demonstrable commitment to your clients

Software User

- Business continuity for your business
- Guarantee for your investment in software products (License, SLA, implementation project, training)
- Assurance against consequential damages (reputation, loss of revenue) resulting from IT failure



Software Escrow Lining up the priorities

Objectives

Firstly, the intellectual property of the ISV is in safe hands. Equally important, the interests and investments of the software user are adequately protected in the event of an emergency.

Contractual interpretation

Typically, Software Escrow protection can be secured in two ways:

- **Individual | 3-party agreement** – a 1-on-1 escrow arrangement between the ISV, a specific licensee / user and Escrow4all as the independent and neutral escrow service provider. The user is the sole beneficiary of the arrangement. This type of agreement is especially relevant with custom applications and when maximum flexibility is needed.
- **Collective | frame agreement** – escrow agreement between ISV and Escrow4all and based on a one-to-many principle. The ISV enters into a scalable escrow agreement with Escrow4all. A simple yet efficient enrolment process allows users that need escrow protection to register and subscribe as beneficiaries to the escrow agreement.

Besides escrow arrangements between licensors and licensees, Escrow4all offers Software Escrow agreements specifically tailored to virtually every requirement – such as to address the escrow protection requirements associated with software producer / distributor, user groups, resellers, holding company, etc.

Technical verification

The experienced consultants of Escrow4all are the inventors of the extended escrow verifications in Europe. Based on our unequalled experience we have created three quality verification levels:

- **VerifOne** – Basic check which is carried out for each escrow deposit. We actively check if source code of the escrowed application is available.
- **VerifTwo** – A universally applicable verification where we analyse the existing development environment and compile/test the application.
- **VerifThree** – In this verification we recreate the development environment and compile, install and test the application fully. All directed by a project plan agreed upon by all parties.

Practical support

- Our expertise and smart processes guarantee a flawless implementation.
- Our team consists exclusively of dedicated and experienced specialists.
- Escrow4all's Client Portal for 24/7 access to your account status.

About Escrow4all

Escrow4all offers full service escrow services to any organization that is serious and professional deals with IT risk management issues. Escrow4all operates completely autonomously, is not a sales office and does not outsource core tasks. As an escrow expert, Escrow4all creates added value for its customers with qualitative solutions and well thought-out processes.

Our Solutions

Next to extended verification services, Escrow4all offers:

Software Escrow

Business continuity tool for on-premise software

SaaS Escrow

Application and data always available

Knowledge Escrow

Placing trade secrets in escrow

Escrow for start-ups

Valuable escrow solutions with accessible pricing

Distributors Escrow

Safeguarding the software value chain

gTLD Data Escrow

ICANN approved data escrow for the domain industry

Source Code Management

Protecting your own Intellectual Property

Custom Solutions

Always a matching solution from industry experts

Contact us

Would you like to know more about Escrow4all's solutions? Feel free to reach out.

Call us on +31 20 - 3420 250 or send an email to sales@escrow4all.com.

We are keen to hearing from you!



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