

MICHAEL B. GREEN
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At present, I am Director of Contracts and In-House Counsel for an international software services and consulting firm with over 6000 employees and \$800 million in annual revenue. Prior to this, I was the General Counsel for a conglomerate of privately held and publicly traded enterprises including computer consulting, contract programming, network and systems administration and full time technical placement services as well as software, web and Internet development, primarily in the U.S. and Canada.

As my attached resume clearly illustrates, I have an extremely strong and extensive background in all aspects of the contract process as well as in procurement, cost containment, RFP generation and response, negotiation, contract enforcement and general legal and business matters. One of the key functions as the Director of Contracts for both these employers for more than 10 years has been coordinating the entire contracting process. I act as its central point, building consensus between, and addressing the specific requirements of, various departments within the company. This includes Sales, Marketing, IT, Human Resources, Accounting, Management, outside counsel and the applicable vendor or client.

As the primary contracts person, I have negotiated, reviewed, drafted, enforced and explained to management and staff well into the thousands of various agreements with a broad range of parties including Microsoft, ATT, Goldman Sachs, Morgan Stanley, Bank of America, Accenture, Boeing, Lockheed Martin, Bloomberg, NASA/JPL, Dell, BP Amoco, Dow Jones, Oracle, Dun & Bradstreet, McGraw-Hill, Standard & Poors, Fidelity, IBM, Intel, Motorola, Sun, the National Association of Securities Dealers (NASD) as well as federal, state and local governmental agencies. For much of my tenure, I was managing more than 300 active agreements at any one time and reviewing, drafting or negotiating at least 30-40 new documents per week across the various subsidiaries and affiliates. I am currently the lead on a \$55 million dollar, 5 year contract with the New York City Department of Education as well as responsible for all major contracts in two of the company's four corporate divisions.

The types of agreements I have drafted, reviewed and negotiated include computer consulting, intellectual property rights and licensing, time and materials, service level agreements (SLA's), leases, vendor and supplier agreements, partnering, NDAs, employment, sub and prime contractor agreements, asset purchase and software acquisition agreements. In addition, I have extensive experience dealing with FAR, DFAR, ITAR and other governmental compliance issues as well as UCC provisions.

As my speaking engagements demonstrate, I am able to distill legal concepts and terminology to non-legal or contract experienced personnel. At the Shareware Industry Conference, I presented seminars on Effective Contract Negotiations and Selling and Licensing Source Code to business owners with no legal or contract experience and conducted well over a hundred in-house training conferences to sales and management on contracts, negotiating and general business law. These sessions not only explained the importance and efficiency of maintaining and using our standardized contract templates, but also provided guidance on how to effectively obtain the other party's acceptance of our standardized approach.

Thank you very much for your time.

Sincerely,
Michael Green