

- Business unit personnel submit transaction proposals, 3rd party agreements or earlier negotiated agreements to dedicated P³ attorney team.
- P³ attorney contacts Requestor to discuss transaction details, urgency, appetite for risk, negotiation position, top-priorities, and any transaction history.
- P³ attorneys draft new document or redline revisions to existing document and deliver draft to Requestor and 3rd party law firm.
- P³ attorneys discuss comments with law firm and obtain sign-off before giving clearance to Requestor to submit to counter-party.
- P³ attorneys and Requestor negotiate terms with counter-party and P³ submits final redline revision to law firm for final sign-off before submitting to Requestor for execution with counter-party.
- P³ attorneys log document, parties, and key terms into on-line tracking database to enable client business personnel and business unit attorneys to check ongoing transactions, obligations (upgrades, maintenance SLAs, warranties), revenue collection opportunity.

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