

RE: Value of Copyright

Source:

<http://www.tech-archive.net/Archive/VB/microsoft.public.vb.general.discussion/2007-08/msg02423.html>

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My best tip.

Avoid giving rights in writing, you can end up in a really sick debate and possible law sue.

State limitations in usage, state clearly that some parts shipped belongs to other and they are shipped as part of your developer license.

Just follow the same pattern as in normal cases, put a price tag on the product shipped.

- compiled program x\$
- documentation for above x\$
- source code x\$

there you got the sum....

I've only done such a business once and I took the same sum as for the job of creating the stuff, ie. 2x the normal price.

I've discussed the subject with customer a couple of times and they backed out of the idea of buying the source code when I told them that once the source code has been shipped I will delete my copy (unless it contained something really unique to fit in my collection of code library)

The thing is; even If I kept the source code intact it's of no use for me towards that customer, it will take to long time to figure out if my copy of the source code is still useful for them. (there can only be one original and it is for sure not my copy.)

Responsibility in backup and storage lies with the holder of the original...

Kjell

"Laurie Comerford" wrote:

RE: Value of Copyright

Hi,

I have been asked to quote for writing a VB program for a potential one time customer. The arrangement would be that I supply the source code to allow the client to make minor adjustments in functionality such as report formats as business options change and I'm happy with this.

However, he wishes to purchase the Copyright to the program as part of the deal.

I've never been asked to pass Copyright over and am wondering how much I should charge as a premium on the normal programming to assign the Copyright.

The program will be highly specific to the Client needs and is unlikely to be of much value to him to pass on to others.

Is 10% reasonable?

Is 20% reasonable?

Is 30% reasonable?

Is 100% reasonable?

Regards

Laurie