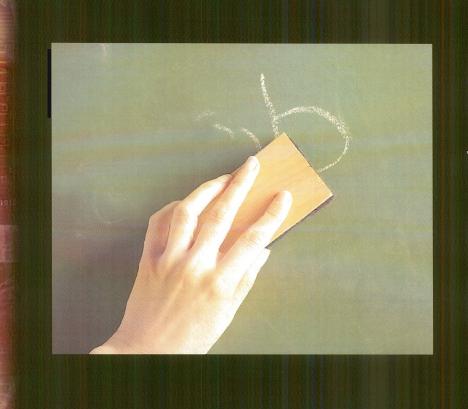


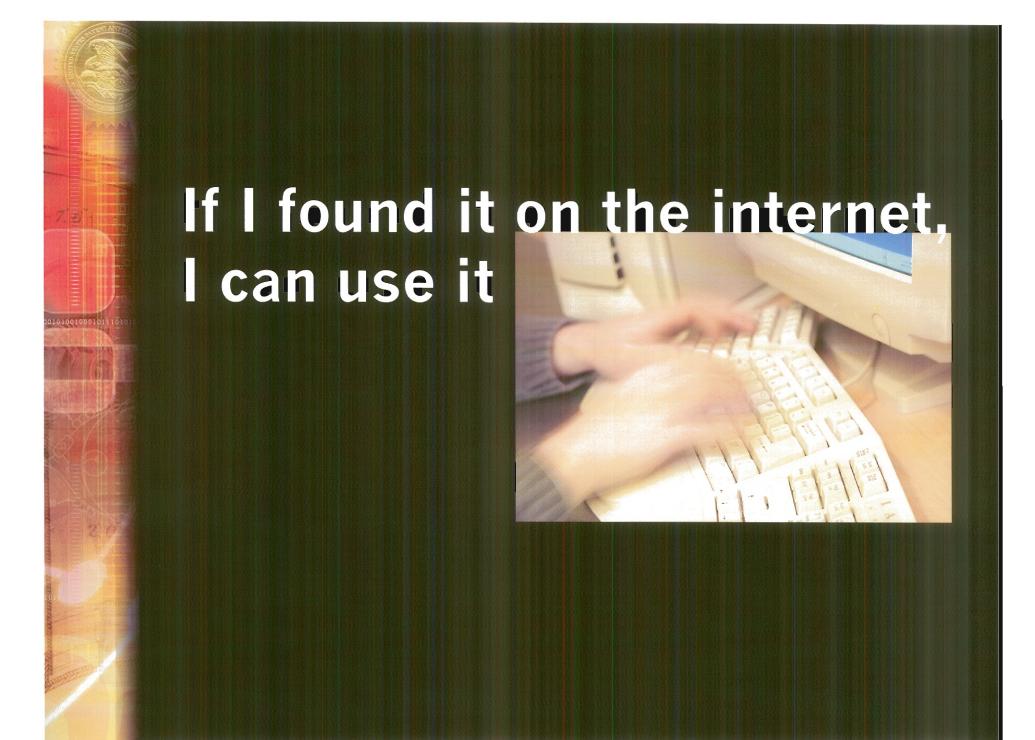


## If a customer does it, I can do it too



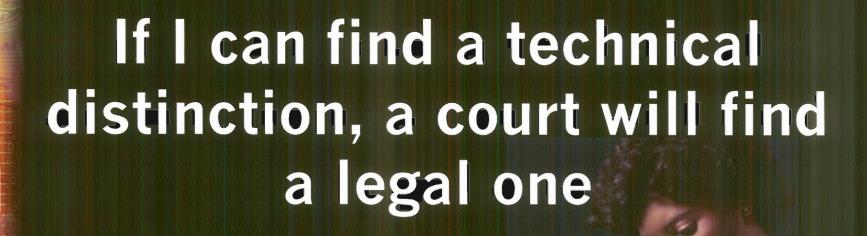


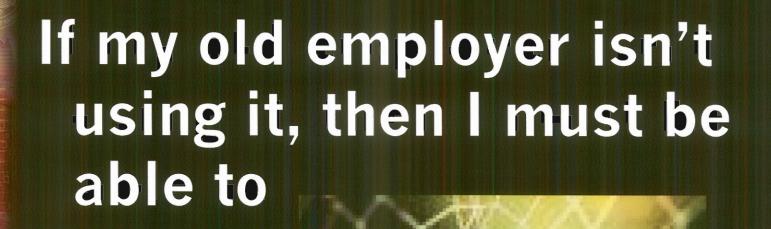
If I don't write it down, no one will know

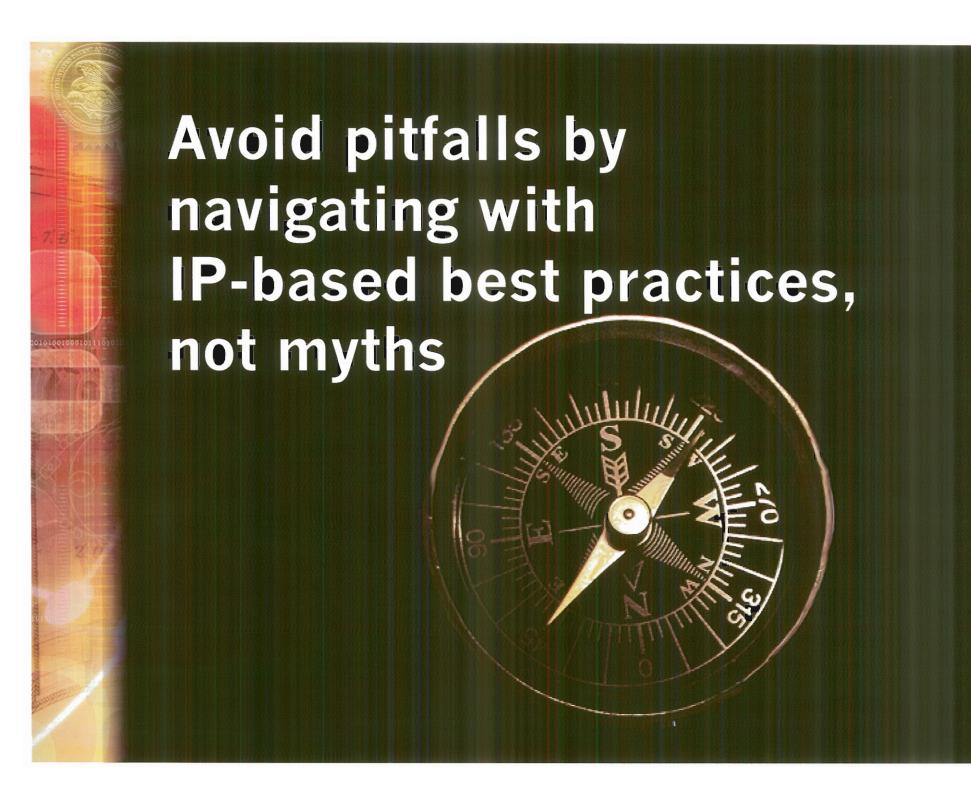


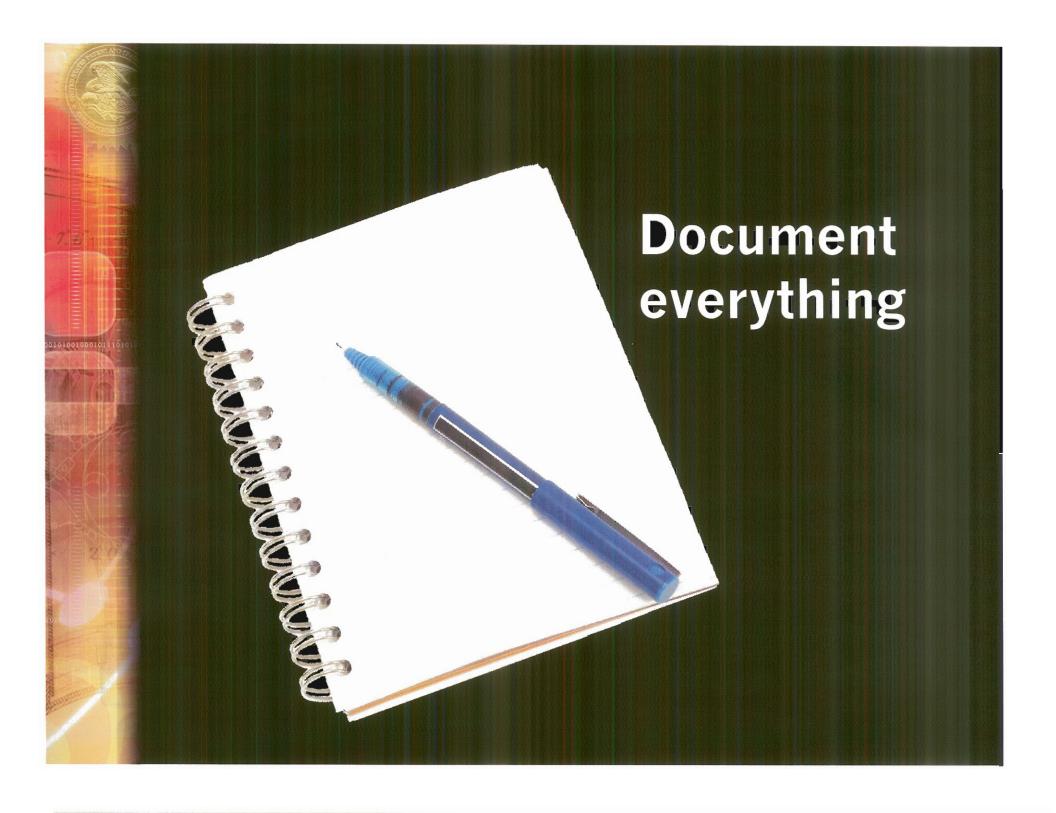
### If I give credit, I don't have to give money

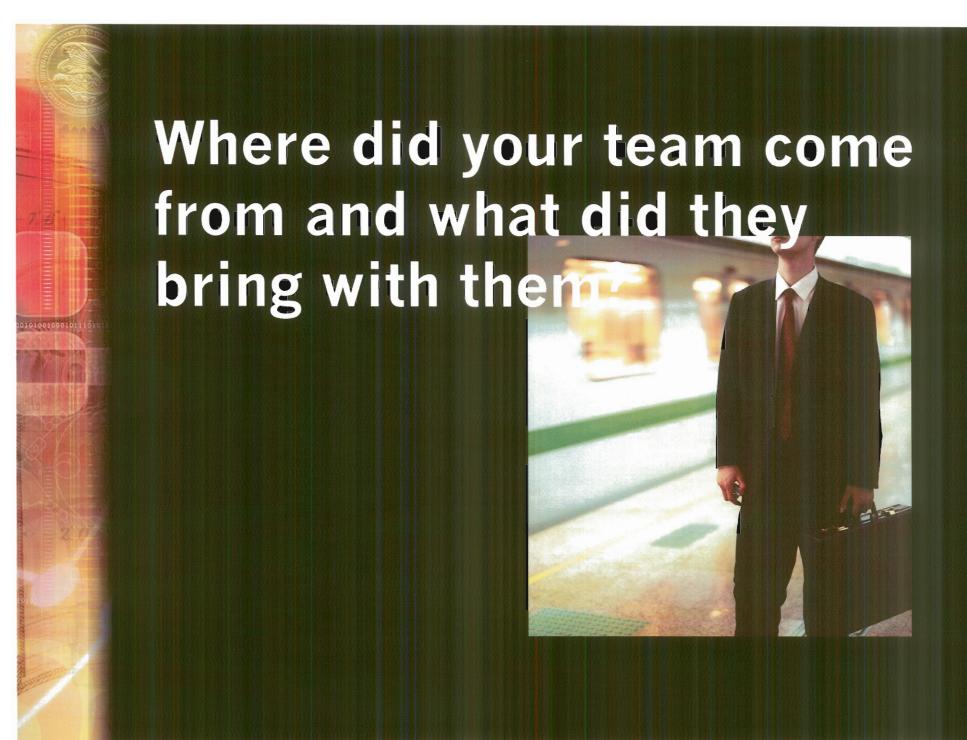






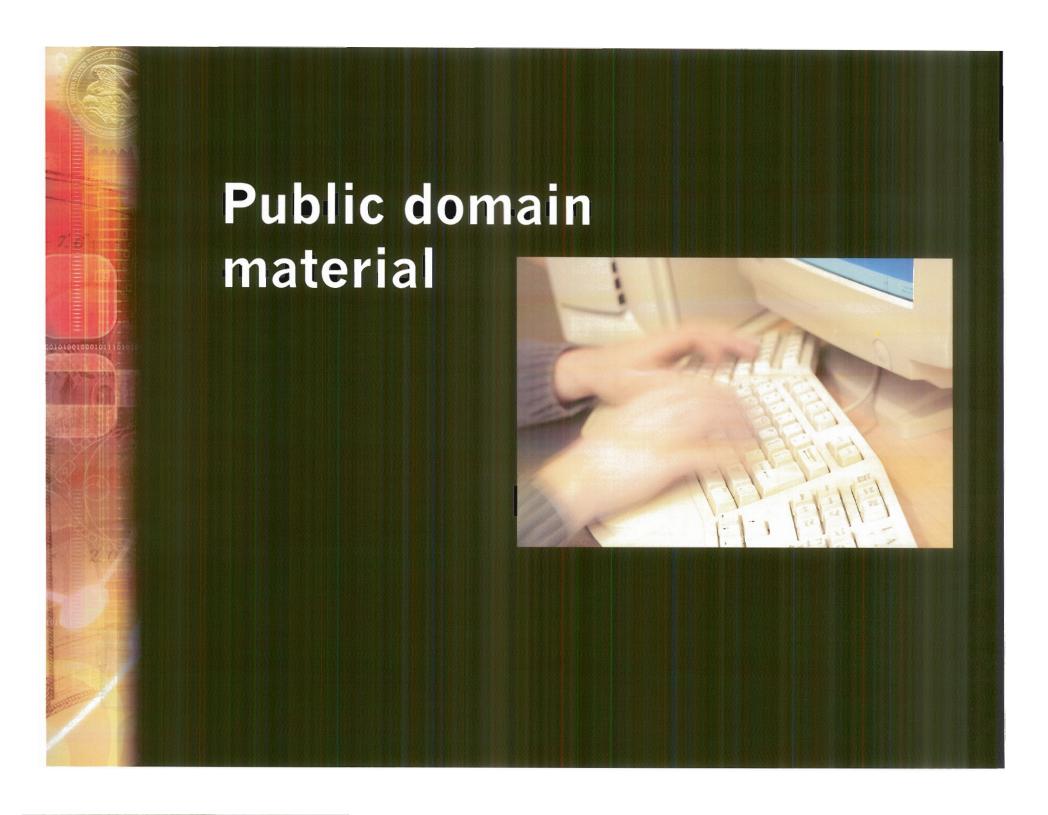






## Falling behind schedule 26





# Manuals





## Let best practices guide your development project around pitfalls

- 10. Educate everybody.
- 9. Document every step of the development process.
- 8. Be proactive and vet every resource used in the development process, from people to paper.
- 7. Implement written procedures to protect your IP.
- 6. Implement written procedures to avoid misusing others' IP.
- 5. Enforce your procedures.
- 4. Avoid red flag scenarios, or if unavoidable, carefully manage them.
- 3. Be diligent throughout the entire process, not just at the beginning.
- 2. If you are accused, do not panic and make things worse by trying to cover your tracks or misleading internal investigators.
- 1. Lawyers are your friends. Really. So when in doubt, consult one.

### FOLEY

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#### Questions?

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