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and Applicable Law; Appendix A: Commercial Agreements; Prices; Commercial Approach to the Project; Payment Milestones; Appendix B: Technical Scope and Process; Requirements: Backlog and Vision; Process for Development and Approval; Changes to the Contract (Exchange for Free); Deliverables and Services Mechanism to Calculate Costs of Future User Stories Appendix C: 12 Principles of Cooperation; Appendix D: Quality Standards-Definition of Done; 5: Tendering Based on an Agile Fixed-Price Contract; 5.1 Appropriate Tender Content for an Agile Fixed-Price Contract; 5.2 Requirements for Tendering and Selection; 5.2.1 Competition; 5.2.2 Comparability and Transparency; 5.3 Tendering Steps with a Focus on Agile Fixed Price; 5.3.1 Internal Goal Setting and Coordination; 5.3.2 Preparation for the Invitation to Tender; 5.3.3 Tender; 5.3.4 Awarding of the Tender; 5.3.5 Price Optimization Options 5.3.6 Project and Contract Management 5.3.7 Effort Inherent in the Tendering Process; 5.4 Summary; 6: Special Requirements for the Legal Framework of an Agile Fixed-Price Contract; 6.1 Adaptable system for scope; 6.2 Warranty and Damages; 6.3 Schedule and Milestones; 6.4 Path of Escalation; 6.5 Obligations; 6.6 Summary; 7: Guideline for the Negotiation of an Agile Fixed-Price Contract; 7.1 Objectives of the Client; 7.2 Objectives of the Contractor; 7.3 Objectives and Bonus Payouts of the People Involved; 7.4 Strategy for the Project and the Negotiation; 7.5 Tactics for the Negotiation 7.6 Price Determination

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#### Sommario/riassunto

A methodologically sophisticated, comprehensive approach to applying the Agile fixed-price contract to IT projects while maximizing customer and supplier relationships ""Interesting and necessary for IT managers and IT lawyers.""-Walter J. Jaburek, Dipl.-Ing., Dr. iur., Dr. techn. Approximately 50 percent of software developers use Scrum, an iterative and incremental development method for managing software projects and product or application development, in their work. The benefit of Scrum and other Agile methods is that they can address shifts in a large project

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