



Qobra, editor of a SaaS software for sales compensation management, worked with Parallel Avocats for the drafting of its contract template relating to its SaaS solution and for key contractual negotiations with clients.

## 1. Challenge

Qobra needed to structure its legal and commercial model for the deployment of its sales compensation management platform, in the context of a strong commercial growth of the company.

## 2. Solution

Parallel Avocats drafted a new contract template in line with the functioning of Qobra and key contractual issues for SaaS software deployment. In parallel, the law firm's team assisted Qobra on its most strategic and complex contractual negotiations.

## 3. Bénéfices

Qobra now has a solid contractual deck which helped the company to sign new clients and is understandable by the whole sales team. Parallel Avocats intervenes only on the most complex negotiations in order to defend the company's interests.

## Avis du client

*« We have been working with Parallel Avocats since 2020. Thanks to their team of lawyers, we now have an efficient contractual documentation and a team of experts of legal issues surrounding tech companies on our side, ready to intervene on our most sensitive challenges. The partnership with Parallel Avocats is a great success. »*

Antoine Fort

Qobra CEO and founder