Compare data-licensing proposals

Put the scope, obligations, and payment conditions beside the amount before choosing a deal.

Company: _____ Review date: _____

Decision	Proposal A	Proposal B
Records and retained period		
Intended uses and recipients		
Duration and surviving rights		
Exclusivity / restrictions		
Fixed amount and trigger		
Conditional amount and base		
Preparation and updates		
Company effort and costs		
Acceptance / review period		
Invoice and payment deadline		
Reporting and checks		
Open questions / reviewer		

Next decision: _____ Owner / date: _____

Match scope and period. Separate committed payments from projections. Account for ongoing work and restrictions. This worksheet supports a commercial comparison; the actual agreement needs its own review.

Read the worked comparison at avelence.com/resources/upfront-vs-recurring/