

Course : Negotiating and Securing Contracts for Generative AI and Intelligent Services

Manage legal, contractual, and regulatory risks in relationships with suppliers, SaaS providers, AI platforms, and technology partners

Practical course - 2d - 14h00 - Ref. AAJ

Price : 1360 € E.T.

NEW

The rapid adoption of artificial intelligence solutions within organizations is transforming contractual relationships with suppliers, SaaS providers, and technology partners. Given the requirements of the European AI Act, data protection, intellectual property, and operational risk management, contracts must now include new legal safeguards. This training course helps participants identify the key clauses to negotiate, ensure the secure use of generative AI, and develop a contractual strategy tailored to current regulatory challenges. Participants will learn practical methods they can immediately apply to safeguard their purchases, partnerships, and projects involving AI systems.

Teaching objectives

At the end of the training, the participant will be able to:

- ✓ Identify the legal, operational, and regulatory risks associated with the use of artificial intelligence solutions in a contractual context
- ✓ Analyze the critical provisions of contracts involving AI systems to assess their level of protection
- ✓ – Incorporate the requirements of the AI Act, the GDPR, and compliance obligations into supplier consultations and selection processes
- ✓ Negotiate provisions regarding liability, data, intellectual property, and audit rights in AI contracts
- ✓ Develop key provisions and internal documents to ensure the safe use of AI within the organization

PARTICIPANTS

Legal professionals, legal managers, buyers, IT procurement managers, compliance officers, DPOs, CISOs, digital transformation managers, AI project managers, innovation managers, and business unit leaders involved in the acquisition or deployment of artificial intelligence solutions.

PREREQUISITES

Understand the fundamental principles of digital contracts and personal data protection (GDPR).

TRAINER QUALIFICATIONS

The experts leading the training are specialists in the covered subjects. They have been approved by our instructional teams for both their professional knowledge and their teaching ability, for each course they teach. They have at least five to ten years of experience in their field and hold (or have held) decision-making positions in companies.

ASSESSMENT TERMS

The trainer evaluates each participant's academic progress throughout the training using multiple choice, scenarios, hands-on work and more.

Participants also complete a placement test before and after the course to measure the skills they've developed.

Intended audience

Legal professionals, legal managers, buyers, IT procurement managers, compliance officers, DPOs, CISOs, digital transformation managers, AI project managers, innovation managers, and business unit leaders involved in the acquisition or deployment of artificial intelligence solutions.

Prerequisites

Understand the fundamental principles of digital contracts and personal data protection (GDPR).

Practical details

A mix of methodological guidance, analysis of contract clauses, feedback from real-world experience, and professional role-playing exercises. Sample clauses, risk analysis matrices, due diligence checklists, and examples of AI usage policies. Interactive quizzes, individual exercises, pair work, and collaborative workshops. Training can be conducted in person or remotely using collaborative tools for document sharing and small-group work.

Course schedule

1 Understanding the Legal and Regulatory Issues Involved in Contracts

Involving AI

- Identify the main categories of AI solutions: generative AI, foundation models, conversational assistants, decision-making systems, and AI-enhanced SaaS services
- Mapping contractual risks associated with AI systems: errors, bias, hallucinations, vendor lock-in, and service unavailability
- Analyze the responsibilities of the various stakeholders: supplier, integrator, customer, subcontractor, and technology partner
- Distinguish between the obligations arising from the AI Act, the GDPR, consumer law, and intellectual property law
- Assess the impact of new regulatory requirements on existing and future contracts

Hands-on work

Group case study based on a project to acquire a generative AI solution. Working in small groups, participants identify the legal, technical, and organizational risks of the project and then create a risk map. The trainer facilitates a review and discussion to prioritize the risks that need to be addressed contractually.

TEACHING AIDS AND TECHNICAL RESOURCES

- The main teaching aids and instructional methods used in the training are audiovisual aids, documentation and course material, hands-on application exercises and corrected exercises for practical training courses, case studies and coverage of real cases for training seminars.
- At the end of each course or seminar, ORSYS provides participants with a course evaluation questionnaire that is analysed by our instructional teams.
- A check-in sheet for each half-day of attendance is provided at the end of the training, along with a course completion certificate if the trainee attended the entire session.

TERMS AND DEADLINES

Registration must be completed 24 hours before the start of the training.

ACCESSIBILITY FOR PEOPLE WITH DISABILITIES

Do you need special accessibility accommodations? Contact Mrs. Fosse, Disability Manager, at psh-accueil@orsys.fr to review your request and its feasibility.

2 Ensuring the Security of Supplier Selection and Procurement Processes for AI Solutions

- Define the compliance criteria to be included in a request for proposals or a supplier solicitation
- Verify the safeguards regarding the quality of training data, transparency, and the explainability of the systems
- Verify the supplier's commitments regarding cybersecurity, service continuity, and incident management
- Assess the subcontracting chain and dependencies on third-party models and cloud providers
- Developing a Due Diligence Process Tailored to AI Projects

Hands-on work

A workshop conducted in pairs, involving the analysis of an AI supplier questionnaire based on real-world scenarios. Participants complete a compliance assessment checklist, identify areas of concern, and draft follow-up questions to ask the supplier. Group debriefing and comparison of approaches.

3 Negotiating Key Terms in AI and SaaS Service Contracts

- Analyze the provisions relating to contractual liability and limitations of liability
- Manage performance, availability, and service level agreements (SLAs)
- Negotiate guarantees regarding the quality of results produced by AI and error handling
- Define the rights to audit, monitor, and access the information necessary for compliance
- Establish mechanisms for reversibility, business continuity, and contract termination

Hands-on work

Negotiation simulation in groups of three (client, supplier, observer). Each team works on a contract excerpt containing liability, warranty, and audit clauses. Participants prepare their negotiation strategy, conduct a simulated negotiation, and then receive structured feedback on their arguments and negotiation techniques.

4 Establishing a Framework for Data and Intellectual Property in AI

Projects

- Identify the data flows involved in the use of external models, APIs, and generative AI services
- Drafting a Data Processing Agreement (DPA) tailored to the data processing activities carried out by AI providers
- Determine the respective responsibilities of the data controller and the data processor
- Clarify the intellectual property rights related to prompts, input data, models, generated results, and enriched content
- Preventing Risks Related to Copyright Infringement, Trade Secrets, and Confidential Data

Hands-on work

A case study focusing on the use of an external LLM in a business process. Participants analyze data flows, identify GDPR requirements, assess intellectual property risks, and then complete a matrix of clauses to be included in the contract. Work in small groups followed by a group summary.

This programme is an original creation, developed by the teaching teams at ORSYS Formation. Any reproduction, representation, adaptation or use, in whole or in part, without the prior written authorisation of ORSYS, is strictly prohibited. ORSYS reserves the right to take any action necessary to protect its intellectual property rights.

Dates and locations

REMOTE CLASS

2026 : 30 Nov.

2027 : 15 Feb., 27 May, 6 Sep., 4 Nov.

PARIS LA DÉFENSE

2027 : 8 Feb., 20 May, 30 Aug., 28 Oct.