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**UNIFORM COMMERCIAL CODE
ARTICLE 2B
LICENSES**

**NATIONAL CONFERENCE OF COMMISSIONERS
ON UNIFORM STATE LAWS**

**September 25, 1997
Draft**

**UNIFORM COMMERCIAL CODE
ARTICLE 2B
LICENSES**

With Notes

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PREFACE

INFORMATION AGE IN CONTRACTS

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INTRODUCTION

Article 2B deals with transactions in information; it focuses on transactions relating to the “copyright industries.” This project lies at the heart of maintaining the U.C.C. at the center of commercial contract law.¹

Article 2B deals largely with transactions and subject matter that have never been directly covered by the U.C.C. Of the transactions covered, **only** software contracts have been considered within the U.C.C. Even for computer software, coverage under the U.C.C. is limited. But *Article 2B is not just a software contract statute*. The other subject matter for which licensing contracts are used are today governed not by the U.C.C. but by common law, federal property law, and some regulation. Part of the project involves accommodating the various legal traditions.

Yet, in the modern digital economy, these industries and subject matter are rapidly converging around the digital technology that dominates the information industry and, even, much of the goods sector. The lines of demarcation will, and already have, become less and less significant while businesses converge into a multi-faceted industry with common concerns.² That converged industry far exceeds in importance the goods manufacturing sector in our economy. Unlike manufacture of goods, the information industry is growing rapidly and commands large portions of the national economic product. The copyright industries and information transactions affected by Article 2B involve subject matter entirely unlike the traditional transactional framework which focuses on transactions in goods. In Article 2B transactions, the value of the subject matter lies in the intangibles, the information and associated rights to use that information.

This Article is being developed by consultation among many groups. When completed, Article 2B will provide a framework for contractual relationships among industries at the forefront of the information era and permeate the global economy. The test of the project lies in its ability to accommodate the parties involved and the practices that are driving this vital part of the economy. Evaluating the balance achieved hinges on one’s perspective, yet, as the following indicates, the Draft distributes benefits among the various parties.

The significance of Article 2B has been recognized. See Intellectual Property and the National Information Infrastructure, The Report of the Working Group on Intellectual Property Rights, at 58. ([the] challenge for commercial law . . . is to adapt to the reality of the NII by providing clear guidance as to the rights and responsibilities of those using the NII. Without certainty in electronic contracting, the NII will not fulfill its commercial potential.”). That report endorsed the Article 2B project. Subsequent statements by the White House embody the assumption that private contract, rather than regulation should guide the new economy and that the basis for this lies in the development of a “commercial code” for electronic and other information contracts, both within the United States and internationally.

¹ Motion pictures, books and records are now often digital in content and provided through various digitally enabled systems, such as Internet access. Thus, for example, a recently successful motion picture (“Toy Story”) was in effect a lengthy computer program, entirely digital in development and presentation. Various publishers, such as the New York Times, the Wall Street Journal, and West Publishing, provide their basic information resources on-line as well as in paper form. They do business in the same environment in which Oracle Software provides its commercial software products to end users.

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BENEFITS AND POSITIONS IN DRAFT ARTICLE 2B BY PARTY

GENERAL BENEFITS

- + creates balanced structure for electronic contracting
- + reduces uncertainty and non-uniformity of software and online contract law
- + provides contract law roadmap for converging industries with differing traditions
- + confirms contract freedom in commercial transactions
- + innovates concept of mass market transaction that extends U.C.C. consumer protections to businesses
- + establishes strong protection encouraging dissemination of published informational content
- + recognizes layered contract formation occurring over time
- + clarifies enforceability of standard forms in commercial deals
- + proposes solution for battle of forms
- + applies “material breach” concept corresponding to common law
- + sets standards relating to access and Internet contracts
- + establishes contract default rules for idea and content submission
- + adjusts statute of frauds to information transactions
- + provides ownership rules for outsourcing and development contracts
- + creates understandable implied warranty for commercial deals
- + outlines relationship between retailer, publisher and end user
- + refines standards for enforcement of liquidated damages rule
- + allows parties to contract for specific performance
- + provides standard interpretations for often litigated grant terms

LICENSOR BENEFITS

- + establishes licensing framework consistent across **converging** industries
- + workable **choice of law** rules for Internet
- + fully enforceable choice of **forum** clause in commercial contracts
- + establishes guidance for enforceable **attribution procedure** in electronic contracts
- + settles enforceability of **mass market licenses** subject to refusal term concept
- + creates method for contracting in **Internet** and similar contexts
- + excludes **consequential damages** for published informational content
- + establishes guidance on the meaning of license **grants**
- + establishes control and protections for licensors on **transferability** of a license
- + deals with effect on warranty of **modification** of code in a copy of a program
- + limits **infringement warranty** to knowledge but expands it to cover use
- + codifies contractual treatment of electronic **limiting or management devices**
- + reconciles inspection concepts with presence of vulnerable **confidential** material
- + establishes guidance on procedures to **modify** on-going contracts
- + confirms that **exceeding** a license as a breach of contract
- + establishes standard on connection of **remedy** and consequential damages limits

LICENSEE BENEFITS

- + gives court a right to invalidate undisclosed **refusal terms** in mass market for consumers and businesses
- + creates duty of reasonable care to avoid **viruses** in copies that cannot be waived in mass market
- + enables **financing** licensee interest in a non-exclusive license without licensor consent
- + creates refund right from two sources and procedural steps to give real option to withdraw as a precondition for **creating a contract** in mass market
- + gives licensee a right of **quiet enjoyment**
- + codifies that **advertising** can create an express warranty
- + creates a warranty for **accuracy** of non-published informational content
- + creates implied **system integration** warranty
- + extends infringement warranty to a warranty that **use** does not infringe
- + requires **disclaimers** of implied warranties be in a record (e.g., writing)
- + expressly recognizes **implied licenses**
- + creates broad **scope** presumptions
- + makes mass market licenses presumptively **transferable**
- + **perfect tender** rule for mass market transactions which does not exist in current law except for goods
- + right to demand a **cure** for accepted imperfect tender in commercial contracts
- + requires **affirmative acts of assent** to a record instead of mere passive retention
- + creates direct contract with **remote publisher** in mass market
- + increases **class of people** to whom warranty runs for all types of damage
- + enforces **releases** without consideration

- + enforces term providing that a license cannot be **canceled**
- + creates warranties and rights against **retailer** independent of publisher license
- + places substantial limitations on electronic **self-help** for consumers and businesses
- + presumes **perpetual term** in single payment software license
- + prohibits choices of **forum** that unfairly disadvantages a consumer

PART 1 CONTEXT: LAW REFORM AND THE UCC

Modern Economy and Law Reform

The current UCC affects contract practice and law throughout the economy, but it was based primarily on transactions in “goods” and a financing structure that refers to that model. It reflects a 1950's economy. Then, clear distinctions between goods, intangibles and services in commercial relationships were clear and sharply differentiated. Sales of goods dominated then. They no longer do so. In addition, today, computerization blurs the models. “The distinction that used to be drawn between “goods” and “services” is meaningless, because so much of the value provided by the successful enterprise ... entails services [and information].”³

The 1990's witnessed a shift in the source of value and value production in the economy. The service sector now dominates.⁴ The information industry exceeds most manufacturing sectors in size. The entertainment industry was the first post war international industry in the United States. The on-line industry is the most recent. The software industry, which provides the basic fuel for the information age, did not exist in the 1950's. Today, its products challenge traditional law in international trade, tax, intellectual property, and contract.

Contracts involving information are not equivalent to transactions in goods.⁵ The contracts emphasize different issues and call into play a much different social policy structure concerning when and to what extent liability risk ought to be created and imposed against the provider of the subject matter of the contract.

Project History

Although it today involves participation by motion picture, publishing, banking, and online industries, Article 2B began with a focus on the contract issues associated with computer software licensing as many of those transactions were brought within the scope of Article 2, a statute dealing with **sales of goods**.

Under modern copyright law, software and most other digital products are governed by an intellectual property rights regime under which the copyright owner holds the exclusive right to authorize or make additional copies of the work, distribute the work in copies, engage in public display or performance of the work, and make modifications of the work (a so-called derivative works). This copyright regime (along with other intellectual property rights) creates property law much different from that associated with goods and places importance on the contractual terms relating to a grant conveyance or restriction of rights in the intangible subject matter. In this regard, software and other digital products are treated in law more like manuscripts and motion pictures, than television sets and cars. Even though a purchaser acquires a copy of the work, the producer retains rights and control with respect to various uses of the copy, including uses that make additional copies or alterations.

This underlying difference coupled with the ease of copying involved in modern digital products

Robert Reich, *The Work of Nations* 85-86 (1991).

See Karl P. Sauvant, *International Transactions in Services: The Politics of Transborder Data Flows* (Westview Press 1986).

Many court decisions place software licensing in Article 2 even though software is licensed and not sold and even though the focus of the transaction from the standpoint of both parties centers not on the acquisition of tangible property, but on transfer of capability and rights intangibles. See *Advent Systems Ltd v. Unisys Corp.*, 925 F.2d 670 (3d Cir. 1991); *RRX Industries, Inc. v. Lab-Con, Inc.*, 772 F.2d 543 (9th Cir. 1985); *Triangle Underwriters, Inc. v. Honeywell, Inc.*, 604 F.2d 737 (2d Cir. 1979); *In re Amica*, 135 Bankr. 534 (B.R. ND Ill. 1992). Cases excluding software and data processing from Article 2 include: *Data Processing Services, Inc. v. LH Smith Oil Corp.*, 492 N.E.2d 1329, 1 UCC Rep. Serv.2d 29 (Ind. Ct. App. 1986) (software development); *Micro-Managers, Inc. v. Gregory*, 147 Wis.2d 500, 434 N.W.2d 97 (Wis. Ct. App. 1988) (development contract).

1 causes sharp differences in contracting practices. The differences are only enhanced with the development
2 of the Internet and online services as an important feature of contemporary commerce since these systems
3 allow for transfer of information without the intermediation of tangible objects. Indeed, in the modern
4 marketplace for information, a major conflict looms between systems in which the end user has in its own
5 machine the software and other information assets needs for its business as compared to systems that use
6 rapid communications and Internet capabilities to enable that end user to seamlessly employ software and
7 other information assets located hundreds or thousands of miles away in "cyberspace."

8 Over several years, committees of NCCUSL, the ABA and other groups examined the consequences
9 of what appeared to many to be a mismatch in concept between contract law aimed at defining relationships
10 relating to the sale of goods (article 2) and contract relationships in which information (or more generally,
11 intangibles) were the centerpiece of the transaction and the contractual format most often involves a license,
12 rather than a sale. The conclusion reached by these committees and by representatives of the information
13 industries entails two basic observations:

14
15 **1. Distinct From Sales.** Information transactions and, especially, transactions involving
16 licensing of digital information, differ substantively from transactions involving the sale or
17 lease of **goods**. The differences are manifested in both the conditional nature of the transaction
18 and that the value obtained or conveyed lies not in the tangible property, but in the information
19 and rights that are severable from the tangibles. Indeed, it will continue to be increasingly the
20 case that no tangible items are needed to convey information on-line or in electronic
21 transactions. Because of the differences, a body of law tailored to transactions whose purpose
22 is to pass title to tangible property can not be simply applied to transactions whose purpose was
23 to convey rights in intangible property and information. A separate treatment of this
24 commercially important class of transactions was needed.

25 **2. Commercial Significance.** The commercial importance, both currently and in the future,
26 of the information industry is obvious. Software and related information technologies currently
27 account for in excess of 6% of the gross national product and the size of the industry continues
28 to grow. Adding in the other industries (publishing, motion pictures, on-line systems) swells
29 the figure to a huge share of the economy. The treatment of digital information, both in
30 intellectual property law and in contract law, has become a major focus of contemporary debate.
31 These industries and the transactions they engage in are major factors in the commercial
32 landscape more than sufficient to justify coverage in a **commercial** code.

33 **Deliberative Process**

34
35 These conclusions were reached through a process of deliberation involving several committees of
36 the National Conference of Commissioners on Uniform State Laws (NCCUSL), discussions in the context
37 of the American Bar Association, and review by numerous other groups.

38 This project began at the recommendation of an ABA Study Committee that consideration be given
39 to developing uniform law treatment of software contracts, either in or outside the UCC. A subsequent study
40 committee of NCCUSL agreed and proposed a separate article of the UCC for software and related contracts.
41 Shortly after that, however, the software industry objected. A second study committee was appointed. After
42 extensive consultation and review, a Special Committee on Software Contracts was created to work parallel
43 to the Drafting Committee on Article 2 Sales. This Special Committee was later folded into the Article 2
44 Committee.

45 The Article 2 Drafting Committee concluded that an appropriate approach would be to develop a
46 "hub and spoke" configuration for Article 2 under which licensing and sales would be treated in separate
47 chapters of revised Article 2, both chapters being subject to general contract law principles stated in the
48 "hub" of the revised article.

49 During this period, information industry groups reversed their position in light of developments in
50 the online and other areas, and the increasing gap between contracts dealing with this subject matter and
51 contracts that deal with goods (either by lease or sale). They concluded that treatment of the contracts
52 affecting their industries within the UCC was appropriate and desirable as a means of standardizing practice
53 and providing a roadmap for the areas of contracting that are springing up in the modern information
54 economy. The industry, however, advocated a separate UCC article on licensing because of their belief that
55 the unique character of such transactions merited separate treatment and that such separation would make
56 the process of moving forward.

57 In July, 1995, the Executive Committee of NCCUSL concluded that the appropriate approach for
58 moving forward was to develop an article of the UCC dealing with licensing and other transactions involving

1 information. This decision and the events that preceded it reflect an awakening to the fact that the modern
2 economy and commerce within it no longer depends solely or primarily on sales of goods. Additionally, the
3 decision involves a recognition of the fact that information and other license contracts entail far different
4 commercial and practical considerations than can be addressed within a sale of goods model.
5

6 **Working Drafts**

7 From the outset, the Article 2B process has reached out for the widest range of input and commentary
8 possible. To a greater extent than in any other recent UCC project, this has led to an active engagement of
9 the views of many different groups and individuals. During the period of from March, 1994 through today,
10 the Reporter and various members of the Committee have met with representatives or members of a wide
11 range of groups to review provisions of various interim drafts. More than thirty organizations have had
12 representatives at Drafting Committee meetings including:
13

- 14 ABA Business Law Section
- 15 ABA Section on Intellectual Property
- 16 ABA Section of Science and Technology
- 17 ABA Law Practice Management Section
- 18 American Film Marketing Association
- 19 American Intellectual Property Law Association
- 20 Association of American Publishers
- 21 American Electronics Association
- 22 Association of Scientific, Technical and Medical Publishers
- 23 Commercial Law League of America
- 24 Consumer Project on Technology
- 25 Consumers Union
- 26 CBEMA
- 27 Equipment Leasing Association
- 28 Federal Reserve System
- 29 ITAA
- 30 Information Industry Association
- 31 Licensing Executives Society
- 32 Information Technology Council
- 33 Interactive Digital Software Association
- 34 Software Publishers' Association
- 35 Business Software Alliance
- 36 Silicon Valley Software Industry Coalition
- 37 Society of Information Management
- 38 Motion Picture Association of America
- 39 California Bar Association
- 40 Association of the Bar of the City of New York
- 41 Chicago Bar Association
- 42 Texas State Bar Association
- 43 Recording Industry Association of America
- 44

45 Drafting Committee meetings are routinely attended by a large number of practicing lawyers not
46 affiliated with associations and by representatives of various companies. Drafts of Article 2B have been
47 discussed at over 150 seminars and public meetings; a large number of individual attorneys have
48 provided written commentary on draft provisions.
49

50 **PART 2: BASIC THEMES**

51 **Licensing Law and Practice**

52 A paradigmatic transaction involves a **license**, rather than a sale.

53
54 “License” means a contract that grants permission to access or use information if the
55 contract expressly conditions, withholds, or limits the scope of the rights granted, grants
56 only non-exclusive rights, or affirmatively grants less than all rights in the information,

1 whether or not the contract transfers title to a copy of the information.⁶

2
3 The transaction is characterized by 1) the conditional nature of the rights or privileges conveyed, and 2) the
4 focus on information, rather than tangible property.

5 A license is not a lease or a sale. Both of those terms apply to transfers in goods, rather than rights
6 in intangibles. The Supreme Court described a patent license as “a mere waiver of the right to sue.”⁷ The
7 Federal Circuit Court of Appeals stated:

8
9 [A] patent license agreement is in essence nothing more than a promise by the licensor not to sue the
10 licensee. . . . Even if couched in terms of “[L]icensee is given the right to make, use, or sell X,” the
11 agreement cannot convey that absolute right because not even the patentee of X is given that right.
12 His right is merely one to exclude others from making, using or selling X.⁸

13
14 These descriptions refer to a “pure license” in which the licensor does nothing more than simply grant the
15 licensee a privilege to use patented technology or copyrighted expression without additional commitments
16 or steps to make that use possible.

17 Many licenses regulate rights in intellectual property. There are many situations, however, in which
18 a license occurs in the absence of intellectual property. A license also exists in situations in which one party
19 receives permission to enter the physical premises or computer of another or where property owned by the
20 licensor is made available to the licensee.⁹ That model exists in the digital world in reference to the many
21 transactions in which parties are licensed to use computer or other information resources of a licensor. In this
22 Draft, that model is encompassed in the concept of an “access contract” which, as to rights to access a
23 facility, is treated in current law and this draft as generally analogous to is a more complete transfer of
24 property rights. Section 2B-102 defines such contracts as:

25
26 for electronic access to a resource containing information, resource for processing
27 information, data system, or other similar facility of a licensor, licensee, or third party.

28
29 These are contracts for online access and services. The focus centers on licensed access to a resource or
30 facility. This relationship creates a variety of ongoing obligations of the parties (e.g., the obligation to pay
31 for access, the obligation to maintain accessibility) not present in other licenses.

32 Licenses are common commercial transactions. The key fact is that the value resides in the
33 intangibles, rather than goods. One does not purchase a book to admire the paper (goods), but to use the
34 information. One does not acquire software to enjoy the diskette, but to use the program, encyclopedia or
35 other content.

36 Licensing is a dominant means of commerce in digital information and in commercial information
37 transactions. In distributing information products, as with goods, several different transactional options exist,
38 licensing is a primary option, especially in digital information industries. Typically, as a simple matter of
39 contract law, license restrictions are enforceable even though their terms do not mirror the “exclusive rights”
40 in copyright or patent law. Indeed, while many courts use Article 2 to resolve contract disputes relating to
41 themes covered by that article, Article 2 has never been applied to determine the effectiveness of use
42 restrictions. Courts consistently apply licensing law paradigms to issues involving software and online
43 contracts where the issues involve enforcing restrictions on use of information.

44 Courts generally enforce contract terms unless a specific term in a particular context conflicts with
45 federal antitrust or related doctrines of patent or copyright misuse. Thus, courts have enforced license
46 restrictions precluding non-commercial use of a mass market digital database, limiting a right to access by
47 barring the making of a copy of software, limiting use to a specific computer, limiting use to internal
48 operations of the licensee, restricting redistribution to a particular grouping of software and hardware,

1 UCC § 2B-102.

1 General Talking Pictures Corp. v. Western Electric Co., 304 U.S. 175, 181 (1938)

2 Spindelfabrik Suessen-Schurr v. Schubert & Salzer, 829 F.2d 1075, 1081 (Fed.Cir.1987), cert. denied, 484 U.S.
3 1063 (1988). See also Cohen v. Paramount Pictures Corp., 845 F.2d 851 (9th Cir 1988).

1
2 See Ticketron Ltd. Partnership v. Flip Side, Inc., No. 92 C 0911, 1993 WESTLAW 214164 (ND Ill. June 17, 1993);
3 Soderholm v. Chicago Nat'l League Ball Club, 587 N.E.2d 517 (Ill. Ct. App. 1992).

1 precluding modification of a computer game, and various other contract limitations. In these and other cases,
2 the license accompanied distribution or delivery of a copy that enabled the licensee to use the licensed
3 information.

4 Article 2B does not change the balance between contract and federal law. It could not do so even if
5 that were the intent. Article 2B does not *create* contract law here – contracts have long been used to control
6 distributions. Article 2B merely provides a more coherent and workable basis for contract issues.

7 **Commercial Practice**

8 As in transactions in goods, licensing spans a wide range of commercial practices. Article 2B focuses
9 on many of the most commercially important transactions in modern commerce.¹⁰

10 For purposes of illustration, it is useful to distinguish various types of licensing. One factor
11 differentiates between licenses that relate to information physically transferred to a licensee, as contrasted
12 to licenses that enable a licensee to access a location (i.e. a computer) in which information resides. The
13 latter access contract is used widely in modern Internet and online transactions. What is licensed is a right
14 to have access to an environment that the licensor owns or controls.

15 In transactions in which information is made available on diskette or otherwise to a licensee subject
16 to licensed conditions, a variety of transactional formats exist. In some, a licensor deals directly with the end
17 user. In others, a chain of distribution intervenes and the copyright owner does not deal directly with the end
18 user. In each case, the basis of the license transaction resides in either the existence of intellectual property
19 rights in the information or, more simply, the fact that the licensor has control over a source of the
20 information that the licensee desires to utilize.

21 In areas covered by Article 2B, copyright law is a dominant source of intellectual property rights.
22 It gives the copyright owner the exclusive right to make copies of its work, to distribute copies, to make
23 derivative works, to publicly display or perform the work, and other rights. A basic commercial choice made
24 by a copyright owner is whether to license or to sell a copy of its work. In book publishing and most records,
25 in current practice in the mass market, copies are sold. In the motion picture industry, licensing is the
26 common approach in reference to theaters who publicly perform the movies, while in the consumer market,
27 copies are either sold or leased (with a license that precludes public performance) for a brief time. Software
28 is typically licensed, although computer game distribution frequently involves sales of copies.

29 One method of distribution occurs when the copyright owner (or its agent) contracts directly with
30 the licensee. This is common in markets involving software for large or complex computer systems and
31 databases with significant commercial value and cost per use. It is also characteristic of licensing in the
32 publishing and entertainment industries. In the software industry, direct licenses (commonly in standard form
33 agreements) may transfer of a copy of the software to the licensee subject to express contractual restrictions
34 on use. Increasingly, rather than on a disk, copies are moved to the licensee's site electronically. In the near
35 future, an additional licensing format will involve not delivery of software, but licensed access to and use
36 of elements of software for brief periods as needed. Even today, in many license relationships, data is
37 transferred from the licensee to the licensor, who utilizes its own software and systems for processing,
38 examining and otherwise handling the licensee's data.

39 Common, but not necessarily uniform contract terms limit use to a designated system, for specific
40 purposes (e.g., internal use only), subject to confidentiality conditions, transferability limitations, and similar
41 restrictions applicable to the commercial deal. A central element of this distribution method is to recognize
42 that cases uniformly hold that loading software into a computer and, even, moving it automatically from one
43 part of memory to another part, constitutes making a copy of the software that falls within the copyright
44 owner's exclusive rights.

45 Direct licensing also involves many contractual relationships in which information (software, text,
46 movies) is developed for the licensee. Here, it is common for smaller companies or individuals to be licensors
47 with large corporate licensees. This, of course, illustrates an important point in the overall mix of rights and
48 contract issues. While large software providers are important factors as licensors, the overall software
49 industry consists of large numbers of small licensors. This is equally clear in entertainment and publishing
50 venues.

51 As in other areas, commercial licensing also occurs in context of broader distribution and utilizes
52 distribution chains. These are not analogous to distribution chains employed in the sale of goods marketplace
53 because of the intangible subject matter and the overlay of intellectual property rights which include the
54 exclusive right to **distribute** copies. While it greatly over-simplifies the matter, it is useful to discuss two

¹ As discussed below, the Draft excludes most trademark and patent licensing.

1 distinct frameworks.

2 The first involves use of a master copy and is common in the movie industry and in software
3 contracts. Under this framework, a “distributor” receives access to a single master copy of the information
4 work and a license to make an distribute additional copies or to make and publicly perform a copy. For
5 example, Correl Software may license a distributor to allow its software to be loaded into the distributor’s
6 computers or video games. The contract will contain a number of terms. Correl may limit the distributor to
7 no more than 1,000 to be distributed only in the computers and only if subject to an end user license. Since
8 both the making of copies and the distribution of copies are within the scope of the owner’s copyright, acts
9 that go outside the contractual limitations are infringements as well as contractual breaches.

10 An alternative methodology uses actual copies of the software. Here, for example, Quicken may
11 license a distributor to distribute its accounting software in packages provided to the distributor by Quicken.
12 A license is used in the software industry here, although some other industries may sell copies to the
13 distributor for resale. In the license, the distributor may be allowed to distribute copies to retailers, provided
14 that certain conditions are met, such as terms of payment, retention of the original packaging, and making
15 the eventual end user distribution occur subject to an end user license. Since the distribution right is an
16 exclusive right in copyright law, distributions outside the license infringe the copyright.

17 In both sequences, the information product eventually reaches an end user. If it does so in an
18 ordinary chain of distribution complying with the distribution licenses, the end user is in rightful possession
19 of a copy. If the distribution involved sales of copies, nothing more is required. The end user is the owner
20 of the copy. Copyright law spells out limited rights that flow to the owner of the copy (e.g., to distribute it,
21 make a back-up if it is software, make some changes essential to use if its software). There is no direct
22 contractual relationship between the copyright owner and the “end user.”

23 If, however, the copyright owner elected a licensing framework, given the structure of the
24 transactions, the end user’s right to “use” (e.g., copy) the software depends on the end user license. Typically,
25 this is characterized as a license from the producer to the end user. It creates a direct contractual relationship
26 that would not otherwise exist and which, in light of concepts of privity, might not be implied as between
27 **these** parties. The contract, then, at this point, jumps past the chain of distribution and creates a direct link
28 to the producer by the end user. It is also, in this sequence, the only contract that enables the end user to make
29 copies of the software in its own machine.

30 **Nature of a Commercial Statute**

31 The fundamental philosophy of Article 2B centers on supporting contractual choice and commercial
32 expansion in information contracting. In addition, an important theme has increasing force as the technology
33 revolution in Internet and similar contexts expands. That theme involves a need to create and preserve as
34 broad as possible a field for expression and communication, commercially and otherwise, of ideas, images,
35 and facts; material that this draft refers to as “informational content.”

36 **Informational Content**

37 On this latter theme, the convergence of technology and the evolution of the information age in
38 which we work entails a fundamental shift in our society and in how people interact, trade and establish
39 commercial relationships. Information content has become important commercially, but that importance doe
40 not diminish its political or social role. As contract rules evolve, the basic themes of First Amendment and
41 other policies to encourage vibrant discourse on important subjects or, even, unimportant topics, must
42 continue to be central to how law approaches issues in this new era. Even if informational content has
43 become a significant commercial commodity (which it has), we must not forget that information content and
44 its communication in a marketplace of ideas remains equally relevant to political and social norms in this
45 country. The idea of a commodity or a product, when applied to information, does not transform important
46 elements of this culture into mere business assets. What we do here affects not only the commercialization
47 of information, but also the social values its distribution has always had in this society.

48 The thought that information content becomes something entirely different if the provider or author
49 distributes it commercially can hardly be a premise. Commercialization (that is controlling who receives the
50 information or charging a fee for its receipt) is not inconsistent with the role of information in political, social
51 and other venues of modern culture. If it were, newspapers, books, television, motion pictures, video games,
52 and other modern sources of information content for the general public or for specialized groups could not
53 exist. What we do in Article 2B in creating (or avoiding) liability risk, in allowing (or precluding) author’s
54 to control distribution of their ideas, or in allowing (or denying) the right to contract for licenses of
55 information has a significant impact on the future of information in new and in older systems of distribution.

56 These values argue strongly for an approach to contract law in this field that does not encumber, but
57 supports incentives for distribution of information and its distribution. That theme permeates this Draft.
58

1 **Freedom of Contract**

2 The philosophy in UCC provisions on commercial law builds on two basic assumptions about
3 commercial contract law. The first commercial law theme assumes that a role of contract law is to preserve
4 freedom of contract. This permeates the UCC: "This article was greatly influenced by the fundamental tenet
5 of the common law as it has developed with respect to leases of goods: freedom of the parties to contract.
6 These principles include the ability of the parties to vary the effect of the provisions of Article 2A,
7 subject to certain limitations including those that relate to the obligations of good faith, diligence,
8 reasonableness and care."¹¹

9 The idea of contract flexibility is embedded in general contract law theory. The idea that parties are
10 free to choose terms can be justified in a number of ways.¹² It leads to a preference for laws that provide
11 background rules, playing a default or gap-filling function in a contract relationship. A default rule applies
12 if the parties do not agree to the contrary. A default rule should mesh with expected or conventional practice
13 in a manner that projects a favorable impact (as judged by relevant policy) on contracting and that can be
14 varied by the contracting parties. This is in contrast with rules that dictate terms and regulate behavior. As
15 a matter of practice, default rules are common in commercial contexts, while consumer law contains many
16 fixed rules designed to protect the consumer against overreaching.

17 **Default Rules**

18 The second commercial law premise defines codification as a means to facilitate commercial
19 practice. This is approached in this draft by an effort to identify existing patterns of commercial practice and
20 to follow a presumption that the goal of the drafting is to identify, clarify and, where needed, validate
21 existing patterns of contracting to the extent that these are not inconsistent with modern social policy. Grant
22 Gilmore expressed this in the following terms:

23
24 The principal objects of draftsmen of general commercial legislation . . . are to be accurate
25 and not to be original. Their intention is to assure that if a given transaction ... is initiated,
26 it shall have a specified result; they attempt to state as a matter of law the conclusion which
27 the business community apart from statute ... gives to the transaction in any case. But
28 achievement of those modest goals is a task of considerable difficulty.¹³

29
30 To be accurate and not original refers to commercial practice as an appropriate standard for gauging
31 appropriate contract law unless a clear countervailing policy indicates to the contrary or the contractual
32 arrangement threatens injury to third-party interests which social policy desires to protect. Uniform contract
33 laws do not regulate practice. They seek to sustain and facilitate it. The benefits of codification lie in
34 defining principles consistent with commercial practice which, because of their codification and their
35 relevance to actual practice, can be relied on and are readily discernible and understandable to commercial
36 parties.

37 How one decides what rules will best facilitate contracting practice is a matter of dispute in
38 literature. In this context, the best source of substantive default rules lies not in a theoretical model, but in
39 reference to commercial and trade practice. This is not simple faith in empirical sources for commercial law.
40 It stems from the reality that, even though we may not know how law interacts with contract practice,
41 decisions about contract law will continue to be made. In those decisions, we should refer for guidance to
42 the accumulation of practical choices made in actual transactions. The goal is a congruence between legal
43 premise and commercial practice so that transactions adopted by commercial parties achieve commercially
44 intended results.¹⁴ Background rules tied to the ordinary, but actual commercial context tend both to provide

1
2 UCC 2A-101, Comment.

1
2 See Randy E. Barnett, The Sound of Silence: Default Rules and Contractual Consent, 78 Va. L. Rev. 821
3 (1992); Ian Ayres & Robert Gertner, Strategic Contractual Inefficiency and the Optimal Choice of Legal Rules, 101 Yale
4 L.J. 729, 734 (1992).

1
2 Grant Gilmore, On the Difficulties of Codifying Commercial Law, 57 YALE L. J. 1341 (1957).

1
2 Charles J. Goetz & Robert E. Scott, The Limits of Expanded Choice: An Analysis of the Interaction Between
3 Express and Implied Contract Terms, 73 Cal. L. Rev. 261, 266 (1985). See also Randy E. Barnett, The Sound of Silence:
4 Default Rules and Contractual Consent, 78 Va. L. Rev. 821, 822 (1992) ("default rules [that reflect the conventional or
5 common sense in the relevant community] are likely to reflect the tacit ... agreement of the parties and thereby facilitate

1 a legal base that falls within the tacit expectations of the parties and to ameliorate problems from lack of
2 knowledge by supplying common sense outcomes.

3 Yet, in Article 2, Article 2A, and Article 2B, a wide range of transactions exist and a variety of
4 diverse industries are affected. The transactions range from a casual deal between two individuals at a garage
5 sale to transactions between sophisticated businesses employing multiple lawyers and affecting billions of
6 dollars of business. The approach needed is not to draft rules that an individual party would draft tailored
7 to each case, but to select an intermediate or ordinary framework whose contours are appropriate, but whose
8 terms will be altered in the more sophisticated environments. A UCC Article designs default rules that are
9 acceptable in ordinary transactions where they can be frequently used without disruption or costly
10 negotiation.

11 **Intellectual Property Overlay**

12 Many, but by no means all of the information that provides the subject matter in commercial
13 exchanges receives protection under federal intellectual property law. In most cases, patent and copyright
14 law do not affect contract law; they coexist with it. Article 2B does not create contract law as an option in
15 this field. For many years, owners of intellectual property have contracted for selective distribution of their
16 property and placed limits on contracted-for use. Licensing law reflects this broad and long-standing contract
17 practice and generally allows contract options, subject only to specific restrictions in federal property law,
18 to antitrust-related restrictions on some contracts in some settings, and in some limited types of claims or
19 contexts, to over-riding mandatory federal policies.

20 As stated in the Copyright Act, federal property law precludes state law that creates rights equivalent
21 to property rights created under copyright.¹⁵ But as both a practical and a conceptual matter, copyright (or
22 patent) do not generally preclude or preempt contract law.¹⁶ Indeed, contracts are essential to use one's own
23 property, even when the property is tangible, let alone when it is intangible. A contract defines rights between
24 parties to the agreement, while a property right creates rights against all the world. They are not equivalent.

25 Important issues exist here. Federal intellectual property law, as well as other federal law and
26 regulation, place some specific, existing, and recognized limits on contract. These include restrictions on
27 transferability, recording requirements in some cases, a statute of frauds concept, and enforceability of
28 property rights against good faith purchasers. A state law developed in context of these **specific** and existing
29 rules *cannot* ignore them. While state commercial law themes might prefer a rule that a secured creditor can
30 create and enforce a creditor's interest in a licensee's rights, federal law precludes any transfer of a licensee's
31 rights in a non-exclusive license without the licensor's consent. A default rule that ignores this preemptive
32 provision creates true traps for the unwary. In this draft, they are avoided insofar as possible, although in
33 several situations, there are provisions that push against explicit federal rules insofar as reasonably possible.

34 This interaction of state law and specific federal yields default rules that, in some cases, do not
35 correspond to the treatment of analogous issues in other parts of the UCC. This is true, for example, with
36 respect to the transferability of a licensee's interest in a non-exclusive license. Federal law reflected in a
37 series of cases holds that the licensee's interest is **not** transferable without the licensor's consent.¹⁷ The
38 rationale for this rule is discussed in relevant notes in this draft, but the principle, which contradicts some
39 state law assumptions about transferability, is followed in the Draft. Similarly, in patent and copyright law,
40 no concept of good faith purchase exists against a claim of infringement and this principle limits the ability
41 of a party taking outside of the terms of a license to claim insulation from infringement and other property
42 claims based on making or retaining unauthorized copies or uses.¹⁸ The Draft corresponds to this federal law
43 approach. Also, copyright law precludes a transfer of ownership of copyright in the absence of a writing
44 conveying ownership. In discussing development contracts, this Draft reflects that limitation, but attempts
45 to ensure that the agreement of the parties is enforced to the extent possible within that federal law constraint.

46 These provisions reflect a policy of correspondence of rules in addition to simple recognition that
47 federal law preempts contrary state law. There are other situations where federal law and policy shapes

1 the social functions of consent.").

1 17 U.S.C. § 301.

1 See *ProCD, Inc. v. Zeidenberg*, 86 F.3d 1447 (7th Cir. 1996);

1 See *Everex Systems, Inc. v. Cadtrak Corp.*, 89 F.3d 673 (9th Cir. 1996).

1 See *Microsoft Corp. v. Harmony Computers & Electronics, Inc.*, 846 F. Supp. 208 (ED NY 1994).

1 contract law and practice, but the nature of that role is less clear and typically more controversial. The Draft
2 adopts a position of neutrality on such issues, leaving determinations about their content to be determined
3 under federal law, the appropriate venue for such discussion.

4 This occurs primarily in respect to federal policies managing competition under antitrust and similar
5 theories of intellectual property misuse and to the application of federal policy about the availability of
6 publicly distributed information for fair use and public domain applications. Typically, in determining
7 whether or when such policies apply, courts accept that contract law generally prevails, but ask whether a
8 particular contract clause in a particular setting conflicts with federal policies when balanced against the
9 general role of contracts in the economy and legal system. How far the federal policies reach remains in
10 dispute. Not surprisingly, in light of the transformations and economic shifts yielded by digital information
11 technology, defining the proper scope of rights as a matter of federal property law has been controversial;
12 it remains unresolved despite extensive periods of negotiation and political discussion. Two disputed settings
13 deal with reverse engineering of copyrighted, but unpatented technology and with the scope of educational
14 or scientific fair use of digital works. The issues are questions of federal law and policy. They must be
15 resolved by courts and Congress, rather than through state legislation. Article 2B takes no position on these
16 policy questions, but merely provides a generic contract law framework to augment and bring to modern form
17 the existing complex network of common law, code and general industry practice.

18 19 **PART 3**

20 **THEMES IN THE DRAFT**

21 The content of this draft have been formed by various policy choices relevant to the subject matter
22 and types of transactions involved.

23 The fundamental theme entails a recognition of the differences in goods and information as subjects
24 of commercial transactions. In the world of goods, the goal of the purchaser involves acquisition and use of
25 specific, tangible property. That focus yields a number of transactional principles in article 2 and 2A and also
26 shapes the nature of the remedies developed in those articles. It yields a focus on the manner and condition
27 of **delivery** and, in the case of breach, on the disposition of the particular items or their replacement. In the
28 world of goods, while many replications of a particular product are placed on a mass market, each product
29 provides and constitutes the unit of exchange. In the world of information, that is no longer true. Many
30 resulting principles and remedial provisions differ as a result.

31 In the world of information, the goal is to acquire the knowledge, technology, or other intangibles
32 along with the right to use the intangibles. Unlike in goods, information cannot always be returned, nor need
33 the same copy be transferred in order to establish the harm caused by breach. Thus, remedies differ from
34 those for goods. Also, because of its intangible character, information can be transferred in many different
35 ways: a telephone call, a electronic message, a delivery of a diskette. Article 2B seeks transfer method
36 irrelevance. How a transfer occurs should not alter the applicability of the article or, in general, what
37 substantive rules apply. Some information transactions involve remote access to a computer, while others
38 occur by delivery of a diskette or a book. This does not place one transaction within the UCC, while the
39 other is under common law. In some cases, the method of transfer and the market in which the transfer
40 occurs affects what default rules apply, but this should only be true if the commercial practices are different
41 or if there are substantive policy concerns that indicate a different result is proper.

42 Beyond this, important concepts emerge around 1) the scope of the Article; 2) the electronic
43 contracting rules; 3) the concept of mass market licenses; 4) the treatment of standard forms; 5) the use of
44 a substantial performance standard other than in mass market transactions; 6) the tailored warranties for
45 programs and informational content; 7) the treatment of transferability; and 8) the handling of remedies.

46 **Scope: Licenses and Information**

47 In every context in which modern information technologies have impact, they create difficult
48 problems of placing the new technologies and technology products within existing legal and social
49 categories. That issue affects tax law, communications law, intellectual property law, and many other fields.
50 It affects the definition of Article 2B scope. The Draft reflects extensive discussion by the Committee and
51 in other forums relating to how to best delineate the scope of the Article.

52 The basic questions involve first, what primary defining factors should be employed and second,
53 what exclusions or inclusions should be adopted. The choices at the first level involve, largely, defining the
54 subject matter (e.g., digital information or all information) and the type of transaction (e.g., license as
55 contrasted to a sale).

56 The origins of the project lie in proposals about software transactions. Today, however, software is
57 an ubiquitous element of information products. In a digital world, a focus on “software” transactions would
58 be arbitrary and ineffective. The Draft focuses on transactions in “information.”

1 “Information” means data, text, images, sounds, and works of authorship, including
2 computer programs, databases, literary, musical or audiovisual works, motion pictures, mask
3 works, or the like, and any intellectual property or other rights in information.

4 The Committee rejected proposals to limit scope to digital information. Modern convergence of
5 various information technologies makes reference to digital or a similar term an unworkable scope definition.
6 One further rationale for this step lies in the desirability that the law not change based solely on the form in
7 which information is distributed. Should, for example, there be a situation in which a factual database is
8 distributed as a newspaper or distributed electronically? In both cases, the obligations and contract terms of
9 the deal should be the same. Thus, bringing both into the same statutory mix enables the development of
10 stable and consistent contract law rules. The consistent theme has been that the rules applicable to electronic
11 information should be the same as the rules applicable to their printed counterparts.

12 The Committee opted to focus on licensing of information and software contracts. For transactions
13 in information other than software, this allows a distinction between transactions involving a license and
14 transactions involving the sale of a copy. This leaves undisturbed major segments of the traditional
15 information industry that may not need treatment in a uniform law, such as contracts involving a sale of a
16 copy of a book or a newspaper. The distinction between a license and a sale of a copy in the information
17 industry may be as explicit as the distinction between a sale and a lease in reference to goods. Except for the
18 paper or other material used in the copies, law dealing with such information products arises under a body
19 of common law tort and contract. The scope as to these products utilizes a transaction based characterization
20 consistent with practices in those industries.

21 For computer software, the more important factor involves the nature of the product. Except for a
22 few cases where no copyright protection exists, all transactions are subject to either express or implied
23 limitations on the use, distribution, modification and copying of the software. These limitations are
24 commercially important because the technology makes copying, modification and other uses easier to achieve
25 in forms that can yield commercially harmful results. Bringing all transactions involving this subject matter
26 into Article 2B reflects the functional and commercial similarity of the transactions and the need for a
27 focused body of law applicable to these products. In addition, as a relatively new form of information
28 transaction involving products with distinctive and unique characteristics, no common law exists on many
29 of the important questions regardless of whether a transaction constitutes a license or a sale of a copy (e.g.,
30 what limitations are appropriate on use of software to report information about the licensee’s computer
31 environment?).

32 **Overlap Within the UCC**

33 Obviously, many transactions entail mixed subject matter, including both information and goods
34 (either sold or leased) Article 2B handles this overlap in two ways. The primary approach applies a variation
35 of the gravamen of the action test. Article 2B covers aspects of a mixed transaction involving information,
36 copies and documentation. Article 2 (or 2A) covers other goods in the same transaction. Which Article
37 applies to a particular dispute depends on the focus of the dispute. No predominant purpose test is intended.

38 The second approach delegates full coverage to Article 2 in cases of embedded software (e.g.,
39 software used to operate the braking system of a car), thus leaving product liability and product quality issues
40 in that context to that law. Defining the scope of this exclusion has been difficult.

41 **Patent, Trademark and Services**

42 The Draft contains a number of tailored exclusions, leaving various information and services
43 contracts to common law coverage. Some of the exclusions have been widely accepted, but some have been
44 controversial.

45 The exclusions deal with a variety of services and employment contracts. These include any
46 employee relationship and services agreements related to entertainment (e.g., actor, musical group
47 performance, producer, etc.). In the excluded cases, personal services contracts involve different default
48 provisions than here. The motion picture and publishing industries have suggested that the Committee
49 consider exclusion of talent and author contracts generally (e.g., the upstream portion of the industry).

50 In each case, however, whether the work product of the individual entails the creations or
51 modification of information, the essence of the contract deals with the personal labor of an individual or
52 group. Especially as to employment contracts, a large body of existing law regulates the content and
53 enforceability of the contracts in this services context. While the contracts have commercial significance,
54 they are not commercial contracts and no good reason appears to include them within the UCC.

55 A more controversial exclusion deals with patent and trademark licenses. The desirability of this
56 exclusion has been extensively debated by the Committee. The rationale for exclusion lies in the differences
57 between digital licensing and practices in unrelated areas of patent law. Patent licensing relating to biotech,
58 mechanical and other industries entails many different assumptions and standard practices that in the areas

1 covered in this draft. The exclusion allows the draft to concentrate on a more focused area of commerce. In
2 practice, however, one can anticipate that courts will apply aspects of this Article to other fields of licensing.
3

4 **Electronic Contracts**

5 Article 2B deals with electronic contracts. This area of contract practice is one that the White Paper
6 referred in endorsing the value of this project for commercial practice in the information era.

7 The basic approach holds that contracts created using computers should be enforceable and that
8 contract law principles establishing a stable basis for such contracts provides an important, facilitating
9 services for developing commerce in this field. The provisions of Article 2B on these issues will provide a
10 model for the other articles of the UCC and, eventually, a framework for national electronic commerce.

11 **Formation Issues**

12 Formation questions present mechanical as well as deeply philosophical issues about the treatment
13 of electronics in contract law. At the most simple mechanical level, Article 2B uses of “record” (see 2B-102)
14 in lieu of the traditional reference to “writing” as a reflection of the fact electronic recordation and
15 transmission stands parallel to or more significant than writings in modern practice. This term is now
16 standard UCC terminology. A record:

17
18 means information that is inscribed on a tangible medium or that is stored in an electronic
19 or other medium and is retrievable in perceivable form.¹⁹
20

21 The term divorces concepts associated with writings from the traditional paper environment, making
22 electronic records fully equivalent to paper records. The language here relates to language in the federal
23 Copyright Act defining a “copy.”

24 Article 2B also changes terminology in the idea of signature. The Draft replaces signature with
25 “authentication.” That term encompasses electronic actions to encrypt electronic records and is defined in
26 a manner independent of concepts of a handwritten signature. The draft follows the emerging consensus that
27 actions other than handwriting can suffice. The definition provides:

28
29 “Authenticate” means to sign or to execute or adopt a symbol, including a digital identifier,
30 or encrypt a record in whole or in part with present intent to adopt, establish the authenticity
31 of or signify a party’s acceptance of a record or term that contains the authentication or to
32 which a record containing the authentication refers.²⁰
33

34 This Draft does not follow modern “digital signature” statutes which confine legal impact to encryption
35 technologies of a designated type. It is open-ended in terms of the technology, but does clarify that the impact
36 accorded to a signature under prior law applies in the case of encryption techniques. The open standard is
37 more appropriate for a general contract statute.

38 Under the Draft, if the parties agree to a commercially reasonable method of attributing a document
39 to a party, compliance with that methodology per se gives the status of a signature.²¹ The idea of an
40 “attribution procedure” is adapted from UCC Article 4A, security procedure. This parallels digital signature
41 statutes in that, if the parties agree to use digital signature procedures, that choice is validated in the draft
42 as conclusively constituting a signature. The requirement that the procedure be commercially reasonable
43 allows a court an opportunity to consider the nature of the system adopted in any cases where the accuracy
44 of the attribution is contested.

45 A more significant proposal deals with an “electronic agent.” This concept refers to a computer
46 program or similar automated device established to act on behalf of a party. While not an “agent” in
47 traditional senses, the use of programmed surrogates to make contracts, find information, and otherwise
48 interact with computers of other parties is increasingly important in electronic commerce and will be even
49 more so in the future with respect to information assets where no specific need ever exists for a human being

1 2B-102.
1 2B-102(2).
2

1 2B-110.
2

1 handling the transaction or its result in a digital world.²²

2 Article 2B deals with the fact that electronic contracts, driven by computer capabilities, will
3 increasing involve arrangements entered into and performed without there being any necessity for human
4 intervention or decision making on both ends of the transaction. This yields a number of questions about
5 offer and acceptance, notice and the like. Article 2B adopts the view that electronic contracts can be formed
6 without human choices being made to offer and accept a particular transaction and that notice can occur
7 without a human review of the subject matter. If a party creates a situation in which an electronic agent is
8 to act on its behalf, then that party is bound by the actions of the “agent.”²³

9 An aspect of this concept is that contracts can be formed by the interaction of such agents with or
10 without the active involvement of an individual representing the contracting party.²⁴ In an electronic world
11 of information-based transactions, human review of particular transactions and reaction to that review will
12 often be displaced by electronic review within preprogrammed parameters with programmed or “learned”
13 responses. These provisions, and other similar sections, are aimed at identifying and validating these
14 commercial practices under appropriate standards.

15 There are risks of fraud and error, of course. Article 2B deals with these through a concept of
16 “attribution.” The idea that a computer can act on behalf of a party assumes that it serves as an electronic
17 agent, selected, created or otherwise made available by the party for that purpose. More generally, attribution
18 implies that a party will be charged with responsibility for a particular message or performance rendered
19 electronically. There are three methods of attribution: actual involvement of either the person or its electronic
20 agent, compliance with an attribution procedure, and lack of reasonable care resulting in loss to the other
21 party. These concepts parallel international developments relating to the more closed-end use of Electronic
22 Data interchange. They balance between a number of potential, other regimes for allocating loss or risk in
23 electronic deals.

24 25 **MASS MARKET DEFINITION AND USE**

26 This Article creates the idea of a “mass market” contract that achieves a shift away from traditional
27 patterns in the UCC which focus on “consumers.” The term moves to a retail marketplace definition in which
28 consumers and some businesses are treated under the same protective law. This extends some protections
29 typically reserved for consumer to a business licensee and brings in various marketplace assumptions about
30 transferability and the like that may be pertinent to mass market environments.

31 The “mass market” paradigm in Article 2B creates a number of important policy issues. The issues
32 entail distinguishing “mass market” and “consumer” transactions. While the one incorporates the other (e.g.,
33 consumer transactions occur in the mass market), the idea of a mass market transaction goes far beyond the
34 idea of a consumer transaction. Indeed, with respect to transactions that fall within this concept, a significant
35 percentage if not a majority of licensees will be businesses, rather than consumers (e.g., commercial grade
36 word processing; network operating software, database products, project management software). Some of
37 these will be small businesses, but under current licensing practice, many of the licensees will be large
38 business entities, larger than the licensor from whom they are “protected.”

39 ***Definition.***

40 The definition of mass market has been elusive.

41 Part of the difficulty lies in the fact that, while many have an intuitive understanding of what
42 constitutes a mass market transaction, the concept has not been used in any other statutory provision. Most
43 contract statutes focus on the consumer-commercial dichotomy. Some consumer protection rules broaden the
44 idea of “consumer” to include some business purchasers, but typically do so in terms of dollar amount
45 limitations. Federal law provides mostly a focus on consumers, but in the Magnuson Moss Act uses a concept
46 of “consumer product” which focuses on the general or most common purchaser of a product and then
47 applies the federal regulations to the product, regardless of whether the specific purchaser was or was not
48 a consumer.

49 As these concepts indicate, one way to conceptualize the “mass market” involves identifying a
50 marketplace in which most participants are consumers in the traditional sense. Thus, for example,

1 2B-102.
2

1 In Article 2B, this is a question of “attribution.” 2B-111.
2

1 2B-203.
2

1 transactions made in general retail store environments are typically mass market transactions and also very
2 often characterized by predominantly consumer transactions. On the other hand, purchases from wholesale
3 distributors are often not equivalent to a mass market. Additionally, a characteristic of a mass market is that
4 the party acquiring the relevant material is typically the end user, rather than a person acquiring for
5 redistribution.

6 As drafted, the idea of a mass market centers on small transactions directed to the general public in
7 a retail marketplace. In light of the risk allocation issues involved and new nature of the undertaking, the
8 goal is to focus on relatively small transactions. This Draft incorporates most consumer transactions within
9 the ambit of mass market. For non-consumer transactions (e.g., transactions between two businesses in a
10 retail market), the definition utilizes a combination of a retail, general public reference point and a monetary
11 cap to achieve the intended focus. The monetary cap does not limit consumer inclusion in the concept.
12

13 ***Applications***

14 The issue with reference to the idea of a mass market in this Article goes beyond the definition and
15 deals with how the concept is applied. The two uses of the concept: 1) treat the marketplace as a surrogate
16 for consumer protection, thereby extending consumer protections to business transactions, or 2) use the
17 concept a marketplace identifier which allows definition of various expectations about the nature of
18 transactions in that market.

19 In contract law statutes, the idea of a “consumer transaction” has traditionally been associated with
20 a theme of protection and enhanced notice requirements justified largely by the assumption that many
21 consumers will be unsophisticated and lacking in economic power to negotiated terms or seek alternative
22 sources of supply. That term and that tradition are present in various articles of the UCC. Clearly, in Article
23 2B, use of a reference to a consumer transaction should signal similar concerns.

24 The idea of a mass market transaction, on the other hand, could better be viewed as identifying a
25 marketplace in which particular assumptions might be made about the nature of the transaction and the
26 expectations of the parties. Thus, a mass market is typically an anonymous market and one in which the
27 purchaser-licensee anticipates being able to retransfer its purchase and to use it in ordinary ways in its own
28 machines. It is a market in which multiple copies of identical information or products are transferred to
29 multiple purchasers without customization, making it possible to ask questions about what are the
30 characteristics, for example, of an ordinary database system or word processing system. One view, quite
31 simply, is that the term mass market is appropriately used when the article identifies a particular
32 marketplace assumption, rather than a rule of purchaser protection in the classic consumer sense.

33 In theory, the differentiation between consumer and mass market constructs as to when they should
34 apply turns on whether the goal is to protect individuals who presumably lack the expertise to understand
35 contract issues (e.g., consumer) and cases where the goal is to identify and define a marketplace by reflecting
36 presumed assumptions applicable in that marketplace. The Committee opted to apply the concept of “mass
37 market” as the theme in all but a few sections in which the issue arises.
38

39 **“CONSUMER” APPLICATIONS:**

40 2B-108 (choice of law): default rule

41 2B-109 (choice of forum): contract choice limited

42 2B-117 (electronic error): proposed consumer defense

43 2B-303 (effect of no-oral modification clause): contract method restricted

44 2B-618 (hell and high water clauses): effectiveness of clause limited
45

46 **“MASS MARKET” APPLICATIONS:**

47 2B-106 (opt in to Article 2B): barred in mass market, rather than just consumer

48 2B-304 (modification of continuing contracts): withdrawal right required in mass market

49 2B-208 (notice of terms): terms unenforceable in mass market, rather than just consumer

50 2B-313 (viruses) effect of disclaimer limited in mass market, rather than just consumer

51 2B-403 (implied warranty of quality): merchantability in mass market

52 2B-406 (disclaimer of warranty): conspicuous required in mass market

53 2B-502 (transferability of license): mass market presumed transferable

54 2B-504 (security interest without consent): allowed in mass market

55 2B-601 (perfect tender): required in mass market, rather than just consumer

56 2B-607 (perfect tender): required in mass market, rather than just consumer

57 2B-610 (refusal for imperfect tender): allowed in mass market rather than just consumer
58

1 ***Relationship to Existing Consumer Law***

2 Although the idea of “mass market” goes past traditional concepts of consumer protection, the
3 combined effect of using that term and covering some transactions involving consumers specifically produces
4 a draft that, in general, retains all existing UCC consumer protections and in fact creates some protections
5 that are not present under current law.

6 For mass market transactions, the Draft retains the idea of perfect tender, important for consumer
7 transactions as a means of allowing a simple remedy for products that do not meet standards. In addition, the
8 Draft retains the implied warranty of merchantability in the mass market, applicable to consumers and
9 businesses purchasing in that marketplace. As under current law, the warranty can be disclaimed, but Article
10 2B goes beyond existing UCC law to require that the disclaimer be in writing (a record) and by requiring a
11 plain language disclaimer that gives the consumer more notice of what its rights are.

12 There are several situations in which the Draft creates rights beyond current Article 2. One involves
13 so-called electronic viruses in the mass market setting. The Draft creates obligations to exclude viruses and
14 make disclaimer of that obligation in the mass market more difficult than disclaimer of general warranties.

15 More importantly, as discussed below, the Article allows a consumer to object to terms of a mass
16 market license based on arguments that the term would have caused a refusal of the licensee had it been
17 brought to the licensee’s attention. This incorporates ideas from the Restatement, but brings them to a general
18 commercial marketplace where they have generally not been previously accepted. This rule covers both
19 consumers and businesses who acquire information in the mass market.

20 A chart summarizing consumer-related issues in Article 2B as compared to current law is attached
21 at the end of the Preface.

22
23 **STANDARD FORMS AND MANIFESTED ASSENT**

24 In Article 2B makes a direct effort to deal with standard form contracts. The basic principle lies in
25 the fact that in commercial agreements, standard form use is widely and broadly acceptable. It provides a
26 number of economies in transaction costs and, quite simply, provides a strongly supported commercial
27 practice. Article 2B adopts the position that standard forms used to document an agreement are enforceable
28 so long as the party being charged with the terms of the form manifested its assent to the form.²⁵ No other
29 position would be workable in modern commercial practice.

30 The Restatement (Second) of Contracts § 211 generally supports enforcing standard forms except
31 as to **terms** that fit the following:

32
33 Where the other party has reason to believe that the party manifesting such assent would not do so
34 if he knew that the writing contained a particular term, the term is not part of the agreement.

35
36 Restatement (Second) of Contracts § 211 (3). The Restatement emphasizes whether, as viewed from the
37 vantage of the provider of the form, the terms are such as would cause a refusal by the other party if brought
38 to that party’s attention. For that to occur, of course, the terms must not only be surprising, but also highly
39 adverse to the deal. Only a small minority of states have adopted the Restatement test on this issue, but many
40 states have rules that provide for closer scrutiny of standard forms in contracts of adhesion, especially
41 consumer contracts.

42 The UNIDROIT Principles of International Commercial Contracts, reflecting a similar background,
43 deals with **standard terms** (not forms) and invalidates terms that the “party could not reasonably have
44 expected.” For such terms, there must be specific agreement to the term. UNIDROIT art. 2.20. Unlike the
45 Restatement, this emphasis is on the reasonable expectations of the assenting party and creates, one suspects,
46 an impossible burden for a licensor who must structure its forms to fit diverse transactions and diverse
47 contexts, especially in the mass market. This approach is particularly suspect because it centers on terms
48 that are standard, rather than terms in standard forms. The UNIDROIT standard has not been adopted in any
49 country, or any state of this country.

50 Article 2B approaches the standard form issue in a bifurcated fashion that conforms to the general
51 idea that contractual choices are enforceable in the absence of unusual factors, especially in commercial
52 deals. Article 2B buttresses this presumption with rules that are designed to ensure that, even in a purely
53 commercial deal, the party adopting the form has an opportunity to review the terms and to accept or to reject
54 them without penalty. These protections are embedded in the ideas of *manifesting assent* and *opportunity*
55 *to review* described in 2B-112 and 113.

1 2B-307.

1 A party can “manifest assent” to a form or a term only if they previously had an opportunity to
2 review it and its terms. No assent to unknowable terms is effective. Beyond that, a party who had an
3 opportunity to review the record and any specific terms for which assent is required, manifests assent if it
4 engages in affirmative conduct that the record conspicuously provides will constitute acceptance of the
5 record or of the particular term. Merely retaining the information or the record without objection is not a
6 manifestation of assent. Also, a party's conduct does not manifest assent unless the record was called to the
7 party's attention by before the party acts. In cases where the form is available only after the original
8 agreement and during the period of initial use, manifestation of assent cannot occur unless, if it declines the
9 agreement, the licensee can obtain a refund of any fees paid.

10 In a mass market, the transaction is anonymous and for often not fully considered by the transferee.
11 In mass market transactions, Article 2B applies the concepts of manifesting assent and opportunity and goes
12 further to invalidate some terms, even if there was an opportunity to review the overall form, unless there
13 was assent to the particular term.

14 In invalidating refusal terms, Article 2B adapts the Restatement test. The basic theme is that, if the
15 licensor should know that a term is surprising and would cause refusal of the license if the licensee knew of
16 the term, that term is not enforceable unless the licensee expressly manifests assent to the term itself. This
17 rule accommodates concepts about adhesion contracts, unfair surprise and the like. It protects against unfair
18 surprise in a mass market transaction, but enables use of a contract in that setting. Manifestly, parties in the
19 mass market enter into contracts. The issue is what are the appropriate terms of the contract. This approach
20 places procedural protections on the creation of terms and allows a court to exclude unfair terms, but
21 generally accepts that a party (even in the mass market) who assents to a form is bound by that form.

22 **INFORMATIONAL CONTENT.**

23
24 Article 2B deals with a large number of informational content transactions that are not transactions
25 involving computer programs per se. In dealing with contracts pertaining to information content, however,
26 choices must be made about the applicability of Article 2 sale of goods concepts. In many respects, these
27 concepts do not comfortably fit practices and relevant interests involved in handling contracts about
28 informational content.

29 *Transactional Aspects*

30 This Draft contains two sections dealing with informational content transactions in terms of the
31 transactional processes. One deals with the application of Article 2 concepts of tender, rejection and
32 revocation to information industries. Unlike general rules in common law and the Restatement, the Article
33 2 model contains an explicit focus on a particular transactional framework. If applied to entertainment and
34 publishing sectors at the upstream level, this model would introduce new and often undesirable standards
35 in the manuscript, script and other aspects of the information content industries. The proposed solution lies
36 in the concept of “information submissions” that applies to cases involving contracts where the submission
37 is reviewed in terms of aesthetics and market suitability.

38 The insight that supports separate treatment for these cases is that it is a mistake to assume that
39 submission of a manuscript is equivalent to tender of delivery of a product. It is not. Rather than requiring
40 or anticipating immediate acceptance or rejection, submissions of content initiate a process of review and
41 revision leading to a later decision to accept or reject the submission. Section 2B-602 reflects that reality;
42 it places these transactional situations entirely outside of the tender-acceptance rules, relying heavily on
43 common law themes (as implemented in Article 2B) and trade practice to define the rights of the parties.

44 One consequence is that, in idea or information submission contexts, acceptance does not occur
45 unless and until there is an express indication of acceptance (or rejection) by the licensee. This corresponds
46 to commercial practice in this context.

47 A second setting in which Article 2 concepts of tender, inspection etc. create an uneasy fit with
48 practice in information industries arises with respect to transactions in which, by merely viewing information,
49 the licensee receives all the value of the transaction and because of the nature of the performance, that value
50 cannot be returned in the sense that a defective toaster can be returned. This might involve, for example, a
51 Dun and Bradstreet report on a company, a license of a formula for Coca Cola, a credit report, or a screening
52 at home of a pay per view motion picture. In these cases, the idea of a right to reject is not relevant. What
53 is relevant is ensuring that the recipient can recover if the received performance was not consistent with the
54 contract.

55 Forcing an Article 2 framework on these transactions creates a dysfunctional change from common
56 law principles, especially in the Article 2 right to inspect before payment. Inspection in such cases in effect
57 transfers the value and the licensee cannot return (a basic requirement of rejection) the value even if it desires
58 to do so.

1 Section 2B-608 proposes an treatment of such transactions that exists outside the sale of goods
2 framework on tender, inspection and rejection. It places the transaction under the general rules of 2B-601
3 which parallel common law; the law currently applicable to such transactions. The common law principle
4 does not describe a right of rejection, but allows one to avoid paying anything for performance that
5 constitutes a material breach or to recover back the full payment previously made and allows recovery of
6 damages for lesser breaches.

7
8 ***Liability Issues.***

9 This Draft creates a concept of “published informational content” and relies on First Amendment
10 and related policies to avoid the creation of expansive liability risk under contract law for distributions of
11 information to the public. The issue here involves drawing a balance that allows for the continued, vibrant
12 dissemination of content for use by people in an open society.

13 Published informational content is exempted from any implied warranty under 2B-404. This is
14 critical insulation for such information providers and also corresponds to what rules exist under current law,
15 such as in the Restatement (Second) of Torts § 552 as applied by the courts. The Draft also proposes an
16 exclusion of third party product liability claims with reference to published information under Section 2B-
17 409. This brings the Article into correspondence with the Restatement and with better reasoned cases.
18 Liability for information content is generally restricted to special relationships of reliance.

19 Section 2B-402 on express warranties leaves current law in place without change for published
20 content. It declines to transport Article 2 express warranty rules into this environment, allowing courts to
21 continue to work out under what conditions a content provider should be held liable for alleged breach of
22 contractual representations.

23
24 **WARRANTIES AND PERFORMANCE OBLIGATIONS**

25 Article 2B blends previously disparate areas of contract that have a different mix of policy
26 considerations and commercial practice with respect to implied assurances of quality in performance.

27 Transactions governed as sales of goods historically carried an implied warranty of merchantability
28 that focuses on the quality of the product received, but can be and is routinely disclaimed. The warranty sets
29 out the premise that the **product** conforms to ordinary expectations for products of similar type.

30 Different traditions exist in transactions outside Article 2. Under current law, many of the contracts
31 covered in Article 2B would be services (or information) contracts. In many states, these contracts carry no
32 implied warranty. In other states, and under Restatement law, an implied obligation or warranty exists, but
33 does not guaranty an accurate result. It entails an assurance of workmanlike or reasonably careful **effort**. In
34 transactions in information, tort and contract law implied obligations, when they exist, typically hinge on
35 assurances that no false information is provided as a result of a failure by the provider to exercise reasonable
36 care in a context where the provider supplies information for the business guidance of a particular client.
37 Restatement (Second) of Torts § 552. Case law typically limits this concept to relationships such as
38 consulting contracts, accountant audits, professional client services, and the like; in the vast majority of
39 reported cases, the obligations do not apply to information products distributed outside such relationship and
40 in a form not tailored to a particular client (e.g., newspaper distribution, books). That decisional pattern
41 reflect fundamental and long-standing policy. Contracts involving information content are infused with First
42 Amendment and related concerns about not impeding the free flow and production of information.

43
44 To reflect the different traditions and the subject matter addressed in Article 2B, several tailored
45 warranty rules are developed.

46
47 ***Computer Programs***

48 Article 2B sets out an implied warranty of merchantability with respect to computer programs
49 distributed in the mass market, applying a standard of substantial conformance to documentation for
50 programs not distributed in the mass market.

51 The merchantability standard follows existing Article 2. It compares the particular program to
52 programs of similar kind and asks whether the program meets ordinary standards for its description. As in
53 Article 2, the warranty can be disclaimed in Article 2B. In current practice, few cases arise in which
54 disclaimer does not occur. There are almost no reported cases on the meaning of merchantability in computer
55 software.

56 For computer programs not in the mass market, there is an implied warranty that the program
57 substantially conforms to its documentation. This corresponds to the most common negotiated warranty in
58 commercial licensing. It differs from the merchantability warranty in its focus. The warranty focuses on the

1 program's documentation itself for the implied obligation, rather than seeking to discern "ordinary"
2 characteristics in "similar" programs outside the mass market as would be required by a merchantability
3 concept. Besides creating a parallel with modern commercial practice, this warranty reflects the fact that
4 *outside of the mass market* a wide diversity exists in program capabilities and characteristics, even within
5 the same generic type of software. Non-mass-market programs of similar type differ widely in attributes,
6 speed, capacity, and other traits that make comparisons across categories of software uninformative. An
7 "ordinary" data compression program may not exist in this market.

8 9 ***Informational Content.***

10 Article 2B-404 provides an alternative warranty structure relating to the aesthetics and factual
11 accuracy of information content. In a given case, however, both computer program and information content
12 warranties might apply because an information service provides content selected or sorted through use of a
13 computer program.

14 Information content refers to factual data, images, sounds and the like, intended in the ordinary
15 course to communicate to human beings. (2B-102) This is information in the classic sense of what one reads
16 in the newspaper, sees on television, or obtains by reference to an encyclopedia. This Draft proposes a new
17 term: "published information content" to identify content distributed on an general, non-tailored basis outside
18 any special relationship.

19 No implied warranty exists in Article 2B about the aesthetic merit or marketability of information
20 content. These are matters of taste and judgment, not of warranty, unless the parties seek and receive express
21 commitments.

22 Implied warranties relating to the accuracy of factual information are created with respect to
23 information distributed to a client in a special relationship of reliance or in a situation where the author or
24 publisher tailors the information content to the particular contract. In cases where the warranty exists, there
25 is no absolute assurance of accuracy, but a commitment that no inaccuracies are created by the provider's
26 failure to exercise reasonable care. These provisions parallel existing law under contract and tort theory.
27 They neither expand, nor restrict liability risk for the information provider except to the extent that the
28 current draft applies this obligation in cases of non-business information, unlike the Restatement.

29 30 ***Viruses and Damaging Code***

31 Digital products and on-line services create various risks relating to inadvertent (or intentional)
32 introduction of computer viruses into the system of another party to an electronic transaction. The risk runs
33 in both directions. A licensor may introduce viruses into its system or a licensee may inject a virus into a
34 licensor's system. In fact, most virus issues arise in on-line systems or on-line access as compared to
35 distributed software products on diskette.

36 No current case law provides guidance on how to allocate risk for viruses in a contractual context.
37 No cases have arisen under Article 2. Under criminal law in many states, a party has liability for knowingly
38 (not negligently) introducing harmful code or viruses into a computer system of another person. The cases
39 under these statutes make it clear that this does not entail liability without fault, but focuses on intentional
40 and knowing conduct.

41 Because the issues runs in both directions, an issue arises about whether to treat questions about virus
42 obligations as a warranty, or as a contractual obligation.

43 44 ***Disclaimers of Implied Warranties.***

45 UCC law allows parties to disclaim warranties. Article 2B follows that tradition.

46 As to merchantability, in mass market transactions, Article 2B requires a conspicuous disclaimer in
47 a record. It indicates that a disclaimer complying with the terms of Article 2B is not unconscionable. This
48 codifies current law in the majority of jurisdictions under the UCC. Where disclaimer language is
49 invalidated despite compliance with conspicuousness rules in the UCC, this typically occurs because of
50 specific *consumer* protection laws in a given state. Those laws on this point are not altered by Article 2B.

51 Article 2B continues current law to allow enforcement of "as is" language in non-mass-market
52 transactions. In mass market transactions, it requires the following language or its equivalent: "The
53 information [or computer program] is being provided as is or with all faults and the entire risk as to
54 satisfactory quality, performance, accuracy, and effort is with the user." To be effective, this language must
55 be conspicuous. This plain language approach makes disclaimers more informative.

56 Article 2B allows disclaimer of infringement warranties. Under current Article 2, the warranty can
57 be disclaimed by "specific language" or by circumstances that give the buyer reason to know that the vendor
58 is transferring only the rights it has. Current Article 2A uses the same approach.

1 **TRANSFERABILITY AND FINANCING**

2 Article 2B deals with transferability, financing and related issues concerning licensed information.
3 It does so in context of an important group of restraints present in modern federal law relating to intellectual
4 property rights.

5 Federal policy and case law restricts the transferability of contractual and other rights in intellectual
6 property, a core of the information assets considered in Article 2B. A consistent line of federal court
7 decisions holds that, as a matter of federal policy, a licensee’s rights under a non-exclusive license of a
8 copyright or patent cannot be transferred without the consent of the licensor. This was confirmed by the
9 Ninth Circuit in a holding that a patent license did not become part of the bankruptcy estate of a licensee.
10 The explanation for this rule can be stated in terms of the limited nature of a license. It is also an outgrowth
11 of federal policy allowing a licensor to control to which licensee’s its intellectual property rights are
12 conveyed:

13
14 Allowing free assignability ... would undermine the reward that encourages invention because
15 a party seeking to use the patented invention could either seek a license from the patent holder
16 or seek an assignment of an existing patent license from a licensee. In essence, every licensee
17 would become a potential competitor with the licensor-patent holder in the market for licenses
18 under the patents. And while the patent holder could presumably control the absolute number
19 of licenses in existence under a free-assignability regime, it would lose the very important
20 ability to control the identity of its licensees. Thus, any license a patent holder granted - even
21 to the smallest firm in the product market most remote from its own - would be fraught with the
22 danger that the licensee would assign it to the patent holder’s most serious competitor, a party
23 whom the patent holder itself might be absolutely unwilling to license.²⁶
24
25

26 The issue reflects the fact that licensed information that is again transferred is not second hand property, but
27 **identical** to the original. This is true not only in reference to the pure licenses, but also in licensing rights
28 in digital information.

29 Copyright and patent law also have long held that acts that infringe rights under those statutory
30 property regimes are actionable, even if done in good faith. Copying infringes even if the copyist is not aware
31 of the underlying right. Copying (or other action in violation of the exclusive rights, such as distribution of
32 copies) that goes beyond a license is infringement unless protected by fair use or similar doctrines. These
33 rules shape the available range of good faith purchaser rules in this Article.²⁷

34 A basic principle is that state law rules should not create a misleading impression by contradicting
35 partially preemptive federal law. This shapes Part 5 on transfers and how financing can be accommodated.
36 In both settings, the Draft contains suggested provisions that push close to limits. They accommodate
37 financing by allowing creation and enforcement *against the licensee*, but not sale or control *against the*
38 *licensor* without consent of the licensor. (See 2B-504) Article 2A, not faced with the over-riding gloss of
39 federal intellectual property policy, recognized a similar right of an owner to control its property, noting that
40 the “lessor is entitled to protect its residual interest in the goods by prohibiting anyone other than the lessee
41 from possessing or using them.” Article 2A-303, *Comment 3*.

42 This Draft allows creation of a financing interest in a licensee’s interests, but limits enforcement
43 without consent of the licensor. Resale is excluded because of support for the licensor’s intellectual property
44 rights. The Draft also proposes an integrated concept of “financier” which includes both a security interest
45 and a financing lease. It does not include unsecured interests. The concept, defined in Section 2B-102, is
46 applied in the two sections on financing. The first is 2B-504. The second, 2B-618, contains a limited
47 discussion of the relative relationship between a licensor, a financier, and a licensee (debtor).
48

49 **REMEDIES**

50 Remedies under Article 2B reflect the transient, intangible nature of the subject matter. They do not
51 presume, as does Article 2, the focus of the transaction is on handling tangible, identifiable goods. Rather
52 , in an intangibles transaction, the transferor's remedies reflect the fact that in principle an infinite number

1 Everex Systems, Inc. v. Cadtrak Corp., 89 F.3d 673 (9th Cir. 1996).

1 See Microsoft Corp. v. Harmony Computers & Electronics, Inc., 846 F. Supp. 208 (E.D.N.Y. 1994).

1 of transfers of rights can be made from the same copyright or patented software. The remedies of the licensee
2 likewise do not focus on its handling of tangible material, but on any effects of the breach of contract on the
3 licensee's general business or other operations.

4 The damages formulae give either party a right to recover for consequential damages. An earlier
5 Draft of Article 2B proposed adoption of what was thought to be the more common commercial approach:
6 that consequential damages are routinely disclaimed in commercial contracts. That experiment has been
7 abandoned. The new rule reflects common law. The Restatement uses a licensing illustration in describing
8 its general damages approach:
9

10 "A" contracts to publish a novel that "B" has written. "A" repudiates the contract and B is
11 unable to get his novel published elsewhere. Subject to the limitations stated [elsewhere],
12 B's damages include the loss of royalties that he would have received had the novel been
13 published together with the value to him of the resulting enhancement of his reputation.²⁸
14

15 For both licensees and licensors, the remedies provisions allow contract flexibility to define
16 remedies, but absent agreement, they draw two distinctions: (1) a distinction between material and non-
17 material breach, and (2) a distinction between default as to particular events or performance in a contract and
18 default as to the entire contract. Faced with a breach by the other party to the contract, the injured party has
19 an array of options, including continuing to perform the contract but seeking or reserving the right to redress
20 for the particular breach. Materiality can be defined in the contract and a contract definition is definitive.

21 In digital information, the technology enables automated enforcement techniques that are not
22 available in other contexts. The automation allows a provider of digital information to limit its uses
23 consistent with a contract and, when that permitted use expires, to cancel the capability to use the material
24 in the future.

25 This Article deals with electronic controls in three different respects. In each, the theme is that the
26 licensor's contractual interest sustains appropriate controls, but that the licensee's interests requires
27 protection in the form of notice, contractual assent in some cases, and an clear reason to act in others. The
28 basic model allows electronic remedies subject to significant restraints.

29 Section 2B-314 deals with electronic monitoring devices, such as programmed limits on the number
30 of users, number of uses or the like. It enables passive monitoring and restriction. That is, restrictions that
31 simply prevent extra-contractual activity, but do not otherwise alter the information. Beyond that, such
32 devices are generally allowed only if notice is given and their use is assented to.

33 The more controversial restriction deals with cases of breach. A licensor retains an interest in the
34 intangible subject matter of the transaction. This interest is different from that of a lessor because it applies
35 to an intangible rather than goods. In 2B-716, in cases involving a license (as contrasted to an unrestricted
36 transfer of information), the licensor's remedies include a form of repossession or, at least, taking steps to
37 preclude further use of the information by the licensee. This right is sharply circumscribed. It does not exist
38 in cases where the information was so commingled that it cannot reasonably be extracted from the other
39 information assets of the licensee. There are also limits couched in terms of damage to the property of the
40 licensee. The right to prevent further use will generally be exercised only through court action. Self-help,
41 such as through the use of electronic methods to disable software can occur only in very limited cases.

42 To use a remedy based on an electronic device enabling disablement of the software or other digital
43 information asset, a licensor must have authorization to do so in the contract and must be acting on a breach
44 that is material independent of contract terms defining materiality. That is, the remedy only exists for
45 important (material) breaches.

46 Self-help here contrasts to the far broader provisions in Article 9. A secured party can exercise a right
47 of self help so long as the exercise of that right does not result in a breach of the peace. Material breach is
48 not required and there are no limitations on possible damage to property; it allows repossession of
49 "equipment" by disabling it. Article 2A remedies are similarly broad.

1
2 Restatement (Second) of Contracts § 347, illustration 1.

APPENDIX A

CONSUMER ISSUES

**COMPARISON OF EXISTING ARTICLE 2 AND OTHER LAW WITH
PROPOSED ARTICLE 2B**

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11

ISSUES	ART 2: EXISTING RULES RELATING TO CONSUMERS	ART. 2B: RULES RELATING TO CONSUMERS	EFFECT!
GENERAL RULES			

1	"Consumer" defined	Article 2 contains no definition. Article 9 refers to consumer goods as acquired primarily for personal, household or family use. Outside the UCC: definitions vary.	Article 2B refers to: licensees that acquire primarily for personal, family or household use. Resolves case law debate on profit making, investment or professional uses.	NC
2	"Mass market" defined	Article 2: Concept does not exist.	Article 2B defines to include retail transactions of information earmarked for the general public. Consumers covered without dollar limitation.	+
3	Mass Market: Consumer protections extend to businesses.	Article 2 does not provide for this	Article 2B: implicit in "mass market" concept. All businesses protected, not only small businesses. Protections include refusal term concept.	+
6	Non-UCC consumer rules; relationship to UCC	Article 2 did not "impair" existing consumer statutes. Outside the UCC: Several states have digital signature laws with wholesale repeal of "signature" and similar requirements in all state laws	Article 2B expressly retains and defers to consumer law outside U.C.C., except for electronic contract formation issues involving authentication, records, and assent. This enables electronic commerce.	?
8	Unconscionable clause invalid	Article 2 allows court to invalidate unconscionable clause; procedural and substantive unconscionability.	Article 2B: same rule. (2B-111)	NC
9	Unconscionable: clause or contract can be invalidated for unconscionable inducement	Article 2: no provision. Article 2A: provides for this for consumer leases. Outside the UCC: unfair and deceptive trade acts, fraud or similar law.	Article 2B: same rule as Article 2 (2B-111) Concepts of manifest assent, opportunity to review, refund, and refusal term concept add procedural and substantive protections.	+ or NC
12	Parol evidence	Article 2: no special rule for consumers	Article 2B: same rule. (2B-301)	NC
14	Modification: contract clause that bars oral modification	Article 2, in consumer contract, clause enforceable if separately signed.	Article 2B: in consumer contract, manifest assent to the clause makes clause enforceable (2B-303)	-
TRANSFERABILITY, DURATION AND BASIC PRESUMPTIONS OF CONTRACT				
20	Transferee right to transfer without consent	Article 2 contains no provision. Outside the UCC: right to transfer a copyrightable work is subject to the copyright owner's exclusive right to distribute copies except after a first sale. Licensee cannot transfer without consent (except after first sale).	Article 2B allows mass market licensee to transfer copy and related license even if there was no first sale.	+
21	Transferee right to finance license rights.	Article 2 contains no provision. Article 2A leaves control with lessor. Outside the UCC: right is subordinate to copyright owner's rights.	Article 2B allows mass market licensee to create security interest in its contract rights even if no first sale occurred.	+
23	Fair use: relationship between contract and fair use under copyright law.	Article 2 has no provision. Outside the UCC: issues are debated; cases generally enforce contract terms.	Article 2B takes no position on this dispute; it involve federal policy. Rules on contract creation merely clarify existing ability of parties to contract.	NC
26	Right to make uses "necessary" to granted use.	Article 2 has no provision. Outside the UCC: some cases hold grants are interpreted against licensee to protect licensor; ungranted uses are sometimes protected via implied license.	Article 2B requires reasonable interpretation of grants and presumes that the uses necessary for agreement are granted. Even if not mentioned (2B-310)	+
28	Duration of contract: no successive performances	Article 2 contains no rule for cases not involving successive performances	Article 2B: term presumed perpetual.	+
30	Duration of contract: successive performances	Article 2: "reasonable time" subject to termination at will. (2-309) Outside the UCC: similar rule, although the "reasonable time" limitation is not always present.	Article 2B: same as Article 2. (2B-308)	NC
32	Termination: notice required, ordinary contracts	Article 2 does not require notification unless termination is for other than an agreed event. Contract term dispensing with notice is valid unless unconscionable. (2-309)	Article 2B: same rule. (2B-627)	NC
34	Termination: ongoing or access contracts.	Article 2 does not require notification unless termination is for other than an agreed event. (2-309) Outside the UCC: licenses can be terminated without notice, at least where they license use of licensor's facility.	Article 2B adopts the common law rule for access contracts.	? or NC

1 2 3 4 5 6 7 8 9 10 11 12 13 14 15 16 17 18			
STANDARD FORMS			
MASS MARKET AND CONSUMER			
Standard Forms: general enforceability in consumer market	Article 2 contains no provision. Outside the UCC: cases generally enforce contract in absence of contrary, regulatory statutes. Restatement allows enforcement, subject to eliminating some terms if party "manifests assent" to the form. Contract of adhesion analyses generally enforce contract, but scrutinize terms for unconscionability.	Article 2B allows enforceability of forms only if there was an opportunity to review the form and an affirmative manifestation of assent to it. Even then, some terms may be invalidated if not specifically assented to even though the terms are not unconscionable. Does not alter unconscionability standards	+
Mass Market Forms: invalidate some terms even though terms are not unconscionable and form was seen before payment	Article 2 contains no provision. Outside the UCC: Restatement (2d) invalidates some surprising terms, but has been adopted in only a handful of states except for cases involving insurance contracts. Case law generally enforces forms in the absence of special legislation and except in battle of forms which seldom affects consumers. Contract of adhesion analysis requires close scrutiny of terms and interpretation against the vendor, but generally treats contract as enforceable.	Article 2B enforces forms only if there is an opportunity to review and an affirmative assent to the form. Excludes "refusal" terms unless there was assent to the specific term, even if the terms are not unconscionable and even where an clear opportunity to review and reject was given. Applies modified Restatement rule, increasing protections for licensee in any state where the Restatement has not been adopted (a vast majority of all states have not adopted it). (2B-208)	+
Mass Market Forms: require affirmative act to be bound	Article 2 does not expressly deal with this, but recognizes that conduct can be acceptance. Cases do not always require affirmative act; allow assent by retaining product without objection. See <u>Gateway 2000; Cruise Lines</u>	Article 2B provides a contract is not enforceable unless consumer agrees or manifests assent. Assent requires affirmative conduct, not mere retention without objection. (2B-112)	+
Mass Market Forms: enforceability of terms not seen until after price is paid	Article 2 does not expressly deal with this except through battle of forms and contract modification rules. Case law varies but cases do exist in various contexts that enforce post payment terms.	Article 2B allows terms to be enforceable only if there is a right to obtain a refund if the terms are unacceptable. This right exists even if product is perfect.	?
Mass Market Forms: refund if terms of form are not acceptable	Article 2 does not deal with this. Cases enforcing post-payment terms do not routinely require a refund.	Article 2B requires right to refund if license refused. Refund from remote publisher or the retailer. (2B-113)	+

1 2 3	Mass Market Forms: remote publisher contract impact on retailer	Article 2 does not deal with this. Cases vary, but often make the two contracts independent	Article 2B: retailer is not bound by and does not receive the benefits of the remote party's contract terms (2B-616)	NC
4 5 6 7	Mass Market Forms: ability to contract with remote copyright owner to vary use terms to permit otherwise infringing act	Article 2 does not deal with this. Outside the UCC: in the absence of a contract with the copyright owner, party may not do any infringing act; rights depend on whether or not there was an authorized first sale and are limited to first sale rights..	Article 2B creates methodology for contracting between end user and the copyright owner. The contract terms may expand rights on first sale (e.g., copies on portable and desk top system, multiple users, public display) or may reduce rights as compared to a first sale.	?
8	LAW AND FORUM CHOICE			
9 10 11 12 13	Choice of forum: when is a contract term dealing with the issue enforceable?	Article 2 does not deal with this. Outside the UCC: cases reflect willingness to enforce even in non-negotiated contracts. Some consumer laws preclude enforcement.	Article 2B: not enforceable against a consumer if it selects a jurisdiction that would not otherwise have jurisdiction and causes "unjust and unreasonable." Subject to consumer statutes. (2B-109)	+
14 15	Choice of forum: no contractual choice.	Article 2 does not deal with this.	Article 2B same rule.	NC
16 17 18	Choice of law: in the absence of a contract term dealing with the issue	Article 2 does not deal with this. Article 1 chooses any state with an "appropriate" relationship to transaction. No special rule for consumers. Outside the UCC: Wildly divergent rules.	Article 2B: Creates rule for on-line information contracts (licensor location) and delivery of tangible copies involving consumers (delivery place). Otherwise adopts Restatement (2d) (2B-108)	+
19 20 21	Choice of law: enforceability of contract term dealing with the issue	Article 2 does not deal with this. Art. 1 requires that contract choice have a reasonable relationship to transaction, but other articles contain different rules. Outside the UCC: contract generally governs unless consumer law or other mandatory law bars.	Article 2B: Allows contract choice except where precluded by consumer statute or judicial rule.	?
22 23 24	WARRANTIES			
25 26 27	Viruses in a product or information: liability where virus created by vendor.	Article 2 does not deal with this. Might be included and disclaimable in merchantability warranty. Outside the UCC: a criminal event.	Article 2B: obligation to use reasonable care to avoid; obligation cannot be disclaimed for mass market products distributed in tangible form (2B-311)	+
28 29 30	Viruses: liability where virus implanted by a stranger to the transaction.	Article 2 does not deal with this. Might be included and disclaimable in merchantability warranty. Outside the UCC: no clear rule or cases.	Article 2B: obligation to use reasonable care to avoid; obligation cannot be disclaimed for mass market products distributed in tangible form (2B-311)	+
31	Warranty: title or authority	Article 2 imposes a good title warranty. Article 2A does not require "good title". Outside the UCC: in licensing, status of good title warranty is uncertain.	Article 2B: imposes a warranty of authority to make the transfer. (2B-401)	?
32 33 34	Warranty: delivery does not infringe intellectual property rights	Article 2 warranty that merchant will deliver goods free of infringement; liability is without knowledge	Article 2B imposes a warranty that a merchant has no reason to know delivered product infringes. (2B-401)	-
35 36 37	Warranty: use does not infringe intellectual property rights	Article 2 warranty does not apply to use of information nor does Article 2A . Outside the UCC: warranty does not exist unless created expressly.	Article 2B imposes a warranty that authorized use of the information by the licensee does not infringe; warranty is that there is no knowledge (2B-401)	+
38 39	Warranty: quiet enjoyment	Article 2 does not deal with this. Art. 2A gives this warranty. Outside the UCC: the cases are unclear.	Article 2B imposes a warranty of quiet enjoyment (2B-401)	+
40 41	Implied Warranty: merchantability of product	Article 2: an implied warranty given to buyer by merchant seller of a product. Art. 2A same warranty. Outside the UCC: does not exist.	Article 2B: same warranty for mass market (which includes consumers). (2B-403)	NC
42 43 44	>> Merchantability: includes "pass without objection in the trade"	Article 2 requires goods to "pass without objection in the trade"	Article 2B: same rule. (2B-403)	NC
45 46 47	>> Merchantability: measure by effect on an "ordinary system"	Article 2 does not deal with this directly, but focuses on the relationship between the product and ordinary <u>descriptions</u> of the product.	Article 2B: same rule. (2B-403)	NC
48 49	Implied Warranty: accuracy of informational content	Article 2: no provision.	Article 2B creates a warranty except for published informational content (2B-404)	+

1 2 3 4	Implied Warranty: product will be fit for purchaser's particular purpose	Article 2 implies a warranty if seller had reason to know purpose and that buyer was relying on seller's expertise. The warranty is only for sales of "goods". Outside the UCC: no warranty.	Article 2B: same warranty if the essence of the transaction is to deliver a product. Creates a standard to distinguish this from services contracts. (2B-405)	NC
5 6 7	Implied Warranty: services will give result fit for transferee purpose	Article 2 contains no provision. Outside the UCC: no warranty.	Article 2B creates a warranty that the services will not fail of the purpose because of a lack of effort. (2B-405)	+
8 9 10	Implied Warranty: system components will work in integration	Article 2 contains no provision; may be implicit in the fitness warranty. Outside the UCC: no warranty, general services contract rules.	Article 2B creates a warranty that components will perform as a system in addition to being independently functional. (2B-405)	+
11 12	Express warranty: standard applicable to its creation	Article 2 includes in the warranty any affirmations or promises that become part of basis of bargain ; except puffery. Outside the UCC cases do not use basis of the bargain test.	Article 2B: same rule , but adds advertising as a possible source of warranty. (2B-402)	NC
13 14	Express Warranty: is proof of actual reliance required?	Article 2: basis of bargain test intended to exclude requiring <u>specific</u> reliance. Cases vary, but tend to use some variant of reliance.	Article 2B: same rule. (2B-402)	NC
15 16	Express warranties: created by advertising	Article 2 contains no express provision for this. Case law varies.	Article 2B codifies that advertising can create an express warranty if it becomes part of the basis of the bargain. When that occurs is left to the development of case law. (2B-402)	+
17 18 19	DISCLAIMERS			
20 21	Title & infringement: is the warranty disclaimable?	Article 2 allows disclaimer through specific language or circumstances	Article 2B: same rule. (2B-401)	NC
22 23	>> Infringement disclaimer language	Article 2 contains no provision on this.	Article 2B suggests language to notify party and give a safe harbor for vendor.	+
24 25	Express warranties: is the warranty disclaimable?	Article 2: in most cases cannot be disclaimed; disclaimer and warranty must be read as consistent or, if that is not possible, disclaimer not effective	Article 2B: same rule. (2B-406)	NC
26 27	Merchantability warranty: can disclaim the warranty?	Article 2 allows disclaimer.	Article 2B: same rule. (2B-406)	NC
28 29	>> merchantability: is there a general standard for disclaimer:	Article 2 contains no provision for this. It provides merely that disclaimer must mention merchantability.	Article 2B: same rule , but provides more informative disclaimer language. (2B-406)	NC
30 31 32 33	>>merchantability – how disclaim, is record and conspicuousness required?	Article 2 allows disclaimer without a writing and disclaimer that mentions merchantability; if a writing is required, disclaimer must be conspicuous.	Article 2B requires a "writing" and a plain language disclaimer or mention the word merchantability; requires conspicuous disclaimer (2B-406)	+
34 35	>> merchantability: can it be disclaimed by "as is"?	Article 2 allows disclaimer subject to some limitations.	Article 2B: same rule.	NC
36 37 38 39	>> merchantability: is a disclaimer adequate under the statute still potentially unconscionable?	Article 2 contains no provision for this. Case law varies.	Article 2B: same rule. (2B-406)	NC
40 41	Fitness warranty: can the warranty be disclaimed?	Article 2 allows disclaimer.	Article 2B: same rule. (2B-406)	NC
42 43	>>fitness: how disclaim?	Article 2 allows disclaimer by a mere statement that "no warranties beyond this"	Article 2B allows disclaimer, but creates a plain language model. (2B-406)	+
44 45 46 47 48	General Disclaimer: effect of "as is" language	Article 2 allows this language for all warranties but the warranty of good title, under some limitations focused on the circumstances of the disclaimer.	Article 2B: same rule. (2B-406)	NC
THIRD PARTY LIABILITY				

1 2	Third party claims: general rule	Article 2 contains three options, two of which focus solely on claims of breach of warranty concerning personal injury. Outside the UCC: cases generally reject third party claims against information products. Restatement on products liability recognizes that information is not a product for that law; negligent misrepresentation claims may be raised by third parties if they are part of an intended group.	Article 2B does not deal with tort rules and takes a neutral position on products liability. It defines a concept of third party beneficiary consistent with contract law and current Restatement themes involving information liability.	?
3 4 5	Third party liability majority version: does warranty extend to the consumer's household	Article 2 majority adopted version covers household for personal injury; one other version allows for all damages. 2-318	Article 2B: same rule as majority version for personal injury, but expands to economic loss. (2B-409)	+
6 7 8	Warranty of title and non-infringement: does it extend to third parties?	Article 2 generally does not extend warranties to third parties except for personal injury claims.	Article 2B: does not extend the warranty to third parties.	?
9 10	Third Party claims: damages covered	Article 2: Two of three options, including majority version, personal injury only; may disclaim warranty in the original transaction. In some states, no privity bar for sale of goods and upstream disclaimer may or may not be enforceable later.	Article 2B extends to third party, generally intended beneficiaries and allows claims for both personal injury and economic loss; party may disclaim warranty. (2B-409)	?
11 12 13	ACCEPTANCE AND REJECTION			

1	Acceptance of tender	Article 2: acceptance of goods can only occur after opportunity to inspect. Outside the UCC inspection right not separately developed; applies materiality and conditions theories	Article 2B same rule for delivery of copies; for services and informational content, reverts to general standards where inspection would give all value to recipient (2B-602, 609)	NC
2 3	Acceptance: time to accept or reject	Article 2 specifies no specific time period and generally contemplates brief inspection even for complex goods unless agreement otherwise indicates	Article 2B: same rule. (2B-612)	NC
4 5 6	Right to reject extended to defined or extended period after delivery (e.g., 7 days)	Article 2 does not allow rejection after extended period even for complex goods; remedy is revocation of acceptance if defect substantially impairs the goods	Article 2B: same rule.	NC
7 8	Transferee's right to reject: single delivery contract	Article 2 allows buyer to reject any tender of delivery "perfect tender"	Article 2B: same rule for the mass market. (2B-610)	NC

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transferee's right to reject: installment contracts	Article 2 requires that defect cause substantial impairment	Article 2B requires material breach (2B- 501)	NC
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1 2	transferee's right to revoke acceptance.	Article 2 requires substantial impairment of value caused by the defect.	Article 2B requires material breach (2B-613)	NC
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1	Transferor's right to cure	Article 2 allows cure within original time for performance or seller reasonably expected tender would be acceptable.	Article 2B allows cure only if the licensee did not refuse or cancel before cure occurs.	+
2	Transferor's right to reject transferee's performance	Article 2 does not deal with this issue. Outside UCC: law varies and allows contract to control; material breach concept is preferred norm.	Article 2B requires material breach.	NC
3	DAMAGES AND REMEDIES			
4	Damages: transferor may recover lost profits	Article 2 allows this in reference to a "lost volume" vendor	Article 2B: same rule.	NC
5	Damages: transferor has a duty to mitigate	Article 2 does not specifically require, but common law does.	Article 2B requires that the injured party act to mitigate damages.	NC
6	Damages: Consequential damages recovery	Article 2 allows consequential damages unless contract indicates otherwise	Article 2B: same rule (2B-707, 709)	NC
7	Consequential damages include personal injury	Article 2 allows this if proximate causation exists	Article 2B: same rule (2B-102)	NC
8	Contractual limitation on economic loss recovery	Article 2 allows this if the limitation is not unconscionable	Article 2B: same rule. (2B-704)	NC
9	Contractual limitation on personal injury loss recovery	Article 2 limitation is prima facie unconscionable in consumer cases. Outside the UCC: No presumption in information contracts.	Article 2B contains no presumption regarding this exclusion. (2B-704)	-
10	Contractual Modification of Remedies	Article 2 allows this limitation.	Article 2B: same rule (2B-704)	NC
11	Contract Modification: limiting damages to replace or repair or refund	Article 2 allows this limitation.	Article 2B: same rule (2B-704)	NC
12	Modification: Effect failure of limited remedy on limit of consequential damages	Article 2 is unclear. Case law splits on whether terms are independent or dependent.	Article 2B provides that the two contract terms are independent unless the contract provides otherwise	-
13	Contract Modification: party must have minimum adequate remedy	Article 2 black letter does not require this. (comments suggest this is unconscionable)	Article 2B black letter does not require this.	NC
14	Statute of limitations: basic term	Article 2 provides for four years from date of breach in most cases; cannot be reduced below one year or extended.	Article 2B: four years from date of breach, extended to five by discovery rule; cannot be reduced to less than one year, can extend (2B-705)	+
15	> Limitations: when warranty extends to future, from what date does limitation period run?	Article 2 cause of action accrues when breach was or should have been discovered.	Article 2B: accrues when conduct that is a breach occurs or should have occurred, but no later than date warranty expires (2B-705)	-
16	Self Help Repossession	Article 2 has no specific self-help, but if seller reserves title to goods, Article 9 applies. Article 9 allows for any default; limits self-help cannot breach the peace. Article 2A has same rules.	Article 2B allows only if there is a license. It requires statutory material default and places other restrictions significantly greater than in Art. 9 or Art. 2A. (2B-716)	NC Or +
17	Self Help: Electronic remedies	Article 2 contains no provisions. Article 9 and Article 2A allow disabling in place. Outside the UCC: limited case law allows if prior notice or agreement in contract, but not otherwise.	Article 2B allows, but requires assent to contract term permitting this and places restrictions on when and how it can be implemented that substantially exceed restrictions under Article 9 or 2A.	?

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1 **PART 1**

1 **GENERAL PROVISIONS**

2 **SECTION 2B-101. SHORT TITLE.** This article may be cited as Uniform Commercial

3 Code - Licenses.

4 **Uniform Law Source:** UCC 2-102.

5 **Reporter's Note:**

6 The scope of Article 2B is outlined in section 2B-103. While the scope covers more than licenses, the transaction
7 used to develop this article involves licensing of information. The title follows the approach in Article 2 which is
8 designated "sales" because that was the primary transaction format used to develop provisions for that Article, but
9 the actual scope extends to all "transactions" in goods.
10

11 **SECTION 2B-102. DEFINITIONS.**

12 (a) Unless the contract otherwise requires:

13 (1) "Access contract" means a contract for electronic access to a resource
14 containing information, a resource for processing information, a data system, or other similar
15 facility of a licensor, licensee, or third party.

16 (2) "Activation of rights" means an initial grant of a contractual right or privilege
17 as between the parties for the transferee to have access to, modify, disclose, distribute, purchase,
18 lease, copy, use, process, display, perform, or otherwise take action with respect to information,
19 coupled with any actions initially necessary to enable the transferee to exercise the right or
20 privilege.

21 (3) "Authenticate" means to sign, or to execute or adopt a symbol or sound, or
22 encrypt a record in whole or in part, with present intent to

23 (i) identify the authenticating party;;

24 (ii) ~~or to~~ adopt or accept a record or term;; or ~~to~~

25 (iii) establish the authenticity of a record or term that contains the
26 authentication or to which a record containing the authentication refers.

27 (4) "Cancellation" means an act by either party which ends a contract because of
28 a breach by the other party. "Cancel" has the corresponding meaning.

29 (5) "Computer program" means a set of statements or instructions to be used

1 directly or indirectly to operate an information processing system in order to bring about a certain
2 result. The term does not include any informational content created or communicated as a result
3 of the operation of the system.

4 (6) “Consequential damages” includes compensation for any losses of a party
5 resulting from its general or particular requirements and needs of which at the time of contracting
6 the other party had reason to know and which would probably result from a breach of the
7 contract. The term does not include compensation for losses ~~and~~ which are ~~not~~ unreasonably
8 disproportionate to the risk assumed under the contract by the party in breach ~~under the contract~~
9 or which ~~and~~ could not have been prevented by the aggrieved party by reasonable measures. The
10 term includes losses resulting from injury to person or property proximately resulting from
11 breach of warranty. The term does not include direct or incidental damages.

12 (7) “Conspicuous”, with reference to a term, means so written, displayed or
13 presented that a reasonable person against whom it is to operate ought to have noticed it or, in
14 the case of an electronic message intended to evoke a response by an electronic agent without the
15 need for review by an individual, in a form that would enable a reasonably configured electronic
16 agent to take it into account or react to it without review of the message by an individual. A term
17 is conspicuous if it is:

18 (A) a heading in all capitals (as NON-NEGOTIABLE BILL OF LADING) equal
19 or greater in size to the surrounding text;

20 (B) language in the body ~~or text~~ of a record or display in larger or other
21 contrasting type or color than other language;

22 (C) a term prominently referenced in the body or text of an electronic
23 record or display that can be readily accessed from the record or display;

24 (D) language so positioned in a record or display that a party cannot
25 proceed without taking some additional action with respect to the term or the reference thereto;

26 or

27 (E) language readily distinguishable in another manner.

1 (8) “Consumer” means an individual who is a licensee of information that at the
2 time of the contracting, ~~are~~ is intended by the individual to be used primarily for personal, family,
3 or household use. The term does not include an individual that is a licensee of information
4 primarily for profit-making, professional, or commercial purposes, including agricultural,
5 business management, and investment management, other than management of the individual’s
6 personal or family investments ~~an ordinary person’s personal or family assets~~.

7 (9) “Contract fee” means the price, fee, or royalty payable under a contract
8 under this article.

9 (10) “Contractual use restrictions” include obligations of nondisclosure and
10 confidentiality and limitations on scope, manner, method, or location of use to the extent that
11 those obligations or duties are created by the contract.

12 (11) “Copy” means information that is fixed on a temporary or permanent basis
13 in a medium from which the information can be perceived, reproduced, used, or communicated,
14 either directly or with the aid of an information processing machine or similar device. The term
15 includes sound recordings.

16 (12) “Court” includes an arbitrator or other dispute-resolution officer.

17 (13) “Delivery” means the transfer of physical possession, or the communication,
18 of a copy to a recipient ~~of the copy~~, to a facility, or to an information processing or storage
19 system used, ~~controlled~~ designated, or otherwise held out by the recipient or its intermediary for
20 receipt, or to a bailee if the recipient has a right of access to the copy in the bailee’s possession. If
21 an electronic copy is to be delivered from one party to another within the same processing or
22 storage system, the copy is delivered when it enters or comes into existence within that portion of
23 the system used, designated or otherwise held out by the recipient for the purpose of receiving
24 such copies.

25 (14) “Direct [general] damages” -compensation for losses of a party consisting of
26 the difference between the value of the required ~~expected~~ performance as measured by the
27 contract and the value of the performance actually received[, and any compensation for losses in

1 the nature of reliance or restitution]. The term does not include consequential damages and
2 incidental damages.

3 (15) “Electronic” includes electrical, digital, magnetic, optical, electromagnetic,
4 or any other form of technology that entails capabilities similar to these technologies.

5 (16) “Electronic agent” means a computer program or other electronic or
6 automated means used, selected, or programmed by a party to initiate or respond to electronic
7 messages or performances in whole or in part without review by an individual.

8 (17) “Electronic message” means a record that, for purposes of communication
9 to another person, is stored, generated, or transmitted by electronic means. The term includes
10 electronic data interchange, electronic or voice mail, facsimile, telex, telecopying, scanning, and
11 similar communications.

12 (18) “Electronic transaction” means a transaction formed by electronic messages
13 in which the messages of one or both parties will not be reviewed by an individual as an ordinary
14 step in forming the contract.

15 (19) “Financier” means a person that under to a security agreement or lease
16 provides a financial accommodation to a licensor or licensee and obtains an interest in the rights
17 under a license of the party to which the financial accommodation is provided.

18 (20) “Good faith” means honesty in fact and the observance of reasonable
19 commercial standards of fair dealing.

20 (21) (A) “Incidental damages” includes compensation for any commercially
21 reasonable charge, expense, and commission incurred after breach by the other party in:

22 (i) inspection, receipt, transportation, care, or custody of property;

23 (ii) stopping delivery, shipment, or transmission;

24 (iii) effecting cover or return of copies or information;

25 (iv) reasonable efforts to minimize or avoid the consequences of

26 breach; and

27 (v) actions otherwise incidental to the breach.

1 (B) The term does not include compensation for consequential or [direct]
2 [general] damages.

3 (22) “Information” means data, text, images, sounds, and works of authorship,
4 including computer programs, -databases, literary, musical or ~~works~~, audiovisual works, motion
5 pictures, mask works, or the like, and any intellectual property or other rights in information.

6 (23) “Informational content” means information which is intended to be
7 communicated to or perceived by a person in the ordinary use of the information.

8 (24) “[Intellectual] [Informational] property rights” includes all rights in
9 information created under laws governing patents, copyrights, trade secrets, trademarks, publicity
10 rights, or any similar law that permits a party independently of contract to control or preclude
11 another party’s use or disclosure of information because of the rights owner’s interest in the
12 information.

13 (25) “License” means a contract that ~~expressly~~ authorizes, prohibits, or controls
14 access to or use of information and; by its terms limits the scope of the rights granted; or
15 affirmatively grants less than all rights in the information, whether or not the contract transfers
16 title to a copy of the information and whether or not the rights granted are made exclusive to the
17 licensee. The term includes an access contract and a consignment of copies of information. The
18 term does not include a contract that assigns ownership of intellectual property rights, reserves or
19 creates a financier’s interest, or that makes a transfer by will or operation of law.

20 (26) “Licensee” means a transferee or any other person designated in, or
21 authorized to exercise rights as a licensee in a contract under this article, whether or not the
22 contract constitutes a license.

23 (27) “Licensor” means a transferor in a contract under this article, whether or not
24 the contract constitutes a license. The term includes a provider of services. In an access contract,
25 as between a provider of services and a customer, the provider of services is the licensor, and as
26 between the provider of services and a provider of content for the service, the content provider is
27 the licensor. If performance consists in whole or in part of an exchange information, each party is

1 a licensor with respect to the information it provides.

2 (28) “Mass-market license” means a standard form that is prepared for and used in
3 a mass-market transaction.

4 (29) “Mass-market transaction” means a transaction in a retail market ~~for~~
5 ~~information~~ involving information directed to the general public as a whole under substantially
6 the same terms for the same information, and involving an end-user licensee that acquired the
7 information ~~in a transaction~~ under terms and in a quantity consistent with an ordinary transaction
8 in the general retail distribution. The term does not include:

9 (A) a transaction between parties neither of which is a consumer in which
10 either the total consideration for the particular item of information or the reasonably expected
11 fees for the first year of an access contract exceeds [];

12 (B) a transaction in which the information is customized or otherwise
13 specially prepared for the licensee;

14 (C) a license of the right publicly to perform or display a copyrighted
15 work; or

16 (D) a ~~commercial~~ site license, or an access contract not involving a
17 ~~consumer contract between two businesses~~.

18 (30) “Merchant” means a person that deals in information of the kind involved in
19 the transaction, a person that by occupation purports to have knowledge or skill peculiar to the
20 practices or information involved in the transaction, or a person to which knowledge or skill may
21 be attributed by the person's employment of an agent or broker or other intermediary that by its
22 occupation holds itself out as having ~~purports to have~~ the knowledge or skill.

23 (31) “Nonexclusive license” means a license in which the licensor or other
24 person authorized to make a transfer or license is not prohibited from licensing the same rights in
25 information within the same scope to other licensees or from having previously done so in a
26 license that remains in force at the time of the contract. The term includes a consignment of
27 copies.

1 (32) “Present value” means the amount as of a date certain of one or more sums
2 payable in the future, discounted to the date certain. The discount is determined by the interest
3 rate specified by the parties in their agreement if that rate is not manifestly unreasonable at the
4 time the transaction was entered into. Otherwise, the discount is determined by a commercially
5 reasonable rate that takes into account the facts and circumstances of each case at the time the
6 transaction was entered into.

7 (33) “Published informational content” means informational content that is
8 prepared for, distributed, or made available to all recipients or a class of recipients in
9 substantially the same form and not provided as customized advice tailored for the particular
10 licensee by an individual acting on behalf of the licensor using judgment and expertise. The term
11 does not include informational content provided within a special relationship of reliance between
12 the provider and the recipient.

13 (34) “Receive” as to a copy of information means to take delivery of a copy of
14 ~~information~~. An electronic copy ~~record~~ is received when it enters or comes into existence in an
15 information processing or storage system in a form capable of being processed by a system of
16 that type or of being perceived from a system of that type and the recipient uses, ~~or~~ has
17 designated or otherwise holds out that system for the purpose of receiving such copies ~~records or~~
18 ~~information~~. A person “receives” a notice or notification when it comes to his attention, or it is
19 duly delivered at the individual’s residence or the person’s place of business through which the
20 contract was made, or at any other place held out by the person as a place for receipt of such
21 communications, or the notice or notification enters or comes into existence in an information
22 processing or storage system in a form capable of being processed by or perceived from a system
23 of that type, and the recipient uses, has designated or otherwise holds out that system as a place
24 for the receipt of such communications. If an electronic copy, notice or notification is delivered
25 from one party to another within the same system, the copy is received when it enters or comes
26 into existence within that portion of the system used, designated or otherwise held out by the
27 recipient for the purpose of receiving such copies, notice or notification. “Receipt” has a

1 corresponding meaning.

2 (35) "Record" means information that is inscribed on a tangible medium or that is
3 stored in an electronic or other medium and is retrievable in perceivable form.

4 (36) "Release" means an agreement not to object to, or exercise legal or
5 equitable remedies against, the use of information if the party granting the release is not required
6 to act affirmatively to enable or support the other party's use of the information by providing
7 copies of the information or access or otherwise. The term includes a waiver of intellectual
8 property rights and a covenant not to sue.

9 (37) "Sale" means the passing of title to a copy of information for consideration.

10 (38) "Scope", with respect to a license, means the terms of the license that define
11 the licensed subject matter or copies; the uses and number of users authorized, prohibited, or
12 controlled; the geographic area, market, or location in which the license applies; and the duration
13 of the license.

14 (39) "Send" with respect to a copy, record, message or notice, means to deposit in
15 the mail, or to deliver for or otherwise take steps that initiate transmission to or creation within
16 another system or location by any usual means of communication with any costs provided for and
17 properly addressed or directed as reasonable under the circumstances. A party sends an electronic
18 copy, record, message or notice to another person within the same system when it initiates
19 operations that in the ordinary course will cause the copy, record, message or notice to enter or
20 come into existence within that portion of the system used, designated or otherwise held out by
21 the recipient for the purpose of receiving copies, records, messages or notices. The receipt of
22 any record, message or notice within the time in which it would have arrived if properly sent has
23 the effect of a proper sending.

24 (4039) "Software" means a computer program, including any informational
25 content included or to be included as part of a program and any supporting material provided by a
26 licensor as part of the transaction.

1 (41θ) “Software contract” means a contract that constitutes a sale of a copy of
2 software, that licenses software or that conveys ownership of software, including a contract to
3 develop software as a work for hire, whether or not the contract transfers ownership of a copy of
4 the software.

5 (42+) “Standard form” means a record, or a group of linked records presented as
6 a whole, prepared by one party for general and repeated use and consisting of multiple
7 contractual terms used in a transaction without negotiation of or changes in most of the terms.
8 Negotiation or customization of price, quantity, method of payment, standard performance
9 options, or time or method of delivery does not preclude a record from being a standard form.

10 (432) “Substantial performance” means performance of an obligation in a manner
11 that does not constitute a material breach of contract.

12 (443) “Termination” means ending a contract or a part thereof by an act by a party
13 under a power created by agreement or law, or by operation of the terms of the agreement for a
14 reason other than for breach by the other party. “Terminate” has a corresponding meaning.

15 (b) In addition, Article 1 contains general definitions and principles of construction that
16 apply throughout this article and sections of this article contain definitions applicable to the
17 particular section.-

18 **Committee Votes:**

- 19 1. Adopted the term “authentication” to replace “signed” by a **consensus** without a formal vote.
- 20 2. Voted to retain the concept of “mass market” licenses as in prior drafts, subject to revision of the definition
21 of this term and consideration of its use in specific sections as contrasted to use of the term “consumer.” Vote:
22 13-0 (September, 1996)
- 23 3. Voted to adopt a definition of “mass market license” that utilizes a reference to a market involving the
24 general public and that centers on small retail transactions including most consumers and excluding special
25 primarily business transactions. (December, 1996)
- 26 4. Voted to move references to particular types of damages from definition of consequential damages to the
27 comments except for the personal injury reference. Vote: 8-5 (Feb. 1997)
- 28 5. Rejected a motion to delete “intellectual property rights” from the definition of “information.” Vote: 3-5
29 (Feb. 1997)
- 30 6. Voted 10-2 to retain the mass market concept pending consideration of its application in the Article. (Feb.
31 1997)
- 32 7. Voted to delete the language in mass market definition that provided explicit coverage of all consumer
33 transactions. Vote: 8-4 (Feb. 1997)
- 34 8. Voted to utilize a dollar limitation to cap the risk factor created under the definition of mass market, Vote:
35 10-3. (Feb. 1997)
- 36 9. Annual Meeting 1997: Voted as a sense of the house that the term should be the same in all three articles
37 and that the definition should retain safe harbor language.
- 38 10. Annual Meeting 1997: Sense of the house that conspicuousness should be a matter of law for decision by
39 court.

1 **Reporter's Notes:**

2 ***Changes Since the June Meeting:***

3 A number of revision were made in the definitions as a result of the Harmonization meeting, designed either to
4 conform to language being used by other drafts revisions, or to more specifically conform to current law. The
5 definition of “contractual use restrictions” was moved to this section n that it is used in more than one section in the
6 remainder of the draft. The definition of “direct” damages was modified to more fully cover damage theories of that
7 nature. A definition of “present value” has been added based on current Article 2A.]

8 ***General Notes:***

9 **1. Access contract** includes the relationship that arises when there is a single access to the resource (e.g., web
10 site) if, under ordinary contract law principles, access creates a contract . The relationships include contracts for use of
11 E-Mail systems, EDI services by a provider, as well as web site contracts. The term refers solely to electronic access
12 situations and does not cover attending movie theaters or the like. The term includes situations where a database in the
13 possession of a licensee automatically updates by accessing or being accessed by a remote facility as in the following
14 situation: Lexis provides an integrated environment where the software first queries an on-site copy of a CD-ROM then
15 checks a local network update and obtains the latest information in a seamless Internet or dial-up updating.

16 As outlined in the definition of “licensor”, the model followed in three party access transactions, such as where
17 the content provider makes content available through a third party access provider, entails two and, in some cases, three
18 separate contracts. The first is between the content provider and the on-line provider. This license may be an ordinary
19 license to use the information or an access contract in itself. The second is between the on-line provider and the end user
20 or other client. This is an access contract. The content provider is not necessarily party to or beneficiary of the contract.
21 The third contract occurs when the content provider contracts directly with the end user or client.

22 **2. Authenticate.** This article replaces the traditional idea of “signature” or “signed “ with a term that
23 incorporates modern electronic systems, including **all** forms of encryption or digital symbol systems. Basically, the fact
24 of authentication can be proved in any manner including proof of a process that necessarily resulted in authentication.
25 Use of an “attribution procedure” agreed to by the parties per se establishes that a symbol or act constitutes an
26 authentication.

27 Authentication differs from manifesting assent in this article. Authentication (signing) always constitutes
28 manifesting assent, but the reverse is not true. For example, tearing open a package or clicking on an icon indicating
29 assent may manifest assent, but does not constitute a signature.

30 **3. Computer program.** This definition parallels the federal Copyright Act with additional language reflecting
31 the distinction drawn in this Article for “informational content.”

32 **4. Consequential damages.** This article follows existing Article 2 except for three issues.

33 The Draft follows current law with respect to personal injury and property damage. These types of loss are a
34 form of consequential damages; all other requirements being met. This section makes clear that, as under current law,
35 property damage and personal injury damages are treated under a standard of proximate causation, rather than simply
36 foreseeability. *Proposed Article 2 revisions* treat property damage differently, placing it within the general standard of
37 consequential damages, rather than under the proximate cause standard used for personal injury. This Draft follows
38 current law. The Article 2 Draft also expressly places the burden of proof of disproportionate damages on the breaching
39 party. This Draft is silent.

40 The basic premise of consequential loss other than for personal injury and property damage is that it is
41 attributable to a breaching party only if some level of foreseeability can be proven. Beyond that, the basic test for whether
42 a type of loss falls within direct or consequential damage as a measure lies in the degree to which the loss is directly
43 associated with a reduction in the value received through contract performance as contrasted to what was anticipated as
44 measured by the values assigned to events under the contract itself. Thus, consequential damages include damages in
45 the form of lost profit or opportunity, damages to reputation, lost value in confidential information because of wrongful
46 disclosure or misuse, damages for loss of privacy interests associated with the contract, loss of data as a result of the
47 operational defect, and like damages.

48 Most commercial contracts deal with exclusion or inclusion of consequential loss in practice and that negotiation
49 process should be supported by a delineation, insofar as possible, of what falls into this category and what does not. The
50 illustrations suggested above cover many relevant situations providing clarity for negotiation. The theme here is that
51 consequential losses go outside the principle that the performance itself was less in quality than was agreed to by the
52 parties.

53 This draft follows draft revisions of Article 2 on disproportionality. Draft Article 2 allows a court to reduce
54 consequential damages if unreasonably disproportionate to the risk assumed by the breaching party. A motion to delete
55 that phrase was defeated on the floor of the Conference in 1996.

56 **5. Conspicuous.** This definition follows existing law and adds new themes to deal with electronic
57 contracting. As under current law, under Section 2B-115 whether a term is conspicuous is a question of law.

58 Current law in UCC § 1-201(10) contains three safe harbors for making a clause conspicuous; these have been
59 part of law for over fifty years. They serve a critical role in planning and drafting documents. As a general rule, a term
60 that conforms to a “safe harbor” provision is held to be conspicuous. Many cases hold that failure to conform to a safe
61 harbor may invalidate any claims to being conspicuous.

62 The idea of being conspicuous in a message to an electronic agent the reference is to whether the agent has the
63 ability to act on the term; the term must be in a form that can be processed and understood by the computer. It need not

1 be otherwise separated out. Computers do not respond differently to capital letters or lower case. The electronic message
2 suffices if it is designed to invoke such a response from a “reasonably configured” electronic agent, a concept that will
3 be spelled out in the commentary to indicate that it intends an analogous construct that parallels the reasonable man
4 standard used for the general concept of conspicuous.

5 Revisions of Article 2 propose abolition of the safe harbor concepts present in current law. Article 2B follows
6 existing law. The theme of conspicuousness blends both a notice function and a planning function giving certainty to
7 the party preparing and using the term. It is equally important to ensure that the recipient of a record receives notice of
8 the contents and that the party who reasonably desires to rely on the terms of the record can do so. Taking out all safe
9 harbor language eliminates the second objective and jeopardizes the first.

10 **6. Consumer:** Existing Article 2 does not define “consumer.” Article 9 focuses on persons acquiring property
11 primarily for personal or household uses. European law uses a different approach and defines a “consumer” as one
12 entering into a contract outside her business or profession.

13 This Draft focuses on the time of contracting to define the status of a party. The term “consumer” triggers
14 restrictions on contracting. While most often, intent does not change from the time of contract to the time of delivery,
15 when changes occur, a time of delivery focus would retroactively change the rules. The issue is important in Article 2B
16 since many contracts in Article 2B are on-going relationships; a delivery concept might provide different
17 characterizations of the same transaction at different points in time.

18 The Article 9 definition provides a template for this Draft. The Article 9 definition creates serious
19 interpretation issues when used for transactions that are not security interests that have been encountered in case law
20 outside Article 9. This Draft clarifies the focus and resolves some of those problems. Some personal uses are not
21 consumer uses (see, e.g., a stock broker using database software to “personally” track billion dollar investments).
22 Distinguishing these personal business uses and truly consumer uses holds great importance in Article 2B because
23 software and other information can be used “personally” in traditional business contexts. The exclusions in the
24 definition apply to profit-making, profession, or business use. In the modern economy where individuals can and
25 often do engage in seriously significant commercial enterprises without the overlay of a large corporation, the
26 personal use idea needs to respect and reflect the modern practice, especially in this area. The proposed definition
27 distinguishes between persons using information in profit making and business uses and personal or family uses such
28 as ordinary asset management for an ordinary family.

29 This issue has been considered in many areas of law that have evolved since the original definition of Article
30 9. The issues have proven to be difficult and subject to litigation under the Article 9 concept in lending, bankruptcy and
31 other contexts. For example, a number of reported decisions focus on whether or when a purchase of stocks or limited
32 partnership assets for investment purposes would be considered a consumer purchase since it might fall within the general
33 reference to “personal” purposes. See, e.g., Thomas v. Sundance Properties, 726 F.2d 1417 (9th Cir. 1984); In re
34 Manning, 126 B.R. 984 (M. D. Tenn. 1991) (UCC definition “not especially helpful on its face”). Some courts emphasize
35 the difference between acquisition for “consumption (consumer)” and acquisition or use “for profit-making”. This
36 approach comes in part from the Truth in Lending Act which uses a definition of consumer debt much like the definition
37 in Article 9 of consumer but additionally contains an express exemption for business transactions. The “profit-making”
38 test has been applied in bankruptcy cases interpreting a Bankruptcy Code provision identical to the standard UCC
39 definition. For example, the Fifth Circuit commented that “[The] test for determining whether a debt should be classified
40 as a business debt, rather than a debt acquired for personal, family or household purposes is whether it was incurred with
41 an eye toward profit.” In re Booth, 858 F.2d 1051 (5th Cir. 1988). See also In re Circle Five, Inc., 75 B.R. 686 (Bankr.
42 D. Idaho 1987) (“The farm operation is a business for the production of income. Debt used to produce income is not
43 consumer debt “primarily for a personal, family or household purposes.”).

44 **7. Copy:** This definition was designed to correspond to copyright law. In the Copyright Act, cases hold that
45 a copy does not require permanence, but cannot be purely transitory, such as an image on a screen. Moving information
46 into a computer memory makes a copy of that information.

47 **8. Court:** This definition extends the power to make choices to officers of non-judicial forums.

48 **9. Direct damages:** The Draft defines “direct damages” to provide guidance on the distinction critical to
49 commercial practice that differentiates types of damages for disclaimer and other contract language. Direct damages are
50 losses associated with a reduction of value or loss of value as to the contracted for performance itself, as contrasted to
51 losses caused by intended uses of the performance or use of the results of the performance by the recipient outside the
52 contract. Direct damages are measured in the damages formulae in this Article. The comments will point out that this
53 is not an inclusion of general equity relief concepts and that, to the extent that reliance and restitution concepts are a form
54 of consequential losses, they are not included here.

55 The definition rejects cases where courts treat as direct damages losses that relate to anticipated advantages
56 outside the contract that were to flow from the use of the product. These are consequential damages. Thus, one case held
57 that defects in a system under a contract that disclaimed consequential damages included all the lost benefits that the
58 party expected from the deal (a total far in excess of the purchase price and incorporating what would ordinarily be
59 consequential loss). The issue is: if we have software purchased for \$1,000 which, if perfect, would give profits of
60 \$10,000 and the thing is totally defective, should the “value” of the software be considered to be “\$10,000 or \$1,000 as
61 “general” damages? The answer here is \$1,000. Similarly, if a virus in a program causes a \$10,000 loss, but the program
62 otherwise fully performs, should that \$10,000 be direct or consequential loss? The draft adopts the view of most courts
63 and treats this as consequential loss.

1 **10. Electronic Agent:** An electronic agent is a program designed to act on behalf of the party without the need
2 for human review. As a general rule, a party adopting use of such agents is bound by (attributable for) their performance
3 and messages. The term plays an important role in shaping responsibilities and how parties comply with various
4 conditions, such as an obligation to make terms conspicuous. Courts may ultimately conclude that an electronic agent
5 is equivalent in all respects to a human agent, but this Draft does not go so far, making specific provisions relating to
6 electronic agents when needed. In this respect, the Draft is consistent with Article 4A as well as with modern practice.
7 The accountability of a party for actions of a computer program may hinge on different issues than accountability for
8 a human agent.
9

10 **11. Electronic Message:** This term has been broadened to parallel a definition used in the draft UNCITRAL
11 Model Law and to expressly include reference to fax, telex and similar electronic transactions. The expansion serves
12 an important purpose in reference to issues about when a contract is formed through electronic messages. The new terms,
13 however, refer to qualitatively different subject matter in that pure electronic messages assume that a human will
14 eventually read or react to the transmission. The expansion creates ambiguity in reference to defining whether contracts
15 are formed when a human interacts with a computer or two computers interact with each other in the absence of human
16 direct guidance.

17 The definition does not refer to a transfer from one system to another. In many cases, host computers handle
18 data (e.g., email files) for both parties, and the message moves within the computer from one file to another. That type
19 of transmission engages no policy issues different from the case of an actual communication of digital information from
20 one location to another.

21 **12. Financier:** This definition provides the basis for the proposed integrated treatment of financing
22 arrangements in this article. The definition covers both security interests and leases. The definition sets out coverage of
23 what in other contexts are described as finance leases where the lessor, for purposes of financial accommodation,
24 acquired a license which it then leases down to a licensee. Qualifying for finance treatment requires, under this definition,
25 both notice to the licensor and actual agreement or assent by the licensee to the licensee. These requirements protect both
26 the licensor and licensee's interests.

27 The exclusion in the second sentence deals with a circumstance unique to some finance leasing: the case in
28 which the license is given to the financier and then transferred down to the financed party (licensee). This transaction
29 will often violate the terms of transferability in a license. In this case, to qualify for coverage under the financier
30 language, the party must give notice to the licensor of and financier status depends on making the financial
31 accommodation conditional on the licensee's assent to the license terms. This protects both the licensor and the licensee.

32 **13. Good Faith:** The definition follows current Article 2 law and also extends the duty of good faith and fair
33 dealing to consumers. That formulation was supported by a vote of the Conference at the 1996 Annual Meeting.

34 **14. Informational content:** This definition is intended to cover materials (facts, images) whose ordinary use
35 communicates knowledge to a human being or organization. Thus, for example, in a database of images contained on
36 a CD-ROM along with a program to allow display of those images, the program is not information content, but the
37 images are. Similarly, when one accesses Westlaw and uses its search program to obtain a copy of a case, the search
38 program is not content, but the text is within the definition. The reference here is to the effect of the information in its
39 normal use. The comments will make clear that interactive informational content product falls within the concept since
40 the basic set of all information is generally available and the end user selects, perhaps interactively from this.

41 **15. Intellectual Property Rights:** The definition is to be inclusive and capable of responding to new
42 developments in national and international law, such as possible non-copyright database protections. With each area of
43 law referenced here, the relevant law itself defines what rights are and are not covered. Whether this affects contract
44 limitations pertaining to the information has been debated, but subject to misuse and other regulatory concepts that go
45 beyond this statute, the general approach in courts is that a property right need not exist in order to have an enforceable
46 contractual limitation. The concept covers rights created under any body of law, including federal law, state law, and the
47 law of other countries. *The definition of intellectual property rights does not include the right to sue for defamation or*
48 *similar tort claims.*

49 **16. License:** The essence of this definition lies in the conditional or limited nature of the contract rights. At
50 least some conditions must be express, rather than implied. The distinction between an unrestricted sale of a copy and
51 a license revolves around the terms of the contract as expressed, rather than on implied conditions. In an unrestricted sale
52 of a copy, the transferee receives ownership of the copy, but if intellectual property rights apply to the information on
53 the copy, is subject to implicit restrictions on use of the information derived from intellectual property law. In a license,
54 whether or not ownership of the copy is transferred, the transferee is subject to express contract restrictions or receives
55 a contract grant that expressly gives less than all rights in the information.

56 Some suggest that "implied licenses" should be included. These arise, for example, where a court holds that,
57 to make the transaction reasonable in light of the parties' expectations, some rights or limitations not express should be
58 inferred. Many such transactions are within this Article, including a transaction where some rights are implied in an
59 otherwise conditional transaction. On the other hand, the Article does not include implied in law licenses such as under
60 first sale rules in copyright. As noted by the Federal Circuit Court of Appeals, a sale can be made conditional on
61 intellectual property rights (e.g., patent in that case) and, similarly, while a sale of a copy transfers some copyright rights
62 under federal law, the licensor retains control of a great deal of the copyright law's exclusive rights even as to that copy.
63 A license deals with control of rights of use and the like with reference to the information, while title to the goods deals

1 simply with that - title to the goods.

2 **17. Licensor and Licensee:** These are generic terms. The terms refer to the transferee and transferor in a
3 contract covered by this article. Obviously, the transferee in a license is not the employee itself, but the company that
4 acquired contractual rights under the agreement. In the definition of licensor, several specific illustrations are used to
5 avoid confusion in cases where more than one party transfers information, that is, where the parties exchange information
6 or performance.

7 **18. Mass-market transaction.** This definition distinguishes between a mass market transaction and a mass
8 market license, reflecting the fact that some mass market transactions covered by this Article may not involve a standard
9 form contract. Since the decision was made to use the mass market concept in lieu of the concept of consumer in a
10 number of situations where a form may not be involved, the broader term "transaction" was necessary to avoid excluding
11 these transactions from various consumer protections.

12 **19. Mass-Market License:** This definition and the immediately prior definition distinguish between a mass
13 market transaction and a mass market license, reflecting the fact that some mass market transactions covered by this
14 Article may not involve a standard form contract.

15 The definition contemplates a retail marketplace where information is made available in pre-packaged form
16 under generally similar terms. It applies to information that is aimed at the general public as a whole, including
17 consumers. It would not cover products directed at a limited subgroup of the general public, such as members of a club
18 or persons whose income exceeds a specified level. Where the line will be drawn in determining the size of the subgroup
19 that would qualify for a general public distribution cannot be answered absent judicial consideration of specific cases.
20 However, the intent is that the products covered here do not include specialty software, information directed to specially
21 targeted limited audiences, or professional use software, but materials that appeal and intend to appeal to a general public
22 audience as a whole where the identity and status of the eventual licensee is irrelevant

23 This captures most of a true retail setting, such as transactions in department stores or the like. Article 2B will
24 be the first UCC article to extend consumer-like protections to business transactions in any form and the first to tailor
25 at least some default rules based on that concept. The goal is to do this in a limited manner, reflecting the innovative
26 nature of the concept, while confining the risk created by focusing on small transactions for information oriented toward
27 the broad general public.

28 The dollar limit should be selected based on empirical evidence relating to the pricing structure of modern
29 software transactions. In a review of several sources, few items of consumer software exceed \$200. The price curve is
30 downward, rather than increasing. A \$500 limit would far exceed the average cost of retail business software. As of the
31 date that this Draft was prepared, the Committee had not voted on the dollar amount.

32 The definition excludes any non-consumer transaction that exceed the dollar limit as to the particular item. In
33 a situation where items of software are bundled together and with hardware, the dollar limitation applies to each item
34 separately. In this bundled transaction respect, however, it should be noted that the decision in Article 2 to not utilize
35 a mass market theory creates a potential anomaly: The items of software will most likely be mass market and subject to
36 the provisions of 2B-308, while unless the purchaser is a consumer, the hardware would not be subject to the analogous
37 provision in Article 2.

38 The other business exceptions identify situations involving site licenses, typical performance licenses (e.g.,
39 ASCAP, Broadcast Music) and situations where the licensor provides customization of the product, rather than
40 transferring it essentially of the shelf.

41 This Draft proposes a bifurcated treatment of on-line (Internet) transactions. Most consumer transactions on
42 Internet fall within the definition and a vast number of consumer transactions occur on Internet. It is especially important
43 however, with this new transactional environment, to not regulate business transactions. The approach in this Draft is
44 to exclude from the definition of mass market any online transaction not involving a consumer. This gives the online
45 industry room for expansion and growth not subject to unintentional regulations, while preserving consumer protections
46 in that environment.

47 **20. Receive:** This definition covers receipt of messages and performance in an information contract.
48 Electronically, the occurrence of receipt hinges on sending the electronic record or information to a designated system
49 in a form capable of being processed by that system. The draft places the burden of determining what format is
50 appropriate for that system on the person sending the message or performance. One Commissioner suggested that this
51 should be reversed to place the burden on the recipient to designate the form and, failing that, to allow receipt even if
52 not capable of being processed by the system. Consider: I order a copy of Lotus Notes from IBM and direct them to
53 transfer the copy electronically to my computer which is a Compaq, but I forget to mention that fact. They do so, but the
54 software is in Apple format. Have I received performance?

55 **20a. Record:** The comments will indicate that there is no requirement of permanent storage or that there be
56 anything beyond temporary recordation. The analogy is to case law under the copyright act and the idea of an electronic
57 copy. Also, the comments will make clear that perception can be either directly or indirectly with the aid of a machine.

58 **21. Sale:** With respect to information, a distinction is made between title to the copy and title to the intellectual
59 property rights. Title to information essentially means that the transfer is free of any restrictions, express or implied, on
60 the use, reproduction or modification of the information.

61 **22. Standard form:** Standard forms are a major part of consumer and commercial practice. As to questions
62 about the enforceability of particular terms and questions of assent to the overall form, standard form issues are expressly
63 dealt with in the Restatement (Second) and in the UNIDROIT Principles. Existing Article 2 does not contain any express

1 treatment of forms. In the revision process, initially both Article 2 and 2B contained provisions dealing with when a
2 party assents to a form. Subsequently, the Article 2 committee deleted the concept. Subsequently, ALI Council
3 recommended that this decision be reversed. Article 2B has contained provisions dealing with standard forms since the
4 beginning of the drafting process.

5 The reference in this definition is to forms (e.g., groupings of standard terms) whose use in modern commerce
6 is not only widespread, but virtually ubiquitous. The idea expressed does not hold that a record that contains language
7 previously used in other transactions falls within the term and it does not focus on individual “standard terms.” The
8 record, which contains a composite of terms, must have been prepared for repeated use is a standard form whose legal
9 significance is judged accordingly.

10
11 **[A. General Scope and Terms]**

12
13 **SECTION 2B-103. SCOPE.**

14 (a) This article applies to licenses of information and software contracts whether or not
15 the information exists at the time of the contract or is to be developed or created in accordance
16 with the contract. The article also applies to any agreement related to a license or software
17 contract in which a party is to provide support for, maintain, or modify information.

18 Except as otherwise provided in subsections (c) and (d), if another article of [the Uniform
19 Commercial Code] applies to a transaction, this article does not apply to the part of
20 the transaction involving the subject matter governed by the other article except to the
21 extent that this article deals with financial accommodation contracts.

22 (c) If a transaction involves both information and goods, this article applies to the
23 information and to the physical medium containing the information, its packaging, and its
24 documentation, but Article 2 or 2A governs standards of performance of goods other than the
25 physical medium containing the information, packaging, or documentation pertaining to the
26 information. If a transaction includes information covered by this article and services outside this
27 article or transactions excluded from this article under subsection (d)(1) or (2), this article applies
28 to the information, physical medium containing the information, and its packaging and
29 documentation. A transaction excluded from this article by subsection (d)(3) is governed by
30 Article 2 or 2A.

31 (d) This article does not apply to:

32 (1) a contract of employment of an individual who is not an independent
33 contractor, a contract for performance of entertainment services by an individual or group, or a

1 contract for performance of professional services by a member of a regulated profession;
2 (2) a license of a trademark, trade name, ~~or trade dress, or of a patent, or and~~
3 know-how related to ~~the~~ patent, unless the license is or is associated with ~~part of~~ a software
4 contract, a motion picture license, an access contract, or database contract;
5 [(3) information that represents money or deposit accounts;] or
6 (4) a sale or lease of a copy of a computer program that was not developed
7 specifically for a particular transaction and which is embedded in goods other than a copy of the
8 program or an information processing machine, unless the program was the subject of a separate
9 license with the buyer or lessee.

10 **Committee Votes:**

- 11 a. Voted 10-3 to reject a proposal to limit the scope of the article to “coded”, “digital”, “electronic” or
12 similar concept.
13 b. After initially rejecting the motion, on reconsideration, the Committee voted 10-0 to limit scope to
14 licenses of all information and software contracts.
15 c. Voted 9-3 to reject a motion to include all patent and trademark licenses in the Article.
16 d. Voted 8-4 to reject a motion to include all patent licenses. (Feb. 1997)
17 e. Voted 7-4 to reject a motion to delete (d)(2). (Feb. 1997)

18 **Changes Since the Last Meeting:**

19 Bracketed language raises the issue of whether scope should be defined to exclude transactions where the licensed subject
20 matter is information that represents money or deposit accounts.

21 **Reporter's Notes:**

22 1. This article deals with transactions involving the copyright industries. These industries play a major
23 role in the modern information age. The article does not cover all contracts in these industries, but focuses on licenses
24 and emphasizes transactions in industries whose current or future direction deals with digital products. The article does
25 not deal with sales of books, newspapers or traditional print media; except for transactions in computer software, the
26 scope of the article is limited to licenses which are defined as transactions in which the contract itself expressly conveys
27 less than all rights in the information.. Article 2B-102 defines a license as a transaction that expressly conditions or limits
28 the rights conveyed. Implied conditions, which are present because of copyright law, in any sale of a copyrighted product,
29 are not in themselves adequate to fall within the scope of the article.

30 2. As in every context in which digital and other modern information technologies have had significant
31 impact, they create difficult problems of placing the new technologies and technology products within existing legal and
32 social categories. That issue affects tax law, communications law, intellectual property law, and many other fields. It
33 affects the delineation of Article 2B scope. This article reflects extensive discussion by the Committee. The Committee
34 rejected proposals to limit the scope to digital information. Modern convergence of information technologies makes
35 reference to digital or a similar term an unworkable scope definition and its linkage to a specific technology makes the
36 long term viability of such a focus suspect. The Committee opted to focus on licensing and software contracts. Common
37 to these transactions is that the focus concerns information (rather than goods), even if transferred in a tangible copy (e.g.,
38 newspaper, diskette, book/manual) and that there are conditions on use or access in the transaction.

39 3. For transactions in information other than software, this article distinguishes between a license and a
40 sale of a copy. Exclusion of sales of copies of information leaves undisturbed major segments of the traditional
41 information industry, such as contracts involving a sale of a copy of a book or a newspaper. The distinction between a
42 license and a sale of a copy in the information industry is as explicit as the distinction between a sale and a lease in
43 goods. This section uses a transaction characterization consistent with practices in those industries.

44 For computer software, the more important factor involves the nature of the product. With the exception of some
45 limited types of software products, all transactions whether licenses or sales are subject to either express or implied
46 limitations on the use, distribution, modification and copying of the software. These limitations are commercially
47 important because (unlike in reference to newspapers and books) the technology makes copying, modification and other
48 uses easy to achieve and essential to even permitted uses of the software. Bringing all transactions involving this subject
49 matter into Article 2B reflects the functional commercial similarity of the transactions and the need for a responsive and
50 focused body of law applicable to these types of products. In addition, as a relatively new form of information transaction
51 involving products with distinctive and unique characteristics, no common law exists on many of the important questions

1 with reference to publisher and end user contracts regardless of whether a transaction constitutes a license or a sale of
2 a copy.

3 **4.** Subsection (b) and (c) discuss issues pertaining to the interface between Article 2B and other UCC
4 Articles. For transactions governed within the trio of UCC transactional articles (2, 2A and 2B), the primary rule applies
5 each to its particular subject matter. *This is the “gravaman of the action” test.* It rejects the “predominant purpose” test
6 used under current law for allocating coverage between transactions governed by Article 2 or law outside the UCC. The
7 primary exception involves embedded software as discussed in (d)(3). Based on a suggestion from the floor of the 1996
8 Annual Meeting, comments will make it clear that manuals delivered in connection with software are covered under
9 Article 2B.

10 **5.** **Subsection (d) exclusions.** Because Article 2B brings into the UCC a variety of transactions that were
11 previously covered under common law, the broad scope of inclusion has been tempered by the development of specific
12 exclusions. These are brought together in subsection (d). While some exclusions have been suggested based on industry-
13 specific activities, the exclusion in general refer to particular types of contractual activities in a more generic form.

14 **a. Subsection (d)(1)** deals with individual services contracts, including employment contracts and
15 entertainment services (e.g., actor, musical group performance, producer, etc.). The excluded cases involve
16 personal services and require much different default rules than here. The entertainment services exclusion
17 covers both direct contracts with individuals and the various structures under which a party hires services of
18 an individual or group through a loan contract with a legal entity with whom the individual or group is
19 employed. This subsection also excludes professional services to avoid confusion between and the regulatory
20 standards of regulated professions. The exclusion only pertains to regulated services and not to other contracts
21 or services (e.g., law firm web site where legal advice is not given is treated the same as any other web site).

22 The motion picture and publishing industries have suggested that the Committee consider exclusion
23 of author and other upstream contracts generally, but at this point have not pressed that issue, preferring to
24 work toward a draft that accommodates the characteristics of those contracts. Indeed, while sometimes
25 involving different practices, the issues in upstream contracts across the various areas of commerce discussed
26 in Article 2B are very similar. Upstream software contracts are clearly included. Illustrations of the provisions
27 resulting from discussion of this topic include the treatment of “to the satisfaction” clauses in 2B-305 and
28 submissions of information in 2B-602.

29 **b. Subsection (d)(2)** excludes patent and trademark licenses not associated with the other subject
30 matter of the Article. The rationale lies in the differences between copyright and digital licensing and practices
31 in unrelated areas of patent law. Patent licensing relating to biotech, mechanical and other industries entails
32 many different assumptions and standard practices that are not contemplated by this draft. This is also true for
33 trademark licensing. A similar analysis may also be true, to an extent that needs further discussion and
34 clarification either in text or comments, for merchandising transactions and commercial tie-ins, such as those
35 involving the use of images, film indicia, or graphics on a toy, apparel, or other tangible goods. Whether these
36 licenses should be specifically excluded from the scope of this Article requires further analysis in like of
37 concerns expressed by the affected industry and the fact that trademark licensing is current excluded.. As to
38 trademark licensing, there is the additional consideration of coverage of aspects of that industry under federal
39 and state franchising laws

40 While the Article excludes patent and trademark licensing, in practice, however, courts are likely to
41 apply Article 2B by analogy to other fields of licensing. The comments will discuss the role of application by
42 analogy of this Article in context of the history of reasoning by analogy in other contexts. See, e.g., Article 2A
43 comments

44 **c. Subsection (d)(3)** excludes computer programs such as airplane navigation or operation software,
45 software that operates automobile brake systems, and the like. Issues relating to this type of software are
46 governed by the law governing the transaction in the entire product (e.g., Article 2 or Article 2A).

47 **6. Banks as licensors.** Prior to the May, 1997 meeting, a Commissioner, representing Citibank, communicated
48 a proposal that Article 2B exclude any transaction involving a bank as the licensor. The argument for this refers to the
49 regulatory structure that controls core banking activities and approves non-traditional business activities for banks. The
50 proposal was strongly resisted by others present at the meeting in May based on the fact that, outside the specifically
51 regulated activities, banks are engaged in many of the same licensing and processing activities as are all other industries
52 involved in Article 2B.

53 Article 2B as drafted does not cover transactions governed under other law (e.g., Article 4A, Article 4). It is
54 preempted to the extent of specific controls under federal or state banking regulation. In implementing this exclusion,
55 the Committee recognized that modern developments in digital cash and similar systems place many companies other
56 than traditional banks in the same situation. Regulations, such as Regulation E on funds transfer, do not apply solely to
57 banks, but to any holder of a depository account and, depending on regulatory decisions, non-bank entities will be
58 included (e.g., a digital account created on a “smart card” for use to purchase a total of \$100 of coffee from a coffee
59 shop, a card containing frequent flier mileage for airline use).

60 Equally important, modern banks engage in many commercial activities that are identical to companies whose
61 licensing practice and online systems are clearly within Article 2B, such as Netscape, Westlaw, Home Shopping,
62 Microsoft Network, America On-Line, and others. As the information industries converge, so too is the banking industry
63 converging into fields identical to that of the information industries. Bank *entry* into these fields is regulated - a bank

1 must obtain approval under Regulation Y to do so. But this is scope regulation, not content regulation. A review of bank
2 websites, for example, reveals that some deal only with on-line banking, while others do not. The Wells Fargo site, for
3 example, offers a general shopping mall, a link to purchase software and various other information services. Complete
4 exclusion of banks is not warranted.

5 7. **Motion pictures.** The motion picture industry has expressed concern about the impact of Article 2B
6 o established licensing practices in that industry, especially in reference to its core business of developing, producing,
7 distributing, exhibiting and performing motion pictures, which can be defined as audiovisual works that are primarily
8 intended for viewing in a predetermined, continuous and sequential manner (e.g., those that do not rely on interactivity).
9 The industry has raised this issue, but has devoted substantial time and resources to working with the Committee and that
10 work has yielded significant improvements in the Draft. At this point, the industry has not determined whether to seek
11 a carve out for these transactions, but has circulated draft language to the foregoing effect to the Drafting Committee.
12

13 **SECTION 2B-104. TRANSACTIONS SUBJECT TO OTHER LAW.**

14 (a) Subject to subsection (b), ~~the conflicting law governs~~ in the case of a conflict between
15 this article and a statute or any regulation of this State or any final decision of a court of this State
16 interpreting the statute or regulation, the conflicting statute, regulation or decision controls, if it
17 exists on the effective date of this article and ~~that~~:

18 (1) ~~a law of this State establishes ing~~ a right of access to or use of information by
19 compulsory licensing or public access or a similar law;

20 (2) ~~a law of this State regulates ing~~ purchase or license of rights in motion pictures
21 by exhibitors; or

22 (3) ~~any law of this State that establishes a consumer protection different rule for~~
23 ~~consumers.~~

24 (b) If a law of this State ~~referred to in subsection (a)~~ existing on the effective date of this
25 article applies to a transaction governed by this article, the following rules apply:

26
27 (1) A requirement that a contractual obligation, waiver, notice, or disclaimer be in
28 writing is satisfied by a record.

29 (2) A requirement that a record or a contractual term be signed is satisfied by an
30 authentication.

31 (3) A requirement that a contractual term be conspicuous or the like is satisfied by
32 a term that is conspicuous in accordance with this article.

33 (4) A requirement of consent or agreement to a contractual term is satisfied by an

1 action that manifests assent to a term in accordance with this article.

2 (5) A statute authorizing electronic or digital signatures, or authorizing electronic
3 or digital substitutes for requirements of a writing controls over the provisions of this article to
4 the extent of a conflict with this article.

5 (c) With respect to this article, failure to comply with a law referred to in subsection (a)
6 has only the effect specified therein.

7 **Sources:** Section 9-104(1)(a); 2A-104(1)

8 **Committee Votes:**

9 a. The Committee voted 11-1 to approve the section subject to adjustments of section (b)(4) which have
10 subsequently been made. (September, 1996)

11 b. Reviewed without substantive change. (February, 1997)

12 **Reporter's Notes:**

13 **Changes Since the June Meeting:**

14 a. *The language in (c) was added as a result of the Harmonization Meeting to correspond to Article 2A as*
15 *currently drafted.*

16 b. *The language in (b)(5) was added in response to an issue raised in comments to the June Draft revised*
17 *Article 2. In underscores the intent of this Draft to fit alongside and in conformity with Digital and Electronic*
18 *Signature statutes that have been enacted in many states. To date, most of these statutes do not deal with the subject*
19 *matter of this Article.*

20 c. *During the Annual Meeting, written comments of several Commissioners asked for clarification of the*
21 *prior draft reference to conflicting "law" and clarification of as to what point in time the conflict is assessed.*
22 *Existing Article 2 provides that it does not impair or repeal "any statute" relating to consumers, farmers or other*
23 *special class of buyers. Existing Article 2A, defers to certificate of title statutes and consumer protection statutes or*
24 *court rulings existing at the effective date of the Article. The prior language was taken from proposed revisions of*
25 *Article 2, but leaves open both timing and source of law. One question, for example, is whether a common law*
26 *ruling after the effective date of the Act can reverse a specific provision of this Article? The answer is no under both*
27 *existing Article 2 and existing Article 2A. If the answer were yes, in effect, Article 2B would govern consumer*
28 *transactions only unless or until a court decides otherwise.*

29 *The issue does not relate to a distinction between prior or subsequent consumer protection statutes or*
30 *regulations. Both control over Article 2B: the pre-existing statute because of the carve out here and the subsequent*
31 *statute because it, presumably, contains its own scope and conflict provisions.*

32 *The proposed solution here links the deference to other law to statute and regulatory law, in addition to*
33 *case law that interprets the statute or regulation. The conflict is measured at the time of the effective date of this*
34 *article. As indicated above, subsequent regulations and statutes on these (or any other topic) have the capability of*
35 *preempting provisions of Article 2B if the legislature so chooses.*

36 **General Notes:**

37 **1. Subsection (a)** reflects the diversity of statutory and common law regulation of aspects of law relating
38 to information assets. This article centers on contractual arrangements and does not affect property rights. It does not
39 disturb regulations that compel disclosure or other access to the materials. This Article leaves undisturbed the law
40 relating to privacy. While these rights may be the subject of a license within this article, the underlying right is not
41 affected. For example, a state may hold that individuals have rights to control use of data concerning them. A licensee
42 of a database of addresses would have to deal with the fact that each individual may be the required licensor. This article
43 deals with contract terms and remedies. While privacy and public access laws are especially relevant for the increasing
44 commercial use of information, this article leaves to these other contexts the development of appropriate rules on
45 information as property.

46 As recommended by a bar association group, the comments to this section will contain illustrations suggesting
47 the type of statutes referred to in subsection (a)(1). The comments perhaps should also discuss professional regulations
48 in a transaction involving a lawyer or medical professional. Also, based on a suggestion at the Annual Meeting, the
49 comments will discuss the relationship between the reference to acts of "this" state in situations involving choice of law
50 questions.

51 Subsection (a)(2) excludes preemption by Article 2B of the various state laws that regulate so-called blind
52 bidding and other practices specifically relevant to the motion picture industry. As with consumer legislation, these
53 statutes were developed through extensive discussion and policy making and they should not be disrupted or affected
54 by Article 2B. This section reflects that, as to consumer law, the preservation of rules covers both statutory and case
55 law.

1 **2. Subsection (b)** implements a balance between the modernization themes in Article 2B relating to
2 electronic commerce and existing law regulating consumer contracts. It adopts a limited, circumspect reconciliation
3 approach that contrasts to the many non-uniform digital and electronic signature statutes that have been enacted in Utah,
4 Washington, Florida, Texas, Minnesota, and a number of other states. Many of these other non-uniform statutes take the
5 approach of replacing or amending all signature and writing requirements with a rule that allows a digitally encrypted
6 record or other electronic indicia of a signature to satisfy writing, signature, certification and other formalities. Digital
7 signature laws adopted in Washington, Utah, and as proposed in other states, adopt a similar reconciliation approach,
8 defining acts that comply with their requirements broadly to comply with writing, signature and similar requirements in
9 **all state laws.** This Draft is more limited in impact, narrowing the changes to center on manageable and identified
10 parameters of existing law without attempting to alter the entire world.

11 The problem addressed here involves the fact that literally thousands of potentially relevant statutes may affect
12 electronic commerce transactions. For transactions governed by Article 2B (or revised Article 2), the provisions of this
13 Article would ordinarily replace the other law. That is not true for consumer transactions. Yet, the policies that led to
14 a required “writing” most often did not consider the digital alternative. The balance must preserve important policies
15 (thus, the principle of general non-reversal) of these laws, but should extend the effectiveness of innovations in electronic
16 contracting. The approach here sets out a presumption that the other law controls, but identifies some aspects of UCC
17 electronic commerce rules where it is appropriate to reverse that presumption. In final form, the structure of Article 2B
18 must reflect some state’s constitutional and other laws that preclude general revision without specific authorization, of
19 laws beyond the particular enactment. This will be through a legislative note.

20 The goal is to facilitate electronic commerce and to implement concepts concerning electronic trade. Article
21 2B expands the idea of a writing and a signature to include, respectively, a record and an authentication. Conspicuous
22 is defined to deal with electronic contexts and expanded by an enhanced concept of manifestation of assent. In these
23 respects, electronic concepts that were not at issue when existing consumer law developed, require adjustments
24 appropriate to promote uniformity and certainty in commerce that is truly national in nature, while preserving the intent
25 of the regulations. There is no effort to alter content terms, such as whether a disclaimer can be made, what language
26 must be used, and like issues.

27 A legislative note should accompany the final draft highlighting that each state should examine existing law to
28 determine if the changes in (b) should not apply to particular existing rules.

29 Based on concerns expressed by consumer groups, subsection (b)(4) was altered and does not cover cases where
30 state law requires negotiation of a term. Negotiation requirements entail a mandate that a party actually dicker over a
31 term with there being an actual and direct exchange and alteration of positions, the concept of manifesting assent does
32 not meet this.
33

34 **[SECTION 2B-1054A. RELATION TO FEDERAL LAW. A provision of this article**

35 **which is preempted by federal law is unenforceable to the extent of such preemption.]**

36 **Notes and Action:**

- 37 a. At the 1997 ALI Annual Meeting, the general membership after a brief debate and by a narrow vote
38 of 86-82, approved a motion that Section 2B-308 (mass market licenses) be amended to provide that a term
39 inconsistent with federal copyright law does not become part of a contract under Section 2B-308.
40 b. At the 1997 NCCUSL Annual Meeting, the Conference adopted by a substantial majority a motion
41 that Article 2B should not deal in its text with questions of federal preemption but should be neutral and that
42 position should be stated in the comments.

43 **Issue:**

- 44 1. Should the section be deleted and the issue handled in comments to Section 104, former 308 and elsewhere?

45 **Reporter’s Note:**

46 1. This section has not been reviewed by the Drafting Committee.
47 2. Article 2B deals with general contract law, not with the issues faced in federal property law and
48 regulation. The relationship between federal law and state contract law on transactions involving information is complex.
49 The approach of Article 2B has been to correspond to clear rules of federal law and to take no position regarding
50 controversial or context determined rules whose application cannot be predicted. The comments to this section will make
51 clear that Article 2B is not intended to alter federal law and will discuss illustrations of cases where the interaction of
52 contract and federal policy occurs.

53 3. The complexity of the interaction is heightened by the fact that many property rights that underlie
54 transactions in this field are created by federal, rather than state law (e.g., Copyright Act, Patent Act). Also, beyond
55 property law, many situations involving disclosure, access, and transfer of information are subject to federal regulations,
56 such as in Regulation E, the Electronic Communications Privacy Act, the Communications Act of 1996, the Freedom
57 of Information Act, the Food and Drug Administration Act, and various other regulations or statutes.

58 4. The basic principle is that federal law controls if it preempts. When or whether that occurs is not a
59 question of state law. State law, including the UCC, cannot alter that balance and does not intend to do so. Thus, a federal
60 law determination that a specific form of disclosure creates an enforceable term cannot be altered by state law. Similarly,
61 a limit on liability mandated by federal law cannot be abridged by state contract law. A requirement of a writing to

1 transfer a copyright in federal law cannot be altered by abolishing a state statute of frauds. A mandatory rule that
2 prevents transfer of a non-exclusive license without the licensor's consent as a matter of federal law precludes a contrary
3 state law rule.

4 5. The basic principle of preemption is supplemented in licensing law by the fact that federal competition,
5 antitrust, and intellectual property rules provide a basis for courts to monitor some practices in licensing involving the
6 use of particular terms in particular setting that may be viewed as abusive. State law cannot control or alter those rulings.
7 They involve determinations about federal law and policy that go beyond state law. Article 2B takes no position on the
8 complex competition, social policy and other issues present here. It simply sets out basic contract principles governing
9 the contractual relationship in information transactions. It governs the contractual relationship, federal law and policy
10 determines whether a particular contract in a particular setting is barred by federal law.

11 6. In respect to these issues, Article 2B does not alter the relevant policy equation. Even
12 without Article 2B's clarification of complex and often out-dated contract rules, contract law and practice
13 already controls much of distribution of information. The contract law regime exists and in most cases and
14 with respect to most issues, contracts control as the method by which parties obtain value from information.
15 As stated in the Copyright Act, federal property law precludes state law that creates rights equivalent to
16 property rights created under copyright. 17 U.S.C. § 301. But as both a practical and a conceptual matter,
17 copyright (or patent) do not generally preclude or preempt contract law. Indeed, contracts are essential to use
18 one's own property, even when the property is tangible, let alone when it is intangible. A contract defines
19 rights between parties to the agreement, while a property right creates rights against all the world. They are
20 not equivalent.

21 7. With the transition from print to digital media as a main method of conveying information,
22 major policy disputes have erupted concerning the redistribution of rights in light of the fact that the media
23 of distribution allows many different and potentially valuable (for users or authors) uses of information
24 products. The difficulty of balancing fundamental rights in this context is demonstrated by the fact that
25 disputes about underlying social policy have erupted and been left unresolved in numerous contexts in the
26 U.S. and internationally. These fundamental questions are beyond the scope of this Article. State law that
27 conflicts with the resolution of those questions in federal law may be preempted if that is the policy choice
28 made in federal law.

29 8. Typically, in determining whether or when such policies apply, courts accept that contract
30 law generally prevails, but ask whether a particular contract clause in a particular setting conflicts with
31 federal policies when balanced against the general role of contracts in the economy and legal system. How
32 far the federal policies reach is uncertain. Not surprisingly, in light of the shifts caused by digital technology,
33 defining the proper scope of rights under federal property law has been controversial; it remains unresolved
34 despite extensive negotiation and political discussion. Some disputed issues deal with reverse engineering
35 of copyrighted, but unpatented technology and the scope of educational or scientific fair use of digital works.
36 These are questions of federal policy. They must be resolved by courts and Congress, rather than through
37 state legislation. Article 2B takes no position on these or similar questions, whether a preclusion potentially
38 stems from antitrust law or from intellectual property law or other source of federal preemption. Article 2B
39 merely provides a contract law framework.

40 **SECTION 2B-1065. APPLICATION TO OTHER TRANSACTIONS.-**

41 ~~————(a) Except in a mass market transaction, in an agreement represented by a record:~~

42 ~~————(1) parties to a transaction not governed by this article may elect in their contract~~
43 ~~to have all or part of this article apply to the transaction; and~~

44 ~~————(2) if part of a transaction is governed by this article and part is governed by other~~
45 ~~law, the parties may provide that the transaction is to be governed entirely by this article or by the~~
46 ~~other law.~~

47 ~~————(b) An agreement described in subsection (a) is effective to the extent that it deals with~~
48 ~~issues that the parties could resolve by agreement.~~

1 **Committee Vote:**

2 a. Voted 7-4 to replace consumer contract with mass market contract.
3
4

5 **Selected Issue:**

6 In an on-line contract, should there be an opt-in right even if the mass market based on suggestions by a White House
7 study group that there be an opportunity to elect into a uniform law tailored to electronic environments?

8 **Reporter's Notes:**

9 1. This section expresses an approach generally assumed to be current law based on the theory of party
10 autonomy in contracting. A contractual election to apply this article is analogous to a choice of law term selecting the
11 law of a particular state. By agreement, parties can determine, for example, that the warranty rules of this article are more
12 appropriate in a contract involving services than are common law or Article 2 warranties. If there are no fundamental
13 policy barriers precluding use of these rules, the choice of law made by contract governs.

14 2. In addition to validating party autonomy, however, this section exempts out mass market contracts from
15 the reach of the ability to contract into this UCC section. The exclusion, which was originally restricted to consumer
16 contracts, assumed that the party to a mass market agreement is not likely to understand differences in law. In most states
17 under current law, a similar theory does not apply in cases where a consumer contract makes a choice of law unless
18 fundamental policies of the state are circumvented by the choice. This section thus implements a form of extended
19 consumer protection and applies it to both consumers and businesses operating in the mass market. Restrictions of this
20 type, if appropriate for consumers, are not typically expanded to business parties under current U.S. or European law.
21

22 **SECTION 2B-107~~15~~. EFFECT OF AGREEMENT.**

23 (a) Whenever this article allocates a risk or imposes a burden as between the parties, an
24 agreement may shift the allocation and apportion the risk or burden.

25 (b) Except as expressly provided in this article or in Article 1, the effect of any provision
26 of this article may be varied by agreement of the parties. To the extent stated in the following
27 sections, the agreement may not vary:

28 (1) the right to relief from an unconscionable contract or clause;

29 (2) the effect of Section 2B-406 on limitation or disclaimer of warranties;

30 (3) the limits in Section 2B-716 on waiver of self-help protections;

31 (4) the unenforceable terms described in Section 2B-503(b) on contractual transfer
32 restrictions;

33 (5) the limitations on excluding notice in Section 2B-627;

34 (6) the limitation in Section 2B-625(e) on excuse by unexpected events;

35 (7) the restrictions in Section 2B-705(a) on the statute of limitations;

36 (8) the limits on inclusion of refusal terms in Section 2B-208(a)~~308(b)~~;

37 (9) the limits on choice of forum in consumer contracts in 2B-107; or

38 [other provisions to be added]

39 (c) The absence of a phrase such as “unless otherwise agreed” in a provision of this

1 article does not preclude the parties from varying the provision by agreement. The fact that a
2 provision of this article states a precondition for a result does not of itself imply that the absence
3 of that precondition yields the opposite result.

4 (d) Unless this article requires a term to be conspicuous, or that there be manifest assent
5 to the term, neither requirement is a prerequisite to enforceability of the term.

6 (e) Whether a term is conspicuous or constitutes a term excluded under Section 2B-
7 308(b)(1) is a question of law to be determined by the court.

8 **Uniform Law Source:** None.

9 **Changes Since Last Meeting:**

10 Moved here from 2B-115 as part of general reorganization. No substantive changes.

11 **Reporter's Notes:**

12 1. This section implements the basic policy that all of the provisions of this Article are subject to contrary
13 agreement with the exception of listed sections or rules that are not subject to contractual modification. It deals with an
14 important issue created by virtue of the drafting approach applied here. As a general rule, sections in Article 2B (and
15 Article 2) are drafted in apparently mandatory terms as rules of law. This is subject to the over-riding principle, described
16 in subsection (b), that all of the terms of the article can be altered by agreement. The difficulty rests in the fact that this
17 general principle is, itself, subject to important limitations. The difficulty thus created is how to provide guidance to
18 persons drafting or planning a transaction who are not aware of all of the nuances of when or whether a particular
19 statutory term can be varied and, indeed, even what one means by varying the statutory terms by agreement. The section
20 reverses decisions such as *Suburban Trust and Savings Bank v. The University of Delaware*, 910 F. Supp. 1009 (D. Del.
21 1995) which applied the "plain meaning" of an Article 9 provision and held that the specific terms of Article 9 rule
22 supersede the general terms of UCC ' 1-102 (permitting contractual variation of statutory rules).

23 2. While the feasibility of listing exceptions in a single section has been questioned, it is the only
24 alternative to the prior practice in UCC articles of stating "unless otherwise agreed" in the sections where the rule can
25 be modified by agreement. In the absence of one or the other approach specifically in the statute, courts may misread
26 the mandatory sounding language that arises as a result of the drafting decision to eliminate use of "unless otherwise
27 agreed."

28 3. Subsection (d) holds that conspicuousness is a matter of law. This follows current law.

29 4. Subsection (f) deals with a major concern that arises from the drafting style used in the UCC revisions.
30 It resolves interpretation questions about the existence of a so-called negative pregnant in many of the rules in this article.
31 Thus, if a section indicates that "If the originator of a message requests acknowledgment, then the following rules apply:
32 ---" that does not indicate what rules apply in the absence of that request; in itself, it does not bar a court from adopting
33 some or all of the same rules in the absence of a request, but merely states the affirmative proposition. Of course, in many
34 cases, the more exclusionary result is intended. This can be inferred from the context or the associated policies.

35 **SECTION 2B-1086. LAW IN MULTI-JURISDICTIONAL TRANSACTIONS.**

36 (a) A choice-of-law term in an agreement is enforceable.

37 (b) If an agreement does not have an ~~enforceable~~ choice-of-law term, the following rules
38 apply:

39 (1) In an access contract or a contract providing for delivery of a copy by
40 electronic communication, the contract is governed by the law of the jurisdiction in which the
41 licensor is located when the contract becomes enforceable between the parties.

42 (2) A consumer contract not governed by subsection (b)(1) which requires

1 delivery of a copy on a physical medium to the consumer is governed as to the contractual rights
2 and obligations of the parties by the law of the jurisdiction in which the copy is located when the
3 licensee receives possession of the copy or, in the event of nondelivery, the jurisdiction in which
4 receipt was to have occurred.

5 (3) In all other cases, the contract is governed by the law of the State with the
6 most significant relationship to the contract.

7 (c) If the jurisdiction whose law applies as determined under subsection (b) is outside the
8 United States, subsection (b) applies only if the laws of that jurisdiction provide substantially
9 similar protections and rights to the party not located in that jurisdiction as are provided under
10 this article. Otherwise, the rights and duties of the parties are governed by the law of the
11 jurisdiction in the United States which has the most significant ~~substantial~~ relationship to the
12 transaction.

13 (d) A party is located at its place of business if it has one place of business, at its chief
14 executive office if it has more than one place of business, or at its place of incorporation or
15 primary registration if it does not have a physical place of business. Otherwise, a party is located
16 at its primary residence.

17 **Uniform Law Source:** Restatement (Second) of Conflicts 188; Section 1-105; Section 9-103.

18 **Committee Votes:**

- 19 a. Voted 9-1 to use consumer, rather than mass market.
20 b. Voted 8-5 to adopt alternative A of subsection (a) validating contract choice of law. (Feb. 1997)
21 c. Voted 11-0 to adopt significant relationship test as back-up rule. (Feb. 1997)

22 **Reporter's Notes:**

23 1. There are two questions addressed in this section. The first deals with enforceability of contract
24 provisions choosing the applicable law for a contract and the second deals with choice of law in the absence of a contract
25 term dealing with the question.

26 2. Choice of law clauses are routine in commercial licenses. They select what state's law applies.
27 Subsection (a) validates choice of law agreements, thus adopting a strong, contract choice position. Law outside this
28 statute might restrict the ability of commercial parties to choose their law if the choice infringes fundamental policy of
29 the forum state. This Article does not alter that policy or the applicable over-riding law. But few of the cases discussing
30 this deal with anything other than a consumer transaction. A prior Section of this Article makes clear that those consumer
31 policies and rules are not disturbed by Article 2B.

32 A rule that validates choice of law agreements states an important policy choice in a context where an increasing
33 number of modern information transactions occur in cyberspace, rather than in fixed environments. Because many
34 transactions in this field are not easily related to tangible locations, the ability to fix an appropriate choice of law provides
35 an important contract drafting premise. The Committee in January, 1996 expressed strong support for this premise and,
36 indeed, it reflects the clear trend of modern law. The rule enhances certainty of contract on choice of law rules in Article
37 2B under the principle of freedom of contract. It was strongly supported by ABA representatives.

38 Subsection (a) makes the clause enforceable, subject to concepts of unfair surprise, conscionability, duress, and
39 other general law theories. Except in Article 2A and cases of consumer regulatory statutes, no current uniform law in
40 the U.S. precludes enforcement of contract choice of law on issues that a contract could control. Neither the Restatement,
41 current Article 1 or Article 2, nor revised Article 2 place special restrictions on choice of law.

1 3. Common law generally enforces contractual choice of law in transactions involving intangibles. See
2 Finch v. Hughes Aircraft Co., 57 Md. App. 190, 469 A.2d 867, 887, cert den 298 Md. 310, 469 A.2d 864 (1984), reh.
3 den. 471 U.S. 1049 (1985) (patent license); Medtronic Inc. v. Janss, 729 F.2d 1395 (11th Cir. 1984); Universal Gym
4 Equipment, Inc. v. Atlantic Health & Fitness Products, 229 U.S.P.Q. 335 (D. Md. 1985); Northeast Data Sys., Inc. v.
5 McDonnell Douglas Computer Sys. Co., 986 F.2d 607 (1st Cir. 1993). The major exception occurs where the choice
6 contradicts the basic policy of the state that would otherwise have its law apply, but reported cases outside of consumer
7 or other regulated contracts often go relatively far to avoid finding such fundamental policies. Shipley Co., Inc. v. Clark,
8 728 F. Supp. 818, 826 (D. Mass. 1990). The Restatement (Second) allows choice of law terms to govern in any case
9 (including consumer contract) where the issue could be resolved by contract. In addition, even if contract rules might
10 not otherwise govern, under the Restatement, the contract choice is presumed to be valid, subject to limited exceptions.
11 Restatement (Second) of Conflict of Laws §187 (may be invalid if not resolvable by contract and either there was no
12 “reasonable basis” for the choice of that state’s law, or “application of the law of the chosen state would be contrary to
13 a fundamental policy of a state which has a materially greater interest than the chosen state in the determination of the
14 particular issue.”

15 4. Article 1-105 currently allows a choice of law clause only if the chosen state has a “reasonable
16 relationship” to the transaction. This rule is more restrictive than the Restatement and the other law of most states outside
17 Section 1-105. It reflects law that existed when the UCC was adopted five decades ago, but that has little merit in
18 modern electronic transactions and does not fit with modern scholarship about choice of law as reflected in the
19 Restatement (Second) and elsewhere. That rule is anomalous applied to transactions involving general commercial
20 behavior. Article 2A provides a limited rule for *consumer* leases, restricting the choice of law to the jurisdiction in
21 which the lessee resides on or within thirty days after the contract becomes enforceable. §¹ 2A-106. That rule is
22 inappropriate for the intangible property involved in the subject matter of this article. It would create a situation in which
23 an on-line provider would be subject to the law in all fifty states and unable to resolve this even by contract. That would
24 be true even if no discernible consumer protection interest justified the contractual choice limitation.

25 The residence rule does not exist under Article 2, Article 1 or the Restatement. As a consumer protection, it
26 assumes that the domicile is more protective than any other state law. As a matter of logic, that **cannot** be true in all
27 cases. In an information marketplace and especially in cyberspace transactions, the residence rule harms the consumer
28 as often as it helps her. In Internet environments, it clearly frustrates goals of providing uniformity and being able to
29 control the number of divergent laws with which a contract must comply.

30 **Illustration 1:** AOL provides on-line services throughout the United States and has its chief offices in
31 Virginia. Under the proposed draft, in a contract with a consumer who resides in Oklahoma, the contract
32 may choose the law of Virginia (licensor location) or Oklahoma (licensee residence). If it purports to
33 choose Alaska law, that choice of law is enforceable except to the extent that it denies the licensee
34 fundamental protections that would be available to it under Virginia or Oklahoma law outside this Article.

35 5. The second issue involves choice of law in the **absence of contract terms** and is covered in subsection
36 (b). The purpose of stating choice of law rules is to enhance certainty against which the parties can bargain for different
37 terms if they so choose. Under general law, choice of law principles are often driven by litigation concerns and refer
38 to questions about “reasonable relationship”, “most substantial contacts”, and “governmental interest.” In the online
39 environment, this does not support commercial development and creates substantial uncertainty.

40 6. The most important rule is in (b)(1). It deals with electronic transactional environments and creates
41 a presumptive choice of law based on the location of the licensor. This concept has been extensively discussed in
42 reference to online environments. Where an on-line vendor automatically provides direct marketing to the world through
43 Internet, any other formulation would require the vendor to comply with the law of fifty states and 170 countries since
44 it will often not be clear where the information is being sent. Some states or countries mandate such compliance through
45 local laws, such as for example, recent amendments to California warranty law applicable to the sale of goods. By opting
46 for a more stable, identifiable source of underlying law is an important step toward facilitating electronic commerce in
47 digital products. As described in this section, the licensor’s location refers to its chief executive office (as in Article 9),
48 rather than the location of the computer that contains or provides the information.

49 7. Subsections (b)(2) and (b)(3) deal with more traditional environments. Subsection (b)(2) creates a
50 consumer rule for cases of physical delivery of copies (not involving online contracts). The rule chosen focuses on the
51 location where the copy is received. In most, but not all cases, of course, this will be the state in which the consumer
52 resides. That location would typically be chosen under any choice of law regime, but this section makes the choice clear.
53 Thus, for example, a consumer acquiring software in Chicago will be subject to the law of Illinois in the absence of
54 contract terms. That rule is consistent with concerns about the “place of performance” and like considerations under
55 current law. It is also followed in many European consumer protection rules relating to contract choice of law involving
56 sales of goods and services. This rule deals with situations in which the licensor will know where delivery will occur
57 because it delivers a physical copy and is not engaged in an electronic communication. This allows electronic transactions
58 to be governed by a choice of law rule that enables commercial decision-making based on an identifiable body of law
59 and does not impose costs on the transaction by requiring that the electronic vendor determine what physical location
60 corresponds to an electronic location.

61 The language in (b)(2) only deals with contract issues. It does not affect tax or other relevant concerns. In
62 Quill Corp. v. North Dakota, 504 U.S. 298 (1992) the Supreme Court held that no adequate nexus for tax purposes
63 was established where the only contact of an entity with a state was advertising and delivery through common carrier.

1 This Article, of course, deals only with contract issues.

2 Subsection (b)(3) states the residual rule, applicable to consumer cases where no copy is delivered and the deal
3 is not an online performance, and to commercial contracts where no choice of law clause was agreed to by the parties.
4 The section adopts the Restatement (Second) test. The Restatement (Second) of Conflicts uses a "most significant
5 relationship" standard to be judged by considering a variety of factors that include: (a) the place of contracting, (b) the
6 place of negotiation of the contract, (c) the place of performance, (d) the location of the subject matter of the contract,
7 and (e) the domicile, residence, nationality, place of incorporation and place of business of the parties. (f) the needs of
8 the interstate and international systems, (g) the relevant policies of the forum, (h) the relevant policies of other interested
9 states and the relative interests of those states in the determination of the particular issue, (i) the protection of justified
10 expectations, (j) the basic policies underlying the particular field of law, (k) certainty, predictability and uniformity of
11 result, and (l) ease in the determination and application of the law to be applied. Restatement (Second) " 6, 188.

12 This rule is not uniformly accepted. Many states use principles from the Restatement (First) or theories evolved
13 by academic authors. One text states: "[C]hoice-of-law theory today is in considerable disarray - and has been for
14 some time. [It] is marked by eclecticism and even eccentricity. No consensus exists among scholars.... [Like]
15 revolutionaries who can unite only to eliminate the existing government, they cannot agree on the establishment of
16 a new one. The disarray in the courts may be worse. Four or five theories are in vogue among the various states, with
17 many decisions using - openly or covertly - more than one theory." William Richman & William Reynolds,
18 Understanding Conflict of Laws 241 (2d ed. 1992). The disarray argues for giving guidance for contracts in cyberspace.

19 8. Subsection (c) provides a rule in cases of foreign choices of law where the effect of using the licensors
20 location would be to place the choice of law in a harsh, under-developed, or otherwise inappropriate location. This is
21 intended to protect against conscious selections of location designed to disadvantage the other party and forum shopping
22 by U.S. companies who have virtually free choice as to where to locate. It is especially important in context of the global
23 Internet context.

24 SECTION 2B-1097. CHOICE OF FORUM. The parties may choose an exclusive

26 judicial forum. However, [other than in an access contract for informational content or services,]

27 in a consumer contract the choice is not enforceable if the chosen jurisdiction would not

28 otherwise have jurisdiction over the consumer and the choice is unreasonable and unjust as to

29 [~~unfairly disadvantages~~] the consumer. A choice-of-forum term is not exclusive unless the

30 agreement expressly so provides.

31 **Uniform Law Source:** Section 2A-106.

32 **Committee Votes:**

- 33 1. Rejected a motion to delete the section. VOTE 4 - 9 (February, 1997).
- 34 2. Voted to adopt the term consumer and not "mass market" VOTE: 8-5 (February, 1997)
- 35 3. Consensus that Draft should deal separately with arbitration clauses if at all. (February, 1997)

36 **Selected Issue:**

- 37 a. Should the choice of forum be validated in Internet transactions?

38 **Reporter's Notes:**

39 1. This section deals with choice of an exclusive judicial forum. It does not cover contract terms that
40 permit litigation to be brought in a designated jurisdiction, but do not require that result. Although earlier case law
41 viewed forum choices with some disfavor, the trend of modern case law enforces choice of forum clauses, even if in
42 standard form contracts, so long as enforcement does not unreasonably disadvantage a party. Since 1972, courts have
43 shown an increasing willingness to enforce this type of contract provision, subject to due process restrictions. See
44 Bremen v. Zapata Offshore Co., 407 U.S. 1, 10 (1972) (choice of forum clauses are "prima facie valid"). This case law
45 does not differentiate between standard form and nonstandard contracts. See Carnival Cruise Lines, Inc. v. Shute, 111
46 S.Ct. 1522 (1991). However, constitutional concerns about fairness and notice may provide a limiting role. Thus, the
47 US Supreme Court held that a choice of arbitration under New York law in a standard form contract could not be
48 enforced to apply New York law prohibiting punitive damage awards in arbitration where that substantive effect was not
49 highlighted or brought to the affected party's attention. Similarly, some courts hold such clauses to be unenforceable
50 where they impinge on concepts of fundamental unfairness. See also Perkins v. CCH Computax, Inc., 106 N.C. App. 210,
51 415 S.E.2d 755 (1992); Lauro Lines v. Chasser, 490 U.S. 495 (1989); Sterling Forest Assocs., Ltd. v. Barnett-Range
52 Corp., 840 F.2d 249 (4th Cir. 1988).

53 2. The importance of choice of forum provisions in transactions in cyberspace was highlighted by a series
54 of cases involving jurisdictional issues on Internet and related online environments. See, e.g., CompuServe v. Patterson,
55 89 F.3d 927 (6th Cir. 1996). (allowing jurisdiction of Texas provider in Ohio because of contract contacts with Ohio

1 online provider). The Supreme Court enforced a choice of forum in a standard form contract even though the choice
2 effectively denied a consumer the ability to defend the contract and the choice was contained in a non-negotiated form
3 and not presented to the consumer until after the tickets had been purchased. See Carnival Cruise Lines, Inc. v. Shute,
4 111 S.Ct. 1522 (1991). The Court's comments have relevance to Internet contracting:

5 [It would] be entirely unreasonable to assume that a cruise passenger would or could negotiate the
6 terms of a forum clause in a routine commercial cruise ticket form. Nevertheless, including a
7 reasonable forum clause in such a form well may be permissible for several reasons. Because it is not
8 unlikely that a mishap in a cruise could subject a cruise line to litigation in several different fora, the
9 line has a special interest in limiting such fora. Moreover, a clause establishing [the forum] has the
10 salutary effect of dispelling confusion as to where suits may be brought.... Furthermore, it is likely that
11 passengers purchasing tickets containing a forum clause ... benefit in the form of reduced fares
12 reflecting the savings that the cruise line enjoys....

13 The bracketed language relating to access contracts refines a concept that was discussed without objection by the
14 Committee in February, 1997.

15 3. This section provides separate protection for consumers where the risk of over-reaching is more severe.
16 Protection of this sort may already exist in applicable state consumer protection law. The purpose of the exception is to
17 protect the individual, not to deal with a market place or transactional issue. This is especially important as information
18 commerce goes more and more online. If online transactions in the Internet are generally equated to mass market
19 transactions, using that term here would seriously affect the ability of providers to control risk in world wide distribution.

20 4. Article 2A restricts the validity of choice of forum in consumer cases. '2A-106. Neither Article 2, nor
21 Article 1 deal with choice of forum contracts.

22 5. The section has modified to remove the former bracketed language and adopt the language that has
23 become the dominant theme in reported case law. "Unjust and unreasonable" has become the dominant standard to
24 measure enforceability and, indeed, most courts now suggest that choice of forum clauses are presumptively enforceable
25 unless this standard is proven. The intent is to conform to Supreme Court and other holdings in reference to what type
26 of limits on choice of forum are appropriate. The comments will spell out the case law development in greater detail.

27 6. This section does not deal with arbitration or other alternative dispute resolution clauses. The law there
28 is characterized by substantial federal preemption and specific, existing state law rules that should not be disturbed here.

29 **SECTION 2B-1108. BREACH OF CONTRACT.**

30
31 (a) Whether a party is in breach of contract is determined by the contract. Breach of
32 contract includes a party's failure to perform an obligation in a timely manner, repudiation of a
33 contract, or exceeding a contractual limitation on the use of information.

34 (b) A breach of contract is material if the contract so provides [or if the breach is a failure
35 to perform an express contract term or condition]. In the absence of an express contractual term,
36 a breach is material if the circumstances, including the language of the agreement, reasonable
37 expectations of the parties, standards and practices of the trade or industry, and character of the
38 breach, indicate that:

39 (1) the breach caused or may cause substantial harm to the aggrieved party
40 including imposing costs that significantly exceed the contract value; or

41 (2) the breach will substantially deprive the aggrieved party of a benefit it
42 reasonably expected under the contract.

43 (c) A material breach of contract occurs if the cumulative effect of nonmaterial breaches

1 by the same party satisfies the standards for materiality.

2 (d) If there is a breach of contract, whether or not material, the aggrieved party is entitled
3 to the remedies provided for in the agreement and this article.

4 **Uniform Law Source:** Restatement (Second) Contracts § 241.

5 **Committee Votes:**

6 a. Adopted a motion to delete a list of events that are material. Vote: 11 - 0 (Feb. 1997)

7 **Selected Issue:**

8 1. Should the proposed recognition of express contract conditions in subsection (b) be adopted?

9 **Reporter's Notes:**

10 1. In this Article, as in general contract law, a party must perform in conformity with its contract. For
11 purposes of remedies, this Article also follows common law and distinguishes between immaterial and material breaches.
12 A similar distinction exists in Article 2 in cases other than that cases of a single delivery of a product. The reference to
13 material breach corresponds to common law and the Restatement (Second) of Contracts which govern many of the
14 transactions brought under Article 2B. Article 2 revisions use a different phrase ("substantial impairment") for a similar
15 idea.

16 2. Subsection (a) defines breach. Breach occurs whenever a party acts or fails to act in a manner required
17 by the contract. Encompassed in this term are failures to make timely performance, breach of warranty, late delivery,
18 repudiation, non-delivery, and exceeding contractual limitations, etc. What is and is not a breach is determined by the
19 contract and, in the absence of contract terms, by this Article.

20 3. Subsection (b) defines material breach. "Material breach" and "substantial performance" are
21 interchangeable. (See Section 2B-102: defines substantial performance as "performance of a contractual obligation in
22 a manner that does not constitute a material breach of that contract.") The primary relevance of the term lies in what
23 remedies are available. As in common law (except for mass market transactions) a party can refuse to perform payment
24 or other obligations and can cancel only if a breach is material. For immaterial breaches, the remedy is damages.
25 Restatement (Second) of Contracts § 237 expresses the rule as follows: "[It] is a condition of each party's remaining
26 duties to render performances ... under an exchange of promises that there be no uncured material failure by the other
27 party to render any such performance due at an earlier time."

28 The basic theme lies in the fact that, while parties are entitled to the contract performance for which they
29 bargained, some breaches are sufficiently immaterial that they do not justify forfeiture of the entire bargain. For example,
30 a one day delay in payment may or may not be material. A reasonable failure to fully meet advertised performance
31 expectations of handling 10,000 files may not be material where the licensee's needs never exceed 4,000 if the system
32 handles 9,999 and the contract did not expressly require 10,000 files: Subsection (b) has been revised to make clear that,
33 as in common law, if the parties agree to an express contract condition, that condition must be satisfied. Thus, for
34 example, in a development contract, the parties agree that the final product must meet 10 conditions before it is
35 acceptable. One condition provides for operation at a speed of no less than 150,000 rev. per second. The delivered
36 product fails to meet that standard, falling short by a relatively small amount. Since meeting that conditions was an
37 express contractual standard, the failure to perform is material, justifying refusal of the product. On the other hand, in
38 a contract for delivery of a database to be used as a mailing list, assume that no specific delivery date is specified. The
39 product is delivered but arguably later than expected. Whether the breach is material in the absence of an express term
40 hinges on the effect of the delay on the overall value of the contract.

41 Breach entitles the injured party to remedies. What remedies are available depends on whether the breach is
42 material or immaterial. The material breach concept rests on the common law belief that it is better to preserve a contract
43 relationship in the face of minor performance problems and the related belief that allowing one party to cancel the
44 contract for minor defects may cause unwarranted forfeiture and unfair opportunism. Materiality relates to the injured
45 party's perspective and to the value that it expected from performance. Faced with an immaterial breach, the injured party
46 can recover for damages that arise in the ordinary course as a consequence of the breach, but cannot cancel the contract
47 or reject the tender of rights unless the contract expressly permits that remedy. Faced with a material breach, a wider
48 panoply of remedies is available to the injured party, including the right to cancel the contract. This Article carries the
49 distinction throughout and with respect to both parties to a contract, except that a different standard applies to mass
50 market transactions involving a refusal of a single delivery of software; there, the Article follows existing Article 2.

51 4. Material breach rules apply in current law to all transactions not governed by the Article 2. For some
52 licensing cases, see Rano v. Sipa Press, 987 F.2d 580 (9th Cir. 1993); Otto Preminger Films, Ltd. v. Quintex
53 Entertainment, Ltd., 950 F.2d 1492 (9th Cir. 1991) ("breach ... is material if it is so substantial as to defeat the purpose
54 of the transaction or so severe as to justify the other party's suspension of performance"); Compuware Corp. v. J.R. Blank
55 & Associates, Inc., 1990 WL 208,604 (N.D. Ill. 1990).

56 5. The materiality standard parallels international laws which often use the term "fundamental breach"
57 to describe the same concept. The Convention on the International Sale of Goods (CISG) states: "A breach ... is
58 fundamental if it results in such detriment to the other party as substantially to deprive him of what he is entitled to expect
59 under the contract, unless the party in breach did not foresee and a reasonable person ... would not have foreseen such

1 a result.” CISG Art. 25. UNIDROIT Principles of International Commercial Law state: “A party may terminate the
2 contract where the failure of the other party to perform an obligation under the contract amounts to a fundamental non-
3 performance.” UNIDROIT art. 7.3.1(1). Article 2 and Article 2A stand alone in requiring “perfect tender”, but do so only
4 in reference to a single situation: delivery of goods not part of an installment contract. Outside that context, use of
5 materiality is unanimous. An ABA Software Contract Task Force recommended that the perfect tender rule be abolished
6 with respect to software contracts because of the complexity of the software product and the fact that minor flaws
7 (“bugs”) are common in virtually all software.

8 **6. What constitutes a material breach?** One cannot define materiality in absolute terms any more than
9 one can define concepts such as negligence, reasonable care, merchantability, or the like. The key lies in defining an
10 appropriate reference point. Subsection (b) emphasizes two elements: contract terms and the extent to which breach
11 causes significant harm to the aggrieved party. The Restatement (Second) of Contracts lists five circumstances as
12 significant: 1) the extent to which the injured party will be deprived of the benefit he or she reasonably expected; 2)
13 the extent to which the injured party can be adequately compensated for the benefit of which he will be deprived; 3) the
14 extent to which the party failing to perform or to offer to perform will suffer forfeiture; 4) the likelihood that the party
15 failing to perform or to offer to perform will cure the failure, taking into account all the circumstances, including any
16 reasonable assurances; and 5) the extent to which the behavior of the party failing to perform or to offer to perform
17 comports with standards of good faith and fair dealing. Restatement (Second) of Contracts § 241 (1981).

18 The factors listed in subsection (b) are not exclusive. Courts should be free to draw on common law cases. For
19 example, the concept incorporates questions about the motivation of the breaching party. A series of minor breaches
20 may constitute a material breach where the motivation for this conduct involves a bad faith effort to reduce the value of
21 the deal to the other party or to force that party into a position from which it will be forced to relinquish either the entire
22 deal or, through re-negotiation, aspects of the deal that are otherwise important to it.

23 **7.** The strength of the materiality concept is also its weakness in commercial cases. It provides a flexible
24 standard that allows courts to deny unwarranted forfeitures (cancellation for small, inconsequential problems). That
25 flexibility, however, creates potentially disruptive uncertainty in commercial contracts. It is important, therefore, that
26 ideas of materiality hinge on the terms of the contract. As expressed in subsection (b), the contract terms can define what
27 is material. As drafted in this section, that can happen in three ways. The first two involve either expressly providing a
28 remedy for a particular breach (e.g., failure to meet “X” test permits cancellation of the contract) or expressly defining
29 a particular breach per se material. The third context involves what, under common law is described as “express
30 conditions.” These are express contract terms conformance to which is implicitly or expressly a precondition to the
31 performance of the other party. Here, the nature of the express agreement itself conditions the remedy.

32 **Illustration 1.** The licensee agrees to specifications for a new word processing program. The
33 standards expressly require a dictionary with no less than 5 million words. The actual dictionary has
34 4.99 million. The developer fails to meet the standard within the agreed time. The failure to meet the
35 **express** standards constitutes a material breach. The licensee can refuse the product.

36 **Illustration 2.** A contract requires delivery of a database program but does not expressly describe the
37 characteristics required of the program. The database program meets its own specifications, but fails
38 to in a manner comparable to other similar type programs. There is a breach. Materiality hinges on
39 whether the defect causes substantial harm to the licensee under subsection (b).

40 **8.** Restatement (Second) of Contracts § 242 states:

41 In determining the time after which a party's uncured material failure to render performance ...
42 discharges the other party's remaining duties ... the following ... are significant:

43 ****

44 (c) the extent to which the agreement provides for performance without delay, but a material
45 failure to perform ... on a stated day does not of itself discharge the other party's remaining duties
46 unless the circumstances, including the language of the agreement, indicate that performance or
47 an offer to perform by that day is important.

48 This is designed to deal with boilerplate “time is of the essence” clauses that are not related to the realities of the deal
49 but might be used to justify a forfeiture even where the day late has no consequence. Restatement (Second) of Contracts
50 § 242, comment d.

51 **SECTION 2B-11109. UNCONSCIONABLE CONTRACT OR TERM.**

52
53
54 (a) If a court finds as a matter of law that a contract or any term thereof was
55 unconscionable at the time it was made, the court may refuse to enforce the contract, enforce the
56 remainder of the contract without the term, or so limit the application of the term as to avoid any
57 the unconscionable result.

1 (b) Before making a finding of unconscionability under subsection (a), the court, on
2 motion of a party or on its own motion, shall afford the parties a reasonable opportunity to
3 present evidence as to the setting, purpose, and effect of the contract or term thereof ~~or of the~~
4 ~~conduct.~~

5 **Uniform Law Source:** Section 2-302; 2A-108. Revised.

6 **Conference and Committee Action:**

7 1. At the 1997 NCCUSL Annual Meeting, the Conference adopted a motion that the three
8 transactional articles should follow a consistent "core" definition. No motion was voted on to define the
9 content of that core and the movant explicitly made clear that he did not intend to resolve that issue. This
10 Draft retains current Article 2 law as the applicable core definition.

11 **Reporter's Note:**

12 1. This draft follows current law in Article 2. Since many of the transactions covered by Article 2B are
13 not now within the UCC, in many states, it expands the ability of courts to monitor transactions beyond the law that
14 current governs. The intent is to adopt in full modern contract law decisions on unconscionable contracts and clauses
15 of those contracts. An important expansion of judicial review, however, is contained in 2B-308, which imposes
16 procedural requirements on mass market form contracts and allows courts to invalidate some terms even though they are
17 conscionable.

18 2. This Draft does not follow proposed revisions of Article 2 which also contain language regarding
19 unconscionable *inducement* of a contract. The inducement concept does not exist in current law other than in Article 2A.
20 In Article 2A, the concept is limited to consumer leases; it does not apply to mass market or other commercial contracts.
21 Notes to the latest draft of revised Article 2 suggest that the concept is intended to incorporate a wide-ranging inquiry
22 about the value promised and received, the nature of the advertising and the sales context. The argument for extending
23 the doctrine in this way is not clear and is especially unpersuasive beyond consumer contracts (the limit adopted in
24 current Article 2A). In this article, many situations where inducement may be an issue are dealt with by the new concepts
25 of manifesting assent, opportunity to review and statutory creation of a right to exclude surprising terms. An ABA
26 subcommittee recommended that the inducement provision be rejected in Article 2B.

27
28 **SECTION 2B-112. MANIFESTING ASSENT.**

29 (a) A party or electronic agent manifests assent to a record or term in a record if, with
30 knowledge of the terms or after having an opportunity to review the record or term under Section
31 2B-113, it:

32 (1) authenticates the record or term, or engages in other affirmative conduct or
33 operations that the record conspicuously provides or the circumstances, including the terms of the
34 record, clearly indicate will constitute acceptance of the record or term; and

35 (2) had an opportunity to decline to authenticate the record or term or engage in the
36 conduct.

37 (b) ~~Merely retaining~~ The mere retention of information or a record without objection is not
38 a manifestation of assent.

39
40 (c) If assent to a particular term in addition to assent to a record is required, a party's conduct

1 does not manifest assent to that term unless there was an opportunity to review the term and the
2 authentication or conduct relates specifically to the term.

3 (d) A manifestation of assent may be proved in any manner, including by a showing that a
4 procedure existed by which a party or an electronic agent must have engaged in conduct or
5 operations that manifests assent to the contract or term in order to proceed further in the use it made
6 of the information.

7 **Uniform Law Sources:** Restatement (Second) of Contracts ' 211.

8 **Reporter's Notes:**

9 1. Sections 2B-112 and 113 create a procedural background for when manifestation of assent occurs that
10 provides protection against inadvertent and unknowing assent. The concept of manifesting assent is used throughout this
11 article. It has three distinct functions, depending on the context.

12 **First:** In some contexts, it refers to when a party assents to a record. In this sense, the phrase
13 "manifesting assent" is used in the Restatement (Second) and in the UNIDROIT Principles to define when a party is
14 bound to the terms of a standard form contract and, indeed, to any record. Similar themes are found in judicial rulings.
15 See, e.g., Carnival Cruise Lines, Inc. v. Shute, 499 U.S. 585 (1991) (cruise line ticket containing contract terms). In the
16 Restatement, the term is used, but not defined.

17 **Second:** in other cases, the concept is utilized with respect to particular terms of a record. In this
18 setting, it provides an enhanced standard in lieu of requiring that a term in a form be conspicuous. Manifesting assent
19 here is the higher standard in that it requires both that the term be called out and that there be affirmative conduct
20 referring to that term itself.

21 **Third:** in one or two cases in this Draft (e.g., statute of frauds and no oral modification clauses), the
22 concept allows affirmative conduct to supplant a signature. This is especially important in electronic commerce where
23 actual signatures are not always required or feasible.

24 2. "Manifesting assent" differs substantively from concepts of contract offer and acceptance. Offer and
25 acceptance create a contract. While manifesting assent will also often indicate acceptance of a contract, acceptance is
26 the broader concept. Acceptance does not require satisfying the procedural detail outlined here.

27 In contrast to accepting an offer, manifesting assent focuses on assent to the terms of a record. It deals
28 with what are the terms of the contract. The concept of manifesting assent creates procedural protections to ensure
29 fairness. The basic theme is that objective manifestations of assent bind a party to a term or to the terms of a record if
30 procedurally there was an opportunity to review the record and the manifestation of assent entails an affirmative act or
31 conduct by the party.

32 3. **Three elements are required for manifestation of assent.**

33 **First,** the party manifesting assent must, of course, be one that can bind the party being charged with
34 the benefits or limitations of the terms of the record and, where, assent equates with acceptance, the contract itself. This
35 Article does not deal with questions of agency law. See ' 1-103. If a party proposing a record seeks to bind the other
36 party, it must of course establish that the party who acted for the corporation had authority to do so. Of course, however,
37 if the one who acted did not have authority to create the contract, there may be no license and uses of the information
38 may infringe copyright interest. On the other hand, in appropriate cases, Article 2B rules regarding attribution may also
39 play a role.

40 **Second,** there must be an affirmative act. A signature, of course, manifests assent to a record; initials
41 attached to a particular clause manifest assent to that clause. So too, in the electronic world would an affirmative act of
42 clicking on a displayed button in response to an on-screen description that this act constitutes acceptance of a particular
43 term or an entire contract. The idea of assent does not require a formal event, although notarization or other formalities
44 certainly qualify. Mere failure to object is not assent, but affirmative use of the information or access to it can be assent
45 if that action was clearly defined as sufficient in the circumstances.

46 **Third,** the assent must come after a party had an opportunity to review the record or term. Assent
47 requires proof that the party actually read the terms to which it assents. "Opportunity to review" is a defined term that
48 requires that the term or record be called to the party's attention before the actions occur. The terms need not all be in
49 a single record, so long as the location creates an opportunity to review and the requirement of explicit consent are met.
50 Thus, a hyper-link reference to a license actually contained in a different record would, all other conditions being met,
51 satisfy the concept. Of course, it will be necessary for the licensor, if it relies on the terms of the linked text, to show what
52 was the content of the hyper-linked text at the time of the licensee's assent. One way of attempting to do so is to retain
53 records of the content at all periods of time. The issues of proof here, while potentially difficult, are primarily matters
54 of evidence law and reflect ordinary problems encountered in dealing with proof of electronic records.

55 **Illustration 1:** In its pre-registration file, the New York Times on-line provides: "Please read the

1 license. Click here to read the License. If you agree to the terms of the license, indicate your
2 agreement by clicking the “I agree” button. If you do not agree to the License, click on the “I decline”
3 button.” The underlined text is a hypertext link which, if selected, displays the license.

4 I Agree

I Decline

5 In this sequence, a party who indicates “I agree” manifests assent to the license. Its conduct, by
6 moving forward to use the information resource also indicates that it accepted the offer for a
7 contract and that, therefore, a contract was formed.

8 4. The section makes a distinction between assent to a record and, when required by other provisions of
9 this article, assent to particular terms. Assent to a record involves meeting the procedures generally with respect to the
10 record, while assent to a particular term, if such is needed, occurs only if the actions relate to that particular term. One
11 act, however, may relate both to the record and particular terms if the terms if the record conspicuously so provides:

12 **Illustration 2:** In a shrink wrap license, which license is available and readable on the outside of the
13 envelope containing the diskette, the license provides:

14 OPENING THE ENVELOPE CONTAINING THE DISKETTE WILL CONSTITUTE YOUR
15 AGREEMENT TO THE LICENSE WHICH IS CONTAINED ON THE OUTSIDE OF THE
16 ENVELOPE.

17 WE CALL YOUR ATTENTION SPECIFICALLY TO:

18 **Contract Term No. 5, Precluding Use at Home, and**

19 **Contract Term No. 16, Imposing a \$100 Annual Fee if You Choose to Use the Help**

20 **Line.**

21 In this case, and others where manifestation of assent to a term occurs, manifesting assent is an enhanced form of
22 conspicuousness in that it requires an affirmative act with respect to a clause or term.

23 5. Manifestation of assent is not the only manner in which the parties define the terms and limits of their
24 deal. For example, clear indications that the product has specific characteristics and limitations become part of a bargain
25 even if there is no specific, formal manifestation of assent, simply because they in effect define the bargain itself. A party
26 can license a database of intellectual property attorneys to an end user and rely on the fact that the product need only
27 contain intellectual property attorneys as a basic term of the deal without obtaining a manifestation of assent in formal
28 terms to that aspect of the deal. The nature of the product would, in that case, presumably be part of the deal itself. The
29 comments will make clear that the standard is met if the party has actual notice of the terms, the terms are actually part
30 of the bargain of the parties, or other methods are used to call attention to the term and the party accepts it.

31 **Illustration 3:** A copyrighted software package states: “THIS PRODUCT IS LICENSED FOR
32 CONSUMER USE ONLY.” It does not go on to specify that opening the product or using it accepts
33 this term. The circumstances here clearly indicate that the product is licensed solely for consumer use.
34 The terms are effective as an inherent part of the agreement, not requiring additional pro forma
35 language in a record or conduct accepting the record.

36 6. Manifestation of assent assumes that the party can be held attributable with the assenting conduct under
37 agency rules. Additionally, of course, there must be a link between the person who has the opportunity to review the
38 terms and one who takes the steps that constitute assent. Thus, an email sent to the company at large, or to the company’s
39 computer, does not trigger assent to the terms of that email unless it comes to the attention of one who can and does act
40 to commit the company to a binding assent to terms under rules of attribution or estoppel. Of course, a party with
41 authority to act can transfer that authority to another party. Thus, a CEO may implicitly authorize her secretary to agree
42 to a license when she instructs the secretary to sign up for Westlaw online or to install a newly acquired program that
43 is subject to a screen license. Questions of this sort lie in the realm of agency law augmented in this Article by provisions
44 regarding attribution and, in general, produce common sense results.

45 7. Manifesting assent hinges on the opportunity to review the contract or term; the record must be called
46 to the party’s attention before assent is obtained. This excludes devices to create or modify a contract designed to misled
47 or conceal, rather than to obtain assent. For example, a notation on the back of a check stating elaborate license terms
48 and sent to the cashier’s office of a company would not create terms when the check is cashed. The cashier lacks
49 authority and the terms have not been called to the attention of the company.

50
51 **SECTION 2B-113. OPPORTUNITY TO REVIEW; REFUND.**

52 (a) A party or electronic agent has an opportunity to review a record or term if it is made
53 available in a manner designed to call it to the attention of the party and to permit review of its
54 terms or enable the electronic agent to react to the record or term.

55 (b) Except for a proposal to modify a contract, if a record is available for review only

1 after a contract fee is paid, a party has an opportunity to review only if it has a right to a refund of
2 any contract fees paid or to stop any payment already initiated if it refuses the terms, discontinues
3 use, and returns all copies. For multiple products transferred for a bundled price:

4 (1) if the party whose terms are refused is the transferor of the bundled product,
5 the refund must be the entire bundled price on return of the entire bundled product, unless the
6 licensee agrees to an allocation of the total fee attributable to the rejected license; and

7 (2) if the party whose terms are refused was not the transferor of the entire
8 bundled product, the refund must be for the contract fee paid for the rejected license or, if not
9 separately stated, a reasonable allocation of the total fee attributable to the license.

10 **Uniform Law Source:** None

11 **Selected Issues:**

12 a. How should opportunity for review and manifesting assent be coordinated with applicable regulations
13 concerning disclosure under consumer or other law?

14 b. How should we deal with restrictive notices (e.g., on a rented video) which are not presented as a
15 matter for review and assent, but rather as defining the terms of use?

16 **Reporter's Notes:**

17 1. "Opportunity to review" is a necessary precondition to manifesting assent. Unless a party had a prior
18 opportunity to review, actions purportedly manifesting assent to a record are ineffective.

19 2. Under this section, the opportunity to review can come at or before payment, or later. If the opportunity
20 follows payment, there is no opportunity to review unless the party can return the product and receive a refund if it
21 declines the terms of the record. This refund right does not exist in current law. See Carnival Cruise Lines, Inc. v. Shute,
22 499 U.S. 585 (1991); Hill v. Gateway 2000, Inc., 1997 WL 2809 (7th Cir. 1997). It provides important protection for
23 the licensee and, in effect, requires that the party be placed back into the position it would have been in had the record
24 been presented and rejected prior to payment.

25 **Illustration:** Sam acquires a copy of the latest James Bond movie from Blockbuster on a three day
26 rental agreement. When Sam places the copy on screen, a statement appears that the copy is for home
27 and personal use only, and not for display to an audience for a fee. Looking around the room at his
28 paying customers, Sam would be bound as a matter of contract by this limitation if he had a right to
29 return the copy for a refund. Under current law, the restriction may also be effective as a matter of
30 direct copyright law.

31 3. The concept of an opportunity to review contains an inherent element of reasonableness or fairness
32 in that there must be a real opportunity to examine the record. What this requires may differ depending on whether one
33 deals with a paper record or hypertext linked terms. If access to the terms becomes exceptionally cumbersome and
34 difficult to achieve, there may be no opportunity to review. On the other hand, the mere fact that a person chooses to
35 bypass or ignore the opportunity and go forward with the transaction does not mean that there was no opportunity to
36 review. Thus, for example, contract terms presented over the counter or conspicuously made available in a binder as
37 required for some transactions under federal law involve an opportunity for review even if the party does not avail itself
38 of that opportunity.

39 4. In subsection (b) the prefatory language is intended to make clear that the ideas of refund associated
40 with the opportunity to review are not intended to alter ordinary law relating to the modification of an agreement in which
41 the parties are already performing, but are only directed to the initial contract formation. In contract modification the
42 addition of standard form terms would be dealt with under general contract law concepts about adoption of those terms
43 which, in the UCC, can occur without additional consideration.

44 5. While this section does not create an obligation to make a refund, it conditions the creation of terms
45 of contract between the licensor and the licensee that arise after payment on that opportunity. The failure to provide a
46 refund is not a breach of contract, but results in failure of the terms to become part of the bargain. Under Section 2B-616,
47 a retailer is required to refund the price paid if an end user declines the publisher's license. That right to a refund, if and
48 when it occurs, fulfills the refund option stated here.

1 Typically, this refund option will be present only for the first user of the information, although the rights owner
2 may also seek contractual relationships of this type with subsequent parties. In general, subsequent parties are bound by
3 the terms of the first contract without assent to it in the sense that they are not authorized to exceed the limitations of the
4 first agreement. If they do so, however, unless they assumed the obligations of the first contract, the remedy is a claim
5 for infringement.

6 **Illustration:** Producer transfers a copy of a copyrighted musical work to User, subject to a license
7 that restricts use to home use only. The license terms are presented after delivery of the copy. User can
8 either assent to the license or obtain a refund of the fee. It assents. User later transfers the copy to
9 Jones. Jones need not have any refund right. If Jones uses the music in a commercial context, the
10 license is breached. Producer has contract recourse against User. Producer may also have a copyright
11 claim against Jones for use (performance) that was not authorized. Producer has a contract claim
12 against Jones only if Jones took an assignment of the license or assented to a license from Producer.
13

14
15 6. Subsection (b)(1) and (2) deal with bundled products. For the supplier, the refund relates to the entire
16 bundled package unless the licensee agrees to an allocation of the price based on the proportionality of cost measured
17 by the vendor's cost for the product bundle or the rejected licensor did not supply the entire bundle. Thus, if the
18 particular software being refused was attributable for 5% of the total cost of the bundled products for the vendor, the
19 refund must be of 5% of the price of the bundle to the licensee. The bundled products here can include both goods and
20 information products, but the principle remains the same. Based on comments by a licensee attorney, several consumer
21 advocates, and others, this draft does not reduce the refund for "value received." We are dealing here with an up-front
22 contract creation and deductions would seldom be merited in any event.
23

24 [B. Electronic Contracts: Generally]

25 [SECTION 2B-114. LEGAL RECOGNITION OF ELECTRONIC RECORDS AND SIGNATURES

26
27 [NEW]. A record or signature shall not be denied legal effect, validity, or enforceability solely on the grounds that it
28 is an electronic record or signature accomplished electronically.]

29 **Reporter's Note:**

30 This section is proposed for Committee consideration. It derives from pending Digital Signature legislation in
31 several states, most notably, in the developing Illinois legislation. The purpose is to avoid any uncertainty about the
32 efficacy of electronic records and signatures under state law as they apply to transactions covered by Article 2B. It
33 would become part of the electronic commerce package of sections applicable to other UCC articles if accepted by
34 the Committee.
35

36 **SECTION 2B-1150. ATTRIBUTION PROCEDURE.**

37 (a) An attribution procedure is a procedure established by law or agreement or adopted by
38 ~~both the parties for the purpose of~~ verifying that electronic authentication, records, messages, or
39 performances are those of the respective parties or for detecting changes or errors ~~in the~~
40 ~~transmission or informational in content, of an electronic message, record, or performance, if~~
41 the procedure is commercially reasonable.

42 (b) The commercial reasonableness of an attribution procedure is ~~to be~~ determined by the
43 court in light of the purposes of the procedure and the commercial circumstances at the time ~~of~~
44 the parties agree to or adopt the procedure. ~~ment~~, including the nature of the transaction,
45 ~~sophistication of the parties, volume of similar transactions engaged in by either or both of the~~

1 ~~parties, availability of alternatives offered to but rejected by the party, cost of alternative~~
2 ~~procedures, and procedures in general use for similar types of transactions]~~. An attribution
3 procedure may require the use of algorithms or other codes, identifying words or numbers,
4 encryption, callback procedures, key escrow, or any security devices that are reasonable under the
5 circumstances.

6 (c) Except as otherwise provided in Section 2B-116 (a), if a loss occurs because a party
7 complies with a procedure for attribution that was not commercially reasonable, a party that
8 required use of the procedure bears the loss unless if it disclosed the nature of the risk to the
9 other party or offered commercially reasonable alternatives that the party rejected. The liability of
10 the party that required use of the procedure is limited to losses that could not have been
11 prevented by the exercise of reasonable care by the other party.

12 **Uniform Law Source:** Article 4A-201; 202.

13 1. The comments to the final Draft will outline that among the considerations to be addressed in
14 determining the reasonableness of the procedure are: including the nature of the transaction, sophistication of the
15 parties, volume of similar transactions engaged in by either or both of the parties, availability of alternatives offered
16 to but rejected by the party, cost of alternative procedures, and procedures in general use for similar types of
17 transactions.

18 2. Subsection c has been returned to this section from former section 2B-111 without substantive change.

19 **Reporter's Note:**

20 1. The existence of and compliance with an attribution procedure is relevant to signature requirements
21 and on the question of attributing performance to a party. If an attribution procedure is established and followed,
22 enhanced level of legal reliability is attributed to the message or performance. In signature requirements, following an
23 attribution procedure results in a signature as a matter of law. In other contexts, if there is a question of who sent the
24 message or performance, compliance with an attribution procedure makes the alleged originator of the message
25 attributable as a matter of law. On the other hand, failure to use an authentication procedure does not indicate that there
26 is no signature or that the purported sender is not responsible for the message or performance. It merely places attribution
27 issues under the general attribution sections.

28 2. An attribution procedure derives from agreement. The procedure must be established by agreement
29 or adopted by both parties. A procedure of which one party is not aware, but which is routinely used by the other would
30 not qualify. On the other hand, agreement or adoption need not precede the transaction involved. Parties dealing for the
31 first time adopt a procedure for verification and authentication of the messages and performances exchanged. That
32 adopted procedure would have the full force of an attribution procedure if it is commercially reasonable.

33 3. Some have argued that the Draft should eliminate the requirement of commercial reasonableness. That
34 requirement was adapted from Article 4A and provides a buffer against over-reaching and a means of protecting parties
35 who do not have equal knowledge of technology. Viewed as used here as an enhanced assurance of reliability, the
36 requirement of commercial reasonableness serves to encourage the development of reasonable attribution procedures.
37 This section regulates the procedures as in Article 4A. The cost of course, lies in creating a degree of uncertainty that
38 the parties cannot control by agreement. Yet, it may be an important safety valve for users of these systems. Consider
39 the following:

40 **Illustration:** General Motors creates a procedure with franchisees that requires merely that a message contain
41 the franchisee's E-mail address as an identifier. A bad guy uses that system and causes loss of \$100,000 in the
42 name of the franchisee. If the contract controls, the franchisee is liable for the loss unless the procedure is
43 commercially unreasonable. It would most likely be unreasonable in this case.

44 4. In subsection (b), the concept of commercially reasonable procedure must take into account the cost
45 relative to value of transactions such as the comments to 4A-203 suggest. This is implicit in the idea of commercial
46 reasonableness, but could be added to the text if appropriate language can be developed. How one gauges commercial
47
48

1 reasonable obviously depends on a variety of factors, including the agreement, the then current technology, the types
2 of transactions affected by the procedure and other variables. The impact of conforming to a procedure that is not
3 reasonable is outlined in the next section.
4

5 **SECTION 2B-116~~4~~. ATTRIBUTION TO A PARTY OF ELECTRONIC**
6 **MESSAGE, RECORD, OR PERFORMANCE.**

7 (a) As between the parties, an electronic authentication, message, record, or performance
8 ~~received by a party~~ is attributable to a ~~the party indicated as the sender~~ if:

9 (1) it was in fact the action of ~~sent by~~ that party, a person authorized by the party,
10 ~~its agent~~, or the party's ~~its~~ electronic agent;

11 (2) the ~~receiving~~ other party, in good faith and in compliance with an attribution
12 procedure for identifying a party concluded that it was the action of ~~sent by~~ the other party ~~party~~,
13 a person authorized that party, or the party's electronic agent; or

14 (3) ~~subject to subsection (b)~~, the authentication, message, record, or performance:

15 (A) resulted from acts of a person that obtained ~~access to~~ access numbers,
16 codes, computer programs, or the like from a source under the control of the alleged ~~sender~~ actor
17 creating the appearance that it came from that party ~~alleged sender~~;

18 (B) the access occurred under circumstances constituting a failure to
19 exercise reasonable care by the alleged actor ~~sender~~; and

20 (C) the other ~~receiving~~ party reasonably relied to its detriment on the
21 apparent source of the message or performance.

22 (b) In a case governed by subsection (a)(3), the following rules apply:

23 (1) The ~~receiving~~ relying party has the burden of proving reasonable reliance, and
24 the alleged actor ~~sender~~ has the burden of proving reasonable care.

25 (2) Reliance on an electronic record or performance that does not comply with an
26 agreed ~~authentication~~ attribution procedure is not reasonable unless authorized by an individual
27 representing the other party ~~alleged sender~~.

28 (c) Attribution under subsection (a)(2) creates a presumption that the authentication,

1 message, record or performance was that of the party to which it is attributed.

2 ~~a required by the attribution procedure or for attribution~~

3 **Uniform Law Source:** 4A-202; 4A-205; UNCITRAL Model Law.

4 **Committee Votes:**

5 a. Reasonable care standard in (a)(3) selected by consensus.

6 **Reporter's Notes:**

7 **[Changes since last Draft:** The Section formerly dealt with two different settings – identity and error detection. The
8 Error detection material has been moved to and elaborated upon in Section 2B-111A. Former (d), which potentially deals
9 with both issues, was moved back to Section 2B-110.

10 The most significant change in this section appears in subsection (c). Both is discussions at the ALI meeting
11 and at the annual meeting, concerns were expressed about the potentially preclusive effect of the use of an attribution
12 procedure for determining identity under 2B-111(a)(2). In the open marketplace to which this Article refers, irrebuttable
13 presumptions may often be inappropriate because of the open-ended nature of the relationships and the open nature of
14 the assumption that the procedure must be commercially reasonable. A review of recent proposals for digital signature
15 laws revealed what might be expected. The proper treatment of identification procedures is that they create a
16 presumption, rather than a certainty. Thus, subsection (c) creates a rebuttable presumption of attribution by use of the
17 procedure. The presumption can be rebutted by showing a lack of attribution under the three rules outlined in (a).]

18 1. This section states risk allocation rules relevant to the anonymous nature of electronic commerce
19 regarding information assets. The intent is to balance making electronic commerce possible in an open environment (as
20 contrasted to the closed structures of funds transfer, credit cards, and EDI transactions), while apportioning risk in a
21 reasonable manner. It should be noted here that the risk allocation rules do not apply to handling of funds, bank accounts,
22 or other subject matter outside the scope of Article 2B.

23 2. Subsection (a) refers to attribution of a message or performance to a particular party. It describes three
24 circumstances under which a message or action is attributed to a party. Subsection (a)(1) relies on general agency rules,
25 but adds the idea of an electronic agent. "Electronic agent" is a defined term, covering a computer program programmed
26 to respond or initiate without human review and selected by the party for that purpose. The general approach holds that,
27 to be bound by electronic activity, a party must affirmatively create the agency. Having opted to rely on an electronic
28 device or system, the party becomes responsible for its actions. The idea of an electronic agent does not exist under
29 current law, but has importance in electronic contracting for information because of the increasing use of preprogrammed
30 software to acquire information assets. The principle is that the individual or company who created and set out the
31 program undertakes responsibility for its conduct. That result could be reached under agency theory, but the goal is to
32 eliminate uncertainty on this point. This parallels the UNCITRAL Model Law. Article 13 provides that as between the
33 parties, a message is deemed that of the originator if sent "by an information system program by or on behalf of the
34 originator to operate automatically." 3. Subsection (a)(2) focuses on **agreed** procedures for authentication

35 and makes a message attributable to a party if the other used the procedures and reached that conclusion. This covers
36 the desirable goal of establishing greater certainty when the parties adopts a reasonable way of identification of a party.
37 The attribution here creates a presumption that it was the party identified who in fact sent the message, created the record,
38 or engaged in the performance or authentication. The case also deals with situations where, for example, a party obtained
39 a PIN or other identifier and used it without authorization.

40 4. Paragraph (a)(3) an important issue: when can a person be held accountable for messages not sent by
41 it, but on which the other party relied? Subsection (a)(3) adopts a middle ground that parallels proposed international
42 law (UNCITRAL Model Act). It attributes the message to one party if the means of making the identification occurred
43 by way of an intrusion into a source controlled by the "sender" and enabled by the sender's lack of reasonable care. This
44 occurs only if the receiving party reasonably relied. Thus, if the nature of the message or performance clearly indicates
45 or gives reason to doubt the source, reliance that causes harm may not be protected, but where the reliance is reasonable,
46 the receiving party has a protected right under this article.

47 In current law, there are several approaches to analogous problems: 1) in the telephone system, a party is
48 responsible for any charges incurred for long distance calls from its equipment and using its number; fault and
49 authorization are irrelevant; 2) credit card and electronic funds regulations limit liability for a **consumer** for unauthorized
50 use of its card or number; 3) in commercial funds transfers, the presence or absence of a "security procedure" conditions
51 risk; 4) in check collections, an absolute risk rule is imposed on many recipients of fraudulent instruments unless the
52 party whose signature was forged contributed to the fraud by its negligence.

53 In determining which approach to take, the Committee elected an intermediate position. The provisions of (a)(3)
54 deal only with cases where access codes or similar systems are in place to establish authentication of a message. The
55 Committee rejected a rule of liability without proof of fault. The issue requires drawing a balance between senders and
56 reliance interests of recipients of messages.

57 5. The rule restricting consumer risk for credit cards and funds transfers is appropriate where the
58 protected party is always the less economically resourceful party and the other party is typically a deeper pocket that can
59 spread loss among many transactions. It is not viable for an open system, heterogeneous environment such as that dealt
60 with in Article 2B. In cases where the electronic process involves transactions between large businesses and consumers,
61 allocation of the risk of fraud or false attribution developed in a way that responds to the better ability of the system

1 operator to **spread loss** than the consumer. Our context requires a more general structure that goes beyond consumer
2 issues; the problems will not routinely entail consumer protection questions or, even, a licensor with better ability to
3 spread loss. An individual may be an injured party or the wrongdoer. Transactions will often involve two businesses or
4 two individuals. Also, the transactions occur in a public network, not owned, operated or controlled by a single operator.
5 Also, unlike in electronic funds transfers the messages here involve the creation or performance of contracts and the risk
6 of financial loss without reciprocal value will typically be less.

7 Here, one could look to communications law for its allocation of risk. In telephone systems, the proprietor of
8 a system (telephone) is responsible for all calls using that number, even if produced by a hacker engaged in entirely
9 illegal and unauthorized access. The loss allocation there, of course, is between the owner of the system and the system
10 operator.

11
12 SECTION 2B-117. DETECTION OF CHANGES AND ERRORS; CONSUMER

13 DEFENSES [new].

14 [(a) If through an attribution procedure to detect changes in content, the content of an
15 electronic message, record or performance can be shown to be unaltered since a specified point in
16 time, the content shall be presumed to have been unaltered since that time.

17 (b) If an electronic record, performance or other action is created or sent pursuant to an
18 attribution procedure for the detection of error, the information in the message, record, or
19 performance is presumed to be as intended by the person creating or sending it as to portions of
20 the content to which the procedure applies.] If the message, record or performance nevertheless
21 contained an error but the error was not discovered, the following rules apply:

22 (1) If the sender complied with the attribution procedure and the error would have
23 been detected had the receiving party also complied with the attribution procedure, the sender is
24 not bound if the error relates to a material element of the message, record or performance.

25 (2) If the sender receives a notice required by the attribution procedure that
26 describes the content as received, the sender shall review the notice and report any error detected
27 by it in a commercially reasonable manner.

28 [(c) In a transaction involving a consumer, the consumer is not responsible for a message
29 that the consumer did not intend but that was caused by an electronic error if, on learning of the
30 other party's reliance on the erroneous message, the consumer:

31 (1) in good faith promptly notifies the licensor of the error and that it did not
32 intend the content received by the other party;

33 (2) takes reasonable steps, including steps that conform to the licensor's

1 reasonable instructions, to return to the licensor all copies of any information received or, on
2 instructions from the licensor, to destroy all copies; and

3 (3) has not used or received value from the information or made the information
4 available to a third party.

5 (d) In subsection (c), the burden of proving intent and lack of an error is on the party
6 dealing with the consumer, while the consumer has the burden of proving compliance with
7 subsection (c)(1)(2)(3).

8 (e) In this section, “electronic error” means an error created by an information processing
9 system, by the communication of the information, or by acts of the consumer in a system that did
10 not reasonably allow for correction of the error.]

11 **Reporter’s Notes:**

12 This Section contains some old material (subsection (b)(1)(2)), but proposes several new concepts for consideration
13 by the Committee. The goal is to complete the coverage of electronic commerce questions and, in subsection (c),
14 propose a solution for a problem raised in communications from an observer and in discussions at the ALI annual
15 meeting.

16 1. Subsection (a) sets out a presumption (rebuttable) regarding the effect of the use of an attribution
17 procedure, at least part of which has the effect of precluding changes made in a record without detection. The
18 language is taken largely from a pending Illinois Digital Signature statute which contains far more elaborate
19 provisions regarding so-called secure electronic records. This verification or protection function is a by-product of at
20 least one of the currently used electronic encryption technologies.

21 2. Subsection (b) sets out a similar presumption for error detection procedures. It is limited to materials to
22 which the error detection methodology applies. Alleged errors in other aspects of an electronic transaction are, with
23 the exception of consumer cases, left entirely to law outside this Article. The common law of multilateral and
24 unilateral error applies. The greater certainty available to parties through a commercially reasonable procedure
25 provides an incentive for such techniques to develop. The idea of error here is not limited to documents involving
26 offers and acceptances, but also to performances.

27 3. Subsection (c) and (d) contain a major new proposal and an important form of protection for consumers
28 in electronic transactions. The basic approach is to provide a relatively simple method for a consumer to contest the
29 results of errors in his or her transmissions to a third party. Under current law, the effect of errors in contract
30 formation, for example, would be resolved under common law theories of mistake – in many instances, where there
31 is a unilateral mistake, the party making that error may be held liable for its consequences. They would, in any event,
32 face a difficult dispute about the nature and source of the error.

33 The proposal stems from materials submitted by Professor Jay Dratler who described the risks of electronic
34 and system errors and suggested the development of a simple remedy, at least presumptively for a consumer as a
35 means to encourage use of electronic commerce and avoid unjust results. The basic model adopted here is that, if an
36 electronic error occurred (e.g., one within the system, as compared to a simple mistake by the individual), and the
37 consumer acts promptly to notify the other party, presumptions of accuracy shift and a contract is not formed so long
38 as the consumer has not used or received the benefits of the mistakenly transmitted information or mistakenly
39 shipped product.

40 The section does not propose a rescission right. That is, it is not sufficient that the consumer reconsidered
41 its order. It deals with an error resolution system, allowing immediate return to essentially place the other party in the
42 position of having to affirmatively establish that there was no error, without the benefit of the presumption that might
43 otherwise apply in (b).

44 **Illustration 1:** Consumer intends to send an order for ten copies of the latest video game released by Jones
45 Corp. In fact, the information processing system, through no fault of the consumer, records 110. The
46 electronic agent maintaining Jones’ site, after validating that the order came from Consumer and that the
47 number entered was 110, electronically disburses 110 copies to Consumer’s location, with an appropriate
48 bill. The next morning, Consumer notices the mistaken shipment. He sends an E-Mail to Jones describing
49 the problem, offering to immediately return or destroy copies, and does not use the games.. Under

1 subsection (c), there is no presumption that the content was as intended and, if it pursues the matter, Jones
2 must prove that there was no error. Alternatively, Jones may instruct Consumer to destroy the excess 100
3 game copies and pay a revised bill for 10.

4 **Illustration 2:** Same facts as above, except that Jones' system before shipping the materials sends a
5 confirmation notice, asking Consumer to confirm that it ordered 110 games. Consumer sees the message. If
6 it confirms 110 copies, even though its later claim rebuts any presumption, confirmation of the same volume
7 twice would be strong evidence of intent to contract at the indicated amount. If it refuses to confirm, of
8 course, the contract must be made later on the basis of the 10 copies confirmed.
9

10 **SECTION 2B-1184. AUTHENTICATION EFFECT AND PROOF;**

11 **ELECTRONIC AGENT OPERATIONS AUTHENTICATION.**

12 (a) Unless the circumstances otherwise indicate that a party intends less than all of the
13 effect, authentication is intended to establish:

14 (1) the party's identity,

15 (2) its adoption and acceptance of a record or a term, and

16 (3) the authenticity of the record or term.

17 (b) Operations of an electronic agent constitute the authentication or manifestation of
18 assent of a party if a ~~the~~ party designed, programmed, or selected the electronic agent for the
19 purpose of achieving results of that type.

20 (c) A record or message is authenticated as a matter of law if the party complied with an
21 attribution procedure ~~for authentication~~. Otherwise, authentication may be proven in any manner
22 including by showing that a procedure existed by which a party necessarily must have executed
23 or adopted a symbol in order to proceed further in the use or processing of the information.

24 **Reporter's Notes:**

25 1. Subsection (a) has not been reviewed by the committee. It deals with the fact that "authentication", as
26 with a signature under current law, potentially serves many different functions. One approach to this would be to design
27 language that captures each function and differently describes what will often be the same act – signing or encrypting
28 a record. This draft takes the less formalistic approach of providing that, unless circumstances indicate to the contrary,
29 all three functions of a signature or an authentication are intended. Any other rule creates complexity and traps that serve
30 no useful commercial purpose. Under this subsection, an authentication that relates only to identity (as compared to
31 accuracy of content) has only that effect, not more. The appropriate approach is to allow the context and actual intent
32 to control.

33 2. Subsection (b) contains a specific application of the general principle that actions of an electronic agent
34 bind the party that selected and deployed the agent for that purpose. Subsection (c) states that compliance with an agreed
35 attribution procedure, if followed, removes factual questions about whether an authentication (signature) occurred. This
36 happens, of course, only if the procedure was commercially reasonable since commercial reasonableness is part of the
37 statutory definition of an authentication procedure. The second concept allows proof of an authentication in any manner,
38 but specifically allows proof gauged by showing that a process exists that required this result in order to proceed further.
39 This responds to on-line and on-screen methodologies that are increasingly common and removes doubt about whether
40 that type of proof is sufficient.

41 3. This section is neutral as to the nature of the systems adopted for these purposes. Current law in some
42 states links so-called "digital signatures" to the use of specific types of encryption technology. That is inappropriate in
43 a general law such as being developed here. Fingerprint, voice recognition, encryption and other technologies as they
44 evolve are equally acceptable.

1
2 **SECTION 2B-119. ELECTRONIC TRANSACTIONS AND MESSAGES: TIMING**
3 **OF CONTRACT AND EFFECTIVENESS OF MESSAGE.**

4 (a) If an electronic message initiated by a party or an electronic agent evokes an electronic
5 message in response and the messages reflect an intent to be bound, a contract exists:

6 (1) when the response signifying acceptance is received; or

7 (2) if the response consists of electronically furnishing the requested information
8 or notice of access to the information, when the information or notice is received unless the
9 originating message prohibited that form of response.

10 (b) Subject to Section 2B-120~~205~~, an electronic message is effective when received, even
11 if no individual is aware of its receipt.

12 **Uniform Law Source:** Section 2A-206; Section 2-206.

13 **Committee Vote:**

14 a. **Approved in principle.**

15 **Changes Since Last Meeting:**

16 This Section was moved here from Section 2B-204~~5~~ without substantive change as part of a reorganization of
17 sections to group electronic commerce provisions together.

18 **Reporter's Notes:**

19 1. Subsection (a) deals with timing of a contract when electronic messages are used to complete the
20 transaction. It rejects the mail box rule, and times acceptance or effectiveness of a message to when the message is
21 received. This same approach is followed in Article 4A (§§ 4A-406, 104(a)). This section adopts the same rule (time
22 of receipt) for all electronic responses. It contrasts to Section 2B-202, which creates a time of performance rule for non-
23 electronic performance.

24 As in all other sections, questions of attribution of the messages also apply. These are resolved under the section
25 on attribution. If, for example, the “response” purports to be from ABC Corp., but is not, a contract exists as to ABC only
26 if the message can be attributed to it under rules of agency, attribution procedures, or the other attribution concepts
27 contained in this Article or in common law.

28 2. The principal application of this section lies in the growing realm of electronic commerce. Read in
29 combination with Section 2B-203, the principal contribution is that that a contract exists even if no human being reviews
30 or reacts to the electronic message of the other or the information delivered. This represents an adaptation of traditional
31 norms of consent and agreement. In electronic transactions, preprogrammed information processing systems can send
32 and react to messages without human intervention and, when the parties choose to do so, there is no reason not to allow
33 contract formation. A contract principle that requires human assent would inject what might often be an inefficient and
34 error prone element in a modern format. The principle stated here, however, needs further development and coordination
35 with the various other affected sections.

36
37 **SECTION 2B-120. ACKNOWLEDGMENT OF ELECTRONIC MESSAGE.**

38
39 (a) If the originator of an electronic message requests or has agreed with the addressee of
40 the message that receipt of the message must be acknowledged electronically, the following rules
41 apply:

42 (1) If the originator indicated in the message or otherwise that the message was
43 conditional on receipt of an acknowledgment, the message does not bind the originator until

1 acknowledgment is received and the message expires if acknowledgment is not received within a
2 reasonable time after the message was sent.

3 (2) If the originator requested acknowledgment but did not state that the message
4 was conditional on acknowledgment and acknowledgment has not been received within an
5 reasonable time after the message was sent the originator, on notice to the other party, may either
6 treat the message as having expired or specify a further reasonable time within which
7 acknowledgment must be received or the message will then be treated as not having expired. If
8 acknowledgment is not received within that additional time, the originator may treat the message
9 as not having binding effect.

10 (3) If the originator requested acknowledgment and specified a time for receipt,
11 the originator may exercise the options in paragraph (2) if receipt does not occur within that time.

12 (b) Receipt of acknowledgment establishes that the message was received but does not
13 in itself establish that the content sent corresponds to the content received.

14 **Committee Vote and Action:**

- 15 a. Motion to delete the section was rejected. Vote: 5-6. (February, 1997)
16 b. Reviewed without substantive change. (April, 1997)

17
18
19 **Changes Since Last Meeting:**

20 This Section was moved here from Section 2B-205 without substantive change as part of a reorganization of sections
21 to group electronic commerce provisions together.

22 **Reporter's Note:**

23 1. This section sets out default rules interpreting the meaning in electronic commerce of requiring or
24 requesting electronic acknowledgment. Under subsection (a), the impact of the request depends on whether the request
25 made the message conditional on acknowledgment or merely requested acknowledge. As a basic principle, the contents
26 of the section recognize the right of the message sender to control the legal effectiveness and required response to its
27 messages.

28 2. Acknowledgment, of course, is not necessarily acceptance in cases where the original message was
29 an offer for a contract. Rather, the basic theme is that the acknowledgment gives assurance of receipt. In modern
30 communications systems, this will often occur automatically and immediately on receipt of the electronic message in the
31 recipient's system. See comments to ABA Model Contract; UNCITRAL Model Law.

32 3. This section deals with functional acknowledgments and, as outlined in subsection (b), does not create
33 presumptions other than that an acknowledgment indicates that the message was received. Questions about accuracy of
34 the received message and about time of receipt, content and other issues are not treated. Of course, by agreement the
35 parties can extend this concept to cover such issues.

36
37 ~~SECTION 2B-115. EFFECT OF AGREEMENT.~~ [moved]

38

PART 2

39

FORMATION AND TERMS

1 **[A. General]**

2 SECTION 2B-201. FORMAL REQUIREMENTS.

3 (a) Except as otherwise provided in this section, a contract is not enforceable by way of
4 action or defense unless there is a record authenticated by the party against which enforcement is
5 sought or to which the party manifested assent sufficient to indicate that a contract has been
6 made between the parties and describing the subject matter or copies. Any description of the
7 subject matter or copies satisfies this subsection if it reasonably identifies what is described.
8 However, a contract is not enforceable beyond the description of the subject matter or copies
9 shown in the record.

10 (b) A grant or limitation governed by Section 2B-310 or 2B-502 may not vary the terms
11 of those sections except by a record authenticated or prepared by a party against which
12 enforcement is sought.

13 (c) An agreement that does not satisfy the requirements of subsection (a), but which is
14 valid in other respects, is enforceable:

15 (1) if the agreement contemplates no or nominal consideration for the rights
16 acquired, or the total value of any payments to be made and any affirmative obligations incurred,
17 excluding payments for options to renew or buy, is less than \$20,000;

18 [(2) if the agreement is a license and the term of the license is less than ninety
19 days;]

20 (3~~2~~) to the extent that a person authorized by the holder of intellectual property
21 rights delivered copies of the information or access materials to the licensee or performance has
22 been otherwise tendered by one party and accepted by the other; or

23 (4~~3~~) to the extent that the party against which enforcement is sought admits in its
24 pleading, or testimony or otherwise in court that a contract was made.

25 (d) The parties may waive the requirements of this section as to future transactions by an
26 agreement that is enforceable under this section.

27 (e) For agreements covered by this article, this article states the only formal requirements

1 for enforceability under the laws of this state.

2 **Uniform Law Source: Section 2A-201. Revised.**

3 **Notes:**

- 4 1. In debate on Article 2 at the Annual Meeting, repeal of the statute of frauds in that Article was sustained
5 by a relatively narrow vote (65-52). Subsequently, the Article 2 drafting committee has voted to include a
6 statute of frauds in that article.
7 2. By a vote of 10-4, the Drafting Committee voted to retain a statute of frauds generally as expressed in
8 Alternative B of the September Draft. (September, 1996)
9 3. By a vote of 5-8, the Drafting Committee rejected a motion to remove the dollar limitation in the
10 exception contained in subsection (e)(1). (September, 1996)
11 4. By a vote of 3-11, the Drafting Committee voted to reject a motion to exclude mass market licenses
12 from the statute of frauds requirement. (September, 1996)
13 5. By consensus, the Committee agreed to move former (f) on enforceability without filing into another
14 section in part 5.
15 6. At the 1997 Annual Meeting, the sense of the house motion which passed was to harmonize the three
16 articles with respect to the judicial denial requirement. Passed
17 7. At the 1997 Annual Meeting, a sense of the house motion to harmonize by deleting the “denial of
18 agreement” exception was rejected.

19 **Selected Issue:**

- 20 1. Should an exception be provided for short-term licenses (e.g., up to six months) involving use of
21 information provided by the licensor?

22 **Reporter's Notes:**

23 1. The statute of frauds has been controversial. In sales law, the statute of frauds serves a limited purpose
24 in that it applies only to protecting against fraud in cases involving goods that have not yet been delivered. Reliance on
25 litigation and on evidence rules to regulate fraud there makes sense so long as a statute of frauds causes any significant
26 detriment to modern transaction formats. Neither British contract law nor the Convention on International Sales of Goods
27 (CISG) require a record. Yet, the need for statute of frauds protection is greater in information contracts than in the sale
28 of goods, however. This is true because of the intangible character of the subject matter, the threat of infringement, and
29 the split interests involved in a license with ownership of intellectual property rights vesting in one party while rights to
30 use or possess a copy of the intangible may vest in another party. These considerations buttress other arguments against
31 repeal which include primarily the idea that the fraudulent practices and unfounded claims that this rule prevents justify
32 the cost **and** that the statute codifies and encourages what might be regarded as desirable business practice.

33 There has been little or no support outside academic contexts for repeal of the statute of frauds in reference to
34 information transactions. This relates primarily to questions about the intangible nature of the subject matter and the ease
35 of copying as diminishing the reliability of other indicia of agreement to circumvent fraudulent claims. The Drafting
36 Committee voted to adopt a statute of frauds rules with a relative large dollar cut-off. The dollar figure positions the
37 statute in reference to relatively large transactions and excludes most mass market deals. In larger transactions, the risk
38 is sufficiently large and the statutory safeguard is relevant.

39 2. This Draft opts for a subject matter as the key statutory concept. There are several reasons for this.
40 Chief among these is that, unlike in transactions in goods, questions about quantity are often not a chief consideration
41 in intangibles. Rather, the major focus of a license deals with questions about the scope of the license. As defined in 2B-
42 102, scope refers to five aspects of the contract: subject matter, rights granted, location, duration and the uses allowed.
43 One could argue for a statute that requires that all five elements be in a record, but practices in the industries covered by
44 this article do not support such a position. The subject matter (or information covered) was selected as a reasonable
45 compromise.

46 3. This section does not require that a record be retained. As in current law, one can prove the prior
47 existence of a record by showing that a procedure exists by which an authenticated record must necessarily have been
48 made in order for the party to have proceeded in use of the information or another activity. In electronic environments,
49 a “record” requires that information be in a form from which it can be perceived. This section does not take a position
50 on how long the information must be in this form. Significant litigation has occurred in copyright law on this question.
51 The cases there do not impose a minimum time period; a “copy” occurs when information is placed in a different part
52 of memory in a computer than the one in which it was stored. Copyright law, on the other hand, does distinguish a copy
53 and an ephemeral manifestation of information. Presumably, an ephemeral copy is not a record in this Article.

54 4. Subsection (b) follows the basic principle that use questions are significant and that some basic default
55 principles should not be altered except by a record. Section 2B-310 incorporates the primary default rules on scope in
56 this draft: single user, no right to modifications, and implied right to uses necessary to expressly granted uses. These
57 three facets of the default rule provisions include both licensor and licensee protections.

58 5. Subsection (c) contains of number of exceptions to the statute of frauds rule. The \$20,000 limit was
59 chosen to exclude coverage the large number of small value transactions that do not require formalities. Focusing on
60 dollar amount is too narrow here; the draft uses a “value” standard instead. The exception covers transactions involving
61 no payment, but which are otherwise enforceable contract because there is other consideration present; these are excluded

1 from the statute if the dollar amount or obligations created are less than \$20,000. Subsection (c)(2) reflects entertainment
2 industry practice.

3 **Illustration 1:** ABP Corp. licenses movies for one and two week showings by thousands of theaters.
4 For each, it delivers a copy of the motion picture to enable the showing. Regardless of the dollar value
5 of the license and any renewals, the license is excepted from the requirement of a record because a
6 copy was delivered to the licensee and subsection (c)(3) applies. The terms of the license are
7 determined by the actual agreement, the customs of the business, and default rules of this Article.

8 **Illustration 2:** Booker acquires releases from various parties to enable completion and publication
9 of its books. The releases are often not acquired for any payments to the releasing party. This section
10 allows enforcement without a writing based on both subsection (c)(2) and (c)(1) (the latter being
11 applicable because the total payments were less than \$20,000, i.e., no payments). The absence of
12 consideration is permitted under the section dealing with releases.

13 **6.** Subsection (d) makes clear that trading partner or similar agreements are enforceable to alter the statute
14 of frauds issue. The parties can clearly agree to conduct their further business without there being a need for additional,
15 authenticated writings.

16 **7. Current law:** The common law statute of frauds is contained in statutes in 47 states. Restatement
17 (Second) of Contracts ch. 5, Statutory Note, at 282 (1979). State law rules differ. In the final version of this draft,
18 legislative notes must cover the partial revision/ repeal of existing statute of frauds rules to achieve the result noted in
19 subsection (e) of this Draft.

20 Article 2A employs a statute of frauds for leases based in part on the separation of possession and title in a lease,
21 the content of which requires documentation that goes beyond the mere transfer of possession of the goods. If the
22 distinction based on a separation of ownership and possession is accepted as a reason for different treatment in the U.C.C.
23 for sales and leases, a similar reason for not repealing the statute of frauds exists in intangibles.

24 Copyright law requires a written agreement for an enforceable transfer of a copyright. 17 U.S.C. ' 204. A
25 similar rule applies for patents. 35 U.S.C. ' 261. A transfer of property rights occurs when there is an "assignment" or
26 an "exclusive license." The federal rules do not apply to transfers of rights in data. For discussion of the difference
27 between data and copyright in data compilations, see Feist Publications, Inc. v. Rural Telephone Service Co., 111 S. Ct.
28 1282 (1991). Federal rules do not apply to nonexclusive licenses since a nonexclusive license is not a "transfer" of
29 copyright ownership. However, in copyright law, a nonexclusive license that is not in writing may lose priority to a
30 "subsequent" transfer of the copyright.

31 **SECTION 2B-202. FORMATION IN GENERAL.**

32
33 (a) A contract may be made in any manner sufficient to show agreement, including by
34 offer and acceptance, conduct by both parties, or the operations of an electronic agent which
35 recognize the existence of a contract.

36 (b) If the parties intend to make a contract, an agreement sufficient to constitute a contract
37 may be found even if the time that the agreement was made cannot be determined, one or more
38 terms are left open or to be agreed upon or, one party reserves the right to modify terms, ~~or the~~
39 ~~standard forms of the parties contain varying terms.~~ However, a contract is not formed if the
40 parties disagree about scope. ~~If records exchanged by the parties conflict on the scope of a~~
41 ~~license, an agreement exists only if and to the extent that from all the other circumstances it~~
42 ~~appears that an agreement, including with respect to scope, existed.~~

43 (c) Even if one or more terms are left open, a contract does not fail for indefiniteness if
44 the parties intended to make a contract and there is a reasonably certain basis for giving an
45 appropriate remedy.—

1 (d) If an agreement is made, but a term is to be fixed by later agreement and the parties
2 intend not to be bound unless the term is fixed or agreed to, a contract is not formed if the term is
3 not fixed or agreed to. In that case, each party shall return or, with the consent of the other party,
4 destroy all copies of information and other materials already received. The licensor shall return
5 any portion of the contract fee paid for which performance has not been received and retained by
6 the licensee. The parties remain bound with respect to any obligation of confidentiality, or
7 similar obligations, to which the parties have agreed.

8 **Uniform Law Source:** Section 2-204; 2-305(4).

9 **Committee Votes:**

10 a. Committee voted unanimously to adopt the section in principle. (September, 1996)

11 **Changes Since Last Draft:**

12 This section and the remaining sections on formation and terms have been restructured for clarity and flow of
13 concepts. The provisions removed from this section have been placed in other sections, including Section 2B-204.
14 Subsection (d) was moved here from Section 2B-305 since the provisions deal with contract formation, rather than
15 terms and set out part of the important concept of how a contract conditional (expressly or impliedly) on agreement
16 to additional terms is unraveled where the agreement does not occur.

17 **Reporter's Note:**

18 1. Subsection (a) generally conforms to current law. Under these standards, courts correctly hold that
19 preliminary negotiations do not create a contract unless and until the parties manifest an intent to be bound. The clearest
20 illustration of that, of course, is by executing a contract in record. In addition, in essentially all industries, it is often the
21 case that performance begins under some form of preliminary understanding or indication of intent to contract (letter of
22 intent) and this performance creates obligations but not necessarily a commitment to the overall or long term
23 arrangement. Sorting between cases such as that and the so-called layering situations where terms are layered on over
24 time even though the parties have clearly agreed to the entire contract with details to be filled in is inevitably a question
25 of fact for a court or the parties to sort through. Whether a more definitive standard can be provided here or in any other
26 setting is doubtful.

27 2. Parts of subsection (b) were added to deal with the fact that issues about scope go to fundamental
28 aspects of a license; they in effect define the product being licensed. Disagreement in records (often standard forms)
29 about this fundamental issue are like an exchange of forms ordering a Corvette and confirming purchase of a
30 Volkswagon, they indicate potentially fundamental disagreement in respect to the nature of the contract and its subject
31 matter. This does not disallow the existence of a contract, but requires that a court look elsewhere than in the exchanged
32 records for indicia of agreement.

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SECTION 2B-203. OFFER AND ACCEPTANCE.

38 (a) Unless otherwise unambiguously indicated by the language of the offer or the
39 circumstances;

40 (1) An offer to make a contract invites acceptance in any manner and by any
41 medium reasonable under the circumstances.

42 (2b) An order or other offer for prompt or current performance invites acceptance
43 either by a prompt promise to perform or by prompt or current performance. However, a

1 performance involving nonconforming information is not an acceptance if the party that provides
2 the information seasonably notifies the transferee that the information is offered only as an
3 accommodation.

4 (be) If the beginning of a requested performance is a reasonable mode of acceptance, an
5 offeror that is not notified of acceptance and has not received the ~~relevant~~ performance within a
6 reasonable time may treat the offer as having lapsed without acceptance.

7 (cd) Subject to subsection (d), ~~Section 2B-202~~, a definite and seasonable expression of
8 acceptance may create a binding obligation even if it is in a standard form that contains terms
9 that vary from the terms of the offer. However, if records exchanged by the parties conflict on the
10 scope of a license, no agreement exists unless from all the other circumstances it appears that an
11 agreement, including with respect to scope, existed.

12 - (d) An offer or acceptance that because of the circumstances or the language of the offer
13 or acceptance is conditional on assent by the other party to the terms of the offer or acceptance
14 precludes the formation except by compliance with the condition. However, ~~E~~language in a
15 standard form which makes an offer or acceptance expressly conditional on assent by the other
16 party to the terms of the form ~~varying terms~~ precludes the formation of a contract only ~~in the~~
17 ~~absence of agreement to those terms~~ if the party proposing the form acts in a manner consistent
18 with the stated conditions, such as by refusing to perform or permit performance until its terms
19 are accepted, and the other party does not accept the terms. ~~The terms of a contract formed by~~
20 ~~records with varying terms are determined under Section 2B-309, if applicable, and under~~
21 ~~general law if that section does not apply.~~

22 **Uniform Law Source:** Section 2A-206; Section 2-206.

23 **Committee Vote:**

24 a. Approved in principle. (September, 1996).

25 **Changes Since Last Meeting:**

26 This section has been reorganized and edited without changes in substances. Some language has been moved here
27 from 2B-203. The first sentence of subsection (d) was added to provide the general rule against which the special
28 treatment of standard for conditions has been provided. Subsections dealing with electronic agents and offer and
29 acceptance were moved to a new section.

30 **Reporter's Notes:**

31 1. Article 2B separates the issue of whether an **agreement** exists from the issue of what **terms** govern
32 that agreement. This Section allows formation of a contract through a variety of means, including the exchange of
33 conflicting standard forms if the parties behave as if a contract exists. The materials in subsection (a) through (c) are
34 consistent with current law.

1 individual. A contract is formed if an individual has reason to know that the individual is dealing
2 with an electronic agent and performs actions the individual ~~person~~ should know will cause the
3 agent to perform or to permit further use, or that are clearly indicated as constituting acceptance
4 regardless of other contemporaneous expressions by the individual to which the electronic agent
5 cannot react. The terms of the contract are determined under Section 2B-207 or 2B-208 as
6 applicable, but do not include terms provided by the individual in a manner to which the
7 electronic agent could not react.

8 ~~————— (3) The terms of the contract include terms on which the parties have previously~~
9 ~~agreed, terms which the electronic agents could take into account, and, to the extent not covered~~
10 ~~by the foregoing, terms provided by this article or other law.~~

11 **Source: 2B-203**

12 **Committee Vote:**

13 a. Approved in principle. (September, 1996).

14 **Changes Since Last Meeting:**

15 The section has been edited for clarity. Also, determinations of what terms govern the contract are expressly referred
16 to applicable sections of the Article.

17 **Reporter's Notes:**

18 1. This Draft separates out former subsection (e) and (f) from 2B-203. The substantive provisions are
19 largely unchanged, except with respect to the black-lined materials. The separation is intended to enable dealing with
20 the electronic commerce provisions of Article 2B as a package, in the event they are transported to the other UCC
21 transactional articles. As discussed above, Article 2B separates the issue of whether an **agreement** exists from the issue
22 of what **terms** govern that agreement. This Section allows formation of a contract electronically, shifting most issues
23 about terms to other sections.

24 2. Subsection (a) deals with two contexts relevant in the electronic world: 1) interaction between a human
25 and an electronic agent, and 2) an interaction between two electronic agents without human intervention. In both
26 situations, electronic methodology is in widespread use, but there are questions of under what circumstances agreement
27 is inferred from behavior and of to what terms an electronic agent can agree. The following illustrations, although not
28 within Article 2B scope, illustrate one aspect of the issue:

29 **Illustration 1.** Tootie is an electronic system for placing orders for Home Shopping Network. When you dial
30 the number, a voice comes on line instructing you to indicate your card number, the item number you will
31 purchase, the quantity, your location, and other items. You indicate this by striking keys and numbers on your
32 telephone. Tootie automatically orders shipment. Ray calls Tootie and, after entering his card number, verbally
33 states to Tootie that he will only accept the dresses being order if there is a 120 day no questions return policy.
34 Otherwise: "I don't want the damn things." Tootie orders shipment.

35 There is a contract. The verbal addition or condition is ineffective. Stating conditions clearly outside the capability of
36 the electronic agent to make a reaction does not eliminate the agreement reached by taking the steps needed to initiate
37 the shipment. Similarly, the verbal terms should be ineffective to alter the agreement since the Tootie system could not
38 respond to the verbal condition.

39 **Illustration 2.** User dials the ATT information system. A computerized voice states: "If you would like us to
40 dial your number, strike "1", there will be an additional charge of \$1.00. If you would like to dial yourself,
41 strike "2". User states into the phone that he will not pay the \$1.00 additional charge, but would pay .50. Having
42 stated his conditions, User strikes "1". The computerized voice asks User to state the name of the recipient of
43 the call. User states "Jane Smith". The ATT computer dials Jane Smith's number, having located it in the
44 database.

45 Under the circumstances, User's "counter offer" is ineffective; it could not be reacted to by the ATT computer. The
46 charge for the use should include the additional \$1.00.

47 3. As between electronic agents a form of presumed intent within the programming of the electronic
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49

1 agents is sufficient for a contract. The idea here is that, even if the agents “negotiate”, they are acting within parameters
2 set by their party’s and, if an “agreement” occurs within those parameters signified by performance, ordering
3 performance, or instructing performance to occur, that suffices. The terms of the contract would be determined as
4 indicated, allowing for prior agreement, terms reflecting “consensus” of the two agents, and default rules. Terms in one
5 agent’s system that are not capable of being reacted to by the other are not part of the contract.
6

7 **SECTION 2B-204. [moved]-**

8 **SECTION 2B-205. [moved]**

9
10 **SECTION 2B-2056. FIRM OFFERS.** An offer by a merchant to enter into a contract

11 made in an authenticated record that by its terms gives assurance that the offer will be held open
12 is not revocable for lack of consideration during the time stated. If a time is not stated, the offer
13 is irrevocable for a reasonable time not exceeding 90 days. A term providing assurance that the
14 offer will be held open that is contained in a standard form supplied by the party receiving the
15 offer is ineffective unless the party making the offer [authenticates the term] [manifests assent to
16 that term].

17 **Uniform Law Source: Section 2A-205; Section 2-205.**

18 **Committee Actions:**

- 19 a. Committee voted unanimously to approve this in principle. (September, 1996)
20 b. Agreed to use 90 days as a standard in lieu of three months. (September, 1996)
21 c. Reviewed in April 1997 with no substantive changes.

22 **Issue:** Should the Committee reconsider and follow existing Article 2 by requiring that the term be
23 signed (authenticated)?
24

25 **SECTION 2B-2067. RELEASES.**

26 (a) A release of intellectual property rights in whole or in part is effective without
27 consideration if it is:

28 (1) contained in a record to which the party giving the release manifested assent
29 and which identifies the rights released; or

30 (2) enforceable under other law including estoppel, implied license, or other rules
31 allowing enforcement of a release.

32 (b) A release continues for the duration of the rights released if the agreement does not
33 specify its term and does not require:

34 (1) on-going affirmative performance by the party granting the release; or

35 (2) on-going payments or other affirmative performance by the party receiving the
36 release except minor acts such as acts done in complying with an agreement to give

1 acknowledgments or credits in subsequent use of the information or to provide a small number of
2 copies of any new works.

3 **Selected Issues:**

4 a. Is the definition of a release sufficiently distinct from the general idea of a license to permit the
5 special rules in this section (i.e., no authenticated record required and presumption of a perpetual term), neither of
6 which rule is appropriate for licenses in general?

7 **Reporter's Note:**

8 1. This section provides that ordinarily an authenticated record is not required to enforce a release. This
9 distinguishes releases from material otherwise covered by 2B-201 on the statute of frauds. While a release is a form of
10 a license it is characterized by being a simple agreement not to sue, rather than a commercial transaction involving the
11 variety of elements that are present in a commercial license, including any provision for taking steps by the licensor to
12 make the information available to the licensee. The term "release" is defined in Section 1-102.

13 2. Subsection (b) relates to practices important in the entertainment and multimedia industries involving
14 acquisitions of rights clearances relating to properties used in new works. The release or waiver does not relate to claims
15 based on breach of contract, but refers to releases of intellectual property and similar rights. The section clarifies existing
16 law concerning the enforceability of releases in fully executed form. This section provides that release of rights in a
17 certain form is enforceable, but does not alter other existing law with respect to when releases are enforceable.

18 Subsection (b) is a specific application of a rule previously expressed in Section 2B-311, creating a presumption
19 that some single or no-payment contracts create perpetual rights if no term is specified. The broader rule was abandoned
20 based on extensive discussion at the April, 1997 meeting, but this specific application was developed to deal with issues
21 common in software, publishing and other industries where parties develop products in part on reliance on general
22 releases or waivers that do not contain specific duration terms. Leaving those cases to the general "reasonable time"
23 standard in Section 2B-311 would create unwarranted and potentially costly uncertainty.

24 **Illustration 1.** Film Co. is engaged in filming street scenes in New York City for inclusion in its
25 newest video game. As is common practice, it posts conspicuous signs on the sidewalk informing
26 people that the filming is occurring and indicating that, if they are filmed, their voluntary participation
27 constitutes a release of intellectual property rights in the use of the film (e.g., rights of publicity). The
28 voluntary participation manifests assent to the record (the sign). As clarified in the text, this section
29 also does not preclude enforceability under other law such as estoppel or, even, traditional offer and
30 acceptance theory.

31 **Illustration 2.** Goods operates a website. The first page of the site states that the user can
32 download and use a copy of the art work by printing it. Wilson charges for access to the website,
33 but not for downloading. Is the release or grant effective? There would be two analyses that would
34 yield an enforceable waiver or grant of a right here. One could conclude that the term giving the
35 right to download was an agreed part of the access contract, although there was no procedure for
36 manifesting assent to the term. Alternatively, under this section, the release of the right to control
37 the making of copies is enforceable since the screen is a record to which the provider manifested
38 assent by making available to other parties, or other law supports enforceability (e.g., estoppel).
39

40
41 3. While the section refers to assent to a record, it does not preclude modern means of recording assent,
42 such as by filming assent by the participant as part of the "record" itself. In this case, the film itself serves as the record.
43 The filmed assent is in effect no different from signing a writing. In both cases, the included act or signing authenticates
44 the record.

45 4. This section applies to releases that occur in common "chat room" and "list service" activities on
46 the Internet. In these situations, it is common to indicate that participation in the service implicitly gives permission
47 for the use of materials submitted. Arguably, these relationships are supported by consideration; this section makes
48 clear that releases in such situations are enforceable based on the existence of assent to the record containing the
49 release terms.

50 **Illustration 3.** West operates an on-line chat room. It uses some of the comments placed on line in
51 its monthly newsletter. The first time an individual joins the chat room, the screen displays a
52 legend stating that: "By participating in this on-line conversation, you grant West the right to use
53 your comments as edited in subsequent publications in any media. By joining the conversation,
54 under this section, the participant releases its rights in its copyright comments for the purposes
55 stated. Subsection (b) eliminates the need for consideration if the release is in a record agreed or
56 manifested assent to by the party. Here, the act of participating constitutes manifesting assent if
57 the release language was prominent and called the party's attention.
58

59 **[B. Terms of Records]**
60

1 **SECTION 2B-2075. ADOPTING TERMS OF RECORDS.**

2 ~~(a) If a party adopts the terms of a record, including a record that is a standard form, the terms of the record~~
3 ~~become terms of the contract.~~

4 ~~(b) Except as otherwise provided in Sections 2B-308 and 2B-309, a party adopts the terms of a record if the~~
5 ~~party agrees, including by manifesting assent, to the record before or in connection with the initial performance or~~
6 ~~use of or access to the information. If the parties commence performance or use the information with the expectation~~
7 ~~that their agreement will be represented in whole or in part by a record that a party has not yet had an opportunity to~~
8 ~~review or that has not yet been completed, the party adopts the terms of the later record if the party agrees to or~~
9 ~~manifests assent to that record.~~

10 ~~(c) A term adopted under subsection (b) becomes part of the contract without regard to the knowledge or~~
11 ~~understanding of the individual term by the party adopting the record and whether or not the party read the record.~~

12 ~~(d) A term of a record which is unenforceable for failure to satisfy a requirement of this article, such as a~~
13 ~~provision that expressly requires use of conspicuous language or manifesting assent to the term is not part of the~~
14 ~~contract.~~

15 (a) If a party adopts the terms of a record, including a record that is a standard form, the
16 terms of the record become terms of the contract without regard to the party's knowledge or
17 understanding of the terms of the record. However, a term which is unenforceable for failure to
18 satisfy a requirement of this article, such as a requirement for conspicuous language, is not part
19 of the contract.

20 (b) Except as otherwise provided in Sections 2B-206 and 2B-207, a party adopts the
21 terms of a record if the party agrees, including by manifesting assent, to the record before or in
22 connection with the initial performance or use of or access to the information. If performance or
23 use of the information is commenced with the expectation that their agreement will be
24 represented in whole or in part by a record that a party has not yet had an opportunity to review
25 or that has not yet been completed, the party adopts the terms of the later record if the party
26 agrees to or manifests assent to that record.

27 **Uniform Law Sources:** Common law decisions; Restatement (Second) of Contracts 211.

28 **Committee Votes:**

- 29 a. Rejected a motion to add retention of benefits as manifesting assent.
30 b. Rejected a motion to make specific reference to excluding terms that are unconscionable in addition
31 to general exclusion under section 2B-109. (September, 1996)
32 c. Consensus to expand the section to cover all records, rather than merely standard forms, provided that
33 it be made clear that standard forms are covered. (September, 1996)
34 d. Reviewed without substantive change. (April, 1997)

35 **Changes Since Last Meeting:**

36 This section was moved from 2B-307 for purposes of clarifying the relationship between contract formation and contract
37 terms. It was reorganized and edited for clarity without substantive change.

38 **Reporter's Notes:**

39 1. Article 2B deals with standard form records in three separate sections. This Section and 2B-207 deal
40 with standard forms in "single form" cases. Section 2B-209 deals with cases involving an exchange of conflicting forms.
41 These sections assume that a contract exists and do not address formation issues. If no contract is formed under other
42 provisions of this Article, the sections are not applicable. What is addressed here is, given a contract, what are the terms?

43 2. The theme in Article 2B is that, while contracts are in some situations, formed and their terms
44 delineated at a single point in time, in many modern transactions, a rolling process occurs in which terms are provided,
45 clarified or introduced at more than one point. Formation and term delineation is a process, rather than a single event.

46 In single form cases, Article 2B proposes a balance is implemented in two elements. The **first**, contained in this

1 section, solidifies the enforceability of standard forms in commercial deals. This confirms an important aspect of
2 commercial law. The principle, already followed in the vast majority of modern commercial case law, flows from the
3 belief that in the absence of fraud, unconscionable or similar conduct, commercial parties are bound by the writings to
4 which they assent, without being able to later claim surprise or a failure to read the language presented to them. Assent
5 does not depend on the party actually reading the terms. As the language in (a) clarifies, however, the adoption of terms
6 does not circumvent separate rules requiring that a term be conspicuous.

7 The **second** is that, in mass market transactions, protections can be created altering the idea that a party is bound
8 by the entire form to which it assents in a way that accommodates the possibility of unfair surprise. This counterbalance
9 arises in 2B-207 with reference to mass market contracts. That Section adopts the approach of the Restatement (Second)
10 of Contracts § 211, which creates a limited basis to argue that a term in a record to which the party assents may have been
11 so surprising that it should not be enforced unless called to that person's attention. The Restatement rule is seldom
12 applied to commercial contracts not involving insurance policies, and has been adopted fewer than ten states. Other states
13 rely solely on concepts of fraud, unconscionability, bad faith and similar devices to police, in a limited way to preclude
14 serious cases of abuse.

15 **3.** This section applies the principle of enforceability to all commercial records. A party is bound by a
16 record if it agrees to the record, including agreement by manifesting assent to the record. Given the definition of
17 manifesting assent, this gives three ways of establishing that a record is binding. The most restrictive is "manifested
18 assent." This concept focuses on objective manifestations of assent and adopts procedural safeguards allowing the party
19 bound by the standard form an opportunity to review terms and to reject the contract if the terms are not acceptable. The
20 two safeguards are in the concept of "opportunity to review" (see 2B-114) and "manifests assent" (see 2B-113). A party
21 cannot manifest assent to a form or a provision of a form unless it has had an opportunity to review that form before
22 being asked to react. Except in contract modifications, an opportunity to review does not occur unless the party has a
23 right to return the subject matter, refuse the contract, and obtain a refund of fees already paid (if any). The second theme
24 involves signing the record (authentication). Historically, this has been sufficient to show assent. Third, there is the
25 possibility of "agreement to the record." This is more subjective and deals with the entire context. A party in a context
26 covered by this section would generally prefer to construct its transaction to fall within either of the other provisions.

27 **4.** Subsection (b) rejects the idea that a contract and all of its terms must be formed at a single point in
28 time. Case law adopts a more fluid conception of the process of contracting, where parties define the agreement over a
29 period of time that is not constrained to an instantaneous "closing" in most cases. See, e.g., Carnival Cruise Lines, Inc.
30 v. Shute, 111 S.Ct. 1522 (1991); Hill v. Gateway 2000, Inc., 1997 WL 2809 (7th Cir. 1997). This rolling contract concept
31 reflects that, in many agreements, terms are considered at two different points in time (some at the initial discussion and
32 others when the products arrive), while in still others, terms may continue to be created and modified over time.

33 Terms can and often are created in modern commerce by assent after beginning performance. Thus, in the
34 entertainment industry and in many development contracts, contract terms are developed and drafted **while** performance
35 occurs, not before performance begins. Each party anticipates an enforceable record will be created and agreed to, but
36 neither waits on performance until one is fully drafted. This section accommodates that process as well as the common
37 practice of providing terms for assent at some point prior to the initial performance, even if not at the first step in the
38 agreement process.

40 SECTION 2B-208. MASS-MARKET LICENSES.

41 ~~_____ (a) Except as otherwise provided in this section and Section 2B-309, a party adopts the terms of a mass-~~
42 ~~market license if the party agrees, including by manifesting assent, to the mass-market license before or in~~
43 ~~connection with the initial performance or use of or access to the information.~~

44 ~~_____ (b) Terms adopted under subsection (a) include all of the terms of the license without regard to the~~
45 ~~knowledge or understanding of individual terms by the party assenting to the form. However, except as otherwise~~
46 ~~provided in this section, a term [for which there was no opportunity to review before payment of the contract fee is~~
47 ~~not adopted and] does not become part of the contract if the party does not manifest assent to the particular term and~~
48 ~~the term creates an obligation or imposes a limitation that:~~

49 ~~_____ (1) the party proposing the form should know would cause an ordinary reasonable person acquiring~~
50 ~~this type of information in the general mass market to refuse the license if that party knew that the license contained~~
51 ~~the particular term; or~~

52 ~~_____ (2) conflicts with the negotiated terms of the agreement.~~

53 ~~_____ (c) Subsection (b)(1) does not exclude a term that:~~

54 ~~_____ (1) states a limit on the licensee's use of the information which limit would exist under intellectual~~
55 ~~property law in the absence of the contractual term;~~

56 ~~_____ (2) was disclosed in compliance with any federal or state law; or~~

57 ~~_____ (3) becomes part of the contract under other provisions of this article.~~

58 ~~_____ (d) A term that is unenforceable for failure to satisfy a requirement of this article, such as a provision that~~
59 ~~expressly requires use of conspicuous language or manifesting assent to the term, is not part of the contract.~~

60 ~~_____ (e) In a mass-market transaction, unless otherwise agreed, an obligation or limitation that was reasonably~~
61 ~~disclosed on the product packaging or otherwise before payment of the license fee, or that was part of the product~~
62 ~~description, becomes part of the contract without manifestation of assent to a license or to a term containing the~~
63 ~~obligation or limitation.~~

1 ~~(f) A mass-market license must be interpreted whenever reasonable as treating in a similar manner all~~
2 ~~parties situated similarly without regard to their knowledge or understanding of the terms of the record.~~

3 (a) Except as otherwise provided Section 2B-209, a party adopts the terms of a mass-
4 market license for purposes of Section 2B-207(a) if the party agrees, including by manifesting
5 assent, to the license before or in connection with the initial performance or use of or access to
6 the information. However, except as otherwise provided in this section, a term [for which there
7 was no opportunity to review before payment of the contract fee is not adopted and] does not
8 become part of the contract if the party does not know of or manifest assent to the particular term
9 and the term creates an obligation or imposes a limitation that:

10 (1) the party proposing the form should know would cause an ordinary reasonable
11 person acquiring this type of information in the general mass market to refuse the license if that
12 party knew that the license contained the particular term; or

13 (2) conflicts with the negotiated terms of the agreement between the parties to the
14 license.

15 (b) Subsection (a)(1) does not exclude a term that:

16 (1) states a limit on the licensee's use of the information which limit would exist
17 under intellectual property law in the absence of the contractual term;

18 (2) was disclosed in compliance with any federal or state law;

19 (3) was reasonably disclosed on the product packaging or otherwise before
20 payment of the license fee, or was part of the product description; or

21 (4) becomes part of the contract under other provisions of this article.

22 [(c) The court may exclude a term under this subsection (a)(1) only if it finds that the
23 term is bizarre or oppressive by industry standards or commercial practices, abrogates or
24 substantially conflicts with the nonstandard terms explicitly agreed to by the parties to the
25 license, or eliminates the dominant purpose of the transaction as agreed to by the parties to the
26 license.]

27 **Uniform Law Source:** Restatement (Second) of Contracts § 211.

28 **Votes:**

29 a. During Article 2 discussion at the annual meeting in 1996, a motion to delete special treatment there

1 for consumer was defeated based in part on Article 2 Drafting Committee assurances that Article 2 would use
2 an **objective** test.

3 **b.** The Drafting Committee adopted by a vote of 10-1 a motion to delete the reference to terms consistent
4 with “customary industry practice.”

5
6 **c.** The Drafting Committee adopted by a vote of 12-0 a motion to delete a safe harbor for terms giving
7 no less rights than under a first sale.

8 **d.** The Drafting Committee voted 12-0 to support an approach (b) that focuses on the perspective of the
9 party proposing the form.

10 **e.** The Committee rejected a motion to adopt ABA proposal to substitute refusal term concept with an
11 affirmative, expanded refund right that covers cost of return and return of system to original state. Vote: 2- 6
12 (April, 1997)

13 **f.** The Committee failed to adopt a motion to add the expanded refund right and restrict the refusal term
14 concept to consumer transactions. Vote: 5 - 5 (April, 1997)

15 **g.** The Committee rejected a motion to limit the section to consumer licenses. Vote: 2 - 8 (April, 1997).

16 **Selected Issue:**

17 **a.** Should the Committee adopt the language proposed in the “Henderson motion” at the Annual Meeting
18 and derived from comments to the Restatement?

19 **b.** Should the bracketed language be adopted limiting the refusal term idea to post payment contract
20 terms?

21 **Reporter's Notes:**

22 Changes Since the June Meeting:

23 **a.** The section was moved here from 2B-308 in a reorganization to made clear the relationship between
24 formation and term-creation rules. The section has been also reorganized for clarity and to relate back to the general
25 provisions of Section 2B-207. Reference to lack of knowledge and to the fact that adopting terms does not over-ride
26 exclusion of terms under more specific provisions requiring, for example, that a term be conspicuous, occurs in Section
27 2B-207, which is incorporated in this section under subsection (a). Subsection (a) stating the refusal terms concept is
28 framed as an exception to the general rule that adopting a record adopts all of its terms, except those made unenforceable
29 under other rules.

30 **b.** The refusal term concept holds that unknown terms that are not assented to specifically are not included
31 if they would have led to refusal of the license. At the Annual Meeting, in discussion of Article 2, a motion was made
32 to clarify the basis of exclusion in that Draft and seemed to receive substantial support, but it was withdrawn on the
33 assurance from the Article 2 Committee that the “message” had been received and that, in two years, adjustments would
34 be made. Bracketed subsection (c) contains language from that motion and the Restatement comments. The Committee
35 should consider whether the concept should be expressly adopted.

36 **c.** Subsection (b)(3) was added at the May, 1997 meeting, but has not been directly discussed by the
37 Committee. It responds to the potential of conflicting regulations or disclosure demands and holds that disclosure of terms
38 pursuant to applicable federal or state regulations suffices for purposes of this Article. This is based on the concept that
39 direct regulations tailored to specific disclosures should not be altered by the general rules of this section.

40 **d.** Former subsection (f) requiring that terms be interpreted the same for all licensees was deleted based
41 on written suggestions by various commissioners at the Annual Meeting that this language states an obvious interpretation
42 principle and was not necessary.

43 General Notes:

44 **1.** This Section deals with all standard forms used in the mass market in transactions governed by this
45 Article. It states an exception to the general rule in Section 2B-307 and creates what has been a controversial rule
46 allowing a court to invalidate some terms of a mass market standard form even though the term is not unconscionable
47 and was not obtained through fraud or duress unless the party assenting to the form also assents to the particular term.
48 These are so-called “refusal terms,” defined in subsection (b) as terms that the party proposing the form should know
49 would cause a refusal of the license by the licensee. As drafted, the scope of the section is determined by the scope of
50 the term “mass market.” This currently covers consumer transactions and transactions involving two businesses. It is not
51 limited to deals involving small businesses.

52 **2.** In the mass market, contract terms are created in several different ways. This section deals with all
53 standard forms in the mass market, including 1) forms presented before a purchase fee is paid, 2) situations where terms
54 are presented online, and 3) situations where a publisher’s terms are made available for assent by the end user only after
55 the end user pays the retailer. A failure to focus on the differences clouds assessment of the provisions of this section.

56 **3. FORMS ASSENTED TO BEFORE PAYMENT.** Where the terms of a form (mass market or other) are
57 presented before a price is paid, determining the validity of the form terms involves issues that have been presented to
58 courts for years. In this setting, the vast majority of case law on consumer or other grounds enforces the contract. The
59 fact that the terms are non-negotiable or represent a “contract of adhesion” typically results in close scrutiny of terms
60 and whether they violate concepts of unconscionability, but it seldom results in a decision that invalidates the contract
61 itself. The fact is that, while neither party bargained for terms, the vendor did not agree to sell under any other terms than
62 those set out in its contract and, as long as there is fairness, disclosure or notice to the other party, contract law does not
63 vitiate those terms.

1 Subsection (a) states a principle in the Restatement (Second): by manifesting assent to a standard form record,
2 a party adopts the terms of that record. Unlike common law, Article 2B places significant restrictions procedurally on
3 the idea of manifesting assent. These restrictions ensure that the record be available for review and that the assenting
4 party make some **affirmative** indication of assent. Compare Hill v. Gateway 2000, Inc., 1997 WL 2809 (7th Cir. 1997)
5 (assent to a form based on failure to object sufficient to enforce clause in that form). In light of the nature of mass market
6 transactions, the timing in which the form can be made effective is limited to no later than the initial use of the
7 information.

8 In this setting, however, courts express concern about the risk of over-reaching and fraud or surprise in the form
9 of hidden or otherwise unknown terms that fundamentally alter the deal and vitiate the bargain. In most cases, courts
10 concerned about or presented with claims of this nature focus on whether the contract is adhesive and, if so, on whether
11 a particular term is “unconscionable.” Few courts invalidate conscionable terms in the mass market. Section 2B-308
12 creates a right to invalidate terms that are not unconscionable. It also applies that result to business purchasers.

13 **The issue is whether new law is justified to avoid abuses in contracting that are dealt with adequately**
14 **under current consumer regulations, fraud concepts, and the general rule avoiding unconscionable contract**
15 **terms. Should an otherwise “conscionable” term be excluded?**

16 In cases where the license arises through initial screens presented to the licensee before it pays, the issue is
17 identical to paper-based formats, except for the automated nature of the contracting. The issues are whether there are
18 adequate indicia of assent and adequate protection against over-reaching.

19 In both cases, one view is that law should disallow the ability of a vendor to insist on the terms under which it
20 chooses to market its product or service. That viewpoint challenges fundamental contract law. It argues that law defines
21 terms, conditions and risks under which information is transmitted to the general public. This is a regulatory structure
22 that is not accepted in Article 2B.

23 **4. FORMS PRESENTED AFTER PAYMENT.** In modern commerce, licenses and other contract terms are often
24 presented after a price is paid to a retailer. These situations (which include so-called “shrink-wrap” licenses) invoke the
25 same issues present in ordinary use of forms in a mass market, but present two additional questions.

26 **First:** does the form contract give any advantages to the end user? The answer here centers on the fact that, in
27 most cases, the license presented after payment is between the copyright owner and the end user, rather than between
28 the end user and the retailer. In this **three-party** setting (end user, retailer, copyright owner), the post-payment license
29 is important to the end user. In that case, the standard form establishes for the first time a relationship between the
30 copyright owner and the end user. That relationship may be central to the end user’s right to use the information.

31 A copyright owner may elect to license distributors a right to sell copies of its work. Alternatively, it may
32 preclude a right to sell and instead authorize distributors to license works under terms it specifies to the distributor.
33 **Copyright law** supports either choice. If the copyright owner authorizes others to transfer copies, it is licensing its
34 exclusive distribution right. If the distributor/ licensee exceeds that license, cases hold that its transferees are not protected
35 under **copyright law**. Thus, a common distribution situation is:

- 36 1) copyright owner licenses distributor to distribute, but not sell, copies of its work, and only subject to a
37 license;
- 38 2) distributor (retailer) transfers copies to end users for a price, but under applicable case law, this cannot be
39 a “first sale” unless the copyright owner authorized sales;
- 40 3) if it is not a first sale, end user has possession, but an uncertain status in copyright until it assents to a license
41 with the copyright owner
- 42 4) if it is a first sale, end user has some statutory rights, but cannot make a public performance, display or
43 multiple copies of the work under copyright law.

44 The “post-payment” license is the first contract between the end user and the copyright owner. It is the only setting in
45 which the end user can obtain rights that are in excess of rights to a first sale purchaser and, if that is barred, any rights
46 to copy at all under copyright law.

47 **Second:** In post-payment license terms, the unique issue is what protections does the end user have if the
48 license terms are unacceptable. Under Article 2B, the post-payment terms cannot be made enforceable unless the licensee
49 has a right to a refund if it rejects the proposed agreement. This refund right is enforceable against either the publisher
50 or the retailer. If that right is not given, the contract terms are entirely unenforceable. 2B-113.

51 This section will typically not apply to transactions involving information provided in separate units pursuant
52 to an overall agreement between the licensor and the licensee. Such agreements are not part of a retail marketplace and,
53 thus, would not fall within the definition of mass market transaction. They would be governed under the general rules
54 of this Article.

55 **5.** Subsection (a) requires agreement or a manifestation of assent to the form. Its impact is limited by
56 subsection (b). It is also shaped by the existence of other mechanisms that create terms in an agreement. One of these
57 is described in subsection (f). That subsection clarifies that information about a product disclosed on packaging or
58 otherwise or part of the product description itself, become part of the deal in a mass market transaction without there
59 being a need to obtain manifested assent to a standard form. This clarifies the point that the standard form and the
60 manifesting assent requirements are not the exclusive methods of defining the agreement in this marketplace, or indeed,
61 in any other market.

62 **6.** This section deals with single-form cases. In that situation, case law generally affirms the enforceability
63 of standard forms. With respect to single form cases, no appellate case law rejects the contract-based enforceability of

1 the forms and recent cases support it. See *Hill v. Gateway 2000, Inc.*, 1997 WL 2809 (7th Cir. 1997); *ProCD, Inc. v.*
2 *Zeidenberg*, 86 F.3d 1447 (7th Cir. 1996); *Arizona Retail Systems, Inc. v. Software Link Inc.*, 831 F. Supp. 759 (Ariz.
3 1993). Compare *Vault Corp. v. Quaid Software Ltd.*, 847 F.2d 255 (5th 1988) (applying a preemption analysis to statute
4 validating a particular term after the lower court held otherwise the contract was invalid as a contract of adhesion; the
5 appellate court did not address the contractual enforceability issue). Case law is less clear in the conflicting forms setting
6 where, as in Section 2B-309 of this article, the presence of differing terms creates questions about assent to either form.
7 See *Step-Saver Data Systems, Inc. v. Wyse Technology*, 939 F.2d 91 (3d Cir.1991); *Arizona Retail Systems, Inc. v.*
8 *Software Link Inc.*, 831 F. Supp. 759 (Ariz. 1993). These cases do not contest the underlying enforceability of standard
9 forms, but deal with conflicting terms. See Douglas G. Baird & Robert Weisberg, Rules, Standards, and the Battle of the
10 Forms: A Reassessment of ' 2-207, 68 Va. L.Rev. 1217, 1227-31 (1982).

11 7. Subsection (a) places two general restrictions on the enforceability of terms in the mass market license
12 in situations where the term is not known by or called to the party's attention and assented to by the party. These are in
13 addition to general UCC rules invalidating unconscionable terms and requiring good faith. The restriction in (a)(1)
14 prevents the creation of terms that contradict the basics of the agreement without giving the assenting party fair notice
15 of the terms. Under current law, in most states, this function is served by cases interpreting forms strictly against the
16 proposing party and excluding unconscionable terms.

17 The bracketed language raises a question about whether the exclusionary terms should be limited to cases where
18 the form was not made available to the licensee until after it paid the purchase price. This would be the "classic" shrink
19 wrap case where, unlike in the case of forms assented to at the outset of the transaction, some arguments can be made
20 about the equities in allowing terms to arise after the initial retail acquisition. In most shrink wrap cases, of course, the
21 license is not an amendment of the agreement between the retailer and the end user, but the creation of a relationship
22 between the end user and the publisher or copyright owner. In this Article, under Section 2B-616, the retailer's contract
23 is independent of the terms of the publisher's contract with the end user (including disclaimers and the like). Article 2
24 revisions deal with this third party relationship by validating so-called "warranties in a box" regardless of assent by the
25 consumer and independent of exclusion of refusal terms.

26 8. Subsection (a)(1) invalidates "refusal" terms unless, pursuant to subsection (c), those terms are called
27 out to the attention of the end user and assented to by that party. "Refusal terms" are terms that the proposing party has
28 reason to know would cause a refusal of the license if the licensee were aware of the terms. This subsection creates what,
29 in most states, is a significant expansion of protection for consumers and, for businesses who make contracts in the "mass
30 market." The section in part adopts principles of the Restatement (Second) of Contracts ' 211. Since the Restatement
31 test has been adopted in relatively few states for transactions that do not involve insurance agreements, this substantially
32 expands licensee protection as contrasted to current law.

33 Subsection (a)(1) parallels the Restatement, but does not adopt the broad interpretation that some courts place
34 on that rule. Some courts have confused the Restatement approach with a general authorization to review the terms of
35 a standard form to determine whether, in the view of the court, the contract term was within the reasonable expectations
36 of the recipient of the form and, ultimately, whether the term was appropriate in the context of the deal as viewed by the
37 court. This, in effect, allows a court to rewrite the deal of the parties by excluding terms it thinks are not reasonable. This
38 broad approach reflects case law in a number of states dealing with insurance contracts, but is neither appropriate in this
39 commercial context, nor consistent with the language of the Restatement, the apparent intent of the developers of the
40 Restatement, or the language of this section. As applied outside of the arena of insurance contracts and divorced from
41 the insurance law concepts that influence the test in that setting, a broad "reasonable expectations" test finds little support
42 and is rejected here.

43 The Restatement comments indicate that a recipient of a form does not adhere to terms if the form provider had
44 reason to believe that the recipient would not accept the agreement if it knew the term was present. While this monitors
45 against unexpected terms that are outside reasonable expectations, it only does so from the perspective of the proposing
46 party. The comments also say that:

47 **Reason to believe may be inferred from the fact that the term is bizarre or oppressive, from the fact that**
48 **it eviscerates the nonstandard terms explicitly agreed to, or from the fact that it eliminates the dominant**
49 **purpose of the transaction. The inference is reinforced if the adhering party never had a opportunity to**
50 **read the term, or if it is illegible or otherwise hidden from view.** Comment f.

51 Some cases emphasize that a term hidden in a form can be invalidated if it takes away or contradicts affirmative
52 expectations created by the vendor in a deal that are basic to the value of the bargain for the other party.

53 It is in the more narrow, refusal term sense that the test is meant.

54 9. Subsection (a) modifies the Restatement approach in several ways. A major difference is that, in light
55 of the mass market context, this Draft focuses on the perspective of the party proposing the form with respect to an
56 **ordinary** user of the information. The Restatement permits a reference to the perception of the party proposing the form
57 as to the reactions of the **recipient**, and courts applying the test conflict in their treatment of this issue. In the mass
58 market, the assumption of a one to one relationship creating an individualized perception would be unrealistic.

59 Subsection (a)(1) expressly connects the nature of the term to the refusal of the entire deal. The issue presented
60 is not whether a term would fall within general expectation, but whether the vendor has reason to know that the term
61 would be a "deal breaker" in that it would so contradict the terms of the transaction or create oppressive conditions that
62 would cause refusal of the proposed deal itself and in full.

63 As in the Restatement, subsection (a)(1) refers to the perspective of the party proposing the form, not to whether

1 the form is within the expectations of the individual recipient. A review of reported cases on this point under the
2 Restatement indicates that the insurance law concepts have affected judicial treatment of the Restatement and that not
3 all courts concentrate on the form provider's reason to know. The test as proposed here does not adopt the reasoning of
4 those cases.

5 **10.** A term is not excluded if the party manifests assent to the term. At the heart of the Restatement test
6 is the idea that unknown terms require some closer monitoring to avoid surprising and oppressive terms. If the party is
7 made aware of and assents to the term, there is no room for argument about whether the term was unknown to it. This
8 does not create a mere formality, but rebuts a basic element of the exclusionary standard. By disallowing "refusal terms"
9 the intent is not to invalidate terms known and assented to by the licensee. If the proposing party calls the term to the
10 licensee's attention, it is not an unknown refusal term. This requires that the term be called to the licensee's attention and
11 assent obtained by signing or an action related to that term. The structure adopted here not only attempts to balance the
12 interests of licensor and licensee, it also attempts to create a structure in which transactions can occur. This is not a
13 litigation standard, but an approach that says to the licensor: if you wish to impose a bizarre term, the only safe procedure
14 you can adopt entails one in which that term is brought to the licensee's attention and assented to by the licensee.
15

16 **Illustration 1:** Assume that party A accesses the front "page" of party B's online database of
17 periodicals dealing with television shows and is confronted with a legend stating that "These materials
18 are provided subject to an agreement relating to their use and reproduction that can be reviewed by
19 clicking on the "license" icon. By striking the [return] key you assent to all of the terms of that license
20 agreement, including the price to be charged for access rights." Assume that this is a mass market
21 license. A has an opportunity to review the license (assuming that if A reviewed the license it could
22 leave without charge) and is provided with an instruction that a particular action constitutes acceptance
23 of the license. By doing so, A adopts the license even if it did not review its terms.

24 **Illustration 2:** ABC Industries agrees with Software Co. to acquire a word processing program. It
25 does not contain reference to warranties. When the package is opened and placed into a computer, the
26 first screens state: "This software is subject to a license agreement. To review the agreement, click
27 [here]. If you agree to be bound by the license agreement, click below on the icon stating your
28 agreement. If you do not agree, click on the icon stating your non-agreement and return this product
29 and all copies you have. We will give you a full refund. " Assume that by clicking to review the
30 agreement, the entire license is available on screen. Also assume that the licensee cannot proceed to
31 load the software without indicating its agreement. Does this license generally define the agreement
32 if the licensee clicks acceptance. Yes. The licensee had an opportunity to review before taking steps
33 defined as assent. The opportunity to review includes, as it must, a chance to read the license, an
34 opportunity to decline it, and a right to a refund if the licensee declines. By clicking acceptance, it
35 assents to the form. The fact that there was a prior agreement is not material since the license did not
36 contradict negotiated terms.

37 **Illustration 3:** In the foregoing transaction, assume that the license provides that the licensee
38 indemnifies the licensor for any claims based on the licensor's infringement of third party copyrights.
39 Is this clause included in the agreement for the word processing program? No. This indemnity would
40 be unusual and most likely a refusal condition in the mass market although, in some commercial
41 markets, it may be an ordinary clause.
42

43 **11.** Subsection (b) describes situations in which the exclusionary test does not apply. The first states that
44 a term stating limits that would exist under intellectual property law are not refusal terms and do not fall within the
45 provisions of (a)(1). This **does not** validate terms outside what rights the licensor would have under copyright and patent
46 (including any limitations on those rights under federal law or policy). **Also, it does not validate terms that conflict**
47 **with the negotiated terms of the deal.** The intent is simply to validate contract terms that merely implement a copyright
48 owner's exclusive rights and reflect conditions already established by federal property law.

49 A second exception applies to a term which comes into the contract under other provisions of the Article. The
50 primary application of this lies in use of conspicuous terms. A conspicuous disclaimer that conforms to rules on
51 disclaimers cannot be avoided under this section as a refusal term, nor could a conspicuous term limiting damages. The
52 more specific treatment governs. Disclaimers and ordinary remedy limitations, of course, would not be refusal terms
53 pursuant to the standards of this section in any event. The third exception refers to terms presented in a manner that
54 complies with otherwise applicable federal or state disclosure rules (subsection (c)(2)). This subsection was added before
55 the May, 1997 meeting in response to issues raised by the banking industry in connection with disclosure regulations to
56 which and other must comply. (e.g., Regulation E) Where a specific decision is made by regulators to mandate and enable
57 particular disclosure rules, the general standards of this section should not create an entirely separate compliance regime.
58

59 **SECTION 2B-209. CONFLICTING TERMS.**

60 ~~_____ (a) If an agreement is formed, and the parties exchange standard forms before or after the agreement that~~
61 ~~purport to contain terms of the agreement and the forms contain varying standard terms, the following rules apply:~~

62 ~~(1) If a party proposes a standard form containing language that conditions assent on agreement to its~~
63 ~~terms and the conditions are enforceable under Section 2B-205, the terms of that form govern if the other party by~~

1 language or conduct agrees to the form.

2 ~~(2) In all other cases, terms on which the forms coincide become part of the contract, but conflicting~~
3 ~~standard terms are not part of the contract unless the party claiming inclusion establishes that the other party manifested~~
4 ~~assent to the term or the records of both parties agree in substance with respect to the term.~~

5 ~~(3) If a standard form of one party deals with a term, silence of the other standard form on the subject~~
6 ~~is not a conflicting term. If the standard forms of the parties agree in part but disagree in part on a subject matter [the~~
7 ~~terms are in conflict as to the entire subject] [the terms are in conflict only as to the point of disagreement].~~

8 ~~(b) Subject to subsections (c) and (d), in cases governed by subsection (a)(2), the terms of the contract are:~~

9 ~~(1) terms agreed to by the parties;~~

10 ~~(2) terms included under subsection (a)(2);~~

11 ~~(3) terms of the licensor's standard form governing scope of a license; and~~

12 ~~(4) supplementary terms included under this article.~~

13 ~~(c) In the case of a conflict between terms included under subsection (b):~~

14 ~~(1) terms under subsection (b)(1) govern as to all other terms;~~

15 ~~(2) terms included under subsection (b)(2) govern terms under subsection (b)(3) or (4); and~~

16 ~~(3) terms under subsection (b)(3) govern terms under (b)(4);~~

17 ~~(d) Terms in a record authenticated by the party to be bound supersede the inclusion or exclusion of terms under~~
18 ~~subsection (a) or (b).~~

19 (a) If the parties exchange standard forms which contain varying terms, and a contract is

20 formed by conduct or otherwise, subject to subsection (b), the terms of the contract are:

21 (1) negotiated terms agreed to by the parties and any term in a form if the party
22 claiming exclusion of the term agreed, including by manifesting assent, to the term;

23 (2) terms on which the standard forms agree in substance;

24 (3) terms of the licensor's form governing scope of a license if they do not materially
25 alter terms included under (a)(1);

26 (4) terms on which the forms do not conflict, if the terms do not materially alter the
27 agreement and the party receiving the term does not seasonably give a notice of objection to the
28 other party; and

29 (5) supplementary terms included under this [Act].

30 (b) Terms in a record authenticated [signed] by the party to be bound or in a record
31 containing conditional terms enforceable under [Section 2B-203(d)], supersede subsection (a). In
32 the case of a conflict among terms included under subsection (a), terms rank in priority in the
33 order of the paragraphs of subsection (a) in which they are listed.

34 (c) If a standard form of one party deals with a term,
35 silence of the other standard form on the subject is not a
36 conflicting term unless the term materially alters the agreement.

37 (d) In determining whether a term materially alters an agreement, a court shall consider

1 whether the term conflicts with the negotiated terms of the agreement and whether it is consistent
2 with the course of dealing of the parties or the customs and practices of the applicable trade or
3 industry for transactions of the type.

4 **Uniform Law Source:** Section 2-207. Substantially revised.

5 **Committee Votes:**

- 6 a. Consensus to strike or rewrite former subsection (c) (rewritten as subsection (b)(2)) to deal more
7 effectively with terms that are basic to defining the product and, thus, not subject to the knock out rule.
8 b. Failed to adopt a motion that in the battle of forms the presumption should be no consequential
9 damages apply. (4 - 4) (April, 1997)

10 **Changes Since Last Meeting:**

11 This section was moved here from 2B-309 as part of the general reorganization of sections.

12 The section was modified in light of discussions at the Annual Meeting, review of the current Draft of
13 Article 2, and review of the terms and associated case law under current 2-207 of the UCC. It deals with one of the
14 issues considered in current 2-207 and applies a modified “knock out” rule to resolve the situation in which the
15 parties exchange standard forms, but do not generally discuss or consider the terms of the respective forms.

16 The Section is limited to standard forms. It leaves for common law resolution cases involving the exchange of
17 numerous tailored writings, the collection of which taken together form the contract terms. Under common law
18 principles, in cases involving an exchange of writings that do not entirely agree, the typical interpretation approach
19 involves considering all of the terms of all of the writings and reconciling them in light of all the circumstances. See
20 *Abram & Tracy, Inc. v. Smith*, 88 Ohio App.3d 253, 623 N.E.2d 704, 708 (1993) (“Generally, a writing should be
21 interpreted as a whole and all the writings that are part of the same transaction should be interpreted together.”);
22 *Restatement (Second) of Contracts* § 202(1) (2) (1981); 2 *Farnsworth, Contracts* § 7.10 (1990). In such unstructured
23 environments, requiring that a court adopt a “knock-out” rule such as that described here would needlessly place blinders
24 and restraints on courts whose focus in such settings should more generally deal with determining the intent of the parties.
25 Since Article 2B deals with transactions the vast majority of which are not now governed by the U.C.C., the focus on
26 standard forms allows this broader approach to continue, rather than enforcing an entirely new regime on the
27 interpretation process.

28 Current Article 2-207 is not limited to standard forms. However, a review of cases decided under that section
29 indicates that the vast majority, if not all, of the decisions rendered deal solely with the relationship between standard
30 forms and agreements in which the party cannot be said to have closely reviewed or even agreed to a form.

31 **Reporter's Note:**

32 1. This section deals with a limited, but significant problem: the limited case of two or more conflicting
33 standard forms exchanged by the parties, the problem with which current UCC § 2-207 deals. Broader interpretation
34 problems involving exchanges of letters, E-mails and other communications are left to general contract law. This Draft
35 assumes that a knock-out rule of interpretation is appropriate for an exchange of forms. This leaves those complex
36 situations to ordinary contract interpretation rules.

37 2. The battle of forms deals with a situation where the parties exchange forms, but undertake a contract
38 regardless of whether the forms agree. Where this is true, the section states simply that, if the parties did not negotiate
39 or limit their conduct to reflect the form, law will not retroactively create a rule in which the standard form terms have
40 greater significance for either party than was suggested by their behavior. In that respect, the section applies a “knock-
41 out” rule; the parties are governed by the supplementary principles of this Act to the extent that their forms disagree.
42 Discussing current UCC § 2-207, the Third Circuit Court of Appeals noted:

43 The insight behind [Article 2] is that it would be unfair to bind [a party to the standard terms of the other
44 party] when neither party cared sufficiently to establish expressly the terms of their agreement, simply
45 because [one party] sent the last form.

46 3. This Section adopts a “knock out” rule which essentially excludes conflicting terms in the forms,
47 regardless of which form was the first received or sent. The sole question here deals with what are the terms of the
48 contract in the battle of forms. The creation of the contract comes under 2B-202 and 203.

49
50 **Illustration 1:** In response to a standard order form from DuPont, Developer ships software subject
51 to a form. The two forms disagree on warranty terms. Under this rule, both warranty terms drop out.
52 If Developer sends an E-mail or a letter objecting to the warranty terms, but goes ahead and ships
53 without obtaining assent from DuPont to any change, determining what terms govern the contract
54 poses a difficult, but ordinary contract interpretation issue inquiring into the intent of the parties, rather
55 than an automatic knock-out rule. If Developer states its refusal to ship unless DuPont agrees to its
56 warranty terms **and** in fact refuses to do so until DuPont agrees, the provisions of (a)(1) apply. If
57 Developer sends a form conditioning shipment on acceptance of its terms, but nevertheless ships,
58 subsection (a)(2) governs; the conflicting terms drop out.
59

1 4. In cases of two conflicting records, this section controls over the prior two sections on standard forms
2 and mass market licenses which deal with cases involving only one standard form. Varying or conflicting terms are
3 excluded unless a party manifests assent to a particular **term**. A party does not manifest assent by mere silence or
4 retention of a record. Assent requires an affirmative act that reflects agreement to terms that the party had an opportunity
5 to review and reject.
6

7 **Illustration 2:** Licensor and licensee exchange standard forms relating to an acquisition of software.
8 The terms conflict with respect to warranty. The conflicting terms drop out. The licensee does not
9 obtain its term (full warranties) unless the other party assents to that term. Suppose that the Licensee
10 form states that, by shipping this package, you consent to all of my terms and specifically to term 12
11 on warranties. Does shipping the package assent to the term? No. The conduct does not relate to that
12 term. The licensee would have to require initials on the term, telephone assent to the term, or other act
13 clearly connected to the fact that the licensor knew of and assented to the term itself.
14

15 5. This section identifies three cases where a knock-out rule would be inappropriate even though
16 the parties exchanged standard forms. The **first** involves a case (subsection (a)(1)) where one party, by conduct
17 **and** by its form, conditions its agreement to a contract on the other party's assent to its forms. Although a naked
18 exchange of forms gives neither party priority, conditional offers or acceptances must be recognized and
19 enforced when appropriate, even if made by a standard form. By matching the form with the behavior as
20 required in subsection (a)(1), a party expressly takes the transaction outside the battle of forms by actually
21 conditioning participation in the contract on agreement to the terms of its form. Often, when this occurs, there
22 is no agreement between the parties unless the other party assents to the conditional offer. See 2B-202.
23

24 6. A **second** situation that takes the case out of the knock-out rule occurs when the parties
25 execute an authenticated record. Authentication (signature) of a record supersedes the standard forms issue.
26 The authenticated record can come before or after the exchange of forms. The basic theme is that an executed
27 agreement better indicates intent and throws the case outside the knock out rule. Clearly, it would be a major
28 change in law to regard a signed writing as being no different in substance than unsigned and conflicting forms.
29 Consistent with this section courts should use general concepts of contract interpretation to discern the meaning
30 of the contract incorporated in a signed record.

31 7. The **third** situation occurs when the **forms conflict about the scope of the license**. Scope
32 is a defined term in 2B-102 that refers to terms restricting field of use, duration and similar terms that in effect
33 define the nature of the information product being licensed. The mere fact that one form disagrees with the
34 licensor's form on issues of scope cannot be held to throw the case back on general default rules. A vendor who
35 provides a consumer version of software cannot be forced to have given an unlimited, license in the software
36 for development and other use simply because a competing form stated terms that conflict with the consumer
37 restriction. Unlike warranty and similar terms, scope terms define the product being sold (e.g., multi-user or
38 single user license). Additionally, it is only the licensor who is aware of what can be granted (e.g., it holds rights
39 to a screen play only for use in television). In cases where forms disagree on basic points, the true issue is
40 whether a contract exists (that is, was there agreement). A knock-out rule would expose intellectual property
41 to the vagaries of conflicting forms.

42 Taken together with the provisions on contract formation, the rule contemplated here involves inquiry
43 about three issues in cases of conflicts on scope:

44 (1) Did the parties actually reach an agreement or was one purchasing a Corvette while the
45 other was selling a Ford? Under the general formation rules, disagreement about scope means that there is no
46 contract. Thus, in this section, the reference to the licensor's scope provisions becomes an issue only if there
47 was no disagreement about scope.

48 (2) If an agreement exists, did the parties agree on scope and, if so, what agreement was
49 reached? If there is an affirmative agreement on scope terms, that affirmative agreement governs and, pursuant
50 to this section, the agreed terms take precedence over any terms in the forms of either party.

51 (3) If a specific scope was not agreed to by the parties, what terms on scope are contained in
52 the licensor's form? As this indicates, rather than giving dominance to the licensor's form per se, this treats the
53 issue of scope as a central aspect of the relationship and uses the licensor's terms only after concluding that an
54 agreement exists and that there was no specific understanding about scope. If the parties agreed on scope, that
55 agreement prevails over the forms of either party.

56 **Illustration 4.** Vendor offers two versions of its copyrighted directory and commentary
57 relating to restaurants. One is a license for consumer use only at a price of \$50.00. The
58 second, containing the same data and software is for commercial use, including the right to
59 make commentary available in commercial publications. It is priced at \$10,000. Licensee
60 sends a standard form which contains the provision that the software must be available for
61 **all** uses, including commercial use. It orders one copy of the restaurant software. Vendor
62 ships, using a standard form limiting use to **consumer** purposes. The vendor's scope
63 limitation controls since there was no contrary negotiated term.

1
2 Disagreement on scope of the license often indicates a lack of agreement on what is being purchased. In this
3 section, terms of a form that conflict with a negotiated agreement on scope do not control; the licensor's terms
4 only control as against other non-negotiated terms.

5 8. Subsection (a)(2) holds that silence in one form is not a conflict that triggers the knock out
6 rule. Subsection (a)(3) proposes alternatives to solve cases of partial conflict. It would apply, for example,
7 where one form provides "no consequential damages for either party" and the second form provides "no
8 consequential damages for either party, except with respect to breach of confidentiality provisions." In one
9 view, this is a complete conflict and both terms drop out (creating the unique result that both parties fail to
10 exclude consequential damages for most risks. The other approach allows the point of agreement to be part of
11 the contract, but creates a knock out rule with respect to confidentiality damages in that hypothetical.
12
13

14 PART 3

15 CONSTRUCTION

16 [A. General]

17 **SECTION 2B-301. PAROL OR EXTRINSIC EVIDENCE.** Terms with
18 respect to which confirmatory records of the parties agree or which are otherwise set forth
19 in a record intended by the parties as a final expression of their agreement with respect to
20 the terms included therein may not be contradicted by evidence of any prior ~~evious~~
21 agreement or of a contemporaneous oral agreement. However, the terms may be
22 explained or supplemented by:

23 (1) course of performance, course of dealing, or usage of trade; and

24 (2) evidence of consistent additional terms unless the court finds that the record to
25 have been ~~was~~ intended also by ~~both parties~~ as a complete and exclusive statement
26 ~~expression~~ of the terms of the agreement.

27 **Uniform Law Source: Section 2A-202; Section 2-202.**

28 **Committee Votes and Action:**

29 a. The Committee voted 11-0 to adopt a motion to strike provisions suggesting presumptions in
30 reference to merger clauses and, in effect, return to the Article 2 rule under current law, but not the
31 proposed revision.

32 b. Reviewed in April 1997 without substantive comment.

33 c. At the 1997 Annual Meeting, a sense of the house motion was adopted to harmonize the parol
34 evidence rules in the three articles.

35 **Reporter's Notes:**

36 1. This Draft generally corresponds to current Article 2. The new edits correspond the draft to
37 that language.

38 2. UNIDROIT Principles of International Commercial Contract Law provide that a: "contract
39 in writing which contains a clause indicating that the writing completely embodies the terms on which the
40 parties have agreed cannot be contradicted or supplemented by evidence of prior statements or agreements.
41 However, such statements or agreements may be used to interpret the writing." Art. 2.17.
42

43 **SECTION 2B-302. COURSE OF PERFORMANCE OR PRACTICAL**

1 **CONSTRUCTION.**

2 (a) If an contract involves repeated occasions performance by either party with
3 knowledge of the nature of the performance and opportunity for objection to it by the
4 other party, a course of performance accepted or acquiesced in without objection is
5 relevant in determining the meaning of the agreement.

6 (b) Express terms of an agreement, course of performance, course of dealing, and
7 usage of trade must be construed whenever reasonable as consistent with each other.

8 However, if that construction is unreasonable:

9 (1) express terms control over course of performance, course of dealing,
10 and usage of trade;

11 (2) course of performance controls over course of dealing and usage of
12 trade; and

13 (3) course of dealing controls over usage of trade.

14 (c) Subject to Section 2B-303, course of performance is relevant to show a waiver
15 or modification of a term inconsistent with the course of performance.

16 **UNIFORM LAW SOURCE: Section 2A-207; Section 2-208; Section 1-205. Revised.**

17 **Committee Vote:**

- 18 a. The Committee voted unanimously to adopt this section. (September, 1996)
19 b. Reviewed without substantive comment in April, 1997.

20 **SECTION 2B-303. MODIFICATION AND RESCISSION.**

21 (a) An agreement which modifies a contract is binding without consideration.

22 (b) An agreement that contains a term that excludes modification or rescission
23 except by a record authenticated may not otherwise be modified or rescinded. However,
24 in a standard form supplied by a merchant to a consumer, a term requiring an
25 authenticated record for modification of the contract is not enforceable unless the
26 consumer manifests assent to the term.
27

28 (c) An attempted modification or rescission that does not satisfy the
29 requirements of subsection (b) may operate as a waiver.

1 **Uniform Law Source: Section 2A-208; Section 2-209.**

2 **Committee Vote:**

- 3 a. The Committee voted 12-1 to approve the section and the use of manifest assent.
4 b. The Committee voted to retain the reference to consumer, rather than mass market. (11-1)
5 (Feb. 1997).
6 c. The Committee rejected a motion to make a “no oral modification” clause unenforceable
7 in a consumer transaction. (1-10) (April, 1997).

8 **Reporter’s Notes:**

9 1. The Section generally parallels current law. In subsection (b), Article 2 and Article 2A
10 require no oral modification terms to be signed by the consumer; that concept appears here in the form of a
11 requirement of manifestation of assent to the term, rather than signature. This allows the concept to operate
12 in electronic environments where signatures / authentication is not feasible, while still providing protection
13 in the form of binding the consumer only to terms where the consumer affirmatively and specifically
14 adopted.

15 2. This section does not, of course, create a statute of frauds rule. Rather, it confirms that, if
16 the agreement of the parties limits enforceability to modifications that are in a record, that agreement will be
17 enforced. The rule is especially important in the on-going relationships that characterize many commercial
18 licenses and development contracts.

19 **SECTION 2B-304. CONTINUING CONTRACTUAL TERMS.**

20
21 (a) Terms of an agreement involving repeated performances apply to all later
22 performances unless modified in accordance with this article, even if the terms are not
23 subsequently displayed or otherwise brought to the attention of the parties or electronic
24 agents in the context of the later performance.

25 (b) A modification in good faith of the terms of a continuing contract made
26 pursuant to a term in a contract providing that the contract may be modified as to future
27 performances by compliance with a described contractual procedure is effective if:

28 (1) compliance with the procedure reasonably notifies the other party of
29 the change; and

30 (2) in a mass-market license, the procedure permits the licensee to
31 terminate the contract if the modification deals with a material term and the licensee in
32 good faith determines that the modification is unacceptable.

33 (c) A contractual term that specifies standards for reasonable notification is
34 enforceable unless the standards are manifestly unreasonable in light of the commercial
35 circumstances.

36 **UNIFORM LAW SOURCE:** None

37 **COMMITTEE ACTION:**

- 38 a. Voted 11-2 to extend protections to the mass market, rather than only to consumers.
39 b. Voted to delete limitation in former (b)(2) that the change in fact be materially adverse to
40 the mass market licensee and substitute “unacceptable in good faith.” (7-5) (April, 1997)

1 **REPORTER'S NOTES:**

2 **1.** Subsection (a) deals with a simple principle that contract terms, if enforceable, cover all forms
3 of contractual performance. In the language of the section, they are continuing in nature and need not be
4 repeated on each use of a system. This does not refer solely to cases where the agreement requires future
5 performances. The principle stated here is applicable in any case where the subsequent performances are
6 covered by the prior agreement. Thus, for example, a purchase of an item of information pursuant to an
7 agreement at one time would not mean that the terms flow to subsequent performances. However, if the first
8 agreement specifies that it applies to the first and to all or any subsequent purchases, this rule applies and that
9 provision is effective.

10 **2.** Subsection (b) addresses a common practice in online or other continuing service contracts
11 in which changes in service conditions occur by posting on the service from time to time. Subsection (b)
12 provides one method for contractual modification procedures. It serves as a safe harbor, indicating that methods
13 that comply with this are enforceable, without indicating that other methods are not available. See Section 2B-
14 115 (c). The general idea of modification of a contract is noted in Section 2B-303 and the related common law
15 and U.C.C. developments with respect to modifications. For example, under 2B-303, consideration is not
16 required to modify an existing contract. What constitutes an effective modification may generally hinge on
17 concepts of agreement and assent. Thus, for example, a signed modification would be effective. Similarly,
18 some types of changes may not require even the procedural protections indicated here. For example, even in
19 a fixed term loan and mortgage that are not subject to termination federal law allows unilateral changes in
20 consumer contracts if the changes meet any of several criteria, including that they unequivocally benefit the
21 consumer or make an "insignificant change" to the contract terms. FRB Regulation Z, 12 CFR § 226.5b. The
22 contracts covered here which often involve contracts subject to termination at will present a clearer case to
23 allow non-material modifications.

24 **3.** The safe harbor in subsection (b) requires a contractual authorization of a modification
25 procedure and that the procedure entail notification of the other party. What constitutes notification varies
26 depending on the circumstances. In many cases, reasonable notification requires notification before the change
27 is effect, but in some emergency situations, notice that coincides with the change or follows the change would
28 be sufficient (e.g., blocking access to a virus infected site, or a change in the access codes required for access).
29 See 12 CFR 205.8(a)(2) as an example. The standard requires that the party be notified of the change. A
30 procedure for the posting of changes in an accessible location of which the other party is aware will ordinarily
31 satisfy this section.

32 In addition, in mass market transactions, for changes in material terms, there must be an
33 option to withdraw if the party in good faith views the change as unacceptable. On this point, the Committee
34 voted to delete a concept of requiring that the change in fact be materially adverse to the withdrawing party
35 in lieu of a rule focused on good faith.

36 **4.** This subsection deals with changes in contract terms and does not cover changes in the
37 content made available under an access contract, such as a multifaceted database. Under subsection 2B-614(a),
38 an access contract grants rights of access to materials **as changed and modified** by the licensor over time.
39 Thus, unless an express contract term provides otherwise, a decision to add, modify, or delete an element of the
40 databases made available does not modify the contract, but merely constitutes performance by the licensor and
41 is not within this subsection. Withdrawal is without penalty, but the mass market licensee must, of course,
42 perform the contract to the date of withdrawal (e.g., pay all sums due at that time).

43 **SECTION 2B-305. OPEN TERMS.**

44 **(a)** An agreement that is otherwise sufficiently definite to be a contract is
45 enforceable even if it leaves particulars of performance open, to be specified by one of the
46 parties, or to be fixed by agreement.

47 **(b)** If the performance required of a party is not fixed or determinable from the
48 terms of the agreement or this article, the agreement requires performance that is
49 reasonable in light of the commercial circumstances.

50 **(c)** If a term of an agreement is to be specified by a party, the following rules
51

1 apply:

2 (1) Specification must be made in good faith.

3 (2) If a specification to be made by one party materially affects the other
4 party's performance but is not seasonably made, the other party:

5 (A) is excused for any resulting delay in its performance; and

6 (B) may perform, suspend performance, or treat the failure to
7 specify as a breach of contract.

8 (d) An agreement that provides that the performance of one party be to the
9 satisfaction or approval of the other requires performance sufficient to satisfy a
10 reasonable person in the position of the party that must be satisfied. However, the
11 agreement requires performance to the subjective satisfaction of the other party to the
12 extent that:

13 (1) the performance is the creation or delivery of informational content in
14 a context in which content is evaluated in reference to aesthetics, marketability, appeal,
15 suitability to taste, or similar characteristics; or

16 (2) the agreement expressly provides that the performance is to be judged
17 in the "sole discretion" of the party, or words of similar import.

18 ~~——(e) If a term is to be fixed by agreement and the parties intend not to be bound~~
19 ~~unless the term is fixed or agreed to, a contract is not formed if the term is not fixed or~~
20 ~~agreed to. In that case, each party shall return or, with the consent of the other party,~~
21 ~~destroy all copies of information and other materials already received or, if unable to do~~
22 ~~so, pay to the other party compensation for the benefit received from information that~~
23 ~~cannot be returned or destroyed. The licensor shall return any portion of the contract fee~~
24 ~~paid for which performance has not been received and retained by the licensee. The~~
25 ~~parties remain bound with respect to any obligation of confidentiality, or similar~~
26 ~~obligations, to which the parties have agreed.~~

27 **Uniform Law Source: Section 2-305; Section 2-311. Revised.**

1 **Reporter’s Notes:**

2 1. Subsection (a) through (c) bring together several rules relating to open terms under current
3 law.

4 2. Subsection (d) pulls out cases where performance is to be to the satisfaction of the other party.
5 Here, two different approaches reflect different traditions and case law in the industries affected by Article 2B
6 and differences in qualitative standards that are appropriate to the commercial relationships. The factor that
7 distinguishes these industries is that many of the information products that they obtain entail judgments about
8 aesthetics and marketability, leaving it important that the judgment of the licensee be unfettered. Here, to the
9 satisfaction clauses create a subjective standard, rather than one defined by reference to a reasonable person test.
10 The converse rule is more appropriate in cases involving the development of computer programs and the like.

11 4. Restatement (Second) of Contracts § 228 “prefers” a reasonable man approach if the context
12 permits objective standards for determining satisfaction. This leaves too much uncertainty for the information
13 industries affected here. The Restatement cites an entertainment industry example as one in which no reasonable
14 standard of satisfaction is possible. The language in (d) attempts to provide guidance for determining when the
15 subjective standard is appropriate for informational content performances.

16 5. Subsection (d) provides safe harbor language.

17 6. Subsection (e) deals with situations in which the parties agreement contains an element
18 requiring further agreement to a term. This section derives from 2-305. The relevant policy is that, in the case
19 of a failed agreement, the parties must be placed into the same position as that would have been without the
20 tentative steps toward agreement having occurred and that no party should retain a benefit for which it has not
21 paid. Subsection (e) permits destruction of copies of the information and other materials in lieu of returning
22 them. In the context of goods, return of the tangible items is essential to place the parties back into the position
23 that they were before the tentative agreement. In reference to information, in most cases at least, the party
24 having transferred the information retains copies of it. The option of destroying the copies is subject to the
25 consent of the other party to cover the case in which recovery of the information by the original transferor would
26 be difficult or costly.

27 **SECTION 2B-306. OUTPUT, REQUIREMENTS, AND EXCLUSIVE**

28 **DEALING.**

29
30 (a) A contractual term that measures quantity or volume of use by the output of
31 the licensor or the requirements of the licensee means actual output or requirements that
32 may occur in good faith. A party may not offer or demand a quantity or volume of use
33 unreasonably disproportionate to a stated estimate or, in the absence of a stated estimate,
34 to any normal or otherwise comparable previous output or requirements unless there are
35 no outputs or requirements in good faith.

36 (b) An agreement for exclusive dealing imposes an obligation on a licensor that is
37 the exclusive supplier to use good faith efforts to supply, and on a licensee that is the
38 exclusive distributor to use good faith efforts to promote, the information or product
39 commercially.

40
41
42
43 **Uniform Statutory Source: Section 2-306.**

44 **Committee Vote:**

45 1. Voted unanimously to approve the section in principle, but to consider changes in the idea
46 of best efforts, either in definition or by shifting to a “reasonable commercial efforts” standard. (Oct.

1996)

Reporter's Notes:

1. Licenses do not involve issues about “quantity” in the same way that sales (or leases) entail that issue. A prime characteristic of information as a subject matter of a transaction lies in the fact that the intangibles are subject to reproduction and use in relatively unlimited numbers; the goods on which they may be copied are often the least significant aspect of a commercial deal. Rather than supply needs or sell output, the typical approach would be to license the commercial user to use the information subject to an obligation to pay royalties based on the volume or other measurable quantity figure.

2. Subsection (b) accommodates the various bodies of law that pertain to exclusive dealing relationships in information. Unlike for goods, the typical case here does not necessarily entail production and delivery of copies for resale by the other party. Article 2 and case law dealing with patent licensing create a best efforts default rule. That rule, however, is not the law in other fields governed by Article 2B and, in any event, uses a standard that has been difficult if not impossible to define with reliability.

After extended discussion of the standard, no clear resolution was reached. The basic choice was between reasonable commercial efforts and good faith. After the April, 1997 meeting, the Reporter reviewed the possibility of employing a business judgment standard, but that was rejected for several reasons, including questions about with reference to which business and about how corporate law decisions about conflict of interest handles situations where one party has two products of similar type. The approach suggested here relies on a good faith standard - honesty in fact and adherence to commercial standards of fair dealing. This allows courts to draw appropriate balances in light of the commercial context and the existing traditions of that context in the atypical case where the contract is silent on the issue.

~~—————~~ **[B. Forms]**

~~—————~~ **SECTION 2B-307. ADOPTING TERMS OF RECORDS: [moved]**

~~—————~~ **SECTION 2B-308. MASS-MARKET LICENSES: [moved]**

~~—————~~ **SECTION 2B-309. CONFLICTING TERMS: [moved]**

[BC. Interpretation]

SECTION 2B-307~~10~~. INTERPRETATION OF GRANT.

(a) A license grants all rights expressly described and all rights within the licensor's control during the duration of the license which are necessary to use the rights expressly granted in the ordinary course in the manner anticipated by the parties at the time of the agreement. A license contains an implied limitation that the licensee will not exceed the scope of the grant. Use of the information in a manner that was not expressly granted or withheld exceeds this implied limitation unless the use was necessary to the granted uses or would be legally permitted in the absence of the implied limitation.

(b) A license that does not specify the number of simultaneous users permitted only authorizes use by one party at any one time. However, if the license authorizes display or performance of the information, it permits viewing by any number of persons but only of a single display or performance at any one time.

(c) Neither the licensor nor the licensee is entitled to any rights in improvements

1 or modifications made by the other party after the license becomes enforceable, or to
2 receive source code, object code, schematics, master copy, or other design material, or
3 other information used by the other party in creating, developing, or implementing the
4 information. A licensor's agreement to provide updates to or new versions of information
5 requires that the licensor provide only such updates or new versions that are developed by
6 the licensor from time to time for use by third parties and made generally available unless
7 the agreement otherwise expressly provides.

8 (d) In interpreting language of a license grant, a court shall look to the commercial
9 circumstances of the transaction and, in addition, the following rules apply:

10 (1) A grant of "all possible rights and media" in information, "all rights
11 and media now known or later devised", or similar terms, includes all rights then existing
12 or created by law in the future and all uses, media, modes of transmission, and methods
13 of distribution or exhibition in all technologies or applications then existing or developed
14 in the future, whether or not anticipated at the time of the grant.

15 (2) A grant of "all possible rights", "all rights now known or later
16 devised", or similar terms, includes all rights then existing or created by law in the future,
17 whether or not anticipated at the time of the grant.

18 (3) A grant of "all possible media", "all media now known or later
19 devised", or similar terms, includes use in all media, modes of transmission, and methods
20 of distribution in all technologies or applications then existing or developed in the future,
21 whether or not anticipated at the time of the grant.

22 (4) In a contract between merchants, a grant of a "quitclaim" of rights, or a
23 grant in similar terms, is a contract without implied warranties as to infringement or the
24 rights actually possessed and transferred by the grantor.

25 (5) A grant that states that it is an "exclusive license", or uses similar terms,
26 conveys to the licensee exclusive rights in the information as against the licensor and all
27 other persons to exercise the rights granted within the scope of the license and affirms that

1 the licensor will not grant rights in the same information within the same scope to any other
2 party and has not previously done so in a license that is in force at the time of the contract.

3 **Reporter's Notes:**

4 1. This section reflects a significant reduction of the default rules contained in prior drafts.
5 2. The first sentence in subsection (a) covers a classic implied license dealing with rights
6 necessary to achieve the purposes of the grant and with rights that may not have been expressly granted. For
7 example, a license to use a film clip in a CD ROM product impliedly conveys the right to crop or modify the
8 size of the clip to fit the media unless that is expressly excluded. A grant of a license in software conveys the
9 right to use functions provided in the software in the ordinary course to make modified versions of that software.
10 The implied license relates to rights transferred and to materials provided to the party; it does not require a
11 transfer of additional materials (such as source code), unless that transfer was agreed to by the parties.
12 Additionally, express contract terms precluding this treatment are effective.

13 3. The second and third sentences in subsection (a) deal with a highly important interpretation
14 issue that is accentuated as information transactions become more common outside areas expert in intellectual
15 property rules. Unless dealt with here, the interpretation issue creates a trap for unwary draftsmen. Under
16 current law, it is clear that uses of licensed information outside the express scope of a license are breaches of
17 contract if the scope is defined in terms of "this use only" or otherwise expressly precludes the use. If the word
18 "only" does not appear, the cases are less clear and some case law suggests that the omission of the word in
19 formal grant language vitiates the contract claim. This concept is not universally followed and some federal
20 policy holds that the proper interpretation is that any use not expressly granted is withheld.

21 Under the second and third sentences of (a), an affirmative grant of less than all rights impliedly
22 excludes other uses that exceed the grant. The implied limitation, however, is not as strong as an express
23 limitation. The implied limitation does not preclude acts that are necessary to achieve the uses contemplated
24 in the express grant. Additionally, the implied limitation is not exceeded if the use would have been permitted
25 by law in the absence of the implied limitation. Thus, scholarly use of a direct quotation from a licensed text
26 not covered by confidentiality restrictions would likely be a fair use and would not conflict with the implied
27 limitation. Sitting in one's office doing a letter to a family friend using software that is under a commercial use
28 license would likely not conflict with any implied limitation. However, if a grant is for use of a motion picture
29 in one location but did not use the magic word "only" and the licensee uses the motion picture copy to make
30 and distribute multiple copies for sale to home uses, that activity would violate the copyright (as a non-fair use)
31 and breach the contract. The position that no implied limits are present creates a trap for the unwary licensor
32 in that it contradicts normal contract interpretation ideals of viewing a contract in light of its commercial
33 purpose. A grant to use software or a motion picture in Peoria implies the lack of a contract right to do so in
34 Detroit.

35
36 **Illustration 1:** Disney licenses to Acme Theater the right "to show the movie Snow White
37 during a six month period in Kansas." Acme, enamored with the musical score of the movie,
38 digitally separates the music into a separate copy and uses it during that six month period in
39 the Acme lobby. This infringes the copyright. Whether it breaches the contract depends on
40 whether the grant creates an implied limitation that precludes other uses of the work and
41 derivative copies. Under section (b), the implied limitation exists unless the use was a fair
42 use without that limitation or was necessary to the primary grant. Neither condition is met
43 here. The fact that Disney forgot to add the word "only" to its grant language does not create
44 a different result than would be explicit in the presence of that language.

45 **Illustration 2:** Licensor grants the "right to use its software in motion pictures." The
46 licensee uses the software to develop and distribute an animated movie. Later, it uses the
47 software to develop and distribute a television series. Assume that a television program is not
48 within the idea of a motion picture. When sued for breach, if the rule is that uses outside the
49 grant are not breaches of contract, the grant terms are inadequate to give the licensor rights
50 in this case. If there is an implied limitation as proposed here, the issue is whether television
51 use "exceeds" the grant. It should, under an appropriate test.

52 **Illustration 3:** Same as illustration 2, except that the license grant states that it grants "the
53 right to use its software solely in motion pictures." Under this framework, use in television
54 violates and express condition of the license and is a breach. Whether such difference in
55 result should flow from the addition or omission of the word "solely" is at issue. Requiring
56 that word may be a trap for less well-counseled parties.

57 **Illustration 4:** Same as illustration 2, except that the license provides in addition to the grant
58 that "all uses not expressly granted are expressly reserved to the licensor." This is the same
59 as Illustration 3.

60 **Illustration 5.** EXL licenses software to Dangerfield. The license is silent regarding reverse

1 engineering and consumer use, but expressly gives Dangerfield the right to use the software
2 in the 1000 person network Dangerfield operates for its employees. Dangerfield reverse
3 engineers the software to discover its interface with Digital Computer systems for purposes
4 of making a new system. Also, a Dangerfield employee uses the software for personal
5 (consumer) purposes. Under subsection (b), the consumer use is clearly authorized since it
6 would be a fair use if the implied limitation were not present. The reverse engineering would
7 also most likely be authorized under case law allowing reverse engineering if necessary to
8 discover interoperability requirements.
9

10 4. Subsection (b) states the presumption that, for copyrighted or patented material, an agreement
11 restricts the licensee to a single simultaneous use. This is consistent with a basic principle that allows retention
12 by a copyright owner of rights not expressly granted; it also covers practices in the general mass market context.
13 While many commercial licenses involve site or multiple user licenses, this entails an express agreement that
14 over-rides the default rule. The second sentence, however, recognizes that contracts for or involving display or
15 performance rights center on the simultaneous number of performances, rather than on the number of users.
16 Thus, for example, a transfer of a Nintendo computer game does not allow the making and simultaneous
17 copying of multiple copies, but implicitly allows involvement by more than one person in reference to the
18 performance.
19

20 5. The first clause of subsection (c) comes from prior 2B-311(d) which the Committee approved.
21 The second clause comes from prior 2B-316 which was also approved. The basic principle is that no right to
22 subsequent modifications made by the other party is presumed., nor is access to typically confidential material.
23 Arrangements for improvements and source code or designs constitute a separate valuable part of the
24 relationship handled by express contract terms, rather than presumed away from their owner by the simple fact
25 of creating a contract.

26 **Illustration 6:** Word Company licenses B to use Word's robotics software. The license
27 is a four-year contract. Three months after the license is granted, Word develops an
28 improved version of the software. Party B has no right to receive rights in this improved
29 version unless the agreement expressly so provides.

30 **Illustration 7:** In the Word license, two years after the license is established, Party B's
31 software engineers discover several modifications that greatly enhance its performance.
32 Word is not entitled to rights in these modifications unless the license expressly so provides.
33 However, the modifications may create a derivative work under copyright law and a question
34 also exists about whether the license granted the right to make such a derivative work.
35

36 The second sentence of subsection (c) is from former 2B-613 and provides a standard interpretation of an update
37 agreement.

38 6. Subsection (d) (1) provides guidance for whether (when) a license grants rights only in
39 existing media or methods of use of an intangible or whether it extends to future uses. The draft adopts the
40 majority approach in a number of recent cases. Ultimately, interpretation of a grant in reference to whether it
41 covers future technologies is a fact sensitive interpretation issue. But the intent of the parties may not be
42 ascertainable. In such cases, use of language that implies a broad scope for the grant without qualification
43 should be sufficient to cover any and all future uses. This is subject to the other default rules in this chapter,
44 including for example, the premise that the licensee does not receive any rights in enhancements made by the
45 licensor unless the contract expressly so provides.

46 7. Subsection (d)(2) deals with how, in a commercial context, parties can transfer information
47 without giving assurances about rights. The concept of a quitclaim of rights is most common in entertainment
48 contexts, but like the idea of a quitclaim in real estate, it is essentially a grant only of whatever rights the grantor
49 holds.

50 8. Subsection (d)(3) deals with the effect of language of exclusivity in a grant. The case law
51 and treatises on this issue are in conflict. The issue focuses on two distinct elements: **a looking forward and**
52 **looking backward issue about exclusivity as to other persons, and the issue of whether the exclusivity also**
53 **applies to actions of the licensor.**
54

55 **SECTION 2B-308H. DURATION OF CONTRACT.** If an agreement is
56 indefinite in duration, the following rules apply:

57 (1) Except as provided in paragraph (2), the duration is a reasonable time
58 determined in light of the commercial circumstances unless this article or other law

1 provides for a different term.

2 (2) If the agreement provides for the sale or ~~physical~~ delivery of a
3 ~~tangible~~ copy on a physical medium and neither party is required to render on-going
4 affirmative performances to the other party after delivery, the duration of a license as to
5 that copy is perpetual subject to cancellation for breach of contract.

6
7 (3) In an agreement governed by paragraph (1) in which a party is
8 required to render on-going affirmative performances to the other party, the agreement
9 may be terminated at will on reasonable notice by either party.

10 **Uniform Law Source: Section 2-309(1)(2).**

11 **Committee Votes:**

12 1. The Committee voted to approve this section in principle.

13 **Reporter's Note:**

14 Changes Since Past Meeting:

15 a. This section was substantially redrafted in light of extensive discussion during the April
16 Meeting and the revisions have not yet been discussed by the Drafting Committee.

17 b. The redrafting returns the section toward current law under Article 2 and the common law,
18 except with respect to the perpetual duration assumed where a tangible copy is delivered and there is no
19 performance (e.g., payment) to be delivered in the future to the other party. Overall, this returns to the
20 general approach approved at a prior meeting. It abandons the attempt to accommodate various special
21 rules on duration present in different fields of intellectual property law. The reference in subsection (1) to
22 "other law" incorporates that law; some of the major non-UCC themes will be discussed in comments.

23 **General Notes:**

24 1. Paragraph (1) follows current law and provides that in the absence of provisions in the
25 agreement referring to the duration of the contract, the term is presumed to be a "reasonable" time. This rule
26 follows both existing Article 2 and general common law. It makes explicit, however, that what is to be
27 considered a reasonable time is gauged by reference to the commercial context.

28 In applying this and the remainder of the Section, it must be understood what type of
29 contract comes within the section. The reference is to an agreement that does not specify its duration. This
30 requires that there be an agreement. In some cases, a failure to agree on duration will, like failure to agree
31 on any other scope provision in a license, indicate that no contract exists. This principle is implicit in the
32 provisions of this Article on offer and acceptance, formation.

33 In addition, the precondition for this section is not met simply because the record that
34 documents the agreement is silent. An agreement refers to the entire bargain of the parties. This includes
35 oral agreements, trade use considerations, and the entire commercial setting. This section applies only if the
36 total of all of the circumstances defining the bargain yield no understanding about duration of the contract.
37 Thus, for example, a license reached in an industry setting where, for the particular information, licenses are
38 typically for hourly, daily, weekly, or monthly terms, would typically not fall within this section because the
39 ordinary term for licenses of the type would supply the unstated duration.

40 The Section does not deal with contracts that contain provisions defining their term. Thus,
41 for example, a contract providing that a license continues for "the life of the edition" or "for so long as the
42 work remains in print" defines the term of the license in the same manner as does a contract term of, for
43 example, ten years. These contract provisions control.

44 On the other hand, decisions interpreting the analogous Article 2 rule for cases where
45 there are commitments to "lifetime" service or "perpetual" maintenance, would provide guidance on
46 whether language of that sort provides a definite term that takes the contract out of this section. The basic
47 policy in such cases is that the person making an open-ended commitment should be held to performance
48 over a time that is reasonable in light of the payment and the type of commercial setting, but would typically
49 not be placed in a position of perpetual servitude without a very clear indication that should be the case.

50 2. Paragraph (1) refers to other law as providing other terms for a contract. In this field,
51 there are various federal policy considerations that impinge on the duration of licenses and which may have

1 an impact here. An effort in the prior Draft to capture some or all of these in the black letter of Article 2B
2 revealed the complexity of the enterprise and counsels against continuing that effort. Instead, these other
3 law principles are allowed to govern. This can occur either through direct application of the other law or by
4 its influence on determining what is a reasonable time. Thus, for example, a patent license that does not
5 state its term can reasonably be presumed (at least in many cases) as extending for the life and validity of
6 the patent. A similar premise exists with reference to an indefinite copyright license term. This
7 interpretation would also allow a court to take into account the patent law premise that invalidity of a patent
8 invalidates royalty obligations as to that patent.

9 3. Paragraph (2) differs from existing Article 2 and general common law in presuming a
10 perpetual term for a license associated with the sale or delivery of a tangible copy. This rule corresponds to
11 licensing practice in general. It applies, as redrafted, to cases where neither party has an obligation to
12 deliver on-going affirmative performances to the other party. This language is intended to clarify what,
13 under current Article 2 is a reference to a contract that does (does not) entail “successive performances.”

14 A rule analogous to that in Paragraph (2) is applied to intellectual property releases, but is
15 stated in Section 2B-207 on releases.

16 4. Paragraph (3) restates and limits the rule in Article 2 and common law on termination of
17 indefinite contracts. See Zimco Restaurants, Inc. v. Bartenders & Culinary Workers' Union, Local 340, 165
18 Cal. App. 2d 235, 331 P.2d 789 (1958); Ticketron Ltd. Partnership v. Flip Side, Inc., No. 92 C 0911, 1993
19 WESTLAW 214164 (ND Ill. June 17, 1993); Soderholm v. Chicago Nat'l League Ball Club, 587 N.E.2d
20 517 (Ill. Ct. App. 1992). This assumes a contract of indefinite duration.

21 This rule is limited to cases where a party has on-going, affirmative performance
22 obligations to be rendered to the other party. These obligations may include payment obligations (e.g.,
23 royalties) or affirmative conduct (e.g., repair or maintenance). The premise here is identical to current
24 Article 2.

25
26 **SECTION 2B-309~~12~~. RIGHTS TO INFORMATION IN ORIGINATING**
27 **PARTY.**

28 (a) Except as otherwise provided in subsection (a), if an agreement requires one
29 party to deliver commercial, technical, or scientific information to the other for its use in
30 performing its obligations under the contract or obligates one party to handle or process
31 proprietary commercial data, including customer accounts and lists, and the receiving
32 party has reason to know that the information is confidential and not intended for
33 republication, the following rules apply:

34 (1) As between the parties, the information and any summaries or
35 tabulations based on the information remain the property of the party delivering the
36 information, or in the case of commercial data the party to whose commercial activities
37 the information relates, and may be used by the other party only in a manner and for the
38 purposes authorized by the agreement.

39 (2) The party receiving, processing, or handling the information and its
40 agents shall use reasonable care to hold the information in confidence and make it
41 available to be destroyed or returned to the delivering party according to the agreement or

1 the instructions of the delivering party.

2 (b) Except as otherwise provided in subsection (c), if technical or scientific
3 information is developed during the performance of the agreement, as between the
4 parties, the following rules apply:

5 (1) If information is developed jointly by the parties, rights in the
6 information are held jointly by both parties subject to the obligation of each to handle the
7 information in a manner consistent with protection of the reasonable expectations of the
8 other respecting confidentiality.

9 (2) If the information is developed by one party, the information is the
10 property of that party.

11 (c) This section does not apply to transactional data or to information intended by
12 the parties to be published by the licensee.

13 **Uniform Law Source:** None.

14 **Committee Votes:**

15 1. Voted unanimously to approve the section in principle.

16 **Reporter's Note:**

17 1. Subsection (a) states the principle that, unless agreed to the contrary, the delivering party or
18 the person about whose business the commercial data relates maintains ownership of the data. This deals with
19 an important issue in modern commerce relating to cases in which one party transfers data to another in the
20 course of the transaction. The default rule applies to cases involving information that has not been released to
21 the public and that the recipient knows is unlikely to be released. The default presumption is that the
22 information is received in a confidential manner and remains the property of the party who delivers it to the
23 transferee. In effect, the circumstances themselves establish a presumption of retained ownership.

24
25 **Illustration 1:** Staten Hospital contracts to have Computer Company provide a computer
26 program and data processing for Staten's records relating to treatment and billing services.
27 Staten data are transferred electronically to Computer and processed in Computer's system.
28 This section provides that Staten remains the owner of its data. Data held by Computer are
29 owned by Staten because the records are not released to the public. There is an obligation
30 to return the data at the end of the contract.

31
32 See Hospital Computer Sys., Inc. v. Staten Island Hosp., 788 F. Supp. 1351 (D.N.J. 1992) (respecting a contract
33 dispute over a data processing contract in which Staten had a right to return of its information at the end of the
34 contract; case assumed to be controlled by Article 2).

35 2. The remedies for breach of the obligations described in this section are for breach of contract
36 and ordinary contract remedies apply. So also do ordinary contract remedies limitations.

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41
42 **SECTION 2B-310. OBLIGATIONS REGARDING IMAGES, MARKS AND**
43 **NAMES [new].**

44
45 (a) If the licensed information consists of an image, trademark or similar material

1 to be used by the licensee in the creation of information or goods or services containing
2 the licensed information, the [licensee has] [parties have] the obligation to:

3 (1) not use or alter the licensed information in a manner that dilutes the
4 value of the image, trademark, or similar material;

5 (2) not use the licensed information in a quality of product, service or
6 information other than that indicated in the license and, in the absence of contractual
7 terms, will use the licensed information only in connection with goods, services or other
8 information of fair average quality consistent with ordinary standards of the trade
9 applicable to the type of license involved,

10 (3) not use the licensed information in connection with obscene,
11 pornographic or similar material.

12 (b) The obligations created here extend to any intended third party that is a
13 beneficiary of the license.

14 **Reporter's Note:**

15 **This Section has not been reviewed by the Committee.** While Article 2B does not deal
16 with pure trademark licensing, many of the materials covered by Article 2B are in the nature
17 of the such licensing. This Section is suggested as a means to begin discussion of whether
18 treatment of such licenses is desirable. They involve implied and express obligations to retain
19 the value of the information (images etc.) involved. The language here is merely exploratory,
20 seeking response from affected persons.

21 **[C. Electronics]**

22 **SECTION 2B-3113. ELECTRONIC VIRUSES.**

23 (a) In this section, "virus" means instructions to a computer ~~instructions~~ intended
24 by the person that includes ~~including~~ the instructions in the information to ~~operate in~~
25 ~~manner likely~~ materially to disrupt, damage, or destroy information, or inappropriately
26 interfere with the use of a computer or communications facility without the consent or
27 permission of the owner and not authorized under Sections 2B-3124 or 2B-716.-

28 (b) Unless the circumstances clearly indicate that no obligation ~~a duty of care~~
29 could ~~not~~ be expected, a party shall exercise reasonable care to ensure that its
30 performance or message when completed by it does not contain an undisclosed virus. In
31

1 determining whether this obligation has been met, the following rules apply:

2 (1~~e~~) The contractual obligation ~~duty described in subsection (b)~~ is owed
3 solely to the other party to the contract.

4 (2)~~and, e~~ Except with respect to a mass-market license involving delivery
5 of a copy of information on a physical medium by a merchant dealing in information of
6 the kind, the obligation is satisfied if the language in a contract states that no action was
7 taken to ensure exclusion of a virus or that a risk exists that viruses have not been
8 excluded.

9 (3~~d~~) A party is not liable if the virus was introduced by a third party after
10 the party and its agent completed its operations dealing with the information into which
11 the virus was introduced. ~~its performance or~~

12 (c) The liability of a party for breach of its obligation is limited to the extent that
13 ~~if~~ the party injured by the virus failed to exercise reasonable care to prevent or avoid loss.

14 (d~~e~~) In determining whether reasonable care was ~~has been~~ exercised, the court
15 shall consider the nature of the party, type and value of the transaction, consideration
16 exchanged, circumstances of the transaction, language on packaging or ~~in~~ a display, and
17 general standards of practice prevailing among persons of a similar type for similar
18 transactions at the time of the performance or message. A party exercises reasonable care
19 if it or its agent searches for known viruses using any ~~commercially~~ reasonable virus
20 checking software. ~~at or before the time the licensor completes its performance or, as to~~
21 ~~the licensee, the time the licensee first uses the information.~~

22 (e~~f~~) A party's obligations with respect to ~~the existence of~~ a virus are determined
23 by this section and the express terms of the contract and not implied warranty.

24 **Uniform Law Source:** None.

25 **Committee votes:**

- 26 a. Voted to delete former (e) giving language of disclaimer 10-0.
27 b. Consensus that across the board general disclaimer is not appropriate.
28 c. Motion to delete former (b)(2) allowing obligation to be satisfied by language and circumstances
29 giving reason to know of risk, rejected: 5-6.
30 d. Voted to use "mass market" rather than consumer in this section. Vote: 11-0 (Feb. 1997).
31 e. Rejected a motion to delete the section. Vote: 4 -6 (April, 1997)

- 1 f. Rejected a motion to adopt a duty of reasonable care with a statutory safe harbor provision. Vote:
2 4 - 6 (April, 1997)
3 g. Rejected a motion to adopt a disclaimable warranty specific to viruses in what had been alternative
4 (b). Vote: 4 - 7 (April, 1997)
5 h. Rejected a motion to adopt in the mass market a duty of care that cannot be disclaimed in a
6 standard form. Vote: 4 - 6 (April, 1997).

7 **Drafting Note:**

8 This section has been restructured to reflect comments at the Annual Meeting and for clarity. The
9 major substantive change proposed is that the section no longer employs a contributory negligence standard,
10 but shifts to comparative fault. This is consistent with a variety of comments made at the Annual Meeting.

11 **REPORTER'S NOTES:**

12 1. This section deals primarily with situations where a third party (not the licensor or licensee)
13 intentionally inserts viruses into information intending to cause damage. Its main application is to allocate loss
14 between the two innocent parties in that case. One question is whether there should be separate, specific
15 treatment of intentional viruses by the party to the agreement.

16 This section describes a default rule that apportions contractual obligations for excluding electronic
17 viruses. Under current law, the contractual basis for liability pertaining to viruses, if any, is unclear. In cases
18 of delivered diskettes or computers, virus claims against a vendor would fall within the implied warranty of
19 merchantability. The warranty of merchantability requires that a court ask two questions. The first deals with
20 whether the "extraneous code" falls within normal expectations regarding the particular type of software or
21 performance. If it does not, there may be a breach of warranty. Perhaps, courts faced with the issue would refer
22 by analogy to cases dealing with food products for standards. The second issue would ask whether the implied
23 warranty was disclaimed. In most transactions, merchantability is disclaimed. Disclaimers are effective in both
24 the mass market and the commercial marketplace. While a disclaimer would be required to mention
25 merchantability, it need not refer specifically to a virus risk.

26 In cases outside Article 2 (e.g., on-line systems), the basic standards would be under common law. In
27 some (but not all) states, that obligation engages a duty to exercise reasonable and workmanlike care in
28 performance. That standard has never been litigated with respect to a virus.

29 **This Article does not deal with criminal law risks. In most states, criminal law proscribes**
30 **"knowing" introduction of viruses that damage the computer system of another person. Article 2B does**
31 **not alter the criminal and related civil liability issues there, but merely sets out contract risk allocation.**

32 2. This Section creates a mutual obligation to exercise reasonable care to exclude viruses in all
33 electronic performances and messages. The obligation is not a warranty, but a contractual obligation. The
34 obligation applies to both the licensee and the licensor. Indeed, virus problems in a contractual relationship as
35 often result from acts of the licensee as from acts of the licensor. The section expands the obligation of the
36 performing party as compared to current law where the contractual obligation is entirely disclaimable.
37 Subsection (a) provides a definition of the core concept for this section. The intent is not to cover elements of
38 a program that are poorly designed, but to deal with instructions that are intended to cause damage.

39 3. Reasonable care does not create absolute liability. It creates a flexible standard that gauges
40 the party's conduct against a variety of contextual considerations. No requirement exists that a party take
41 extraordinary steps to preclude viruses in all cases. Thus, for example, in a situation where the rate of new virus
42 discovered is large and exceeds any reasonable testing or preventative developments, compliance with
43 reasonable activities suffices even if it fails to discover all viruses. What the section requires is reasonable care,
44 not superhuman effort. Similarly, the standard varies depending on the party to whom it applies. A producer
45 that makes no effort to screen a virus from its packaged products would not be acting in a reasonable manner.
46 A retailer that receives pre-packaged software for distribution cannot be expected to examine the diskettes in
47 the boxes and, while it has a duty of care, that duty does not require the impossible. It may simply require
48 warnings if the retailer becomes aware that viruses are contained in products it is providing. On the other hand,
49 a private individual with no expertise may be acting reasonably even though it takes protective steps that are
50 far below what would be reasonable for a publisher.

51 4. Under subsection (c), in the mass market the reasonable care obligation cannot be satisfied
52 by a merchant in the particular type of information merely by inclusion of language in a contract or in
53 packaging. That language may have an effect on determining the nature of the obligation in context, but cannot
54 be a complete disclaimer. This covers all mass market transactions and many other commercial deals. It does
55 not, however, apply to transactions on the Internet or in other on-line media (access contracts) where it was
56 thought that the need to satisfy the obligation by conspicuous warnings was important to allow for multi-layered
57 development of this new distribution methodology. A party who is not a merchant can satisfy the obligation by
58 conspicuous warnings as can an Internet provider.

59
60 **Illustration 1:** Jane is a licensee in an access contract with AL. Jane posts data to an AL bulletin board,
61 but the data contains a virus. A DuPont employee downloads the data and the virus. Damage is caused
62 to the AL system and DuPont system. Jane is liable to AL if she failed to exercise reasonable care to
63 exclude the virus. AL might be liable on the same basis to DuPont. The degree of care required varies

1 based on the nature of the parties and the like.

2 **Illustration 2:** The University of Houston creates a website at which parties can for a fee download
3 digital copies of faculty articles and books. Because it lacks staff, Houston cannot make assurances
4 about virus protection. It must conspicuously indicate that no precautions are taken. If it does not, the
5 duty of care to which it is required to conform relates to the nature of the circumstances, including
6 general standard on the web.

7 **Illustration 3:** James, a college student, sets up a web site to distribute information for a fee about
8 policies at Union. He does not concern himself about viruses. When the national political party
9 downloads data from the site and pays its fee, the data includes a virus placed there by a user of the
10 system. Whether James is liable for the resulting damages depends on the standard of care for a person
11 such as James. James could avoid liability by providing on his initial screens that he has made no effort
12 to exclude viruses.

13 **Illustration 4:** Vendor distributes an art database in a retail market through the licensing diskettes to
14 the general public. Arthur obtains a copy of the database which has a virus. Vendor's license
15 disclaimed any duty of care and any liability for viruses. The disclaimer is ineffective; Vendor's
16 liability hinges on whether the virus came from or before its performance and whether it exercised what
17 would be a relatively high standard of care for the retail market. For the retailer, the fact that the product
18 was packaged and inaccessible indicates that the duty of care that it may have could not include actively
19 searching for viruses in the software and that, therefore, it has no liability unless the facts indicate
20 awareness of the risk and a failure to warn the purchaser.

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23
24
25 5. Subsection (d) limits the obligation to reasonable care in the party's performance and not to
26 control of subsequent activities. The following illustration captures the issue:

27
28 **Illustration 5:** Novell transfers software to Distributor who is licensed to integrate the
29 software into a system with other software and hardware and then distribute the system on
30 the retail market. During the integration, a virus is introduced by an employee of Distributor.
31 The system is acquired by Thomas Inc. and the virus causes damage to Thomas. Novell is
32 not liable under this section since the virus was not a result of its performance and came after
33 it completed its role. Distributor is liable if it failed to exercise reasonable care.

34
35 Subsection (d) also states a concept of fault based on exercise of care to avoid loss. As with the primary
36 obligation, the nature of the reasonable care duty varies with the party and the type of transaction. IBM may
37 have a high duty to screen viruses in major software licenses it acquires, while a consumer may have no
38 obligation in acquiring software in a retail package over the counter.

39 6. Subsection (e) has two functions. The first clarifies that the duty of care must be assessed
40 against various background variables relating to the parties and the context. The last sentence of the subsection
41 attempts to provide a more specific, safe harbor guidance for both parties. It indicates that commercially
42 reasonable software employed by a party or its agent satisfies the obligation if applied on or before a particular
43 point in time. The timing variable benefits both parties by giving guidance in when actions are to be taken. In
44 the world of virus protection, new viruses are discovered continuously and this should not be taken as creating
45 a continuous, never capable of being satisfied obligation for either party.

46 7. Subsection (f) clarifies that liability for a virus is to be determined by this section and the
47 express contract terms, indicating that the issue does not come within implied warranty theory. The rationale
48 is that this is the more specific section and sets out the balanced deemed appropriate in contrast to the absolute
49 liability risk that exists in an implied warranty.

50
51 **SECTION 2B-3124. ELECTRONIC REGULATION OF PERFORMANCE.**

52 (a) In this section, a "restraint" means a program, code, device or other limitation
53 that restricts use of information.

54 (b) A party entitled to enforce a limitation or restriction that does not depend on
55 the existence or non-existence of a breach may include in the information and utilize a
56 restraint that restricts use in a manner consistent with the agreement if:

1 (1) a term in the contract authorizes use of the restraint;

2 (2) the restraint ~~does not destroy or alter the information, but~~ merely
3 prevents uses of the information inconsistent with the agreement, or with a licensor's
4 rights under intellectual property law ~~and~~ that were not granted to the licensee;-

5 (3) the information is obtained for a stated period of time not more than 30
6 {90} days or a stated number of uses and the restraint merely enforces that limitation; or

7 (4) the restraint prevents use at the expiration of the term of the license and
8 the licensor gives reasonable notice to the licensee before further use is prevented.

9 (c) Operation of a restraint authorized under (a) is not a breach of contract, and
10 the party that included the restraint is not liable for any loss created by its operation.
11 Operation of a restraint which prevents use permitted by the agreement is a breach of
12 contract. Nothing in subsections (a)(2), (3) or (4) authorizes a restraint that affirmatively
13 prevents a licensee's access to its own information ~~accomplished~~ without use of the
14 licensor's information.

15 (d) This section does not preclude electronic replacement or disabling of an
16 earlier version of information by the licensor with a new version of the information under
17 an agreement with the licensee.

18 (e) A restraint included in information in accordance with this section or as
19 authorized under other law is not a virus for purposes of Section 2B-313.

20 **Uniform Law Source:** None

21 **Reporter's Notes:**

22 Changes Since the June, 1997 Meeting:

23 This section was edited for clarity and several substantive changes were made based on the
24 discussion at the June, 1997 Drafting Committee meeting. Included in the editing was the introduction of the
25 defined term "restraint" to simplify the reference to electronic limiting devices. The second sentence of (c)
26 is new and in corresponds to a concern raised by a licensee representative. It clarifies the focus of the
27 section. With or without that language, however, the concept would still be inherent. The time period in
28 subsection (a)(3) was changed to 90 days to correspond to practices in shareware and other industries.
29 General Notes:

30 1. This section deals with electronic limitations on use that involve enforcement of contract
31 terms by preventing breach. It does not involve electronic devices used to make a repossession or force
32 discontinuation of use in the event of breach. Those are covered in Section 2B-716. The electronic restrictions
33 discussed here all derive from and enforce contract terms; they limit use consistent with contract terms or
34 terminate a license at its natural end. Of course, the electronic regulation discussed here assumes that the
35 licensor is enforcing a restriction that is, itself, enforceable under applicable intellectual property and contract
36 law that may limit license terms in some cases. The few reported cases that deal with electronic devices support
37 use of electronic devices even in the case of breach if disclosed to the licensee; the cases have not considered

1 the less controversial use of restrictive devices not associated with enforcing claims of breach of contract.

2 2. The basic principle is that a contract can be enforced. Where the contract places time or other
3 limits on a party's use of licensed information, electronic devices that merely enforce those limitations are
4 appropriate. This reflects an important new capability created by digital information systems. The section does
5 not state exclusive rules. Federal or other law (including other sources of contract law) may also allow limiting
6 devices designed to enforce copyright and copyright management information. In effect, this section contains
7 an affirmative statement of when such limiting devices are enforceable under contract law, without limiting the
8 enforceability of other methods.

9 3. Subsection (b) distinguishes between active and passive electronic devices. An active device
10 terminates the ability to make any further use of the information. These are dealt with in subsection (b)(1) and
11 subsections (b)(3)(4). Passive devices merely prevent unauthorized use, but leave the subject matter otherwise
12 unaltered. These are dealt with in subsection (b)(2). The concept of an active device.

13 4. Under subsection (b)(2) provides that for passive devices, special notice is not required if the
14 electronics merely restrict use without otherwise disabling the information. This authorizes use of passive
15 devices to enforce use limitations. This is especially important for smaller suppliers whose ability to enforce
16 contracts against often larger licensees is limited by costs of monitoring and judicial enforcement. The
17 limitations, for example, might entail a counter which can be used to monitor the number of simultaneous uses
18 or restrict use to a pre-agreed system. Although no notice is required, the agreement must support the electronic
19 limitation. The licensee is protected by the fact that a limitation inconsistent with the agreement constitutes a
20 breach of contract and that it has contracted for the substantive limitation itself, while the device merely
21 prevents breach.

22
23 **Illustration 1:** The license provides that no more than five users may employ the word
24 processing software at any one time. An electronic counter is embedded in the software and,
25 if a sixth user attempt to sign on for simultaneous use, that sixth user is denied access until
26 another user discontinues use. This limiting device is effective without prior notice or
27 contractual authorization.

28 **Illustration 2:** The same situation as in Illustration 1, except that the limiting device
29 permanently disables the software if a sixth user attempts access. This device is not
30 authorized by subsection (b)(2). It involves a form of cancellation for breach. Section 2B-
31 716 applies.

32 **Illustration 3.** ABC Publishing includes an anti-copying device in a CD-ROM version of
33 its novel, "Gone with the Sea" which it licenses subject to express terms precluding making
34 additional copies of the work. The device allows normal loading into memory and use
35 relating to a computer system, but prevents making an additional copy. No separate contract
36 term is required to authorize the device since it merely enforces a limitation in the contract
37 and does not otherwise disable the data.

38
39 5. Subsection (b)(2) allows use of passive devices that merely preclude infringing intellectual
40 property rights reserved to the licensor. Merely preventing the act does not require contract or other notice.
41 Thus, for example, a contract that grants a right to make a back-up copy and to use a digital image, does not deal
42 with the right of the licensee to transmit additional copies electronically. A device that precludes communication
43 of the file electronically, but does not alter or erase the image in the event of an attempt to do so is authorized
44 under (b)(2).

45 6. The devices described in subsections (b)(3) and (b)(4) may be passive or active. Since this
46 section deals only with cases where no breach of contract occurs, the contractual right to do this arises only in
47 the event of termination pursuant to contractual terms. Subsections (b)(3) and (b)(4) state the basic principle
48 in such cases. Creation and use of the electronic means to terminate a contract (end it other than for breach)
49 requires either a contractual term that permits the action (b)(1), a short term contract (b)(3), or reasonable notice
50 before termination. If notice is required, of course, it can come directly from the licensor (a letter, e-mail, or
51 telephone call) or through operation of the electronic restraint.

52 The exception to the notice rule focuses on short term agreements, such as shareware or trial
53 copies, or the new Java-based software modules whose use is limited to a brief period of time or to a stated
54 number of uses. The argument for requiring consent or notice in longer term agreements deals with avoiding
55 problems due to stale information. In the brief contracts, that is not an issue. The subsection dealing with this
56 issue employs thirty days as the cut-off based on the fact that this is a common period in so-called shareware
57 or limited use demonstration systems. This provision would also apply to various pay per view and similar
58 systems, since it reflects the ability to enforce short term limitations on service or use through electronic devices
59 without specific or special notice other than that inherent in the contract itself.

60 Some argue that enforcing a contractual right not associated with breach should not require
61 notice in any case. Ending the ability to use after the term merely enforces the agreement. Although that position
62 has strength, the choice here establishes additional licensee protection and limits the right to enforce contract
63 termination on the argument that a licensee might be disadvantaged by being forced to strictly stay within

1 contract limits in the absence of a contract term indicating the enforcement tool was present. Notice may occur
2 either in the terms of the contract itself or in actions of the licensor or the electronic system giving notice to the
3 licensee before precluding further use. Code that precludes further use of a program after one year would be
4 effective under this section if either the contract provides for electronic enforcement of the one year term or the
5 code itself displays notice of the impending termination a reasonable time before implementing it (e.g., five
6 days before the end of the term).

7
8 **Illustration 4.** A software license requires monthly payments of \$1,000 due on the first of
9 the month and covers a one year term with a right to renew based on written notice before
10 the expiration of the term. Licensee makes a payment five days late because of accounting
11 problems. Licensor uses an electronic device to turn off the software. That action is not
12 authorized under this section since it enforces a breach of contract. The section on self-help
13 applies and the action may be appropriate if the breach was material.

14 **Illustration 5.** In Illustration 4, there was no late payment, but the licensee fails to give
15 notice of renewal within the contractual time period. Licensor turns off the software. This
16 action is covered by this section. The termination electronically is valid if either the contract
17 contained a term authorizing that action, or the licensor or the device gave prior, reasonable
18 notice of termination to the licensee.

19 **6.** Subsection (c) states the obvious premise that actions consistent with a contract are not a breach and
20 do not give rise to liability under this Article or the contract. What this section permits is enforcement of contract terms
21 with respect to the subject matter of the contract. It does not deal with rights to exclude, block out, or otherwise impact
22 other information owned by or licensed to the licensee.
23

24 **PART 4**

25 **WARRANTIES**

26 **SECTION 2B-401. WARRANTY AND OBLIGATIONS CONCERNING** 27 **AUTHORITY AND NONINFRINGEMENT.**

28 (a) A licensor warrants that:

29 (1) the licensor has authority to make the transfer and that the licensor and
30 any person holding a claim or interest created by an act of the licensor or to which the
31 licensor is subject will not interfere with the licensee's enjoyment of its rights under the
32 contract, except that this warranty does not relate to third party claims by way of
33 infringement;

34 (2) in an exclusive license, the intellectual property rights that are the
35 subject of the license are valid and exclusive to the licensor within the scope of the
36 license for the information delivered as a whole; and

37 (3) if the licensor is a merchant regularly dealing in information of the
38 kind, the licensor at the time of the transfer has no reason to know that the transfer, any
39 copies transferred by the licensor, or the information, when used in any authorized use,
40 infringes an existing intellectual property right of a third party except as disclosed to or

1 known by the licensee.

2 (b) The warranties in this section are subject to the following:

3 (1) The warranty under subsection (a)(3) does not apply to a license of a
4 patent accomplished without any agreement by the licensor to provide to the licensee
5 property or services to enable the licensee to use the patented rights.

6 (2) If intellectual property rights are subject to a right of public use,
7 collective administration, or compulsory licensing, the warranty is subject to those rights.

8 (3) Unless the contract expressly applies to uses or rights outside the
9 United States, the warranties under (a)(2) and (a)(3) apply solely to rights arising under
10 the intellectual property laws of the United States or a state thereof. If the license of an
11 intellectual property right expressly includes territories outside the country of its origin,
12 the warranties under subsection (a)(2) and (3) extend only to countries specifically named
13 in the license and countries included in the license but not named that, at the time of the
14 license, had entered into a treaty or other binding international obligation granting the
15 foreign intellectual property right protection under the applicable intellectual property
16 law.

17 (c) A licensee that furnishes technical specifications to a licensor or financier
18 holds the licensor and financier harmless against any claim of infringement which the
19 licensee had reason to know would arise out of compliance with the specifications.

20 (d) A warranty under this section may be disclaimed or modified only by express
21 language or by circumstances giving the licensee reason to know that the licensor does
22 not warrant that competing claims do not exist or that the licensor purports to transfer
23 only the rights that it has. In an electronic transaction that does not involve review of the
24 record by an individual, language is sufficient if it is conspicuous as to that term.
25 Otherwise, language in a record is sufficient if it states “There is no warranty of quiet
26 against third party claims that may interfere with the licensee’s enjoyment of the
27 [information] [computer program] or against infringement”, or words of similar import.

1 **Alternative B**

2 (a) A licensor warrants that:

3 (1) for the contract term no person holds a claim to or interest in the information
4 that arose from an act or omission of the licensor other than by way of a claim of infringement or
5 the like, which will interfere with the licensee’s enjoyment of its rights under the contract;

6 (2) in an exclusive license, the intellectual property rights that are the subject of
7 the license are valid and exclusive within the scope of the license for the information delivered
8 as a whole; and

9 (3) if the licensor is a merchant regularly dealing in information of the kind, the
10 information is delivered free of the rightful claim of any third person by way of infringement,
11 except that a party who acts as a conduit for information of another warrants only that it has no
12 [knowledge] [notice] that the information infringes the rights of third parties.

13 (b) The warranties in this section are subject to the following:

14 (1) If intellectual property rights are subject to a right of public use, collective
15 administration, or compulsory licensing, the warranty is subject to those rights.

16 (2) Unless the contract expressly applies to uses or rights outside the United
17 States, the warranties under (a)(2) and (a)(3) apply solely to rights arising under the intellectual
18 property laws of the United States or a state thereof. If the license of an intellectual property
19 right expressly includes territories outside the country of its origin, the warranties under
20 subsection (a)(2) and (3) extend only to countries specifically named in the license and countries
21 included in the license but not named that, at the time of the license, had entered into a treaty or
22 other binding international obligation granting the foreign intellectual property right protection
23 under the applicable intellectual property law.

24 (c) A licensee that furnishes technical specifications to a licensor or financier shall hold
25 the licensor and financier harmless against any claim of infringement that arises out of
26 compliance with the specifications.

27 (d) A warranty under this section may be disclaimed or modified only by express
28 language or by circumstances giving the licensee reason to know that the licensor does not
29 warrant that competing claims do not exist or that the licensor purports to transfer only the rights
30 that it has. In an electronic transaction that does not involve review of the record by an
31 individual, language is sufficient if it is conspicuous as to that term. Otherwise, language in a
32 record is sufficient if it states “There is no warranty of quiet enjoyment or against infringement”,
33 or words of similar import.

34 [If adopted, comments or definition setting out what is a conduit will be developed.]

35 **UNIFORM LAW SOURCE: Section 2A-211; Section 2-312. Revised.**

36 **COMMITTEE VOTES:**

- 37 a. Voted to adopt a “reason to know” standard in lieu of “knowledge.”
- 38 b. Rejected a motion to bar disclaimer in “mass market” contracts.

39 **Selected Issues:**

- 40 a. **Should subsection (a)(1) be modified to conform to the language of current or revised**
- 41 **Article 2A as generally described in Alternative B?**

1 **REPORTER'S NOTES:**

2 Changes since the June Meeting:

3 1. Article 2B uses a reason to know standard for the warranty of infringement for both licensors
4 and licensees, **but** expands the scope of the licensor warranty by including use of the information. In its initial
5 review of the warranty, the Committee supported the proposed trade-off as a proper balance for a default rule.
6 Concerns, however, have been expressed about both the standard and the expansion. Alternative B 1) returns
7 to the Article 2 warranty for copyright infringements (absolute liability but narrower scope); 2) makes special
8 accommodation for public use rights; and 3) accommodation a provider that is merely a conduit for information
9 provided by third parties.

10 The ultimate issue here, as in other default warranties does not lie solely in determining an appropriate
11 risk allocation in the abstract, but also incorporates a decision about whether the default rules should construct
12 a fair and manageable system that may eliminate the need for disclaimers supplanted by express and differently
13 defined warranty obligations.

14 2. The language of the safe harbor disclaimer was modified as a result of the harmonization
15 meeting to correspond to the language adopted in Article 2A. A further question arises about whether the (a)(1)
16 language should be modified to follow Article 2A or whether a separate policy supports the different phrasing
17 and apparently different substance of this warranty.

18 3. The first sentence of (b)(3) was added to clarify the scope of the warranty in the ordinary case
19 in which a licensor does not undertake worldwide or similar obligations. A Texas licensor making a license for
20 use in the state of Oklahoma should not undertake to have made a worldwide patent and copyright search.

21 General Notes:

22 1. This section creates a warranty of quiet enjoyment and right to continue in possession of
23 property over the term of a contract; this extends the warranty rights creates under Article 2 in current law,
24 which center solely on the initial delivery of the property.

25 2. Subsection (a) contains the affirmative warranties. Subsection (a)(1) deals with issues other
26 than intellectual property infringement. First, the licensor represents it has authority to make the transfer.
27 Authority here would refer to possible defects in the chain of title or authorization. For example, if a licensee
28 holds information under a non-transferable license, a transfer to another licensee occurs without authority and,
29 thus, breaches this warranty. Second, the licensor warrants that it will not interfere with the licensee's exercise
30 of rights under the contract. The combination of these two subsections takes language from Article 2 (authority)
31 and 2A (interference and enjoyment), making the resulting warranty broader than either of the other two articles.
32 Authority and non-interference represent the essence of the contract. See General Talking Pictures Corp. v.
33 Western Electric Co., 304 U.S. 175, 181 (1938); Spindelfabrik Suessen-Schurr v. Schubert & Salzer, 829 F.2d
34 1075, 1081 (Fed.Cir.1987), cert. den. 484 U.S. 1063 (1988).

35 3. Subsections (a)(2) and (a)(3) deal with intellectual property risks. In current law, the idea of
36 title has several different connotations. The issues can be broken down into three parts:

37
38 public domain risk: Whether enforceable rights exist in the technology that is transferred. In essence,
39 this asks whether the information is in the public domain and thus useable by anyone with access to
40 it..

41 exclusivity risk: Whether the transferor has the sole right to transfer the technology or whether that
42 right is also held by third parties by way of prior assignment, joint invention or coauthorship.

43 infringement risk: Whether the transferor can convey the rights defined in the contract in a way that
44 enables the transferee to exercise those rights without infringing third party rights in the technology.

45 4. Subsection (a)(2) deals with the first two of these. Subsection (a)(2) refers to validity and
46 exclusivity and limits those warranties to situations in which the transfer purports to convey exclusive rights
47 in the information. If the transferee relies on the rights transferred to create a product for third parties,
48 affirmations about validity define an important aspect of the deal since the converse of validity is that the
49 information is in the public domain. M. Nimmer & D. Nimmer, The Law of Copyright ' 10.13[A]. See M&A
50 Assoc. v. VCX, 657 F.Supp. 454 (E.D. Mich. 1987), aff'd, 856 F.2d 195 (licensor's failure to place appropriate
51 copyright notices on motion picture violated warranty of title). Validity (including public domain) is typically
52 not relevant to the ordinary end user license. The subsection also deals with exclusivity. The title risk includes
53 that a portion of the rights may be vested in another person. Coequal rights exist where co-authors or co-
54 inventors were involved. Alternatively, the transferor may have executed a prior license to a third party. In
55 either case, while a transfer may convey rights, it may be no more than equal to rights vested in and available
56 for conveyance by the third party co-author. Depending on the underlying deal, the existence of coequal rights
57 in other parties may have no relevance to the transferee or it may be a critical limit on the licensee's ability to
58 recoup investment. Subsection (a)(2) reflects practice in motion picture and publishing industries and is an
59 appropriate warranty for those settings. Exclusivity is an important issue where a licensee undertakes significant
60 investment on the assumption that its rights are exclusive as to other competitors. As to **end users and non-**
61 **exclusive licenses**, the question of whether intellectual property rights are **exclusive** in the licensor is seldom
62 significant. The presence or absence of exclusivity in the provider of the information does not alter the end
63 user's ability to continue to use the licensed rights without challenge from third parties. A license from one co-

1 owner adequately grants rights to the licensee and the dispute would then shift to one between the two co-
2 owners to determine accounting for and distribution of the proceeds of the license.

3 5. The subsection (a)(3) warranty relating to infringement risk goes beyond current Article 2
4 and 2A in terms of what is warranted, but uses a reason to know standard of liability, rather than an absolute
5 liability standard. Current UCC § 2-312 provides that every sale contains an implied warranty that the seller
6 has "good title" to the property conveyed. This does not establish a warranty that **use** will not violate a patent
7 held by a third party. Motorola, Inc. v. Varo, Inc., 656 F. Supp. 716 (N.D. Tex. 1986). The warranty applies
8 to the condition of the goods when delivered, not the use of the product. Section 2A-211 speaks not in terms
9 of good title, but of an implied warranty that for lessors who are merchants in the particular type of property,
10 "the goods are delivered free of the rightful claim of any person by way of infringement or the like." In Article
11 2B, the warranty of noninfringement covers not only the information as delivered, but the information as used.
12 The expansion gives the licensee greater protection against process patents and against the fact that "copies"
13 made during ordinary use of software in a machine may infringe a copyright. Neither of these assurances exists
14 in current law.

15 Balancing against this, the warranty establishes a "no reason to know" standard. This does not impose
16 a duty of inquiry, but relates only to facts actually known to the party. The choice between a "reason to know"
17 and an absolute liability warranty requires a balancing of the interests of the licensor and licensee in an ordinary
18 case where infringement claims may arise without fault of either party. Both in copyright and patent
19 infringement claims, the complexity of the technology, the diverse sources from which it arises and character
20 of modern infringement claims that do not admit of good faith purchase and do not require knowledge of
21 infringement all create significant risk in the modern commercial environment. The choice made here places
22 knowing misconduct risk on the licensor, but in cases where neither party had knowledge that an infringement
23 would ensue, to allow loss to stay with the licensee if it is the party sued unless the contract reverses that
24 allocation. No knowledge warranties are common in modern licensing. Note that this does not alter current
25 intellectual property law which recognizes neither a concept of bona fide purchaser defense to infringement,
26 nor a lack of knowledge defense. Thus, in the case of a merchant who does not know about the infringement,
27 either the licensee or the licensor may have infringement liability and this warranty will not redistribute the loss.
28 Redistribution if it occurs, requires an express warranty.

29 Part of the difficulty involves the fact that patents are not knowable or readily checked by the myriad
30 of small producers in this market place and that, therefore, an absolute warranty would place liability exposure
31 on them without an effective means of protection. Also, unlike in reference to copyright or trade secret claims,
32 violation of a patent does not require copying or wrongful appropriation.

33 **Illustration 1:** Sunspot Software develops a multi-terminal operating system for Citibank. After
34 installation of the system, a patent issues to Lansing which patent reads on the process created by the
35 Sunspot program. If the warranty refers to "reason to know", Citibank bears the loss since an unissued
36 patent could not be known. If the warranty applies without knowledge, Sunspot bears the loss so long
37 as the warranty extends to uses of the software.

38 7. The issue is especially important in on-line systems where the licensor may be providing a
39 service that includes allowing the posting and subsequent downloading of material from third parties. Cases
40 under copyright law indicate that the vendor may be liable for infringement, but that this liability does not exist
41 in all cases. The reason to know standard best serves in our context.

42 **Illustration 2:** Adam opens an Internet website providing access for a fee to photographs of football
43 players for three cents a piece, not restricting the use of the photographs by its licensees. The
44 photographs are supplied by third parties in digital form to Adam. Alumni Magazine acquires a
45 photograph of Jones and uses it in its May issue, distributed to 10,000 subscribers. Jones and the
46 photographer, who never consented to Adam's use, sue Magazine which in return sues Adam for
47 \$100,000. Should Adam be liable for breach of contract and consequential damages in addition to any
48 liability for copyright infringement?
49

50 **SECTION 2B-402. EXPRESS WARRANTIES.**

51 (a) Subject to subsection (c), a licensor creates an express warranty as follows:

52 (1) An affirmation of fact, promise, or description of information made by
53 the licensor to its licensee in any manner, including in a medium for communication to
54 the public such as advertising, which relates to the information and becomes part of the
55 basis of the bargain creates an express warranty that the information and any services

1 required under the agreement will conform to the affirmation, promise, or description.

2 (2) A sample, model, or demonstration of a final product which is made
3 part of the basis of the bargain creates an express warranty that the performance of the
4 information will reasonably conform to the performance illustrated by the model, sample,
5 or demonstration, taking into account such differences between the sample, model, or
6 demonstration and the information as it would be used as would be apparent to a
7 reasonable person in the position of the licensee.

8
9 (b) The licensor need not use formal words, such as "warrant" or "guarantee", or
10 state—a specific intention to make a warranty. However, a mere affirmation or prediction
11 of the value of the information, a display or description of a portion of the information to
12 illustrate the aesthetics or market appeal of informational content, or a statement
13 purporting to be the licensor's opinion or commendation of the information does not
14 create a warranty.

15 (c) This section does not create any express warranty for published informational
16 content but does not preclude the creation of an express warranty for published
17 informational content under other law or the creation of an express contractual obligation.
18 If an express obligation in contract is established for published informational content and
19 that obligation is breached, the remedies of the aggrieved party arise under this article.-

20 **Uniform Law Source: Section 2A-210. Section 2-313.**

21 **Committee Votes:**

22 a. Deleted former subsection (b) that warranties are limited to the time of transfer based on the
23 argument that this merely restates current law and that the issue can be made clear in the comments.

24 b. Motion to limit this section to the immediate parties, allow other parties to be included if
25 courts decide to do so. Rejected: 4-5

26 c. Motion to amend by adding “except for published informational content” with the comments
27 or the section to make it clear that it’s neutral on the law development here. Adopted 7-3.

28 d. Motion to change the presentation of the except clause for published informational content,
29 making an affirmative statement in (c) that leaves the development of obligations for informational
30 content to common law under standards evolved therein. Adopted: 6-2 (June, 1997)

31 **Changes Since the June, 1997 Meeting:**

32 a. Subsection (c) implements the Committee vote clarifying that the Article is neutral on the
33 basis for the creation of express obligations for published content, leaving that issue to other law. Based on
34 concerns expressed at the 1997 Annual Meeting, language has been added to clarify that, while the creation
35 of express contract obligations does not occur under the basis of the bargain test for published content, an
36 obligation created and breached gives rise to remedies under this Article.

1 **Reporter's Note:**

2 1. This section adopts existing law. It follows current Article 2 regarding express warranties in
3 general and preserves current law relating to express warranty obligations in reference to published information
4 content.

5 2. The section retains the “basis of the bargain” standard from current law relating to
6 transactions in goods. This allows courts and parties to draw on an extensive body of case law for
7 distinguishing express warranties from puffing and other, non-enforceable statements. While the cases involve
8 many difficult factual determinations, they provide better guidance than would an entirely new standard. See,
9 e.g., Fargo Machine & Tool Co. v. Kearney & Trecker Corp., 428 F. Supp. 364 (E.D. Mich. 1977);
10 Computerized Radiological Service v. Syntex, 595 F.Supp. 1495 (E.D.N.Y. 1984), rev'd on other grounds, 786
11 F.2d 72 (2d Cir. 1986); Management Sys. Assocs. v. McDonnell Douglas Corp., 762 F.2d 1161 (4th Cir. 1985);
12 Consolidated Data Terminal v. Applied Digital Systems Inc., 708 F.2d 385 (9th Cir. 1983) (“the express
13 statements warranting that the Regent 100's would perform at a 19,200 baud rate prevail over the general
14 disclaimer.”); Cricket Alley Corp. v. Data Terminal Systems, Inc., 240 Kan. 661, 732 P.2d 719 (Kan. 1987)
15 (express warranty that cash registers would communicate with a remote computer; “capability to communicate
16 with plaintiff's Wang computer was the prime consideration in selecting new cash registers.”). By retaining
17 current Article 2, Article 2B allows courts to use the full panoply of doctrines that they have evolved.

18 In proposed revisions of Article 2, an extended debate and new structure has developed for warranties
19 through advertising. That debate was triggered in part by the adoption of an entirely new approach to warranties
20 in in that proposal. Subsection (a)(1) makes clear that advertising can create an express warranty if the basis
21 of the bargain test is met. Article 2B clarifies appropriate law on this point. No conceptual barrier exists to a
22 published statement becoming part of the bargain sufficient to constitute a warranty.

23 3. Subsection (a)(2) deals with samples and the use of beta models. These are employed in
24 testing not yet completed products. A beta model may include elements that are not carried into the final product
25 and may include defects that are not cured in the final product. In either event, the parties both expect that the
26 product being demonstrated or used is not representative of what will eventually be the product and the
27 exclusion here is designed to protect against harm to either party as a result (e.g., licensee believes a defect will
28 be cured, but it is not cured; licensor elects to delete an element in the test model when it produces the eventual
29 product).

30 4. The section also preserves current law for published informational content. While there are
31 many reported cases dealing with express warranties in the context of goods and using the standards outlined
32 here, no such case law exists for published information. This subject matter entails significant First Amendment
33 interests and courts that deal with liability risk pertaining to that subject matter must balance contract themes
34 with more general social policies. As stated in Subsection (c), the intent is to leave undisturbed any existing
35 law dealing with under what obligations can be created and how they are established with reference to published
36 information. Courts may, if inclined to find liability for published information, do so under any general contract
37 law theory. Merely adopting Article 2 concepts from sales of goods to this much different context would risk
38 a large and largely unknown change or over-reaching of liability in a sensitive area.

39 5. The term, “published information content” focuses on information **content** not customized
40 to particular end users. (see Section 2B-102) The exclusion follows current law, requiring more than just
41 general, undifferentiated statement for expanding liability in the public market of ideas and content. The basic
42 assumption in current law is that liability for information content does not exist unless there is a special or direct
43 relationship creating it. There are no cases using warranty theory for generally distributed information based
44 on contract concepts and only a small number of cases under other contract theory.

45
46
47 **SECTION 2B-403. IMPLIED WARRANTY: MERCHANTABILITY AND**
48 **QUALITY OF COMPUTER PROGRAM.**

49 Subject to Sections 2B-406, 2B-407 and 2B-408, in a mass-market transaction a
50 licensor that is a merchant with respect to information of the kind that provides a
51 computer program to a licensee makes an implied warranty that the computer program
52 and media are merchantable. To be merchantable, the computer program and any physical
53 medium containing the program at minimum must:

- 1 (1) pass without objection in the trade under the contract description;
2 (2) be fit for the ordinary purposes for which it is distributed;
3 (3) conform to the promise or affirmations of fact made on the container
4 or label, if any;
5 (4) in the case of multiple copies, consist of copies that are, within the
6 variations permitted by the agreement, of even kind, quality, and quantity, within each
7 unit and among all units involved; and
8 (5) be adequately packaged and labeled as the agreement or circumstances
9 may require.

10 (b) In cases not governed by subsection (a), a licensor that is a merchant with
11 respect to computer programs of that kind and delivers a program to a licensee warrants
12 that any physical medium on which the program is transferred is merchantable and that
13 the computer program will perform in substantial conformance with any promises or
14 affirmations of fact contained in the documentation provided by the licensor at or before
15 the delivery of the program. However, a mere affirmation or prediction of the value of the
16 information, a display of a portion of the information to illustrate the aesthetics or market
17 appeal of informational content, or a statement purporting to be the licensor's opinion or
18 commendation of the information does not create a warranty.

19 (c) A warranty under this section pertains to the functionality of a computer
20 program, but does not pertain to informational content in software, or to the quality,
21 aesthetic appeal, marketability, accuracy, or other characteristics of the informational
22 content.

23 **Uniform Law Source: Section 2-314. Revised.**

24 **Committee Votes:**

25 a. Rejected a motion to add language warranting that the program will not damage ordinary
26 configured systems because no "ordinary system" exists in modern licensing and the general
27 premise is covered under the language of existing Article 2 as brought forward here.

28 b. Voted 10-2 to use "mass market" in this section, rather than "consumer." (Feb. 1997)

29 **Reporter's Notes:**

30 Changes since the June Meeting:

31 a. Edited based on the harmonization meeting to conform to existing Article 2 and to proposed
32 revisions of Article 2. Subsection (c) was edited to clarify the distinction between the warranty for programs

1 and the treatment of informational content.

2 **b.** During the June Meeting in a memorandum signed by a leading consumer advocate and an
3 attorney from a major publisher, the following alternative formulation of subsections (a) and (b) was suggested:

4 (a) A merchant licensor of a computer program warrants to the end user that the
5 computer program is reasonably fit for the ordinary purpose for which it is distributed.

6 (b) A merchant licensor of a computer program warrants to a retailer that
7 (1) the program is adequately packaged and labeled as the agreement or
8 circumstances may require; and

9 (2) in the case of multiple copies, that the copies are, within the variations
10 permitted by the agreement, of even kind, quality, and quantity, within each unit and among
11 all the units involved.

12 This proposal should be considered by the Committee and reflects earlier proposals in the Draft to consider a
13 restructuring of the merchantability warranty in a manner that would provide acceptable and tailored protections
14 for both sides, thereby reducing the desirability of disclaimers except in exceptional cases. The proposal follows
15 part of the tradition under which the original Article 2 warranty was developed. As explained in the Comments
16 to the current 2-314, some of the various elements of the warranty were developed for specific types of products
17 (e.g., "fair average" developed with reference primarily for agricultural bulk products, "adequately packaged"
18 refers to cases where agreement requires a certain type of container).

19 General Notes:

20 **1.** Article 2B warranties blend three different legal traditions. **One** tradition stems from the
21 UCC and focuses on the quality of the product. This tradition centers on the result delivered: a product that
22 conforms to ordinary standards of performance. The **second** tradition stems from common law, including cases
23 on licenses, services contracts and information contracts. This tradition focuses on how a contract is performed,
24 the process rather than the result. The obligations of the transferor are to perform in a reasonably careful and
25 workmanlike manner. The **third** tradition comes from the area of contracts dealing with informational content
26 and essentially disallows implied obligations of accuracy or otherwise in reference to information transferred
27 outside of a special relationship of reliance. Current law selects the applicable tradition in part based on
28 characterizations about whether a transaction involves goods or not. That distinction is not reliable in
29 information contracting, especially in light of the ability to transfer intangibles electronically without the use
30 of any tangible property to carry the intangibles.

31 **2.** This section and the next following section define the basis on which the different traditions
32 apply, focusing on a distinction between "computer programs" and services or informational content. This
33 expands the scope of the quality warranty here by including at least some cases where a court would otherwise
34 conclude that the transaction is actually a services contract. See, e.g., Micro-Managers, Inc. v. Gregory, 147
35 Wis.2d 500, 434 N.W.2d 97 (Wisc. App. 1988); Data Processing Services, Inc. v. LH Smith Oil Corp., 492
36 N.E.2d 314 (Ind. Ct. App. 1986); Snyder v. ISC Alloys, Ltd., 772 F.Supp. 244 (W. D. Pa. 1991) (license of
37 manufacturing process described as "services"). Compare Hospital Computer Systems, Inc. v. Staten Island
38 Hospital, 788 F. Supp. 1351 (D.N.J. 1992); The Colonial Life Insurance Co. of Am. v. Electronic Data Systems
39 Corp., 817 F. Supp. 235 (D. N.H. 1993)

40 **3.** The two implied warranties are not mutually exclusive. In many cases, both will apply to the
41 same transaction and the same digital product (e.g., an encyclopedia). In the final comments to the statute, notes
42 will be developed containing illustrations indicating the manner in which the warranties work together.

43 **Illustration 1:** Party A contracts to transfer software to Party B that will allow B to process
44 its accounts receivable. Whether the transfer is by diskette or by electronic conveyance into
45 B's computer, the implied warranty in this section applies. Under current law, this would be
46 a transaction in goods with an implied warranty attached to the performance of the product.

47 **Illustration 2:** Party A licenses Party B to use a copy of the Marvel Encyclopedia. This
48 warranty applies to the computer program and diskette, while Section 2B-404 applies to the
49 content of the encyclopedia. Under current law, this would be an information contract most
50 likely involving no warranty about the accuracy of the information.

51 **Illustration 3:** Party A reaches a license with Party B. Party A will transfer its data to B's
52 computer for processing there. B agrees to return various reports and summaries to A. The
53 2B-403 warranty does not apply since the contract did not deliver a computer program to A,
54 but use of B's facility. Under current law, most cases hold that this is a services contract
55 containing at most a warranty of workmanlike conduct; it is governed here under general
56 standards of contract and by the implied warranty in Section 2B-404.

57 **4.** Merchantability sets the standard for computer programs in the mass market, where the idea
58 of comparing a particular program to other mass market programs of similar type. This draft uses a substantial
59 conformance to documentation standard for non-mass market software. That warranty is common in
60 commercial licenses. The prevalence in commercial cases of disclaiming merchantability is such that virtually
61 no software cases dealing with that warranty. The reliance on conformance to documentation reflects the wide
62 range of variations involved in the non-mass market. The two standards both give assurances of quality, but
63 focus on different reference points. Merchantability asks what are normal characteristics of ordinary products

1 of this type, while the documentation warranty focuses on the manuals and contours of the particular product.
2 Beside conforming to ordinary commercial practice (e.g., disclaim merchantability and give substantial
3 conformance warranty), the substantive question here deals with whether merchantability is a relevant standard
4 and at all protective in cases where software is often relatively unique. For example, assume a commercial
5 computer program that provides data compression functions on an ABC computer with an XYZ operating
6 system. Merchantability would ask whether that product passes without objection among all data compression
7 products of all types (e.g., mass market, Windows-based, Apple systems, etc.) even though the particular
8 environment, approach and capabilities of this product may be unique. How that standard protects the licensee
9 is not clear and in fact it may set out standards well below what the documentation provides.

10 5. Most agreements disclaim merchantability; there are few reported commercial cases involving
11 merchantability in any industry. Most licenses substitute a warranty of conformance to documentation. The
12 section treats this as the presumed warranty, conforming to a commercial norm. This warranty measures
13 performance by reference to what is said about the particular product. The argument in favor of retaining a
14 merchantability warranty for transactions is that it would maintain a congruence between this article and Article
15 2 and 2A. This may be ephemeral and could be reversed: those articles should adapt to commercial practice.
16 Merchantability measures performance obligations by reference to other like products, while the documentation
17 warranty measures performance by what the licensor says about its product.

18 **SECTION 2B-404. IMPLIED WARRANTY: INFORMATIONAL**

19 **CONTENT.**

20 (a) Subject to Sections 2B-406, 2B-407, and 2B-408, and to subsections (b) and
21 (c), a merchant that provides informational content in a special relationship of reliance or
22 that provides services to ~~in-collecting, compiling, transcribing, processing, or~~
23 ~~transmitting~~ informational content, warrants to its licensee that there is no inaccuracy in
24 the informational content caused by its failure to exercise reasonable care and
25 workmanlike effort in its performance.
26

27 (b) A warranty does not arise under subsection (a) for:

28 (1) the aesthetic value, commercial success, or market appeal of the
29 content;

30 (2) published informational content;

31 (3) informational content in manuals, documentation, or the like, which is
32 merely incidental to a activation of rights and does not constitute a material portion of
33 the value in the transaction; or

34 (4) informational content prepared or created by a third party, if the party
35 distributing the information, acting as a conduit, provided no more than ~~only~~ editorial
36 services with respect to the content and made the informational content available in a
37 form that identified it as being the work -of the third party, except to the extent that the

1 lack of care or workmanlike effort that caused the loss occurred in the party's
2 performance in providing the content.

3 (c) The liability of a third party that provides the informational content is not
4 avoided by the use of a conduit described in subsection (b)(4) or by the fact that the
5 conduit is not liable for errors under that subsection.

6 **Uniform Law Source:** Restatement (Second) of Torts ' 552.

7 **Reporter's Notes:**

8 Changes Since the June Meeting:

9 a. The former second sentence of (a) was deleted and the concept will be covered in the
10 comments to the effect that the warranty is not breached merely because the performance does not yield a
11 result consistent with the objectives of the licensee or because the informational content is not accurate or is
12 incomplete.

13 General Notes:

14 1. This section creates a warranty applicable to consulting, data processing, information content,
15 and similar contracts involving an information provider or processor dealing directly with a client and, with
16 respect to content, where the provider tailors or customizes its information for the client's purposes or being
17 in a special relationship of reliance with that client. The warranty reflects case law on information contracts.
18 In Milau Associates v. North Avenue Development Corp., 42 N.Y.2d 482, 398 N.Y.S.2d 882, 368 N.E.2d 1247
19 (NY 1977), for example, the New York Court of Appeals rejected a UCC warranty of fitness for a purpose in
20 a contract for the design and installation of a sprinkler system. "[Those] who hire experts for the predominant
21 purpose of rendering services, relying on their special skills, cannot expect infallibility. Reasonable
22 expectations, not perfect results in the face of any and all contingencies, will be ensured under a traditional
23 negligence standard of conduct ... unless the parties have contractually bound themselves to a higher standard
24 of performance..."

25 2. Restatement (Second) of Torts § 552 regarding negligent misrepresentation provides a
26 framework. It states that: "One who, in the cause of his business, profession or employment, or in any other
27 transaction in which he has a pecuniary interest, supplies false information for the guidance of others in their
28 business transactions, is subject to liability for pecuniary loss caused to them by their justifiable reliance on the
29 information, if he fails to exercise reasonable care or competence in obtaining or communicating the
30 information."

31 In most states, this liability does not exist in the absence of a "special relationship" between the parties
32 justifying a duty of reasonable care. See Daniel v. Dow Jones & Co., Inc., 520 N.Y.S.2d 334 (NY City Ct. 1987)
33 (electronic news service not liable to customer; distribution was more like a newspaper than consulting
34 relationship); A.T. Kearney v. IBM, -- F.3d -- (9th Cir. 1997). The obligation consists of a commitment that the
35 content provided will not be wrong due to a failure by the provider to exercise reasonable care. Rosenstein v.
36 Standard and Poor's Corp., 1993 WL 176532 (Ill. App. May 26, 1993) (license of index; liability for inaccurate
37 number tested under Restatement concepts in light of contractual disclaimer; information, although handled in
38 commercial deals is not a product taking it outside this Restatement approach). Under Restatement case law,
39 the obligation is limited to cases involving a special or fiduciary relationship. Under subsection (a) the
40 obligation does not center on delivering a correct result, but on care and effort in performing. A contracting
41 party that provides inaccurate information does not breach unless the inaccuracy is attributable to fault on its
42 part. See Milau Associates v. North Avenue Development Corp., 42 N.Y.2d 482, 398 N.Y.S.2d 882, 368
43 N.E.2d 1247 (N.Y. 1977); Micro-Managers, Inc. v. Gregory, 147 Wis.2d 500, 434 N.W.2d 97 (Wisc. App.
44 1988). Liability under the Restatement for inaccurate information exists only if the information was intended
45 or designed to guide the business decisions of the other party. This section is not limited to cases involving
46 business guidance.

47 3. The cases largely exclude liability for information distributed to the public. This concept is
48 captured by the term "published informational content" in subsection (b)(2). "Published informational content"
49 refers to information made available without being customized for a particular business situation of a particular
50 licensee and where no "special relationship" of reliance exists between the parties. It is material made available
51 in a standardized form to a public defined by the nature of the material involved. The information is not tailored
52 to the client's needs. This definition and the liability exclusion reflects the vast majority of case law under the
53 Restatement and modern values of not inhibiting the flow of content. The policy values supporting this stem
54 in part from First Amendment considerations, but also from ingrained social norms about the value of
55 information and of encouraging its distribution.

56 **Illustration 1:** Sam opens a website making available information on restaurants for a small

1 monthly fee for subscribers. One item of information concerning Restaurant A is incorrect
2 and a subscriber has a bad experience because of the error. Sam’s website contains published
3 informational content and creates no warranty or resulting liability. The same would be true
4 of a restaurant review in the New York Times.

5 **Illustration 2:** Sam, an expert on restaurants, contracts with Able to provide advice about
6 which restaurants should be included in Able’s book on the “most profitable” Chicago
7 restaurants. Sam makes a negligent error in providing a list of restaurants. Sam has liability
8 under this warranty as to Able since the information is not “published informational content”
9 but was tailored to the specific purposes of the specific client. When the book is published,
10 however, no warranty exists for either provider to the end user since the book is published
11 informational content.

12 4. Subsection (b) lists situations in which the warranty does not arise under current law.
13 Subsection (b)(1) clarifies that this is not a warranty of aesthetic quality, but accuracy, an element present in
14 current U.S. law and important in the publishing and entertainment industries affected by this Article. This
15 point, although it could be inferred from the affirmative terms of the warranty, has substantial importance and
16 language was added to this subsection based on suggestions from a licensee representative involved with
17 entertainment issues.

18 5. Subsection (b)(4) states as a contract law principle case law that holds the publisher harmless
19 from claims based on inaccuracies in third party materials that are merely distributed by it. In part, this case
20 law stems from concerns about free speech and leaving commerce in information free from the encumbrance
21 of liability where third parties develop the information. In cases of egregious conduct, ordinary principles of
22 negligence apply. As a contractual matter, however, merely providing a conduit for third party data should not
23 create an obligation to ensure the care exercised in reference to that data by the third party. See Winter v. G.P.
24 Putnam's Sons, 938 F.2d 1033 (9th Cir. 1991); Walter v. Bauer, 109 Misc 2d 189, 439 N.Y.S.2d 821 (S. Ct.
25 1981). Compare: Brockelsby v. United States, 767 F.2d 1288 (9th Cir. 1985) (liability for technical air charts
26 where publisher designed product) (query whether this is a publicly distributed product).

27 6. The issue is important for information systems analogous to newspapers and are treated as
28 such here for purposes of contract law. See Daniel v. Dow Jones & Co., Inc., 520 N.Y.S.2d 334 (NY City Ct.
29 1987) (electronic news service not liable to customer; distribution was more like a newspaper than consulting
30 relationship). The District Court in Cubby, Inc. v. CompuServ, Inc., 3 CCH Computer Cases & 46,547
31 (S.D.N.Y. 1991) commented: “Technology is rapidly transforming the information industry. A computerized
32 database is the functional equivalent of a more traditional news vendor, and the inconsistent application of a
33 lower standard [enabling] liability [for] an electronic news distributor ... than that which is applied to a public
34 library, book store, or newsstand would impose and undue burden on the free flow of information.”
35
36
37
38
39

40 **SECTION 2B-405. IMPLIED WARRANTY: LICENSEE’S PURPOSE;**
41 **SYSTEM INTEGRATION.**

42 (a) Subject to Sections 2B-406, 2B-407 and 2B-408, except with respect to the
43 aesthetic value, commercial success, or market appeal of informational content, if a
44 licensor at the time of contracting has reason to know any particular purpose for which
45 the information is required and that the particular licensee is relying on the licensor’s
46 skill or judgment to select, develop, or furnish a suitable information:

47 (1) if, from all the circumstances, it appears that the contract is for a price
48 for performance which will not be fully paid if the end product is not suitable for the
49 particular purpose, there is an implied warranty that the information will be fit for that

1 purpose; but

2 (2) if, from all the circumstances, it appears that the licensor was to be
3 paid for the amount of its time or effort regardless of the suitability of the end product,
4 there is an implied warranty that there is no failure to achieve the licensee's particular
5 purpose caused by the licensor's failure to exercise workmanlike effort to achieve the
6 licensee's purpose in its performance.

7 (b) If an agreement requires a licensor to provide or select a single or integrated
8 system consisting of computer programs, hardware or similar components and the
9 licensor has reason to know that the licensee is relying on the skill or judgment of the
10 licensor to select the components, there is an implied warranty that the components
11 selected will function together as a system.

12 (c) Subsection (a) does not apply to published informational content, but if the
13 conditions of the subsection are met, may apply to the selection among different items of
14 existing published informational content for the purposes of the particular licensee.

15 **Uniform Law Source: Section 2-315; 2A-213. Substantially revised.**

16 **Committee Action:**

17 a. A consensus to expand this section to cover all forms of information with the possibility
18 of an exception or special treatment for published informational content and manufacturer/
19 publishers.

20 **Reporter's Note:**

21 Changes Since the June Meeting:

22
23 a. The coverage of the section has been expanded to cover all forms of information, rather
24 than solely to apply to computer programs. Subsection (c) was added to clarify that the concept of an
25 implied fitness obligation does not apply to informational content that is or is to be published. The language
26 of (c), however, allows the implied warranty to apply when the application of expertise that is involved
27 applies to the section among existing item. For example, a retailer asked to select a digital encyclopedia
28 suitable for a ten year old child may have an implied obligation under this section and breach it if the
29 retailer selects a product that is suitable only for doctoral level persons.

30 b. Section 2B-405(a)(2) was edited based on Committee discussion to make the standard
31 correspond to the treatment of a similar issue in Section 2B-404. The obligations focus on the licensee's
32 purpose, but the difference between (a)(2) and (a)1 is that (a)(1) implements a goods-related absolute result
33 obligation, while (a)(2) derives from services contract law and is breached only if the failure of purpose is
34 caused by a flaw in the process of performance – that is, a failure to make a workmanlike effort toward the
35 applicable result.

36 General Notes:

37 1. This section builds on existing Article 2-315, but substantially alters the concepts contained
38 in that section to fit the diverse traditions that exist in the various information industries that are covered by
39 Article 2B. In computer software contracts, the issues raised here are most often encountered in development
40 and design contracts. There, the basic issue is whether (if not disclaimed) the appropriate implied obligation
41 involves an obligation to produce a satisfactory result (present in sales of goods contract) or an obligation to
42 make workmanlike efforts (present in services contracts). The software cases choose between a warranty of
43 result and a warranty of effort based on whether the court views the transaction as involving goods (result) or

1 services (effort). The reported cases split on this issue, often turning on the subjective impressions of the court,
2 rather than on any differences in the actual transactions. Compare USM Corp. v. Arthur Little Systems, Inc.,
3 28 Mass. App. 108, 546 N.E.2d 888 (1989) (goods); Neilson Business Equipment Center, Inc. v. Italo
4 Monteleone, M.D., 524 A.2d 1172 (Del. 1987) (goods) with Micro-Managers, Inc. v. Gregory, 147 Wis.2d 500,
5 434 N.W.2d 97 (Wisc. App. 1988) (services); Wharton Management Group v. Sigma Consultants, Inc., 1990
6 WESTLAW 18360, aff'd 582 A.2d 936 (Del. 1990) (services contract); Data Processing Services, Inc. v. LH
7 Smith Oil Corp., 492 N.E.2d 314 (Ind. Ct. App. 1986) (services).

8 2. Software development contracts are covered under Article 2B without regard to classification
9 of the contract as involving services or goods. Given that coverage, subsection (a) presents a different approach
10 to determining which type of implied obligation is appropriate. That approach in effect attempts to directly
11 identify a consistent factor that will indicate which type of implied obligation is appropriate in the
12 circumstances. The factor centers on whether the agreement hinges payment on the time and effort spent
13 (services like) or only on the completion of an adequate product (goods like). While the section refers to all of
14 the circumstances as providing the basis for this determination, it is clear that the express contract terms on the
15 relevant point control.

16 3. During the June Meeting, the Committee expanded the section to cover more than computer
17 program cases. Given that expansion, a third body of case law becomes important as to warranties. This is the
18 body of case law that holds that, in some situations, as a matter of law, the implied obligation of either type
19 stated in subsection (a) can never arise. See Milau Associates v. North Avenue Development Corp., 42 N.Y.2d
20 482, 398 N.Y.S.2d 882, 368 N.E.2d 1247 (N.Y. 1977) (An implied warranty is inconsistent with the nature of
21 the contract. Fitness of outcome can be contracted for only as an express warranty.). That approach is, of
22 course, common in publishing and entertainment industries. In new subsection (c), it is made clear that the
23 implied warranty does not arise for published content as to creation or distribution in general. It may arise,
24 however, if an expert selects among existing products to suit the other party's needs.

25 4. Subsection (b) provides an implied warranty of system integration. This differs from the
26 fitness concept, but is closely related to that concept. The obligation is that the selected components will
27 actually function as a system. That is an additional step beyond the obvious fact that the components themselves
28 must be separately functional in a manner consistent with the contract.

30 **SECTION 2B-406. DISCLAIMER OR MODIFICATION OF WARRANTY.**

31 (a) Language or conduct relevant to the creation of an express warranty and
32 language or conduct tending to disclaim or modify an express warranty must be construed
33 wherever reasonable as consistent with each other. Subject to Section 2B-301 with
34 regard to parol or extrinsic evidence, language or conduct disclaiming or modifying an
35 express warranty is ineffective to the extent that such construction is unreasonable.

36 (b) Subject to subsection (c) and (d), to disclaim or to modify an implied
37 warranty other than the warranty in 2B-401, the following rules apply:

38 (1) Except as otherwise provided in paragraph (5), language of disclaimer
39 or modification must be in a record.

40 (2) To disclaim or modify an implied warranty under Section 2B-403 or
41 2B-404, language that mentions "quality" or "merchantability" is sufficient as to Section
42 2B-403 and language that mentions "accuracy", or words of similar import, is sufficient.

43 Language sufficient to disclaim the warranty of merchantability in a transaction governed

1 by Article 2 is sufficient to disclaim the warranties under Sections 2B-403 and 2B-404.

2 (3) To disclaim or modify an implied warranty arising under Section 2B-
3 405, it is sufficient to state “There is no warranty that this information or my efforts will
4 fulfill any of your particular purposes or needs”, or words of similar import. Language
5 sufficient to disclaim a warranty of fitness under Article 2 is sufficient to disclaim the
6 warranty under Section 2B-405.

7 (4) Unless the circumstances indicate otherwise, all implied warranties are
8 disclaimed by language stating that the information is provided “as is” or “with all
9 faults”, or other language that in common understanding calls the licensee's attention to
10 the exclusion of all warranties and makes plain that there is no implied warranty.

11 (5) An implied warranty may be disclaimed or modified by course of
12 performance or course of dealing.

13 (c) There is no implied warranty with respect to a defect that before entering the
14 contract was known by, discovered by, or disclosed to the licensee, or which would have
15 been revealed to the licensee if it had not refused to make use of a reasonable opportunity
16 provided to it prior to entering into the contract to examine, inspect, or test the
17 information or a sample thereof, unless the licensee was not aware of the defect after
18 examination and the licensor knew that it existed at that time.

19 (d) In a mass-market license, language that disclaims or modifies an implied
20 warranty must comply with subsection (b) and be conspicuous. To disclaim all implied
21 warranties in a mass-market license, other than the warranty under Section 2B-401,
22 language in a record is sufficient if it states: “Except for express warranties stated in this
23 contract, if any, this [information] [computer program] is being provided with all faults,
24 and the entire risk as to satisfactory quality, performance, accuracy, and effort is with the
25 user,” or words of similar import.

26 (e) If a contract requires ongoing performance or a series of performances by the
27 licensor, language of disclaimer that complies with this section is effective with respect to

1 all performance that occurs after the contract is formed.

2 (f) A contractual term disclaiming implied warranties which complies with this
3 section is not subject to invalidation under Section 2B-308(b)(1).

4 (g) Remedies for breach of warranty may be limited in accordance with the
5 provisions of this article on liquidation or limitation of damages and contractual
6 modification of remedy.

7 **Uniform Law Source: Section 2A-214. Revised.**

8 **Selected Issue:**

9 1. Should (c) be modified to conform to current law and revised Article 2 which provides: "If
10 a buyer before entering into a contract has examined the goods, sample, or model as fully as desired or has
11 declined to examine them, there is no implied warranty with regard to conditions that an examination in the
12 circumstances would have revealed to it."

13 2. Should the section be modified to allow disclaimers that are not in a record as under current
14 Article 2 and proposed revisions of Article 2 and 2A and in light of the recognition of oral contracts and
15 exclusion of express warranties by conduct?

16 3. Should the section on disclaimer by course of dealing and course of performance reinstate
17 disclaimer through "trade use" as under current Article 2 and revisions of Article 2 and 2A?

18 4. Should the disclaimer of merchantability etc. in subsection (b)(2) provide that the indicated
19 words "must" be used as in current Article 2, or should the "is sufficient" language be retained as in revisions
20 of Article 2?

21 **Committee Votes:**

22 a. Voted to delete requirement of conspicuousness for non-mass market disclaimers.

23 b. Rejected a motion to delete conspicuousness for mass market contracts.

24 c. Rejected a motion to delete (b)(5) by a vote of 3 - 6.

25 d. Accepted a motion to delete (b)(6) by a vote of 6 -4 with the ability to rewrite to focus and
26 clarify effects, perhaps in reference to known defects.

27 e. Adopted a motion to delete the reference to use of trade in (b)(5) by a vote of 8 - 2.

28 f. Adopted a motion to restrict the impact of the "as is" language to exclude coverage of 2B-
29 405 because at that time that warranty created a services-like obligation. Vote was 6- 3.

30 g. Motion to adopt the idea of mass market, rather than the idea of consumer on disclaimers.
31 Adopted 8-2 (Dec. 1996)

32 h. Motion to adopt language from Article 2 precluding disclaimer of consequential damages
33 relating to personal injury, rejected by a vote of 2-8.

34 i. Motion to delete subsection (e) and replace that section with provision indicating that a
35 term that is conspicuous is not a refusal term under 2B-308. Accepted 9-1

36 j. Voted 7-6 to use mass market, rather than consumer in this section. (Feb. 1997).

37 **Reporter's Note:**

38 **Changes Since the June Meeting:**

39 a. The language in (b)(2) was changed to clarify that the language referred to in that section
40 applies separately to each of the warranties discussed there.

41 b. The "as is" section in (a)(4) was amended to conform to the language of current law on
42 the effect of this type of disclaimer and to thereby avoid any inadvertent changes in the applicable rules.
43 The exclusion of 2B-405 warranties was not carried forward because based on Committee discussion, that
44 warranty has been rewritten and thereby does not present the services obligation issue considered by the
45 Committee in an earlier meeting.

46 **General Notes:**

47 1. Subsection (a) restates current law.

48 2. Subsection (b) brings together provisions dealing with commercial disclaimers. Subsection
49 (b)(1) requires that the disclaimer be in a record, thus not following the possibility in drafts of Article 2 that an
50 oral disclaimer suffices Subsection (b)(2) sets out a safe harbor for the merchantability warranties and also
51 allows an Article 2 disclaimer to be effective in reference to the two merchantability like warranties in Article
52 2B. The purpose of this latter rule is to avoid requiring that the guess about coverage of the two articles.
53 Importantly, as in existing and revised Article 2, the specified language is not mandatory, but merely sets out
54 a safe harbor. This language works, but other language may also work. (b)(3) provides a more common

1 language disclaimer treatment than in current law.

2 3. Subsection (c) deals with concerns expressed during the November meeting which deleted
3 prior language taken directly from existing Article 2. The revised language emphasizes knowledge or
4 opportunity to know of the defect and also expressly disallows a licensor's failure to disclose defects that it
5 knows to be present. Equally important, by focusing on reasonable use and resulting disclosure, the redraft
6 avoids the potential problem in which might disallow any implied warranty where inspection was as fully as
7 the licensee "desired". In complex systems often provided through retail outlets, that standard is not workable.

8 3. Subsection (d) deals with mass-market disclaimers. The subsection adds two requirements
9 applicable to mass market transactions that do not apply for other transactions. First, the disclaimer must be
10 conspicuous. That requirement does not apply to commercial transactions in Article 2B. Second, if the intent
11 is to disclaim all warranties in a single sentence, the subsection sets out a common language disclaimer based
12 on proposals by the software industry as a means of giving more disclosure to the consumer of what is
13 disclaimed. That language is a safe harbor, rather than a required statement.

14 5. Subsection (f) exempts disclaimers that qualify under this section from further consideration
15 under the "refusal terms" concepts outlined in Section 2B-308.

16 6. Subsection (g) was added to conform to current law and revised Article 2.

17 18 19 **SECTION 2B-407. MODIFICATION OF COMPUTER PROGRAM.**

20 Modification of a computer program by a licensee invalidates any warranties, express or
21 implied, regarding the performance of the modified copy of the program, but not the
22 unmodified copy, unless the licensor agreed that the modification would not invalidate
23 the warranty or the modification was made using capabilities of the program intended for
24 that purpose in the ordinary course of operation of the program. A modification occurs if
25 a licensee alters code, deletes code from, or adds code to the computer program.

26 **Uniform Law Source:** None

27 **Reporter's Notes:**

28 1. This method of losing warranty protection applies only to warranties related to the
29 performance or results of the software. It does not apply to title and non-infringement warranties. More
30 importantly, the voiding of performance warranties extends only to the modified copy. If the defect existed in
31 an unmodified copy, the modifications have no effect.

32 2. The basis for the provision lies in the fact that because of the complexity of software systems
33 changes may cause unanticipated and uncertain results. This language follows common practice. It voids the
34 warranties whether the modification is authorized or not unless the contract, or an agreement, indicates that
35 modification does not alter performance warranties. The section covers cases where the licensee makes changes
36 in the program that are not part of the program structure or options itself. Thus, if a user employs the built-in
37 capacity of a word processing program to tailor a menu of options suited to the end user's use of the program,
38 this section does not apply. If, on the other hand, the end user modifies code in a way not made available in the
39 program options, that modification voids all performance warranties as to the altered copy.

40 41 **SECTION 2B-408. CUMULATION AND CONFLICT OF WARRANTIES.**

42 Warranties, whether express or implied, must be construed as consistent with each other
43 and as cumulative. However, if that construction is unreasonable, the intention of the
44 parties determines which warranty prevails. In ascertaining that intention, the following
45 rules apply:

46 (1) Exact or technical specifications prevail over an inconsistent sample, model,

1 demonstration, or general language of description.

2 (2) A sample, model, or demonstration prevails over inconsistent general language
3 of description.

4 (3) An express warranty prevails over an inconsistent implied warranty other than
5 the implied warranty of effort to achieve a purpose.

6 **Uniform Law Source:** § 2-317. **Committee Action:**

7 Approved in principle.

8 **Reporter's Note:**

9 This Section follows existing Article 2. A substantive difference exists between this Draft and the proposed
10 revisions to Article 2 which indicate that an express warranty does not prevail over inconsistent implied
11 warranties in a consumer contract. The apparent intent of this is to eliminate the ability to replace implied
12 merchantability warranties with express warranty concepts.

13
14 **SECTION 2B-409. THIRD-PARTY BENEFICIARIES OF WARRANTY.**

15 (a) Except for information made available as published informational content, a
16 warranty made to a licensee extends to persons for whose benefit the licensor intends to
17 supply the information, directly or indirectly, and which use the information in a
18 transaction or application in which the licensor intends the information to be used.

19 (b) For purposes of this section, a licensor that provides the information to a
20 consumer as a licensee is deemed to have intended to supply the information to any other
21 individual who is in the immediate family or household of the licensee if it was
22 reasonable to expect that such individual would rightfully use the copy of the information
23 delivered to the licensee.

24 (c) A disclaimer or modification of a warranty, or of rights or remedies, which is
25 effective against the licensee is also effective against a beneficiary under this section. An
26 expressed intent that limits or excludes third-party beneficiaries excludes any obligation
27 or liability under the contract with respect to third parties excluded by the contract other
28 than persons described in subsection (b).

29 **Uniform Law Source:** 2-318.

30 **Committee Action:**

31 a. Motion to adopt language precluding disclaimer of consequential damages relating to personal
32 injury, rejected; vote of 2 - 8.

33 **Reporter's Notes:**

34 1. This section defines third party beneficiary concepts. It neither expands nor restricts tort
35 concepts that might apply with reference to third party risks in reference to information. The field of products

1 liability remains outside this Article; governed by tort law in each jurisdiction. In the absence of prior law
2 creating product or other tort liability for the subject mater covered by this Article, Article 2B allows the
3 development of that theme to common law courts.

4 2. The section deals with when a beneficiary status exists. For a discussion of beneficiary issues
5 see Artwear, Inc. v. Hughes, 615 N.Y.S.2d 689 (1994). For a discussion of information liability to third parties,
6 see Bily v. Arthur Young & Co., 3 Cal. 4th 370, 11 Cal. Rptr. 2d 51, 834 P2d 745 (1992) (adopts Restatement
7 test; "By confining what might otherwise be unlimited liability to those persons whom the engagement is
8 designed to benefit, the Restatement rule requires that the supplier of information receive notice of potential
9 third party claims, thereby allowing it to ascertain the potential scope of its liability and make rational decisions
10 regarding the undertaking.").

11 3. Subsection (a) derives from and should be interpreted in light of both the contract law concept
12 of "intended beneficiary" and the concept in the Restatement (Second) of Torts ' 552. In both instances, for
13 information, contract-based liability is restricted to intended third parties and those in a special relationship with
14 the information provider. The scope of liability extends to transactions that the provider of information intended
15 to influence. This Section incorporates those concepts. The section also must be considered in light of the scope
16 of warranties under this Article which create no implied warranty of accuracy pertaining to published
17 informational content.

18 **Illustration 1:** Clancey contracts for publication of his text on chemical interactions.
19 Publisher obtains an express warranty that Clancey exercised reasonable care in researching
20 the material. Publisher distribute the text to the general public. Some data is incorrect.
21 Neither Publisher (which make to warranty on published information content), nor Clancey
22 (excluded under (a) makes a warranty to a general buyer of the book.

23 4. Unlike in goods, the willingness of courts and legislatures to avoid privity and impose third
24 party liability under tort or contract theory has been limited in information products. The Restatement (Third)
25 on products liability recognizes this; it notes that informational content is not a product for purposes of that law.
26 The only reported cases imposing products liability on information products all involve air craft charts. The
27 cases analogized the technical charts to a compass or similar, physical instrument. These cases have not been
28 followed in any other context. Most courts specifically decline to treat information content as a product,
29 including the Ninth Circuit, which decided one of the air chart cases, but later commented that public policy
30 accepts the idea that information content once placed in public moves freely and that the originator of the data
31 does not own obligations to those remote parties who obtain it. See Winter v. G. P. Putnam's Sons, 938 F.2d
32 1033 (9th Cir. 1991). See also Fairbanks, Morse & Co. v. Consolidated Fisheries Co., 190 F.2d 817, 824 (3rd
33 Cir. 1951); Berkert v. Petrol Plus of Naugatuck, 216 Conn. 65, 579 A.2d 26 (Conn. 1990) ("[The] imposition
34 of liability against a trademark licensor under [tort law] is appropriate only when the licensor is significantly
35 involved in the manufacturing, marketing or distribution of the defective product..."); Porter v. LSB Industries,
36 Inc., 1993 WL 264153 (N.Y.A.D. 4 Dept. 1993) (product liability cannot be imposed on a party that is outside
37 the manufacturing, selling, or distribution chain); E.H. Harmon v. National Automotive Parts, 720 F. Supp. 79
38 (N. D. Miss. 1989) (strict liability cannot be imposed on one who neither manufactures nor sells the product);
39 Snyder v. ISC Alloys, Ltd., 772 F Supp. 244 (W. D. Pa. 1991) (16 UCC Rep. Serv.2d 38); Jones v. Clark, 36
40 N. C. App. 327, 24 UCC Rep. Serv. 605, 244 S.E.2d 183 (N. C. App. 1978) (implied warranty cannot be
41 imputed to one who simply allows its seal of inspection to be placed on a product manufactured by another; if
42 some type of implied warranty were arguably applicable such a warranty could not meet privity requirements
43 since sellers purchased unit from manufacturer and it was only the manufacturer which dealt directly with the
44 laboratory).

45 While there may be a different policy dealing with software embedded in products, this Article does
46 not deal with embedded products. Tort issues regarding, for example, the software that operates the brakes in
47 an automobile falls within Article 2. No reported cases place products liability on software products that are not
48 embedded in hardware products.

49 5. Restatement (Second) of Torts § 552 establishes a limited third party liability structure for
50 persons who provide information to guide others in business decisions. This Section is consistent with that
51 Restatement which limits liability to pecuniary loss suffered by the person or one of a limited group of persons
52 for whose benefit and guidance he **intends** to supply the information or knows that the recipient intends to
53 supply it; and through reliance upon it in a transaction that he **intends** the information to influence or knows
54 that the recipient so intends or in a substantially similar transaction." In most states, no liability arises under this
55 theory of action unless there is a "special relationship" between the information provider and the injured party.
56 Modern case law is increasingly oriented toward the terms of the Restatement. See Bily v. Arthur Young &
57 Co., 3 Cal. 4th 370, 11 Cal. Rptr. 2d 51, 834 P2d 745 (1992). This is a contract law statute. To the extent that
58 greater liability is desired, that should come from tort law development, rather than from an expanding notion
59 of contract liability.

60 6. If the subject matter involves informational content, constitutional considerations and general
61 considerations of policy often limit liability at least in respect of the liability of the publisher. See, e.g., Winter
62 v. G. P. Putnam's Sons, 938 F.2d 1033 (9th Cir. 1991) (publisher of encyclopedia of mushrooms has no duty
63 of care respecting accuracy); Daniel v. Dow Jones & Co., Inc., 520 N.Y.S.2d 334 (NY City Ct. 1987)

1 (electronic news service not liable to customer). Compare Brockelsby v. United States, 767 F.2d 1288 (9th Cir
2 1985); Salomey v. Jeppeson & Co., 707 F.2d 671 (2d Cir 1983); Aetna Casualty & Surety Co. v. Jeppeson
3 & Co., 642 F.2d 339 (9th Cir. 1981). Both of the latter cases deal with highly technical and highly specialized
4 information products and impose liability on the author-publisher running to persons with no privity. They have
5 not been followed with respect to any other information liability case.

6 7. Subsection (b) modifies beneficiary concepts to include the family of a licensee. This goes
7 beyond the relevant alternative in current Article 2-318 which limits that extension to personal injury claims.
8 The extension here covers both personal injury and economic losses.

9 8. Subsection (c) recognizes and flows from the fact that the basis of this section lies in
10 beneficiary status, rather than product liability concepts. A disclaimer or a statement excluding intent to effect
11 third parties excludes liability under this section. Thus, in Rosenstein v. Standard and Poor's Corp., 1993 WL
12 176532 (Ill. App. May 26, 1993), for example, the court treated a license agreement involving Standard and
13 Poores (SP), which provided data and index figures for daily closing of options based on the SP index, as an
14 information contract. When SP provided an inaccurate number because of an error in the price of one stock,
15 the court applied concepts of negligence and effort, rather than UCC warranty rules to gauge potential liability.
16 The court held that concepts of negligent misrepresentation applied to this form of information service. The
17 third parties were barred from recovery, however, based on a disclaimer in the original license agreement.
18
19

PART 5

TRANSFER OF INTERESTS AND RIGHTS

SECTION 2B-501. OWNERSHIP OF RIGHTS AND TITLE TO COPIES.

20
21 (a) If an agreement transfers ownership of intellectual property rights and does not
22 specify when ownership is to pass, subject to the transferee's performance of its
23 obligations under the agreement, ownership passes to the transferee:
24

25 (1) if the information is in existence at that time, when the contract
26 becomes enforceable between the parties and the information is identified to the contract;
27 and

28 (2) if the information is not in existence when the contract becomes
29 enforceable, when the information has been ~~so far~~ identified to the contract and is ~~as to be~~
30 distinguishable in fact from similar information ~~property~~ even if it has not been fully
31 completed and any required delivery has not yet occurred.

32 (b) Transfer of title to or possession of a copy of information does not transfer
33 ownership of intellectual property rights in the information.

34 (c) In a license, the following rules apply to copies of information:

35 (1) Title to a copy is determined by the contract.

36 (2) A licensee's right to possession or control of a copy is governed by the
37 contract and does not depend on title to the copy.

1 (3) Reservation of title to a copy reserves title in that copy and any copies
2 made by the licensee unless the license contemplates that the licensee will make and
3 transfer copies of the information to other purchasers, in which case reservation of title
4 reserves title only to copies delivered to the licensee by the licensor.

5 (d) If the parties intend to transfer title to a copy and the contract does not specify
6 when title transfers:

7 (1) ~~physical~~ delivery of a ~~tangible~~ copy on a physical medium transfers
8 title to the copy on delivery to and acceptance by the licensee; and

9 (2) electronic delivery of a copy to the licensee transfers title of the copy
10 when a first sale occurs under federal copyright law.

11 **Uniform Law Source:** Section 2-401; section 2A-302. Revised.

12 **Committee Note:**

- 13 a. Voted 11-0 to delete a sentence restricting exercise of rights until it pays according to the
14 terms of the contract. That concept can be transferred to comments in a form that also
15 accommodates in kind and other value.

16 **Reporter's Notes:**

17 1. This section distinguishes title to the copy from ownership of the intellectual property rights,
18 a point that is made explicit in subsection (b). This distinction flows from the Copyright Act and other law.
19 It means that, while ownership of a copy may carry with it some rights with respect to that copy, it does not
20 convey ownership of the underlying rights to the work of authorship or the patented technology. This represents
21 a basic theme in differentiating intangibles and tangible objects. The media here is not the message, but the
22 conduit.

23 2. Subsection (a) deals with intellectual property rights and when ownership of the rights
24 transfers as a matter of state law. This deals with cases where there is an intent to transfer title to intellectual
25 property rights (as compared to title to a copy). If federal law requires a writing to make this ownership
26 transfer; state law is subject to that limit. The subsection solves the problem in In re Amica, 135 Bankr. 534
27 (Bankr. N.D. Ill. 1992) (court applied Article 2 theories of title transfer to goods to hold that title to an
28 intangible (a computer program) being developed for a client could not pass until the program was fully
29 completed and delivered.) The transfer of title hinges on completion to a sufficient level that separates the
30 transferred property from other property of the transferor. See In re Bedford Computer, 62 Bankr. 555 (Bankr.
31 D.N.H. 1986) (disallows transfer of title in software where "new" code could not be separately identified from
32 old or pre-existing code.).

33 **In this Draft:** A change was made in the timing of the transfer of ownership to accommodate concerns
34 about the following circumstance: developer substantially completes the program, but client refuses to make
35 any payment, even though there are no defects. In this case, given the breach by the client, title should not be
36 in the transferee.

37 3. **Under subsection (c)**, in a license, the right to the copy of information depends on the terms
38 of the contract and not on the label one applies to handling underlying media. As in Article 2A, this draft does
39 not spell out title transfer rules with reference to licenses. The question of whether title to a copy in fact
40 transfers in a license may depend on the terms of the license and the marketplace in which the license
41 transaction occurs. Especially in many commercial licenses, it is inappropriate to presume that title does pass
42 to the licensee in the absence of contractual reservation. The typical presumption is that the transfer there is
43 conditional as reflected in the license terms. See United States v. Wise, 550 F.2d 1180 (9th Cir. 1977) (licenses
44 transferred rights for exhibition or distribution and did not constitute first sales); Data Products Inc. v. Reppart,
45 18 U.S.P.Q.2d 1058 (D. Kan. 1990) (license not a sale).

46 The circumstances may be different in the mass market even where purchasers are aware that a license
47 will be involved. As drafted, the section takes no position on that issue or how one distinguishes these cases.
48 The mass market licensee receives protections under applicable default rules that are not based on title issues.
49 If the issue were to become important in litigation and were not dealt with by contract, a court would

1 presumably inquire about the intent of the parties as to title to the copy.

2 In subsection (c)(3), the primary rule is that a reservation of title in a delivered copy extends that
3 reservation to all copies made by the licensee. That presumption is altered in cases where the license intends
4 the making of copies for sale. Thus, for example, a license of a manuscript to a book publisher
5 contemplating production of books and sale of the copies, does not reserve in the author title to all the
6 books. This concept does not apply where the expectation is that the licensee will transfer copies by a
7 further license.

8 4. Subsection (d) deals with cases involving an intent to sell a copy and states various
9 presumptions relating to when title passes to copies. The basic theme is that the contract controls. Absent
10 contract terms, the draft distinguishes between tangible and electronic transfers. The rule for tangible transfers
11 of a copy parallels Article 2 in current law. The electronic transfer approach defers to federal law on a
12 potentially controversial issue. The White Paper on copyright in the Internet suggests and legislation is being
13 considered to implement that the electronic delivery of a copy of a copyrighted work is not a first sale because
14 it does not involve transfer of a copy from the licensor to the licensee. While state law could control questions
15 of title to personal property, this draft suggests that the issue be left to federal policy.

16 **SECTION 2B-502. TRANSFER OF PARTY'S INTEREST.**

17
18 (a) Except as otherwise provided in subsection (b), a party's rights under a
19 contract may be transferred, including by an assignment or through a financier's interest,
20 unless the transfer would materially change the duty of the other party, materially
21 increase the burden or risk imposed on the other party, cause a delegation of material
22 performance, disclose or threaten to disclose trade secrets or confidential information of
23 the other party, or materially impair the other party's likelihood or expectation of
24 obtaining return performance.

25 (b) A transfer of a licensee's contractual rights under a nonexclusive license is
26 ineffective unless:

27 (1) the licensor consents to the transfer; or

28 (2) the transfer is subject to the terms of the license and:

29 (i~~1~~) the contract is a mass-market license, ~~and~~ the licensee received
30 delivery of a copy of the information, and transfers or destroys the original copy and all
31 other copies made by it; or

32 (ii~~2~~) the licensee received title to the copy of the information by a
33 transfer authorized by the party that holds intellectual property rights in the information,
34 the license did not preclude transfer of the licensee's rights, and the transfer of the
35 licensee's rights complies with applicable provisions of federal copyright law for the
36 owner of a copy to make the transfer.

1 (c) ~~Subject to subsection (a), either party may transfer the right to receive~~
2 ~~payment from the other party.~~

3 ~~(d) A transfer made in violation of this section is ineffective.~~

4 **Uniform Law Source: Section 2A-303. Substantially revised.**

5 **Committee Vote:**

- 6 a. Voted 7-1 to add a provision to allow transfer when the licensee owns the copy of the
7 information.
8 b. Voted unanimously to use mass market, rather than consumer in this section.

9 **Reporter's Notes:**

10 1. "Transfer" is used in the sense of a conveyance of rights and duties under a contract and
11 contrasts to the idea of merely delegating or sub-licensing performance where the delegator remains primarily
12 responsible and in control of the contract performance. It contrasts to the idea of delegation or sublicense which
13 involve a shift of the performance to a third party without transferring the contractual rights. Section 2B-506
14 deals with delegation of performance or sublicensing.

15 2. The provisions of this Section apply in the absence of contractual restrictions. The effect of
16 contract restrictions on alienation are treated elsewhere as is the enforceability of a security interest. Subsection
17 (a) states a general principle of transferability subject to that being disallowed in cases where the transfer
18 jeopardizes significant interests of the other party to the license contract. This is consistent with general UCC
19 themes, except that the subsections spell out additional protected interests that block transfer and that are
20 important here, but not in reference to sales of goods. Included among those interests are transfers that create
21 and actual disclosure or threaten a disclosure of confidential material. Whether this occurs must be viewed in
22 context of the original transaction. The application of this concept would be limited to cases where actual trade
23 secret or confidentiality relationships had been established with respect to some of the information that forms
24 the subject matter of the contract.

25 3. Subsection (a) expressly refers to transfers that disclose or threaten to disclose trade secret
26 or confidential material of the other party. Whether particular information is confidential or not will ordinarily
27 be determined by other law, including common law contract and trade secret law. Application of this limitation
28 on transfer hinges on the existence of such an interest. The restriction on transfer that results occurs only if the
29 transfer increases the risk of confidentiality disclosure juxtaposed to the original transaction itself. Thus, for
30 example, if arguable trade secrets are embedded in object code of a computer program, but the contract does
31 not place confidentiality restrictions on the licensee, merely transferring the copy to another party, if that is
32 otherwise permitted, does not jeopardize the secrets for purposes of subsection (b). With reference to both the
33 transferor and transferee, in the absence of enforceable confidentiality restrictions in the contract or otherwise
34 in law, discovery of the secret information may be appropriate and the degree of risk does not change for the
35 secret owner. On the other hand, where confidential material is subject to restrictions or is directly disclosed
36 as a result of the transfer, the limitation in (a) applies. Of course, even if the limitation grounded in
37 confidentiality concepts does not apply, a non-exclusive license may be otherwise non-transferable under the
38 other provisions of this section.

39 4. Subsection (b) follows current law which holds that a licensee cannot assign its rights in a
40 nonexclusive license. For patents and copyrights, this represents federal policy. The fact that this federal policy
41 overrides state law was restated and accepted by the Ninth Circuit in 1996. See Everex Systems, Inc. v. Cadtrak
42 Corp., 89 F.3d 673 (9th Cir. 1996); Unarco Indus., Inc. v. Kelley Co., Inc., 465 F.2d 1303 (7th Cir. 1972). The
43 non-transferability premise flows from the fact that a nonexclusive license is a personal, non-assignable
44 contractual privilege, representing less than a property interest. See Harris v. Emus Records Corp., 734 F.2d
45 1329 (9th Cir. 1984) (copyright); In re Alltech Plastics, Inc., 71 B.R. 686 (Bankr. W. D. Tenn. 1987).

46 5. The Ninth Circuit explained the policy basis for this federal law rule in reference to patent
47 licenses in the following terms:

48 Allowing free assignability - or, more accurately, allowing states to allow free assignability - of
49 nonexclusive patent licenses would undermine the reward that encourages invention because a party
50 seeking to use the patented invention could either seek a license from the patent holder or seek an
51 assignment of an existing patent license from a licensee. In essence, every licensee would become a
52 potential competitor with the licensor-patent holder in the market for licenses under the patents. And
53 while the patent holder could presumably control the absolute number of licenses in existence under
54 a free-assignability regime, it would lose the very important ability to control the identity of its
55 licensees. Thus, any license a patent holder granted—even to the smallest firm in the product market
56 most remote from its own—would be fraught with the danger that the licensee would assign it to the
57 patent holder's most serious competitor, a party whom the patent holder itself might be absolutely
58 unwilling to license. As a practical matter, free assignability of patent licenses might spell the end to
59 paid-up licenses such as the one involved in this case. Few patent holders would be willing to grant

1 a license in return for a one-time lump-sum payment, rather than for per-use royalties, if the license
2 could be assigned to a completely different company which might make far greater use of the patented
3 invention than could the original licensee. Thus federal law governs the assignability of patent licenses
4 because of the conflict between federal patent policy and state laws, such as California's, that would
5 allow assignability.

6 Everex Systems, Inc. v. Cadtrak Corp., 89 F.3d 673 (9th Cir. 1996). The approach to non-exclusive copyright
7 licenses in federal law is the same. See Harris v. Emus Records Corp., 734 F.2d 1329 (9th Cir. 1984).

8 6. The three exceptions in subsection (b) situations in which the basis of this policy are not
9 present. The first deals with the case of actual consent. The second, mass market licenses, indicates the fact that
10 in a mass market environment the licensor has essentially chosen not to be concerned about the identity of the
11 particular licensee, but rather places the information out to the general public. In the third exception, federal
12 law rules relating to first sales apply and allow the owner of a copy to distribute that copy, presumably along
13 with the right to use/ copy that work in the case of computer software. See 17 USC § 117.

14 7. Subsection (d) states a rule on the effectiveness or ineffectiveness of transfers of non-
15 exclusive license rights by a licensee that makes the transfer ineffective unless authorized by this section. Given
16 the carve outs for mass market and owned-copy transactions in subsection (b), this rule carries forward the
17 federal policy and the underlying personal nature of the non-exclusive licensee's rights. Cases such as Everex
18 indicate not only that the attempted assignment violates contract provisions, but that it is invalid without the
19 licensor's consent. The Ninth Circuit in Everex indicated that federal law sets out a bright line test invalidating
20 the transfer without consent and entirely independent of whether there was (or was not) actual impact on the
21 licensor's interests. The predominant interest here focuses on the licensor's intellectual property rights and
22 control of to whom the intellectual property is given. Article 2A, dealing with tangible property, makes the
23 contrary assumption in 2A-303(5), but would generally enable a lessor to cancel the lease because of the
24 transfer. Under the intellectual property regime that governs here, that additional step is not warranted and may
25 be barred by existing case law. It is important to recognize, however, that the net effect of this section and the
26 parallel rule in Section 2B-503 is to increase significantly the transferability of licensee rights.

27 **SECTION 2B-503. CONTRACTUAL RESTRICTIONS ON TRANSFER.**

28
29 (a) Except as otherwise provided in subsection (b), a contractual restriction or
30 prohibition on transfer of an interest of a party to a contract or of a licensor's ownership
31 of intellectual property rights in information that is the subject of a license is enforceable.
32 A transfer made in breach of an enforceable contractual term that prohibits transfer is
33 ineffective.

34 (b) ~~With respect to a financier's interest, t~~The following contractual restrictions
35 are not effective to prevent creation of a financier's ~~the~~ interest, but a transfer or creation
36 ~~of an interest made in~~ violation of the restriction constitutes a breach:

37 (1) a term that prohibits a party's transfer of its interest or creation or
38 enforcement of a security interest in an account or in a general intangible for money due
39 or to become due or which requires the other party's consent to such transfer; and

40 (2) a term that prohibits a party's transfer of its interest or creation of a
41 financier's interest except to the extent that creation of the financier's interest would be
42 precluded under Section 2B-502.

1 **Uniform Law Source:** Section 2A-303(2)(3)(4)(6)(8).

2 **Committee Vote:**

3 a. Voted 8-0 to delete provision that invalidated a prohibition on transfer in a mass market
4 license.

5 **Reporter's Note:**

6 This Section generally validates contractual restrictions on the transfer of a contractual interest. The
7 primary exceptions to this policy relate to financing arrangements, the transfer of interests in a cash flow from
8 a license and the creation of a financier's interest under this Article.
9

10
11 **SECTION 2B-504. FINANCIER'S INTEREST IN A LICENSE.**

12 (a) The creation of a financier's interest in a party's rights under a license without
13 the consent of the other party to the license is effective if the creation of the interest
14 would be effective under Section 2B-502 and 2B-503. However, enforcement of a
15 financier's interest thus created is effective only if enforcement would also be effective
16 under Section 2B-502 and 2B-503.

17 (b) If the creation or enforcement of a financier's interest in a licensee's rights
18 under a nonexclusive license is not effective under subsection (a), the following rules
19 apply:

20 (1) Subject to paragraph (2), the creation or enforcement is effective only
21 to the extent that it does not result in an actual transfer or change of the use or possession
22 of, or access to, the information, or a result precluded by ~~not consistent with the~~
23 ~~limitations of~~ Section 2B-502(a) other than as to the obligation to make payments to the
24 licensor.

25 (2) In the event of a breach of contract by the licensee, as between the
26 financier and the licensee, the financier has a right under Section 2B-715 to prohibit the
27 licensee from using the information covered by the financier's interest but ~~and~~ may take
28 possession of copies of the information or related materials covered by its interest only if
29 the licensor consents or the conditions of Section 2B-502(a) are met.

30 (c) A financier that creates or enforces an interest and any transferee of the
31 financier is subject to the terms and limitations of the license and to the licensor's
32 intellectual property rights. The financier may not use, sell, or otherwise transfer rights in

1 the license or copies of the information or access to the information unless the conditions
2 of subsection (a) are met as to enforcement of the interest.

3 (d) The creation or enforcement of a financier's interest imposes no obligations or
4 duties on the licensor with respect to the financier.

5 **Committee Action:**

6 a. Consensus that Article 2B should allow creation of limited rights in licensee side of non-
7 exclusive licenses, but not permit sale and the like without consent of the licensor.

8 **Reporter's Notes:**

9 1. This section reflects the general approach of Article 2B of combined treatment of security
10 interests and financing leases in an integrated treatment. The definition of "financier" covers both secured
11 parties and lessors. See 2B-102.

12 2. As redrafted, subsection (a) makes clear that, in general, a financier's interest can be created
13 in any contractual right that can be transferred and that, in all other cases, consent by the other party to the
14 contract makes transfer possible, but that the act of creating a security interest and the act of enforcing that
15 interest are separable events. Unlike in sales of goods, licenses create a situation where three parties have an
16 interest in what happens to the property and the contractual rights associated with it: the lender, the debtor and
17 the licensor. In many cases, the licensor's rights are dominant. Thus, a critical limit on enforcement and, except
18 for non-possessory interests, creation of a financier's interest lies in 2B-502(a) which disallows transfers that
19 impinge on licensor interests of the type described therein.

20 3. For non-exclusive licenses, the transferability of a licensee's rights is even further constrained
21 in law by federal policy limitations that presume non-transferability without licensor consent. See 2B-502(b).
22 This Article pushes the scope of secured lending in the absence of licensor consent as far as possible in light
23 of that strong contrary and preemptive federal policy. It assumes that the license is non-assignable and personal
24 for reasons noted in the cases cited in Section 2B-502 notes, but tailors a right to **create** a security interest
25 without the licensor's consent in a manner that avoids preemption by satisfying the policy interests that underlie
26 the basic non-assignability principle. Thus, while an interest can be created, it cannot, without the licensor's
27 consent, result in an actual change of control, access or use or any sale. This preserves the licensor's protected
28 interest under federal law in controlling the resale market and the identity of the licensee to whom it transfers
29 rights in its intellectual property. See Everex Systems, Inc. v. Cadtrak Corp., 89 F.3d 673 (9th Cir. 1996).

30 4. The approach is modeled after Article 2A-303(3) which limits the enforceability of lease
31 provisions restricting security interests in the lessee's interests. It applies here to both a contract clause and to
32 a non-exclusive license that contains no such clause because, unlike in leases, the underlying law does not
33 routinely allow assignment of the licensee's interest. The comments to Article 2A-303 state: "[The] lessor is
34 entitled to protect its residual interest in the goods by prohibiting anyone other than the lessee from possessing
35 or using them." Article 2A-303, Comment 3. As in Article 2A, the licensor (lessor) has a right to control who
36 is in effective possession (including use and access) of the subject matter of the license. In many cases, this will
37 preclude repossession or sale without the licensor's consent. It does not prevent repossession and sale if the
38 licensed rights would be transferable under 2B-502 and 2B-503.

39 5. The provisions here allow creation of a security interest in many cases because mere creation
40 does not make an actual change of possession, use, or access, nor does it delegate obligations. The argument
41 against preemption is that "creating" a security interest does not "transfer" or assign the interest under the
42 license. The Everex case indicated that one aspect of the federal policy was that the intellectual property rights
43 holder has a protected interest in restricting the use of its intellectual property by persons other than those it
44 specifically authorizes. The approach in this draft draws a balance that allows full pursuit of that federal policy,
45 but gives substantial scope to the state law policy of allowing creation of security interests. The same would
46 not be true, for example, with a rule that allows all assignment of rights under the other section of
47 transferability, a rule that would be specifically subject to preemption.

48 6. The draft also parallels Article 2A in providing that the secured lender and any transferee take
49 subject to the terms of the original license. The license is the dominant document in that it defines the licensee's
50 rights. A lender does not have the ability to abrogate those rights and the limitations that are attached to the
51 rights.

52 7. The result of the financing provisions allow creation of a security interest in any case where
53 creation, in itself, alters none of the actual interests of the parties. When it comes to enforcement of the interest,
54 however, the lender's rights are subordinate to actual interests of either party and to federal policies about
55 transferability. The effect of the provisions is illustrated in the following examples.

56 **Illustration 1. Financing a Licensor's Interest.**

57 Creditor desires to finance the licensor's interest in a commercial license. To determine

1 whether it can do this, the creditor must make the following determinations: a) under 2B-
2 502(a) would creation of the interest make a change that impinges one or more of the
3 interests listed there; b) if not, under Section 2B-503 is there an enforceable no transfer
4 provision that precludes creation of the interest without consent; c) if not, then the interest
5 can be created under 2B-504(a). However, if the transfer is precluded by either of the
6 above, no security interest can be created.

7 If an interest can be created, the lender would make the same analysis in reference
8 to enforcement (e.g., repossession or sale). The issues are different, of course, since
9 repossession or sale precludes some further uses and changes the party in control in a way
10 that may adversely impact the licensee. The result of the analysis would depend on the
11 licensor's personal role in the on-going license. In cases of fully paid up, [perpetual
12 licenses, enforcement would not be barred unless, for example, it threatens trade secret
13 rights of the licensee.

14 **Illustration 2. Financing the Licensee in a Commercial License.**

15 Assume creditor desires to finance the licensee's interest in a commercial, non-exclusive
16 license. It would ask the following questions: a) is the creation of the interest blocked by
17 2B-502(a) in that it would cause an inappropriate delegation, deny the return expected by
18 the licensor, or otherwise adversely impact the interests listed there; b) if the interest is
19 **permitted** under 2B-502(a), it is still prohibited under 2B-502(b) unless it falls into one
20 of the exceptions there (mass market, or title without contract restriction); c) if it is not
21 within an exception, the Creditor would not need to consult 2B-503, if it did so, however,
22 and there was a contractual limitation on creation of an interest or on transfer, that
23 contract terms is effective since creation of an interest is barred under 2B-502; d) if
24 creation is barred under either 2B-502 or 2B-503, 2B-504(b)(1) still permits creation of
25 an interest if this does not violate 2B-502(a) or change possession, use or control of the
26 information.

27 In most cases, the net of these provisions allows **creation** of an interest in a non-
28 exclusive license, but this does not permit the full panoply of enforcement. The analysis
29 must be repeated for any effort to enforce the interest. Enforcement will involve different
30 issues because it changes possession or use. The first stages of analysis are the same. If
31 repossession or sale is barred under 2B-502 or 2B-503, which it will ordinarily be, 2B-
32 504(b) may not alter that result as to enforcement. Under (b)(1) enforcement is not
33 permitted if it changes possession or use. Section (b)(2) is an over-ride that allows taking
34 possession (but not sale) and barring use, **but only if these acts do not violate the rules**
35 **of 2B-502(a)**. In effect, enforcement without licensor consent cannot occur if it
36 adversely affects the licensor's interest, including an adverse effect by making the
37 licensor's return less likely to be received. In end user software, this will often allow a
38 court order to prevent use under (b)(1), but may will not allow repossession. Section
39 (b)(2) does not authorize enforcement by sale in a licensee situation in any case without
40 the licensor's consent.

41 **Illustration 3. Financing an Entertainment Licensee Interest.**

42 Assume that the commercial license in Illustration 2 involves a distribution license for a
43 motion picture. Under 2B-502(a), while creation of an interest in the licensee rights may
44 not be barred, any enforcement of those rights without consent would typically be barred
45 because it would change (increase) the risk of the licensor not receiving a return expected
46 from the contract. This is true regardless of the presence or absence of contract provision.
47 Under Section 2B-504, creation of the interest may be permitted under (b)(1), but
48 typically, no enforcement would be permitted because enforcement (barring use, taking
49 possession) would adversely effect the return and other interests of the licensor.

50 **Illustration 4. Financing a Mass Market Licensee Interest.**

51 The treatment of a mass market license parallels other non-exclusive licenses, except that
52 the exception stated in 2B-502(b) shifts the presumptions and, at least if the definition of
53 mass market focuses on anonymous, true retail transactions where the licensee identity
54 is not relevant, the nature of the product will often eliminate a major limitation on
55 transfer. Section 2B-504(a) requires analysis under 502 and 503. Under 2B-502 and 2B-
56 503, a lender can create an interest in a mass market license if the creation of the interest
57 does not result in a 502(a) injury to the licensor. Under these same sections, a lender can
58 enforce the interest if a) enforcement does not violate 2B-502(a) and b) enforcement is
59 not barred by a contract provision against enforcement or transfer. If either of these
60 conditions preclude enforcement, the focus shifts to 2B-504(b). This section does not
61 allow sale, but does allow creating an interest and enforcement that does not violate
62 502(a). In effect, in the **true** mass market the lender can create and enforce its interest
63 unless the licensor contractually bars transfer, in which case, creation is still allowed.

1 This solution works so long as the idea of mass market does not encroach too strongly
2 into commercial transactions.
3

4 **SECTION 2B-505. EFFECT OF TRANSFER OF CONTRACTUAL**
5 **RIGHTS.**

6 (a) A transfer of a party's rights under a contract is a transfer of contractual rights
7 subject to the restrictions on use of the information contained in the agreement and,
8 unless the language or the circumstances indicate to the contrary, such as in a transfer
9 limited to creating an financier's interest, the transfer is a delegation of duties by the
10 transferor. Acceptance of the transfer constitutes a promise by the transferee to perform
11 the duties of the transferor. The promise is enforceable by the transferor or any other
12 party to the contract.

13 (b) A transfer of contractual rights does not relieve the transferor of a duty under
14 the contract to pay or perform, or of liability for breach of contract, except to the extent
15 the other party to the original contract agrees.

16 **Uniform Law Source:** 2-210; 2A-303.

17 **Committee Action:** Discussed in November, 1996, without substantial comment.

18 **Reporter's Note:**

19 1. This section implements a policy in current Article 2 and Article 2A. The recipient of a
20 transfer is bound to the terms of the original contract and that obligation can be enforced either by the
21 transferor or the other party to the original contract.

22 2. This section clarifies that an effective transfer (assignment or otherwise) of rights under a
23 contract constitutes a transfer of those contract rights and, a delegation of duties if accepted by the
24 transferee. This language follows Article 2 (which uses the word assignment) and Article 2A (which refers
25 to transfers).

26 3. Subsection (b) also follows current law and provides that the transfer does not alter the
27 transferor's obligations to the original contracting party in the absence of a consent to the novation.
28

29 **SECTION 2B-506. DELEGATION OF PERFORMANCE;**
30 **SUBCONTRACT.**

31 (a) A party may delegate or subcontract performance of its contractual
32 obligations unless:

- 33 (1) the contract prohibits delegation or subcontracting
34 (2) transfer would be prohibited under Section 2B-503, or
35 (3) the other party otherwise has a substantial interest in having the
36 original promisor perform or directly supervise or control the performance. .

1 (b) Delegation or subcontracting does not relieve the delegator or subcontractor
2 of any duty under the contract to pay or perform, or of liability for breach of contract,
3 except to the extent the other party to original contract agrees.

4 **Committee Action:**

5 Reviewed in November, 1996, without substantial comment except that adjustments should be made
6 to clarify that the section is subject to restrictions on transfer.

7 **Uniform Law Source: Section 2-210; Section 2A-303.**

8 **Reporter's Notes:**

9 1. Delegation or subcontracting of performance refers to a party's ability to use a third party in
10 making an affirmative performance under an information contract. It does not refer to authorization or other
11 allowance of third party exercise of rights in licensed information. pursuant to in a contract is generally
12 allowed. In both cases, while the performance may be made by the delegee, the original; party remains bound
13 by the contract and responsible for any breach thereof. The ability to delegate performance must be read in
14 contrast to the general limitations on transferability of non-exclusive licenses under in 2B-502. A delegation
15 or subcontract works a transfer equivalent in substance to a transfer or assignment of

16 2. The ability to delegate is subject to contrary agreement. Thus, a contract that permits use of
17 licensed information only by a named person or entity controls and precludes delegation. The result in such
18 cases is determined by both the general principle that contract terms control and the more specific principle that
19 the other party has, by the contract, expressed an interest limiting performance to the designated party.

20 3. In the absence of a contractual limitation, delegation can occur unless the circumstances come
21 within one of three conditions are met. The first condition that prevents delegation arises if the transfer of an
22 interest would be precluded under 2B-503. That section disallows transfers in cases where the contract prohibits
23 such action. The second condition, arises if the contract is silent but the other party has a substantial interest in
24 having performance rendered by the person with whom it contracted. Obviously, a party has a substantial
25 interest in having the original party perform if the delegation triggers the restrictions outlined in 2B-502(a). On
26 the other hand, neither of these provisions would deny a right to delegate or subcontract performance in a mass
27 market transaction where, under Section 502, can be freely transferred by the licensee.
28
29

30 **SECTION 2B-507. PRIORITY OF TRANSFER BY LICENSOR.**

31 (a) A licensor's transfer of ownership of intellectual property rights is subject to a
32 previous nonexclusive license if that license was in a record authenticated by the licensor
33 before the transfer of ownership.

34 (b) A financier's interest created by a licensor or a transfer of ownership of
35 intellectual property rights under a financier's interest in information or in copies of the
36 information is subordinate to a nonexclusive license that was:

37 (1) authorized by the secured party;

38 (2) documented in a record authenticated by the licensor before the
39 security interest was perfected; or

40 (3) transferred in the ordinary course of the licensor's business to a
41 licensee that acquired the license in good faith and without knowledge that it was in
42 violation of the security interest.

1 (c) For purposes of this section, a transfer of ownership or of a financier's
2 interest occurs when the transfer is effective between the parties. However, if applicable
3 intellectual property law requires filing or a similar act to obtain priority against other
4 transfers, the transfer does not occur until the date on which priority begins under that law
5 after the filing or similar act occurs.

6 UNIFORM LAW SOURCE: Section 2A-304. Revised.

7 REPORTER'S NOTE:

8 1. This is an area heavily influenced by federal copyright law as to copyright interests and the
9 provisions here attempt to trace that influence while providing maximum state law recognition for traditional
10 UCC priorities. As to transfers of ownership and, arguably, security interests, federal law may preempt state
11 law in reference to federal intellectual property rights. There is no such preemption in reference to data, trade
12 secrets and other non-federal rights. For security interests and their relationship in terms of priority to the rights
13 created under an intangibles contract, the priority questions might be dealt with in this article as was done in
14 Article 2A or they may be dealt with in Article 9. Subsection (a) deals with general priorities. Subsection (b)
15 deals with the priority of a security interest in conflict with a non-exclusive license.

16 2. Under the Copyright Act, a prior non-exclusive license is subordinate to a later transfer of
17 copyright ownership unless the license is in a signed writing. This rule, while awkward and somewhat
18 inconsistent with modern trends, was made part of the Copyright Act in 1976; there are no indications of
19 probable repeal. The restatement of that rule here alerts persons who engage in commercial transactions about
20 a priority rule that may not otherwise be expected. This avoids traps for unwary licensees. Note, however, that
21 by using the new terms "record" and "authentication" this section are not yet explicitly adopted in federal law.

22 **Illustration 1:** Computer Associates sells the copyright in its data compression program to
23 Major Holdings Corp. Five days before that sale, Computer Associates entered a non-
24 exclusive license with Boeing Corp. for a 100 user site license, which license was in an
25 unsigned form. Three days after the sale, Computer Associates entered a non-exclusive site
26 license with Standard Corp. Under subsection (b) and under federal law, the licensees' rights
27 to copy (e.g., use) the software are subordinate to the copyright ownership of Major.

28 **Illustration 2:** Lotus enters into a non-exclusive distribution license with Distributor,
29 allowing Distributor to make and distribute copies of 1-2-3 Spreadsheet in the mass market
30 subject to a standard form license for end users. Later, Lotus sells the copyright in 1-2-3 to
31 Taylor. After the sale, Distributor provides a copy of 1-2-3 to Smith, who assents to the
32 license. If the distribution license was a signed writing, the distribution was authorized by the
33 license which has seniority over Taylor. Smith has priority over Taylor because it took
34 through the valid license. If the distribution license was not a signed writing, Taylor's
35 purchase is senior to that license and Smith is not an authorized user.

36 3. Subsection (b) also presents a preemption problem under federal copyright law, but the case
37 for preemption is less clear since the UCC generally controls priorities and other aspects of law relating to
38 security interests and the federal concerns in the priority statute are more focused on title transfers. This section
39 does not take a position on whether a security interest should be filed in federal or state records systems; it
40 simply refers to perfection of the interest. It adopts priority rules for a security interest in conflict with a
41 nonexclusive license that parallel priority positions in current Article 9. The goal is to facilitate use of secured
42 lending related to intangibles by creating provisions that enable the licensor whose intangibles are encumbered
43 to continue to do business in ordinary ways.

44 4. Article 2A deals with the priority conflicts that arise when the licensor or owner transfers to
45 a third party an interest in the property that is subject to a lease. The focus in such cases is on relating the rights
46 of the transferee to the rights of the lessee in the particular item. That situation does not arise in intangibles
47 involving two nonexclusive licenses since intangibles can be licensed an infinite number of times and each
48 licensee receives the same rights. In contrast, if there is a transfer of ownership of the information there may
49 be a conflict between the transferee and the licensee. There are two types of priority conflicts in such cases and
50 modern law lacks clear guidance or commercially viable solutions. One conflict is between two transferees of
51 ownership. The other is dealt with in this section: conflicting claims of a nonexclusive licensee as against a
52 transferee of ownership rights, including a secured party.

53 5. For rights not created by federal law, the priority issue raised is a question of state law. The
54 same is apparently true for rights that arise under federal patent law. The Patent Act contains provisions that
55 deal with the respective priority of transfers of patent ownership. A nonexclusive license is not a transfer of
56 ownership and the relationship between the nonexclusive licensee and a transferee of a patent is not dealt with

1 in current federal law. The situation is different in copyright law. Section 205(f) of the Copyright Act provides:

2 A nonexclusive license, whether recorded or not, prevails over a conflicting transfer of
3 copyright ownership if the license is evidenced by a written instrument signed by the owner
4 of the rights licensed or such owner's duly authorized agent, and if:

- 5 (1) the license was taken before execution of the transfer; or
6 (2) the license was taken in good faith before recordation of the transfer
7 and without notice of it.

8 17 U.S.C. § 205(f). There is no case law under this provision. Significantly, however, the provision does not
9 allow a license made after recordation of the ownership transfer to attain priority under any conditions. Also,
10 an unwritten license will lose even to a subsequent transfer of ownership if this section is regarded as a
11 comprehensive priority rule.

12 6. Copyright Act § 205(f) can be viewed as a comprehensive rule of priority (e.g., an unwritten
13 license never superior to a transfer of ownership and the priority status of a written license entirely controlled
14 by Section 205(f)). Alternatively, one might view it as a minimum condition for a particular result (e.g., that
15 a written nonexclusive license has priority under specified circumstances, but not suggesting that these are the
16 only conditions under which this is true). This draft adopts the view that the priority rule states a minimum and
17 does not establish a comprehensive rule. Thus, as a matter of enacted federal policy, a nonexclusive license
18 prevails in the listed situations, but a nonexclusive license in cases not covered by Section 205 is not controlled
19 by federal law. A contrary interpretation would mean that all mass market licenses currently are subject to
20 being overridden by any subsequent transfer of the underlying copyright since many of these transactions may
21 not qualify as involving a writing signed by the owner of the copyright. Clearly, an assignee of the copyright
22 to Word Perfect software should not be able to sue pre-existing Word Perfect licensees for continued use of the
23 program without a license from the current owner. Even if this position is not correct, the priority rules here
24 would apply to all intangibles other than copyrights, leaving a wide variety of important situations to be
25 addressed here.
26

27 **SECTION 2B-508. PRIORITY OF TRANSFERS BY LICENSEE.**

29 (a) In a license, a creditor or other transferee of a licensee acquires no interest in
30 information, copies, or rights held by the licensee unless the conditions for an effective
31 transfer under this article and the license are satisfied. If the transfer is effective, the
32 creditor or other transferee takes subject to the terms of the license.

33 (b) Except for rights under trade secret law, a person that acquires information
34 that is subject to the intellectual property rights of another person acquires only the rights
35 that its transferor was authorized to transfer by the owner of the intellectual property
36 rights or its agent as such rights were limited under the license.

37 **Uniform Law Source: Section 2A-305**

38 **Committee Action:** This section was considered in November, 1996, without substantial comment.

39 **Reporter's Notes:**

40 1. A license, previously created, governs rights in the information and in copies thereof. A
41 transferee acquires only the rights that the license allows. As a general principle, a license does not create vested
42 rights and is not generally susceptible to free transfer in the stream of commerce. Subsection (a) is generally
43 consistent with Article 2A.

44 2. Subsection (b) states an important principle, mandated under current intellectual property law.
45 The idea of entrustment, which plays a major role in dealing with goods, has less role in intangibles covered
46 by patent or copyright law, since the value involved resides in the intangibles and the concept of possession
47 being entrusted in a manner that creates the appearance of being able to reconvey the valuable property is not
48 ordinarily a relevant concern. Intellectual property law does not recognize a buyer in the ordinary course (or
49 other good faith purchaser) as taking greater rights than the information or copy than were authorized to be
50 transferred. While copyright law allows for a concept of "first sale" which gives the owner of a copy various
51 rights to use that copy, the first sale must be by a party authorized to make the sale under the terms provided

1 to the buyer.

2 **Illustration 1:** Correll transfers copies of its software to DAC a distributor. DAC is licensed to
3 transfer the software for educational uses only. DAC transfers a copy to Mobil Oil for use in a business
4 application. Mobil has no knowledge of the Correll license restriction. DAC breached its contract and
5 its distribution also constitutes copyright infringement. Mobil's copying (use) of the software is not
6 authorized under copyright law since it did not receive an authorized distribution. The remaining
7 question is whether Mobil should be subject to a contract action for violating the license in the DAC
8 contract. This section takes no position on the issue.

9 3. Transfers in a chain of distribution that exceed a license or that otherwise are unlicensed and
10 unauthorized by a patent or copyright owner create no rights of use in the transferee. A transferee that takes
11 outside the chain of authorized distribution does not benefit from ideas of good faith purchase, but its use is
12 likely to constitute infringement. As to software, this established principle was enforced by the court in
13 Microsoft Corp. v. Harmony Computers & Electronics, Inc., 846 F. Supp. 208 (ED NY 1994). A retailer that
14 obtained copies of software from third parties argued that the distribution was not a violation of copyright
15 because it in good faith believed that it obtained the copies of the software through a first sale from an
16 authorized party. The court held that there is no concept of good faith purchaser under copyright law and that
17 the buyer cannot obtain any greater rights than the seller had. In the case where the seller is neither an owner
18 of a copy or a person acting with authorization to sell copies to third parties, no first sale occurs and the "buyer"
19 is subject to the license restrictions created under any license to the third party seller. In one instance, the
20 defendant had purchased from a licensee who was authorized to transfer the Microsoft product in sales of its
21 machines. In fact, however, it purported to sell the product as a stand alone. This clearly exceeded the license
22 to it and the mere fact that the alleged buyer acted in good faith did not insulate it from copyright liability.
23 "Entering a license agreement is not a "sale" for purposes of the first sale doctrine. Moreover, the only chain
24 of distribution that Microsoft authorizes is one in which all possessors of Microsoft Products have only a license
25 to use, rather than actual ownership of the Products." See also Major League Baseball Promotion v. Colour-Tex,
26 729 F. Supp. 1035 (D. N.J. 1990); Microsoft Corp. v. Grey Computer, 910 F. Supp. 1077 (D. Md. 1995);
27 Marshall v. New Kids on the Block, 780 F. Supp. 1005 (S.D.N.Y. 1991).

28 4. This section does, however, allow for a bona fide purchaser in reference to trade secret claims.
29 The essential feature of a trade secret resides in enforcing confidentiality obligations. Where a party takes
30 without notice of such restrictions, it is not bound by them and, in effect, is a good faith purchaser, free of any
31 obligations regarding infringement except as such exist under copyright, patent and similar law.

32 5. Article 2A provides that a buyer from a lessee generally acquires only the "leasehold interest
33 in the goods that the lessee had or had power to transfer, and ... takes subject to the existing lease." Section 2A-
34 305(1). The exception to these principles in Article 2A occurs in the case of a buyer (or sublessee) from who
35 acquires in the "ordinary course" of the lessor-seller's business. The buyer here takes free of the lease under
36 theories of entrustment. For a buyer to acquire these rights, however, it must purchase from a "person in the
37 business of selling goods of the kind." In effect, the goods were entrusted to a sales business. Also, the buyer
38 must be in good faith and without knowledge that the sale violates the lease or ownership rights of the lessor.

39 PART 6

40 PERFORMANCE

41 [A. General]

42 SECTION 2B-601. PERFORMANCE OF CONTRACT.

43 (a) A party shall perform in a manner that conforms to the contract.

44 (b) A party's duty to perform, other than with respect to contractual use
45 restrictions, is contingent on the absence of an uncured material breach by the other party
46 of obligations or duties that precede in time the party's performance.

47 (c) In a mass-market transaction, if the performance consists of delivery of a copy
48 which constitutes the initial activation of rights, the licensee may refuse the performance
49

1 if the performance does not conform to the contract.

2 (d) If a party is subject to contractual use restrictions or required to render future
3 or on-going performance, the party's rights under the contract are contingent on the
4 absence of an uncured material breach of the obligations or duties of that party.

5 **Uniform Law Source: Restatement (Second) of Contracts ' 237. Substantially revised.**

6 **Committee Vote:**

7 a. **Motion to make an exception to the material breach rule for mass market contracts on the**

8 **issue covered by Article 2 (the right to reject a transfer of rights). Adopted 12-0**

9 **b. Voted 10-3 to use mass market license, rather than consumer in this section.**

10 **c. Voted 1-7 to reject a motion to use the idea of perfect tender as the standard for the right**
11 **to reject and cancel for breach in any performance of any type of contract term.**

12 **Reporter's Notes:**

13 Changes Since the June Meeting:

14 a. The second sentence of subsection (a) was deleted as redundant with the same material
15 covered in 2B-305 based on discussion at the harmonization meeting.

16 b. Former subsection (e) dealing with suspending performance and cancellation was deleted
17 because it is a remedies concepts and redundant of the more specific and fully developed coverage of
18 remedies in other sections..

19 c. Former subsection (f) defining "contractual use restrictions" was moved to the definition
20 section since it is used in this section and in 2B-621.

21 General Notes:

22 1. Subsection (a) states a generalized default rule which basically requires a court to look to
23 reasonable commercial standards in any case not otherwise governed by the contract or by provisions of this
24 Article as to default terms.

25 2. Subsection (b) adopts the theme of material breach (or substantial performance) as the
26 measure of the right to cancel or refuse a performance except in reference to certain mass market transactions.
27 As is described in the Restatement, that rule holds that a duty to perform is contingent on the prior performance
28 by the other party without a material failure of performance. Restatement (Second) of Contracts
29 § 237 states: "[It] is a condition of each party's remaining duties to render performances ... under an exchange
30 of promises that there be no uncured material failure by the other party to render any such performance due at
31 an earlier time." This is also the common law rule. In subsection (b), it is made clear that the contingent
32 relationship does not refer to situations involving contractual use restrictions. A breach of a license by the
33 licensor does not give the licensee unfettered rights to act in derogation of the licensor's ownership rights in the
34 intellectual property and the use restrictions that these support.

35 This section sets out basic default rules. The model treats the performance of the parties as being
36 mutually conditional on the substantial performance of the other party. Other sections dealing with specific
37 types of contract supplement these with more specific provisions that enhance and amplify the general rules,
38 but displace them only if there is a conflict.

39 3. The decision to adopt a material breach concept places Article 2B parallel with common law
40 and the modern international law of sales (except in the mass market which is kept in line with current Article
41 2 rules). The Convention on the International Sale of Goods (CISG) refers to "fundamental breach," which it
42 defines as: "A breach ... is fundamental if it results in such detriment to the other party as substantially to
43 deprive him of what he is entitled to expect under the contract, unless the party in breach did not foresee and
44 a reasonable person ... would not have foreseen such a result." CISG Art. 25. The UNIDROIT Principles of
45 International Commercial Law state: "A party may terminate the contract where the failure of the other party
46 to perform an obligation under the contract amounts to a fundamental non-performance." UNIDROIT art.
47 7.3.1(1). Article 2 and Article 2A stand essentially alone in modern transactional law in requiring so-called
48 "perfect tender." Even then, these statutes do so in reference to a single fact situation only: a single delivery of
49 goods not part of an installment contract. Outside that single context, the use of materiality as a performance
50 standard for when the reciprocal performance is not required is virtually unanimous.

51 **Illustration 1:** Tom Jones has agreed to develop systems software for DNY. DNY promises
52 to pay the purchase price of \$300,000 in three installments once every three months. Jones
53 fails to complete stage 1 in month 2 and this failure is material. When the first payment is
54 due, if the failure remains uncured, DNY is not required to pay. It can cancel the contract
55 or seek assurances of performance. To alter this result would require an express agreement
56 severing the obligation to pay from the performance of the deliveries.

57 5. The concept is simple: A minor defect in the transfer does not warrant rejection of
58 performance or cancellation of a contract. Minor problems constitutes a breach of contract, but the remedy is

1 compensation for the value lost. The objective is to avoid forfeiture based on small errors and to recognize that,
2 especially if performance involves ongoing activity, fully perfect performance cannot be the expected norm.
3 This is especially true in information contracts. Software often contains “bugs” or imperfections. Information
4 services often entail small errors and incompleteness. The policy choice here adopts general law and allows
5 a party whose performance has minor errors to expect performance by the other party; subject, in appropriate
6 cases, to offsets and compensation for the problems.

7 6. The substantial performance rule does not hold that substantial (but imperfect) performance
8 of a contract is not a breach. Substantial (but imperfect) performance is a breach of contract. The significance
9 of substantial performance lies in the remedy for the injured party. Substantial performance is sufficient to
10 trigger the injured party's obligations to perform. Unless a breach is material, it cannot be used as an excuse
11 to void or avoid the contract obligations. A licensee who receives substantial (but imperfect) performance from
12 the licensor, cannot reject the initial tender or cancel the contract on that account, but it can obtain financial
13 satisfaction for the less than complete performance.

14 7. This section creates a carve out of perfect tender in mass market transactions with respect to
15 tender of deliver of a copy other than in an installment contract setting. This tender rule does not mean that the
16 tendered information is in fact perfect, but that it meet the general contract description in light of ordinary
17 expectations and trade use. As in Article 2, this rule applies only to tender of a copy and the resulting duty to
18 accept or right to refuse the tender that is the single performance in the transaction (e.g., delivery of a television
19 set, delivery of the diskette containing the software). As under current law, however, substantial performance
20 rules apply in reference to on-going performance for both parties, services such as continuous access, and
21 deliveries of a series of copies in an installment contract.

22 8. Article 2 applies a "perfect tender" rule to only one setting: the initial tender (transfer) of
23 goods in a contract that does not involve installment sales. Article 2 does not allow the buyer to assert a failure
24 of perfect tender in an installment contract (that is, a contract characterized by an ongoing relationship). Even
25 in a single delivery context, the theory of perfect tender is hemmed in by a myriad of countervailing
26 considerations. As a matter of practice, a commercial buyer cannot safely reject a tendered delivery for a minor
27 defect without considering the rights of the vendor to cure the defect under the statute or under commercial trade
28 use. White and Summers state: “[we found no case that] actually grants rejection on what could fairly be called
29 an insubstantial non-conformity . . .” Indeed, in one case involving software, a court applied a substantial
30 performance test to a UCC sales transaction. See D.P. Technology Corp. v. Sherwood Tool, Inc., 751 F. Supp.
31 1038 (D. Conn. 1990) (defect was slight delay in completion coupled with no proven economic loss).

32 9. Definitions in Section 2B-102 make "substantial performance" and "material breach" mirror
33 image concepts. Material breach is defined in Section 2B-108 and is discussed in the Reporter's Notes to that
34 Section. The definition largely adopts the definition in the Restatement (Second) of Contracts ' 241, adding
35 some specificity related to this commercial context. This article rejects the less fully explored language used
36 in Article 2A (and some parts of Article 2) which refers to breaches that "substantially impair" the value of a
37 contract to the injured party. A material breach is a breach that significantly damages the injured party's receipt
38 of the value it expected from the contract, but reliance on language that is common in general law and legal
39 tradition enables this article to fall back on themes that courts are familiar with, rather than on language in other
40 UCC articles that has not been well explored in case law.

41 **SECTION 2B-602. SUBMISSIONS OF INFORMATIONAL CONTENT.**

42
43 (a) If a party submits informational content to a licensee under an agreement that
44 requires that the information be to the ~~subjective~~ satisfaction of the licensee, the
45 following rules apply:

- 46 (1) Sections 2B-607 through 2B-613 and 2B-619 do not apply.
- 47 (2) If the informational content is not satisfactory to the licensee, the
48 parties may engage in efforts to correct the deficiencies over a period of time and in a
49 manner consistent with the ordinary standards of the trade or industry.
- 50 (3) Neither refusal nor acceptance occurs unless the licensee makes an

1 express, affirmative indication of refusal or acceptance of the submission to the licensor.

2 (4) Refusal terminates the agreement and does not constitute a breach of
3 contract.

4 (b) If a person submits informational content or an idea other than under a pre-
5 existing agreement, the following rules apply:

6 (1) A contract or obligation does not arise and is not implied from the
7 mere receipt of an unsolicited disclosure of an idea for the creation, development, or
8 enhancement of information. Engaging in a trade or industry that by custom or conduct
9 regularly acquires ideas for the creation, development, or enhancement of information
10 does not in itself constitute an express or implied solicitation of such information.

11 (2) If the recipient notifies the person making the submission that it
12 maintains a procedure to receive and review such submissions, no contract is created
13 unless the information or idea is submitted and accepted pursuant to that procedure or the
14 recipient expressly agrees to contractual terms concerning the submission.

15 (c) Unless a term in the agreement expressly provides otherwise, an agreement to
16 disclose an idea for the creation, development, or enhancement of information does not
17 create an enforceable contract if the idea is not confidential, concrete, or novel to the
18 trade or industry.

19 **Prior Uniform Law: None.**

20 **Committee Action:**

21 a. Reviewed without substantive changes in May, 1997.

22 **Reporter's Notes:**

23 1. This section deals with a problem that was raised recurrently during the discussion of the
24 Committee concerning the carrying forward of Article 2 rules concerning tender, acceptance and rejection into
25 situations involving the informational content industries where practices are much different than in traditional
26 sales of goods. The Section solves that conflict by carving out content submissions from the circumstances
27 involved in reference to tender of a required performance in other respects.

28 2. For transactions involving traditional book and publishing upstream agreements, the solution
29 lies simply in recognizing that the submission of a manuscript, even pursuant to an agreement, does not
30 represent a tender of performance analogous to that involving a delivery of goods that requires immediate
31 acceptance or rejection. Rather, the delivery of informational content in this context triggers a process that
32 typically centers around the fact that the licensee has the right to refuse if the content does not satisfy its
33 expectations. Once that fact is recognized, the inapplicability of the various rules on acceptance and the like
34 becomes apparent. The provisions of subsection (a) attempt to capture basic principles of content submission
35 in such case, but need to be reviewed by members of the industry for relevance and desirability.

36 3. An important aspect of the difference in the two circumstances lies in subsection (a)(3) where
37 it is made clear that only an explicit refusal or acceptance satisfies the standard of acceptance in this setting
38 since, by presumption, the circumstances are keyed to the subjective satisfaction of the receiving party.

1 4. Subsection (b) deals in a limited way with a problem that exists in all of the industries to
2 which this Article applies: submission of informational content not pursuant to an agreement. It provides that,
3 if a procedure exists for receipt and review of such submissions to which the submitting party is referred, no
4 contract exists unless the submission was pursuant to that procedure or compliance with the procedure was
5 waived by the licensee. This leaves undisturbed a vast array of doctrines dealing with adequacy of
6 consideration, equitable remedies, and the like, but clarifies the legal effect of the submission in contractual
7 doctrine.
8

9 **SECTION 2B-603.: ACTIVATION OF RIGHTS; LICENSOR'S**
10 **OBLIGATIONS.**

11 (a) Subject to Section 2B-601, a licensor shall complete the initial activation of
12 rights. The licensor completes its obligations with respect to the initial activation of rights
13 when it completes the activation of rights and gives its direct licensee any notice
14 reasonably necessary to make it aware of that occurrence in a commercially reasonable
15 manner.

16 (b) If applicable intellectual property law requires or allows the filing of a record
17 to establish the priority of a transfer of ownership of intellectual property rights and a
18 transfer of ownership is contemplated by the agreement, on request by the licensee, the
19 licensor shall deliver a record sufficient for such purpose.

20 (c) If no act is required to make information available, the activation of rights
21 occurs when the contract becomes enforceable between the parties.

22 (d) If information is made available by delivery of a copy to the licensee or a third
23 party, the following rules apply:

24 (1) If the contract is silent as to delivery:

25 (A) except as otherwise provided in paragraphs (2) and (3), in a
26 ~~physical~~ delivery of a ~~tangible~~ copy on a physical medium, the licensor shall make the
27 copy available to the licensee at the licensor's place of business or, if it has none, its
28 residence, but, if the copy is identified at the time of contracting and located elsewhere,
29 the licensor shall make the copy available at that place; and

30 (B) in an electronic delivery of a copy ~~by electronic means~~, the
31 licensor shall make the information available in an information processing system

1 designated by the licensor and shall provide the licensee with authorization codes,
2 addresses, acknowledgments, and any similar information ~~other materials~~ necessary to
3 obtain the information.

4 (2) If the contract requires or authorizes delivery of a copy held by a third
5 party to be delivered without being moved, the licensor shall deliver any documents,
6 authorizations, addresses, access codes, and any similar information ~~other materials~~
7 necessary for the licensee to obtain the copies or access.

8 (3) If the contract requires or authorizes the licensor to send a copy of the
9 information to the licensee or a third party but does not ~~expressly~~ require the licensor to
10 deliver it to a particular destination:

11 (A) in a ~~physical~~ delivery of a ~~a tangible~~ copy on a physical
12 medium, the licensor shall put the copy in the possession of a carrier, make such
13 arrangements as are reasonable for transportation to the licensee or the third party with
14 the expenses of the shipment to be borne by the licensee, and deliver any documents
15 necessary to obtain the copies or access from the carrier or third party; and

16 (B) in an electronic delivery of a copy ~~by electronic means~~, the
17 licensor shall initiate an appropriate transmission of the information to the licensee or a
18 third party.

19 (4) If the contract requires the licensor to deliver at a particular
20 destination, the licensor shall make a copy available at that place and deliver any
21 documents, authorizations, access codes or similar information necessary for the licensee
22 to obtain the copy or access.

23 (e) If an activation of rights is to occur by making access available to a licensee
24 or providing the licensee with access to a facility containing the information, the licensor
25 shall complete any acts necessary to make access available, including providing the
26 licensee with any documents, authorizations, addresses, access codes, acknowledgments,
27 and other materials necessary for the licensee to obtain access.

1 (f) In an electronic transmission or delivery is required, information must be
2 provided in a manner consistent with the technological capabilities of the receiving party
3 known to the licensor or the ordinary methods in the business, trade, or industry for
4 transfers of the particular kind.

5 **Uniform Law Sources:** 2-401, 2-504, 2-509(a), 2-308

6 **Reporter's Notes:**

7 1. This section brings together various rules defining the obligations of the licensor relating to
8 completion of its obligation to activate the rights provided for under the contract. The section corresponds to
9 Section 2B-606 which deals with tender of performance

10 2. The section corresponds to the treatment of title and delivery in Article 2. While title itself
11 is not a key concept in article 2, the seller's obligations for delivery correlate to obligations relating to title
12 transfer and risk of loss. In article 2B, title and delivery are less significant. The keys are transfers of rights
13 which involve making information available to the transferee. The default rules here correspond to standards
14 in Article 2 relating to delivery and title transfer, but they account for transactions involving access and
15 electronic transfers.

16 3. These are default rules and are thus subject to contrary terms of agreement.

17 4. Subsection (d)(1) distinguishes between physical delivery and electronic delivery of a copy.
18 In both cases, consistent with current law in Article 2, the obligation consists of making the copy or access to
19 making a copy available to the transferee. In development or similar contexts, contrary agreement often occurs
20 (e.g., by requiring installation or testing on site). Under Article 2, despite similar fact settings, current law chose
21 an approach that effectively corresponds to so-called shipment contracts. Absent contrary agreement, the
22 assumption is that the licensor (or seller in Article 2) is not obligated to transport without charge the material
23 to the licensee's location.

24 **SECTION 2B-604. PERFORMANCE AT SINGLE TIME.** If it is

25 commercially reasonable to render all of one party's performance at one time, the
26 performance is due at one time and the other party's reciprocal performance is due only
27 on tender of full performance.
28

29 **Uniform Law Source: Section 2-307.**

30 **Committee Action:** This section was reviewed in November without substantive comment.

31 **Reporter's Note:**

32 The section adopts an approach found in both ' 2-307 and common law as described in the Restatement
33 (Second) with reference to the relationship between performance and payment in cases where performance can
34 be rendered at a single time. It adds the qualification that the ability to so perform must be gauged against
35 standards of commercial reasonableness. The section does not affect the treatment of contracts calling for
36 delivery of systems in modular form or for contracts that extend performance out over time, such as in data
37 processing arrangements. In each of these cases, the performance of the one party cannot be completed at one
38 time.
39

40 **SECTION 2B-605. WHEN PAYMENT DUE.**

41 (a) If the circumstances or the agreement give a party the right to make or
42 demand performance in part or over a period of time, payment, if it can be apportioned,
43 may be demanded for each part performance.

44 (b) If payment cannot be apportioned or the agreement or circumstances indicate

1 that payment may not be demanded for part performance, payment is due only on tender
2 of completion of the entire performance.

3 **Uniform Law Source:** Restatement (Second) Contracts; Section 2-310.

4 **Committee Action:** Considered in November, 1996, without substantive comment.

5 **Reporter's Note:**

6 This Section follows current law in Article 2 and in the Restatement.

7
8
9
10 **[B. Tender of Performance; Acceptance]**

11 **SECTION 2B-606. ACCEPTANCE: EFFECT.**

12 (a) A party shall pay or render other performance required according to the
13 contractual terms for any performance it accepts.

14 (b) The burden is on the party that accepted the performance to establish any
15 breach of contract with respect to the performance accepted.

16 **Uniform Law Source:** Section 2-507.

17 **Committee Action:**

18 Considered in November, 1996, without substantive comment.

19 **Reporter's Notes:**

20 1. This section should be read in context of the right to revoke, the licensor's obligation to cure
21 immaterial breaches, and the licensee's right to recoup from future payments even in the case of an immaterial
22 breach where the amounts to be recouped are liquidated amounts. The additional language in new (b) is taken
23 from current Article 2-607(4).

24 2. In the CISG, the remedies of the buyer do not depend on whether the buyer accepted the
25 goods or not or whether revocation occurred. In cases of information content, the Committee should consider
26 whether a similar model would be more appropriate. In cases of material breach, the licensee's right to recover
27 what it paid or to avoid paying further should not hinge on questions of whether it has a right to revoke, but on
28 a calibration of loss sustained compared to benefit received. Buyer remedies arise when the seller "fails to
29 perform any of his obligations," Art. 45(1), and are preserved if proper notice is given. Art. 39(1). There is no
30 rejection remedy in general and the buyer is obligated to pay the purchase price unless the contract can be
31 avoided for "fundamental breach." Art. 25. This model more closely resembles the Restatement. The Article
32 2 Drafting Committee has considered and rejected use of this in lieu of the acceptance-rejection model on
33 several occasions.

34 3. In cases of rejection, proposed Article 2 reflects this model in part by providing that "If the
35 use of the goods is reasonable ... and is not an acceptance, the buyer on returning or disposing of the goods,
36 shall pay the seller the reasonable value of the use to the buyer. This value must be deducted from the sum of
37 the price paid to the seller ... and any damages ..." 2-605 (b)(2).
38
39

40 **SECTION 2B-607. TENDER OF PERFORMANCE; RIGHT TO**
41 **ACCEPTANCE.**

42 (a) A tender of performance occurs when a party, with manifest present ability to
43 do so, offers to complete the performance. If a performance by the other party is due
44 before the tendered performance, the other party's performance is a condition to the first

1 party's duty to complete the tendered performance.

2 (b) Tender of performance that substantially conforms to the contract entitles the
3 party to acceptance of that performance. However, in a mass-market transaction, if the
4 performance consists of the delivery of a copy which constitutes the initial activation, the
5 licensee may refuse the performance if it does not conform to the contract.

6 (c) If performance entails delivery of a copy, a licensor shall tender first but need
7 not complete the performance until the licensee ~~pays and~~ tenders any other performance
8 required at that time, including any payment that is due. Tender must be at a reasonable
9 hour and requires that the licensor:

10 (1) notify the licensee that the information or copies are available or have
11 been shipped;

12 (2) tender any documents, authorizations, addresses, access codes,
13 acknowledgments, or other materials necessary for the licensee to obtain access to,
14 control over, or possession of the information; and

15 (3) hold the information, copies, and materials at the licensee's disposal
16 for a period reasonably necessary to enable the licensee to obtain access, control, or
17 possession.

18 (d) Tender of payment is sufficient if made by any means or in any manner
19 current in the ordinary course of business unless the other party demands payment in
20 money and gives any extension of time reasonably necessary to procure it.

21 **Uniform Law Source:** § 2-510, 511(a)(b). Restatement (Second) of Contracts ' 238.

22 **Committee Action:**

23 a. Approved substantial performance rule. (September, 1996)

24 **Reporter's Notes:**

25 1. This section brings together various rules from existing Article 2.

26 2. Subsection (a) states a general principle of what constitutes tender. It is drawn from the
27 Restatement. Unlike in Article 2, the performances here are not always actions relating to an offer to delivery
28 goods and to pay for them. As a result, general language in (a) provides an important baseline.

29 3. Subsection (b) states the substantial performance rule and the mass-market exception. In
30 contracts where the information must be to the satisfaction of the licensee, performance that is not satisfactory
31 does not satisfy the condition stated in subsection (b) and creates no obligation to accept.

32 4. Subsection (c) chooses who goes first. Current law (2-511(1)) states that tender of payment
33 is a precondition for the duty to tender or complete delivery. In this draft, the licensor, must tender first. The
34 basic model is that tender of a performance means to offer to perform, and typically precedes actual
35 performance. In reference to transfers of rights, Article 2B follows Article 2 by requiring tender, then payment,

1 then completion. For tender, the circumstances must clearly indicate that performance is immediately
2 forthcoming. This is the function of the references to shipment, tender of materials and the like.

3 5. As in the case of Article 2, the licensee's duty to accept typically hinges on its right to inspect
4 the tendered copy as outlined in 2B-609 and elsewhere. In the case of development contracts, the common
5 practice typically expands on the inspection right, creating a period of testing before acceptance. at the end of
6 the contract. In such cases, the tender itself implies an opportunity to test and inspect the copy. The duty to
7 accept conforming property comes afterwards.

8 **Illustration 1.** Jones contracts for the development of a system by Smith. Smith completes
9 what it anticipates to be the full system and tenders a disk containing the software to Jones.
10 Jones has a right to inspect the information before paying pursuant to an interaction of this
11 section and the section on inspection. If the parties agreed to acceptance tests, those tests
12 define the scope of the inspection right. If not, a reasonable inspection is required. Payment
13 follows satisfactory inspection.

14 6. Subsection (d) is drawn from Article 2.

15 **SECTION 2B-608. COMPLETED PERFORMANCES.**

16 (a) If performance involves delivery of informational content, entertainment, or
17 related artistic, personal or professional services that because of their nature provide the
18 licensee substantially with the value of the information or other substantial commercial
19 value and the ~~at~~ value cannot be returned once delivery or performance is received by the
20 licensee, Sections 2B-609 through 2B-613 and Section 2B-619 do not apply and the
21 rights of the parties are determined under Section 2B-601 and the ordinary practices of
22 the applicable business, trade, or industry.

23 (b) In a contract governed by subsection (a), before payment, a party may inspect
24 the media and label or packaging of a performance but may not view or receive the
25 performance unless the agreement provides otherwise.

26 **COMMITTEE ACTION:**

27 a. Reviewed without substantive changes in June, 1997

28 **REPORTER'S NOTES:**

29 This section deals with a problem arising from the nature of the subject matter covered in this
30 article. Some subject matter is, in effect, fully delivered when made available to or read by the transferee;
31 theories of inspection, rejection and return as in Article 2 are not applicable. This is true, for example, in a
32 pay per view arrangement for an entertainment event or other information. It is also the case where the
33 subject matter of the contract involves informational content that, once seen, has in effect communicated its
34 entire value. The parties should be left to general, common law remedies as described in section 2B-601. If
35 the delivered performance constitutes a material breach, the receiving party can obtain its money back or
36 sue for damages, but it cannot demand full performance prior to payment as would be the case with
37 anything other than the limited inspection right described in subsection (b).

38 **SECTION 2B-609. LICENSEE'S RIGHT TO INSPECT; PAYMENT** 39 **BEFORE INSPECTION.**

40 (a) Except as provided in 2B-602 and 2B-608, if ~~if~~ performance requires delivery
41 of a copy, the following rules apply:
42

1 (1) Except as otherwise provided in this section, a licensee, before
2 payment or acceptance, has a right to inspect the physical medium and the information
3 and to obtain any related documentation at a reasonable place and time and in a
4 reasonable manner in order to determine conformance to the contract.

5 (2) Expenses of inspection must be borne by the party making the
6 inspectionlicensee.

7 (3) A place or method of inspection or an acceptance standard fixed by the
8 parties is presumed to be exclusive. However, unless otherwise expressly agreed, the
9 fixing of a place, method or standard does not postpone identification or shift the place
10 for delivery or for passing the risk of loss. If compliance with the place or method
11 becomes impossible, inspection must be made as provided in this section unless the place
12 or method fixed by the parties was clearly intended as an indispensable condition whose
13 failure avoids the contract.

14 (4) A licensee's right to inspect is subject to the confidentiality of the
15 information. Unless the licensor otherwise agrees, the licensee may not inspect before
16 payment in a manner that would disclose or jeopardize trade secret or confidential
17 information if that information is so designated by the licensor.

18 ~~————— [(5) If inspection would provide the licensee substantially with the value
19 of the information, access, or performance before payment, the licensee does not have a
20 right to inspect before payment.]~~

21 (b) If a right to inspect exists under subsection (a) and the agreement or the
22 circumstances are ~~are~~ inconsistent with an opportunity to inspect before making payment,
23 the licensee does not have a right to inspect before payment. Nonconformity in the tender
24 does not excuse the licensee from making payment unless:

25 (1) the nonconformity appears without inspection and would justify
26 refusal under Section 2B-610; or

27 (2) in a documentary transaction, despite tender of the required

1 documents, the circumstances would justify injunction against honor under Article 5.

2 (c) Payment in accordance with subsection (b) is not an acceptance of
3 performance and does not impair a licensee's right to inspect or preclude other remedies
4 of the licensee.

5 **Uniform Law Source: Section 2-513; CISG art. 58(3); Section 2-508. Substantially revised.**

6 **Reporter's Note:**

7 Changes Since the June Meeting:

8 Subsection (a)(2) was edited at the Harmonization meeting based on the treatment of "incidental damages"
9 which cover expenses of inspection in the event of breach.

10 1. This section combines former 2B-607 and 2B-608 with new material relevant to the
11 information industries.

12 2. Subsection (a)(4) deals with the relationship between confidentiality and the right to inspect.
13 Absent contrary agreement, inspection prior to payment is not appropriate if the type of inspection involved
14 would reveal designated trade secrets or confidential information. This does not bar any inspection, but merely
15 indicates that a right to see trade secret information cannot be presumed. Also, the balance here is limited to
16 situations where the licensor designates information as confidential or a trade secret.

17 3. Subsection (b) follows the rules stated in current UCC § 2-512.

18 **SECTION 2B-610. REFUSAL OF DEFECTIVE TENDER.**

19 (a) Subject to subsection (b), if a tender of performance or the tendering party's
20 previous performance constitutes a material breach of contract, as to the particular
21 tendered performance, the party to which it is tendered may:
22

23 (1) refuse the performance;

24 (2) accept the performance;

25 (3) accept any commercially reasonable units and refuse the rest; or

26 (4) permit an opportunity to cure the nonconformity.

27 (b) In a mass-market license, a licensee may refuse a performance consisting of
28 the delivery of a copy which constitutes the initial activation of rights if the performance
29 does not conform to the contract.

30 (c) Refusal under subsections (a) or (b) is ineffective unless made within a
31 reasonable time after the tender and the completion of any permitted effort to cure and
32 before acceptance and the party whose performance is refused is notified within a
33 reasonable time after the breach of contract was or should have been discovered.

34 **Uniform Law Source: Combines 2-601, 2-602, 2A-509. Substantially revised.**

35 **Votes:**

36 1. The Committee adopted a "perfect tender" carve out for cases involving the tender of delivery

1 of a copy in circumstances equivalent to those where the perfect tender rule applies in Article 2.

2 **Reporter's Note:**

3 1. This section deals with refusal of tendered performance. The word "refuse" is used in lieu
4 of the Article 2 term "reject" because the intent is to cover more broadly the circumstances under which a
5 party can decline to accept a performance of any type, rather than merely to concentrate on cases of a
6 refused (rejected) tender of delivery as the phrase is used in Article 2. Thus, for example, a party might
7 refuse proffered services under a maintenance contract because of prior breach or of their failure to
8 substantially conform to the contract. The right to refuse tendered performance hinges either on the
9 substantial nonconformity of the particular performance or on the existence of an uncured, prior material
10 breach by the tendering party.

11 2. This section and the section on cure give control of the situation to the licensee to whom
12 improper performance is provided. In this Article, other than in the mass market, refusal or cancellation can
13 occur only in the event of a material breach. This is unlike in Article 2 where even minor defects may allow
14 rejection of a tender. Given the greater impact of the breach, the equities shift more clearly to the injured
15 party and it is given a right to close out the transaction without waiting for cure. Cure cannot come after
16 cancellation.

17 3. Subsection (b) implements the carve out for mass market transactions which are governed
18 in this Article under standards that are consistent with Article 2 in the sale of goods.
19

20 **SECTION 2B-611. DUTIES FOLLOWING RIGHTFUL REFUSAL.** After a

21 rightful refusal or revocation of acceptance, the following rules apply:

22 (1) Any use of the information or copies, or any disclosure of a trade secret or
23 confidential information inconsistent with the agreement, constitutes a breach of contract.
24 However, use for a limited time solely to avoid or mitigate loss is not prohibited if the use
25 is not inconsistent with the licensee's refusal of the performance or the terms of the
26 agreement.

27 (2) A licensee in possession of copies or documentation or additional copies, shall
28 return all copies and documentation to the licensor or hold them for disposal at the
29 licensor's instructions for a reasonable time. If the licensee holds the materials, the
30 following additional rules apply:

31 (A) The licensee shall follow any reasonable instructions received from
32 the licensor. However, instructions are not reasonable if the licensor does not arrange for
33 payment of or reimbursement for the reasonable expenses of complying with the
34 instructions.

35 (B) If the licensor does not give instructions within a reasonable time after
36 being notified of refusal, the licensee may in a reasonable manner to avoid or mitigate
37 loss store the documentation and copies for the licensor's account or ship them to the
38 licensor with a right of reimbursement for reasonable costs of storage, shipment, and

1 handling.

2 (3) A licensee has no further obligations with respect to information or copies and
3 documentation. However, both parties remain bound by any obligations of nondisclosure
4 or confidentiality and any scope or other contractual use restrictions which would have
5 been enforceable had the performance not been refused.

6 (4) In complying with this section, a licensee is held only to good faith and a
7 standard of care that is reasonable in the circumstances. Conduct in good faith under this
8 section does not constitute acceptance or conversion and is not the basis for an action for
9 damages or equitable relief.

10 **Uniform Law Source: Section 2-602(2), 2-603, 2-604.**

11 **Reporter's Note:**

12 1. This section does not give the licensee a right to sell goods, documentation or copies related
13 to the intangibles under any circumstance. The materials may be confidential and may be subject to the
14 overriding influence of the proprietary rights held and retained by the licensor in the intangibles. As Comment
15 2 to current ' 2-603 states: "The buyer's duty to resell under [that] section arises from commercial necessity...."
16 That necessity is not present in respect of information. The licensor's interests are focused on protection of
17 confidentiality or control, not on optimal disposition of the goods that may contain a copy of the information.

18 2. Subsection (1) limits the revoking person's right to use the information in its possession. Uses
19 inconsistent with the terms of this section or the contract constitute a breach by the party engaging in the misuse.
20 The section does permit, however, limited uses for purposes of minimizing loss. That use does not extend to
21 disclosure of confidential information or sale of the copies. It cannot be inconsistent with the refusal. This
22 section asks courts to reach the balance discussed in *Can-Key Industries v. Industrial Leasing Corp.*, 593 P.2d
23 1125 (Or. 1979) and *Harrington v. Holiday Rambler Corp.*, 575 P.2d 578 (Mont. 1978) with respect to goods,
24 but with an understanding of the nature of any intellectual property rights that may be involved here.

25 3. Subsection (3) makes clear that, following refusal or revocation, both parties remain bound
26 by confidentiality obligations with respect to the information. Unlike in reference to sales of goods, it is not
27 uncommon that each party have some such information of the other and a mutual, continuing restriction is
28 appropriate.

29 4. The eventual comments to the Section will make clear that a wrongful refusal is not a refusal
30 for purposes of this and other sections, but simply a breach of contract. That breach may or may not be material,
31 but in either event, it triggers the sequence of remedies contained in the contract and this article, rather than the
32 duties stated here.

33
34 **SECTION 2B-612. WHAT CONSTITUTES ACCEPTANCE OF**
35 **PERFORMANCE.**

36 (a) Acceptance of a performance occurs when the party receiving the
37 performance:

38 (1) substantially obtains the value or access expected from the
39 performance and, without objecting, retains the value or utilizes the access beyond a
40 reasonable time to refuse the performance;

1 (2) signifies or acts with respect to the information in a manner that
2 signifies to the other party that the performance was conforming or that the party will
3 take or retain the performance in spite of the nonconformity;

4 (3) fails effectively to refuse performance under the terms of the
5 agreement or Section 2B-610;

6 (4) acts in a manner that makes compliance with the licensee's duties on
7 refusal impossible because of commingling[; or

8 [(5) receives a substantial benefit or knowledge of valuable informational
9 content from the performance and the benefit or knowledge cannot be returned].

10 (b) Except in cases governed by subsection (a)(4) and (5), if a right to inspect
11 exists under Section 2B-609 or the agreement, acceptance of performance that involves
12 delivery of a copy occurs only when the party has a reasonable opportunity to inspect the
13 copy and any document.

14 (c) If an agreement requires performance in stages to deliver the complete
15 information product, this section applies separately to each stage. If the agreement
16 contemplates delivery of a product in stages, rather than repeated separate performances
17 under an overall agreement, acceptance of any stage is conditional until acceptance of the
18 activation of rights in the completed information.

19 **Uniform Law Source: Section 2A-515. Revised.**

20 **Reporter's Note:**

21 1. Acceptance is the opposite of refusal. As to its effect on remedies, see sections on waiver
22 and general remedies sections.

23 2. Subsections (a)(2) and (3) conform to the language of Article 2A, clarifying as in Article 2A,
24 that actions as well as communications can signify acceptance. This section does not adopt existing Article 2
25 provisions relating to actions inconsistent with the party's ownership since, as in Article 2A, there is a split
26 between performance and retention of ownership in many cases. That split indicates that, as in 2A, the
27 ownership standard is not relevant to use of information assets and other performance relevant here.

28 3. Subsection (a)(4) and (5) focus on two circumstances significant in reference to information
29 and that raises issues different from cases involving goods. In (a)(4), the key fact is that it would be inequitable
30 or impossible to reject the data or information having received and commingled the material. The receiving
31 party can exercise rights in the event of breach, but rejection is simply not a helpful paradigm. Recall that a
32 rejecting licensee must return or to keep the digital information available for return to the licensor.
33 Commingling does not refer only to placing the information into a common mass from which they are
34 indistinguishable; it also includes cases in which software is integrated into a complex system in a way that
35 renders removal and return impossible or where they are integrated into a database or knowledge base that they
36 cannot be separated from. Commingling is significant because it precludes return of the rejected property.

37 4. The second situation (a)(5) involves use or exploitation of the value of the material by the
38 licensee. In information transactions, it is the case that in many instances merely being exposed to the factual

1 or other material transfers the significant value. Also, often, use of the information does the same. Again,
2 rejection is not a useful paradigm. The recipient of the information can sue for damages for breach and, when
3 breach is material, either collect back its paid up price or avoid paying a price that would otherwise be due.

4 **Illustration 1:** Licensee receives a right to use a mailing list of names of customers of Macey's store.
5 It notices that the list contains no names from a particular zip code, but goes ahead with an initial
6 mailing. It then seeks to reject the performance. While this would not fit within subsection (a)(5), the
7 section provides that the acceptance already occurred if substantial value was received. Licensee can
8 collect damages for the error and, if the breach was material, avoid obligation for the price. But it
9 cannot reject because of (a)(1).

10 **Illustration 2:** A contracts with B to obtain the formula to Coca Cola and information from
11 B about how to mix the formula. B delivers the formula, but the mixing information is
12 entirely inadequate. If the mixing information is not significant to the entire deal, A cannot
13 reject because it received substantial performance. If the mixing information is significant,
14 a right to reject may arise because of a material breach. However, subsection (a)(5) bars
15 rejection if A received substantial value by obtaining knowledge of the formula and cannot
16 return that knowledge. Even though it can return copies of the formula, knowledge would
17 remain. A can sue for damages, but cannot reject after the formula is made known to it.

18 **Illustration 3:** Intel contracts with John for a right to use John's list of the ten largest users
19 of Motorola chips in the Southwest. The price is \$1 million. John supplies the list, but there
20 are two names that, through negligence, are not correct. After reading the list, Intel desires
21 to reject the performance and cancel the contract. Subsection (a)(5) would ask whether Intel
22 received substantial valuable knowledge and, thus, cannot reject. If so, its remedies are for
23 breach under applicable sections involving a recovery for the difference in promised and
24 received value. If it can reject, it can recover the part of the price already paid, plus any
25 relevant and provable loss under the methods described in this Article.

26 Subsection (a)(5) may be deleted if the Drafting Committee adopts the proposed section 2B-608 on
27 performances complete when delivered.

28 5. This section must be read in relationship to the reduced importance of acceptance. Refusal
29 and revocation both require material breach in order to avoid the obligation to pay according to the contract.
30 This is unlike Article 2 which follows a perfect tender rule for rejection, but conditions revocation on substantial
31 impairment. Acceptance does not waive a right to recover for deficiencies in the performance.

32 **SECTION 2B-613. REVOCATION OF ACCEPTANCE.**

34 (a) A licensee may revoke acceptance of a commercial unit that is part of a
35 performance by the licensor if the nonconformity of the commercial unit is a material
36 breach of the contract and the party accepted the performance:

37 (1) on the reasonable assumption that the breach would be cured, and it
38 has not been seasonably cured;

39 (2) during a period of continuing efforts at adjustment and cure, and the
40 breach has not been seasonably cured; or

41 (3) without discovery of the breach, and the acceptance was reasonably
42 induced by the other party's assurances or by the difficulty of discovery before
43 acceptance.

44 (b) Revocation is not effective until the revoking party sends notice of it to the
45 other party and is barred if:

1 (1) the revocation does not occur within a reasonable time after the
2 licensee discovers or should have discovered the ground for it;

3 (2) the revocation does not occur before any substantial change in
4 condition or identifiability of the information not caused by the breach of contract; or

5 (3) the party attempting to revoke acceptance received a substantial benefit
6 or knowledge of valuable informational content from the performance or access, and the
7 benefit or knowledge cannot be returned.

8 (c) A party that justifiably revokes acceptance:

9 (1) has the same duties and is under the same restrictions with regard to
10 the information and any documentation or copies as if the party had refused the
11 performance; and

12 (2) is not obligated to pay the contract price for the performance as to
13 which revocation occurred.

14 **Uniform Law Source: Section 2A-516; 2-608.**

15 **Reporter's Note:**

16 1. Acceptance obligates the licensee to the terms of the contract, including the payment of any
17 purchase price. Often, of course, other performance will have already occurred. This section deals with
18 revocation of acceptance as to any type of performance, not limited to the revoked acceptance of a tender of
19 delivery that occupies the attention of article 2.

20 2. Subsection (a)(2) adds provisions to deal with an issue often encountered in litigation in
21 software. It reduces the importance of when or whether acceptance occurs. In cases of continuing efforts to
22 modify and adjust the intangibles to fit the licensee's needs, asking when an acceptance occurred raises
23 unnecessary factual disputes. Both parties know that problems exist. The question is whether or not the
24 licensee is obligated for the contract price, less a right to damages for breach by the licensor.

25 There has been substantial litigation in Article 2 on questions of whether or not an acceptance occurred
26 (or can be revoked) in a situation in which the licensee participates with the licensor in an effort to modify,
27 correct and make functional the software that is being provided. The issue has importance because acceptance
28 obligates the licensee to the purchase price unless that acceptance can be revoked due to a substantial defect,
29 while prior to acceptance the licensee can reject for a failure to provide "perfect" quality. National Cash Register
30 Co. v. Adell Indus., Inc., 225 N.W.2d 785, 787 (Mich. App. 1975) ("Here, the malfunctioning was continuous.
31 Whether the plaintiffs could have made it functional is not the issue. The machine's malfunctions continued after
32 the plaintiff was given a reasonable opportunity to correct its defects. [The] warranty was breached.");
33 Integrated Title Data Systems v. Dulaney, 800 S.W.2d 336 (Tex. App. 1990); Eaton Corp. v. Magnovox Co.,
34 581 F. Supp. 1514 (E.D. Mich. 1984) (failure to object or give notice of a problem may constitute a waiver);
35 St. Louis Home Insulators v. Burroughs Corp., 793 F.2d 954 (8th Cir. 1986) (limitations bar); The Drier Co.
36 v. Unitronix Corp., 3 UCC Rep.Serv.3d (Callaghan) 1728 (NJ Super Ct. App. Civ. 1987); Computerized
37 Radiological Service v. Syntex, 595 F. Supp. 1495, rev'd on other grounds, 786 F.2d 72 (2d Cir. 1986) (22
38 months use precludes rejection); Iten Leasing Co. v. Burroughs Corp., 684 F.2d 573 (8th Cir. 1982); Aubrey's
39 R.V. Center, Inc. v. Tandy Corp., 46 Wash. App. 595, 731 P.2d 1124 (Wash. Ct. App. 1987) (nine month delay
40 did not foreclose revocation); Triad Systems Corp. v. Alsip, 880 F.2d 247 (10th Cir. 1989) (buyer permitted to
41 revoke over two years after the initial delivery of software and hardware system); Money Mortgage & Inv.
42 Corp. v. CPT of South Fla., 537 So.2d 1015 (Fla. Dist. Ct. App. 1988) (18 month delay permitted); Softa Group
43 v. Scarsdale Development, No. 1-91-1723, 1993 WL 94672 (Ill. App. March 31, 1993); David Cooper, Inc. v.
44 Contemporary Computer Systems, Inc., 846 S.W.2d 777 (Mo App 1993); Hospital Computer Systems, Inc. v.
45 Staten Island Hospital, 788 F. Supp. 1351 (D.N.J. 1992).

1 trade or industry for the particular type of agreement.

2 (d) In an access contract which, during agreed periods of time, affords the licensee
3 a right of access at times substantially of its own choosing, intermittent and occasional
4 failures to have access available do not constitute a breach of contract if they are
5 consistent with:

6 (1) the express terms of the agreement;

7 (2) standards of the business, trade or industry for the particular type of
8 agreement; or

9 (3) scheduled downtime, reasonable needs for maintenance, reasonable
10 periods of equipment, software or communications failure, or events reasonably beyond
11 the licensor's control.

12 **Uniform Law Source:** None

13 **Reporter's Note:**

14 1. This section applies to a "access" transactions. In concept, access contracts are of two types.
15 In one, the access and the contract creation or performance occur essentially at the same time and there is no
16 on-going relationship between the parties. In the other, which some describe as a continuous access contract,
17 the license contemplates that the licensee has a right to intermittent access at times of its own choosing within
18 the time period of agreed availability. This latter type of relationship is characterized by on-line services such
19 as Westlaw and Lexis. Access contracts of this latter type constitute an important application of an ongoing
20 relationship rules involving information services. The transaction is not only that the transferee receives the
21 functionality or the information made available, but that the subject matter be accessible to the transferee on
22 a consistent or predictable basis. The transferee contracts for continuing availability of processing capacity or
23 information and compliance with that contract expectation hinges not on any specific (installment), but on
24 continuing rights and ability to access the system. The continuous access contract is unlike installment contracts
25 under Article 2 which have more regimented tender-acceptance sequences. Often, the licensor here merely
26 keeps the processing system on-line and available for the transferee to access when it chooses.

27 As outlined in the definition of "licensor", the model followed in three party access
28 transactions, such as where the content provider makes content available through a third party access provider,
29 entails two separate agreement and, in some cases, three separate contracts. The first is between the content
30 provider and the on-line provider. This license may be an ordinary license to use the information or an access
31 contract in itself. The second is between the on-line provider and the end user or other client. This is an access
32 contract. The content provider is not necessarily party to or beneficiary of the contract. The third possible
33 contract occurs when the content provider additionally contracts directly with or establishes terms with the end
34 user or client.

35 2. Subsection (b) outlines two important default rules with respect to the treatment of
36 information obtained through an access contract. The first is that, unless there are license terms dealing with
37 the information obtained through access, information obtained by access is received on an unrestricted basis,
38 subject only to whatever intellectual property rights apply. Thus, for example, if an access contract merely
39 enables access to news articles, but does not further limit their use by the licensee, no limitation exists other than
40 as applied under copyright law. In contrast, if the agreement contains license restrictions on use of the articles
41 obtained by the access, those license terms would be governed under Article 2B and other law.

42 3. The second issue considered in subsection (b) concerns the making of copies. The default
43 position here recognizes that access contracts will involve a wide variety of contexts, many of which do not
44 contemplate that the license make and retain a copy of the information accessed (e.g., video on demand). The
45 default rule assumes that transitory copies to enable viewing of the information are implicitly authorized.

46 4. Access contracts are a form of license in the pure common law sense that they entail a grant
47 of a right to have use of a facility or resource owned or controlled by the licensor. This involves less of a
48 traditional intellectual property license and more of a modern application of traditional concepts of licensed use

1 of physical resources. See *Ticketron Ltd. Partnership v. Flip Side, Inc.*, No. 92-C-0911, 1993 WESTLAW
2 214164 (ND Ill. June 17, 1993); *Soderholm v. Chicago Nat'l League Ball Club*, 587 NE2d 517 (Ill. App. Ct.
3 1992) (license revocable at will). For a discussion of how one potential vendor handles these problems, see
4 Proposed Rule Regarding Postal Electronic Commerce Service (39 C.F.R. ' 701.4(b)), 61 F.R. 42219, at 42221
5 (August 14, 1996) (proposed regulations and terms of use for Postal Service electronic commerce systems).

6 5. Under current law, these contracts are services or information contracts. The fault based
7 warranties noted in the warranty sections apply insofar as one deals with the accuracy of content or processing.
8 The contract obligation deals with an obligation to make and keep the system available. Obviously, availability
9 standards are subject to contractual specification, but in the absence of contract terms, the appropriate reference
10 is to general standards of the industry involving the particular type of transaction. Thus, a database contract
11 involving access to a news and information service would have different accessibility expectations than would
12 a contract to provide remote access to systems for processing air traffic control data. See *Reuters Ltd. v. UPI,*
13 *Inc.*, 903 F.2d 904 (2d Cir. 1990); *Kaplan v. Cablevision of Pa., Inc.*, 448 Pa. Super. 306, 671 A.2d 716 (Pa.
14 Super. 1996).

15 6. In an on-going or continuous access contract, the transferee may receive substantial value
16 before or despite problems in the overall transaction. The remedies provide for a concept of partial
17 performance. For example, the fact that a company continues to use a remote access database processing
18 system for several years while encountering problems and seeking a replacement system, may allow it to reject
19 the future terms of the contract, but leaves the transferee responsible for the past value received. *Hospital*
20 *Computer Systems, Inc. v. Staten Island Hospital*, 788 F. Supp. 1351 (D.N.J. 1992).

22 SECTION 2B-615. CORRECTION AND SUPPORT CONTRACTS.

23 (a) If a party agrees to correct errors or provide similar services, the following
24 rules apply:

25 (1) If the services cover a limited time and are part of a limited remedy in
26 a contract between the parties, the party undertakes that its performance will provide the
27 licensee with information of a quality that conforms to that contract.

28 (2) In cases not covered by paragraph (1), the party shall perform at a time
29 and place and with a quality consistent with the express terms of the agreement and, to
30 the extent not dealt with by the express terms, in a workmanlike manner and with a
31 quality that is reasonably consistent with ordinary standards of the business, trade, or
32 industry for similar contracts. The party providing the services does not warrant that its
33 services will correct all defects or errors unless the agreement expressly so provides.

34 (b) A licensor is not required to provide support or instruction for the licensee's
35 use of information or licensed access after the activation of rights. If a person agrees to
36 provide support for the licensee's use of information, the person shall make the support
37 available in a manner and with a quality consistent with the express terms of the support
38 agreement and, to the extent not dealt with by the agreement, in a workmanlike manner
39 and with a quality that is reasonably consistent with ordinary standards of the business,

1 trade, or industry for the particular type of agreement.

2 **Uniform Law Source:** Restatement (Second) of Torts § 299A.

3 **Reporter's Notes:**

4 1. The section deals with obligations to correct errors and obligations to provide support.

5 2. Obligations to correct errors are different from an obligation to provide updates or enhanced
6 versions. In modern practice, contracts to provide updates, generally described as maintenance contracts, are
7 a valuable source of revenue for software providers. Under Section 2B-310, no implied obligation exists to
8 provide updates or new versions. A licensor may have an obligation to make an effort to correct errors in some
9 cases even independent of a separate contract to do so.

10 The reference to error corrections covers contracts where, for example, a vendor agrees to be available
11 to come on site and correct or attempt to correct bugs in the software for a separate fee. This type of agreement
12 is a services contract. The other type of agreement occurs when, for example, a vendor contracts to make
13 available to the licensee new versions of the software developed for general distribution. Often, the new
14 versions cure problems that earlier versions encountered and the two categories of contract overlap. Yet, here
15 we are dealing with new products .

16 3. Contracts to provide corrections are services contracts. As in any other services contract, the
17 services provider must provide a reasonable and workmanlike effort to correct identified problems. Subsection
18 (a) sets out this basic principle, but (a)(1) recognizes an important, alternative obligation that is presumed when
19 the obligation to correct errors arises in lieu of a remedy under a contract.

20
21
22 4. Subsection (a)(1) deals with situations in which the circumstances indicate that promisor
23 agrees to a particular outcome, as contrasted to the ordinary case where the contract entails a services contract
24 requiring effort. The obligation stated in subsection (a)(1) arises in any case where the repair/ correction
25 obligation is set out as a form of remedy for any breach of the contract. The focus is on the classic “replace or
26 repair” warranty. When the obligation to correct errors arises in that context, the promisor’s obligation is to
27 complete a product that conforms to the contract.

28 5. Subsection (a)(2) deals with the broader case of the general repair obligation outside of the
29 limited remedy. The obligation here is simply the obligation that any other services provider would undertake:
30 a duty to exercise reasonable care and effort to complete the task. A services provider does not typically
31 guaranty that its services yield a perfect result.

32 6. Subsection (b) provides a default rule regarding the time, place and quality of the services
33 in a support agreement in the absence of contrary agreement. The standard reflects a theme of "ordinariness"
34 that provides default performance rule throughout the chapter. It measures a party's performance commitment
35 by reference to standards of the relevant trade or industry.

36 **Example:** Software Vendor agrees to provide a help line available for telephone calls from
37 its mass market customers. If this agreement constitutes a contractual obligation, the
38 availability and performance of that help line is measured by reference to similar services or
39 by express terms of a contract.

40
41 **SECTION 2B-616. PUBLISHERS, DISTRIBUTORS AND RETAILERS.**

42 (a) In this section:

43 (1) “End user” means a licensee that acquires a ~~tangible~~ copy of the
44 information by delivery on a physical medium for its own use and not for the purpose of
45 distributing to third parties by sale, license, or other means.

46 (2) “Publisher” means a licensor other than a retailer that enters into an
47 agreement with an end user with respect to the information.

48 (3) “Retailer” means a merchant licensee that receives information from a
49 licensor for sale or license in ~~tangible copies~~ to end users.

1 (b) In a contract between a retailer and an end user, if the parties understand that
2 the end user's right to use the information is to be subject to a license from the publisher
3 for which there was no opportunity to review before payment to the retailer, the following
4 rules apply:

5 (1) The contract between the end user and the retailer is conditional on the
6 end user's assent to the publisher's license.

7 (2) If the end user refuses the terms of the license with the publisher, the
8 end user may return the information to the retailer and receive from it a refund of any
9 contract fee already paid in an amount consistent with Section 2B-113(b) and avoid any
10 obligation for future payments to the retailer for the information. Refund under this
11 paragraph constitutes a refund under Section 2B-113.

12 (3) The retailer is not bound by the terms of, and does not receive the
13 benefits of, an agreement between the publisher and the end user unless the retailer and
14 end user adopt those terms as part of their agreement.

15 (c) If a refund is made in good faith pursuant to this section or Section 2B-113:

16 (1) a retailer that makes the refund to its end user because the end user
17 refused the publisher's license is entitled to reimbursement from the authorized party
18 from which it obtained the copy of the amount paid for the copy by the retailer on return
19 of the copy and documentation to that person; and

20 (2) a publisher that makes the refund to the end user is entitled to
21 reimbursement from the retailer of the difference between the amount refunded and the
22 price paid by the retailer to the publisher for the product.

23 (d) If an agreement contemplates ~~physical~~ distribution of ~~tangible~~ copies on a
24 physical medium provided by the publisher, a retailer or other distributor shall distribute
25 such copies and documentation as received from the publisher and subject to any
26 contractual terms provided for end users.

27 (e) A retailer that enters into an agreement with an end user is a licensor of the

1 end user under this article.

2 **Uniform Law Source:** None

3 **Committee Action:**

4 a. Reviewed twice with no substantive changes.

5 **Reporter's Note:**

6 1. This section deals with the three party relationship common in modern information
7 transactions, especially in reference to digital products. The three party transaction involves a publisher,
8 retailer, and end user. While the end user acquires the copy of information from a retailer, the retailer often
9 lacks authority to convey a right to use a copyrighted work to the end user or, even, the right to transfer title to
10 the copy. The right to "use" (e.g., copy) arises by agreement between the end user and the producer (party with
11 ownership or control of the copyright). Often, in retail markets, this latter agreement is a screen license or a
12 shrink wrap license. The enforceability of the terms of that license with respect to the licensee and publisher
13 are dealt with elsewhere.

14 2. While there are three parties involved in separate relationships, it is clear that the relationships
15 are linked. Subsection (b) deals with the relationship from the perspective of the **retailer's** contract with the
16 **end user**. The basic principle in (b)(3) is that a retailer is not bound by nor does it benefit from any contract
17 created by the producer with the end user. This mirrors modern law and limited case law dealing with sales of
18 goods where manufacturer warranties and warranty limitations do not bind the retailer, but also do not benefit
19 that retailer. A prior draft of this section stated the opposite position, but that met strong dissent. This means,
20 of course, that the retailer does not have the benefit of warranty disclaimers made in a mass market publisher's
21 license. That result can be changed by contract, of course. However, it gives the end user two different points
22 of recourse - retailer and publisher.

23 Subsection (e) confirms that warranties exist on the part of the retailer by stating that the retailer is a
24 licensor with respect to its licensee.

25 3. Subsection (b)(1) and (b)(2) deal with the reality that performance of the retailer's relationship
26 with the end user hinges on the end user's ability to make actual use of the information supplied by the retailer
27 and that this depends on the license between the producer and the end user. The net effect is to give the end user
28 who declines a license a right to refund, and to not being forced to pay the purchase price to the retailer. This
29 refund concept creates a refund right, rather than an option on the part of the retailer. It reflects the conditional
30 nature of the transaction with the end user. It differs from the publisher's option to provide a refund opportunity
31 as a means of enabling the effective assent to the publisher's license terms. While they are distinct, however,
32 a refund made by the retailer under the conditions of subsection (b) satisfies the refund opportunity required
33 under 2B-113 for creating an opportunity to review.

34 4. There are several ways to view the retailer-end user relationship in reference to the publisher's
35 license. One is to treat the publisher's license in full as an element of the retailer contract, understood as present
36 by both the retailer and the end user from the outset, even if the precise terms are not yet known. See ProCD
37 v. Zeidenberg, 86 F.3d 1447 (7th Cir. 1996). An alternative treats the retailer's commitment as being to deliver
38 the copy and to convey the right to use (e.g., copy into a machine). It cannot do the latter unless or until the end
39 user assents to the publisher's license since, in most cases, the retailer's contract with the publisher authorizes
40 only distributions subject to end user licenses and distributions that go outside this restriction constitute
41 copyright infringement in cases where the information consists of copyrightable material. The end user's assent
42 to the producer's license is then, as to its situation with the retailer, either a condition precedent (there being
43 no final agreement until the end user can review and assent to or reject the license) or a condition subsequent
44 (the agreement being subject to rescission if the terms of the license are unacceptable). In either case, if the end
45 user declines the license, it can return the product to the retailer and obtain a refund or, if it has not already paid,
46 avoid being forced to pay the contract fee. Subsection (b)(1) and (b)(2) create this result. The contract between
47 the retailer and end user is a license in that the end user's use rights are subject to assent to and the terms of the
48 publisher's license. When the end user assents to the license, the publisher's license in effect replaces the
49 retailer-end user license except as to obligations expressly created and earmarked as continuing on the part of
50 the retailer (such as a services or support obligation). Of course, in addition, if the information breaches a
51 warranty, the right to recover from the retailer remains present unless it was disclaimed by the retailer's
52 contract.

53 5. In a recent European case, Beta Computer (Europe) Ltd. v. Adobe Systems (Europe) Ltd.,
54 the court gave the end user a right to return the software and not pay the purchase price as to the retailer when
55 the contract terms were unacceptable. The analysis was that the retailer's contract with the end user must have
56 contemplated that the end user would have a right to copy/use the software, but that right could be obtained only
57 through license or other agreement from the copyright owner. When the end user declined the license, in effect
58 the conditions of the retailer's obligation were not met. The court did not treat this as a breach of contract, but
59 as a failure to conclude the contract between the parties. No final agreement was present until the end user could
60 review and accept or reject the license terms. In effect, the contract was concluded (or to be concluded) over
61 a period of time, as opposed to at a single point in time over the counter.

62 **Illustration 1:** User acquires three different software programs from Retailer for a price of

1 \$1,000 each to be used in its commercial design studio. User is aware that each software
2 comes subject to a publisher license. When it reviews one license, however, it notices that
3 the license restricts use to non-commercial purposes. User refuses that license. It has a right
4 to refund since the retailer did not provide a useable package and the end user did not pay
5 simply for a diskette. Because the failed sale occurred due to the license terms, the refund
6 under this section is from the retailer. An alternative refund option would be from the
7 publisher who cannot obtain consent to its license unless it offers a refund for those who
8 decline the terms. In most cases, of course, the publisher will establish this alternative refund
9 process as at least initially coming through the retailer.

10 6. In most cases where an end user license is contemplated, the publisher's arrangements with
11 distributors are licenses that retain ownership of all copies in the publisher and permit distribution only subject
12 to a license. The legislative history of the Copyright Act indicates that, whether there was a sale of the copy or
13 not, contractual restrictions on use are appropriate under contract law. "[The] outright sale of an authorized copy
14 of a book frees it from any copyright control over ... its future disposition.... This does not mean that conditions
15 ... imposed by contract between the buyer and seller would be unenforceable between the parties as a breach
16 of contract, but it does mean that they could not be enforced by an action for infringement of copyright." H.R.
17 Rep. No. 1476, 94th Cong., 2d Sess. 79 (1976).

18 7. To the extent that the retailer performs the producer's warranty obligations, the presumption
19 is that it has a right of reimbursement from the producer. The provisions regarding refunds coordinate this
20 section with the obligations incurred in creating an opportunity to review the terms of a license, which
21 opportunity requires that there be a refund if the terms of the contract are refused. The consumer is entitled to
22 refund of the retail price of the refused product and may obtain that either from the retailer or the producer.
23 However, as between the producer and the retailer, the retailer can only receive reimbursement for what it paid
24 to the producer. Thus, for example:

25 **Illustration 2:** Consumer refuses a program because it dislikes the license. It obtains a
26 refund of the price paid to retailer (\$100). Retailer is entitled to reimbursement from
27 Producer of the \$75 price that Retailer paid Producer for the product (if it returns the
28 product). On the other hand, if Consumer obtains the \$100 from Producer, Producer is
29 reimbursed \$25 from Retailer.

30 8. Subsection (d) sets out a basic default rule that corresponds with current law. The distributor is bound
31 in its distribution by the terms of the contract with the producer and, as a default assumption, must redistribute in a form
32 and subject to the conditions contained in the materials as received by it from the producer.

33 **SECTION 2B-617. DEVELOPMENT CONTRACT.**

34 (a) In this section, "developer" means a person hired or commissioned to create,
35 modify, or develop a computer program for use by a client, and "client" means a person
36 that hires a developer.

37 (b) If an agreement requires the development of a computer program, as between
38 the developer and the client, the following rules apply.

39 (1) Unless an authenticated record provides for a different result:

40 (A) the developer retains ownership of the intellectual property
41 rights except to the extent that the program includes intellectual property of the client or
42 the client would be considered a co-owner under other law; and

43 (B) the client receives a nonexclusive but irrevocable license to use
44 the computer program ~~information~~ in any manner consistent with the agreement.

45 (2) If the client requests response in a record, the developer shall notify
46

1 the client if it used independent contractors or information provided by other third parties
2 and shall provide the client with a statement that either confirms that all applicable
3 intellectual property rights have been obtained or will be obtained, or that it makes no
4 representation about those rights beyond any stated in the agreement. The response must
5 be made within 30 days after the request is received unless the time for performance is
6 less than 30 days, in which case the response must be before the activation of rights.

7 (3) If an authenticated record or applicable intellectual property law
8 provides that ownership of the intellectual property rights in the program passes to the
9 client, but does not otherwise deal with the following issues, the following rules apply:

10 (A) Ownership of the completed program passes under Section
11 2B-501.

12 (B) The client receives the program free of restrictions on use and
13 its rights in the program may not be canceled by the developer after ownership vests in
14 the client.

15 (C) The developer retains ownership of components or code
16 developed before or independent of the contract, but the client has an irrevocable license
17 to use consistent with the agreement the components or code as part of the completed
18 program delivered to the client ~~consistent with the agreement.~~

19 ~~_____ (D) The client receives ownership of generally applicable
20 components or code, including development tools or the like, developed in performance
21 of the contract, but the developer has an irrevocable, nonexclusive license to use in other
22 contracts generally applicable components or code that do not include confidential or
23 otherwise proprietary information of the client.~~

24 (4) Language in an authenticated record is sufficient to provide that
25 ownership of ~~all~~ intellectual property rights in the completed program will pass to the
26 client or be retained by the developer if it states “All rights, title, and interest in the
27 completed program will be owned by [named party]”, or words of similar import.

1 **Uniform Law Source:** None

2 **Committee Action:**

3 a. Motion to delete the clause in (b)(2)(D) following the word “but”, rejected 2-5 (June, 1997).
4 Selected Issues:

5 1. Should subsection (b)(3)(D) be deleted?

6 **Reporter's Notes:**

7 1. This section deals with an important area of software contracting. It is an area affected by
8 federal intellectual property law rules and also characterized by both, extensively negotiated contracts as well
9 as very informal relationships. In many cases, the licensor-developer is a smaller firm dealing with larger
10 companies. The section is specifically limited to development contracts relating to computer programs. The
11 section has been controversial in that it attempts to develop contract themes that reflect what would be the most
12 likely expectation of the parties in development contract and rules that provide a sound basis for allocating rights
13 between the developer and client in the absence of addressing two important issues. The section creates an
14 implied license for the client who does not have documentation capable of obtaining ownership rights under
15 copyright law and creates an implied license in development tools for the developer who needs those tools to
16 continue in business.

17 2. Federal copyright law provides that, unless there is an express transfer of the copyright in a
18 writing, copyright ownership remains in the developer, rather than the client for whom the developer worked.
19 The copyright rule was adopted after substantial deliberation and placed in the 1976 Copyright Act. It sets the
20 background for default rules in this section. In addition, the default rules seek to balance the interests of the
21 developer in continuing in business with the interests of the client in obtaining a right to use the information
22 developed for it. In many cases, retention of rights in elements of a developed program is critical for the
23 developer who will reuse program components and routines in subsequent projects.

24 3. Subsection (b)(1)(A) states a default rule that corresponds to copyright law rules about
25 ownership. In the absence of an employment relationship, ownership remains in the creative individual or
26 company unless the contract expressly provides for a transfer of that ownership to the client (licensee). This
27 rule states an important premise relating to the rights of the individual or other small developer to retain the
28 primary rights in its intellectual work product unless it specifically and clearly transfers those rights. This
29 policy reflect federal intellectual property law and protects small developers. Subsection (b)(1)(B),
30 however, ameliorates the possibility of an adverse impact due to a misunderstanding by providing what
31 amounts to an implied license for the client. The license is non-exclusive. A critical issue needs to be
32 resolved about the scope of the license, with the two alternatives being to make the rights unrestricted or to
33 limit the implied license to uses consistent with the developmental purposes.

34 The implied license approach is consistent with case law dealing with this type of case. In the reported
35 cases, the implied license tends to be limited to uses consistent with the purposes of development.

36 4. Subsection (b)(2) provides important protection for a licensee not found in current law. The
37 section stems from a problem created under federal intellectual property law, especially as to copyright
38 ownership. Copyright law allows independent contractors to retain copyright control of their work unless they
39 expressly transfer it. The licensee, even if unaware of the contractor's rights, is subject to them since intellectual
40 property law does not contemplate good faith buyer protection. The section places an obligation on the
41 developer of software to respond to a request of the licensee. This does not supplant warranties against
42 infringement or warranties of title, but sets out a method to potentially avoid those problems.

43 5. Subsection (b)(3) deals with cases where the contract gives ownership of the intellectual
44 property in the program to the client. The default rule is intended to provide protection for small developers
45 and small licensees who may not address the basic questions presented. The theme is that ownership transfers
46 in all code developed for and included in the program and that no conditions limit the licensee's use. However,
47 two interests are balanced in the event that the contract does not deal with them: 1) the developer's right to
48 continue to use general applicability code and tools and 2) the licensee's rights in code developed outside the
49 project which are not clearly transferred to it. In each case, a split between ownership and a non-revocable
50 license is used to give each party rights in the materials as a default rule. The developer retains ownership of
51 previously developed materials, but the licensee has an irrevocable license to use them. In reference to included
52 general tools, on the other, the licensee has ownership, but the developer has a license to continue to use.

53 6. Subsection (4) provides safe harbor transfer language for effectuating a transfer. The
54 terminology is designed to clearly indicate that more than a transfer of a copy was contemplated. **Comments**
55 will indicate the the language here deals solely with creating the transfer, while the timing and nature of the
56 rights transferred is governed elsewhere, including in 2B-501(a) and, when applicable, other law.
57

58 **SECTION 2B-618. FINANCIAL ACCOMMODATION CONTRACTS.**

59 (a) A financier is subject to the terms and limitations of the license and to the
60 intellectual property rights of the licensor. Except as otherwise provided under

1 subsection (c)(1), the creation and enforcement of a financier's interest in a license is
2 subject to Section 2B-504.

3 (b) If a financier is not a licensee that transfers rights under the license to a
4 licensee receiving financial accommodation, the following rules apply:

5 (1) The financier is not required to perform the obligations owed to the
6 licensee under the license and does not receive the benefits of the license.

7 (2) The licensee's rights and obligations with respect to the information
8 are governed by the license and any rights of the licensor under other law and, to the
9 extent not inconsistent with the license or other law, the terms of the financial
10 accommodation agreement.

11
12 (c) If a financier is a licensee that transfers the license to a licensee receiving the
13 financial accommodation, the following rules apply:

14 (1) The transfer to the licensee is not effective unless:

15 (A) the transfer meets the conditions for transfer under Section 2B-
16 502 and 2B-503; or

17 (B) the accommodated party agrees to the license and the financier
18 becomes a licensee solely to make the financial accommodation and before the licensor
19 provides the information, the financier delivered notice to the licensor giving the name
20 and location of the accommodated party and indicating that the accommodated party will
21 be the only end user of the information, but the financier may make only the single
22 transfer contemplated by the notice financial accommodation unless the licensor consents
23 to a subsequent transfer or the subsequent transfer is effective under Section 2B-504.

24 (2) After transfer to the licensee, the licensee becomes a party to the
25 license and the licensee's rights and obligations with respect to the information are
26 governed by the license and any rights of the licensor under other law and, to the extent
27 not inconsistent with the license or other law, the terms of the financial accommodation

1 agreement.

2 (3) With respect to the licensee, on completion of an effective transfer to
3 the licensee, the financier is no longer a licensor and, except for the warranty under
4 Section 2B-401 concerning authority and quiet enjoyment, makes no warranties to the
5 licensee other than any express warranties in the agreement.

6 (d) Unless the licensee is a consumer, if the financial accommodation agreement
7 so provides, as between the financier and the licensee and any transferee of either party,
8 the licensee's promises under the financial accommodation and any related agreements
9 become irrevocable and independent of the license on:

10 (1) the licensee's acceptance of the license and [commitment to pay]
11 [payment] by the financier unless the information was selected, created, or supplied by
12 the financier, the financier provides support, modifications, or maintenance for the
13 information, or the financier holds intellectual property rights in the information; or

14 (2) transfer of the contract by the financier to a third party.

15 (e) As between the financier and the licensee, if the financial accommodation
16 agreement so provides, the financier is entitled to possession of any copies, upgrades,
17 new versions, or other modifications of the information provided by the licensor under
18 the license, but the financier's rights with respect to the licensor are determined under
19 Section 2B-504.

20 (f) On breach of a financial accommodation agreement by the licensee, the
21 financier may cancel that agreement but may not cancel the license. The rights of the
22 financier to further enforce the agreement are subject to Section 2B-504.

23 (g) The licensor's rights and obligations with respect to the licensee are governed
24 by the terms of the license and any rights of the licensor under this article or other law.

25 **Committee Action:**

26 a. In December, 1996, the Committee concluded, by a consensus, that treatment of financing
27 arrangements was appropriate, but that it should be limited and generic. The over-riding concept
28 would allow creation of an interest, but not sale and reflect important differences in the license
29 arrangement as contrasted to lease and security interests in goods.

1 b. The Committee did not adopt a motion that the “hell and high water” rules in subsection (d)
2 should be applicable even though the contract does not so provide. Vote: 5 - 5 (April, 1997).

3 **Reporter’s Notes:**

4 1. This section is one of two sections that implement the integrated treatment of security
5 interests and finance leases. This section deals with the relative rights among the parties, while Section 2B-
6 504 on financier’s rights deals with the creation of the interest. The term “financier” includes both a secured
7 creditor and a lessor. The critical distinction, implemented here and in the definition of the term, is between
8 a traditional loan arrangement where the financier does not become a party to the license and the
9 relationship that exists more in reference to traditional tree party leasing where the lessor (financier)
10 acquires the property (license) and transfers this down to the licensee.

11 2. An important licensee protection makes the financial accommodation conditional on the
12 licensee’s assent to the license. In the absence of such assent, the licensee may have no rights to use the
13 information and, thus, the transaction is illusory from its standpoint. The definition of “financier”
14 incorporates this concept, requiring that the licensee’s assent be a condition to the creation of the lease.
15 This transaction is different from the ordinary equipment lease because of the central importance of this
16 license agreement and the provisions here recognize that importance. (see also the treatment of when
17 promises become irrevocable).

18 3. Subsections (b) and (c) outline some attributes of the two scenarios. Subsection (b)
19 involves a situation where the licensor contracts directly with the licensee as to the information, even though
20 the lessor may also have a contract relationship with the licensee. The key factor here is that the lessor is
21 not bound by the obligations of the license, but is bound by the limitations of the license. The licensee’s
22 rights are governed first by the license and secondly by the financial accommodation agreement. In
23 subsection (c) we deal with the less common situation where the license is actually provided to the lessor
24 and then passed down through to the licensee. Here, when the licensee takes on the license, the lessor is
25 taken out of the transaction as between the licensee and financier for purposes of qualitative and other issues
26 except for quiet enjoyment and authority to transfer consideration. The licensee becomes a direct party to
27 the license.

28 4. Subsection (d) provides rules pertaining to hell and high water clauses. Promises become
29 irrevocable if the agreement so provides and the financier was not an active, substantive party to the license.
30 The rule is not needed where the financier never acquires a position as licensor/ licensee, but is helpful in
31 the three party context. Additionally, the provisions have been modified to reflect a problem not present in
32 ordinary equipment leasing. Article 2A-407 provides that the promises become irrevocable on the lessee’s
33 acceptance of the goods. In the stereotypical transaction under that article, the goods are sold to the lessor
34 and sent to the lessee. If there is non-payment by the lessor, the seller’s remedies are against the lessor (not
35 the lessee). In a license transaction, however, there are two different factors. First, in many cases, the
36 licensee contracts directly with the licensor. Non-payment then may give a contractual right of action for the
37 price against the licensee even though its lease called for payment by the lessor. Second, in a license,
38 payment is typically a condition on the licensee’s rights to continue to use the information. Thus, although
39 the lessor was to pay, the licensee may be placed in a position of paying twice if the lessor fails to do so. To
40 avoid this type of problem, the irrevocability concept is limited here not only to acceptance of the transfer,
41 but also payment to the licensor. Comments to d(1) will indicate that selecting involves actual choices,
42 rather than merely following orders.

43 5. Subsection (e) deals with a common area of litigation in the leasing industry, focusing on
44 the relationship between the three parties in reference to update and the like made available during the
45 license term. As between the financier and its debtor, possession and rights of control can be apportioned
46 by the financing agreement. As between the licensor, however, the general provisions of Section 2B-504
47 control.

48 6. Subsection (f) states a primary right of the financier in the event of breach. Since the
49 financier is not a party to the license, it cannot cancel that contract.

50
51 **[D. Performance Problems; Cure]**

52
53 **SECTION 2B-619. CURE.**

54 (a) A party in breach of a contract, at its own expense, may cure the breach if ~~the~~
55 **party:**

56 (1) a performance is properly refused, the time for performance has not
57 yet expired, the party seasonably notifies the other of its intention to cure and, within the

1 contract time, makes a conforming performance; or

2 (2+) the party without undue delay notifies the other party of its intent to
3 cure ;and

4 ~~_____ (2) effects cure promptly before cancellation or refusal of a performance~~
5 by the other party.

6 (b) ~~If a licensor,~~ Other than in a mass-market license, the licensor promptly and
7 in good faith shall make an effort to cure if:

8 (1) it receives timely notice of a specified nonconformity and a demand for
9 cure;

10 (2) ~~the from a licensee that was required to accept a performance~~
11 ~~consisting of an initial activation of rights because a nonconformity was not material; ;~~
12 ~~and the licensor promptly and in good faith shall make an effort to cure unless~~

13 (2) the cost of the cure effort for the licensor would not be
14 disproportionate to the adverse effect of the nonconformity on the licensee.

15 (c) A breach of contract which has been cured may not be used to cancel a
16 contract or refuse a performances. ~~but in~~ Mere notice of intent to cure does not preclude
17 cancellation or refusal.

18 **Uniform Law Source: Sections 2-508; 2A-513**

19 **Reporter's Note:**

20 1. In Article 2B, unlike in Article 2, the idea of cure applies in important respects in both
21 directions. This, coupled with the fact that this Article uses a material breach concept like common law, makes
22 the idea of cure as substantially different theme in Article 2B than in Article 2. Unlike in Article 2 transactions,
23 it affects performance obligations of both the licensee and the licensor. In Article 2 the sole emphasis is on the
24 seller's right to cure. For licensees' cure often relates to missed payments, failures to give required accounting
25 or other reports, and misuse of information. For licensors, depending on the context, the issues often focus on
26 timeliness of performance, adequacy of delivered product, breach of warranty and the like.

27 2. In this Article, unlike in Article 2, except in mass market licenses, breaches that trigger cure
28 typically do not occur unless there was a material breach of the relevant performance obligation. This shifts
29 the equities in reference to the extent to which a right to cure exists. This Section does not create a "right" to
30 cure. The basic policy is that, when there exists a material breach, the aggrieved party's interests prevail over
31 the vendor's interests.

32 3. The idea that a breaching party may, if it acts promptly and effectively, alleviate the adverse
33 effects of its breach and preserve the contractual relationship is embedded in modern law. Restatement (Second)
34 of Contracts ' 237 provides that a condition to one party's performance duty in a contract is that there be no
35 uncured material breach by the other party.

36 4. Although the idea of cure is embedded in modern law, there is significant disagreement in
37 pertinent statutes and statements of contract law as to the scope and balance applied to the operation of a cure.

38 a. The UNIDROIT Principles go the furthest in establishing a **right** to cure indicating that
39 a cure is not precluded even by notice of termination for breach and by not limiting the opportunity to cure in

1 any manner related to the timing of the performance. That is, cure is neither more nor less possible as a right
2 if it occurs during the agreed time for performance than if it occurs afterwards. The UNIDROIT Principles, of
3 course are not enacted law in any state. They condition cure on “prompt” action and allow it if “appropriate
4 in the circumstances” and if the other party has no “legitimate interest” in refusing the cure. UNIDROIT art.
5 7.1.4

6 **b.** Article 2, in contrast, distinguishes between cure made within the original time for
7 performance (essentially allowing a right to cure) and cure occurring afterwards (which it restricts to cases
8 where the vendor expected the tender to be acceptable). Draft revisions of Article 2 are in flux, apparently
9 attempting to blend the existing Article 2 concept with the Unidroit concept.

10 **c.** The UN Sales Convention does not distinguish between cures occurring within or after the
11 original agreed date for performance. It allows the seller to cure if it can do so without unreasonable delay and
12 without causing the buyer unreasonable inconvenience or uncertainty. Sales Convention art. 48. However, the
13 cure right is subject to the party’s right to declare the contract “avoided” (e.g., canceled) if the breach was a
14 fundamental breach of contract.

15 5. This section is consistent with the Sales Convention. That approach is used because this
16 Article employs the standard of materiality of breach as a precondition for cancellation or refusal of a
17 performance. This Section allows cure if it is prompt, but does not create a right to cure. The cure is subject to
18 prior cancellation or refusal by the other party. This places control in the aggrieved party who has suffered a
19 material breach by the other person. In a mass market setting, it enables a clearly delineated right to end the
20 transaction which many from the consumer context have viewed as significant.

21 6. Subsection (b) applies to cases where the licensee accepts a performance because the material
22 breach standard is not met even though some defect exists. It creates an obligation to attempt a cure. Failure to
23 undertake the effort is a breach, but consistent with comments to other sections, this will be pointed out in
24 comments, rather than in the statute. One might ask whether this obligation should be mutual and apply to
25 situations where the licensor has been required to accept nonmaterial breaches.

26 7. The final comments will discuss aspects of the substantive elements of cure. The elements
27 that would be discussed include: fully perform the obligation that was breached, compensate for loss, timely
28 perform on all assurances of cure, and provide assurance of future performance.

30 **SECTION 2B-620. WAIVER.**

31 (a) A claim or right arising out of an alleged breach of contract may be
32 discharged in whole or in part without consideration by a waiver contained in a record
33 authenticated by the party making the waiver or to which it manifests assent.

34 (b) A party that accepts a performance, knowing or with reason to know that the
35 performance constitutes a breach of contract:

36 (1) waives its right to revoke acceptance or cancel because of the breach
37 unless the acceptance of the performance was on the reasonable assumption that the
38 breach would be seasonably cured, but acceptance does not in itself preclude any other
39 remedy provided by this article; and

40 (2) waives any remedy for the breach if the party fails within a reasonable
41 time to object to the breach.

42 (c) Except with respect to a failure to meet a contractual requirement that
43 performance be to the subjective satisfaction of a party, a party that refuses a performance

1 and fails to state in connection with its refusal a particular defect that is ascertainable by
2 reasonable inspection waives the right to rely on the unstated defect to justify refusal or to
3 establish breach only if:

4 (1) the other party was not aware of the defect and could have cured the
5 defect if stated seasonably; or

6 (2) between merchants, the other party after refusal has made a request in
7 a record for a full and final statement in a record of all defects on which the refusing party
8 proposes to rely.

9 (d) Waiver of breach of contract in one performance does not waive the same or
10 similar breach in future performances of like kind unless the party making the waiver
11 expressly so states.

12 (e) A waiver may not be retracted as to the performance to which the waiver
13 applies. However, except for a waiver in accordance with subsection (a) or a waiver
14 supported by consideration, a waiver affecting an executory portion of a contract may be
15 retracted by seasonable notice received by the other party that strict performance is
16 required in the future of any term waived, unless the retraction would be unjust in view of
17 a material change of position in reliance on the waiver by the other party.

18 **Committee Action:** This section was considered in December, 1996 and June, 1997 without substantive
19 changes.

20 **Reporter's Notes:**

21 1. A "waiver" is "the voluntary relinquishment" of a right. As with respect to cure, ideas of
22 waiver in this Article must be considered in both directions. Conduct and words may constitute a waiver by
23 either the licensor or the licensee. This section brings together rules from various portions of existing Article
24 2 dealing with waiver issues and recasts those rules to fit the broader number and variety of types of
25 performance that are involved in Article 2B transactions. The section also applies principles from the
26 Restatement.

27 2. Subsection (a) stems from 2A-107. Waivers contained in a record are contractual
28 modifications which, under current law and this Article, are enforceable without consideration. The
29 Restatement is consistent with this view. See Restatement (Second) 277 ("a written renunciation signed and
30 delivered by the obligee discharges without consideration a duty arising out of a breach of contract.").
31 Subsection (a) does not preclude other ways of making an effective waiver, but that it merely confirms that
32 waivers that meet its provisions are effective. For example, an oral waiver, if effective under common law of
33 a state, remains effective.

34 A similar concept exists under current Article 1, but requires both a signature and delivery of the record
35 signifying waiver. The requirement of delivery seems unimportant and is not required for cases involving
36 modifications under UCC rules. Developing Article 1 proposed revisions also eliminate that requirement.
37 Depending on reconciliation between Article 2B and Article 1 revisions, this concept of waiver may be
38 relocated into Article 1.

39 3. The language in (a) was modified as a result of discussions at the harmonization meeting

1 dealing with Articles 1, 2, 2A, and 2B. In some cases, authentication will be needed to establish the written
2 waiver, while in others, assent manifested to the waiver will be adequate.

3 4. Subsection (b) brings together rules from current Article 2-607(2) and (3)(a) and generalizes
4 the language. In Article 2, the rules apply **only** to a tender by the seller and acceptance of delivery by the buyer.
5 Here, the effect also applies to acceptance of tendered performance by the licensee (e.g., a payment of
6 royalties). The rule does not apply to cases where the party merely knows that performance under the license
7 is not consistent with the contract unless that defective performance is tendered and accepted. This section on
8 waiver is from current law in Article 2 and follows that rule. It is also consistent with the Restatement (Second)
9 246 which provides that retention of a performance with reason to know it was defective creates a promise to
10 perform despite the breach. The following illustrates the rule here:

11 **Illustration:** Licensee has an obligation to pay royalties to the Licensor based on 2% of the
12 sale price of products licensed for its manufacture and distribution. The royalty payments
13 must be received on the first of each month. A 5% late fee is imposed for delays of more
14 than five days and the license provides that delay of more than five days is a material breach.
15 In one month, the licensee does not tender payment until the 25th day of the month and its
16 tender does not include the late charge. Licensor may refuse the tender and cancel the
17 contract. If it accepts the tender it knows of the breach and cannot thereafter cancel the
18 contract for that breach. If it fails to object in a reasonable time to the late tender and the
19 nonpayment of the late fee, it is also barred from recovering that amount.

20 5. Subsection (d) states a presumption consistent with common law that, unless the intent is
21 express or the circumstances clearly indicate to the contrary, a waiver applies only to the specific performance
22 defect waived. This principle does not, of course, alter estoppel concepts; a waiver by performance may create
23 justifiable reliance as to future conduct in an appropriate case. Such common law principles continue to apply.

24 6. Subsection (e) comes from current UCC Article 2 setting out when waiver as to executory
25 obligations can be retracted. On the treatment of waivers supported by consideration, see Restatement (Second)
26 of Contracts * 84, comment f.

27 **SECTION 2B-621. RIGHT TO ADEQUATE ASSURANCE OF** 28 **PERFORMANCE.**

29 (a) A contract imposes on a party an obligation not to impair another party's
30 expectation of receiving due performance. If reasonable grounds for insecurity arise with
31 respect to the performance of either party, the other party may demand in a record
32 adequate assurance of due performance and, until that assurance is received, if
33 commercially reasonable, may suspend any performance other than with respect to
34 contractual use restrictions for which the agreed return performance has not already been
35 received.

36 (b) Between merchants, the reasonableness of grounds for insecurity and the
37 adequacy of the assurance offered is determined according to commercial standards.

38 (c) Acceptance of improper delivery or payment does not prejudice an aggrieved
39 party's right to demand adequate assurance of future performance.

40 (d) After receipt of a justified demand, failure to provide assurance of due
41 performance that is adequate under the circumstances of the particular case within a
42

1 reasonable time, not exceeding 30 days, is a repudiation of the contract.

2 **Committee Action:** This section was considered in December without substantial substantive comment.

3 **Uniform Law Source:** 2-609.

4 **Reporter's Note:**

5 This Section corresponds to existing law in Article 2.

6
7
8 **SECTION 2B-622. ANTICIPATORY REPUDIATION.**

9 (a) If either party to a contract repudiates a performance not yet due and the loss
10 of performance will substantially impair the value of the contract to the other, the
11 aggrieved party may:

12 (1) await performance by the repudiating party for a commercially
13 reasonable time or pursue any remedy for breach of contract even if it has urged the
14 repudiating party to retract the repudiation or has notified the repudiating party that it
15 would await the agreed performance; and

16 (2) in either case, suspend its own performance.

17 (b) Repudiation includes but is not limited to language that one party will not or
18 cannot make a performance still due under the contract or voluntary affirmative conduct
19 that reasonably appears to the other party to make a future performance impossible.

20 **Committee Action:** This section was considered in December without substantial substantive comment.

21 **Uniform Law Source:** 2-609.

22 **Reporter's Note:**

23 This Section corresponds to current law in Article 2.

24
25
26 **SECTION 2B-623. RETRACTION OF ANTICIPATORY REPUDIATION.**

27 (a) A repudiating party may retract a repudiation until its next performance is due
28 unless an aggrieved party after the repudiation has canceled the contract, materially
29 changed its position, or otherwise indicated that the repudiation is considered to be final.

30 (b) A retraction under subsection (a) may be by any method that clearly indicates
31 to the aggrieved party that the repudiating party intends to perform the contract.

32 However, a retraction must contain any assurance justifiably demanded under Section
33 2B-621.

1 (c) Retraction under subsection (a) reinstates a repudiating party's rights under the
2 contract with due excuse and allowance to an aggrieved party for any delay caused by the
3 repudiation.

4 **Committee Action:** This section was considered in December without substantial substantive comment.

5 **Uniform Law Source:** Section 2-610.

6 **Reporter's Note:**

7 This Section corresponds to existing law in Article 2.
8
9

10 **[E. Loss and Impossibility]**

11 **SECTION 2B-624. RISK OF LOSS.**

12 (a) Except as otherwise provided in this section, the risk of loss as to a copy
13 passes to the licensee on receipt of the copy. In an access contract, risk of loss as to the
14 information to be accessed remains with the licensor if the resource is in the possession or
15 control of the licensor, but risk of loss as to a copy of information made by the licensee
16 passes to the licensee when it receives the copy.

17
18 (b) If a contract requires or authorizes a licensor to send a ~~tangible~~ copy on a
19 physical medium by carrier, the following rules apply:

20 (1) If the contract does not require delivery at a particular destination, the
21 risk of loss passes to the licensee when the copy is delivered to the carrier even if the
22 shipment is under reservation.

23 (2) If the contract requires delivery at a particular destination and the copy
24 arrives there in the possession of the carrier, the risk of loss passes to the licensee when
25 the copy is tendered in a manner that enables the licensee to take delivery.

26 (3) If a tender of delivery of a copy or a shipping document fails to
27 conform to the contract, the risk of loss remains on the licensor until cure or acceptance.

28 (c) If a copy is held by a third party to be delivered or reproduced without being
29 moved, or if a copy is to be delivered by making access available to a resource that
30 contains the copy of the information, the risk of loss passes to the licensee upon:

1 (1) the licensee's receipt of a negotiable document of title covering the
2 copy;

3 (2) acknowledgment by the third party to the licensee of the licensee's
4 right to possession of or access to the copy; or

5 (3) the licensee's receipt of a record directing delivery or access or of
6 access codes enabling delivery or access.

7 **Uniform Law Source: Section 2-509**

8 **Reporter's Notes:**

9 1. In an information contract, in most cases, risk of loss issues relate to copies of the information
10 and eventually deal with the obligation to pay for or provide additional copies or additional access to obtain new
11 copies of the information. For example, a licensee's data may be transferred to the licensor for processing and
12 destruction of the processing facility may destroy the data. Alternatively, a purchaser of software transferred
13 in the form of a tangible copy may (or may not) suffer a loss when or if the original copy is destroyed
14 (depending of course on whether additional copies were made before that time). This section uses a concept of
15 transfer of possession or control as a standard for when risk of loss is transferred to the other party. Unlike in
16 the sale of goods, buyer-seller environment, however, the issue may go in either or both directions as, in modern
17 commerce, there are frequent transactions in which licensees provide copies of information to licensors.
18 Basically, the premise of this section is that risk passes to the party who has access to, taken possession of
19 copies, or received control of the information.

20 2. Subsection applies that basic principle to Internet or similar transactions. The risk remains
21 with the licensor as to the basic information that it controls and retains, but as to copies made by the licensee
22 passes on the making of the copy.
23
24

25 **SECTION 2B-625. EXCUSE BY FAILURE OF PRESUPPOSED**

26 **CONDITIONS.**

27 (a) Delay in performance or nonperformance by a party is not a breach of contract
28 if performance as agreed has been made impracticable by:

29 (1) the occurrence of a contingency whose nonoccurrence was a basic
30 assumption on which the contract was made; or

31 (2) compliance in good faith with any applicable foreign or domestic
32 governmental regulation, statute, or order, whether or not it later proves to be invalid, if
33 the parties assumed that the delay or nonperformance would not occur.

34 (b) A party claiming excuse under subsection (a) shall seasonably notify the other
35 party that there will be delay or nonperformance. If the claimed excuse affects only a part
36 of the party's capacity to perform, the party claiming excuse shall also allocate
37 performance among its customers in a manner that is fair and reasonable and notify the

1 other party of the estimated quota made available. However, the party may include
2 regular customers not then under contract as well as its own requirements for further
3 manufacture.

4 (c) A party that receives notice in a record of a material or indefinite delay, or of
5 an allocation which would be a material breach of the whole contract, may:

6 (1) terminate and thereby discharge any unexecuted portion of the
7 contract; or

8 (2) modify the contract by agreeing to take the available allocation in
9 substitution.

10 (d) If, after receipt of notification under subsection (b), a party fails to terminate
11 or modify the contract within a reasonable time not exceeding 30 days, the contract lapses
12 with respect to any performance affected.

13 **Uniform Law Source: Section 2A-405, 406; Section 2-615, 616.**

14 **Committee Votes:**

15 a. Voted unanimously to delete former section 2B-624, with reporter free to replace some of
16 the concepts in another section.

17 b. Voted 12-1 to delete section on invalidity of intellectual property.

18 This section states the ordinary UCC formulation of force majeure and related impossibility themes.
19
20

[F. Termination]

SECTION 2B-626. TERMINATION; SURVIVAL OF OBLIGATIONS.

21 (a) Except as otherwise provided in subsection (b), on termination of a contract,
22 all obligations that are still executory on both sides are discharged.
23

24 (b) The following survive termination of a contract:

25 (1) a right or remedy based on breach of contract or performance;

26 (2) a limitation on the use, manner, method, or location of the exercise of
27 rights in the information;

28 (3) an obligation of confidentiality or nondisclosure;

29 (4) an obligation to return or dispose of information, materials,
30 documentation, copies, records, or the like to the other party or to obtain information
31 from an escrow agent;

- 1 (5) a choice of law or forum;
- 2 (6) an obligation to arbitrate or otherwise resolve contractual disputes by
3 means of alternative dispute resolution procedures;
- 4 (7) a term limiting the time for commencing an action or for providing
5 notice;
- 6 (8) an indemnity term pertaining to future claims;
- 7 (9) a limitation of remedy or disclaimer of warranty and a warranty that
8 expressly extends to future claims;
- 9 (10) an obligation to provide an accounting;
- 10 (11) any right, remedy, or obligation stated in the agreement as surviving;
- 11 and
- 12 (12) other rights, remedies, or limitations if in the circumstances such
13 survival is necessary to achieve the purposes of the parties.

14 **Committee Action:**

15 a. This section was reviewed in December with no substantial substantive concerns.

16 b. The section was discussed again in June, 1997, with no substantive objections.

17 **Uniform Law Source:** Section 2A-505(2); Section 2-106(3).

18 **Reporter's Note:**

19 1. Subsection (a) states the primary effect of termination, which refers to the discharge of
20 executory obligations. This corresponds to current law.

21 2. Subsection (b) provides a list of provisions and rights that presumptively survive termination.
22 In most of the cases, the list presumes that the obligation was created in the contract. The exceptions deal with
23 remedies. The list indicates terms that would ordinarily be treated as surviving in a commercial contract and the
24 intent is to provide background support, reducing the need for specification in the contract with resulting risk
25 of error. Of course, under the basic theme of contract flexibility, additional surviving terms can be added and
26 the terms provided here can be made to be non-surviving.

27 3. Subsection (b) is a default rule. The contract terms can clearly add additional surviving
28 obligations. The contract can also negate the survival of the listed rights. To do so, however, the contract would
29 require specific reference and negation. Mere failure to list an element of subsection (b) does not mean that it
30 does not survive.

31 **SECTION 2B-627. NOTICE OF TERMINATION.**

32 (a) Subject to subsection (b), a party may not terminate a contract except on the
33 happening of an agreed event such as the expiration of the stated term, unless the party
34 gives reasonable notification of termination to the other party.

35 (b) Access to a facility under an access contract not involving information that
36 the licensee provided to the licensor may be terminated without notice.
37

1 (c) In cases not governed by subsection (b), a term dispensing with notification
2 required under this section is invalid if its operation would be unconscionable. However,
3 a term specifying standards for the nature and timing of notification is enforceable if the
4 standards are not manifestly unreasonable.

5 **Uniform Law Source:** Section 2-309(c)

6 **Reporter's Notes:**

7 1. Termination involves an end to the contract for reasons other than breach of the contract. This
8 section indicates that, for termination based on an agreed event (e.g., the end of the stated license term), no
9 notice is required. In cases where termination may occur based on judgments or decisions of the other party,
10 notice must be given of the termination. The notice must be reasonable. Of course, to terminate, the terminating
11 party must have a right to do so under the contract or other applicable law.

12 2. Article 2 requires receipt of notice, but this section requires "giving" notice. The receipt
13 standard creates potential uncertainty and the party here is merely exercising a contractual right. The
14 uncertainty is especially important in online or Internet situations where the current or actual location of
15 many users may be difficult or impossible to ascertain.

16 3. Under subsection (b), termination of access contracts does not require notice. In these
17 cases, the contractual rights granted to the licensee are to access a resource owned by the licensor. When
18 the contract terminates, the access privilege also terminates. This is consistent with current law in reference
19 to licenses of this type. See *Ticketron Ltd. Partnership v. Flip Side, Inc.*, No. 92-C-0911, 1993 WESTLAW
20 214164 (ND Ill. June 17, 1993) (termination of access to ticket services through licensor owned facilities).
21 In fact, in many cases, unless the contract otherwise provides, a license to use resources or property of the
22 licensor is subject to termination at will. Of course, the concept of termination refers to events not
23 associated with breach. Where the reason to end the access relates to the existence of a breach, the section
24 on discontinuing access controls.

25 4. The language in the last part of (c) sets out a standard for measuring the validity of
26 contract provisions relating to time, place and method of termination notice. Current Article 2 allows the
27 dispensing with notice if the term is not unconscionable. Subsection (c) retains that concept. In addition,
28 however, Article 2B refers to concepts set out in Article 9-501 allowing standards to be set for notification.
29 As in Article 9, that standard creates substantial room for effective exercise of contract freedom. The
30 subsection invalidates waivers that are unconscionable, but allows specification of standards for notice
31 subject to a standard of manifest unreasonableness.

32
33 **SECTION 2B-628. TERMINATION: ENFORCEMENT AND**
34 **ELECTRONICS.**

35 (a) On termination of a license, a party in possession or control of information,
36 materials, or copies which are the property of the other party or are subject to a
37 contractual obligation to be returned, shall return all materials and copies or hold them for
38 disposal on instructions of the party to whom the materials are to be returned. If
39 information, materials, or copies are jointly owned, the party in possession or control
40 shall make the information, materials, or copies available to the other joint owner.

41 (b) If the information, materials, or copies were subject to restrictions on use or
42 disclosure, the party in possession or control following termination shall cease continued
43 exercise of the terminated rights. Termination discontinues all rights of use under the

1 license. Continued exercise of the terminated rights or other use is a breach of contract
2 unless it is authorized by a contractual term that survives cancellation or which was
3 designated in the contract as irrevocable.

4 (c) Each party is entitled to enforce its rights under subsection (a) and (b) by
5 judicial process. To the extent necessary to enforce those rights, a court may order the
6 party or an officer of the court to:

7 (1) take possession of copies or any other materials to be returned;

8 (2) render unusable or eliminate the capability to exercise rights in the
9 licensed information and any other materials to be returned without removal;

10 (3) destroy or prevent access to any record, data, or files containing the
11 licensed information and any other materials to be returned under the control or in the
12 possession of the other party; and

13 (4) require that the party in possession or control of the licensed
14 information and any other materials to be returned assemble and make them available to
15 the other party at a place designated by that other party or destroy records containing the
16 materials.

17 (d) In an appropriate case, the court may grant injunctive relief to enforce the
18 rights under this section.

19 (e) A party may utilize electronic means to enforce termination under Section 2B-
20 314. If termination is for reasons other than expiration of the license period or the
21 happening of an agreed event, the party terminating the contract by electronic means shall
22 reasonably notify the other party before using the electronic means either directly or
23 through the electronic means.

24 **Uniform Law Source:** None.

25 **Reporter's Notes:**

26 1. This section only deals with licenses. Subsection (a) states the unexceptional principle that
27 the expiration of the contract term justifies immediate termination of contract rights and performance.

28 2. Termination differs from cancellation in that cancellation applies only in cases of ending a
29 contract for breach. Subsection (e) deals with electronic means to enforce contract rights, a phenomenon present
30 in digital information products, but not generally available in more traditional types of commercial products.
31 The provisions here involve use of electronics to enforce contract rights that are not characterized by enforcing

1 a breach of the agreement. Enforcement in the event of breach is dealt with in 2B-715 and 716.

2 3. The ability to use electronic means to effectuate a termination does **not** allow use of those
3 means to destroy or recapture records, but merely enables the licensor to preclude further use of the information.
4 Section 2B-314 requires notice in the contract, except in stated cases. The electronic means to enforce
5 termination would include, for example, a calendar or a counter that monitors and then ends the ability to use
6 a program after a given number of days, hours, or uses, whichever constitutes the applicable contract term.

7 **Illustration 1:** Sun licenses Crocker to use a word processing system for one use; the system
8 operates through the Internet and the use of mini-program modules that are downloaded into
9 the system as needed and remain in the system for brief periods. The license as to each applet
10 terminates at the end of its brief use period. This section allows the use of electronic means
11 to effectuate that termination.
12

13 **PART 7**

14 **REMEDIES**

15 **[A. In General]**

16 **SECTION 2B-701. REMEDIES IN GENERAL.**

17 (a) The rights and remedies provided in this article are cumulative, but a party
18 may not recover more than once for the same injury.

19 (b) Unless the contract contains a term liquidating damages, a court may deny or
20 limit a remedy if, under the circumstances, it would put the aggrieved party in a
21 substantially better position than if the other party had fully performed.

22 (c) If a party is in breach of contract, whether or not material, the other party has
23 the rights and remedies provided in the agreement and this article, but the aggrieved ~~party~~
24 party must continue to comply with contractual use restrictions. Unless the contract so
25 provides, the aggrieved party also has the rights and remedies available to it under other
26 law.

27 **Uniform Law Source: Section 2A-523.**

28 **Reporter's Note:**

29 Changes Since the June Draft:

30 **a.** The new language in current (c) was moved here from Section 2B-601(e)(2) in the June Draft
31 with no substantive change.

32 **b.** Former subsection (a) was deleted because it repeats language and concepts already in Article
33 1.

34 **c.** Former (d) was deleted since the concept is handled in the specific remedies and damages
35 sections.

36 General Notes:

37 **1.** The basic theme of contract remedies is set out in Article 1. The goal is to place an aggrieved
38 party in the position that would occur if performance had occurred as agreed. This is stated in UCC Section 1-
39 106(1) which provides that "remedies ... shall be administered to the end that the aggrieved party may be put
40 in as good a position as if the other party had fully performed." This Draft has been amended to not restate that
41 basic principle here, relying instead on the principle that Article 1 rules apply unless expressly displaced.

42 **2.** Subsection (a) affirms that the remedies in this article are cumulative and there is no concept
43 of election of remedies such as would bar seeking multiple forms of remedy. This is a fundamental approach

1 in the UCC and expressed in Section 2A-501(4) as to leases.

2 3. Subsection (b) gives a court a limited right to deny a remedy if it would place the injured party
3 in a substantially better position that performance would have. This is a general review power given to the
4 court. It does not justify close scrutiny by a court of the remedies chosen by an injured party, but only a broad
5 review to prevent substantial injustice. The basic remedies model adopted here gives the primary right of choice
6 to the injured party, not the court, and uses the substantial over-compensation idea as a safeguard. The limiting
7 reference to “substantially” better position has been extensively debated in the Article 2 Drafting Committee
8 and, in the current draft, remains used as a reference point consistent with the idea of allows the parties, rather
9 than the court, to elect among the remedies provided.

10
11 **SECTION 2B-702. CANCELLATION.**

12 (a) A party may cancel a contract if the other party’s conduct constitutes a
13 material breach of contract which has not been cured or if the agreement so provides.

14 (b) Cancellation is not effective until the canceling party notifies the other party
15 of cancellation.

16 (c) On cancellation the following rules apply:

17 (1) A party in possession or control of information, materials, or copies
18 shall comply with Section 2B-628.

19 (2) All obligations that are executory at the time of cancellation are
20 discharged.

21 (3) The rights, duties, and remedies described in Section 2B-626(b)
22 survive.

23 (d) A contractual term providing that a party’s rights may not be canceled is
24 enforceable and precludes cancellation as to those rights. However, a party whose right to
25 cancel is limited retains all other rights and remedies under the agreement or this article.

26 (e) Unless a contrary intention clearly appears, language of cancellation,
27 rescission, or avoidance or similar language is not a renunciation or discharge of any
28 claim in damages for an antecedent breach of contract.

29
30
31
32 **Uniform Law Source: 2A-505; Sections 2-106(3)(4), 2-720, 2-721. Revised.**

33 **Selected Issue:**

34 1. **Should rights granted by a licensee under authorized licenses to third parties survive**
35 **cancellation?**

36 2. **Should the Draft alter current Article 2 and require notice before cancellation since**
37 **cancellation requires material breach or an event defined in the contract as sufficient to allow**
38 **cancellation?**

1 **Reporter's Note:**

2 **Drafting committee was commended for creating a logical structure without repetition or conflict in the**
3 **remedies sections !!!!!!!!!!!**

4 1. Cancellation means putting an end to the contract **for breach** and is distinct from termination
5 (this terminology is not necessarily common in licensing practice, which tends to treat ending the contract for
6 breach as a termination of the contract). In this article, the right to cancel exists **only** if the breaching party's
7 conduct constitutes a **material breach** of the entire contract **or** if the contract creates the right to cancel under
8 the circumstances. There is substantial case law in licensing and other contexts on this point. The concept of
9 a breach material as to the entire contract is also found in Article 2A (Section 2A-523) and Article 2 (installment
10 contracts). Interestingly, Article 2A defines any failure to pay rent as such a breach, while this draft treats non-
11 payment of fees as material only if substantial. The primary issue in this section concerns whether the injured
12 party must give notice to the other party before the cancellation for material breach is effective.

13 2. In an ongoing relationship, the remedy of cancellation is important in two different ways.
14 First, it is important to the injured party because it ends the party's duty to continue to perform executory
15 obligations under the agreement. Thus, for example, cancellation in a continuous access contract would end the
16 access provider's obligation to continue to make access available. Second, in licenses that involve intellectual
17 property rights, cancellation ends the contractual permission to utilize the information in ways that would
18 otherwise infringe the licensor's intellectual property rights. This creates the possibility of intellectual property
19 remedies for infringement that co-exist with contractual remedies for breach. This is true because, at least in
20 most cases, cancellation of a license coupled with continued use (e.g., copying) by the licensee infringes the
21 property rights of the transferor. In practice, in licensing, contract damages are often not sought because a
22 licensor relies on the infringement claim, rather than on contract law for recovery, but both types of recovery
23 exist and the ability to cancel the license may trigger the intellectual property recovery right. See Schoenberg
24 v. Shapolsky Publishers, Inc., 971 F.2d 926 (2d Cir. 1992); Costello Publishing Co. v. Rotelle, 670 F.2d 1035,
25 1045 (D.C. Cir. 1981); Kamakazi Music Corp. v. Robbins Music Corp., 684 F.2d 228 (2d Cir.1982). Damages
26 for copyright infringement include "actual damages suffered by [the copyright owner] as a result of the
27 infringement **and** any profits of the infringer that are attributable to the infringement and are not taken into
28 account in computing the actual damages...." 17 U.S.C. ' 504(b). There is also a statutory damages provision.

29 A license is a permit granted by the licensor to the licensee that allows the licensee to use, access or
30 take whatever other actions are contracted for with respect to the intangibles without threat of infringement
31 action by the licensor. If the license terminates, that "defense" dissolves; a licensee who continues to act in a
32 manner inconsistent with any underlying intellectual property rights of the licensor exposes itself to an
33 infringement claim. Intellectual property remedies are in addition to contract remedies. The infringement and
34 the contract remedies deal with a different injury (breach of contract expectation or damage to exclusive rights).

35 3. The right to cancel **also** affects judicial jurisdiction issues if the information is covered by
36 federal intellectual rights. An infringement claim places the licensor within **exclusive** federal court jurisdiction.
37 See Schoenberg v. Shapolsky Publishers, Inc., 971 F.2d 926 (2d Cir. 1992). Schoenberg comments: "If the
38 breach would create a right of rescission, then the asserted claim arises under the Copyright Act." In order to
39 sue for infringement (in addition to or in lieu of the breach of contract), the licensor must establish that the
40 contract no longer grants permission to the licensee to do what it alleges that the licensee is doing. A contract
41 claim arises under state law and comes under federal jurisdiction under diversity or pendent jurisdiction
42 concepts.

43 4. Of course, the fact that a material breach occurred does not require the injured party to cancel.
44 It may continue to perform and collect damages under other remedial provisions. Under the section dealing
45 with cure, the ability to cure a material breach is subject to the injured party's right to cancel. Thus, there is
46 no obligation to wait for a possible cure. Cancellation may be immediate. However, if cure precedes
47 cancellation, cure precludes cancellation.

48 5 Cancellation is effective when the injured party notifies the other party. In a single delivery
49 in the mass market, refusal of delivery itself provides the required notice. More generally, since the right to
50 cancel arises in the event of a **material** breach, the equities favor flexibility for the injured party.

51 Yet, the draft does not allow cancellation without any effort to notify the breaching party. "Notifies"
52 is defined in Article 1 (1-201(26)) as taking steps reasonably required to inform the other party of the fact, but
53 does not require **receipt** of the notice. An obligation to ensure receipt would be inconsistent with the balance
54 of rights here and other law, such as in Article 9. Since cancellation requires a material breach, however, the
55 Committee should consider whether a precondition of notice should be imposed at all or whether cancellation
56 without notice is appropriate. That requirement apparently does not exist in current Article 2.

57 6. Subsection (d) clarifies the enforceability of contract terms that provide that a licensee's right
58 cannot be canceled, even for material breach. This type of remedy limitation is especially common in
59 transactions where the licensee contemplates distribution of the information product developed or licensed by
60 the other party and makes a significant investment in developing the information product based on the license.
61 The non-cancellation term has as much or more importance in information industries as does the refund and
62 replacement term in transactions involving the sale of goods.

63 7. Subsection (e) is from current Article 2.

1
2 **SECTION 2B-703. CONTRACTUAL MODIFICATION OF REMEDY.**

3 (a) An agreement may add to, limit, or provide a substitute for the measure of
4 damages recoverable for breach of contract or limit a party's other remedies, such as by
5 precluding the party's right to cancel or limiting the remedies to return of all copies of
6 the information and refund of the contract fee, or repair and replacement of copies of the
7 information.

8 (b) Resort to a modified or limited remedy is optional unless the remedy is
9 expressly agreed to be exclusive. An exclusive remedy precludes resort to any other
10 remedies under this article. However, if an exclusive remedy requires performance by the
11 party that breached the contract and the performance of that party in providing the agreed
12 remedy fails to give the other party the remedy, the aggrieved party is entitled to specific
13 enforcement of the agreed remedy or, to the extent that the performance failed to provide
14 the agreed remedy and subject to subsection (c), to other remedies under this article.

15 (c) Failure or unconscionability of an agreed remedy does not affect the
16 enforceability of separate terms disclaiming or limiting consequential or incidental
17 damages [unless those terms are expressly made subject to] [if those terms are expressly
18 made independent of] the performance of the agreed remedy.

19 (d) Consequential damages and incidental damages may be excluded or limited
20 by agreement unless the exclusion or limitation is unconscionable. A conspicuous term
21 enforceable under this section is not subject to invalidation under Section 2B-308(b).

22 **UNIFORM LAW SOURCE: Section 2-719 (revised).**

23 **COMMITTEE ACTIONS:**

24 a. Motion to adopt language precluding disclaimer of consequential damages relating to
25 personal injury, rejected; vote of 2 - 8.

26 b. Considered in June 1997 with consideration of whether failure of exclusive remedy
27 should assume failure of consequential damages limiting clause unless the clauses are expressly indicated to
28 be independent.

29 **REPORTER'S NOTE:**

30 Changes Since the June Meeting:

31 Subsection (c) proposes a resolution of a heavily litigated issue about the relationship between
32 exclusive remedy and consequential damage limiting clauses. See Reporter's Note 4. During the June
33 meeting of the Drafting Committee, this approach was discussed extensively with the Committee asking the
34 Reporter to consider whether this approach should be retained or whether there should be a presumption that
35 the two clauses are dependent unless the contract expressly provides that they are independent clauses. The

1 alternative formulation has not been fully considered by the Reporter or the Committee. It would state
2 something along the following lines as a substitute for current subsection (c): “Failure or unconscionability
3 of an agreed remedy precludes enforcement of terms limiting or excluding consequential or incidental
4 damages unless those terms are expressly described as independent of the other agreed remedy.”

5 General Notes:

6 1. Subsection (a) validates the ability of parties to contractually limit remedies. It generally
7 conforms to current law. Subsection (a) also lists an additional remedy (non-cancellation) relevant in
8 information transactions, but not in sale of goods law. The list in subsection (a) is not an exclusive
9 statement of appropriate option, but provides guidance on what options are clearly acceptable, if performed
10 by the party seeking to enforce the limited remedy.

11 This Draft follows current Article 2 in providing that exclusion or limitation of **consequential**
12 **damages** is permitted unless the clause doing so is unconscionable. In information contracts, unlike in
13 reference to transactions involving the sale of goods, there does not exist a body of law applying contract
14 breach principles to create liability for personal injury for the information provider. In fact, in dealing with
15 informational content, most cases do not provide for personal injury recovery, even under tort theories.
16 Where the subject matter involves computer software, as compared to informational content, there is a
17 similar lack of case law creating liability for personal injury claims. Additionally, most cases where
18 personal injury risk is clearest in reference to computer software (e.g., embedded software operating
19 automobile brake systems) are not within the scope of Article 2B (see 2B-103). Under these
20 circumstances, the draft does not adopt the sales law presumption that exclusion of loss for personal injury
21 in **consumer** cases is prima facie unconscionable. An assumption that limitation of such loss is wrongful is
22 not appropriate since the availability of such a remedy is not generally established in law. On the other
23 hand, the Draft does provide that personal injury in appropriate cases does fall within the definition of
24 consequential damages. **The Draft simply takes no position on the issue of the conscionability of**
25 **excluder clauses.**

26 2. Subsection (b) begins with language from current article 2: a contractual remedy is not the
27 exclusive remedy unless the terms of the contract expressly so provide. The second sentence of subsection (b),
28 however, reflects modern case law and clarifies the test for failure of a remedy under current Article 2. Current
29 Article 2 provides that a contractual limit is eliminated if the circumstances "cause an exclusive agreed remedy
30 under subsection (a) to fail of its essential purpose". This language has led to a myriad of case law rulings and
31 does not clearly describe what is at issue in failed remedy cases.

32 The need for clarification was suggested from the floor of the NCCUSL meeting in 1995. The basic
33 principle in this subsection is that, if a party agrees to specified performance as an exclusive remedy in lieu of
34 other remedies, its failure or inability to perform its that agreement on remedies both vitiates the exclusive
35 nature of the remedy limitation or allows specific performance at the aggrieved party's option.

36 3. This Draft follows current law under Article 2 in that it does not restrict the ability of the
37 parties to control their remedies by contract through a statutory concept that there must be a so-called
38 “minimum adequate remedy”. Under current law, that phrase appears only in comments to Section 2-719. In
39 some reported cases, those comments have been used as a basis to challenge contractual remedy limitations,
40 but the challenges have been effective in only a few cases and typically only if the remedy limitation essentially
41 denies any remedy to the party. That being said, the standards for what constitutes a “minimum adequate
42 remedy” are not clearly delineated either in current comments the Article 2 of in the reported cases. See, e.g.,
43 **Cognitest** case.

44 The Comments to current Article 2-719 tie the idea of a minimum adequate remedy to two legal
45 analyses, both of which are present under this Draft. In one respect, they seem to refer to an idea of a failure
46 of mutuality or consideration and resulting questions about the enforceability of the entire contract. (e.g., “If
47 the parties intend to conclude a contract for sale ... they must accept the legal consequence that there be at least
48 a fair quantum of remedy ...”). Alternatively, the concept is connected in the comments to the idea of
49 unconscionability, a standard against which all contract clauses are tested in this Article. (e.g., “Thus any clause
50 purporting to modify or limit the remedial provisions of this Article in an unconscionable manner is subject to
51 deletion ...”).

52 Since these generally applicable and more widely accepted themes remain present in reference to all
53 contract, the decision to not elevate the commentary to statutory law avoids creating a new and undefined basis
54 for invalidating important contract terms without substantively altering the rights of the parties under current
55 law.

56 The provision regarding exclusive remedies in this context is exclusive only as to contractual remedies,
57 it does not refer to being exclusive as to all “rights” of a party, such as the right to prohibit use or copying, or
58 disclosure unless the contract expressly so provides. See Section 2B-701(e)

59 4. **Subsection (c)** provides a basis for resolving an issue that yields inconsistent results in
60 reported decisions under Article 2. That situation involves an interpretation problem where a contract contains
61 both a limited, exclusive remedy and a contractual exclusion of consequential damages. Cases split on whether
62 in such situations a failure of the exclusive remedy also invalidates the consequential damages exclusion. Most
63 states holding that the failure of one remedy does not necessarily exclude enforceability of the other limitation.

1 This is essentially a contract interpretation issue in that it asks whether the one contract clause is dependent (or
2 independent) of the other clause.

3 The resolution proposed in this Draft is that the two clauses are considered to be independent unless
4 the contract expressly links them as dependent clauses.
5

6 **SECTION 2B-704. LIQUIDATION OF DAMAGES; DEPOSITS.**

7 (a) Damages for breach of contract by either party may be liquidated in an
8 amount that is reasonable in the light of either the actual loss or the then anticipated loss
9 caused by the breach and the difficulties of proof of loss in the event of breach. A term
10 fixing unreasonably large liquidated damages is unenforceable. If a term liquidating
11 damages is unenforceable, the aggrieved party has the remedies provided in the
12 agreement or this article. However, the unenforceability of that term does not affect the
13 enforceability of separate terms limiting or excluding consequential damages or
14 incidental damages unless the separate terms are expressly made subject to the liquidated
15 damages terms.

16 (b) A party in breach of contract is entitled to restitution of the amount by which
17 the payments it made for which performance was not received exceeds the amount to
18 which the other party is entitled under terms liquidating damages in accordance with
19 subsection (a).

20 (c) A party's right under subsection (b) is subject to offset to the extent that the
21 other party establishes a right to recover damages under the agreement or this article other
22 than under the terms liquidating damages in accordance with subsection (a) and the
23 amount or value of any benefits received by the other party ~~licensee~~ directly or indirectly
24 by reason of the contract.

25 **Uniform Law Source: 2-718. Revised.**

26 **Committee/ Other votes:**

27 a. At the annual meeting, in reference to Article 2, that Drafting Committee accepted a motion
28 from the floor to clarify that no after the fact determination of excessive or too minimal damages is
29 intended.

30 b. At the June 1997 meeting, the Drafting Committee by consensus agreed to delete a restitution
31 formula contained in current Article 2, but which has had limited or non-existent use.

32 **Reporter's Note:**

33 This draft continues the presumption that contractual choices should be enforced unless there is a clear, contrary
34 policy reason to prevent enforcement or there is over-reaching. If the choice made by the parties was based on
35 their assessment of choices at the time of the contract, that choice should be enforced. A court should not revisit
36 the deal after the fact and disallow a contractual choice because the choice later appeared to disadvantage one

1 party. In essence, if two commercial parties negotiate the clause, it is essentially per se reasonable. The
2 comments will describe this approach.
3

4 **SECTION 2B-705. STATUTE OF LIMITATIONS.**

5 (a) An action for breach of contract under this article must be commenced within
6 the later of four years after the right of action accrues or one year after the breach was or
7 should have been discovered, but no longer than five years after the right of action
8 accrued. By agreement, the parties may reduce the period of limitations to not less than
9 one year after the right of action accrues and may extend it to a term of not longer than
10 eight years.

11 (b) A right of action accrues when the act or omission ~~constituting the breach~~
12 occurs or should have occurred constituting the breach, even if the aggrieved party did
13 not know of the breach. Except as provided in subsection (c), ~~B~~breach of warranty occurs
14 when the activation of rights occurs. However, if a warranty explicitly extends to future
15 conduct, breach of warranty occurs when the conduct that constitutes the breach of
16 warranty occurs or should have occurred, but not later than the date the warranty expires.

17 (c) A right of action for breach of warranty under Section 2B-401, an express
18 warranty covering similar subject matter as Section 2B-401, a warranty against third
19 party claims for libel, defamation or the like, or for a breach of contract involving
20 disclosure or misuse of confidential information accrues on the earlier of when the act or
21 omission constituting the breach is or should have been discovered by the aggrieved
22 party. A right of action for a failure to provide an indemnity accrues on the earlier of
23 when the act or omission that constitutes a breach of the obligation to indemnify is or
24 should have been discovered by the indemnified party.

25 (d) This section does not apply to a right of action that accrued before the
26 effective date of this article.

27 **Uniform Law Source: Section 2A-506; 2-725. Revised.**

28 **Reporter's Note:**

29 Changes Since the June Meeting:

30 a. Subsection (c) was amended to reflect concerns expressed about similar types of warranty
31 and other breaches that would not necessarily be covered under traditional Article 2 language.

1 **General Notes:**

2 1. This section combines a discovery rule with a rule of repose. The discovery rule extends the
3 limitations period for one additional year if applicable.

4 2. The cause of action as a general rule in this draft when the conduct constituting a breach
5 occurs. In ordinary warranties, including all implied warranties, the warranty is met or breached on delivery
6 of a product or service, even if the performance problem may not appear until later. Performance, in the sense
7 of ongoing operation of a program, is not the measure of when the breach occurs. Performance in the sense of
8 completion of one's required conduct in the transaction is the measure.

9 3. This draft follows Article 2A and Article 2 and adopts a four year limit for the contract action,
10 but allows extension by one year if the breach could not have been discovered earlier. Article 2A uses a
11 "discovery" rule. In a license, this can create an extended period of exposure to suit because of the long term
12 nature of the contract and because many defects in software and similar intangibles do not become manifest
13 until particular conditions arise. Additionally, of course, breaches occur during the contract performance and
14 do not relate to circumstances present at the first delivery of a copy. Article 2 uses a time of transfer rule for
15 when the cause of action arises, except in cases where warranty extends to future performance and the breach
16 cannot be discerned until that performance occurs. In most warranty cases, the breach of warranty arises on
17 delivery. See Intermedics, Inc. v. Ventritex, Inc., No. C 90 20233 JW (WDB), 1993 WESTLAW 170362 (N.D.
18 Cal. Apr. 30, 1993) (cause of action for contract breach related to the misappropriation would not entail a
19 continuing breach); Computer Associates International, Inc. v. Altai, Inc., (Tex. 1994) (Texas would not apply
20 a "discovery rule" to delay tolling of a statute of limitations in trade secret misappropriation claim). A three
21 year statute barred a cause of action for appropriation of the secrets contained in a computer program.

22 4. Subsection (a) applies the basic principle of contract freedom and holds that parties can
23 contract for a longer period of limitations than under the statute. Modern practice routinely allows and relies
24 on "tolling agreements" in contractual disputes. The basic issue is whether a contract can extend as well as limit
25 the term. The draft allows extension with a eight year maximum.

26 5. This section deletes the "future performance" remedy exception as defined in current Article
27 2 and substitutes a standard that avoids the litigation that the current standard generates. In current Article 2,
28 the time of accrual standard is dropped entirely if a warranty extends to future performance.
29

30 **SECTION 2B-706. LIABILITY OVER:**

31 ~~_____ (a) In this section:~~

32 ~~_____ (1) "Indemnified party" means a party that has a right of action over~~
33 ~~against another party based on a claim brought by a third party.~~

34 ~~_____ (2) "Indemnifying party" means a party liable to the indemnified party~~
35 ~~because of the third-party claim.~~

36 ~~_____ (b) If a indemnified party is sued by a third party other than for infringement, the~~
37 ~~indemnified party must notify the indemnifying party of the litigation. If the notice states~~
38 ~~that the indemnifying party may come in and defend and that if it does not do so the~~
39 ~~indemnifying party will be bound in any action between the indemnifying party and the~~
40 ~~indemnified party by any determination of fact common in the two litigations, the~~
41 ~~indemnifying party is bound by any determinations of fact in the litigation unless the~~
42 ~~indemnifying party after reasonable receipt of the notice comes in and defends.~~

43 ~~_____ (c) If a indemnified party receives notice of litigation against it for infringement,~~
44 ~~relating to information provided by the indemnifying party, the following rules apply:~~

45 ~~_____ (1) Unless the indemnifying party has notified it of the litigation, the~~
46 ~~indemnified party shall promptly notify the indemnifying party of the litigation.~~

47 ~~_____ (2) If the indemnifying party is answerable over to the indemnified party~~
48 ~~for the claim or the contract is a nonexclusive license, the indemnifying party has a right~~
49 ~~to take over control of the litigation, including settlement, if it demands in a record that~~
50 ~~the licensee turn over control and:~~

51 ~~_____ (A) the demand states that the indemnifying party will bear all of~~
52 ~~the expenses and satisfy any adverse judgment or settlement; and~~

53 ~~_____ (B) the indemnifying party provides adequate assurance of its~~
54 ~~capability to do so.~~

55 ~~_____ (3) A indemnified party is barred from any remedy or recovery from or~~
56 ~~against the indemnifying party for liability established by the litigation if it fails to notify~~
57 ~~the indemnifying party of the litigation or refuses to turn over control of the litigation to~~

1 ~~the indemnifying party when presented with a demand that complies with subsection~~
2 ~~(c)(2).~~

3 ~~Uniform Law Source: Section 2A-516, 2-607. Revised.~~

4
5 **[B. Damages]**

6
7 **SECTION 2B-707. MEASUREMENT OF DAMAGES IN GENERAL.**

8
9 (a) If there is a breach of contract, an aggrieved party may recover as [direct] [general] damages,
10 compensation the loss resulting in the ordinary course from the breach as measured in any reasonable
11 manner, together with the present value of any incidental and consequential damages, less the present value
12 of expenses avoided as a result of the breach of contract.

13 (b) The remedy for breach of contract relating to disclosure or misuse of information in which the
14 aggrieved party has a right of confidentiality or which it holds as a trade secret may include compensation
15 for the benefit received by the party in breach as a result of the breach. A remedy under the agreement or
16 this article for breach of confidentiality or misuse of a trade secret is not exclusive and does not preclude
17 remedies under other law, including the law of trade secrets, unless the agreement expressly so states.

18 (c) Except as otherwise provided in the agreement or this article, an aggrieved party may not
19 recover compensation for that part of a loss that could have been avoided by taking measures reasonable
20 under the circumstances to avoid or reduce loss, including the maintenance before breach of contract of
21 reasonable systems for backup or retrieval of information. The burden of establishing a failure to take
22 reasonable measures under the circumstances is on the party in breach.

23 (d) In a case involving published informational content, neither party is entitled to consequential
24 damages unless the agreement expressly so provides.

25 **Committee Notes:**

- 26 a. Voted 7-6 in March, 1996 to allow consequential damages only in cases where the parties agreed
27 to provide for that remedy.
28 b. Voted 14-0 in September, 1996, to return to consequential damages rule of common law, but to
29 consider specific types of circumstances in which consequential damages should be allowed only if
30 agreed to by the parties.
31 c. Voted 5-7 in December, 1996, to reject a motion to reverse the consequential damages presumption
32 in the case of a battle of forms.
33 d. Consensus to retain the exception for consequential damages in reference to published
34 informational content. (December, 1996)
35 e. Reviewed without substantive change or comments in June, 1997. Subsection (a) subsequently
36 edited without substantive change in response to harmonization meeting in June.

37 **Reporter's Notes:**

38 Changes Since the June Draft:

- 39 a. Subsection (a) was rewritten to correspond to the general damages standard contained in
40 current law and delete details that were not needed.

41 General Notes:

42
43 1. Subsection (a) defines a broad approach to remedies intended to cover the myriad of contexts
44 that are potentially encountered within this Article. Unlike in current Article 2, reliance on formula-driven
45 damage computation is often not appropriate in Article 2B. Breach does not always or even primarily entail
46 defects in delivered products or failures to pay by a recipient (e.g., buyer). The Article covers a wide range of
47 performances and this section allows a court and a party to resort to general, common sense approaches to

1 damage computation for such occurrences. Comments to the eventual Act will provide illustrations of
2 approaches to the computation of damages derived from reported license breach cases.

3 2. Article 2A-523(2) provides for recovery of “the loss resulting in the ordinary course of events
4 from the lessee’s default as determined in any reasonable manner ... less expenses saved in consequence of the
5 lessee’s default.” The UNIDROIT Principles provide: “[An aggrieved party] is entitled to full compensation for
6 harm sustained as a result of the non-performance. Such harm includes both any loss which it suffered and any
7 gain of which it was deprived, taking into account any gain by the aggrieved party resulting from its avoidance
8 of cost or harm.” UNIDROIT art. 7.4.2.

9 3. A party may elect to use the measure of damages in (a) in the case of either material or non-
10 material breach. This is subject to general limitations on double recovery and the like. However, the principle
11 is that the aggrieved party controls the choice, while the court (or jury) controls the computation. The
12 Restatement (Second) provides for computation of damages in the following manner: “Subject to [limitations],
13 the injured party has a right to damages based on his expectation interest as measured by: (a) the loss in the
14 value to him of the other party’s performance caused by its failure or deficient, **plus** (b) any other loss,
15 including incidental or consequential loss, caused by the breach, **less** (c) any cost or other loss that he has
16 avoided by not having to perform.”

17 4. Subsection (a) maintains the distinction between general or direct damages and consequential
18 damages. The measurement provided here is intended to relate only to direct loss and the definition suggested
19 in 2B-102 should be considered in placing limitations on this concept. That definition provides: “Direct
20 [general] damage” means compensation for losses to a party consisting of the difference between the value of
21 the expected performance and the value of the performance received.” Direct [or general] damage refers to the
22 value of the performance received, while consequential loss refers to foreseeable losses resulting from the
23 inability to use the performance.

24 The Restatement (Second) of Contracts defines recoverable damages as consisting of three elements:
25 (a) the loss in the value to him of the other party’s performance caused by its failure or deficiency, plus (b) any
26 other loss, including incidental or consequential loss, caused by the breach, less (c) any cost or other loss that
27 he has avoided by not having to perform. Restatement (Second) of Contracts § 347.

28 **Illustration 1:** OnLine Corp. provides access to stock market price quotations for a fee of
29 \$1,000 per hour. It fails to have the system available during a period that proves to be critical
30 for Meri-Lynch, a client, during a ten minute period. Meri-Lynch can recover as direct
31 damages under this formula, the value of the breached performance (e.g., the difference in
32 the value of the monthly performance if perfect and as delivered), but losses from not being
33 able to place profitable investments during the ten minute period are consequential damages,
34 if recoverable at all.

35 **Illustration 2:** Sizemore Software licensed its database software to General Motors,
36 restricting the licensed use to no more than twenty simultaneous users. General Motors used
37 the system with an average of twenty two simultaneous users over a two month period.
38 Sizemore can recover as direct damages the difference in the value of a twenty-two person
39 license for the applicable term and the value of the twenty person license, or may recover the
40 value difference as measured in any reasonable manner. The excessive use is also likely to
41 constitute copyright infringement.

42 5. Subsection (c) requires mitigation of damages and places the burden of proving a failure to
43 mitigate on the party asserting the protection of the rule. The idea that an injured party must mitigate its
44 damages permeates contract law jurisprudence, but has never previously been stated in the UCC. The basic
45 principle flows from the idea that remedies are not punitive in nature, but compensatory. Especially in context
46 of the information products considered here, the need to consider whether mitigating efforts occurred are
47 significant given the potentially wide ranging losses that breach might entail.

48
49
50 6. This draft excludes consequential damages for “published informational **content**.” As noted
51 elsewhere, published informational (Internet and newspaper) invokes many fundamental and important values
52 of our society. Whether characterized under a First Amendment analysis or treated as a question of simple social
53 policy, our culture has a valued interest in promoting the dissemination of information, this Article should take
54 a position that strongly advocates support and encouragement of broad distribution of information content to
55 the public. Indeed, a decision to do otherwise would place this Article in diametric contrast to how modern law
56 has developed. One aspect of promoting publication of information is to reduce the liability risk; that principle
57 has generated a series of Supreme Court rulings that deal with defamation and libel. Beyond the global concern
58 about encouraging information flow, there are other principles that suggest the same result. As indicated in the
59 definition of published informational content, the context involves one in which the content provider does not
60 deal directly with the data recipient in a setting involving special reliance interests. The information is merely
61 compiled and published. That activity should be sustained. Furthermore, the information systems of this type
62 are typically low cost and high volume. They would be seriously impeded by high liability risk. Finally, with
63 few exceptions, modern law recognizes the liability limit even under tort law and the exclusion would merely

1 decline to change the law on this issue. The Restatement of Torts, for example, limits exposure for negligent
2 error in data to cases involving an intended recipient and even then to “pecuniary loss” which courts typically
3 interpret as direct damages.

4 **Illustration 3:** Dow Jones distributes general stock market and financial transaction
5 information through sales of newspapers and in an on-line format for a fee of \$5 per hour or
6 \$1 per copy. Dow, the financial officer of Dupond, reviews information in the online system
7 and relied on an error to trade 1 million shares of Acme at a price that caused a \$10 million
8 loss. If Dupond was in a situation of special reliance on Dow Jones, the consequential loss
9 would be recoverable. If this is published content, Dupond cannot recover for the
10 consequential loss.

11 **Illustration 4:** Disney licenses a motion picture to Vision Theaters. Vision shows the movie
12 to audiences under a ticket contract that qualifies as an access contract (e.g., on-line). One
13 member of the audience who pays five dollars hates the movie and spends a sleepless week
14 because the movie was more violent than expected. That audience member should have no
15 recovery at all, but if it can show that there was a breach, the individual could not recover
16 consequential loss because this is published content. If liability for a violent movie exists, it
17 exists only under tort law.
18

19 **SECTION 2B-708. LICENSOR'S DAMAGES.**

20 (a) Except as otherwise provided in subsection (b), for a material breach of
21 contract by a licensee, the licensor may recover as damages compensation for the
22 particular breach or, if appropriate, as to the entire contract, the sum of the following:

23 (1) as [direct] [general] damages, the value of accrued and unpaid contract
24 fees or other consideration for any performance rendered by the licensor for which the
25 licensor has not received the contractual consideration, plus:

26 (A) the present value of the total unaccrued contract fees or other
27 consideration required for the remaining contractual term, less the present value of
28 expenses saved as a result of the licensee's breach;

29 (B) the present value of the profit and general overhead which the
30 licensor would have received on acceptance and full payment for the performance that
31 was to be delivered to the licensee under the contract and was not accepted to or delivered
32 to the licensee because of an improper refusal or a repudiation of the contract; or

33 (C) damages calculated pursuant to Section 2B-707; and

34 (2) the present value of any consequential and incidental damages, as
35 permitted under the agreement or this article, determined as of the date of entry of the
36 judgment.

37 (b) If the breach of contract makes possible a substitute transaction concerning

1 the same subject matter that would not have been possible in the absence of breach, the
2 damages in subsection (a) must be reduced by due allowance for the proceeds of any
3 actual substitute transaction or the market value of the substitute transaction made
4 possible because of the breach, less the costs of the substitute transaction.

5 (c) The date for determining present value of unaccrued contract fees and date for
6 determining the sum of accrued contract fees under subsection (a) is:

7 (1) if the initial activation of rights never occurred, the date of the breach
8 of contract;

9 (2) if the licensor cancels and discontinues the right to possession or use,
10 the date the licensee no longer had the actual ability to use the information; or

11 (3) if the licensee's rights were not canceled or discontinued by the
12 licensor as a result of the breach, the date of the entry of judgment.

13 (d) To the extent necessary to obtain a full recovery, a licensor may use any
14 combination of damages provided in subsection (a).

15
16 **Uniform Law Source: Section 2A-528; Section 2-708.**

17 **Reporter's Note:**

18 Changes Since the June Draft:

19 Subsection (a)(1)(B) dealing with lost profits was restated to clarify that this is not referring to lost profits in
20 the sense of consequential damages, but rather to the profit that would have been achieved from a
21 transaction that delivers a copy or other performance to the licensee, but which did not occur because of
22 refusal or repudiation. If the repudiation makes possible a replacement transaction that would not be
23 possible in the absence of breach, subsection (b) requires accounting for the resulting substitute profits. The
24 comments will speak to the situations under which breach of a license makes a substitute transaction
25 possible in reference to information. The primary illustration is either an exclusive license or a situation
26 involving a linkage between the transaction and public awareness of the subject matter.
27
28

29
30 **General Notes**

31 1. This section gives the licensor a right to elect damages under three measures described in (a).
32 Each is subject to subsection (b). As is also true for licensee remedies, the basic principle assumes that the
33 aggrieved party chooses the method of computation, subject to judicial review on whether the choice
34 substantially over-compensates or enables a double recovery. Thus, no order of preference is stated for the three
35 options.

36 2. Licensor remedies are formulated in a manner that differs from those made available for
37 lessors or sellers. The most significant difference lies in the intangible character of the value with reference
38 to which the transactions was conducted. Given their ability to be recreated easily and rapidly, with little cost,
39 contracts involving digital information assets are prime candidates for damage assessment focusing on net return
40 or profit lost to the licensor. Most importantly, this draft eliminates the resale remedy standard. That approach
41 to damages results from a focus on the goods as the critical element of the contract and does not apply to cases
42 where the value of the transaction lies in the services, information, or other non-goods elements. Instead of that
43 resale or contract market focus, this Draft centers damages on the contract fee and lost benefits of the licensor.
44 This is consistent with common law approaches in similar cases.

1 3. The measure used here reflects the subject matter. Unlike for goods, information can be
2 replicated many times over with little cost or none. Thus, the remedies do not relate to resale or re-license of
3 the particular diskette or copy. Instead, the approach taken here allows a court to consider cost savings and
4 alternative transactions made possible by the breach. The reference to alternative transactions is in subsection
5 (b). This due allowance approach is appropriate in this setting because of the nature of the subject matter and
6 the variety of circumstances that can be encountered. Similar language is employed in the **Restatement**. In
7 addition, of course, the injured licensor is also subject to an obligation to mitigate damages.

8 **Illustration 1:** Chambers agrees to supply a master disk of its software to Wilson
9 Distributing and agrees to allow Wilson to distribute 10,000 copies of the software in a
10 wholesale marketplace. This is a nonexclusive license. The cost of the license is \$1 million.
11 The cost of the disk is \$5. Wilson fails to pay, but instead repudiates the contract. Under
12 (a)(1)(A), Chambers recovers \$1 million less the \$5. Chambers recovery is also to be
13 reduced by dues allowance for (1) any alternative transaction made possible by this breach
14 (e.g., another transaction in a market created by the lack of the 10,000 products, and (2) by
15 any failure to mitigate under 2B-707.

16 **Illustration 2:** Same as in Illustration 1, except that the contract also requires Chambers to
17 deliver manuals, boxes and other distribution materials for Wilson to distribute the software.
18 The cost of 10,000 of these materials is approximately \$800,000. In computing damages, the
19 \$800,000 cost savings is deducted from the \$1 million. In considering what "due allowance"
20 should be made for any alternative transactions, a court should take into account that this
21 expense adjustment already reflects some accommodation to the alternative transaction, but
22 if a second deal had the same terms, the issue would be whether the second transaction was
23 made possible by the breach.

24 **Illustration 3:** Same as Illustration 1, but the license was a worldwide **exclusive** license. On
25 breach, Chambers makes an identical license with Second Distributor for a fee of \$900,000.
26 This transaction was possible because the first was canceled. Chambers recovery is \$100,000
27 less any net cost savings that are not accounted for in the second transaction.

28 4. This draft retains the lost profits concept that had been developed in parallel to Article 2. See
29 Krafsur v. UOP, (In re El Paso Refinery), 196 BR 58 (Bankr. WD Tex. 1996) (discussing of the application
30 of the alternative transaction concept in reference to a lost profits claim relating to a license breach).

31 **Illustration 4:** Compart licenses robotics software designed to operate aircraft engine plants
32 making a particular type of engine. There are five such plants in the world. One is operated
33 by Boeing. Boeing decides to sell the plant to Douglas and, since the license is not
34 transferable, it repudiates the license at the time of sale. Douglas enters into a separate license
35 with Compart. The second transaction was made possible because of the breach by Boeing.
36 The profit and contract fees it generates off-set any profit or fees lost in the Boeing breach.

37 **Illustration 5:** Parkins grants an exclusive license to Telemart to distribute products
38 comprised of copies of the Parkins copyrighted digital encyclopedia. This is a ten year license
39 at \$50,000 per year. In Year 2, Telemart breaches the license and Parkins cancels. It sues for
40 damages. Its recovery is the present value of the remaining contract fees with due allowance
41 for alternative transactions made available by virtue of the breach and subject to a duty to
42 mitigate. Here, since the breached license was exclusive, Parkins must reduce its recovery
43 by the returns of any alternative license for the distribution of the encyclopedia.

44 5. The damages rules follow common law and give both the licensor and the licensee a right to
45 consequential damages. The **Restatement** uses a licensing illustration in describing its general damages
46 approach in an illustration that, under this Article, deals with consequential damages, rather than the direct
47 damages measure of the formulae in subsection (a) and (b).

48 "A" contracts to publish a novel that "B" has written. "A" repudiates the contract and B is
49 unable to get his novel published elsewhere. Subject to the limitations stated [elsewhere], B's
50 damages include the loss of royalties that he would have received had the novel been
51 published together with the value to him of the resulting enhancement of his reputation.

52 Restatement (Second) of Contracts ' 347, illustration 1. The UN Sales Convention applies the same damages
53 approach to the buyer as to the seller. UN Convention art. 74.

54 Recovery of consequential (or any other damages), of course, is limited by the principle that the loss
55 must be proven with reasonable certainty. See ' 352. The Restatement example, although apt for purposes of
56 this Article, fails to reflect a number of cases that reject claims of recovery for lost potential profits as being
57 too speculative. This Article does not disturb the basic rule requiring adequate proof of loss.

58 The formulae in subsection (a) relate to direct (general) damages. The consideration referred to in that
59 section does not, therefore, include what gains the licensor hoped to recover from full performance by the
60 licensee which might yield a broader profit for the licensor. It refers to consideration agreed to be paid and
61 independent of the market success or other unpredictable resulting gains from the success.

62 **Illustration 6.** I receive a promise to be paid \$10,000 for an item that cost \$1,000 and
63 receive a further commitment of 3% royalties for any sales of copies of that item. Assume

1 that the licensee repudiates the entire contract. As direct damages under (a), I receive \$10,000
2 less any expenses saved. The potential loss of royalty profits is treated as potential
3 consequential loss. It can be recovered only if proven with the degree of certainty required
4 under general contract law cases in the applicable jurisdiction.

5 6. If the breach relates to use or disclosure restrictions, consequential damages are appropriate.
6 This is consistent with current law. See Universal Gym Equipment, Inc. v. Erwa Exercise Equipment Ltd., 827
7 F.2d 1542 (Fed. Cir. 1987) (On breach of license, under California law, "Universal was entitled to recover the
8 profits it lost as a result of [defendant's] breach ... The court correctly undertook to determine (1) which of the
9 sales that [defendant] made after the agreement was terminated would have been made by Universal if
10 [defendant] had not violated that provision and (2) the profit Universal would have made on those sales.");
11 United States Naval Institute v. Charter Comm., 936 F.2d 692 (2d Cir. 1991) (Premature publication under
12 book publishing license entitled licensor to lost profits caused by the effect of early publication on the sales of
13 hard copies).

14
15
16 7. The Section provides that, for consequential damages, present values are measured as of the
17 date of the entry of the judgment. The section distinguishes between contract fees and royalties on the one hand
18 (as direct damages) and consequential damages on the other. As to the direct damages, a distinction will often
19 be required between when a fee is accrued and when a fee is not accrued. The provisions of subsection (c)
20 provide guidance on this issue, making computation of accrued and unaccrued fees occur on the same date.

21 **Illustration 7:** A five year license requires that the Sony pay a \$5 royalty to Smith, the
22 licensor, for each copy of the Power Rangers video game that it produces for the retail market
23 from a master copy given to it by the licensor. Payments are made on a monthly basis. After
24 non-payment for three months, Smith notifies Sony that it is canceling the license. Assume
25 that \$50,000 of royalty fees would accrue each month of the ten year contract. Under (c)(2),
26 the date for distinguishing accrued and unaccrued fees arises when Sony no longer had
27 possession or the ability to continue use of the information. Assume that it returned the
28 master disk at the end of month 3. The sum of accrued and unpaid fees is \$150,000, while
29 the unaccrued fees total (assuming this can be proven or reliably estimated) \$50,000 times
30 the remaining 57 months of the license. The present value of that amount would be
31 determined as of the end of the third month. If Sony's performance also breached quality
32 requirements in the license, Smith may be able to recover consequential loss to the value of
33 the images as computed on the date of judgment.

34 8. The licensor may have remedies under other law. The primary alternative is intellectual
35 property law. Default by the licensee introduces the possibility of an infringement claim if (a) the breach results
36 in cancellation (rescission) of the license and the licensee's continuing conduct is inconsistent with the licensor's
37 property rights, or (b) the default consists of acting outside the scope of the license and in violation of the
38 intellectual property right. See Schoenberg v. Shapolsky Publishers, Inc., 971 F.2d 926 (2d Cir. 1992); Costello
39 Publishing Co. v. Rotelle, 670 F.2d 1035, 1045 (D.C. Cir. 1981); Kamakazi Music Corp. v. Robbins Music
40 Corp., 684 F.2d 228, 230 (2d Cir. 1982); Rano v. Sipa Press, 987 F.2d 580 (9th Cir. 1993) ("[Under] federal and
41 state law a material breach of a [copyright] licensing agreement gives rise to a right of rescission which allows
42 the non-breaching party to terminate the agreement. After the agreement is terminated, any further distribution
43 would constitute copyright infringement."); Costello Publishing Co. v. Rotelle, 670 F.2d 1035, 1045 (D.C. Cir.
44 1981).

45 9. Remedies for copyright infringement include both monetary recovery and a right of action
46 against the infringing works and the infringer's future conduct. The two remedies are not mutually exclusive
47 and are simultaneously available. 17 USC ' 504. Loss is measured in terms of wasted advantage, lost profit
48 or the like. See Data General Corp. v. Grumman Systems Support Corp., Civ. A. No. 88-0033-S, 1993 WL
49 153739 (D. Mass. May 11, 1993); Harris Market Research v. Marshall Marketing & Comm., Inc., 948 F.2d 1518
50 (10th Cir. 1991) (licensing fees due under sublicenses were admissible on the issue of damages under theory
51 of breach of license agreement); Engineering Dynamics, Inc. v. Structural Software, Inc., 785 F. Supp. 576
52 (E.D. La. 1991) (infringing user manual; damage award adjusted to reflect the fact that losses suffered by
53 copyright owner stemmed from factors other than actions attributable to improper use of the manual); Deltak,
54 Inc. v. Advanced Systems, Inc., 767 F.2d 357 (7th Cir. 1985) (damages measure value of the infringing use;
55 in case in which no directly attributable profit could be discerned, each infringing copy "had a value of use equal
56 to the acquisition cost saved by the infringement instead of purchase which [defendant] was then free to put to
57 other uses.")

58 10. Infringement of a patent entitles the patent holder to damages computed so as to place the
59 patentee in the position that it would have been in had the infringement not occurred. 35 U.S.C. ' 284 (damages
60 "adequate to compensate for the infringement.") The Patent Act also authorizes a court to award treble damages
61 in the event of a willful infringement. Actual damages are assessed in terms of loss suffered by the patent holder
62 with the measure of "loss" frequently gauged in terms of loss of profits in reference to the patented invention.
63 Zegers v. Zegers, Inc., 458 F.2d 726 (7th Cir 1972), cert. den. 93 S. Ct. 131, 409 U.S. 878, 34 L.Ed.2d 132

1 (1972); Henry Hanger & Display Fixtures Corp. of America v. Sel-O-Rak Corp., 270 F.2d 635 (5th Cir. 1959).

2 11. Trade secret law is grounded in state law relating to the enforcement of confidential
3 relationships relating to information. There are three sources of trade secret law: the Restatement (First) of
4 Torts ' 757, the Restatement (Third) of Unfair Competition, and the Uniform Trade Secrets Act (UTSA). While
5 the first Restatement has dominated this field, the majority of all states have now adopted the UTSA.
6 Restatement: in addition to injunctive and other relief, the trade secret owner may recover "damages for past
7 harm ... or be granted an accounting of the wrongdoer's profits" and provides that the owner of the trade secret
8 can have two or more of these remedies in the same action. Restatement (First) of Torts ' 757 (1939). UTSA:
9 "In addition to or in lieu of injunctive relief, a complainant may recover damages for the actual loss caused by
10 misappropriation. A complainant also may recover for the unjust enrichment caused by the misappropriation
11 that is not taken into account in computing damages for actual loss."

12 12. Licensors often opt for intellectual property remedies, rather than contract remedies under
13 current law because the recovery is often greater and the standards for damages are more clearly defined.
14 Federal intellectual property remedies do not preempt or displace contract remedies provisions since they deal
15 with different issues. The two remedies may raise dual recovery issues in some cases. The general principle
16 is that all remedies are cumulative, except that double recovery is not permitted. See Harris Market Research
17 v. Marshall Marketing & Communications, Inc., 948 F.2d 1518 (10th Cir. 1991) (licensing and processing fees
18 due under sublicense admissible on the issue of damages under either the theory of copyright infringement or
19 of breach of license agreement); Paramount Pictures Corp. v. Metro Program Network, Inc., 962 F.2d 775 (8th
20 Cir. 1992) (award of damages for a breach of license contract and copyright infringement by unauthorized
21 display was not an award of double damages).

22 **SECTION 2B-709. LICENSEE'S DAMAGES.**

23
24 (a) Subject to subsection (b), on material breach of contract by a licensor, the
25 licensee may recover as damages compensation for the particular breach or, if
26 appropriate, as to the entire contract, the sum of the following:

27 (1) as [direct] [general] damages, the value of any payments made or other
28 consideration provided to the licensor for performance that has not been rendered, plus :

29 (A) the present value, as of the date of breach, of the market value
30 of performance not provided minus the contract fee or other consideration for that
31 performance;

32 (B) damages computed pursuant to Section 2B-707; or

33 (C) if the licensee has accepted performance from the licensor and
34 not revoked acceptance, the present value, at the time and place of performance, of the
35 difference between the value of the performance accepted and the value of the
36 performance had there been no defect, not to exceed the agreed contract fee or other
37 contractual consideration required for the performance; and

38 (2) the present value of incidental and consequential damages, as
39 permitted under the agreement or this article, resulting from the breach as of the date of

1 the entry of judgment.

2 (b) The amount of damages calculated under subsection (a) must be reduced:

3 (1) by expenses avoided as a result of the breach; and

4 (2) if further performance is not anticipated under the agreement, by any
5 unpaid contract fees for performance by the licensor which has been received by the
6 licensee.

7 (c) Market value is determined as of the place for performance. Due weight must
8 be given to any substitute transaction entered into by the licensee based on the extent to
9 which the substitute transaction involved contractual terms, performance, and information
10 that were similar in terms, quality, and character to the ~~information or agreed~~
11 performance.

12 (d) To the extent necessary to obtain a full recovery, a licensee may use any
13 combination of the measures of damages provided in subsection (a).

14 **Uniform Law Source: Section 2A-518; Section 2A-519(1)(2). Revised.**

15 **Reporter's Notes:**

16 1. As in licensor remedies, this section allows the licensee to choose among alternatives. Given
17 a court's general overview to prevent excessive damages, there is no reason to make one option preferred over
18 the other. Also, the type of breach involved here is more varied; greater flexibility is needed. Because of the
19 diverse problems that might be involved in dealing with breach of a license, the narrow structure of Article 2
20 remedies for a licensee (buyer) is not appropriate. This Draft makes the choice of remedy broader and
21 eliminates the hierarchy set out in current Article 2. The remedial options in this section should be read in
22 conjunction with the general damages concepts of mitigation and avoiding double recovery.

23 2. Option 1 parallels the Article 2 concept of comparing contract price to market value for
24 performance not received. It is predicated on the initial assumption that the breaching party will also return any
25 contract fees already received for that performance. Unlike in Article 2, there is no provision dealing with a
26 remedy based on contract price compared to "cover." This remedy is removed because, in dealing with
27 intangibles that are, by their nature, often distinct or unique, the option of "cover" is often not viable and often
28 uncertain of application. In this Draft, alternative transactions are to be given "due weight" in determining
29 market value under subsection (c), but a failure to effect an alternative transaction does not bar recovery unless
30 it affects concepts of mitigation. This approach was built on ideas from Article 2A. For purposes of subsection
31 (a), performance has not been provided by the licensor if the licensor fails to make a required delivery,
32 repudiates, the licensee rightfully rejects or justifiably revokes acceptance, and with respect to any performance
33 that was executory at the time that the licensee justifiably cancels.

34 **Illustration 1:** Amoco Oil contracts for a 1,000 person site license for database software from Meed
35 Corp. The contract price is \$500,000 in initial payment and \$10,000 for each month of use. The
36 contract term is two years. Amoco makes the first payment, but Meed fails to deliver a functioning
37 system. Amoco cancels the contract and sues, applying subsection (a)(1). It is entitled to return of the
38 \$500,000 payment plus recovery of any difference between the contract price and the market price for
39 a similar site license of similar software.

40 **Illustration 2:** Same facts as in Illustration 1, but Amoco goes to Oracle Software and obtains a
41 license for a 1,000 user site license for the Oracle database software. The contract terms involve a
42 \$900,000 initial payment and a monthly use payment of \$12,000. The term is two years. In its lawsuit,
43 if the issue is raised, the court must consider to what extent this second transaction gauges the market
44 value applicable to the Meed contract. The issue would involve the terms of the license, the nature
45 of the software and any other relevant variables.

1 **Illustration 3:** Same facts as in Illustration 2, but Amoco obtains a license for the Meed software
2 from an authorized distributor (Jones) for a \$600,000 initial fees and under other terms identical to the
3 Meed contract. The issue of similarity is the same, but giving due weight to this alternative transaction
4 will presumably limit the Amoco recovery to its initial payment, \$100,000, and any incidental or
5 consequential damages.

6 3. The third alternative is limited to cases in which the breach relates to performance that has
7 been delivered and accepted. It parallels the provisions of current Article 2, but caps the recovery by the contract
8 price. This is based on a differentiation between consequential and direct or general damages. For "accepted"
9 goods under Article 2 (sales), the damages formula is in Section 2-714, consisting of any incidental and
10 consequential damages resulting from the seller's plus: (1) the "loss resulting in the ordinary course of events
11 from the seller's breach as determined in any manner which is reasonable" or (2) "the measure of damages for
12 breach of warranty [which is] the difference at the time and place of acceptance between the value of the goods
13 accepted and the value they would have had if they had been as warranted, unless special circumstances show
14 proximate damages of a different amount." UCC ' 2-714. Section 2A-519(3) provides that the measure of
15 damages for accepted goods is: "loss resulting in the ordinary course of events from the lessor's default as
16 determined in any manner which is reasonable" plus incidental and consequential damages less expenses saved.
17 Article 2A provides that for breach of warranty the measure of damages is the present value of the difference
18 between the value of the goods as warranted and their value as accepted.

19 4. As a general rule, the "value of the goods as warranted" focuses on the market value of the
20 property if it were consistent with the represented quality it was to have. This should most often equal the
21 purchase price, but it is not always so limited by courts. See Chatlos Systems, Inc. v. National Cash Register
22 Corp., 670 F.2d 1304 (3rd Cir. 1980) (allows value measure that encompassed the value that the buyer would
23 have obtained from a perfect computer system with specific capabilities, including advantages in inventory
24 control, profits and the like, in excess of the contracted price). This draft reverses that approach. The additional
25 value loss (e.g., lost benefits) are consequential damages and covered by treatment of that type of damage in
26 the contract and under the article. This draft allows recovery based on the cost of repairs incurred to bring the
27 product to the represented or warranted quality. Fargo Machine & Tool Co. v. Kearney & Trecker Corp., 428
28 F.Supp. 364 (E.D. Mich.).

29 5. Courts apply a flexible approach to licensee damages outside the UCC. If the damages are
30 proven with reasonable certainty, they can include lost profits in this context. In Western Geographic Co. of
31 America v. Bolt Associates, 584 F.2d 1164 (2d Cir. 1978) the court approved a lost profit recovery gauged by
32 the profits that the licensor earned from licensing following breach. In Cohn v. Rosenfeld, 733 F.2d 625 (9th
33 Cir. 1984) a company was entitled to recover lost profits when a California distributor of motion pictures
34 breached licensing agreement where California distributor knew that the owner was attempting to obtain films
35 for redistribution in Europe and should have known that owner and company intended to resell films. In Ostano
36 Commerzanstalt v. Telewide Sys., Inc., 880 F.2d 642 (2d Cir. 1989) the court approved a lost profit recovery
37 based on a failure of a licensor to make available to the licensee various films for showing in European markets.
38 In Fen Hin Chow Enterprises, Ltd. v. Porelon, Inc., 874 F.2d 1107 (6th Cir. 1989) a licensee brought action for
39 breach of contract and for wrongful termination of license related to trademarks and manufacturing know how.
40 The contract breach consisted in part of actions taken by the licensor in violation of the territorial exclusivity
41 provisions of the license. The court approved an award of lost profits for breach of contract based on estimates
42 of lost sales, but reversed on the basis of how the profits were computed requiring computation of profits based
43 on a marginal cost approach. Compare William B. Tanner Co., Inc. v. WIOO, Inc., 528 F.2d 262 (3rd Cir. 1975)
44 (lost profit not proven).

51 **SECTION 2B-710. RECOUPMENT.**

52 (a) If a party is in breach of contract, the other party, after notifying the party in
53 breach of its intention to do so, may deduct all or any part of the damages resulting from
54 breach from any part of payments still due and owing to the party in breach under the
55 same contract.

1 (b) If a nonmaterial breach of contract has not been cured, after notifying the
2 other party of its intention to do so, an aggrieved party may exercise its rights under
3 subsection (a) but may exercise those rights only if the agreement does not require further
4 affirmative performance by the other party and the amount of damages deducted can be
5 readily liquidated under the agreement.

6 **Uniform Law Source: Section 2-717. Revised.**
7 Committee Action

8 a. **Discussed in June, 1997; requirement of prior notification suggested.**

9 **Reporter's Note:**

10 1. Subsection (a) adopts language from Article 2 and Article 2A. It recognizes that the injured
11 party can employ self-help by diminishing the amount that it pays under the contract. Unlike in the sale of
12 goods, the obligations of the parties here often run continuously and in complex ways back and forth.

13 2. Subsection (b) applies that principle to the case of nonmaterial breaches, recognizing the
14 different interests that are involved in ongoing performance contracts and minor breaches. Article 2 does not
15 deal with this because it generally does not focus on ongoing contracts or recognize a distinction between
16 material and nonmaterial breach. Importantly, this Article creates an obligation to cure nonmaterial breaches
17 where the cost of that cure is not disproportionate to the harm.
18

19 **[C. Performance Remedies]**

20 **SECTION 2B-711. SPECIFIC PERFORMANCE.**

21 (a) A court may enter a decree of specific performance of any obligation, other
22 than the obligation to pay for information or services already received, if:
23

24 (1) the agreement expressly provides for that remedy and an order for
25 specific performance will not constitute an undue administrative burden for the courtis
26 possible; or

27 (2) the contract was not for personal services, but the agreed performance
28 is unique and monetary compensation would be inadequate.

29 (b) A decree for specific performance may contain any terms and conditions the
30 court considers just but must provide adequate safeguards consistent with the terms of the
31 contract to protect the confidential information and intellectual property rights of the
32 party ordered to perform.

33 (c) An aggrieved party has a right to recover information that was to be
34 transferred to and thereafter owned by it if the information exists in a form capable of
35

1 being transferred and, after reasonable efforts, the aggrieved party is unable to effect
2 reasonable cover or the circumstances indicate that an effort to obtain cover would be
3 unavailing.

4 **Uniform Law Source: 2A-521. Section 2-716. Revised.**

5 **Committee Action:**

6 a. **Discussed without substantive changes in June, 1997.**

7 **Reporter's Notes:**

8 1. This section explicitly affirms the right of parties to contract for specific performance, so long
9 as a court can administer that remedy. Literature clearly supports that this contractual option promotes freedom
10 and flexibility of contract. This premise is consistent with the overall approach in this Article to favor and
11 support freedom of contract. The principle excludes the obligation to pay a fee, however, since this is essentially
12 equivalent to a monetary judgment and not relevant to the principle of contract remedy choice. [Comments will
13 discuss how this works with respect to development contracts; it depends on the type of commitment made in
14 the contract.]

15 2. The second principle in subsection (a) outlines a common basis for specific performance (the
16 unique nature of the performance). That principle cannot apply to a "personal services contract" in light of
17 traditional concerns about not imposing judicial obligations requiring work or services by an individual. Article
18 2 does not deal with this latter issue, since it is not involved in transactions that might fall within this category.
19 Excluding specific performance of the price element of a contract avoids creating a surrogate form of contempt
20 proceeding. Of course, if there is a specific performance order requiring transfer of property under court order,
21 a reciprocal obligation to pay any relevant fees is an appropriate condition of the specific performance decree.

22 3. Article 2 allows specific performance "where the goods are unique or in other proper
23 circumstances." UCC " 2-716(1). The comments state: "without intending to impair in any way the exercise
24 of the court's sound discretion in the matter, this Article seeks to further a more liberal attitude than some courts
25 have shown in connection with specific performance of contracts of sale." UCC " 2-716, comment 1. There are
26 few cases ordering specific performance in a sale of goods. In most cases, a court concludes that adequate
27 substitutes are available and that any differences in quality or cost can be compensated for by an award of
28 damages. Article 2A has a similar specific performance section. " 2A-521.

29 4. In common law, despite the often unique character of intangibles, respect for a licensor's
30 property and confidentiality interests often precludes specific performance in the form of allowing the licensee
31 continued use of the property. Courts often rule that a monetary award fits the circumstances, unless the need
32 for continued access is compelling. See Lubrizol Enterprises, Inc. v. Richmond Metal Finishers, Inc., 756 F.2d
33 1043 (4th Cir. 1985); Johnson & Johnson Orthopedics, Inc. v. Minnesota Mining & Manufacturing Co., 715
34 F. Supp. 110 (D. Del. 1989). Very few cases award specific performance in information-related contracts.

35 5. The Restatement (Second) of Contracts distinguishes between specific performance awards
36 and injunctive relief. Restatement (Second) of Contracts ' 357. Specific performance relates to ordering
37 activity consistent with the contract. The most common use concerns injunctions against acts that the defendant
38 promise to forebear or mandatory injunctions demanding performance of a duty that is central to preserving the
39 licensor's position. The Restatement states: "The most significant is the rule that specific performance or an
40 injunction will not be granted if damages are an adequate remedy [to protect the expectation interest of the
41 injured party]." Restatement (Second) of Contracts ' 357, Introductory note. Non-uniform case law deals with
42 under what circumstances a damage award is or will be considered to be inadequate. The Restatement
43 catalogues the following circumstances under which damages may be inadequate:

- 44 (a) the difficulty of providing damages with reasonable certainty,
- 45 (b) the difficulty of procuring a suitable substitute performance by means of money ...,
- 46 (c) the likelihood that an award of damages could not be collected.

47 Restatement (Second) of Contracts ' 360. The most frequently discussed illustrations of when these conditions
48 are sufficiently met are cases in which the subject matter of the contract is unique.

49 6. Subsection (b) recognizes judicial discretion, but provides an important protection for
50 confidential information that is relevant for both the licensor and the licensee. The section casts the balance
51 in favor of a party not being required to specifically perform in cases where that performance would jeopardize
52 interests in confidential information of the party. Confidentiality and intellectual property interests must be
53 adequately dealt with in any specific performance award. Article 2A allows the court to order conditions that
54 it deems just, but does not deal with confidentiality issues.

55 7. Subsection (c) creates an important right for a licensee. It adapts language from Article 2 and
56 Article 2A to give the licensee a right to force completion of a contractual transfer if, at the time of breach, the
57 information is capable of being identified and the contract contemplated that the licensee would own the
58 information product had the transaction been fully performed. It applies in cases where the contract calls for
59 a transfer of the intangibles, not merely rights to use. This occurs, for example, in cases of software

1 development where the software is at least partially developed, but not yet delivered to the transferee. See, e.g.,
2 In re Amica, 135 Bankr. 534 (Bankr. N.D. Ill. 1992) (uses Article 2 title rules to resolve rights in incomplete
3 software in a bankruptcy proceeding).
4

5 **SECTION 2B-712. LICENSOR'S RIGHT TO COMPLETE.** On breach of
6 contract by a licensee, the licensor in the exercise of reasonable commercial judgment for
7 the purposes of avoiding loss and of effective realization may either complete and
8 identify the information to the contract or cease work on the information. In either case,
9 the licensor may recover damages or pursue other remedies.

10 **Uniform Law Source: Section 2A-524(2); 2-704(2). Revised.**

11 **Reporter's Notes:**

12 1. This section adopts the premise of both Article 2 and Article 2A that the licensor faced with
13 a material breach by the licensor while a development contract is in process can choose to complete the work
14 or not. Having made the choice in good faith and in a commercially reasonable manner, the licensor is entitled
15 to damages and other remedies gauged by the situation in which it finds itself following the choice. If the
16 transferor elects to complete, the fundamental principle is that the transferee should not be prejudiced by the
17 additional work that decision entails. Article 2A-524 (2) provides: "If the goods are unfinished, in the exercise
18 of reasonable commercial judgment ... the [lessor] may either complete the manufacture and wholly identify
19 the goods to the lease contract or cease manufacture and lease, sell, or otherwise dispose of the goods for scrap
20 or salvage value or proceed in any other reasonable manner."

21 2. This section does not use language in Article 2 and Article 2A that refers to a seller's right
22 to identify goods to the contract or to treat goods "demonstrably intended" for the contract as a subject of resale
23 even if they have not been finished at the time of the breach. These sections follow a policy similar to that
24 adopted here, but deal with facts specifically linked to transactions in goods. The rights implied in the other
25 language, to the extent appropriate, are covered within the more general theme in this section. As a general
26 matter, identifying and completing the intangibles will be inappropriate since most intangibles have infinite
27 number of transfers contained in or available with respect to one fund of information. The notion of resale as
28 a way of relieving loss is often inappropriate.

29 3. This draft applies the cases in which contracts involve development or compilation. In such
30 cases, intangibles may not have a general market. The option to complete often will often be commercially
31 reasonable
32

33 **SECTION 2B-713. LICENSEE'S RIGHT TO CONTINUE USE.** On breach
34 of contract by a licensor, the licensee may continue to use the information under the
35 contract. If the licensee elects to continue to use the information, the following rules
36 apply:

37 (1) The licensee is bound by all of the terms of the agreement, including
38 restrictions as to use, disclosure, and noncompetition, and any obligations to pay contract
39 fees or royalties.

40 (2) Subject to Section 2B-620, the licensee may pursue remedies for breach of
41 contract of contract with respect to accepted performances. -

42 (3) The licensor's rights and remedies other than being subject to the licensee's

1 remedies for breach remain in effect as if the licensor had not been in breach.

2 **Reporter's Note:**

3 This section makes clear the consequences of a licensee's decision to accept flawed performance by the licensor
4 and pursue remedies that do not involve a cancellation of the contract obligate the licensee to continued
5 performance of the intangibles contract itself. A licensee faced with breach by the licensor can elect to continue
6 the contract and claim damages for the breach. This section clarifies that, if this choice is made, the licensee
7 is bound by the contract terms. However, it retains rights of action with respect to the prior, defective
8 performance.
9

10 **SECTION 2B-714. RIGHT TO DISCONTINUE.** In an access contract, in the
11 event of a material breach of contract or if the agreement so provides, a party may
12 discontinue access by the party in breach or instruct any third person that is assisting the
13 performance of the contract to discontinue its performance.

14 **Reporter's Notes:**

15 1. This section deals with the right of a party in an access contract to stop performance under
16 two significant circumstances. It was read without comment or objections at the 1997 Annual Meeting. The
17 ability to act quickly in an access contract is potentially critical to party's ability to avoid continuing liability
18 risk, as might occur where the basis of the breach includes use of the access system to distribute infringing,
19 libelous, or otherwise damaging material. More generally, it corresponds to current common law principles
20 regarding access to facilities – treating these as arrangements subject to cancellation at will by the party who
21 controls the facility unless the contract otherwise provides. The right to discontinue is recognized in licenses
22 whose basic nature entails a contractual permission to access or use a resource owned or controlled by the
23 licensor. In such cases, the contract will be treated as preemptively subject to termination at will (even without
24 a breach). See Ticketron Ltd. Partnership v. Flip Side, Inc., No. 92-C-0911, 1993 WESTLAW 214164 (ND
25 Ill. June 17, 1993) (termination of access to ticket services through licensor owned facilities).

26 In cases where the information available for access is information of the breaching party, the breaching
27 party's rights to recover the information are protected under other provisions of this Article.

28 2. This section does not create a right to retake transfers already made, but merely to stop future
29 performance. Article 2 and Article 2A are similar in reference to the seller's (lessor) right to stop delivery of
30 goods in transit. This subsection derives in part from Section 2A-525(1). It does not create special rules for
31 insolvency. Cases of insolvency will be handled either in the definition by contract of material breach or in the
32 rules dealing with insecurity about future performance. This grants lesser rights to the transferor than do either
33 Article 2 or 2A. Both give a right to stop shipment in the event of discovered insolvency.
34

35 **SECTION 2B-715. RIGHT TO POSSESSION AND TO PREVENT USE.**

36 (a) On a ~~breach and cancellation of a license, if not prohibited by the agreement,~~
37 the [aggrieved party] [~~licensor~~] has

38 (1) a right to possession of all copies of the information ~~transferred by it to~~
39 ~~the party in breach that are in that party's~~ in the possession or control of the party in
40 breach whether delivered to or made by the party in breach and any other materials that
41 by contract were to be returned by the party in breach ~~licensee~~; and

42 (2) a right to prevent the ~~licensee's~~ continued exercise of rights in the
43 licensed information by the party in breach.

1 (b) A court may enjoin the party in breach from continued use of the information
2 and may order that the aggrieved party or an officer of the court take the steps described
3 in Section 2B-628(b). ~~The aggrieved party may proceed by judicial process under this~~
4 ~~section but may proceed without judicial process only if it complies with Section 2B-716.~~

5 ~~——(c) If the agreement so provides, a court may require the party in breach to~~
6 ~~assemble all copies of the information and any other materials information relating~~
7 ~~thereto and make them available to the aggrieved party at a place designated by that party~~
8 ~~which is reasonably convenient to both parties.~~

9 (cd) The aggrieved party has a right to an expedited hearing to enforce its rights
10 under this section.

11 (d) The right to possession under subsections (a) and (b) is not available if the
12 information, before breach and in the ordinary course of performance under the license,
13 was altered or commingled so as to be no longer reasonably identifiable. ~~and the remedy~~
14 ~~cannot be administered without undue harm to the information or property of the licensee~~
15 ~~or another person.~~

16 **Uniform Law Source:** Section 2A-525; Section 9-503; Section 2A-525(1);. Sections 2A-526; 2-705.
17 **Revised.**

18 **Reporter's Notes:**

19 1. **This section deals only with judicial action.** It was modified following the June Meeting
20 of the Committee and again after the Annual Meeting to respond a large number of comments, most of which
21 are focused on the self-help issue discussed in Section 2B-716. The section recognizes that the right to judicial
22 assistance can go in either direction. The right to obtain possession and to control use of information in the
23 hands of the other party in commercial practice may run either to the benefit of the licensor or the licensee. This
24 is true because in many commercial settings, the licensee provides information important to it to the licensor
25 for purposes of processing, analysis and otherwise. While in a simple software license, the information flows
26 from licensor to licensee, that is not true in other situations and the principle which gives the injured party a
27 right to recover and control use of its information should not be restricted to a licensor.

28 The major change, intended to reduce the need to resort to remedies under the self-help provisions, is
29 in new subsection (c) which provides for a right to an expedited hearing to enforce rights or possession and
30 restriction of use. No effort has been made to define the contours of what that hearing timing may entail.

31 2. The right under this section flows from the conditional nature of the transaction. It arises only
32 in the case of a license and applies only if there is a cancellation of the contract. The right stated here exists only
33 to the extent that the remedy can be administered without undue damage to the information or property of the
34 licensee due to commingling in the ordinary course of performance under the license. The remedy entails a
35 combination of an injunction and return of copies of the information.

36 3. The section differentiates between the right to obtain possession and the right to prevent on-
37 going use of the information. The right to possession is contingent on there being no commingling in the
38 ordinary course of the license such that the information cannot be identified or reasonably separated from the
39 property of the party in breach. This deals, for example, with cases where data are thoroughly intermingled with
40 data of the other party **and** that intermingling occurs in the ordinary performance under the license. In such
41 cases, repossession is impossible and the reason it is impossible lies in the expected performance of the parties
42 under the contract.

1 If, however, an image, trademark, name or similar material is incorporated and inseparable
2 from other property of the party in breach, that fact does not in the case of a material breach and cancellation,
3 preclude the injured party from preventing further use of the information by the party in breach. Thus, for
4 example, a limited license of the “Mickey Mouse” character which results in placing that image on hats
5 produced by the party in breach does not prevent the other party from barring continued use of the image on
6 the hats in commerce.

7 4. A right to prevent use is appropriate in a license because the contract restricts use of the
8 information. The right to enforce this does not depend on there being a property interest in the subject matter,
9 but merely a contractual right. In effect, the right to enforce a discontinuation of use also stems from contractual
10 principles of specific performance. The license provisions carry with them the implication that breach and
11 cancellation ends the right to use created by contract. Also, if there are intellectual property rights associated
12 with the material, the remedies most often available in those property law areas give the licensor a right to
13 retake and prevent continued use in the event of infringement.
14

15 ~~SECTION 2B-716. LICENSOR’S SELF-HELP.~~

16 ~~(a) A licensor may proceed under Section 2B-715 without judicial process only~~
17 ~~if:~~

18 ~~(1) the breach is material as to the entire contract without regard to~~
19 ~~contractual terms defining material breach; and~~

20 ~~(2) the licensor does not commit a breach of the peace, or create a~~
21 ~~foreseeable risk of injury to person or significant damage to or destruction of information~~
22 ~~or property of the licensee or a third party.~~

23 ~~(b) A licensor may include in the subject matter of a license the means to enforce~~
24 ~~its rights under subsection (a) only if [the licensee manifests assent to a term of the~~
25 ~~license providing] [a conspicuous term of the license provides] that it may do so. If a~~
26 ~~contractual term authorizes the licensor to include a means to enforce its rights, the~~
27 ~~following rules apply:~~

28 ~~(1) The licensor's use of electronic means to prevent further use of the~~
29 ~~information is subject to the limitations in subsection (a) and Section 2B-715.~~

30 ~~(2) Exercise of the means to prevent further use inconsistent with~~
31 ~~subsection (b)(1) constitutes a breach of contract by the licensor.~~

32 ~~(3) If the licensor's improper use of the means to prevent further use of the~~
33 ~~information is improper under this section and results in loss to the licensor as described~~
34 ~~in subsection (a), the licensee may recover damages from the licensor, including~~
35 ~~consequential damages.~~

36 ~~(c) Except as otherwise provided in this section, the licensee’s remedies,~~
37 ~~including its right to recover damages, and the limitations on the licensor under this~~
38 ~~section may not be waived or altered by agreement prior to the breach of the contract.~~

39 **Alternative A**

40 **SECTION 2B-716. LICENSOR’S SELF-HELP.**

41 (a) Subject to subsection (b), a licensor may exercise its rights under Section 2B-
42 715 without judicial process if this can be done without a breach of the peace.

43 (b) A licensor may utilize electronic means to enforce its rights under subsection
44 (a) only if:

45 (1) a conspicuous contractual term in the license authorizes the licensor to
46 use an electronic means to enforce its rights;

47 (2) use of the means does not result in a foreseeable risk of personal

1 injury or significant damage to information or property other than the licensed
2 information; and

3 (3) the licensor gives reasonable notice to the licensee before utilizing the
4 electronic means.

5 (c) A licensee has a right to an expedited hearing on the licensor's right to
6 proceed under subsection (b).

7 (d) Actions that violate this section constitute a breach of contract by the licensor
8 unless the actions are allowed by other applicable law.

9 (e) The licensee cannot waive the protections of this section prior to breach.

10
11 **Alternative B**

12 **SECTION 2B-716. LICENSOR'S SELF-HELP.**

13 (a) Subject to subsection (b), a licensor may exercise its rights under Section 2B-
14 715 without judicial process if this can be done without a breach of the peace.

15 (b) This article does not authorize a party to proceed without judicial process by
16 electronic means, but a party may do so as allowed by other law.

17 **Uniform Law Source: Section 9-503. Revised.**

18 **Committee Action:**

19 **a. Considered and substantially revised in January 1996.**

20 **b. Considered in June, 1997.**

21 **Reporter's Notes:**

22 1. This section has been controversial, primarily because of the remedy of "electronic self-help"
23 dealt with in the section. During the June Meeting, the Committee received the conflicting views of a number
24 of parties and the general consensus was that we should consider not only the approach described here, but other
25 alternatives for balancing the interests of the parties. The issues addressed here are relevant not only to Article
26 2B, but also to Article 2A and Article 9, although committees involved in those revision projects have not
27 considered the implications of digital media and the ability of a vendor or lender to enforce contractual
28 restrictions on use, payment, or other conditions.

29 2. This Draft recommends deletion of prior Section 2B-716 and proposes alternatives to that
30 section. The path followed under the prior Draft has never elicited support from any significant observer group
31 and, over the years, has become increasingly complex and uncertain of application. Deletion seems warranted.
32 The true issue is what alternative path should be taken. There are two suggested alternatives. Each is built on
33 a foundation established in revised Section 2B-715. That Section sets out the basic rights of the licensor under
34 a judicial process and expressly creates a right to an expedited hearing.

35 3. **Alternative A:** This proposal acknowledges a distinction between physical repossession and
36 electronic. Subsection (a) allows physical repossession under conditions identical to that in Article 9 and Article
37 2A. There seems to be no principled difference in leasing and licensing in this respect. The electronic self-help
38 remedy under this proposal is restricted by several limitations. The most important are a combination of
39 contractual consent and prior notice before implementing the right. The prior notice must be reasonable and,
40 presumably, this standard allows different approaches depending on the type of information involved. The
41 notice becomes important because the licensee is given a right to an expedited hearing to contest the electronic
42 shut off. In addition, the self-help remedy cannot be implemented unless there is no foreseeable risk of injury
43

1 to person or property.

2 Importantly, this Alternative leaves the Licensor's rights under this Article significantly more
3 constrained in reference to electronic remedies than is the case under Article 2A or Article 9. In each case, the
4 sole restrictive measure on the right to repossession and to disable use of equipment is that the action not breach
5 the peace. Neither article requires prior notice or contractual consent.

6 **4. Alternative B:** This proposal acknowledges the right to physical action to repossess, akin
7 to that granted in Article 2A and 9, but leaves issues about the ability to use electronic self-help to be resolved
8 by other law, including those statutes. The rationale is simply that, in current circumstances, the issue involves
9 a too hotly contested question to be resolved here. Recognizing physical self-help remedies is consistent with
10 the other aspects of the UCC and with the desirable result of coordinating law in cases where mixed packages
11 of rights and property are involved in a particular transaction.

12 **5.** In *American Computer Trust Leasing v. Jack Farrell Implement Co.*, 763 F. Supp. 1473 (D
13 Minn. 1991) the court held that remote deactivation was permitted for a breach of payment obligations on a
14 software license. The court's analysis was premised on the view that a breach of the license entitled the licensor
15 to terminate the relationship by whatever means it could so long as no violence occurred. The transaction in
16 Farrell involved a combined hardware lease and software license. Also important was the court's assumption
17 that the licensee agreed to or authorized the remedies taken by the licensor. "ADP had a legal right to deactivate
18 the defendants' software pursuant to the contracts and the extortion statutes do not apply." Several cases
19 disallowed use of this device where no prior authorization or notice was given. See *Franks & Son, Inc. v.*
20 *Information Solutions*, Computer Industry Litigation Rep. 8927-25 (ND Okla. 1988) (Jan. 23, 1989) (enjoins
21 use of deactivation device; no prior notice of inclusion); *Art Stone Theatrical Corp. v. Technical Programming*
22 *& Sys. Support, Inc.*, 157 App. Div. 2d 689, 549 NYS2d 789 (1990).

23 **6.** Current law includes rights of self-help repossession under both Article 9 (security interests)
24 and Article 2A (leases). In each area, self-help is allowed except if it causes a breach of the peace. Each of these
25 statutes recognizes the right to self-help by "rendering unusable" goods used in business or trade. That, of
26 course, can be done physically or electronically in the digital world. It is already being done electronically with
27 reference to automobile rentals and other forms of limited term or limited use contracts. Exercise of the right
28 is conditioned on a "material" default as defined in Article 2A. The comments note that: "[in] an appropriate
29 case action includes injunctive relief." UCC § 2A-525, Comment 3, citing Clark Equip. Co. v. Armstrong
30 Equip. Co., 431 F.2d 54 (5th Cir. 1970), cert. den., 402 U.S. 909 (1971). Materiality can be determined by
31 contract (which cannot occur in this draft) and applies in concept to any failure to pay rent (in this context, the
32 failure must be material).

33 ¹This column summarizes the impact of the changes based on existing UCC and common law and an assumption that: increased obligations on the vendor, reduced contract flexibility, and increased notice duties are beneficial to the consumer notwithstanding other effects on the marketplace. (NC no change; + increased protection; - reduced protection) Different assumptions of a broader analysis would convert many question marks or negatives to a different result.