

# Counter Proposal Letter

[Your Name]

[Your Address]

[City, State, ZIP Code]

[Email Address]

[Phone Number]

[Date]

[Recipient's Name]

[Recipient's Designation/Position]

[Company/Organization Name]

[Address]

[City, State, ZIP Code]

Subject: Counter Proposal

Dear [Recipient's Name],

I hope this letter finds you well. I am writing in response to the proposal I received from your esteemed organization on [date]. Firstly, I would like to express my appreciation for the opportunity to review your proposal and for the interest you have shown in collaborating with me/us.

After careful consideration and evaluation of the proposed terms and conditions, I have compiled a counter proposal that I believe better aligns with our requirements and objectives. The following are the key points of my counter proposal:

1. **Scope of Work:** While I find the scope outlined in your proposal to be comprehensive, I propose some minor adjustments to better tailor the project to our specific needs and to ensure optimal outcomes. I believe these changes will enhance the project's overall effectiveness and efficiency.
2. **Deliverables and Timeline:** The proposed timeline is ambitious, and I commend your dedication to meeting deadlines. However, I propose a slightly extended timeline to allow for thorough research, development, and testing, which will ultimately result in a higher-quality end product.

3. **Payment Terms:** Your proposed payment terms are acceptable, but I would like to suggest a modification in the payment schedule to better accommodate our financial planning. Specifically, I propose spreading the payments into four equal installments, with the first payment being made upon the project's initiation.
4. **Intellectual Property Rights:** It is crucial to clarify the ownership of intellectual property resulting from this collaboration. I propose that all rights to intellectual property developed during the project be jointly owned by both parties, ensuring a fair and mutually beneficial arrangement.
5. **Confidentiality and Non-Disclosure:** While I respect the importance of maintaining confidentiality, I believe the non-disclosure clause in the original proposal requires some clarification. I propose revising the language to ensure that both parties' sensitive information is adequately protected.
6. **Termination Clause:** To safeguard the interests of both parties, I propose a termination clause that outlines the conditions and process for terminating the agreement. This will provide a clear roadmap in case unforeseen circumstances arise during the collaboration.
7. **Additional Services:** I have identified certain complementary services that would enhance the project's success. I propose incorporating these services into the agreement to maximize the benefits of our partnership.

Please find the attached detailed counter proposal, which provides a comprehensive overview of the changes and adjustments I am suggesting. I believe that these revisions will lead to a more mutually beneficial and successful collaboration.

I am open to discussing any aspects of this counter proposal and am confident that we can find common ground to move forward. I eagerly await your response and the opportunity to finalize the agreement in a manner that satisfies both parties.

Thank you for your understanding and consideration. I am excited about the potential of this partnership and look forward to working together to achieve our shared goals.

Sincerely,

[Your Name]