BEST PRACTICES OF INTERNATIONAL LICENSING AGREEMENTS

Training Content

Licensing strategies
- What is meant by a licensing strategy?
- Licensing-In, Licensing-Out, Cross-Licensing and Patent Pools
- To license or not - Why licensing?
- Understanding the parties & interests at stake - Who wants what?

Preparation of the IP Agreement proposal
- Non-disclosure agreements / arrangements of confidentiality
- Letter of Intent / MOU

The anatomy of a licensing agreement - Typical clauses
- Exclusive and non exclusive license / Cross-license
- Duties of licensee and licensor
- Identification of parties - Definitions
- Grant
- Territory
- Technical assistance
- Indemnification - Improvements and related technology
- International considerations
- Termination - Alternative Dispute Resolution

Negotiate a licensing contract
- Prepare for negotiations: terms to be avoided and parts to negotiate, negotiation team, assessment of the positions
- Royalties and upfront royalties
- Different negotiation tactics – legal, technical, commercial

License Drafting Workshop: Drafting international technology licensing agreements
- PRACTICAL workshop: In depth workshop exploring the anatomy of a licensing agreement, section by section, and providing practical advice on how to draft a successful agreement.
- CASE STUDY: Entering into licensing agreements with academic institutions: strategic and contractual issues
- Post-licensing management
- How do you prevent and / or manage disputes occurring after the license contract has been signed?
- Renegotiation, audit, litigation

April 12, 2013 in PARIS,
September 27, 2013 in PARIS,
(9 a.m to 5.30 p.m).

DURATION: 1 DAY

OBJECTIVES
- Identifying the different licensing strategies.
- Providing the key features of a contract, the validity conditions and how to structure them to prevent or manage dispute resolution after the contract signature.
- Understanding strategic and contractual issues raised by the entry into licensing agreements with academic institutions or companies.
- Getting the key elements to take into consideration for a win-win negotiation.
- Knowing the best ways to deal with disputes when deals go wrong.

TARGETED AUDIENCE
Business development managers, licensing executives, IP practitioners, contract managers, technology transfer managers, lawyers.

Trainers
Corinne LEBUHAN,
IP management consultant, Switzerland.

Prerequisite
- Having experience in technology licensing.
- This training will be held in English.

Didactic methods
- Presentations and methodological inputs.
- Case studies and practical exercises done by pairs and issued from the attendees’ experiences and issues of concern.
- Dialogue between the trainers and the attendees.
REGISTRATION FORM (deemed as your purchase order)

BEST PRACTICES OF INTERNATIONAL LICENSING AGREEMENTS

Registration under:
email: ieepl@ieepi.org / fax: +33.3.69.20.02.39
IEEPI - 1 rue Cassini – 67 400 ILLKIRCH – FRANCE

Name of the attendee: ................................................ First name: ........................................
Company: .............................................................. Position: ..............................................
Address: ...............................................................................................................................
City/Country: ......................................................... Postal code: .........................................
Phone: ................................................................ Email: ....................................................

Name of the training manager: ..........................................................
Company: ................................................................ Position: .............................................
Address: ...............................................................................................................................
City/country: ......................................................... Postal code: .........................................
Phone: ................................................................ Email: ....................................................

To be completed in cases where the invoice should be addressed to an accredited collecting agency or another company
Name: ...................................................................
Company: ..............................................................
Address: ...................................................................
Contact person: ....................................................
Tel: ........................................................................

☐ I register for the training "Best practices of international licensing agreements"
which will take place from 9:00 to 17:30 in Paris - FRANCE
(Pavillon Opéra, 38 rue de l’Echiquier, F-75010 PARIS)

☐ on Friday, 12 April 2013 ☐ on Friday, 27 September 2013

☐ Fee: €590 net ☐ Reduced price: €495 net (1)

Date: / / 2013

Name of the signatory: ..........................................................

Stamp and signature:
The signatory declares that he/she has read and accepts the general terms and conditions (2).

Terms of Payment:
> By transfer to the IEEPI’s account indicating the participant’s name. Bank details:
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Our fares are all net prices. IEEPI is exempted from VAT.
> Lunches and coffee breaks will be provided by IEEPI.

(1) The reduced rate is applicable to SMEs (less than 250 employees, with less than 40% of the stakes held by a group) and to the members of the French C.U.R.I.E. network. Patent attorneys and lawyers are not eligible for the reduced rate.

(2) Please consult all of the General Terms and Conditions on our web site: www.ieepi.org