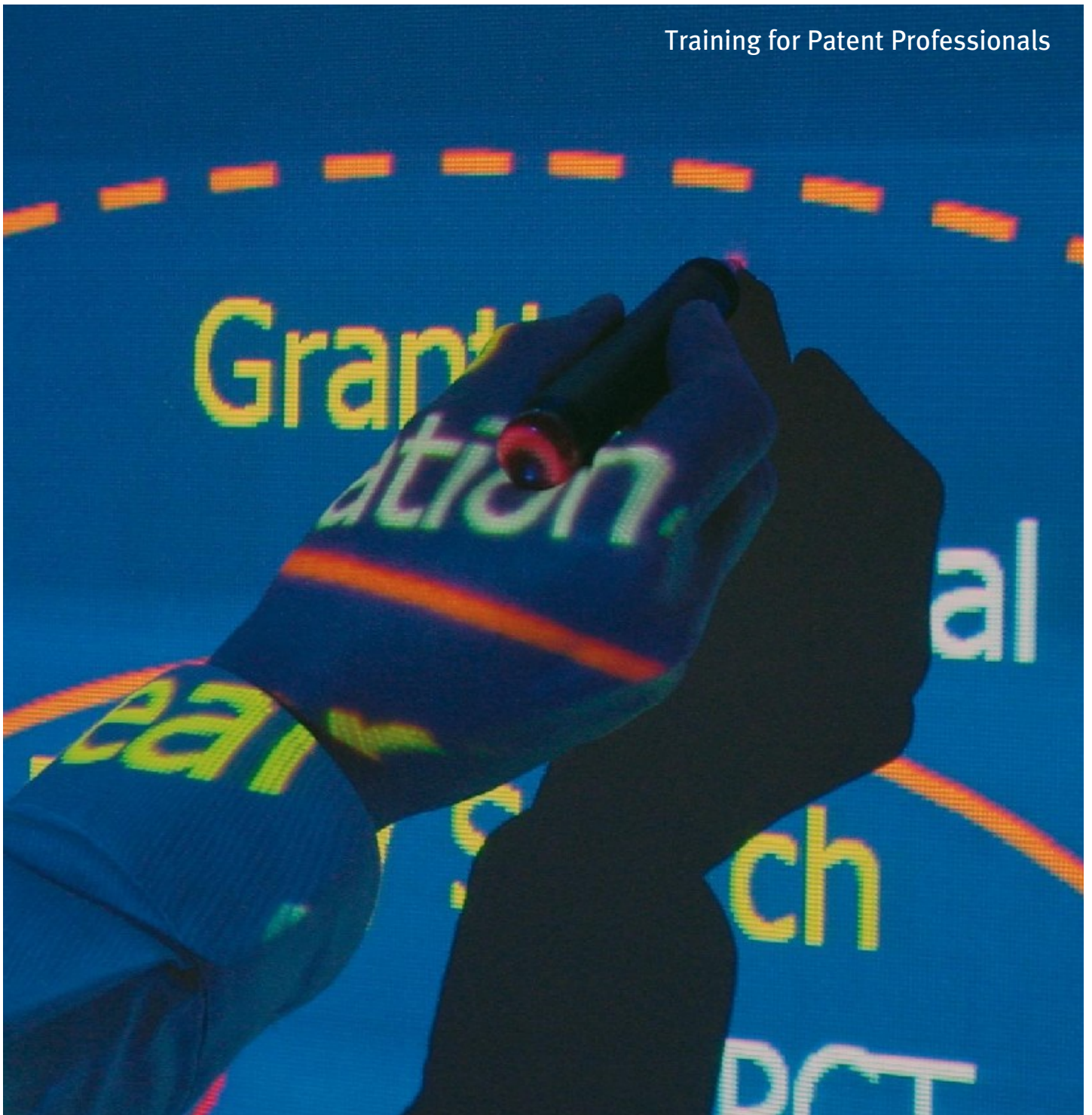




DELTA PATENTS

Training for Patent Professionals



Basic licensing course

BASIC LICENSING COURSE

Objective

In today's business world emphasis is increasingly put on cooperation and the use of technology developed and owned by others. Hence, technology transfer and licensing are becoming increasingly important to companies, research institutes and universities.

This course has been designed to introduce technology transfer and licensing concepts and terminology, to give an overview of the common types of licensing agreements, and to provide an understanding of the structure, wording and scope of license agreements. Moreover, it gives an overview of the licensing process, and discusses the Do's and Don'ts during a negotiating process.

By the end of the course, participants will have gained insight into the different types of licensing agreements, and the licensing process.

This course can be combined with the Advanced licensing course into a two-day course.

Who should attend?

Patent professionals either from an industrial in-house IP department or from private practice, IP managers, and R&D and business managers that are involved in technology transfer and the exploitation of intellectual property rights.

Topics included

- Business reasons for licensing
- Common types of licensing agreements
- Scope of the license
- Structure and wording of license agreements
- Royalty payments
- International considerations
- The licensing process
- Collaboration agreements

Documentation

All participants will receive course material including all overhead sheets used during the course.

Course language

The material will be provided in English. Tuition will be in English (or Dutch if all participants agree).

Attendance limited to 20

This limitation will give participants the opportunity to thoroughly discuss all the issues covered by the course programme.

Certificate

A certificate of attendance will be given to each participant who attends the course.

Speaker

The course will be given by Jowi Burger.



- Jowi Burger is an experienced tutor. He is one of the few Certified Licensing Professionals in Europe. He worked for Shell where he gained during the past twenty years extensive knowledge of drafting and negotiation of IP agreements. Contract parties included other oil and petrochemical companies, technology licensors, engineering contractors, small and medium sized innovative companies, research organisations and universities.

Course location

The course will in principle be held in Eindhoven (NL). Please check www.deltapatents.com. In case of sufficient interest from a particular country the course may be held locally. The course can also be given on an in-house basis.

Registration

The price of this one-day course is €650,00 (excluding VAT). Prices include tuition, course materials, refreshments and lunch. A registration fee of €60 is charged for each booking. For a company booking of several courses at the same time, only one administrative fee of €60 will be charged. All prices are exclusive of 19% VAT.

Please use the enclosed registration form to enrol.

Contact

For more information, please check the website of DeltaPatents (www.deltapatents.com) or contact Mieke Zonjee at DeltaPatents (training@deltapatents.com).

European Intellectual Property Education Foundation

The course is offered by EIPeF, European Intellectual Property Education Foundation. The Foundation decides on the programme and price-setting of the offered courses. DeltaPatents provides the contents of the courses, the course material and the organisation.

Registration Form

Basic licensing course

You may register by **FAX** +31 40 2366708
MAIL DeltaPatents B.V., Fellenoord 370, 5611 ZL Eindhoven, The Netherlands
WEBSITE www.deltapatents.com
E-MAIL training@deltapatents.com
COURSE DATE AND LOCATION To be announced

title	
name(s)	
company	
address	
postcode	
city	
country	
billing-address <i>(if different)</i>	
member of Platform FO yes/no	
purchase order	
tel no	
e-mail address	
preferred date	

A registration fee of € 60 is charged for each booking. For a company booking of several courses at the same time, only one administrative fee of € 60 will be charged. All prices are exclusive of 19% VAT.

Cancellation policy: Cancellations must be received in writing at training@deltapatents.com. For cancellations up to 3 weeks before the course starts, a full refund of the course fee less a cancellation fee of € 100 or transfer to a different course is possible. Thereafter, up to 1 week before the course starts, a 50 % refund or a transfer at an additional charge of 25 % is offered. For cancellations beyond a week before the course starts, no refund will be given. In the event of circumstances beyond its control, over- or underbooking DeltaPatents reserves the right to alter programme, tutor, location and/or date, cancel any bookings not fully paid or cancel the course.

DeltaPatents - Fellenoord 370, NL-5611 ZL Eindhoven, Phone +31-40-7876030 - Fax +31-40-2366708 - training@deltapatents.com