



# **DELTA**PATENTS

Training for Patent Professionals

**EQE PAPER C**  
**5-DAY**  
**FULL**  
**PREPARATION**

# DELTAPATENTS WELCOMES YOU

## Why DeltaPatents?

DeltaPatents is a **patent attorney firm** based in the Netherlands with a passion for quality. We provide the highest quality advice and service to public and private companies at various stages of growth from start-up to Fortune 500. All our patent specialists have a deep technological knowledge and extensive industrial experience at companies like Philips, NXP, ASML, AstraZeneca and Shell. Through our education activities, we stay ahead in terms of law changes, case law and procedural requirements.

We are proud to be a leading training organization for the **European Qualifying Examination (EQE)**. Our renowned courses can be followed throughout Europe. We offer a complete range of courses and high quality training material for the EQE. The knowledge and experience gained during more than a decade of EQE training provides a solid basis for our comprehensive range of training courses in different areas. We offer **Continuing Education of Patent Attorneys** (e.g. patent law update course, a Unitary Patent course, and various IP master classes).

For **R&D** (R&D managers, researchers, developers, inventors, entrepreneurs, IP management, IP coordinators and tech-transfer officers), we provide targeted IP tutorials, a Portfolio and Strategy course, and several workshops.

*“It was a pleasure to study with such a skilled and nice instructor”*

Our **blogs** keep you up-to-date on the EQE, Case law, Patent procedures, Unitary Patent and Dutch IP News.



In 2006 we started **training IP support staff**, culminating in a full training program preparing for the official Dutch Formalities Officers exam. The training modules are now offered throughout Europe.

Our training focuses on giving insight and understanding, and ensuring that the acquired knowledge can be practically applied. Unique for DeltaPatents is that we thoroughly train and guide our tutors. For our tutors, training is a profession, mastered by teamwork and frequent involvement in courses. We take feedback of attendants seriously and act on it. For us, quality and customer satisfaction are essential.

## DeltaPatents' personal touch

We believe in teaching and treating candidates with a personal touch. You will be trained in small groups, giving ample opportunity to discuss unclear issues in more detail and get personal assistance.

Hospitality is important to us. For candidates staying in Eindhoven for a couple of days, we always organize a social event, such as a dinner or a trip to a local place of interest. We welcome contact (e.g. via e-mail, telephone or video chat) with our tutors to ask follow-up questions, to clarify course materials or to report mistakes.





# EQE PAPER C

## 5-DAY FULL PREPARATION

### Objective

The 5-day course combines the DeltaPatents methodology with practicing papers. During the 5 days, **3-day methodology** later followed by the **2-day guided exam**, candidates will work on 4 exam papers in total and this will give the candidates an insight into how to scrutinize an opposition paper of the European Qualifying Examination. By the end of the course the candidates will have learnt how to analyse a client's letter and efficiently extract and administrate information in the patent in suit and in the prior art. Candidates will be able to identify the important attacks and execute those attacks in a structured manner with the aim of scoring a sufficient number of marks in the available time. Candidates will learn how to efficiently perform the methodology under time pressure on actual papers and will get a good feeling for how marks are awarded in an actual exam.

### Course Concept 3-day Methodology

A detailed explanation will be given of the substantive parts of the EPC relevant for paper C, emphasizing topics which regularly appear in recent exams or may be expected. These issues will be introduced using short case studies derived from older C Papers. An overview will be given of how Paper C has developed through the years resulting in an explanation of which attacks and which level of argumentation are normally required. The EPO Guidelines and case law will be used to determine the best way of performing the attacks. The methodology gives further details on how to argue these attacks thoroughly and efficiently. A unique goal oriented searching method is shown which ensures a time efficient analysis of the documents and immediate drafting of the attacks without having to record an excessive amount of information in matrices or work sheets. One EQE C paper will be integrated into the 3-day programme to illustrate and apply the tactics to a real situation.





## Course Concept 2-day Guided Exam

Prior to the course, the participants have to make one C paper at home. This paper will be corrected by the tutor and returned during the course, with detailed marking sheets and comments.

On the first day this paper is discussed by 're-making' the paper in small steps according to the methodology covered by the 3-day C Methodology course. This will demonstrate how the methodology can be applied and will enable candidates to precisely identify where their analysis may have been faulty and where they may have lost marks in their answer. In the afternoon the tutor will discuss another exam paper; this paper is prepared by the candidates before the course. During the second day, a full paper is made in the same way under increased time pressure. This can be seen as a guided mock exam. For the EQE 2018 the papers used in this course will be announced as soon as possible.

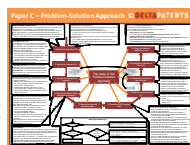
Candidates are expected to participate actively and work under time pressure.

## Highlights of our course

A **unique set of A3-size flow-charts** is handed out illustrating an optimal sequence for checking the various issues and providing sample sentences for use in the Facts and Arguments.



A **unique 10-step problem-solution approach** has been developed to ensure that the right closest prior art is selected and combined with the right secondary document. The approach avoids making incompatible combinations and deals with teachings-away. Sample sentences are provided. A **unique goal oriented searching method** has been developed to ensure that the candidate analyzes the documents efficiently, identifies the 'must-have' attacks fast and immediately drafts the attacks without being side-tracked. The newly developed search method avoids having to record excessive and time-consuming amounts of information in matrices or work sheets.

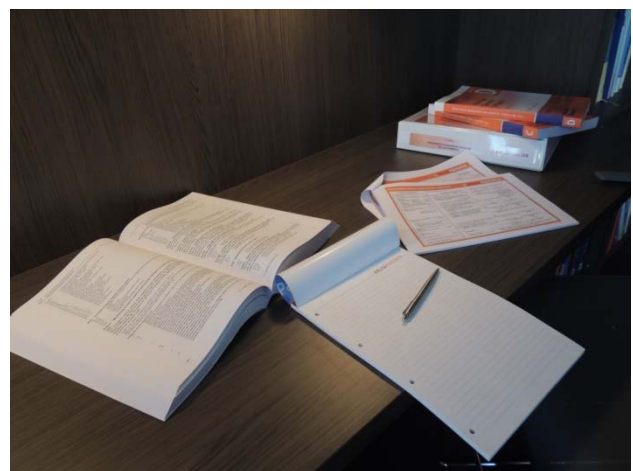


## Topics included

The following topics are covered:

- An overview of how Paper C has developed through the years, expected attacks and level of argumentation
- Legal background: priority, added subject-matter, claim interpretation, state of the art, novelty and inventive step
- Analyzing the client's letter
- Analyzing the patent to be opposed (claim interpretation, claimed objects, effects and definitions of features)
- Determining the effective dates of the claims, making a time line, solving and arguing any priority issue (same invention, 1<sup>st</sup> application issue, various tests)
- Establishing the state-of-the-art, dealing with European prior rights
- Recognising and dealing with added subject-matter attacks on the description and the claims; detailed explanation of the various test
- Identifying and performing novelty attacks based on European prior rights under Art.54(3)
- Identifying for each claimed embodiment the relevant sections of the Art.54(2) prior art documents and performing the 'must-have' attack(s) under novelty or inventive step
- Finalizing the Notice of Opposition form
- Time efficient analysis of the documents and recording of information

*"The course is very well structured in a systematic way, easy to follow, step to step. I feel I learnt a lot."*





## Training Material

A comprehensive set of high quality, up-to-date training materials will be provided including:



Over 400 overhead sheets introducing and explaining how to tackle the C exam.



- A book entitled “Methodology for Paper C”, of almost 400 pages, including over 70 figures, 17 flow-charts, 6 A3 flow-charts, and a template for recording information according to the goal oriented searching method



- The paper that will be practiced during the methodology course and an analysis/model solution. The analysis/model solution also demonstrates how the goal oriented searching method and the tactics have been applied for the specific paper.



The three C papers that will be practiced during the Guided Exam course and analysis/model solutions for those papers.

The model solution also demonstrates the analysis of the paper how the methodology has been applied for the specific paper.



The overhead sheets that demonstrates in detail how the process works on actual papers.



The copyrighted course material is provided for the personal use of the participants, who are asked not to make reproductions without permission.

## Who should attend?

The course is aimed at candidates preparing for the European Qualifying Examination. It is suitable for both first-time sitters as well as for re-sitters.

## Subsequent training

After having attended this 5-day course, you should be well prepared for the exam. If you wish to practice more, you can always participate in our:

- **Correction of EQE Papers program** (hand-in your solution, receive individual comments, suggestions for improvement, a detailed marking sheet and our model solution).

## Course language

The course will be given in English in the Netherlands, Denmark, Italy, Sweden and the U.K.

In Germany, a course in German and in English will be given.

## Attendance limited to 20

A maximum of approximately 20 students can take part in the course. This limitation will give the tutor the opportunity to discuss unclear issues in more detail and provide personal assistance during the practicing of the cases and the paper.

## Certificate

A candidate will receive a certificate after attending the course.

## Registration courses

The price of the “5-day Paper C full preparation”, given in Denmark, Sweden and Germany is € 2.550 (excluding 21% VAT).

Prices include tuition, course materials, refreshments and lunches.

An administrative fee of € 125 is charged for every booking.

If more than one course is booked at the same time, only one administrative fee of € 125 will be charged. Please register online or use the form in this brochure.

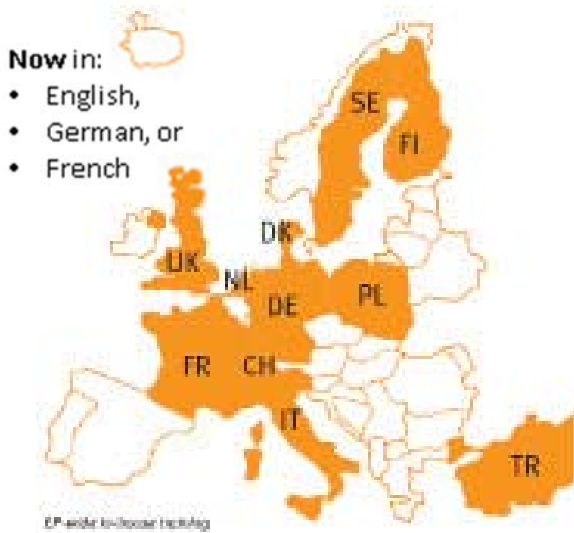
## Important information regarding course location

This course is offered at various locations in Europe, but we cannot guarantee that we can definitely confirm the course at all locations. At least 8 participants must register to definitely confirm. If we do not reach this number, we will ask participants to attend the same course in Eindhoven (NL).



## Cancellation policy

Please check our website ([www.deltapatents.com](http://www.deltapatents.com)) for our cancellation policy.



## Training locations

We do not only provide training in our base in Eindhoven, The Netherlands, but many of our training modules are available at several locations in Europe to minimize your travel costs.

## In-house training

All courses can also be given in-house. If required, a module can be tailored to your local organizational needs. Please contact us if you are interested in inviting us to your office.

## Brochures other courses

Detailed brochures for all courses can be downloaded from [www.deltapatents.com](http://www.deltapatents.com).

*“Thank you for developing such an efficient methodology to paper C. The way I see it: if somebody read all of your notes (the big binder) on how to approach paper C, practiced some examples, and then carefully but simply applied the learned methodology during the exam then it is IMPOSSIBLE to not score high. You have created a really amazing approach.”*



**“MY CHANCES OF  
PASSING THE  
EXAM HAVE  
JUST  
INCREASED  
ENORMOUSLY!”**



**Jelle Hoekstra**  
DeltaPatents



**Sander van Rijnsouw**  
DeltaPatents



**Joeri Beetz**  
Keltie



**Nico Cordes**  
DeltaPatents



**Gregory Baque**  
Baque IP

## Meet the Tutors

The training will be given by one of the below mentioned tutors.

- **Jelle Hoekstra** is founding partner of DeltaPatents, and an experienced tutor. He is author of the book “Methodology for Paper C” and contributor to the DeltaPatents’ books “Main Exam Questions for Paper D” and “Basic Legal Questions”.  
He is also the author of the book “References to the European Patent Convention” ([www.hoekstradoc.nl](http://www.hoekstradoc.nl)).
- **Sander van Rijnsouw** is an experienced tutor and associate partner at DeltaPatents.
- **Joeri Beetz** is an experienced tutor and European patent attorney at Keltie (UK).
- **Nico Cordes** is an experienced tutor and patent attorney at DeltaPatents. He is a contributor to DeltaPatents’ “Pre-Exam book”.
- **Grégory Baque** is an experienced tutor (e.g. ASPI tutor for 7 years and a Visiting Professor of Fudan University Law School in China). He is an IP Advisor at Baque IP. Until recently, Gregory headed Philips Intellectual Property and Standards in Europe. He is the author of the book “CBE-PCT, a reference about the European Patent Convention and the Patent Cooperation Treaty”.

The tutors correct every year more than 150 C Papers of candidates preparing for the exam.



**Mieke Zonjee**

## Contact

**For more information** please visit the DeltaPatents website ([www.deltapatents.com](http://www.deltapatents.com)) or contact Mieke Zonjee at DeltaPatents ([training@deltapatents.com](mailto:training@deltapatents.com)).





# REGISTRATION FORM

FOR COURSES OFFERED IN THE NETHERLANDS, DENMARK, FRANCE, GERMANY, ITALY, SWEDEN AND UK

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

name

company

address

billing-address (if different)

billing e-mail

billing phone number

purchase order

VAT-number

phone number participant (office or private)

mobile phone participant

First price mentioned is for courses in the Netherlands, second price mentioned is for courses in Denmark, France, Germany, Italy, Sweden and UK. A registration fee of € 125 (for a 1-day course € 65) is charged for each booking. If more than one course is booked at the same time, only one administrative fee of € 125 will be charged. All prices are exclusive of 21% VAT. No VAT will be charged if a VAT-number is provided on this form.

Paper A & B  4-day A & B Methodology € 1.530/€ 1.840  
 2-day A Methodology € 765/€ 920  
 2-day B Methodology € 765/€ 920

Date:

Paper C  3-day C Methodology € 1.145/€ 1.405  
 2-day C Guided Course € 1.035/€ 1.245  
 5-day C Full Preparation: 3-day Methodology and 2-day Guided Exam € 2.550

Date:

Paper D  3-day D (DI – DII) Methodology € 1.145/€ 1.405  English  German Date:  
 2-day D (DI – DII) Guided Course € 1.085/€ 1.295  
 5-day D Full Preparation: 3-day Methodology and 2-day Guided Exam € 2.600  
 4-day D Guided Trial Run € 1.530/€ 1.840  English  German  
 5-day D Guided Trial Run (incl. D Methodology crash) € 1.910/€ 2.270  English  German

**Cancellation policy: please check our website for our cancellation policy**