



DELTA PATENTS



Training for Patent Professionals

**EQE 2018 MAIN EXAM
PAPER C
EXAM TRAINING
6-DAY COURSE**

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 2018 – MAIN EXAM

PAPER C EXAM TRAINING

6-DAY COURSE

Objective

The 3-day methodology course aims to 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. Time management is an integral part of the course.

Who should attend

Candidates who were successful in the Pre-Exam and are preparing now for the next step, the Main Exam. Three years of full-time experience in the relevant field of patent creation and prosecution are recommended. For sitting the EQE three years of full-time experience is required.

Course Concept

During a 3-day methodology training in October a detailed explanation will be given of the legal and substantive parts of the EPC relevant for paper C. Emphasis will be put on topics that regularly appear in the exams or may be expected. The EPO Guidelines and case law will be used to determine the best way of performing the attacks. The methodology includes detailed tactics for dealing with the most common situations in the exam.

Emphasis is given on arguing efficiently and scoring full-marks for priority, added subject-matter, novelty and inventive step.

The various issues will be practiced using short case studies. One EQE C paper will be integrated into the 3-day methodology training to illustrate and apply the tactics to a real situation. Several options for recording information, such as using a feature matrix, definition matrix, effect matrix, claim-document matrix, line-of-attack matrix will be discussed.

The methodology training is followed by practicing papers to internalise the methodology and increase speed. From November until February, the students have to prepare four EQE Papers C at home and hand in their answers. The answers will be checked and marked by the tutor and discussed with all students in half-day sessions. After having discussed two exam papers, the students will follow a special exam training, where the tutor will lead them step-by-step through an exam to improve the efficiency. All documents will be read together and students will give their solutions to parts of the exam.

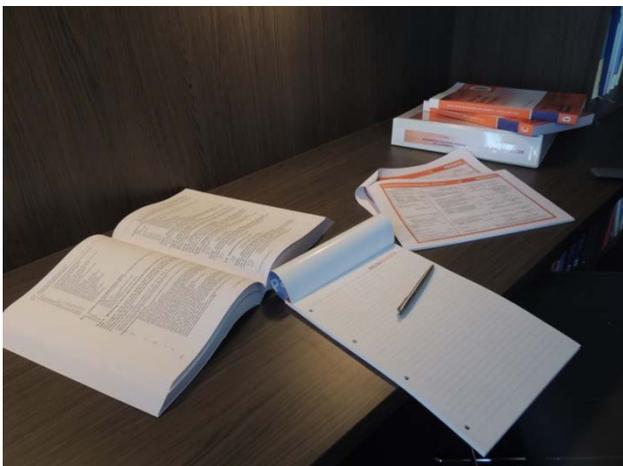
Course schedule

- 3 full day sessions, introducing the methodology
- 4 half day sessions, discussing homework/exam papers
- 1 full day session, guided mock exam

Topics included

The following topics are covered:

- Legal background: priority, added subject-matter, claim interpretation, state of the art, novelty and inventive step
- Time management: how to efficiently handle the various documents, how to divide time between the various elements of the C Exam Paper
- Analyzing the client's letter, distilling the questions and writing the response to the client's letter (legal issues)
- Analyzing the patent to be opposed (claim interpretation, claimed object, claim effects, definitions)
- Determining the effective dates of the claims in the patent to be opposed
- Establishing the state-of-the-art, making a Time Line (date display) and a Claim-Document matrix; recognizing and dealing with European prior rights, publication problems, priority problems, non-prejudicial disclosures, etc.
- Added subject-matter attacks on the description and the claims
- 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
- Optionally, recording identified claim features and recording the attack
- Finalizing the Notice of Opposition form and the Legal Issues.



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.



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 amounts of information in matrices or work sheets.

Training Material

Except from the abovementioned flow-charts, a comprehensive set of high quality, up-to-date training materials will be provided including:



- Over 500 overhead sheets introducing and explaining how to tackle the C exam



- A book entitled "Methodology for Paper C", over 300 pages, including over 60 figures, 16 flow-charts, 6 A3 flow-charts, and several matrix templates



- The six papers that will be practiced 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 copyrighted course material is provided for the personal use of the participants, who are asked not to make reproductions without permission.



Course Language

All material will be in English. Tuition will also be in English (or Dutch, if there are no foreign candidates participating).

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, and provide personal feedback on their homework.

Certificate

A candidate will receive a certificate after attending at least 6 out of the 8 sessions and handing in homework of all 4 C papers.

Course Dates, Time and Location

The introductory sessions will be in October, followed by 4 half day discussion-sessions and the guided mock exam session in the period November – February. Most of the discussion sessions of the C and D exam papers will be combined on one day.
Course time: 9.30 – 17.00 hrs. (full day) and 13.15 – 17.00 hrs. (half day).
Course locations will be Utrecht (Lunetten) and/or Eindhoven.

Registration and invoicing

The invoice will be send immediately after registration. Please note:

- Up to 2 months before the start of the training course an early-bird-discount will be given.
- From 2 months up to the start of the course, the full price without discount will be charged.

Registration procedure

The price for the Main Exam Paper C training is € 4.060 (excluding VAT and a registration fee of € 125). Prices include tuition, course materials, refreshments and lunch (at full day sessions).

For a company booking of several candidates at the same time, only one registration fee of € 125 will be charged.

Please register **before 15 April 2017**. To register you can use the online form on our website or the form in this brochure.

Cancellation policy

Please check our website (www.deltapatents.com) for our cancellation policy.

Overview full EQE training

This module is part of the second year preparation Main EQE. The full program for Dutch patent attorneys is shown here:

1st year preparation Pre-Exam:

- Pre-Exam Integrated (13-day), price € 5.580
- Early bird discount: € 150

2nd year preparation Main Exam:

- D-Legal (8-day), price € 4.585
- Exam Training Paper AB (5,5-day), price € 3.950
- Exam Training Paper C (6-day), price € 4.060
- Exam Training Paper D (4,5-day), price € 3.535
- Early bird discount: € 440

Registration fee

- A registration fee of € 125 is charged for each booking.
- For a company booking of several candidates at the same time, only one registration fee of € 125 will be charged.

Training institute

The course is offered by EIPEF (European Intellectual Property Education Foundation), the former "Stichting Opleiding Europees Octrooigemachtigde". The Foundation decides on the program and price-setting of the courses. DeltaPatents provides the contents of the course, the course material and the organization. Looking at the passing-rates over the last few years shows that the results of the EQE from the Foundation and/or DeltaPatents were among the highest in Europe.





**“VERY EFFICIENT
METHODOLOGY,
WELL STRUCTURED,
EASY TO FOLLOW,
STEP TO STEP,
SYSTEMATIC.”**



Jelle Hoekstra
DeltaPatents



Sander van Rijnsouw
DeltaPatents



Nico Cordes
DeltaPatents



Joeri Beetz
CNH Belgium

Meet the Tutors

The training will be given by Jelle Hoekstra and/or Sander van Rijnsouw and/or Nico Cordes and/or Joeri Beetz.

- **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).
- **Sander van Rijnsouw** is an experienced tutor and associate partner at DeltaPatents.
- **Nico Cordes** is an experienced tutor and senior European patent attorney at DeltaPatents.
- **Joeri Beetz** is an experienced tutor and European patent attorney at CNH (Belgium).



Mieke Zonjee

Contact

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



REGISTRATION FORM

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

tel. no.

billing tel.no.

e-mail address

billing e-mail address

purchase order

VAT number

A registration fee of € 125 is charged for each booking. If more than one course is booked at the same time, or with a company booking, only one registration fee will be charged. All prices are exclusive of 21% VAT.

Pre-Exam 13-day Pre-Exam Integrated Exam year:
Training NO

Main Exam Exam Training Paper A and B Exam year:
Training NO
Paper A and B

Main Exam Exam Training Paper C Exam year:
Training NO
Paper C

Main Exam D-Legal Exam year:
Training Exam Training Paper D
Paper D NO

Cancellation policy: please check our website of our cancellation policy.