



DELTAPATENTS

Training for Patent Professionals

PASSING THE EQE WITH DELTAPATENTS

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, European patent law, in particular case law, patent law procedures, IP News in Dutch, and progress of the UPC.



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.

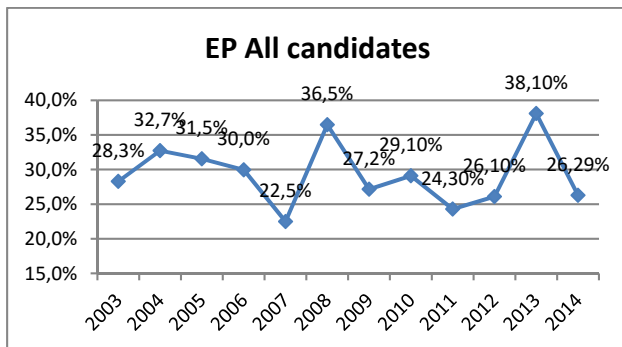
Hospitality is important to us. For candidates staying in Eindhoven for a couple of days, we always organize a social event, such as a dinner or a trip to a local place of interest. We welcome contact (e.g. via e-mail, telephone or video chat) with our tutors to ask follow-up questions, to clarify course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



PASSING THE EQE WITH DELTAPATENTS

EQE training

The EQE exam is notoriously difficult to pass. Despite most candidates studying hard, the pass rate of the Main Exam averages around 30%, with some fluctuations depending on the complexity of that year's exam. First-time sitters usually score a few percent higher.



The pass rates per paper of the Main Exam are normally higher. For example, in 2012 the pass rates were:

	PASS	PASS +COMP.FAIL
• A Electricity/Mechanics:	54%	63%
• A Chemistry:	56%	64%
• B Electricity/Mechanics:	56%	66%
• B Chemistry:	53%	63%
• C:	32%	42%
• D:	33%	44%

All papers score low. In particular, Papers C and DII are major hurdles. Paper DI (legal part) requires a significant time investment in studying and mastering

the EPC and PCT law, Guidelines, Ancillary Regulations and case law.

The low pass rates illustrate that, despite spending quite some time in preparation, you may fail. This is highly frustrating. Frequently heard comments are:

“The hardest exam I ever took”

“The first exam I ever failed”

To achieve success, you need to commit hundreds of hours to studying both legal theory and application of the law. You increase your chances by making a plan, attending the best courses available and using the highest quality materials available. You benefit from getting dedicated training focussed on passing this exam by tutors that know everything about this exam and what it needs to pass.

We specialize in providing courses and training material for the EQE, covering the Pre-Exam as well as each of the papers of the Main Exam. A full range of short modules have been developed, allowing each candidate to optimally complement already acquired knowledge and skills.





“I like the prescriptive style of the trainers: ‘read this’, ‘don’t read that’; I do not want endless options, I want to know how to pass the exam”

EQE Pre-Exam training

For the Pre-Exam, we offer:

- **Pre-Exam Integrated course**
This intensive 12-day course (in 4 blocks) will bring candidates from a basic level with no or limited legal knowledge to the level required for the EQE Pre-Exam. All legal topics, EPC procedural, EPC substantive and PCT, are covered. Legal interactive tutorials will be alternated with practicing what has been learned: candidates will experience from the start how this knowledge can be used in an efficient way in order to pass the Pre-Exam. Homework is an integral part of the course. The questions test absorption and understanding. We provide full answers for all homework questions for self-evaluation.
- **Pre-Exam Distance Learning**
The same as the Pre-Exam Integrated course, but as distance learning: with homework schedules and 2-/3-week video sessions.
- **Legal Methodology Course**
In this 1-day course, we explain how to answer the legal questions for the Pre-Exam. We will teach a methodology, which will help to score optimally on the legal part of the Pre-Exam and how to deal with the True/False format
- **Claim Analysis Course**
In this 2-day course, we cover the Claim Analysis part of the Pre-Exam with a specific exam methodology. The methodology is practiced using multiple choice questions and cases and one full pre-exam.

“This C methodology course is much more effective than other courses I have attended before. The pointing out of all relevant legal provisions were very useful for me”

“The Paper C Methodology course is genius. I literally heard a click in my head”

“Excellent problem-solution training!”

“D Methodology course: a great combination of various tools, methodologies and discussion on how to deal with various issues in the exam”

“The D Methodology course should be mandatory!”

“The first time I have the impression that DII could be manageable ...”

EQE Main Exam training

Our modular approach allows candidates to freely choose which paper(s) they wish to prepare for in a certain exam year. We offer:

- **Legal Refresher Course**
This 4-day course brings candidates with a reasonable legal starting point up to the level required for the DI part of paper D. The procedural aspects of the EPC and PCT are reviewed which are regularly tested in Paper D. In interactive sessions, the legal knowledge of the candidates will be tested and refreshed on identified key topic primarily using short legal questions, rounded up using brief presentations showing how the key topics should have been handled.
- **Methodology courses for each paper**
In these 2 or 3 day courses, we detail the requirements of the paper and clarify the key issues of the paper. We give a step-by-step approach for efficiently handling the paper, including practical analysis techniques, checklists and guidance in optimising scoring of marks with the knowledge you have. The methodology is developed and tested over more than a decade. In the courses, we show how the methodology works by applying it to at least one exam paper.
Our methodology courses for re-sitters apply the methodology to the last exam paper.
- **(Guided) Exam courses for each paper**
We offer a variety of courses for guided practicing of papers, depending on demand. For example:
 - 1-day training targeted at **re-sitters**, covering the last exam paper
 - 2 or 3-day course wherein a handed-in paper is corrected and marked and discussed during the course. One more exam paper is practiced during the course, with guidance and assistance from the tutor.
 - 4- or 5-day Paper D Guided Trial Run course providing a final test of EQE readiness, combining guidance through up-to-date DI and DII exam questions with practice under time pressure.

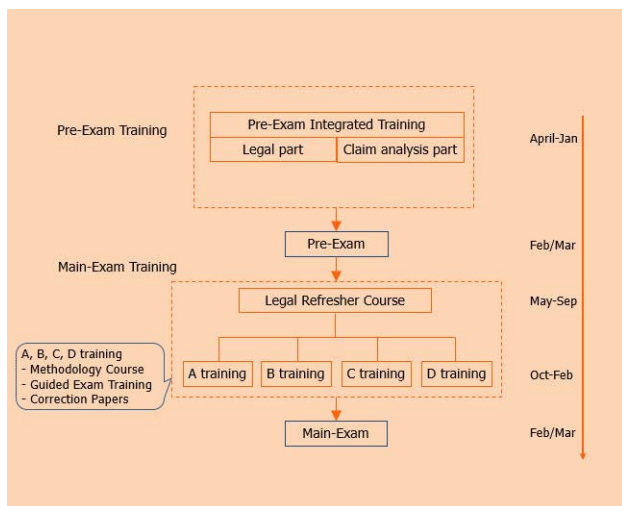
“Guided Exam: the ultimate tool for making it possible to pass!”

Integrated EQE training programs

Our modular system allows candidates to choose a program which matches their learning style and needs in prioritising study versus balancing it with focussing on work or private life. Here two exemplary programs are shown, a fast track program and a slow-track program. Please contact us to discuss how to optimise your preparation depending on your needs.

Fast track program

In this program, which is the default program in the Netherlands, candidates aim to pass the Pre-Exam, immediately followed by next year passing all four Main Exam papers.

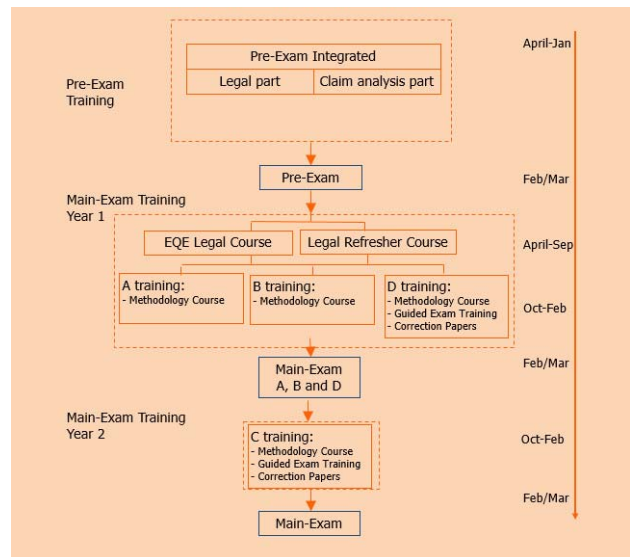


The Main Exam year will be challenging: four papers in parallel, including paper DI which requires a lot of hours of studying. To spread the load, a good legal preparation is already required in the Pre-Exam year. For this our Pre-Exam Integrated Training is ideal: legal and claim analysis integrated in one program. After finishing this course, you are ready for the Pre-Exam.

Slow track program

In this program, candidates plan a couple of years for passing the Main Exam. Here a schedule is shown wherein Papers A, B and D are taken in the first Main Exam and in the following year paper C is taken.

A candidate can choose to build up the legal knowledge relatively fast by following our Pre-Exam Integrated Training (legal parts) for the pre-exam, optionally followed by our Legal Refresher course. Alternatively, if less legal knowledge has been acquired for the pre-exam, the our Pre-Exam Integrated Training (legal parts) can be followed as a preparation before the Paper D training.



The Main Exam training can start with our Legal Refresher Course, followed by the training for the four papers in parallel. The paper training ideally starts with a Methodology Course, followed by a Guided Exam Training and, optionally, finished with our Correction Paper program.

EQE Distance Learning

We have developed this program during the past years for candidates who are unable to attend the DeltaPatents' courses, or for anyone looking for extra study and practice materials. We offer a "Correction of Papers" program and "Pre-Exam Distance Learning":

- **Paper Correction:** you hand-in exam papers and we correct them, giving individual feedback as well as our own detailed marking sheets and model solutions
- **Pre-Exam Distance Learning:** complete legal training for the Pre-Exam, with homework schedule and feedback of tutors on handed-in homework.



Video sessions:

2- or 3-weekly video conference sessions where the tutor discusses the upcoming modules and answers questions from the participants



"I would like to thank you for all the help I received during my distance course Paper D. It really helped to have the pressure of handing in the homework and make me work steadily in the months before the exam"

Personal coaching

Based on our extensive experience in training candidate, we offer a one-to-one intensive personal coaching, wherein we, together with the candidate, determine the personal reasons for failing the exam, correct some of the mistakes, come to an approach optimized for the candidate and a recommended further preparation plan. The personal coaching will be agreed beforehand.

One possible scenario is where, before the personal session, the candidate prepares a paper at home and the tutor marks this. On a first afternoon of the personal guidance, the exam, known problems of the candidates and the prepared exam are discussed. On a second day, the candidate makes a further paper, which is immediately discussed with the tutor, finished by discussing a further preparation plan.



EP-wide in-house training

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.



About the EQE

In Supplement to OJ EPO 2/2014, you can find:

- Regulation on the European qualifying examination for professional representatives (REE)
- Implementing provisions to the Regulation on the European qualifying examination (IPREE)
- Instructions to candidates concerning the conduct of the European qualifying examination

The examination is organised and conducted by a Supervisory Board, an Examination Board, Examination Committees and an Examination Secretariat, comprising members from the epi and EPO.

The EQE is designed to establish whether the candidate has the requisite aptitude and knowledge to represent applicants before the EPO.

EQE syllabus

Candidates need to be particularly conversant with European patent law, the Patent Cooperation Treaty, the Paris Convention, EPO board of appeal case law and certain national laws in so far as they apply to European patent applications and European patents. The content of the examination only relates to legal texts which were in force on 31 December of the year preceding the examination.

Languages

The examination papers are drawn up in the three official languages of the EPO (English, French and German). Candidates may choose any of these languages to answer in. Candidates may also be permitted to submit their answers in another official language of a Contracting State if so requested during enrolling for the exam.

Structure of the exam

The EQE, held once a year, comprises five papers, divided over a single paper Pre-examination (Pre-Exam), followed by a Main Exam consisting of four papers.

- **Pre-Exam (4 hours)**
Assesses candidates' ability to answer legal questions and questions relating to the drafting of claims. The exam is multiple-choice and consists of two parts; a legal part and a claims analysis part. The Pre-Exam must be passed before the Main Exam may be attempted.
- **Main Exam**
Candidates are free to choose the paper(s) they wish to sit in a certain year; they do not need to be taken in a prescribed order or combination.

- **Paper A (3 1/2 hours)**
Tests the candidate's ability to draft claims and the introductory part of a European patent application. As of the EQE 2017 there will be a single A paper.
- **Paper B (3 hours)**
Requires candidates to prepare a reply to an official letter in which prior art has been cited. As of the EQE 2017 there will be a single B paper.
- **Paper C (5 hours)**
Involves drafting a notice of opposition to a European patent.
- **Paper D (5 hours)**
Consists of two parts DI and DII and assesses candidates' ability to answer legal questions (DI) and to draft a legal advice (DII).

Passing the EQE

To pass the EQE, it is obligatory to pass all examination papers. Candidates may not enrol for any of the Main Exam papers until they have passed the Pre-Exam.

Each answer paper is marked on a scale from zero to 100 by the relevant Examination Committee.

For the Pre-Exam, a PASS grade is awarded for an answer Paper with 70 marks or more; otherwise a FAIL grade is awarded for that paper.

For the Main Exam, there is a compensatory system whereby under certain circumstances, low marks can be offset by good marks in other papers. For each paper of the Main Exam,

- a PASS grade is awarded for an answer paper with 50 marks or more;
- a FAIL grade is awarded for an answer paper with fewer than 45 marks;
- a COMPENSABLE FAIL grade is awarded for an answer paper with at least 45 but fewer than 50 marks

A candidate is declared to have passed the Main Exam once he has sat all the examination papers and if he satisfies all of the following conditions:

- he has not been awarded a FAIL grade in any of the papers
- he has been awarded a PASS grade in at least two papers, and
- his total aggregate mark in the four papers is at least 200.

If a candidate re-sits an examination paper, the marks and grade previously obtained for this paper are no longer valid. It is not possible to re-sit a passed exam.



DeltaPatents' Web Shop for Training Material

For our courses, our professional tutors continuously develop and update the training material using input from past participants and to follow recent legal changes. Methodology books, books with Questions and Answers as well as very thorough model solutions for each paper are available for those who study for the EQE.

EQE Basic Legal Questions

The book contains:

- Introduction - how to prepare
- Study Guide
- Legal Questions and Answers in True/False format and open questions
- To prepare for Pre-Exam as well as Main Exam



EQE Main Exam Questions for Paper D

The completely updated book contains:

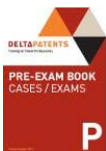
- A comprehensive Study Guide
- A list of abbreviations which may be used in your answer on the EQE
- A set of more than 350 legal and exam style questions, with a recommended minimum subset



EQE Pre-Exam Cases and Exams

The book contains:

- Introduction - how to prepare
 - Legal Cases
 - Claim Analysis Cases
- Pre-Exams 2012-2016, together with our proprietary model solutions explaining the answers



EQE Main Exam Methodology books

For EQE paper C, we have developed a methodology books. The book describes the requirements of the paper and, in combination with thorough discussion of the EPC provisions relevant for the paper, present a structured approach for tackling the paper.



EQE Main Exam Analysis/Model solutions

For Paper C and Paper D Main Exam paper, we have developed very detailed and thorough Analysis and Model Solutions.

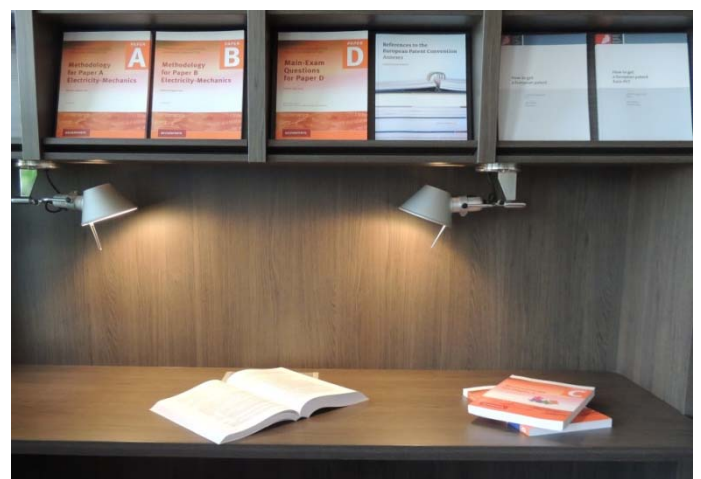
The booklets cover analysis of the paper, applying the methodology to the paper and the correct answer, updated for the current law.




References to the EPC

By: Jelle Hoekstra

The ideal reference book for the EQE and daily use. The main book, of almost 900 pages, gives the EPC Articles, mixed with the Rules, relevant parts of the Guidelines, many selected Ancillary Regulations, all Enlarged Board decisions and all established case law. The book is a unique one-stop shop, covering all relevant information for the EPC part of the EQE. Many flow-charts, legal overviews and tables are included to enable fast answering in the EQE.





**“VERY HELPFUL AND
MOTIVATED PEOPLE,
WHICH GIVES A VERY
INTERESTING AND
WARM FEELING
DURING THE
COURSE.”**



Meet the Tutors



Jelle Hoekstra
DeltaPatents



Pete Pollard
DeltaPatents



Roel van Woudenberg
DeltaPatents



Sander van Rijnsouw
DeltaPatents



Nico Cordes
DeltaPatents



Joeri Beetz
CNH



Karel Riem
DeltaPatents



Grégory Baque
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Heide Götz
European Patent Office



Mieke Zonjee

Contact

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