



**DELTA PATENTS**

Training for Patent Professionals

**IP TUTORIALS  
AND WORKSHOPS  
3-DAY PATENT  
TUTORIAL**

**INTRODUCTION TO PATENTS**

# DELTAPATENTS WELCOMES YOU

## Why DeltaPatents?

DeltaPatents is a **patent attorney firm** based in the Netherlands with a passion for professional excellence. We provide the highest quality advice and service to public and private companies at various stages of growth from start-up to Fortune 500. Our patent specialists have a deep technological knowledge and extensive industrial experience. 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 15 years 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) across Europe as well as outside. For **R&D** (R&D managers, researchers, developers, inventors, entrepreneurs, IP management, IP coordinators and tech-transfer officers), we provide targeted IP tutorials and several workshops. These can also be organized in-house at your organization, open to other participants or exclusively in-house.

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

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



In 2006 we started **training IP support staff**, culminating in a full training program preparing for the official Dutch Formalities Officers exam. The program includes training modules directed to EPC and PCT formalities. These training modules are 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 participants staying in Eindhoven for courses of multiple days, we 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.





# IP TUTORIALS AND WORKSHOPS

## 3-DAY PATENT TUTORIAL

### INTRODUCTION TO PATENTS

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#### Objective

Quite often, the success of a business depends on the ability to innovate, i.e. the innovation power. Knowing that others may wish to benefit from that success, it is key to protect innovations using the available intellectual property rights in order to stay ahead of the competitors. In case of technical developments patents may have to be filed. Drafting patent applications, and in particular drafting claims, is a specialist skill requiring a high level of technical and legal knowledge. Such work is generally carried out by patent attorneys. A patent application must comprise enough details to optimise the chance of grant, and to provide an acceptable scope of protection over the 20-year lifetime of the patent. The patent attorney plays a very important role in this process.

For “outsiders” dealing with patents, it can be difficult to understand these legal documents, and to judge the quality and scope of protection. Furthermore, it may be difficult to navigate through the many conflicting requirements and recommendations. The objective of this course is to give the participants tools to better understand patents and to improve the patent drafting process, when communicating with patent attorneys in their daily work. This is achieved by first putting the patent law within the broader context of intellectual property rights, whereafter it is illustrated, using hands-on exercises, what a patent is, what it is used for and how each element in the patent can help or hinder its use. Also, the patent system and the possible patent routes will be explained in more detail.

#### Who should attend?

*Inventive people and people who work with inventive people.*

It is believed that a basic knowledge of intellectual property is important throughout an organisation making this training useful for essentially anyone. The course is particularly useful for those who are directly or indirectly involved in innovation, such as *research scientists, development engineers, inventors, entrepreneurs, project leaders, group leaders, and IP coordinators*. Nevertheless, participants working in the technical-commercial field, such as *product managers and product marketeers* may benefit from this course as well. Furthermore, the course may be beneficial for *trainee patent attorneys, which recently started their traineeship*, desiring to quickly establish a basic competence in intellectual property. No prior knowledge about IP is required.

This course does not prepare for the European Qualifying Examination for patent attorneys (EQE). Please visit the DeltaPatents [website](#) for information on the EQE courses.





## Course concept

This course sketches the big picture, and fills in details on the most important legal aspects. Basic examples are included to ensure understanding. The following topics will be covered:

### Introduction to Intellectual Property Rights (IPR)

- Definition & principles of IPR
- Overview of IPR
- Enforcement of IPR

### Business Aspects of Patents

- Business relevance of patents
- Exploitation of patents
- Selection criteria – What is a valuable invention?
- Aligning patenting strategy with business strategy
- Confidentiality

### Understanding a patent (application)

- Patentability criteria (patentable subject-matter, novelty, inventive step, industrial applicability)
- Sufficiency of disclosure
- Content of a patent (application)
- Patent ownership/inventorship
- Recognizing the invention
- Scope of protection

### Claim interpretation and claim drafting

- How to interpret a claim?
- How to draft a claim?

### Using patent information sources

- Searching in public patent databases
- Patent families
- Search for status of a patent

### Introduction to Patent Procedure

- General patent procedure (priority filing, definitive filing)
- European (EP) patent procedure
- PCT System
- Choice of patenting route
- Cost of a patent

### Trade secrets

- EU Trade Secrets Directive
- When to keep an invention secret
- How to enforce a trade secret

### Future European patents

- Unitary Patent
- Unified Patent Court (UPC)

### Special considerations for the US

- Inventorship
- Statutory subject-matter
- Duty to disclose (IDS)
- Best-mode requirement
- Patent application types
- Introduction to the unitary patent

### Opposition and Appeal

- What is opposition?
- Grounds of opposition
- Opposition proceedings
- Appeal proceedings

### IP Licensing

- Exclusivity
- Liability & Indemnification
- Dispute resolution
- Standard Essential Patents
- EU competition law

### Relationship client – patent attorney

- Patent practitioner as sparring partner
- Roles of patent attorney

### Infringement and Freedom-to-Operate

- Infringement under the EPC
- Art. 69 and Protocol on interpretation
- Infringement under national law
- Direct and indirect infringement
- Doctrine of equivalents
- Cross-border injunctions
- EU enforcement directive
- EU Customs Regulation

## Course Highlights

This 3-day course introduces participants to intellectual property rights, with a specific focus on patents. The examples used in the workshop require no specialist technical knowledge.

## Documentation

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



- All slides presented during the course.
- Overviews of the European patent procedure

The copyrighted course material is provided for the personal use of the participants.



## Course Language

All materials and instruction will be in English.

## Attendance Limited to 17

When given within the DeltaPatents premises attendance to the course is limited to a maximum of 17 participants. For on-site courses, the group may be larger.

## Certificate

All participants will receive a certificate after attending the course.

## Course Date and Location

Scheduled dates in 2019: **3 – 5 June 2019.**

Course location: DeltaPatents' main office in Eindhoven, the Netherlands.

## Registration courses

The price for the “**3-day Patent Tutorial**” course is **€ 1.175** (excluding 21% VAT). The price includes presentations, course materials, refreshments and lunches.

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

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

Please register online or use the form in this brochure.



## 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.



**“GOOD COURSE,  
SUPPORTED BY  
ENOUGH  
EXAMPLES.”**





**Jessica Kroeze**  
DeltaPatents



**Jelle Hoekstra**  
DeltaPatents



**Sander van Rijnsouw**  
DeltaPatents

## Meet the Tutors

- **Jessica Kroeze** is tutor for Main Exam Papers A and B, claim drafting courses and IP Administrators' courses. She is a European Patent Attorney in the field of Physical-Organic Chemistry.
- **Jelle Hoekstra** is tutor for Pre-Exam, all Main Exam Papers, IP Tutorials and IP Administrators' courses. He is a European Patent Attorney. Jelle is author of the book "Methodology for Paper C" and of the book "References to the European Patent Convention" ([www.hoekstradoc.nl](http://www.hoekstradoc.nl)).
- **Sander van Rijnsouw** is tutor for Main Exam Paper C courses and IP Tutorials. He is a European Patent Attorney in the field of Technical Mathematics.



**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

You may register by **fax** + 31 40 2366708 **mail** DeltaPatents B.V., Fellenoord 370, 5611 ZL Eindhoven, The Netherlands  
**website** [www.deltapatents.com](http://www.deltapatents.com) **e-mail** [training@deltapatents.com](mailto:training@deltapatents.com)

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name

company

address

billing address (if different)

tel.no./mobile phone participant

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, 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.

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IP Tutorials  3-day Patent Tutorial – 3-day Introduction to Patents: **3 – 5 June 2019** Eindhoven  
3-day **Price € 1.175**  
Introduction

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IP Tutorials  2-day Patent Tutorial – 2-day Patent Drafting: **9 – 10 September 2019** Eindhoven  
2-day **Price € 820**  
Patent Drafting

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