



DELTA PATENTS

IP Services for High-Tech Industry

**DELTA PATENTS
COURSE INSTITUTE
FOR
IP PROFESSIONALS**

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.



OVERVIEW OF OUR TRAINING COURSES

EQE TRAINING

For the **European Qualifying Examination (EQE)**, we provide training for the Pre-Exam as well as the Main Exam in the form of class-room training or distance learning.

CONTINUING EDUCATION ATTORNEYS

For **Continuing Education of Patent Attorneys**, we provide a law update course, a Unitary patent- UPC course, and, at this moment on an in-house basis, various IP master classes.

R&D, MANAGEMENT or STARTERS

For **R&D** (R&D managers, research scientists, development engineers and inventors, as well as entrepreneurs, and IP coordinators) we offer a 3-day patent tutorial and a series of short workshops.

For **starters in IP** we offer a 2-day Claim Drafting course.

IP ADMINISTRATORS

For **IP support staff** (administrators, paralegals) we provide a beginners course as well as several in-depth courses on the EPC and PCT, including the national/regional phase.

“The ultimate tool for making it possible to pass!”

EQE training

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

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.



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.

This unique methodology has proven to be very successful. After passing, many candidates attribute their success to our courses.

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-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.

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

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 Legal Distance Learning for the Pre-exam (and Paper DI):

- **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.

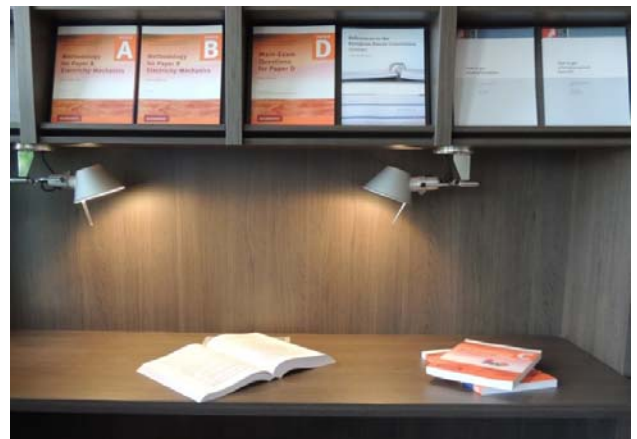


Video sessions:

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 for 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”





Patent Law Update

We offer update courses for practising patent attorneys who need to deepen or refresh their knowledge. Depending on the need and changes to the law, we currently offer:

- **Yearly EPC & PCT Update course**
- **A course on the Unitary Patent and UPC**

Patent Tutorials - Workshops

These courses aim at entrepreneurs, IP coordinators, R&D managers, research scientists, development engineers and inventors, who have a need for basic IP knowledge or who want to protect their product for the first time.

To attend these courses, no prior knowledge is required.

- **3-day Patent Tutorial:** the objective of this course is to give participants tools to better understand patents and to improve the patent drafting process, when communicating with patent attorneys in their daily work.
- **Series of 2-hour workshops:** the workshops cover getting familiar with Intellectual Property, how to read a patent, how to obtain a patent and what can you do with a patent.

Claim Drafting

On an in-house basis, we offer this course aimed at participants who are relatively new to the profession want to quickly get a basic understanding of the claim drafting process and at IP coordinators who want to assess claims drafted by outside counsel.

- **2-day Claim-Drafting (in Electricity-Mechanics):** using many practical examples, participants will learn a structured approach to analysing inventions, drafting claims having an optimum scope of protection, and using these claims to construct the rest of the application to support those claims.

IP Administrators' courses

IP departments both from industry as well as private practice need training of their IP Administrators/Formalities Officers or other IP support staff for various reasons, such as:

- To raise skills so that duties may be delegated from Patent Attorneys to IP Administrators/ Paralegals
- To support organisational changes
- To provide background knowledge of the IP process to increase motivation and reduce the chances of misunderstanding
- To have fully trained support staff in order to meet "all due care" requirements of the EPC/PCT in re-establishment cases

To support such needs, DeltaPatents has developed a full set of training modules, both beginners courses and in-depth modules.

The in-depth training modules have been audited by the Platform Formalities Officers in the Netherlands, and are the only training recommended for preparing for the official Formalities Officers Exam organised by the Platform.

Beginners courses

- **Introduction to Intellectual Property Rights and Patent procedures (2-day)**

This course gives an overview of the different types of IPR and why companies are interested in protection. It introduces patents, the structure of a patent application and general patent issues, such as inventorship, ownership, registration vs. examination systems, representation. An overview of the patent procedures is given, in particular of the EP and PCT patent procedure.

In-depth courses

- **General Aspects Patents + Core EPC procedures (3-day)**

This course gives an overview of general patent issues as relevant for the EPC. It covers the EPC Time limits and remedy system. The procedure is described, including filing the application, filing date, missing parts, formal requirements, search, lack of unity, publication, substantive examination, oral proceedings, grant and national validation, translations, London Agreement. A short overview of the opposition and appeal procedures is given.

- **PCT Procedures (2-day)**

This course gives an overview of the PCT procedure and roles of the Offices. It covers the common provisions, including time limits and representation. The procedure is described, including filing the international application, International search and publication, and international preliminary examination. An overview is given of the national phase in general and more details on the regional phase EPC.



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.

DeltaPatents Office



Mieke Zonjee
EQE – IP Administrator
Continuing Education
IP Master classes



Simone Koster
FO-Opleiding



Angelique van de Ven
IP Tutorials / Web shop

Contact

For more information please visit the DeltaPatents website (www.deltapatents.com) or contact Mieke Zonjee, Simone Koster or Angelique van de Ven at DeltaPatents (training@deltapatents.com).



**“I HAVE A SINGLE
REGRET.....
NOT HAVING
FOLLOWED YOUR
COURSES
EARLIER!”**



Meet the Tutors



Jelle Hoekstra
DeltaPatents



Roel van Woudenberg
DeltaPatents



Pete Pollard
DeltaPatents



Sander van Rijnsouw
DeltaPatents



Debby de Brouwer
DeltaPatents



Nico Cordes
DeltaPatents



Joeri Beetz
CNH



Heide Götz
European Patent Office



Grégory Baque
Baque IP



Karel Riem
DeltaPatents



Jeroen Willekens
DeltaPatents



Alex Hogeweg
DeltaPatents



Romano Beitsma
DeltaPatents



Marieke Westgeest
Markenizer

“Thanks to the whole DeltaPatents’ team for their enthusiastic training, guidance, tips & tricks, and support. Without you, it would not have been possible”



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:

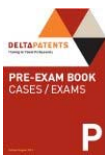
- A comprehensive Study Guide
- A list of abbreviations which may be used in your answer on the EQE
- A set of more than 350 legal and exam style questions, with a recommended minimum subset



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 papers C, we have developed a methodology book. 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 Main Exam paper C and D, 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.



“Thanks for all help and courses; you have provided excellent working books and excellent understanding in how to score the points on D!”