



Seminar in English

**4 MARCH 2016
MUNICH**

LICENSING 2016

Your benefits:

- *Gain an insight into the structure and practice of Licensing today!*
- *Strengthen and enhance your language and negotiation skills!*

- **Development of a License Program**
- **Scope of the License: Exclusive/Non-exclusive License, Sole License, Sublicense**
- **Warranty/Liability**
- **Royalties et al. (“Huawei/ZTE”)**
- **Licensing & Insolvency**
- **European Antitrust Law**

Dr. Michael Groß

*Head of Licensing, Fraunhofer-Gesellschaft, Munich,
Attorney, Of Counsel, Bird & Bird LLP, Munich*

Dr. Clemens Heusch

Head of European Litigation, Nokia, Düsseldorf



A K A D E M I E
FÜR FORTBILDUNG
H E I D E L B E R G



Get an insight into the structure and practice of licensing today! Strengthen and enhance your language and negotiation skills!

AIMS AND OBJECTIVES Intellectual Property Rights (IPR) have become an important issue for companies, R&D organizations and individuals. In many cases IPR are the basis and provide an excellent opportunity to generate additional revenues. License Agreements could produce a lot of implications on the financial impact of the companies involved. More and more IPR alliances include the possibility to build long term relationships under Patent Pools, Licensing and Cross Licensing.

This seminar offers an insight into the world of licensing. The experienced speakers will provide practical aspects on how to draft and negotiate realistic Patent & Know-how License Agreements. You will have the chance to hear and discuss issues related to IPR Licensing under the new (1 May 2014) European Anti-trust Law for Technology Transfer Agreements.

WHO SHOULD ATTEND?

- Members of Corporate Licensing, R&D and IP departments
- Inhouse Legal Counsels
- Patent Attorneys
- IPR Attorneys and external Counsels

WHO(M) DO WE ADDRESS?

- German speaking practitioners with the aim to strengthen and enhance their language skills and to prepare for international license negotiations
- English speaking practitioners with the aim to get an insight into the structure and practice of license agreements today

AGENDA

Introduction & Basics

- Patents & other IPR
- Development of a License Program, Drafting
- Term Sheet, Memorandum of Understanding, Letter Of Intent
- Non Disclosure Agreements

Patent & Know-how Agreements: Overview

- License Agreements
- Purchase Agreements
- Joint Ownership Agreements

Scope of the License

- Exclusive License
- Non-Exclusive License
- Sole License
- Sublicense/Transfer of License

Model Agreements

Most favored condition Clause

License Fees

- Down Payment
- Royalty
- Minimum License
- IPR Costs
- Exit Fees

Check Lists

Bookkeeping/Audits

- License
- Sublicense
- 3%-clause
- Audit Costs

SPEAKERS

Warranty/Liability

- Wilful Intent & Gross Negligence
- Product Liability
- Indemnification Clause
- Insurance

Term and Termination

- Term of IPR/Know-how
- Time Limits
- Good Causes

Licensing & Insolvency

- Termination Clauses
- Good Cause in combination with Minimum License

Patent Portfolio Management in the field of Telecommunication

- Evaluation & Licensing
- Patent Pools
- License Fees

European Antitrust Law

- BER 316/2014 : Technology Transfer Agreements
- Guide Lines
- Industrial Standards: FRAND & RAND Licensing
- Standard Essential Patents (SEP): EuGH “Huawei/ZTE“

Conflict Management

- Alternative Dispute Resolution versus Litigation
- Costs & Time
- Clauses

Dr. Michael Groß

Head of Licensing, Fraunhofer-Gesellschaft, Munich, Attorney, Of Counsel, Bird & Bird LLP, Munich



Michael has extensive experience in licensing (> 12.000 license agreements since 1988) and research & development agreements as well as a mediator and arbitrator (with a 95% success rate). He issues expert opinions by order of courts, the European Commission or private parties. He is author and co-author of several books and articles in the field of Licensing and Intellectual Property Rights and has been a regular speaker at various seminars on topics of licensing and research & development contracts since 1991.

Dr. Clemens Heusch

Head of European Litigation, Nokia, Düsseldorf



Clemens is responsible for litigation and arbitration throughout Europe, the Near East and Africa with a strong focus on multinational IP litigation. Since 2008 Nokia has been involved in more than 200 patent licensing and litigation cases worldwide, including patent and licensing disputes with Qualcomm, Interdigital, Apple, KPN, HTC and ICom. Before joining Nokia, Clemens worked as attorney-at-law at the international law firm Bird & Bird LLP (2004–2008). He is fluent in German, English and French.

ANNOUNCEMENT

Workshop: Fristen und Gebühren im Patentrecht

29 January 2016 in Munich

Vertragsworkshop: F&E-Verträge / Lizenzverträge

1/2 February 2016 in Dusseldorf

Schadensersatz bei Patentverletzung

22 February 2016 in Munich

Patentsachbearbeitung I

26 February 2016 in Cologne

Basislehrgang Markenschutz

25/26 February 2016 in Cologne

Abgrenzungsvereinbarungen im Markenrecht

4 March 2016 in Munich

Update Markenrecht für „Nicht-Markenrechtler“

4 March 2016 in Munich

Markenrecherchen intensiv

15/16 March 2016 in Cologne

Arbeitnehmererfindungen in der Praxis

16/17 March 2016 in Cologne

Claim Drafting Maschinenbau Elektrotechnik Physik

20/21 April 2016 in Munich

Einheitspatent und Europäisches Patentgericht

20/21 April 2016 in Munich

F&E-Verträge und Lizenzvertragsrecht

25/26 April 2016 in Dusseldorf

LICENSING 2016

REGISTRATION-FAX: +49 (0)6221/65033-29

REGISTRATION FORM

NAME _____

FIRST NAME _____

POSITION/DEPARTMENT _____

COMPANY _____

ADDRESS _____

POSTAL CODE/CITY _____

TEL./FAX _____

E-MAIL _____

SECRETARY'S NAME _____

DATE/SIGNATURE _____

DATE

4 March 2016, 9 am - 7 pm

VENUE

Novotel München City Arnulfpark
Arnulfstr. 57 · D-80636 Munich
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A limited number of rooms have been reserved at the hotel and are subject to availability. All bookings should be made directly with the hotel quoting the seminar to obtain a discounted fee.

SEMINAR CODE: 16 03 GP 142 W

FEE

€ 890,- (+ 19% VAT). The fee includes conference documentation, refreshments and lunch. A second participant and all further participants coming from the same company will receive a discount of 10 %

GENERAL TERMS AND CONDITIONS

Our general terms and conditions apply and are available on our homepage www.akademie-heidelberg.de/unternehmen/agb. An English version is available upon request.

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