



21 NOVEMBER 2017
MUNICH

LICENSING 2018

Learn
from our experts
and benefit from
their international
experience!

- 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

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



Discuss the latest developments with our experts and benefit from their international experience!

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 will offer an insight into the licensing world. The experienced speakers will provide practical aspects on how to draft and negotiate 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 Antitrust Law for Technology Transfer Agreements.

WHO SHOULD ATTEND?

- Members of corporate patent, IP and R&D departments
- Inhouse legal counsels
- Patent attorneys
- Professional representatives before the EPO
- IPR attorneys and external counsels

You will meet colleagues from different European countries and will be able to network and profit from their experience and perspective.

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

YOUR EXPERTS

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

*Attorney, Of Counsel,
Bird & Bird LLP, Munich*



Michael has a long 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 an attorney-at-law at the international law firm Bird & Bird LLP (2004–2008). He is fluent in German, English and French.

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The HOTEL METROPOL MÜNCHEN is a low-priced alternative for your accommodation and is located near Munich Central Railway Station.



LICENSING 2018

REGISTRATION FORM

NAME

FIRST NAME

POSITION/DEPARTMENT

COMPANY

ADDRESS

POSTAL CODE/CITY

TEL./FAX

E-MAIL

ASSISTANT'S NAME

DATE/SIGNATURE

DATE

21 November 2017, 9 am - 7 pm
Registration from 8.30 am

SEMINAR CODE: 17 11 GP142 W

FEE

€ 990,- (+ 19% VAT). The fee includes conference documentation, refreshments, and lunch.

DISCOUNT

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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