

# INTERNATIONAL R&D CONTRACTS, COLLABORATIONS AND JOINT VENTURES

8 July 2008, Conf. No. L7-5208

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If you have NOT received confirmation seven days after registering, please contact Registration Department.

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MANAGEMENT FORUM LTD., 98-100 Maybury Road, Woking, Surrey GU21 5JL, UK

Tel: +44 (0)1483 730071 Fax: +44 (0)1483 730008

Website: www.management-forum.co.uk

## REGISTRATION INFORMATION

### Dates

8 July 2008 Start: 09.30 - Finish: 17.00

### Registration & Coffee

8 July 2008 09.00

### Venue

The Rembrandt Hotel, 11 Thurloe Place, London SW7.

### Directions

Opposite V&A Museum.

Nearest Underground station: South Kensington.

Map available on Website under Hotels and Venues.

### Accommodation

A limited number of bedrooms have been reserved at The Rembrandt Hotel, 11 Thurloe Place, London SW7, at a special rate of £127.66 (Superior) inc. English breakfast, £144.69 (Executive) inc. English breakfast. All +17.5% VAT - subject to availability.

A special rate for Friday, Saturday and Sunday of £114.90 (Superior) inc. English breakfast +17.5% Vat - subject to availability when booked as additional nights.

Hotel Tel: +44(0)20 7589 8100.

Hotel Fax: +44(0)20 7225 3363.

Email: reservations\_rembbrandt@sarova.co.uk

**All bookings should be made directly with the hotel or online at [www.sarova.com/rembrandt](http://www.sarova.com/rembrandt), quoting promo code 'manforum'.**

### Fee

**£545 +17.5% VAT.** The fee includes course documentation as well as mid-session refreshments and lunch. Invoice and confirmation will be forwarded to you.

**10% Early Bird discount if you book before: 29 April 2008.**

**(Discount only applies to full delegate rate).**

**Conference No. L7-5208**

### Discounted Rates

Available on application for personnel from non-profit making organisations and registered charities.

**Group discount available on request.**

### Cancellation Policy:

Over 14 days prior to the Seminar: Cancellation fee of £75. 7/14 days prior to the Seminar: 50% of the fee.

Fewer than 7 days or if no notification received:

Registrant liable to pay FULL seminar fee.

**NB: Cancellations must be received in writing by [lesley@management-forum.co.uk](mailto:lesley@management-forum.co.uk).**

In the event of circumstances beyond its control, Management Forum reserves the right to alter the programme, the speakers, the date or the venue.

# INTERNATIONAL R&D CONTRACTS, COLLABORATIONS AND JOINT VENTURES:

## Planning, Structuring, Drafting and Negotiating

### Topics to be covered at this event:

- Types of agreement and commercial/legal issues they raise
- Key terms in different types of R&D agreement
  - Which terms are negotiable?
  - Which terms are standard?
- Practical exercises
- Preliminary agreements (CDAs, MTAs, etc)
- Selected 'legal' clauses in R&D agreements
- Topical commercial and legal issues

Course Leader:

**Mark Anderson** Anderson & Company, Solicitors, UK

Many of our courses can be tailored to your requirements and delivered in-house. For more information please contact [sarah.packham@management-forum.co.uk](mailto:sarah.packham@management-forum.co.uk)



8 July 2008  
The Rembrandt Hotel, London



## OBJECTIVE

This practical seminar will focus on the legal, commercial and drafting issues affecting a range of agreements commonly used for research and development activities, including collaboration agreements, joint ventures, contract research agreements and consultancy agreements, and ancillary agreements such as confidentiality agreements, material transfer agreements and term sheets.

Participants will be given the opportunity to complete exercises on drafting specific clauses. This will be followed by a discussion of issues raised by the completed exercises.

## WHO SHOULD ATTEND

Contract specialists, patent attorneys, lawyers, legal support staff, commercial managers, product development managers, research managers, company secretaries and all those either in the corporate sector or in private practice who are involved in drawing up or dealing with commercial agreements.

## ATTENDANCE LIMITED – EARLY REGISTRATION RECOMMENDED

This limitation, a unique feature of all MANAGEMENT FORUM seminars will give participants the opportunity for a thorough discussion of the complex issues to be covered by the programme.

## FORTHCOMING EVENTS

For a full list of forthcoming conferences and seminars please visit our website at: [www.management-forum.co.uk](http://www.management-forum.co.uk). You may make a registration and request a brochure on-line.

## COURSE LEADER

**Mark Anderson** is a solicitor (attorney) and former barrister who has 24 years' experience of advising companies in technology-based industries. He founded Anderson & Company in 1994, having formerly gained experience as an in-house lawyer in a commercial company (1984-87) and with Bristows in London (1987-1994). The core of his work at Anderson & Company is drafting, negotiating and advising on commercial transactions to a variety of industries and technology transfer units of universities.

A highly experienced trainer, he has also written five legal textbooks on IP and commercial law subjects, including *Drafting Confidentiality Agreements* for the Law Society and *Technology Transfer: Law, Practice and Precedents* for Butterworths.

## PROMOTIONAL OPPORTUNITIES

Through promotional opportunities and exhibitions, your company can access the audience at this event in order to increase awareness of your organisation, its services and products.

Please contact Judith Black at: [judith.black@management-forum.co.uk](mailto:judith.black@management-forum.co.uk)

## DOCUMENTATION

Delegates will receive a course material folder containing comprehensive documentation provided by the speaker, which will be a valuable source of reference for the future.

The CPD symbol indicates that this conference has been accredited as being suitable for 5.5 hours per day of continuing professional development by The CPD Certification Service. [www.cpd.uk.co.uk](http://www.cpd.uk.co.uk).

## PROGRAMME

- 09.30 ▶ **Introduction:** Different types of agreements and the commercial/legal issues that they raise
- 09.45 ▶ **Agreements concerning R&D**
- R&D agreements with universities and industry
  - Collaborations and joint ventures
  - Consultancy agreements
- 11.00 ▶ **Coffee**
- 11.15 ▶ **Agreements concerning R&D continued**
- 12.00 ▶ **Practical exercises on drafting agreements**
- 12.30 ▶ **Discussion of answers to exercises**
- 12.45 ▶ **Lunch**
- 13.45 ▶ **Preliminary agreements:** Letters of intent, term sheets, confidentiality agreements, material transfer agreements
- 14.30 ▶ **Selected 'legal' clauses in IP agreements:** Warranties, liability, assignment, best efforts/best endeavours
- 15.15 ▶ **Tea**
- 15.30 ▶ **Case example:** Clause-by-clause discussion of a research collaboration agreement
- 17.00 ▶ **Close of seminar**