

# Patent License Agreement

## Drafting Workshop

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Thursday  
**11 December 2014**  
9 am - 5 pm  
**Amsterdam**  
Marriott Hotel



**Peter Burö, M.Sc.E.E.**

Manager Patents,  
European Patent Attorney,  
SKF B.V.,  
Nieuwegein (The Netherlands)

After five years as an EPO examiner Peter worked in private practice for nine years. He then joined AB Volvo in 2003. For the past nine years at SKF B.V. he has created full service patent departments in NL and in India.



**William Bird**

UK, DE and European  
Patent and TM Attorney,  
Patentive,  
Düsseldorf (Germany)

Member of the Belgian IP firm IPLodge. During many years William worked as R&D and commercial manager in a multinational environment. He is an LES approved instructor in Intangible Asset Management and is on the board of the LES Benelux.

### Precontractual Issues

- Pitfalls in negotiations: LOI & MOU; confidentiality and know-how term sheets; Drafting exercise: confidentiality clauses and LOI

### General Considerations

- Structure, execution and implementation; Pitfalls in licensing patents; Preamble, representations and warranties, the parties, expiration and termination; Dispute resolution/choice of law/court
- Drafting exercise: develop term sheet, draft clauses for milestones

### The Licensed rights

- Definition, negotiation and licensing strategies
- Exclusive, co-exclusive, sole or non-exclusive; Most favoured license territory – the single market; Unfair competition;
- Drafting exercise: draft clauses licensed rights

### Commercial and financial considerations

- A license as a part of a deal; Contribution vs. risk- upfront payment, lump sums royalty base and variables; Infringement; Product liability;
- Drafting exercise: royalty clauses, upfront payment/running royalty

### Post-contractual issues

- Exploitation of the licensed technology; Quality control; Sub-licensing; Improvements – what are they? Changes of the game plan - mergers and takeovers; Drafting exercise: sub-license

This Interactive Workshop has been created to increase your confidence when drafting successful patent license agreements section by section.

Our experienced trainer **both from private practice and the industry** will lead you from the pre-contractual issues, through the contract itself, to questions arising in the post-contractual stage. After exploring the pitfalls in each phase, you will receive numerous **drafting exercises based on practical scenarios**.

Your drafting skills with regard to patent license agreements will be improved under the guidance of our highly experienced speakers and through discussions among a group of professionals.

### MORE INFORMATION



**Web:** [www.forum-institut.com](http://www.forum-institut.com)  
**with web code:** 1412171

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### REGISTRATION

**Fee:** 980 € (+21 Dutch VAT), includes course documentation (incl. free download) as well as mid-session refreshments, lunch and certificate.

**Accommodation:** A limited number of rooms have been reserved at the hotel and are subject to availability. Details will be forwarded with our confirmation.

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