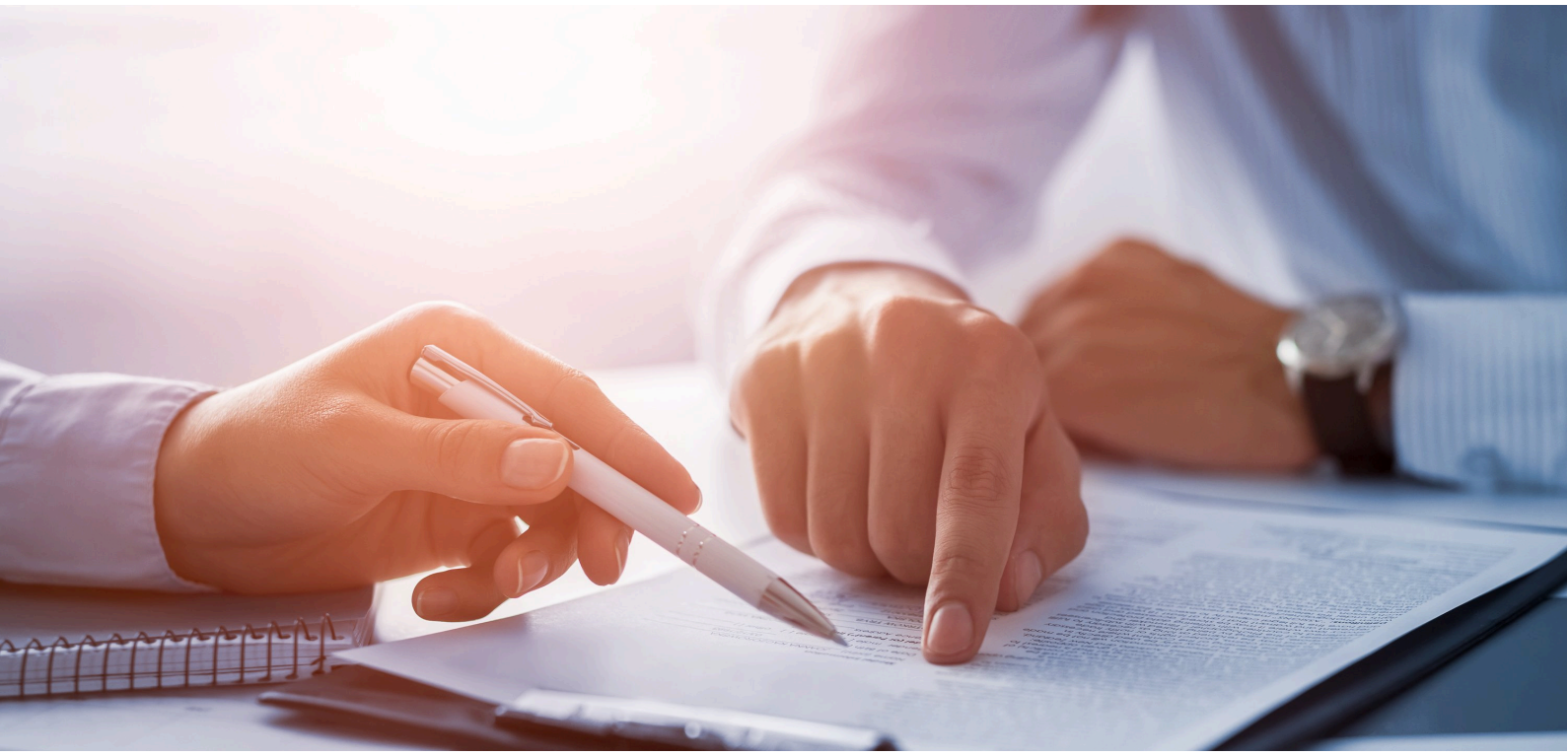
IPI Academy

MANAGEMENT forum



Presented by
Management Forum

Drafting International Intellectual Property Agreements

11-12 May 27
+ 12 November 27

Essential training course for patent attorneys and IP lawyers. Navigate multi-jurisdictional challenges, competition law pitfalls, and dispute resolution in cross-border IP agreements effectively.

Format:
Live online, Classroom

CPD:
6 hours for your records

Certificate of completion

Course overview

The world's national laws surrounding intellectual property have become more and more consistent over recent years but, whilst this is helpful to a large extent, it also sets the scene for numerous misunderstandings and disputes.

This practical training course has been designed to focus on the drafting skills and legal and commercial issues to be considered when drawing up international IP agreements. If you are doing business in a complex multi-jurisdictional environment you need to know how to address difficult situations when designing and negotiating IP-related agreements in cross-border projects.

Learn about the different types of IP agreements and how to protect and exploit your rights to the best advantage for your business through carefully worded clauses. The use of practical exercises using example clauses will be worked through and discussed to embed and consolidate learning.

Key topics to be covered include:

- The legal framework for international IP agreements
- Dealing with patents, trade marks, trade secrets and domain names
- The dangers and opportunities of IP agreement templates
- Commercial expectations and industry sector differences
- Key terms, choice of law and jurisdiction
- Contentious IP contracts and dispute resolution
- Forbidden clauses – competition law issues
- Brexit-proofing your agreements

Benefits of attending

By attending this training course you will:

- **Increase** your knowledge of the legal and commercial issues surrounding international IP agreements
- **Improve** your drafting skills by understanding the risks and opportunities
- **Benefit** from an update on the laws affecting international IP agreements
- **Review** competition law issues in relation to IP agreements
- **Understand** the potential impact of Brexit on your IP agreements
- **Consolidate** your learning with practical exercises on drafting clauses
- **Compare** and discuss your experiences with other delegates and the expert faculty

Who should attend?

This training course has been specifically designed for:

- Patent attorneys
- In-house lawyers
- Legal executives
- Commercial and contracts managers
- Clinical and IP contract specialists
- Product development managers
- Research managers

And other professionals who are involved in drafting or managing commercial IP agreements.

Programme

General Aspects of IP Agreements

- Types of IP
- General drafting tips
- Assignments vs licences

Types of licences

- Non-Exclusive, Exclusive, Covenant not to Sue
- Field of Use license, Cross license, Compulsory license
- Sublicences, 'Have Made' right, Foundary Agreements

Elements of the agreement - part 1

- Preamble
- Recitals
- Definitions

Elements of the agreement - part 2

- Grant Clause
- Reservations
- Releases
- Improvements

Practical exercise on drafting international IP agreements

Elements of the agreement - part 3

- Financial Terms
- Royalty Stacking
- Reporting
- Auditing

Elements of the agreement - part 4

- Representations and Warranties
- Assignment
- Term & Termination
- Choice of Law

Dispute resolution in agreements

- Choice of Forum
- Arbitration vs. Litigation
- Arbitration Clauses
- Other ADR (eg mediation, executive negotiation)

Practical exercise on drafting international IP agreements

Presenters



Brian Kacedon

Brian Kacedon, Partner at Finnegan and based in New York, is a recognized authority in IP transactions. He has drafted and negotiated hundreds of agreements across all technologies and is designated as a Certified Licensing Professional (CLP). Brian has also successfully litigated multiple lawsuits and arbitrations based on his extensive transactional experience.

Brian focuses on patent and technology licensing and litigation. In his transactional practice, Brian assists clients in conducting market assessments for their patents, conducts licensing negotiations, drafts licensing agreements, and participates in related litigations. He routinely negotiates and drafts complex license and collaboration agreements for both small and large pharmaceutical companies, many with total payments of hundreds of millions of dollars. Brian's experience includes setting up and directing international patent licensing and enforcement programs, including one that resulted in more than 500 license agreements.

Over the course of his career, Brian has drafted hundreds of patent, know-how, and software license agreements as well as joint development, collaboration, and settlement agreements for many industries, including pharmaceutical, medical device, software and consumer electronics. He has assisted several leading technology companies in negotiating and drafting licenses for wireless technologies, as well as navigated related standards-setting issues.

Brian has extensive experience litigating agreement disputes. He has appeared as counsel in multiple litigations and arbitrations, including a trade secret misappropriation, for clients in industries ranging from pharmaceuticals to semiconductors. Brian has also been retained as an expert witness relating to the interpretation of license agreements.



Cara Regan

Cara Regan is an Associate at Finnegan, Henderson, Farabow, Garrett & Dunner, LLP. She works on patent and trade secret litigation at every stage, from the strategic decision to file a proceeding through appeal. Her experience includes district court and International Trade Commission (ITC) actions; post-grant challenges at the Patent Trial and Appeal Board (PTAB); and appeals at the U.S. Court of Appeals for the Federal Circuit, where she clerked.

Cara has been involved in district court proceedings, ITC investigations, contentious proceedings before the U.S. Patent and Trademark Office (USPTO), and appeals. She has experience with pre-suit due diligence, discovery, depositions, claim construction, summary judgment motions, *Daubert* motions, and post-trial briefing, as well as with managing related PTAB proceedings and pursuing appeals. She also assists clients in evaluating infringement risks and negotiating license agreements. Her technical expertise encompasses a wide range of technologies, including medical devices, software, mobile phones, laptops, automobiles, and consumer products.



Nessa Khandaker

Nessa Khandaker is a solicitor in Finnegan's London office, advising on the full spectrum of intellectual property rights, privacy and advertising law. She works with clients across sectors including pharmaceuticals, medical devices, telecommunications, fashion, food and beauty.

Nessa has extensive trial and appellate experience in life sciences and high-tech patent disputes, as well as copyright, trade mark and passing-off matters. She has acted before the English High Court, the Intellectual Property Enterprise Court and the UK and EU Intellectual Property Offices.

In addition to her disputes practice, Nessa advises on intellectual property transactions, including licensing, commercialisation and collaboration arrangements. She supports clients on the protection, exploitation and transfer of intellectual property rights. She has a particular focus on advertising and marketing law, advising on regulatory compliance and dispute avoidance.

Course dates

11-12 May 27	**Live online** 13:30-17:00 **UK (London)** (UTC+01) *Course code 17167*	GBP **599** ~~699~~ EUR **839** ~~979~~ USD **963** ~~1,119~~ **Until 16 Mar**
12 November 27	**Classroom** Venue TBC *Course code 17482*	GBP **699** ~~799~~ EUR **979** ~~1,119~~ USD **1,123** ~~1,279~~ **Until 17 Sep**

How to book

Online:
ipi.academy/1593

Alternatively contact us to book, or if you have any queries:

Email:
info@ipiacademy.com

Phone:
+44 (0)20 7749 4749

Discounts

- Booking more than one delegate on any one date qualifies for a **30% discount** on the second and subsequent places.
- Most events qualify for an **early booking discount** prior to 6 weeks before the course date. Be sure to check on our website, where the latest discounts will be shown.

Further information

Fee
The fee includes all meals and refreshments for the duration of the course (for venue-based courses) and a complete set of course materials (provided electronically). If you have any particular requirements, please advise customer services when booking.

Please note
IPI Academy (and our training partners) reserve the right to change the content and timing of the programme, the speakers, the date and venue due to reasons beyond their control. In the unlikely event that the course is cancelled, we will refund the registration fee and disclaim any further liability.

Terms and conditions
The rest of the our terms, the event cancellation policy and the terms and conditions are on our website, please visit ipi.academy/content/terms-and-conditions

Reviews

★★★★☆

Overall, the webinar was interesting and well structured and the speaker well-prepared and competent.

Antonia Cavedon
Assistant Contracts Officer
Europeasn Space Agency
Nov 11 2020

★★★★☆

The speakers are very knowledgeable, they explained complex issues very clearly and the use of practical examples helped to better understand the topics discussed..

Melissa Medina
IP & Legal assistant
Bavarian Nordic
Nov 11 2020

★★★★★

The slides and their presentation were very clear and concise.

Julie Sommer
Patent Specialist
Valneva Austria GmbH
May 16 2019

★★★★☆

The course fulfilled my expectations. Knowledgeable speakers and a nice atmosphere.

Kim Den Hertog
Trademark Counsel
adidas International Marketing BV
May 16 2019

Run this programme in-house for your whole team

Coming to IPI Academy for your in-house training provides an all-inclusive service which gives you access to a wide variety of content, learning platforms and delivery mechanisms as well as your own personal training adviser who will work with you from the initial enquiry through to feedback and follow-up after the programme.

With over 600 trainers, all practitioners and experts across a huge range of fields, we can provide the training you need, where you need it, when you need it, and at a price which suits your budget. Our approach to tailored learning and development consists of designing and delivering the appropriate solution for each client.

For your FREE consultation and to find out more about how we can work with you to solve your training needs, please contact our training advisers:



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IPI Academy

IPI Academy is a training initiative of Falconbury and Management Forum; leading providers of industry training for over 30 years, based in the UK.

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