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ADVANCING THE BUSINESS OF INTELLECTUAL PROPERTY GLOBALLY

In Memory of: Peter Hess



Dear Friends and LES members,

It is with great sadness and respect that the LES family mourns the passing of our great friend and leader, Peter Hess of LES Germany and LESI's immediate Past-President. Peter passed away on April 30, 2018, the first day of the LES International Conference in San Diego. On a personal note, Peter was a great friend, he and Elisabeth touched our lives, Nadine and I, as it only happens in LES. In the span of a meeting and then two, and three... we became much more than business colleagues who enjoyed each other's company, we truly became friends. That was in great part due to Peter's charisma, inclusiveness and enjoyment of life! It was also due to the LES family that Peter so adored.

As the current President of LESI, at the moment of his passing, he was unable to preside over "his" conference because of his grave illness. All the participants of the IMDM received a heartfelt message from Prof. Dr. Tilman Müller-Stoy on Saturday, April 28, 2018 about his inability to attend the meeting. It is a tragedy that Peter died while the LES International Conference was being held.

Peter was a global leader in the fields of IP commercialization, technology transfer, and licensing. He was active in LES in many capacities, including as the President of LES Germany from 2014-2015, the LES International Board Treasurer, and as President of LESI from 2017-2018. He chaired one of our most successful LESI Annual Meetings held in Munich in 2005. During his term as LESI President, he chose the theme of "Strong IP Drives the Bottom Line" and championed this idea. His Presidential term was very successful with the advancement of several initiatives including a redesign of the *les Nouvelles* cover and developing joint initiatives between LESI and several prestigious IP organizations, such as the European Patent Office (EPO).

Thank you also to the Board and Advisory Board of LES Germany (LES-DE) for their heart felt words of wisdom as expressed by President, Christian W. Appelt:

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It's Time To Up Our Game On Collaboration Creating An IP Culture Open For Business

By François Painchaud,
President, LES International



In the past years, we have brought back to the forefront many elements of importance that, all put together, shape the great LES attributes: Being visible to the outside world, business and NGO's alike (Jim Malackowski); Improving the value proposition on education, outreach and mentoring (Kevin Nachtrab); Become stronger together in "Joining Hands" (Yvonne Chua); Maintaining an international approach (Arnaud Michel); Reviewing and understanding our core value proposition (Jim Sobieraj); the four C's of Patricia Bunye (Consolidation, Competition, Community and Connections); and Centering our focus on business and developing partnerships (Peter Hess).

Today, it is obvious that in our companies, organizations, professional societies and even within the LES family, we are facing all kinds of pressures, including renewal (reshaping) of membership and changes in the business models. Even if not new, it is more and more persistent and seems more and more intense year after year. Global realities are reshaped, regionally and locally.

That's why we need to gather our strengths to anticipate the next revolutions and their challenges. To continue to do what we do best, but we need to do it even better: we need to incorporate the tools of today's reality to assist us in maintaining, if not increasing our understanding of each other, foster even more openness to each others' reality as LES Societies and individually as members. It's time for us, at LESI, to "Up our game!"

To reach our goal, three core projects have been teed up for this coming year:

1. Feature articles of our National and Regional Society in *LES Global News* and in all local (or regional) National Society Newsletters with a summary for *les Nouvelles* next Spring;

2. The Long-Range Planning Committee will be tasked to give us an outlook into the future. What will LES look like in five to ten years? During their work, they will reach out to LESI Committees and National/Regional Societies. They will assess the reality of the new platforms and what is needed to make it easier to embrace those changes;

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Call For Content

We request contributions from all societies and individuals about important events, changes in the law in your country or region, conferences, annual meetings, board changes, and the like from your society. You can submit articles or announcements to the editor or use the form on the website at the following address: www.lesi.org/les-societies/les-global-news/submission-form.

Deadlines: January 15, April 15, July 15 and October 15

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3. Go on adapting the functions of the committee structures, on the model of the LESI IT Committee (which was also incorporated more recently into the Life Science Committee and the Patent Licensing Committee). This work will enable to foster the development of global issues, to disseminate the information and content to the National Societies through their liaisons and to be the link to help National Committees find each other and share experiences.

Starting with the example of LES (U.S.A. and Canada)'s Life Sciences Royalty Rate Surveys (RRS Team) and its current iteration, LESI's work is to facilitate the efforts of the RRS Team to connect all the Societies to help the RRS Team achieve their goal. It is providing a platform to facilitate the various contacts.

We will carry on promoting the LESI family, the wide diversity of the LES National/Regional Societies and the strength of the whole. LESI is the glue that binds us all, a facilitator of process and progress for the National/Regional Societies and in turn for the individual members.

LESI needs to be at the center of global initiatives to open up the dialogue, to be proactive, to serve its members and the LES family.

This new LESI year begins with a wide-open horizon of opportunities: what can LESI do to help you? ■



Reception at the LESI Annual Meeting in San Diego.

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"With Peter's death, LES-DE, has not only lost one of its most productive and active members, but particularly a friend whose popularity has been deeply embedded in the hearts of many members of the LES family in Germany as well as in other professional organizations. LES-DE received many condolences after Peter's death became publicly known, specifically from LES societies where he has been active in founding and further developing, namely LES Thailand and LES Turkey. A specific focus of Peter's activities has been the further development of the relations of LESI to the European Patent Office. It is, simply, a tragedy that Peter had to leave the LES family and all of us at such a young age. We all, not only in LES-DE, but beyond, will keep his memory in our hearts."

Peter's main professional activity was to practice IP law as managing partner from the Munich office of the European law firm of Bardehle Pagenberg. At the firm, he handled, besides licensing and technology transfer, a variety of complex often times multijurisdictional patent prosecution and litigation cases at all instances before the German infringement and validity courts as well as the European Patent Office (EPO) and the German Patent and Trademark Office (GPTO).

To sum it up, Peter was a beloved member of the LES family, a charismatic leader and friend. He will be deeply missed by all of us. Peter was 55 when he lost his fight to cancer and, as for many who had a rather "shortened" life, he will be remembered by his enthusiasm, his relentless focus on achieving more, and his deep love for Elisabeth and life! Cheers my friend, continue to guide us as you have so well done in the past.

François Painchaud
LESI President

Note: Those seeking to make contact with Elisabeth Hess, please write to president@lesi.org, your message will be passed along.