



# 2022 LESI Winter Planning Meeting

## SURVEY RESULTS - Summary

18 Responses (out of 33 possible)

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1. **Organization and structure of LES:** Are there any changes you would propose to the organization and structure of LESI?

Most did not suggest significant changes and were happy with the existing structure.

- **USA/Canada** – suggested considering switching to organizational memberships and the impact it could have to IP community engagement and society finances worldwide.
- **Italy** -- suggested appointing central contacts to build/maintain relationships with external groups and to coordinate activities with these entities across societies
- **France** – suggested doing a short informational webinar on LES/LESI and opportunities for members

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2. **Industry Input:** Recently, LESI has created industry advisory boards for various LESI committees and has appointed Industry Advisors to assist the LESI Board of Directors to ensure sufficient input from professionals in industry. Do you have thoughts the effectiveness of these boards or how else LES can get input from industry?

Generally, Society Presidents saw the critical importance of pulling more industry voices into the work of LES and is part if not only its relevance but value proposition. Some comments included:

- the need to more broadly disseminate the outcomes/discussion to the societies
- perhaps focus also on venture capitol community
- creating an LESI team of existing corporate members globally to focus on recruiting
- LES Germany goal to have a corporate president every other year
- Glad that the industry boards are organizing the sessions at LESI2022 in Venice.

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3. **Current Activities:** Do you have any comments on other recent LESI activities? What has been helpful?

Webinars, Industry Advisory Boards and Global News were all highlighted as helpful among current LESI activities. LES France noted that having John Paul attend its 50<sup>th</sup> anniversary event in person was helpful to allow LES France to focus on the global nature of LES.

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4. **Video conferencing:** As a result of COVID-19, video conferencing, has increased. It has become more convenient to meet virtually and not incur the time and cost of travel to a specific venue. Do you see specific benefits or downsides to this trend? How will things change for your society, business and professional engagement during the next 5 years (as compared to pre-COVID)?

Describes as an opportunity by one society, most responses saw the benefit of the recent increase in online sessions to pull together global and local members more often and very helpful to those that lack budget/time for travel. Many also noted the downsides of not having in person networking, the lack of personal contact and networking over coffee, and the general exhaustion of online meetings. LESI should consider the best way to do hybrid events, post pandemic to allow those societies to still participate in activities when travel is not possible. Societies noted that they were appreciate of LESI's role to highlight local events in its weekly email which has resulted in more and a varied group of participants.

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5. **Challenges:** What are the most significant issues or challenges that your society is facing today?

The number one challenge has been retaining/recruiting members. A second challenge identified was competing organizations and events in the IP space. A third challenge identified is tighter budgets for participation in non-essential work-related activities.

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6. **Committees:** Does your society have active industry or professional committees or other working groups and how do you manage the work they are doing?

Many of the LES societies are too small to maintain standing committees, but some have ad hoc groups that participate in affinity committees (WILA and YMC) or gather to discuss issues *ad hoc* to report to the board. Some (LES B&I) assign B&I Council members to be active in LESI Committees (Life Sciences, IP Valuation, YMC) and report at council meetings throughout the year.

Only a handful maintain committees (including, LES France, Germany, India, Italy, Japan and USA-Canada)

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7. **Collaboration:** Please name the societies with which you communicate regularly and/or work?

Most societies collaborate with other LES societies geographically close to them, but also noted that they could use help with connecting to other LES societies and/or external groups. Most of these are not regular but collaboration ad hoc on specific events.

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8. **Membership Categories:** According to LESI Bylaws, each society is made up of individual members. Recently, some organizations have asked about a group membership to allow their employees to participate in LES activities. Would you personally support this idea?

Societies were split on their support. Some saw the benefits to increase the number of industry representatives within LESI. At least two organizations (B&I and USA-Canada) already have group or corporate memberships and another (Italy) provides a discounted rate for members of another professional group for their members to join LES as well. Others have discounted rates for students as well. One society president said that they preferred individual membership and others said they were too small for group memberships in their country to really have an impact, but none opposed considering.



## SURVEY RESULTS – Detailed Responses

### 1. Question #1 - Are there any changes you would propose to the organization and structure of LESI?

Society		
Andean Community	Yes, to have only one society grouping all the national societies in Latin America (e.g. LES LATAM). Our national societies are small and think would work better and more efficiently as a unique, just one society in Latin America.	Renzo Scavia
Arab Countries	Emailed 2/7	
Argentina	Emailed 2/7	
Australia & New Zealand	Emailed 2/7	Mark Pullen and Beth
Austria	No	Rainer Herzig
Benelux	No	Kathleen De Belder
Brazil	Emailed 2/7	Paula Mena Barreto
Britain & Ireland	The overall organization and structure of LESI provides an effective framework and does not need change.	Patrick Cantrill
Chile	Emailed 2/7	Andrea Lobos
China & Hong Kong	No	Rosita Li
Chinese Taipei		
Czech Republic & Slovakia	No	Denisa Svecova
France	Maybe to have a short webinar with all members to introduce the LESI, the possibilities for any member in the world to participate in LESI activities, introducing the key people, the LESI role and processes etc ...	PASQUIER SOPHIE
Germany	No	Klaus Haft
Hungary	Emailed 2/7	Istavan & Gina
India	not really, I believe the organization and structure are fine	Richa Pandey
Israel	No	Hananel Kvatinsky
Italy	<ol style="list-style-type: none"> <li>1) appoint a LESI contact person for each international organization with which LESI is in contact and wishes to cooperate: EPO, WIPO et cetera. The contact person (preferably a member of the LESI Board so that he/she also has the status and authority) should be the link between this association and the LES Board and should focus on strengthening cooperation and proposing new ideas.</li> <li>2) Identify within the Board one or more persons who shall propose to the Board cooperation with other industrial associations, scientific research bodies, business</li> </ol>	Mattia Dalla Costa

	organizations or lawyers' associations not specialized in IP, in order to position LESI as their reference association for IP, transfer technology and innovation.	
Japan	It would be better if we introduce corporate or group membership.	Hiroki Saito
Korea		
Malaysia	Emailed 2/7	
Mexico	Emailed 2/7	Claudio & Marriana
Philippines	Emailed 2/7	
Poland	Emailed 2/7	Ollie P
Russia	Organization of LESI seems to be perfect and provides more and more possibilities day after day inter alia due to increasing of on-line interactivity.	Sergey D
Scandinavia	Emailed nothing particular. To most LESSc members, LESI appears through LESSc and les Nouvelles.	Ollie P
Singapore	No	Catherine Lee
South Africa	Emailed 2/7	Dannie & Madeleien
Spain & Portugal	Emailed 2/7	
Switzerland	It would be desirable if LESI's activities were periodically summarized in a simple overview report and circulated among the country associations	Stefan, Peter & Martin
Thailand	I do not have any changes to propose. I believe the current structure and organization work well.	Michelle Ray-Jones
Turkey	No	MUSTAFA CAKIR
USA & Canada	LES USA/C has initiated a new program for group membership for IP owners. It addresses many of the challenges of individual membership and provides value at the enterprise level. We have had a great early response with more than 15 organizations joining so far and another 10 inquiring in the first six months. The primary goal of the program is to increase IP community engagement and the number of members. Because of the LESI membership and dues structure being built around individual membership, we anticipate a short term negative financial impact. However, we are hopeful that, long term, the attractiveness of organizational membership will bring enough new orgs/members to LES to offset the loss. LESI should explore the potential for organizational membership and the impact it could have to IP community engagement and society finances worldwide.	

2. Question #2 - **Industry Input:** Recently, LESI has created industry advisory boards for various LESI committees and has appointed Industry Advisors to assist the LESI Board of Directors to ensure sufficient input from professionals in industry. Do you have thoughts the effectiveness of these boards or how else LES can get input from industry?

Society	
Andean Community	<b>No</b>
Arab Countries	
Argentina	
Australia & New Zealand	
Austria	We believe they give valuable input in the identification of relevant topics. Additional input could be possible via the committee or the committee liaison persons of national societies.
Benelux	broader dissemination of these outcomes to the societies
Brazil	
Britain & Ireland	This initiative is welcomed, however, there should be greater emphasis on seeking input from the venture capital sector
Chile	
China & Hong Kong	I believe it is a good idea to try to get more input from the industry. We in Hong Kong have been trying to recruit more members
Chinese Taipei	
Czech Republic & Slovakia	Focus on local events where industry representatives are present. Establishing contacts with them as local representatives of LES SOCIETIES
France	Maybe by selecting key industry members in existing chapter board and proactively creating a team of recruited people with an agenda to define among those people. I think it might be useful to identify 2 teams in the industry dependent on the industry practice: pure patent licensing out v. technology transfer.
Germany	While I am not in the position to judge on the effectiveness of these boards, it appears crucial to continue involving industry representatives in all important positions. This comes sometimes with practical difficulties in terms of availability and liberty to devote time to LES. However, this can be balanced by asking private practitioners who have professional advantages based on such engagement and who can pull resources more easily to take over more of the society's workload than industry representatives, to enable them to participate. Correspondingly, within LES Germany we are aiming to have an industry representative as every other president interchanging with a private practitioner. However, tasks like secretary and treasurer are up to private practitioners before they can become

	presidents, while industry representatives do not have to do that on top.
Hungary	
India	The Advisory Boards are very good (excessively effective)
Israel	Looking at the current program of LESI2022 in Venice it seems that the advisory board was productive (at least for the automotive industry)
Italy	The assistance of the industry advisory boards grants a precious insight on the industries, their main interests and point of view. Maybe dedicated networking events organized together with the industry advisors could help to have a more accurate vision
Japan	
Korea	
Malaysia	
Mexico	
Philippines	
Poland	
Russia	It would be great if LESI Industry Advisors on behalf of LESI enter some Boards of Business Professional Associations in the field of Healthcare, Telecommunications, Automotive, Energy, Green Tech etc. which may be helpful to attract more industry people.
Scandinavia	Simply more industry members.
Singapore	It is great that LESI takes these additional steps to involve those in industry. It may be helpful to better publicize the role these Industry Advisors play.
South Africa	
Spain & Portugal	
Switzerland	It would be desirable to have periodic short reports of the results of the industry committee meetings, which would then be circulated to the country societies.
Thailand	I believe the advisory boards and Industry Advisors are a good initiative. I have no personal experience with them so I cannot comment on their effectiveness. Regarding how LES can obtain input from industry, perhaps we could offer special discounted memberships for new members from a target industry. So for example, all of the LES societies could agree that for 2022, any new members from the life sciences industry would receive a specific discount on membership, for that year only.
Turkey	No response
USA & Canada	Knowledge of industry views and trends related to IP are critical to LES relevance and its value proposition for members. It seems, that the simplest way to address this would be to invite and encourage direct involvement in LES by industry professionals. A few questions... Are the advisory boards comprised of LES members? Shouldn't the committees and BoD include industry professionals within their ranks? Is there a reason that there is not better integration of industry professionals into national societies.



3. Question #3 - **Current Activities:** Do you have any comments on other recent LESI activities? What has been helpful?

Society	
Andean Community	: LESI webinars are always useful and welcome.
Arab Countries	
Argentina	
Australia & New Zealand	
Austria	Value Prop doc helpful
Benelux	Newsletter / global news
Brazil	
Britain & Ireland	The Pop-Up Courses are a great development.
Chile	
China & Hong Kong	In light of the pandemic, the webinars actually help to connect members in different jurisdictions.
Chinese Taipei	
Czech Republic & Slovakia	The regular meetings of Presidents online has been really helpful – you know what is going on elsewhere and you have the opportunity to “meet” the others
France	John Paul visit in Paris has been very helpful to show to our member our international our org is which shall be viewed as a clear differentiator in France compared to what other local “competing” associations can offer to their members.
Germany	In normal time live meetings like the annual LESI conference are extremely important networking events. While the last online LESI conference took tremendous efforts to get as far as they possibly could to achieve some alike effect and did a great job with tits “innovation never sleeps” campaign, we also hope for Venice.
Hungary	
India	Advisory Boards have been helpful
Israel	We encourage our members to participate in on-line events outside Israel. In some cases, we paid for a ‘group ticket’ which allowed our members to attend sort of free of charge. I know that some members (including myself) took advantage of that option.
Italy	access for free to the webinars organized by other LESI chapters.
Japan	
Korea	
Malaysia	
Mexico	
Philippines	
Poland	



Russia	Lots of possibilities, webinars, on-line courses, wonderful content of the latest AGM.
Scandinavia	Shift to virtuality has been handled well.
Singapore	The increase in online activities in the last couple of years has helped increase participation and collaboration. It is great that members can attend webinars of other societies too.
South Africa	
Spain & Portugal	
Switzerland	Our Society appreciated the opportunity to discuss pending concerns with LESI leadership in a one-hour online meeting. We also appreciate LESI's offer to support our concerns as needed.
Thailand	LES Thailand members seem to be most interested in educational opportunities. We always have good turnout for valuation seminars, for example.
Turkey	Yes, they are very helpful. And also we are glad that the team added our national events into LESI newsletter to promote and it helped to attract more participants.
USA & Canada	No response

4. Question #4 **Video conferencing:** As a result of COVID-19, video conferencing, has increased. It has become more convenient to meet virtually and not incur the time and cost of travel to a specific venue. Do you see specific benefits or downsides to this trend? How will things change for your society, business and professional engagement during the next 5 years (as compared to pre-COVID)?

Society	
Andean Community	We fully agree with virtual meetings, instead of personal meetings, at least until the pandemic is definitely away. Things will change because virtual meetings make it easy for our members to meet.
Arab Countries	
Argentina	
Australia & New Zealand	
Austria	We had a number of webinars last years. Webinars held in English by other societies which can be accessed by our members have increased the offer for our members significantly and made it easy to attend.
Benelux	<p>benefits: as a society we organised more events via webinars, more diverse topics were addressed. LES Benelux, organised a joint event with LES France, LES Britain &amp; Ireland</p> <p>Downside: opportunity to network is difficult via online events</p> <p>I believe a mixture of online and in-person events will be organised in the future.</p>
Brazil	
Britain & Ireland	Video conferencing helped to keep momentum going during the pandemic and we received great engagement from other LES Societies which would have been less likely to have happened without this virtual element. Nevertheless, video conferencing does not offer the networking aspect of in-person meetings which contribute hugely to our members gaining a sense of cohesion and involvement across sectors and territories. Also, previously we would have held in-person meetings in offices volunteered at no cost by members and at such meetings we would have charged an attendance fee to non-members and occasionally to members as well. These attendance fees proved a useful source of income that we are now missing as non-members are reluctant to pay fees for online meetings. We hope to return to regular in-person meetings soon but without greater promotion, the attendance at such can be expected to be reduced.
Chile	
China & Hong Kong	It will of course be good to be able to meet people in person. However, with the zoom meetings, we can actually have more meetings and be able to talk more often. Members throughout the world can attend webinars organized by other societies. This is definitely a benefit. The pandemic has changed how people interact and how they do business. There will less travelling going forward and we will rely more on technology. I believe we are entering a new era – metaverse and we will need to deal with the legal issues arising therefrom.

Chinese Taipei	
Czech Republic & Slovakia	Online events and meetings allow the members to participate in the events of other societies worldwide. However, there is a lack of personal contact and people are no longer as interested in online meetings as they were at the beginning of the pandemic. It is also very difficult to keep your attention online on more professional topics. We all look forward to start meeting in person as well, as the best business and networking is being done during coffee breaks and social events.
France	Very beneficial for industry member who don't have the time/ budget to travel.
Germany	Networking is a key aspect of such meetings and despite huge efforts online events cannot get equally as far in that respect. I believe that going forward the possibility of doing quick and uncomplicated update webinars on pressing issues will certainly add to the classic offering of LES. But we equally feel that live events will remain crucial to attract new members and to develop the society.
Hungary	
India	while it is definitely more convenient to meet virtually however personal touch is missing from such meetings. I hope we shall be able to revive personal meetings soon.
Israel	Generally speaking, my impression is that people are fed up with Webinars and would like to see live persons. Having said that, we find the option to attend webinars or hybrid conferences happening outside Israel for minimal fee or for free has benefit to our members. As a local organization we tried (pre-COVID) to arrange seminars for our members and for the general professional community, Typically our seminars (free to members and paid for non-members) attracted 70-100 attendees.  We hope that in 2022 we will be able to resume our webinars. It is heavily dependent on the COVID situations and restrictions.
Italy	The video conferencing brought both positive aspects and downsides. It surely helps avoiding costs and time of travel; however, it does not help the networking as usually happens during the in-person events. The solution could be organizing hybrid events: events held in-person but granting also the possibility of virtual participation to the members <u>belonging to countries which are not permitting their citizen to travel abroad.</u>
Japan	Video conferencing is effective and good for saving times. It can increase the opportunities to orally discuss the issues. I think, however, face to face meeting opportunities, as many as the pre-COVID era, is required to maintain real friendship. It is very difficult to grow new real intimate acquaintances through video conferences.
Korea	
Malaysia	
Mexico	
Philippines	

Poland	
Russia	Fortunately, we are substantially on-line, unfortunately, we are substantially on-line. Benefits are enormous; downsides are that we very seldom meet in person, we have to some extent lost individual communication feeling. We wish we had hybrid meetings in the near future
Scandinavia	For conference organizing, this is really difficult, as virtual conferences will not and cannot have the price tag of a physical conference. Arranging a hybrid (virtual+physical) conference is super difficult, as it requires almost a person like a movie director on the venue.
Singapore	As mentioned above, virtual meetings, conferences and webinars has opened up more opportunities for our members to participate. However, there is “webinar fatigue” and we need to see how to keep our members engaged. The availability of virtual meetings has also reduced people’s desire to meet in person. However, I believe human in-person interaction does affect relationships. I hope there will be an increase in face-to-face meetings, though it is likely that in the immediate future, we will have to cater for hybrid events.
South Africa	
Spain & Portugal	
Switzerland	The value of online LESI Annual Meeting seems to us to be rather limited. The value of physical meetings is immensely higher. If no new dangerous Corona variant appears, we assume that already this year (Venice) the Annual Meeting could be held (completely) physically. We do not consider the organization of hybrid events desirable, unless the pandemic situation worsens again.
Thailand	The benefits to video conferencing are the easy access to events around the world, and the reduced cost of holding events online. The downsides are a lack of personal connection and a decreased audience participation, in some cases. I think we will reach a happy medium where we have lots of online events, but also in person events as well. A couple months ago (before Omicron) I was planning to all of the same conferences (and more) that I usually attended pre-pandemic. Now, all those plans are on hold but not cancelled. So it seems that this will be a slower recovery to normal than before. However, I expect that we will mostly go back to our old ways of meeting in person and travel, once the pandemic is over. But again, this will take a few more years.
Turkey	We can use the advantage of COVID-19 and we can continue to organize the online events to reach much more people. But we need to have an youtube account to publish our public events, that will create an accessibility for our society. We can re-activate the youtube account. <a href="https://www.youtube.com/channel/UCj61fKtCgXvKRzfqfWSPT6A/videos">https://www.youtube.com/channel/UCj61fKtCgXvKRzfqfWSPT6A/videos</a>
USA & Canada	We see challenges and benefits in the shifting paradigm. Travel budgets have become tighter while the benefits of in-person networking are better-acknowledged. We foresee a demand for continued in-person meetings, but the frequency will likely be less with an emphasis on higher quality content. With virtual meetings begin more acceptable and virtual platforms improving, there is also an opportunity to continue virtual content.



5. Question #5 **Challenges:** What are the most significant issues or challenges that your society is facing today?

Society	
Andean Community	Recruiting new members because the annual fees are very expensive for them, more so due to the fact that our society is really small.
Arab Countries	
Argentina	
Australia & New Zealand	
Austria	Although virtual meetings are easy to attend, they do not provide the same networking opportunities as in-person meetings.
Benelux	Attracting new members
Brazil	
Britain & Ireland	Recruiting and maintaining members.
Chile	
China & Hong Kong	recruiting
Chinese Taipei	
Czech Republic & Slovakia	As we are a small society based mostly on the personal contact, we are probably most affected by the lack of personal contact among the members due to the pandemic situation, as physical meetings have not taken place for a very long time.
France	Retain member and increase membership.
Germany	Remaining as attractive for members than in the past. There are too many online events available to everybody and these are making it difficult to distinguish oneself sufficiently. Not being able to offer the unique networking environment as in the past is thus a drawback we need to overcome.
Hungary	
India	Due to COVID our events have become restricted.
Israel	<p>Other professional organizations in Israel in particular IPAA (Israel Patent Attorney Association) and AIPPI Israel who were, during last decade quite passive, are now becoming more active as it relates to events and training to local practitioners (the link is for a very successful training conducted recently to in-house IP mangers (<a href="https://www.ipaa.org.il/advanced-corporate-patent-attorney-training-program">https://www.ipaa.org.il/advanced-corporate-patent-attorney-training-program</a>)). In addition, changes in their management hints that they will continue to be active. This reduces the appeal of joining LES Israel. As can be understood, most people are first interested in the local activities.</p> <p>We still do not know whether it will affect membership renewal.</p> <p>Once we (hopefully) start to organize face to face events, one of the challenges is get 'attractive' speakers from abroad (we can't pay them). Usually we used our personal connections to get</p>

	people come and speak with us. We wonder if LESI can assist in encouraging top level people come and join our meetings.
Italy	The Covid-19 pandemic has been (and still is) a serious challenge in the last two years. Organizing webinars and events appealing for our associates and involving the LES Italy members became more challenging due to the necessary virtual format of the events.
Japan	Acquiring new member is very difficult without face to face events.
Korea	
Malaysia	
Mexico	
Philippines	
Poland	
Russia	It is our main challenge to get much closer to industry people to share views, concerns, needs and possibilities.
Scandinavia	drop of membership number, reward (=winning and dining) of the board involvement completely missing.
Singapore	Membership! It is a challenge to grow membership when there are so many other societies. Our webinars are also generally open to non-members as well to achieve a critical mass of attendees. It is thus increasingly difficult to get new members and we need to constantly see how we can show value to our members.
South Africa	
Spain & Portugal	
Switzerland	Due to the absence of physical meetings due to the pandemic, our visibility has decreased. The virtual meetings we organize cannot fully substitute for this.
Thailand	The most significant challenge that LES Thailand faces is COVID-19, which continues to restrict our gathering in person, and which also has affected the budgets of members and sponsors. Anecdotally, it appears that there is less enthusiasm for paying for membership when it is not guaranteed that we will have in-person events this year.
Turkey	We are challenging with convincing the people to become a member of LES Turkey. We are creating value for the ecosystem but the awareness level on patent strategies, licensing and tech transfer is not enough. We have to work on capacity building to attract people.
USA & Canada	Declining membership; Competing organizations and events in the IP space; Fewer people working in licensing functions due to weakening of IP protections in the US; Generational shifts in participation in professional industry organizations; Tighter budgets for participation in non-essential work-related activities

6. Question #6 **Committees:** Does your society have active industry or professional committees or other working groups and how do you manage the work they are doing?

Society	
Andean Community	No
Arab Countries	
Argentina	
Australia & New Zealand	
Austria	No
Benelux	No
Brazil	
Britain & Ireland	We no longer have industry or professional committees within LES B&I however, we have LES B&I Council members that are active in LESI Committees (Life Sciences, IP Valuation, YMC). They report at the LES B&I Council meetings throughout the year.
Chile	
China & Hong Kong	Yes, but they are not very active
Chinese Taipei	
Czech Republic & Slovakia	No, we do not have enough members to form committees. We meet regularly within the Board and occasionally we summon an online meeting of all members together when a special topic needs to be discussed.
France	Yes several committees are active in France (9) and they are managed by industry leaders which are part of LE France board. They report their activities and plans in each board meeting once a month and I can manage and balance the activity of each committee over the year.
Germany	Yes, since the early days, LES Germany is entertaining working groups on Life Science, Cars. IT and IP Evaluation which add great value for active members. Each group has a group manager, at least half of it from industry. Members need to be admitted to groups in order to ensure a large alignment of interest in the respective matter and not just on networking. The groups are self-organizing lead by the respective group manager. However, they are reporting back to the LES board on a regular basis allowing the board to intervene in case a group becomes inactive.
Hungary	
India	Yes, several committes
Israel	No
Italy	LES Italy has established 6 professional committees (Patent & Trade secret; Trademark, Design & Copy Right; Industry; TT from University and Research Institutes to industry; YMC; IPV committee). The committees coordinate with the relevant



	designated member of the Board of LES Italy. The work and activity of these 6 professional committees should be improved.
Japan	Japan society has 16 working groups. We appoint leaders of working groups. Under the initiative of each leader, each working group autonomously hold study sessions and other activities.
Korea	
Malaysia	
Mexico	
Philippines	
Poland	
Russia	No, we are too small to have committees, we usually create ad-hoc groups to get some professional goals.
Scandinavia	No
Singapore	No. We have small groups such as the YMC group.
South Africa	
Spain & Portugal	
Switzerland	We deliberately have representatives of industry and representatives of technology transfer between academia and industry on the Board. These representatives have the task of providing input from industry and technology transfer for our program planning.
Thailand	LES Thailand does not have any industry or professional committees that are under LES Thailand's responsibility. Our members who are part of LESI committees take part in our monthly LES Board meetings, so we receive updates regularly.
Turkey	No. we do not have working groups or vertical committees.
USA & Canada	LES USA/C has industry sector committees organized around Life Sciences; High Tech; Chemical, Energy, Environmental and Materials and University and Government. Additionally, LES USA/C has many special interest committees including Valuation and Pricing; Public Policy; Young Members Congress and Women in Licensing. Guidance and oversight are provided by a Management Council and the Board of Directors.

7. Question # **Collaboration:** Please name the societies with which you communicate regularly and/or work?

Society	
Andean Community	LES MEXICO, LES BRAZIL, LES CHILE and LES ARGENTINA.
Arab Countries	
Argentina	
Australia & New Zealand	
Austria	LES Hungary, LES Czech Republic and Slovakia, LES Germany.
Benelux	Other European societies
Brazil	
Britain & Ireland	In 2021, we held three webinars on topics regarding Brexit in collaboration with LES France and LES Benelux. Also, attending the LESI European Presidents Meetings allows for regular communication with those Societies.
Chile	
China & Hong Kong	APAA (HK group)
Chinese Taipei	
Czech Republic & Slovakia	Before pandemic we closely cooperated with LES Hungary and LES Austria organizing our regular common conference each year. This has, however, been stopped by pandemic and we hope to continue in this tradition once the pandemic is over.
France	LES BENELUX, LES ITALY, LES BRAZIL. I wish to do more with other LES in Europe such as LES Spain or LES Germany.
Germany	LESI, LES Italy
Hungary	
India	industry advisory board Life sciences committee WILA YMC
Israel	In the past we cooperated with IPAA and AIPPI- Israel and had discussions (which did not mature) with the IP committee of the Israeli bar.
Italy	LES Germany, LES France, LES UK, LES USA & Canada, LES China, LES Japan
Japan	There is no other society I regularly communicate with. I participate in Asia-Pacific Society Presidents' meetings.
Korea	
Malaysia	
Mexico	
Philippines	
Poland	
Russia	LES Germany
Scandinavia	European LES societies mostly

Singapore	No regular, but we have worked with other LES societies as well as third parties in organizing webinars.
South Africa	
Spain & Portugal	
Switzerland	We support the geographically neighboring societies (DE, AU, FR, IT) in the promotion of physical events and generally the societies in the promotion of virtual events.
Thailand	<a href="#">LES Singapore and LES Philippines</a>
Turkey	LES Germany
USA & Canada	No response

Question #8 - **Membership Categories:** According to LESI Bylaws, each society is made up of individual members. Recently, some organizations have asked about a group membership to allow their employees to participate in LES activities. Would you personally support this idea?

Society	
Andean Community	
Arab Countries	
Argentina	
Australia & New Zealand	
Austria	<p>Since we usually do not have more than two members from one company/organization, the issue of group membership is not so relevant for LES Austria. It is probably more interesting for bigger societies in bigger countries. So, if this is an issue for other LES societies we certainly do not object.</p>
Benelux	Yes
Brazil	
Britain & Ireland	<p>LES B&amp;I already offer corporate memberships as well as individual memberships. Only the named members within the membership received LES/LESI benefits.</p> <p style="text-align: center;">2-person corporate: £325 / 3-7 person corporate: £780 / 7-10 person corporate: £1,080</p>
Chile	
China & Hong Kong	<p>This may help to increase the membership and seems to be a good idea. Also, we have recently had a situation where a member left the employ of a company and the company asked if the membership could be transferred to another employee since the company paid for the membership fee. There will be no such issue if we have company membership as well.</p>
Chinese Taipei	
Czech Republic & Slovakia	
France	<p>I suggested to John that we could recruit other European individual not working or located in France to become LES France members as we propose more and more English virtual conferences of interest and I see that when we open our conferences to all many individuals connect from our side France.</p>
Germany	<p>Good question. This would certainly help to streamline processes of payment of membership fees and thus help to reduce efforts on managing a local society. However, the value of LES is created by active members who share the vision and contribute to the society, while group membership bear the risk that LES would gain members not would not fit into that ideal. All overall, individual memberships appear preferable.</p>

Hungary	
India	I would prefer retaining individual membership
Israel	I am not sure it is a good idea for a small organization like LES Israel. We have not discussed this matter in the board to or checked whether we can justify it financially.
Italy	This proposal could increase the number of the representatives of the industries within LESI. On the other hand, however, this solution could negatively impact on the networking and actual participation of the relevant organizations, due to the turnover of their employees participating to LES activities. For NETVAL we agreed on a discount rate for their members: we gained 36 new members (!). I would suggest not only to grant discount or group membership but also work on cooperation agreements with these organizations and to appoint within the relevant LES chapter a contact person for each organization to which a discount/ group membership is granted in order to have a coordinator and strengthen integration.
Japan	I strongly support this idea.
Korea	
Malaysia	
Mexico	
Philippines	
Poland	
Russia	We think group membership is a great idea which will help to be closer to industry people and to attract more members.
Scandinavia	Comes up with LESSc every now and then also. This relates mostly to training, not to the societal function (group membership = “free training”). Depends on the price tag, ultimately. Will make bookkeeping/entry control to events way more involved.
Singapore	Yes, I think this would be helpful. However, further thought would need to put into the details, including the fee structure.
South Africa	
Spain & Portugal	
Switzerland	Yes. This would also make it easier to deal with job changes of our members.
Thailand	Yes, I would definitely support this idea, because it would boost our attendance at events and would make the Thai business and university communities more aware of LES Thailand.
Turkey	Yes
USA & Canada	LESI should explore the potential for organizational membership and the impact it could have to IP community engagement and society finances worldwide.