

LESI Winter Planning Meeting

Vienna January 20, 2018



Educational Calendar / LESI value proposition

LESI / SIPO course

LESI / EPO course



Records of the Seminar Beijing

November 14 - 16, 2017



Peter Hess in Opening Ceremony





Martin Giving Speech





Speeches During the 1st Day





Panel Discussion on the 1st Day





Workshop on the 2nd Day





LESI / EPO advanced 2 days licensing course

Europäisches Patentamt European Patent Office Office européen des brevets

	DAY 1
08:00	Registration / Coffee
08:45	Opening
09:00	Defining the right IP strategy
09:45	Q&A (10min)
10:00	IP management & Opportunity creation
10:45	Q&A (10min)
11:00	coffee break (20 min)
11:30	IP evaluation
12:15	Q&A (10min)
13:00	Lunch
14:00	Scrutinizing the invention & Patent filing tactics
15:00	Q&A (10min) & technical break (5min)
15:15	Licensing fundamentals
16:15	Q&A (10min)
16:30	coffee break (15 min)
16:45	Risk management in licensing agreements
17:30	Q&A (10min)
17:45	Wrap-up
18.00	Speed dating
18:30	Networking cocktail/buffet
20:00	End of day one

TECHNOLOGY COMMERCIALISATION Connecting the dots between business and IP

45 min

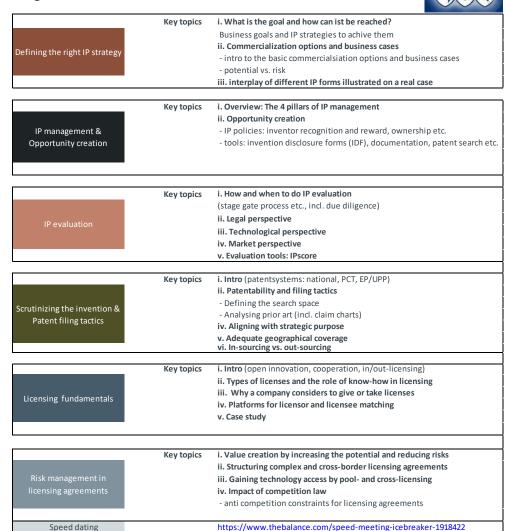
45 min

45 min

60 min

45 min

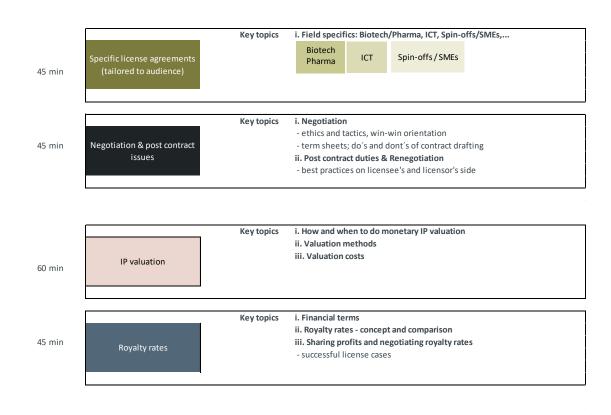
45 min





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	DAY 2
08:45	Specific license agreements
09:45	Q/As (10min)
10:00	Negotiation & post contract issues
10:45	Q/As (10min)
11:00	coffee break (20 min)
11:30	IP valuation
12:15	Q/A's (10min)
12:30	Lunch
13:30	Royalty rates
14:15	Q/A's (10min)
14:30	Intro (15') Group work (30') Mock negotiation based on case study (1,5h; e.g. Aerogen or Marinomed) Group work (15') Presentations and discussion (30')
17:30	Wrap-up
17:45	End of event





LESI / EPO advanced 2 days licensing course

- «Public» consultation (LESI Website Home please)
 - → 20 Feb 2018
 - → Short list of authors / speakers / reviewers (high level!)
- Presentation in San Diego
 - → Most of the slides produced
 - → more authors / more speakers
 - → Terms of use / legal frame work (final draft: San Diego)
- Review workshop in Munich (May / June 2018), including LES friendly compagny ambassadors
- Uraufführung / Première (first release) in Oct / Nov) in the border triangle of France, Germany, Switzerland (Rhine Biovalley)
- EPO support (incl. financially)