



# **DELTA**PATENTS

Training for Patent Professionals

# **EQE PRE-EXAM 12-DAY PE- INTEGRATED**

**LEGAL AND CLAIM ANALYSIS**

**TUITION AND PRACTICE**

# DELTAPATENTS WELCOMES YOU

## Why DeltaPatents?

DeltaPatents is a **patent attorney firm** based in the Netherlands with a passion for quality. We provide the highest quality advice and service to public and private companies at various stages of growth from start-up to Fortune 500. All our patent specialists have a deep technological knowledge and extensive industrial experience at companies like Philips, NXP, ASML, AstraZeneca and Shell. Through our education activities, we stay ahead in terms of law changes, case law and procedural requirements.

We are proud to be a leading training organization for the **European Qualifying Examination (EQE)**. Our renowned courses can be followed throughout Europe. We are the only training organization with a complete range of courses and high quality training material for the EQE. The knowledge and experience gained during more than a decade of EQE training provides a solid basis for our comprehensive range of training courses in different areas. We offer **Continuing Education of Patent Attorneys** (e.g. patent law update course, a Unitary Patent course, and various IP master classes). For **R&D** (R&D managers, researchers, developers, inventors, entrepreneurs, IP management, IP coordinators and tech-transfer officers), we provide targeted IP tutorials, a Portfolio and Strategy course, and several workshops.

*“It was a pleasure to study with such a skilled and nice instructor”*

Our **blogs** keep you up-to-date on the EQE, Case law, Patent procedures, Unitary Patent and Dutch IP News.



In 2006 we started **training IP support staff**, culminating in a full training program preparing for the official Dutch Formalities Officers exam. The training modules are now offered throughout Europe.

Our training focuses on giving insight and understanding, and ensuring that the acquired knowledge can be practically applied. Unique for DeltaPatents is that we thoroughly train and guide our tutors. For our tutors, training is a profession, mastered by teamwork and frequent involvement in courses. We take feedback of attendants seriously and act on it. For us, quality and customer satisfaction are essential.

## DeltaPatents' personal touch

We believe in teaching and treating candidates with a personal touch. You will be trained in small groups, giving ample opportunity to discuss unclear issues in more detail and get personal assistance.

Hospitality is important to us. For candidates staying in Eindhoven for a couple of days, we always organize a social event, such as a dinner or a trip to a local place of interest. We welcome contact (e.g. via e-mail, telephone or video chat) with our tutors to ask follow-up questions, to clarify course materials or to report mistakes.





# EQE PRE-EXAM

## 12-DAY INTEGRATED TRAINING COURSE

### Objective

This intensive 12-day course (in 4 blocks) will bring candidates from a basic level with no or limited legal knowledge to the level required for the EQE Pre-Exam. All legal topics, EPC procedural, EPC substantive and PCT, are covered. This course is modelled around the Pre-Exam Integrated course for Dutch patent attorneys in the Netherlands.

This intensive course covers the legal and claim analysis topics needed for the Pre-Exam. We will give a complete legal overview, using our unique flow-charts. After each block the knowledge just learned will be tested by practicing questions, cases and exams questions. Furthermore we will show candidates how to answer the questions in multiple-choice format. In between the 4 blocks candidates are expected to study and to do homework (questions and cases).

By the end of the course the candidates will be ready for the Pre-Exam.

### Higher pass rate, lower costs

Following this course offers the candidates the opportunity to achieve the level required for the Pre-Examination with significant less training days, course fee and travelling costs.

98% of DeltaPatents' Main Exam candidates were successful at the EQE 2015! The Dutch group sat 60 papers and only one candidate failed 1 paper. This is a huge success and we are very proud of this group.

### New this year

Legal interactive tutorials will be alternated with practicing what has been learned: candidates will experience from the start how this knowledge can be used in an efficient way in order to pass the Pre-Exam.

### 12-days legal and claim analysis tutorials and practice in 4 blocks

The content of the four blocks are as follows:

- First block: 3 days EPC procedural
- Second block: 3 days EPC procedural
- Third block: 3 days EPC substantive/claim analysis
- Fourth block: 2 days PCT procedural + 1 day guided mock exam

*Candidates can also follow separate blocks instead of all four. Please contact us.*

### Unique Course Concept

During each session of this course legal and claim analysis knowledge will be gained, covering the fundamental subjects of the EQE.

During the course-days tuition will be alternated with sessions in which the candidates will answer questions and cases. A number of these will be multiple-choice, reflecting the format of the Pre-Exam. Emphasis will be put on topics and skills that a trainee is expected to be able to recognise and apply after 2 years experience and comprehensive legal/practical training.



## How is this course different from others?

Since the founding of DeltaPatents, our goal has been to teach, in the most effective way, the legal knowledge of the EPC and PCT, **focussed on passing the EQE** and providing knowledge required for daily practice. Our training is not academic, but exam oriented.

We know and understand the **changes** that have happened **in the EQE** over the last 15 years. **We adapt our training accordingly.** A large delegation of our tutors attends and actively participates in each tutor meeting with the exam committees.

**Our tutors are experienced, practicing European patent attorneys**, fully up-to-date with every aspect of the EPC and PCT, not just the modules which they teach. Each of them teaches many courses a year. Per course we only use a limited number of tutors who are very well acquainted with the entire course.

**Our unique set of summarising sheets** reduce the time required for studying and helps in quickly finding the answers in the EQE.

We have developed an **extensive set of questions and answers** to assist the candidates in further studying the subjects and testing their knowledge. We provide our own model solutions for all questions.

During the training we use **an interactive discussion style and avoid lecturing.** We provide sample studying schedules and welcome contact with the tutor via email, telephone or video chat.

**The training material is constantly updated** and the **effectiveness** of our training has **significantly improved.** We have managed to bring down the time required for this course from 15 days in 2003 for the legal part and 3 days for the claim analysis part to just 12 days (legal and claim analysis integrated) now, maintaining our benchmark pass rate. This significantly **reduces the costs for attending the course by limiting the lost working hours.** We have also grouped the modules into blocks, reducing travelling overhead and expenditures. Furthermore this course is offered on site at several locations in Europe, which also reduces travelling time and costs.

## Comparison with other basic training courses

**Ceipi:** 27 days, costs in total €5.380

- 20 days Basic course - €3.000
- 5 days Pre-Exam Seminar - €1.600
- 2 days Mock Exam - €750
- Several trips to Strasbourg

**IP Akademin Stockholm** with additional DeltaPatents Methodology courses, 15 days, costs in total €7.355

- 12 days Basic Legal - €5.900
- 1 day DeltaPatents' Legal Methodology/Practice - €515
- 2 days DeltaPatents' Claim Analysis Meth/Practice - €940

## Course concept

12 training days where the legal training will be integrated with the claim analysis training and practicing exams, cases and questions. In this way the candidates experience from the start of the course that the knowledge learned is needed for sitting the Pre-Exam.

The subjects are explained using a comprehensive set of overhead sheets. The students will be provided with handouts of the sheets.

Key subjects will include novelty, inventive step, priority, unity, the main procedures, time limits, fees, remedies, representation, languages, etc. The legal framework encompasses the EPC (including the Guidelines), the PCT, the Paris Convention (PC), and the national law of Contracting States (in as far as is relevant for the EQE). Case Law is limited to only clearly established decisions followed by the EPO, including the most important G decisions.

The claim analysis part builds upon the candidates' theoretical knowledge of novelty, inventive step, amendment etc. It will include basic claiming and amendment practices, as well as elucidation of the problem-solution approach using practical examples. Key subjects will include novelty, inventive step, priority, unity, the main procedures, time limits, fees, remedies, representation, languages, etc.

Approximately 600 questions have been prepared to guide the students through the subjects and test their absorption of the legal subject. Approximately one-third of these questions will be in a multiple-choice format similar to the Pre-Exam. The students have to prepare answers to 250 of these questions as homework, and hand in their answers. The answers and any unclear subjects will be discussed during the next session.

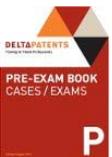


## Course Highlights

DeltaPatents' flow-charts, with complete overview of all EPC and PCT topics, covering the fundamental subjects of the EQE, such as novelty, inventive step, priority, unity, the main procedures, time limits, fees, remedies, representation, languages, etc. The legal framework encompasses the EPC (including the Guidelines), the PCT (including the Applicant's Guide), the Paris Convention (PC), and the national law of Contracting States (in as far as is relevant for the EQE).

## Training Material

A comprehensive set of high quality, up-to-date Training Material will be provided:

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  - A complete set of flow-charts, covering all legal topics needed for the Pre-Exam.
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  - A binder with overhead covering all legal topics needed for the Pre-Exam.
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  - A Study Guide with references to the essential reading for each module – the key topics, the relevant articles and rules, EPO Guidelines and PCT Applicants Guide sections, and OJEPD notices/decisions. It also comprises a list of recommended reference materials and a list of abbreviations to use in your answers.
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  - A set of Questions (with Answers) to practice what you have learned.
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  - The papers that will be practiced, with their model solutions.
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  - References to the EPC by Jelle Hoekstra.

The copyrighted course material is provided for the personal use of the participants.

Please bring the books which you intend to use during the exam.

## Who should attend?

Trainee European Patent Attorneys preparing for the EQE Pre-Exam in 2017. This course will provide a very effective route for obtaining a sufficient level for passing the Pre-Exam. *Candidates without any basic legal training, preparing for the EQE Main Exam, can also attend. It is suitable for those seeking an alternative to the CEIPI Pre-Exam seminar in Strasbourg.*





## Course Location and dates

In 2016 this **12-day Pre-Exam Integrated course** is scheduled in Eindhoven, Copenhagen, Istanbul and Warsaw.

The topics are offered as follows:

- 1<sup>st</sup> block: 3 days EPC procedural
- 2<sup>nd</sup> block: 3 days EPC procedural
- 3<sup>rd</sup> block: 3 days EPC substantive/claim analysis
- 4<sup>th</sup> block: 2 days PCT procedural + 1 day guided mock exam

**Eindhoven** on the following dates:

- 1<sup>st</sup> block: 11 – 13 May 2016
- 2<sup>nd</sup> block: 31 August – 2 September 2016
- 3<sup>rd</sup> block: 17 – 19 October 2016
- 4<sup>th</sup> block: 5 – 7 December 2016

**Copenhagen** on the following dates:

- 1<sup>st</sup> block: 6 – 8 April 2016
- 2<sup>nd</sup> block: 8 – 10 June 2016
- 3<sup>rd</sup> block: 26 – 28 September 2016
- 4<sup>th</sup> block: 28 – 30 November 2016

**Warsaw** on the following dates:

- 1<sup>st</sup> block: 27 – 29 June 2016
- 2<sup>nd</sup> block: 12 – 14 September 2016
- 3<sup>rd</sup> block: 7 – 9 November 2016
- 4<sup>th</sup> block: 30 January – 1 February 2017

**Istanbul** on the following dates:

- 1<sup>st</sup> block: 22 – 24 June 2016
- 2<sup>nd</sup> block: 24 – 26 August 2016
- 3<sup>rd</sup> block: 16 – 18 November 2016
- 4<sup>th</sup> block: 4 – 6 January 2017

## Course Language

All material and tuition will be in English.

## Certificate

A certificate will be given to each candidate who completes the course.

## Attendance Limited to 20

A maximum of approximately 20 participants can take part in the course. This limitation will give the tutor the opportunity to discuss unclear issues in more detail and provide personal assistance during the practicing of the cases and the paper.

## When will we confirm?

For Copenhagen and Eindhoven we need a minimum of 8 participants to definitely confirm.

For Warsaw and Istanbul we need a minimum of 10 participants to definitely confirm.

## Registration and invoicing

The price of the **“12-day Pre-Exam Integrated Training course”** is:

- Eindhoven course: €4,980
- Copenhagen course: €5,580
- Warsaw course: €4,200
- Istanbul course: €4,200

All prices mentioned are exclusive 21% VAT.

Prices include tuition, course materials, refreshments and lunches.

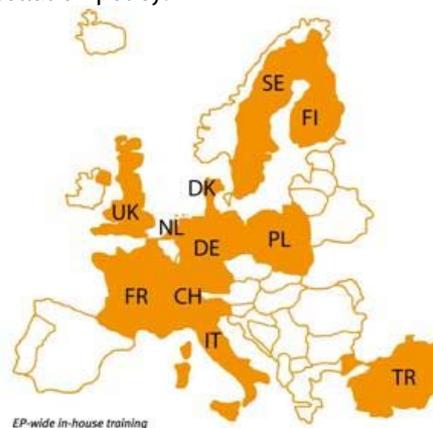
An administrative fee of €125 is charged for every booking.

If more than one course is booked at the same time, only one administrative fee of €125 will be charged.

Please register online or use the form in this brochure.

## Cancellation policy

Please check our website ([www.deltapatents.com](http://www.deltapatents.com)) for our cancellation policy.



## Training locations

We do not only provide training in our base in Eindhoven, the Netherlands, but many of our training modules are available at several locations in Europe to minimize your travel costs.

## In-house training

All courses can also be given in-house. If required, a module can be tailored to your local organizational needs. Please contact us if you are interested in inviting us to your office.



**“VERY HELPFUL AND  
MOTIVATED PEOPLE,  
WHICH GIVES A VERY  
INTERESTING AND  
WARM FEELING  
DURING THE  
COURSE”**





**Roel van Woudenberg**  
DeltaPatents



**Jelle Hoekstra**  
DeltaPatents



**Pete Pollard**  
DeltaPatents



**Nico Cordes**  
DeltaPatents

## Meet the Tutors

- **Roel van Woudenberg** is an experienced tutor and senior patent attorney at DeltaPatents. He is major contributor to the DeltaPatents' books "Basic Legal Questions", "Pre-Exam Book" and "Main Exam Questions for Paper D".
- **Jelle Hoekstra** is founding partner of DeltaPatents, and an experienced tutor. He is author of the book "Methodology for Paper C" and contributor to the DeltaPatents' books "Main Exam Questions for Paper D" and "Basic Legal Questions book".  
He is also the author of the book "References to the European Patent Convention" ([www.hoekstradoc.nl](http://www.hoekstradoc.nl)).
- **Pete Pollard** is partner at DeltaPatents, and an experienced tutor. He is a major contributor to the DeltaPatents' books "Main Exam Questions for Paper D" and the "Basic Legal Questions".
- **Nico Cordes** is an experienced tutor and senior patent attorney at DeltaPatents. He is also contributor to the "Pre-Exam Book".



**Mieke Zonjee**

## Contact

For more information please visit the DeltaPatents website ([www.deltapatents.com](http://www.deltapatents.com)) or contact Mieke Zonjee at DeltaPatents ([training@deltapatents.com](mailto:training@deltapatents.com)).



# REGISTRATION FORM

You may register by **fax** + 31 40 2366708 **mail** DeltaPatents B.V., Fellenoord 370, 5611 ZL Eindhoven, the Netherlands  
**website** www.deltapatents.com **e-mail** training@deltapatents.com

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name

company

address

billing address

tel. no.

billing tel.no.

e-mail address

billing e-mail address

purchase order

VAT number

A registration fee of €125 is charged for each booking. If more than one course is booked at the same time, only one administrative fee of €125 will be charged. All prices are exclusive of 21% VAT. No VAT will be charged if a VAT-number is provided on this form.

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- |            |   |
|------------|---|
| 12-day     | <input type="checkbox"/> <b>Eindhoven €4.980</b>  |
| Pre-Exam   | <ul style="list-style-type: none"><li>• 1<sup>st</sup> block: 11 – 13 May 2016</li></ul>  |
| Integrated | <ul style="list-style-type: none"><li>• 2<sup>nd</sup> block: 31 August – 2 September 2016</li><li>• 3<sup>rd</sup> block: 17 – 19 October 2016</li><li>• 4<sup>th</sup> block: 5 – 7 December 2016</li></ul>   |
|            | <input type="checkbox"/> <b>Copenhagen €5.580</b>   |
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