



DELTA PATENTS

Training for Patent Professionals

**IP MANAGEMENT
1-DAY BASIC
LICENSING
COURSE**



DELTAPATENTS WELCOMES YOU

Why DeltaPatents?

DeltaPatents is a patent attorney firm based in the Netherlands with a passion for quality. The firm was founded in 2001 in Eindhoven, one of Europe's leading technology cities. We provide the highest quality advice and service to public and private companies at various stages of growths 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.

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, from starters in the IP world to experienced patent attorneys and patent managers.

"It was a pleasure to study with such a skilled and nice instructor"

In 2006 we started training IP support staff, culminating in a full training program preparing for the official Dutch Formalities Officers exam. The program is audited by the Dutch Platform Formalities Officers. 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.

Through our education activities, we stay ahead in terms of law changes, case law and procedural requirements.

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 e-mail contact with our tutors to ask follow-up questions, to clarify course materials or to report mistakes.





IP MANAGEMENT

1-DAY BASIC LICENSING COURSE

Objective

In today's business world emphasis is increasingly put on cooperation and the use of technology developed and owned by others. Hence, technology transfer and licensing are becoming increasingly important to companies, research institutes and universities. This course has been designed to introduce technology transfer and licensing concepts and terminology, to give an overview of the common types of licensing agreements, and to provide an understanding of the structure, wording and scope of license agreements. Moreover, it gives an overview of the licensing process, and discusses the Do's and Don'ts during a negotiating process.

By the end of the course, participants will have gained insight into the different types of licensing agreements, and the licensing process.

This course can be combined with the Advanced licensing course into a two-day course.

Who should attend?

Patent professionals either from an industrial in-house IP department or from private practice, IP managers, and R&D and business managers that are involved in technology transfer and the exploitation of intellectual property rights.

Topics included

- Business reasons for licensing
- Common types of licensing agreements
- Scope of the license
- Structure and wording of license agreements
- Royalty payments
- International considerations
- The licensing process
- Collaboration agreements

Documentation

All participants will receive course material including all overhead sheets used during the course.





Course Location and dates

Dates and locations for 2014 to be announced.

Course Language

All material and tuition will be in English.

Attendance Limited to 20

A maximum of approximately 20 participants can take part in the course. This limitation will give the speaker the opportunity to discuss unclear issues in more detail and to answer any other questions.

Certificate

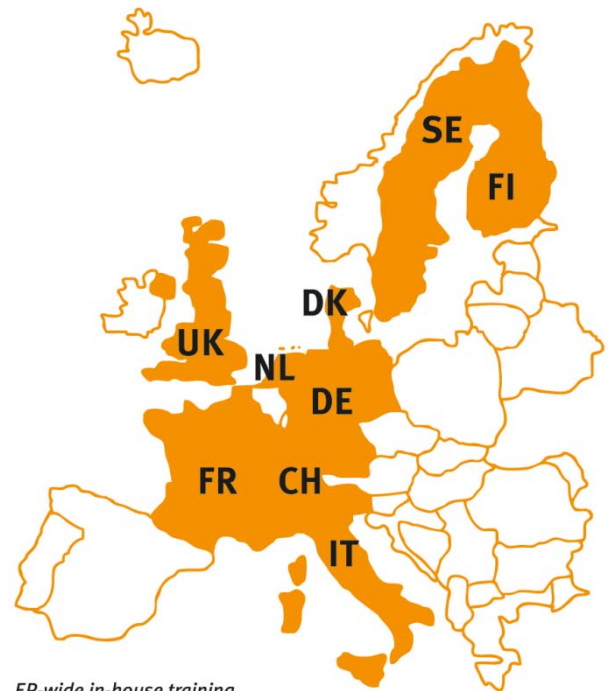
All participants will receive a certificate after attending the course.

Registration

The price for the “**1-day Basic Licensing course**” is **€650** (excluding 21% VAT). The price includes tuition, course materials, refreshments and lunches. A registration fee of €62 is charged for every booking. If more than one course is booked at the same time, only one administrative fee of €62 will be charged. Please register online or use the form in this brochure. Please contact us for a quote for an in-house course.

Cancellation policy

Please check our website (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.





Jowi Burger

Meet the Speaker

- **Jowi Burger** is an experienced tutor. He is one of the few Certified Licensing Professionals in Europe. He worked for Shell, where he gained during the past twenty years extensive knowledge of drafting and negotiation of IP agreements. Contract parties included other oil and petrochemical companies, technology licensors, engineering contractors, small and medium sized innovative companies, research organisations and universities.



Mieke Zonjee

Contact

For more information please visit the DeltaPatents website (www.deltapatents.com) or contact Mieke Zonjee at DeltaPatents (training@deltapatents.com).



REGISTRATION FORM

IP Management courses

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

name

company

address

billing-address (if different)

billing email or phone

purchase order

VAT-number

tel. no.

e-mail address

A registration fee of €62 is charged for each booking. If more than one course is booked at the same time, only one administrative fee of €122 will be charged. All prices are exclusive of 21% VAT. No VAT will be charged if a VAT-number is provided on this form.

1-day Eindhoven €650

Basic

Licensing course

1-day Eindhoven €650

Advanced

Licensing course

1-day Eindhoven €650

Portfolio

Management

Cancellation policy: please check our website (www.deltapatents.com) of our cancellation policy

