

# IP Agreements

## R&D AGREEMENTS

- Contract research and R&D cooperation
- Cooperation with universities
- IP transfer
- Non disclosure agreements
- Choice of law, jurisdiction, arbitration clauses

## PATENT LICENSE AGREEMENTS

- Scope of license
- License fees
- Actions against infringers
- Know how protection
- Cross-licenses
- Antitrust law

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## YOUR SPEAKERS



**Alfred Chaouat**  
Senior Vice President  
Licensing,  
Technicolor,  
Paris (France)



**Jens Kunzmann**  
Attorney-at-law,  
Partner in the  
law firm C·B·H,  
Cologne (Germany)

# IP Agreements

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## Aims and objectives

This advanced course shall enable the participants to address complex situations when designing and negotiating IP related agreements, in particular in cross-border projects. They will receive guidance in how to achieve the best results when doing business in a complex environment.

The speakers will cover a broad range of contractual scenarios, such as R&D, sale of an IP portfolio, licensing of patents, know how, as well as complementary agreements like NDAs and LOIs. With respect to all agreements, example clauses will be provided and discussed. The course will also include an overview of the pertinent EU-antitrust law (in particular the Block Exemptions for technology transfer and for R&D agreements).

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## Who should attend?

You are tasked with negotiating and/or drafting/reviewing IP agreements and need advanced know-how?

Then this course is designed for you. Knowledge of IP law is required. This course is especially interesting for those working in IP, patent, legal, R&D and business development departments and in private practice as patent attorneys and attorneys-at-law.

## Your speakers



### Alfred Chaouat

Senior Vice President  
Licensing, Technicolor,  
Paris (France)

Alfred is a Senior Vice President Licensing with Technicolor (ex-Thomson). He is also a Past President of LES France and was responsible for the LESI Electronics, IT and Telecommunications Committee for several years. Alfred has more than 20 years of experience in patent valorisation and in negotiating license agreements worth several tens of million euros. He has joined Thomson after several years as Senior Manager with Andersen Consulting (Accenture). Alfred has been recognized by IAM as one of The World's leading IP strategists (IAM 300).



### Jens Kunzmann

Attorney-at-law,  
Partner in the  
law firm C-B-H,  
Cologne (Germany)

Jens Kunzmann is partner in the law firm C-B-H Cornelius Bartenbach Haesemann & Partner. He studied law in Germany and England. During his whole career in private practice and as in-house counsel, he has been working almost exclusively in the field of intellectual property, with a particular focus on licensing, R&D cooperation and employee inventions. Jens Kunzmann lectures at the Universities in Cologne and Münster and is the author of numerous publications on different IP topics.

# Your agenda

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Safer  
agreements –  
less disputes –  
lower costs!

## R&D agreements and more

### R&D agreements

- Contract research/R&D cooperation
- Costs and benefits
- Existing rights of the parties
- Results and other future rights
- Co-inventorship
- Employee inventors and remuneration
- Antitrust law, in particular EU Block Exemption Regulation for R&D
- Cooperation with universities

### IP transfer

- Identification and definition of rights
- Representations and warranties
- Regulations regarding transitional period

### Designing R&D agreements

- Non Disclosure Agreements
- Elements of a R&D Agreement
- Discussion on the basis of sample clauses

### Choice of law, jurisdiction, arbitration clauses

### Case study

## Patent license agreements

### Scope of patent licenses

- Exclusive/non-exclusive/sole licenses
- Cross-licenses

### License fees

- Royalties; currency, transfer costs
- Reporting and audit

### Representations and warranties

- Product warranty
- Validity/infringement of third party's IP rights

### Further duties

- Licensor: maintaining the patent, actions against infringers etc.
- Licensee: marking of products, right to react to infringers etc.

### Improvements and grant backs

### Antitrust law, in particular EU Block Exemption Regulation for Technology Transfer

### Designing license agreements

- Elements of a License Agreement
- Discussion on the basis of sample clauses

### Case study

## IP Agreements

### REGISTRATION UNDER

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### REGISTRATION FORM

Yes, I will attend the advanced course

IP Agreements: R&D Agreements  
19 March 2020 Course No. 20 03 182

IP Agreements: License Agreements  
20 March 2020 Course No. 20 03 183

Yes, I agree that FORUM Institut may inform me about events and relevant expert content by:  
 email; and/or  telephone.  
I may withdraw my consent at any time.

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Name

\_\_\_\_\_  
Position, department

\_\_\_\_\_  
Company

\_\_\_\_\_  
Street

\_\_\_\_\_  
Post code, city, country

\_\_\_\_\_  
Tel. no./Fax no.

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E-mail

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Contact person at office

\_\_\_\_\_  
Date, signature

#### Date and venue:

Thursday, 19 March 2020  
Friday, 20 March 2020

Each day from 09:00 - 17:00,  
in Amsterdam

Amsterdam Marriott Hotel  
Stadhouderskade 12 · NL 1054 Amsterdam  
Tel. +31 20 6075555 · Fax +31 20 60075511

#### Fee:

€ 1,050 (each course) + 21% VAT  
The fee includes course documentation as well as mid-session refreshments and lunch. Invoice and confirmation will be forwarded to you.

#### Special fee:

If you register for both courses, you will benefit from a reduced fee of € 1,900 (+ 21% VAT) instead of the regular fee of € 2,100. You will save € 200!

### CANCELLATION POLICY

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### YOUR CONTACT



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