



# LES Benelux Licensing Course 2018

## 12 and 13 November 2018

### The Hague (NL)

#### PROGRAM

**Sunday, 11 November 2018**

**18h30 - 20h00 Pre-registration**

**Monday, 12 November 2018 - Day 1**

**08h00 Registration and welcome coffee**

**09h00 Welcome and introduction**

Chaired by **Bruno Vandermeulen**, Bird & Bird, Brussels (B)

**09h10 Introduction of participants**

**09h30 *Intellectual property overview: obtaining protection and scope of protection***

**Wouter Pors**, Bird & Bird, The Hague (NL)

**10h15 *Due diligence: preparing to enter into a licence agreement***

**Frank Landolt**, Ablynx, Gent-Zwijnaarde (B)

**11h00 Coffee/tea break**

**11h30 *Valuation of intellectual property***

**Dirk Groenewegen**, Cells4Therapy BV, Bilthoven (NL)

**12h15 *The impact of EU competition law on intellectual property licenses***

**Patricia Cappuyns**, Cape IP Law CVBA, Ghent (B)

**13h00 Lunch**

**14h00 *Negotiation case study – part I***

*This module has been created to provide practical insights into negotiating a license agreement. It comprises an in depth workshop during which delegates will have the opportunity to experience and resolve a realistic IP situation. Delegates will be split into groups to facilitate interaction as actors of the negotiation.*

*The session will be moderated by experienced IP professionals: **William Bird** (IP Lodge) and **Peter Burö** (Mainstay IP)*

**15h30 Coffee/tea break**

**16h00 *Negotiation case study – part II***

**17h30 Mini break**

**17h45 *Negotiation case study – part III***

**19h00 Evaluation day 1**

**20h00 Dinner**



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#### Tuesday, 13 November 2018 – Day 2

##### **9h00 – 16h00 License Drafting Workshop**

*This module has been created for a more detailed basic insight into the construction of a license agreement. It comprises an in depth workshop exploring the anatomy of a license agreement, section by section, and providing practical advice on how to draft a successful agreement. Delegates will be split into two groups to facilitate interaction.*

*Each group will be coached by experienced transactional lawyers, namely **Pieter Wyckmans** and **Thomas Bedert** (Quinz) and **Achim Krebs** (HGF) and **Jurriaan Janssen** (Norton Rose Fullbright).*

##### **09h00 Intro**

General Presentation

##### **11h00 Coffee/tea break**

11h15 Discussion term sheets

Case summary discussions (premises / background / positions) as an intro for the drafting exercise

##### **12h45 Lunch**

13h45 Drafting exercise:

license grant (5p Licensor – 5p Licensee) and royalty clause (5p Licensor – 5p Licensee)

16h00 Summary day 2

##### **16h30 Networking drinks and end of course**

#### Wednesday, 14 November 2018 – Add-on on “Complex Clauses in IP Licensing”

On **Wednesday 14 November 2018** participants are invited to join an **add-on Topic Meeting on Difficult Clauses**, which will welcome course participants, LES members and non-members. All participants of the course will receive the detailed program and are welcome to attend at a fee of € 120. You can register for this meeting at the attached registration form of the course or later via the [online topic day registration form](#)



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#### DETAILS

##### DATES

- Preregistration: Sunday 11 November
- Course: Monday 12 and Tuesday 13 November
- Add-on Topic Meeting: Wednesday 14 November

##### VENUE

**NH Hotel The Hague**, Prinses Margrietplantsoen 100, 2595 BR The Hague (NL)

The NH Den Haag hotel sits on the top few floors of The Hague's World Trade Center building. It gets fantastic views across the city and puts you in easy reach of both the government and business districts. The historic city center is just 5 minutes away by public transport. For directions and information on parking see [the hotel website](#)

##### Hotel rooms

Participants have to arrange for a hotel booking themselves. The NH Den Haag offers LES Benelux attendees a special price. For more information and booking, please visit the customized [webpage reserved for LES Benelux attendees](#)

##### FEE

The fee includes the course documentation, coffee and tea during the breaks, two lunches, a dinner on Monday and networking drinks on Tuesday

- LES members: € 490,00
- Young LES Members: € 450,00 (*40 years of age or below*)
- Non-members: € 540,00

Registration including payment before 15 September 2018 gives a discount of € 50,00. Registration and payments should be received before 6 November 2018 to guarantee your participation. You will receive a confirmation and invoice by e-mail upon your registration.

If you attend the add-on Topic Meeting the fee will be € 120,00 for participants of the course and LES members and € 180,00 for non-members.

Please note that for non-members from one of the Benelux or Scandinavian countries the fee also includes a reduction on membership of LES for the year 2019 of € 50,00.

##### REGISTRATION

Please register via the attached registration form or online at the [Licensing Course webpage](#)

##### CANCELLATION

LES Benelux must be informed of any cancellation in writing by an e-mail to [secretariat@les-benelux.org](mailto:secretariat@les-benelux.org). For cancellations received before 8 October 2018, the registration fee, minus € 50,00 administrative costs, will be reimbursed. Cancellations received on or after 8 October 2018 will be fully charged. In case of 'no-show' also one night will be charged in case a hotel reservation in the participant's name has been made.



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#### EDUCATIONAL POINTS

After the course those participants, who attended the whole course and signed the attendance lists, will receive a certificate to prove their participation. For participants interested in Professional Development Hours LES Benelux is granting 12 educational hours.

12 HOURS  
CONTINUING  
PROFESSIONAL  
DEVELOPMENT

#### PARTICIPANTS

Please note that this topic meeting is open for LES members and non-members worldwide. However, from participants it is expected that they have at least an academic background (law, financial or technical).

#### PROGRAM AND PRESENTATIONS

The speakers at this course will be kindly requested to make their presentations available for publication. All participants will receive instructions by email how to access these presentations.

#### ABOUT LES BENELUX and LESI

LES Benelux is one of the thirty-three national and regional societies of the Licensing Executives Society. LES Benelux was formed in 1975 and has about 400 members. It is the society for professionals and business people interested in licensing, the transfer of technology, and the commercialisation of intellectual property rights. Members include managing directors, company executives, small business entrepreneurs, university licensors, campus company managers, inventors, venture capitalists, scientists, engineers, lawyers, patent and trademark agents, licensing consultants, marketing executives, academics and representatives from public bodies. For more information: [www.les-benelux.org](http://www.les-benelux.org) and [www.lesi.org](http://www.lesi.org).

#### MEMBERSHIP

For information on membership of LES Benelux please send an email to the [LES Benelux secretariat](mailto:LES_Benelux_secretariat).

#### SPEAKERS

**William Bird** is British and graduated (MA) from Cambridge University UK with an honours degree in natural sciences and is a chartered electrical and electronics engineer. He has worked as an engineer and manager in process and product development, project management and marketing in multinational companies from which he has obtained a wide experience of the requirements and functioning of an industrial company. During the last thirty years he has worked as both a corporate and private-practice patent and trademark attorney in Germany and Belgium. He has expertise in both Common Law and codified legal systems, in technology transfer licensing and in the setting up of spin-off companies. He is a European, British and German patent and trademark attorney and IP Litigator, member of the CIPA Litigation Committee, and is a tutor at CEIPI, has lectured for Pharmed, VUB Brussels ICAB Photonics, Vlerick School of Management, University of Leuven among others. He is an accredited tutor of the Licensing Executives Society. William is partner at the IP law firm IP Lodge in Belgium and President of LES Benelux.

**Thomas Bedert** has a background in IP law and focuses on legal innovation management (i.e., knowledge creation, sharing and exploitation) in the healthcare / life sciences industry. Thomas is involved in the entire life cycle of our clients' products. For the (bio)pharmaceutical industry, this means -amongst others- drafting and negotiating (joint) development agreements, licensing agreements, manufacturing and supply agreements, as well as managing relationships with the healthcare authorities (including in relation to the promotional activities surrounding medicinal products). Previously, Thomas worked as an attorney for both innovative and generic / biosimilar (bio)pharmaceutical companies which gave him a good insight into the different perspectives applicable to the industry. Thomas is currently following a three-year scientific graduate degree in biotechnology (Mobyus,



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UC Leuven Limburg). Prior to joining Quinz in 2015, Thomas worked for the IP department of Linklaters and Stibbe.

**Peter Burö** Peter has a master's degree in Electrical Engineering and is a European Patent Attorney. After four years with the Swedish Army working with mobile radar stations and teaching technology, he entered the Intellectual Property (IP) world as an Examiner at the European Patent Office (EPO). After five years at the EPO he worked nine years in private practice at Albihns and as a partner at Cegumark with mid-sized and multinational clients. He then joined AB Volvo's patent department to continue his IP career in industry, where he among other things created an IP function in the US and was responsible for IP at Renault Trucks in Lyon. He thereafter worked for 12 years at SKF B.V. where he created and headed a full service patent department in the Netherlands, created an IP function in China, a full service patent department in India, and taught about IP to inventors to be and management. Later he also spent time on creating a licensing structure, worked with Intellectual Asset management, IP strategies, and taught engineers and management on these topics. In total Peter has more than 28 years of experience with Intellectual Property advising internal and external customers on all aspects of patent practice and intellectual asset management. His areas of technical experience include electronics, sensors, computers, analog and digital signal processing, software, optronics, mechatronics, printing technologies, radar technology, communication technology and protocols, additive manufacturing, natural language translation, electro-mechanics, control systems, electro-mechanical systems, magnetic bearings, and user interfaces. Peter is a board member and treasurer of LES Benelux.

**Patricia Cappuyns** has been working as a patent litigator in Ghent since the year 2000, representing clients in the life sciences, mechanical engineering, biotechnology and tele-communications industries. Aside from arguing cases before the Belgian and European courts, Patricia has also been involved in a number of investigations conducted by the European Commission concerning SEPs and the interface of intellectual property and competition law. Patricia was also recently appointed as Associate Professor at the University of Liège, where she teaches Patent Law to LL.M. students.

**Dirk Groenewegen** holds a masters' degree in chemical engineering and a PhD in microbiology. After an international career as senior R&D-manager in pharmaceutical and chemical multinationals Dirk became a license mediation and new-business consultant, now with 20+ years' experience. Dirk is an active participant in many international networks, like the Licensing International Society, the Parental Drug Association and various organizations involved in Hematology & Oncology. In 2007 Dirk founded Glycostem Therapeutics, where he served as CEO until 2014 and now as board director. Since then he has been involved in Biostart as Committee Member, is Board Member at the Chemistry and Society Group of the Royal Netherlands Chemical Society, and as Managing Director of Cells4Therapy assisting start-ups in the field cell and gene therapy.

**Jurriaan Jansen** is an Of Counsel at Norton Rose Fulbright based in Amsterdam. He is a member of their European Data Privacy Group and global sourcing and technology group. He focuses on information technology, intellectual property, and data protection. He advises clients on contentious and non-contentious matters with a focus on strategic copyright advice, IT contracts (including outsourcing, SaaS, and licensing), IP licensing, and data protection. He translates commercial arrangements into contractual language and is able to assess the impact of complex requirements and circumstances on what needs to be done from an operational and legal perspective. He also advises domestic and international clients on the various data protection aspects, including those relating to internal and regulatory investigations. Jurriaan is a member of the Dutch Association for Copyright (Vereniging voor Auteursrecht) and regularly teaches and lectures on licensing and data protection. Jurriaan is secretary of LES Benelux

**Achim Krebs** joined HGF as a Partner in 2015 to establish the firm's first "continental" office at The Hague, Netherlands, from a position in private practice. Achim has accumulated a vast experience in his previous occupations in private practice and industry, including a position as Patent Portfolio Manager at a multinational oil corporation; and has considerable experience in the creation and management of cost-effective and tax optimized IP portfolios to suit various business strategies, as well as in contentious matters such as oppositions and litigation. Achim presently co-chairs the Chemicals, Energy, Environmental and Materials Committee of the



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Licensing Executive Society International, and serves on the Board of LES Benelux. Achim is a qualified Dutch, Belgian and European patent attorney and a registered European Trademark and Design Attorney, and holds a master degree and doctorate in synthetic chemistry from the University of Heidelberg.

**Frank Landolt** is a Dutch (1994) and European (1995) patent attorney and a licensing lawyer. After studying chemistry (M.Sc., 1990) and law (M.Sc., 1992) at Leiden University, he worked for almost ten years at the private practice firms of Polak and Charlouis (now EP&C) and Nederlandsch Octrooibureau in the Netherlands, where his clients included major pharmaceutical companies as well as biotech firms and research institutions. Prior to joining Ablynx as IP and legal counsel in 2004, he worked for 4 years as director of IP and legal counsel at Devgen N.V. Frank is a member of EPI, the Dutch Association of Patent Attorneys, LES and L'institut des Juristes d'Entreprise, and holds an M.Sc. in business law from the University of Antwerp (2006) and former board member of LES Benelux.

**Wouter Pors** is head of the IP group of Bird & Bird in The Hague. Before studying law, he studied architecture and building construction for several years. After having done research at the Tilburg University Law Faculty from 1986 until 1989, he was admitted to the bar in 1989, specializing in IP. His main focus is on patent litigation, which allows for a blend of legal and technological innovations.

He handles a wide range of patent disputes, varying from mechanical issues through software and business method patents to biotech disputes. Wouter has represented major electronics, biotech and pharmaceutical companies in international patent litigation. In addition, Wouter is also involved in quite a lot of trade mark and copyright litigation. He is also a Dutch Supreme Court litigator and has handled cases before Benelux Court of Justice.

**Bruno Vandermeulen** is a Belgian IP litigation lawyer, practicing intellectual property law in Brussels since 1990. Bruno is a partner and head of the intellectual property department of the Brussels office of Bird & Bird. Bruno graduated from the Catholic University of Louvain in 1988 and holds a Master of Laws degree (LL.M) from the University of Georgia. Bruno has experience in all types of intellectual property litigation and has obtained various published case law decisions in patents, trademarks, design right and copyright. Bruno has acquired unique experience in the Belgian cross-border patent litigation disputes and has published extensively about this subject. Bruno focuses his practice on drafting and negotiation license agreements, conducting intellectual property due diligences, litigating patents and trademarks, and advising clients on crossborder litigation strategies in Belgium and Europe. Bruno is past President of LES Benelux and counsel to the Board of the LESI. Bruno is also a member of the Belgian AIPPI and the Belgian Group of the International League of Competition Law (LIDC). Bruno is an arbitrator with the Belgian domain name dispute resolution center Capani. He is also a member of the editorial board with the Belgian legal journal 'Intellectuele rechten/Droits Intellectuels' (IRDI).

**Pieter Wyckmans** is a member of the Brussels Bar and co-founder of the boutique law firm QUINZ. He combines years of experience as an M&A lawyer, with years of experience as in-house counsel of multinationals active within the pharmaceutical and chemical industry. His practice focuses on advising clients on national and international transactions (acquisitions, divestitures and reorganizations) and the drafting and negotiation of manufacturing contracts, supply chain contracts, licensing contracts and R&D (consortium) agreements, in particular within the Life Science industry.