

# DRAFTING INTERNATIONAL IP AGREEMENTS

May 13 2008, Conf. No. H5-5308



## APPLICATION TO REGISTER

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## YOU MAY REGISTER BY:-

+44 (0) 1483 730008

Management Forum Ltd

www.management-forum.co.uk

E-mail: registrations@management-forum.co.uk

If you have NOT received confirmation seven days after registering, please contact Registration Department.

If you do not want to receive future mailings from Management Forum please contact nick@management-forum.co.uk  
If you do not wish to receive selected third party mailings please contact nick@management-forum.co.uk

## REGISTRATION INFORMATION

Date  
13 May 2008

Times Start: 09.30 Finish: 17.00

Registration & Coffee 09.00

Venue  
The Rembrandt Hotel, 11 Thurloe Place, London SW7.

Directions  
Opposite V&A Museum.  
Nearest Underground station: South Kensington.  
Map available on Website under Hotels and Venues.

Accommodation  
A limited number of bedrooms have been reserved at The Rembrandt Hotel, 11 Thurloe Place, London SW7, at a special rate of £127.66 (Superior) inc. English breakfast, £144.69 (Executive) inc. English breakfast. All +17.5% VAT - subject to availability.  
A special rate for Friday, Saturday and Sunday of £114.90 (Superior) inc. English breakfast +17.5% Vat - subject to availability when booked as additional nights.  
Hotel Tel: +44(0)20 7589 8100.  
Hotel Fax: +44(0)20 7225 3363.

Email: reservations\_rembbrandt@sarova.co.uk  
All bookings should be made directly with the hotel quoting Management Forum and your credit card number.

Fee  
£545 +17.5% VAT. The fee includes course documentation as well as mid-session refreshments and lunch. Invoice and confirmation will be forwarded to you.  
10% Early Bird discount if you book before: 4 March 2008.  
(Discount only applies to full delegate rate).

Conference No. H5-5308

Discounted Rates  
Available on application for personnel from non-profit making organisations and registered charities.  
Group discount available on request.

Cancellation Policy:  
Over 14 days prior to the Seminar: Cancellation fee of £75. 7/14 days prior to the Seminar: 50% of the fee.  
Fewer than 7 days or if no notification received: Registrant liable to pay FULL seminar fee.  
NB: Cancellations must be received in writing by lesley@management-forum.co.uk.

In the event of circumstances beyond its control, Management Forum reserves the right to alter the programme, the speakers, the date or the venue.

# DRAFTING INTERNATIONAL INTELLECTUAL PROPERTY AGREEMENTS

Drafting skills and legal and commercial issues affecting: Confidentiality Agreements, Material Transfer Agreements, Term Sheets, Intellectual Property Licences and Assignments, and IP terms in R&D contracts

## Topics to be covered at this meeting:

- Types of IP Agreement and Commercial/Legal Issues they Raise
- Key Terms in IP Agreements
  - Grant of rights
  - Financial terms
- Preliminary Agreements
- Selected 'Legal' Clauses in IP Agreements
- Round-up of Legal Issues Affecting IP Agreements
- Practical Exercises

With:

**Mark Anderson** Anderson & Company, Solicitors, UK

13 May 2008  
The Rembrandt Hotel, London



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## OBJECTIVE

This practical seminar will focus on the drafting skills and legal and commercial issues to be considered when drawing up international intellectual property agreements, including confidentiality agreements, material transfer agreements, term sheets, intellectual property licences and assignments, and IP terms in R&D contracts. Participants will be given the opportunity to complete practical exercises on drafting specific agreements. This will be followed by a discussion of issues raised by the completed exercises.

## WHO SHOULD ATTEND

Patent attorneys, solicitors, legal executives, commercial managers, clinical contract specialists, product development managers, research managers, company secretaries and all those either in the corporate sector or in private practice who are involved in drawing up or dealing with commercial IP agreements.

## ATTENDANCE LIMITED, EARLY REGISTRATION RECOMMENDED

This limitation, a unique feature of all MANAGEMENT FORUM seminars will give participants the opportunity for a thorough discussion of the complex issues to be covered by the programme.

## FORTHCOMING EVENTS

For a full list of forthcoming conferences and seminars please visit our website at: [www.management-forum.co.uk](http://www.management-forum.co.uk). You may make a registration and request a brochure on-line.

## SPEAKER

**Mark Anderson** is a solicitor and former barrister who has 20 years' experience of advising companies in technology-based industries, including pharmaceuticals, biotechnology and information technology. He founded Anderson & Company in 1994, having formerly gained experience as an in-house lawyer in a commercial company (1984-87) and with Bristows in London (1987-1994). The core of his work at Anderson & Company is drafting, negotiating and advising on commercial transactions. A large proportion of his work is for bio-pharmaceutical companies and the technology transfer units of universities.

He has written five legal textbooks on IP and commercial law subjects, including *Drafting Confidentiality Agreements* for the Law Society and *Technology Transfer: Law, Practice and Precedents* for Butterworths.

## PROMOTIONAL OPPORTUNITIES

Through promotional opportunities and exhibitions, your company can access the audience at this event in order to increase awareness of your organisation, its services and products.

Please contact Barbara McManus at: [barbara@management-forum.co.uk](mailto:barbara@management-forum.co.uk)

## DOCUMENTATION

Delegates will receive a course material folder containing comprehensive documentation provided by the speaker, which will be a valuable source of reference for the future.

**UK Law Society Accreditation –  
6 hours**

## PROGRAMME

- 09.30 ▶ **Introduction:** Different types of agreements and the commercial/legal issues that they raise
- 09.45 ▶ **Key terms in IP Agreements: Grant of Rights**
- Technical definitions
  - Licences: exclusive, non-exclusive, sole, etc
  - Assignments
  - Options
  - Improvements
  - Grant-backs
  - Dealing with infringers and infringement
  - Rights of termination; consequences of termination
- 11.00 ▶ **Coffee**
- 11.15 ▶ **Key terms in International IP Agreements: Financial Terms**
- Upfront payments, milestones and royalties
  - Royalty-stacking
  - Payment terms, reporting and auditing
- 12.00 ▶ **Practical exercises on drafting International IP agreements**
- 12.30 ▶ **Discussion of answers to exercises**
- 12.45 ▶ **Lunch**
- 13.45 ▶ **Preliminary agreements:** Letters of intent, term sheets, confidentiality agreements, IP terms in material transfer agreements.
- 14.30 ▶ **Selected 'legal' clauses in IP agreements:** Warranties, liability, assignment, best efforts/best endeavours
- 15.15 ▶ **Tea**
- 15.30 ▶ **Round-up of legal issues affecting IP Agreements:** Competition Law, Intellectual Property Laws, Tax Laws
- 17.00 ▶ **Close of seminar**