3.17 – Best practices of international licensing agreements

à distance

- du 26/11/2020 au 27/11/2020
  - Durée : 4x 1h30
  - Prix : 670 €
  - Prix réduit * : 620 €

* Tarif réduit applicable au titre de :
  - PME (moins de 250 employés, non détenues à plus de 40% par un groupe)
  - Université (hors EPST et EPIC)
  - Les CPI et avocats ne sont pas éligibles au tarif réduit

Objectifs :

- Identifying the different licensing strategies.
- Providing the key features of a contract, the validity conditions and how to structure them to prevent or manage dispute resolution after the contract signature.
- Understanding strategic and contractual issues raised by the entry into licensing agreements
- with academic institutions or companies.
- Getting the key elements to take into consideration for a win-win negotiation.
- Knowing the best ways to deal with disputes when deals go wrong.

Intervenant :
IP Management Consultant.

Pré-requis :
Having experience in technology licensing.

En complément :
- Cycle Valorisation et TT 2020

Public :

- Business development managers
- Licensing executives
- IP practitioners
- Contract managers
- Technology transfer managers
- Lawyers

CONTENU DES ENSEIGNEMENTS

#coronavirus - Durant la période actuelle, l'IEEPI vous propose de
suivre cette formation en visioconférence (en 4 séquences d’1h30).

Licensing strategies

> What is meant by a licensing strategy?
> Licensing-In/-Out/Cross and Patent Pools
> To license or not - Why licensing?
> Understanding the parties & interests at stake

Preparation of the proposal

> Non-disclosure agreements - confidentiality
> Letter of Intent / MOU

The anatomy of a licensing agreement - Typical clauses

> Exclusive, non exclusive, cross-license
> Duties of licensee and licensor
> Identification of parties - Definitions
> Grant - Restrictions - Technical assistance
> Indemnification - Improvements
> Confidentiality - publicity
> Termination - Alternative Dispute Resolution

Licensing negotiation practices

> Prepare for negotiations: terms to be avoided and parts to negotiate, negotiation team, assessment of the positions
> Royalties and upfront royalties
> Different negotiation tactics
> Specific national practices

License Drafting Workshop: Drafting international technology licensing agreements

> Preparation of a negotiation agreement
> Example of licensing agreement

Post-licensing management

> How do you prevent and / or manage future disputes?
> Renegotiation, audit, litigation