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## Drafting International R&D Collaboration and Joint Venture Agreements

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### Dates and venue

**5 March 2020** Ref: 10689  
**15 September 2020** Ref: 10690

The Rembrandt Hotel  
11 Thurloe Place  
London SW7 2RS  
Tel: +44 (0)20 7589 8100

### Programme schedule

Registration and refreshments: 09.00  
Start of course: 09.30  
Close of course: 17.00

### Accommodation

We have arranged a preferential rate for accommodation at the venue. To take advantage of this, please contact [reservations\\_rembbrandt@sarova.co.uk](mailto:reservations_rembbrandt@sarova.co.uk) and state you are a Management Forum delegate. There are limited rooms available at this rate so please book early to avoid disappointment.

For information on alternative accommodation, please visit our website: [management-forum.co.uk/accommodation](http://management-forum.co.uk/accommodation)



### Three ways to book

[management-forum.co.uk](http://management-forum.co.uk) [info@management-forum.co.uk](mailto:info@management-forum.co.uk) +44 (0)20 7749 4730

### Fees and payment

**EARLY BOOKING DISCOUNT** Book BEFORE 15 January 2020  
£599.00 + VAT = £718.80 • €839.00 + VAT = €1006.80

**FULL PRICE** Book AFTER 15 January 2020  
£699.00 + VAT = £838.80 • €979.00 + VAT = €1174.80

**Multiple booking discount for 2nd or subsequent delegates - 15%**  
£594.15 + VAT = £712.98 • €832.15 + VAT = €998.58

### Payment options

1. Invoice which can be paid by bank transfer or credit/debit card
2. Online through our secure website when registering



### Management Forum in-house training



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**FEE:** The fee includes all meals and refreshments for the duration of the course and a complete set of course materials. If you have any particular requirements, please advise customer services when booking.

**PLEASE NOTE:** Management Forum Ltd reserve the right to change the content and timing of the programme, the speakers, the date and venue due to reasons beyond their control. In the unlikely event that the course is cancelled, Management Forum will refund the registration fee and disclaim any further liability.

# Drafting International R&D Collaboration and Joint Venture Agreements

Ensure clear, structured, risk-free collaborative R&D and joint venture agreements for maximum commercial success in one intensive day

5 March 2020 • 15 September 2020 London



### Topics to be covered from a UK and international perspective include:

- IP ownership and rights of use
- Sole, joint and segmented ownership and rights of use
- Competition law and the impact of Brexit
- Software agreements
- Types of party and collaboration structure
- Ancillary agreements
- Interactive case study workshop

Expert trainer:

### Rebecca Attree

Principal, Attree & Co, London

*'Thanks, everything was perfect for me – simple and clear.'*

Hassan Ahmad Al Dhuhoori,  
Embassy of The United Arab Emirates

*'An informative, thought-provoking, challenging and interesting course that has increased my knowledge very effectively.'*

Iain McLean, ITF Energy

Includes: Practical and interactive workshop

Six suitable CPD hours for practising lawyers working in commercial law



For event cancellation policy and T&Cs see our website

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## Why you should attend

This intensive, practical one-day course will explain what you need to know and do to get the best commercial results from your R&D and joint venture agreements, whether they are operating in the UK or across borders.

When you are embarking on a project which is in partnership with another organisation, be they academia or industry, both parties will need to agree on the thorny topics of IP ownership, other common provisions and the type of collaboration structure that will suit them both. The allocation of risk and ancillary aspects such as confidentiality, material transfer agreements and heads of terms also have to be wrestled with. Are you aware of the risks and pitfalls to look out for?

By attending this seminar you will:

**Understand** the full extent of the project and each party's role and responsibility

**Appreciate** the substantial impact that intellectual property rights have upon your agreement

**Explore** the benefits of each of the key collaboration structures and which one is the best fit for your commercial objectives

**Understand** the most important common provisions, which you should recognise and deal with correctly

**Recognise** the key points to consider when contracting internationally

**Get answers** from our expert on areas of particular concern and discuss current issues with other delegates engaged in similar activities

## Who should attend?

- In-house lawyers
- Contract managers
- Technology transfer managers
- Patent attorneys
- Private practice legal advisers
- Others who are involved in the negotiation, drafting and management of R&D and joint venture agreements

## Expert trainer



**Rebecca Attree** MA (Cantab) is a qualified solicitor, experienced civil and commercial mediator and trainer, based in London. As a mediator, Rebecca facilitates parties to resolve commercial contract disputes that

frequently relate to joint ventures and intellectual property rights. Rebecca worked for City law firms Richards Butler (now Reed Smith) and Laytons before setting up her own international commercial law practice, Attree & Co, in 1995.

Rebecca has extensive experience in negotiating and drafting cross-border collaboration and joint venture agreements and licensing software agreements. She has considerable knowledge of international law, intellectual property law, competition law, drafting commercial contracts and dispute resolution. She has also trained thousands of lawyers and business executives over the last 25 years, in Europe and beyond, on a wide range of commercial law topics. She is the author of *International Commercial Agreements* (Thorogood), a contributor to *European Economic Interest Groups* (Jordans) and co-editor with Patrick Kelly of *European Product Liabilities* (Butterworths).



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To find out more, please visit: [management-forum.co.uk](http://management-forum.co.uk)

## Programme

- 09.00 ▶ Registration and refreshments
- 09.30 ▶ Introduction and overview of the topics
- 09.45 ▶ Project nature/scope and parties' roles and responsibilities
  - Contract services
  - Joint R&D
  - Objectives
  - Contributions
  - Obligations and deliverables
  - Responsibility for outcome/ allocation of risks
- 10.30 ▶ IP ownership, rights of use and other issues
  - Background and types of IP
  - Benefits of owning IP
  - Foreground IP
  - Improvements
  - Sole, joint and segmented ownership and rights of use
- 11.00 ▶ Refreshments
- 11.15 ▶ Other common provisions in international contracts
  - Confidentiality
  - Change control provisions
  - Payment arrangements
  - Exclusivity and non-compete
  - Avoidance of conflicts
  - Acceptance arrangements
  - Limitations on liability
  - Termination and withdrawal
  - Code of conduct
  - Choice of law and jurisdiction

- 11.45 ▶ Competition law and the impact of Brexit
  - EU and UK competition law
  - Key legislation
  - Applying the Block Exemptions
  - Risk assessment and mitigation
  - The impact of Brexit on R&D and JV agreements and steps to take
- 12.15 ▶ Software agreements
  - Scope of works
  - Acceptance process
  - Third-party licences
  - Usual restrictions
  - Maintenance and support/ service levels
- 12.45 ▶ Lunch
- 13.45 ▶ Types of party and their priorities
  - Commercial
  - Universities
  - Charities
  - Funders
- 14.15 ▶ Types of collaboration structure
  - Contractual joint venture
  - Non-corporate joint venture
  - Joint company
  - Parties' interests and contribution
- 15.00 ▶ Refreshments
- 15.15 ▶ Ancillary agreements
  - Confidentiality agreements
  - Material transfer agreements
  - Heads of terms
  - Other
- 16.00 ▶ Case study workshop
  - Interactive discussions on example contracts
  - Practical drafting exercises
- 17.00 ▶ Close of course

A certificate of attendance for professional development will be available to each participant who completes the seminar