

Advanced patent workshop for pharmaceutical R&D professionals:

How to effectively manage the IP interface

30 November to 01 December 2017
Berlin, Germany

Course no. 3182



Organised in partnership with Pharma Patents

Target Group

This hands-on training course targets pharmaceutical professionals and managers who have a good working knowledge of pharmaceutical patents and who have already gained significant experience at the interface of R&D and IP.

Typical roles of participants include:

- R&D managers with IP responsibilities
- IP champions and IP liaison managers within R&D organisations
- Experts in licensing & due diligence teams
- Technology analysts



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Programme

Thursday, 30 November 2017
10:30 to 18:00

- 0 INTRODUCTION TO THIS COURSE
 - Your role as R&D manager at the IP interface
 - How this course will enable you to deal effectively with patent issues
- 1 GENERATING STRONG PATENTS
 - 1.1 Introduction: What makes a patent strong?
 - 1.2 Identifying inventions and generating support for their defence
 - Demonstrating that our invention works
 - Convincing the patent examiner that our claimed scope is fair
 - 1.3 Drafting patent applications that survive opposition and litigation
 - Designing valuable fall-back options
 - Avoiding enablement objections
 - IP language tips
- 2 BUILDING A VIABLE PATENT PORTFOLIO
 - 2.1 Introduction: What makes a patent portfolio viable?
 - 2.2 Developing an IP portfolio strategy to support business objectives
 - With regard to your product/project portfolio
 - With an eye on your competitors' activities
 - Regional aspects: which markets to protect?
 - 2.3 Achieving IP alignment with the R&D portfolio
 - The IP counsel as a project team member
 - Maximising protection - life cycle management

Social event

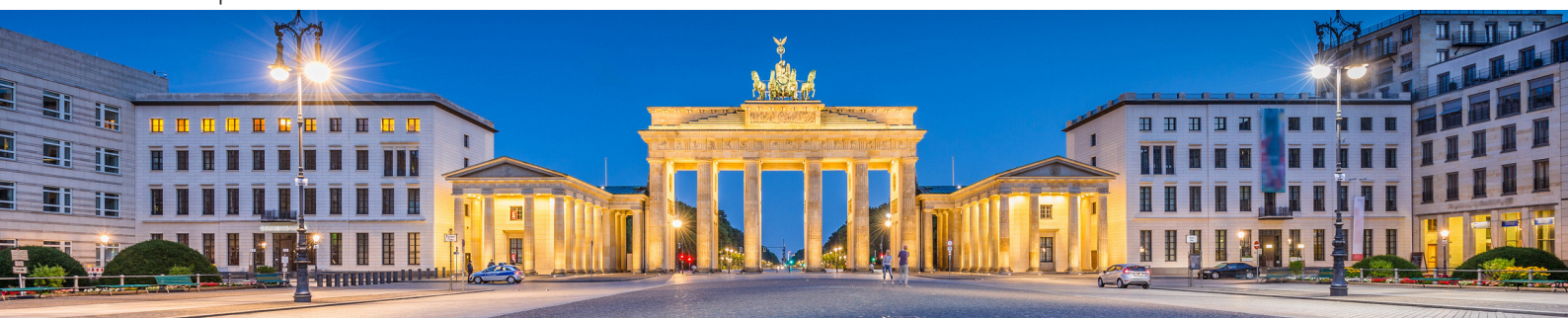
On Thursday, 30 November you are cordially invited to a sightseeing tour of Berlin followed by a dinner.

Take advantage of this excellent opportunity to share your experiences with colleagues in a relaxed atmosphere.

Friday, 01 December 2017
08:15 to 15:30

- 3 MONITORING AND CHALLENGING COMPETITOR PATENTS
 - 3.1 Introduction: Why we should spend more time with our competitors' patents
 - 3.2 Identifying and analysing potential obstacle patents
 - Establishing FTO as an integral part of the product development process
 - How much to do at what time?
 - 3.3 Effectively challenging a patent that should not have been granted
 - Overview of available options to challenge a patent before or after grant
 - EP: Third party observation and opposition (pros and cons)
 - US: Ex parte/inter partes re-examination and post-grant review
- 4 DEALING WITH PATENTS IN COLLABORATIONS
 - 4.1 Introduction: Why is it so difficult to agree on IP terms?
 - 4.2 Pursuing the win-win: IP ownership and licenses in collaboration contracts
 - Understanding the essential business interests of the parties
 - IP ownership versus license - pros and cons
 - 4.3 Working in an R&D collaboration: Things to keep in mind
 - Sharing the contractual risks and obligations with R&D experts
 - Working under confidentiality: How to control the information flow
- 5 WRAP-UP AND Q&A SESSION

Please note that this workshop is limited to 20 participants!



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Objectives

The main objective is to enable the participants to further advance their cross-functional capabilities and be prepared for assuming roles within R&D which include substantial responsibilities at the IP interface.

In particular, the successful participant will be able to

- (1) Raise the awareness of IP issues within R&D organisations and translate them into language that is understood by R&D experts
- (2) Collaborate effectively with R&D and IP experts and facilitate high-quality assessments of potential inventions with respect to their patentability
- (3) Collaborate effectively with R&D and IP experts and facilitate high-quality assessments of third party patents and their potential impact
- (4) Take or contribute to key decisions requiring a thorough understanding of R&D- and IP-related risks

Course Leaders



Karsten Cremer, PhD

Karsten Cremer, PhD, brings in the ideal expertise for leading this patent course. He is a European patent attorney and a pharmaceutical scientist with many years of professional experience in IP, but also in drug delivery and drug product development. Through his intimate knowledge from both sides of the fence, he has become a successful trainer for pharmaceutical professionals who tackle patent challenges relating to drug products, dosage form designs, formulations, kits and manufacturing methods.

Karsten is founder and managing partner of Pharma Concepts GmbH, a pharmaceutical IP company based in Basel and Berlin. In previous appointments, he was CEO of Capsulation NanoScience AG, Director of Oral Drug Delivery at LTS Lohmann Therapy Systems, and lecturer of Pharmaceutics at the University of Marburg. As a pharmaceutical IP expert, Karsten works with large pharmaceutical companies as well as small and medium-size drug delivery companies. His

specialties include IP issues relating to pharmaceutical formulations and drug delivery technologies. In addition to drafting, filing and prosecuting patent applications, he is experienced in opposing and defending patents, developing and implementing tailor-made patent strategies, managing patent portfolios, establishing patent landscapes, performing freedom-to-operate analyses, and conducting technical and IP due diligences.

Karsten is an experienced speaker and tutor with a proven track record of success within the APV and other professional organisations. He is also the founder and former chairman of the APV Drug Delivery Focus Group.



Kurt Schellhaas, PhD

Kurt Schellhaas, PhD, joined Pharma Concepts in 2016 as a Senior Associate on the basis of more than 15 years of professional experience in academia and industry.

He completed his studies in Chemistry at J. W. Goethe University, Frankfurt and holds a Ph.D. in Organic Chemistry from Technical University Berlin. After his postdoctoral studies at the Scripps Institution of Oceanography at the University of California, La Jolla he joined BASF SE as a medicinal chemist. In 2002, Kurt decided to focus his professional career on the field of Intellectual Property and joined the BASF Global IP department where he worked as a European Patent Attorney and Senior Patent Counsel in the field of vitamins and precursors thereof, APIs and pharmaceutical intermediates as well as aroma chemicals covering a broad range of technologies from lab to world scale applications. In 2009, Kurt joined Roche Diagnostics broadening his area of IP practice to consumer medical technology and devices in the area of Diabetes Care as a Senior Counsel and ultimately as Head of Patents Diabetes Care.

As Karsten, Kurt brings in relevant hands-on experience in the management of the multiple interfaces between internal and external R&D units, IP departments as well as other relevant stakeholders in the pharmaceutical industry as well as related technical areas.

Date

Course no. 3182
from 30 Nov. 2017 10:30
to 01 Dec 2017 15:30

Location

Leonardo Royal Hotel Berlin
Otto-Braun-Str. 90
10249 Berlin, Germany
Telefon: +49 (0) 30 755430-0
Telefax: +49 (0) 30 755430-810

Registration fee

Industry 1490 EUR¹
Authorities/University 745 EUR¹
Students² 178 EUR¹
(¹plus VAT)

Coffee breaks, luncheons,
dinner and proceedings
included.

²Limited places for full time stu-
dents available; written evidence
must be submitted.

Registration

APV-Geschäftsstelle
Kurfürstenstraße 59
55118 Mainz/Germany
Phone: +49 6131 9769-0
Fax: +49 6131 9769-69
e-mail: apv@apv-mainz.de

You will receive a confirmation
of your registration with the
invoice.

Hotel reservation

Leonardo Royal Hotel Berlin
Otto-Braun-Str. 90
10249 Berlin, Germany
Telefon: +49 (0) 30 755430-0
Telefax: +49 (0) 30 755430-810

Participants should make their
own hotel reservation referring
to the APV seminar.

Deadline for special conference
rate: 30 October 2017.

Special rate:
Single room incl. breakfast
buffet from 95,- EUR per night.

Mainz, July 2017

pharma
patents

Accounts

Dresdner Bank AG Mainz
Account No. 2 325 159 00
Bank Code 550 800 65

Postbank Frankfurt/M.
Account No. 127 35-606
Bank Code 500 100 60

Registration

As soon as you have found a seminar of your inter-
est, it is very easy to register for it via fax, e-mail
or online. We will process your registration
promptly and certainly are available for any ques-
tions that may arise.

Registration confirmation

After your registration was successfully processed,
you will receive a confirmation.

Before the event

A few days before the event starts, you will receive
important information about the seminar, such as
time, date, addresses etc.

After the event

You will receive a certificate confirming your parti-
cipation. Furthermore, we would like to ask you to
fill-in our evaluation sheet to make sure we get
better every time.

Follow-up

After the event, we are open to receive any
suggestions and critique that might arise during
the seminar and will certainly help you with fur-
ther questions you may have.

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