

## Visit at UNIDO in Vienna on 26 February 2009

### **Participants**

#### *From UNIDO:*

- José de Caldas Lima,  
former [Function?] with UNIDO
- Edward Clarence-Smith,  
Senior GEF Coordinator / Office of the Managing Director  
Programme Development and Technical Cooperation Division
- Masato Tsukiji,  
Senior Industrial Development Officer, Investment and  
Technology Promotion Branch
- Vladimir Kozharnovich,  
Senior Industrial Development Officer, Investment and  
Technology Promotion Branch
- Kazuki Kitaoka,  
Strategic Planning Officer

#### *From LESI:*

- Willy Manfroy,  
Chair ER-LESI; LES USA & Canada
- Markus Ineichen,  
Vice-Chair ER-LESI; LES Switzerland
- Alexander Cizek,  
President LES Austria

### **Purpose of the visit**

After several years of frequent contacts with UNIDO in the early 2000, contacts between UNIDO and LESI have been asleep for the last three years. The meeting's main purpose was, thus, to reestablish the contacts and to sort out whether the two organizations have some common grounds in spreading and fostering the use of Intellectual Property Rights in the business.

### **Discussion**

As a starting point, Willy gave a short introduction of what LESI stands for and what it tries to achieve through its organization(s). The discussion then concentrated on how and through which ways LESI intends to educate

and train its members and third parties. It has been addressed that LESI mainly focuses on „classic education“ (i.e. formalized courses with credits namely in the US), ad hoc courses for different topics as well as publications (namely LesNouvelles). We pointed out, that – in order to establish a minimum standard throughout the world - LESI has started an initiative to establish a certification for licensing experts (“CLP”), which is now completely independent from LESI. UNIDO showed a particular interest in the up-coming Pan-European Conference 2009 in Copenhagen.

Furthermore, UNIDO staff had particular interest in the question of what is driving people to be interested in Intellectual Property Rights and, thus, licensing as well as how experts in this fields are connected and how do they know who to contact. We showed that LESI has an exhausting experience in this particular field and that its network is a great starting point for this.

Masato noted that UNIDO is particularly interested in Technology Transfer in the field of environment protection and that a number of projects involving such Technology Transfer are running within UNIDO and between Industrial and Developing Countries.

He particularly named the following continuing tasks for UNIDO:

- staff of the Technology Transfer needs to be trained in drafting license and joint development agreements;
- Technology Transfer within technologies that are relevant to climate change;
- Financing difficulties in the field of Technology Transfers;
- UNIDO published a book, that deals with IRP and drafting licensing agreement and needs to be reedited.

We all agreed on the fact, that sooner or later, there will be a need for Technology Transfer, which would always include licensing aspects. Against

this background, Edward stressed that in some of these points, UNIDO will be interested in LESI, be it bringing in a speaker or preparing a paper/publication.

From our side, it has been underlined, that we would certainly be able to help UNIDO in these points in the one or other manner. As an obvious support, we certainly could use our expansive network and bring speakers to (internal and external) conferences held by UNIDO. We also could provide UNIDO with people experienced in financing that could help UNIDO to go through the process of "how to approach such projects, what would be the typical bottle necks etc. UNIDO would just need to tell us, when, where and how and LESI will find the appropriate person. We told UNIDO, that in this context, ER-LES would always be UNIDO's main point of contact. In particular, if a reference given by LESI to UNIDO is not fitting to UNIDO's needs, ER-LES will be reference for finding a substitute.

José brought up the idea, that a package could be developed within the next few years. However, since UNIDO is still in the fact finding process, a clear understanding of such package has to be discussed on a later stage. We noted in this context, that for LESI is key to have a focal point at UNIDO, which is Masato's unit.

The parties agreed that LESI and UNIDO have common fields of interest and, thus, agreed on proceeding with the newly established contacts through Masato's unit. However, a clear schedule as to the next steps to be taken has not been discussed, since this seemed too early and thus, we would pick up the contacts ideally on the occasion of the Manila conference (invitation to Masato should be sent to UNIDO) or by next year the latest.