



LICENSING EXECUTIVES SOCIETY
INTERNATIONAL

International Delegates Meeting – Manila 2009
Friday, 5 June – Sunday, 7 June

LESI Society Report

Summary of activity (September 2008 to May 2009)

Deadline: 8 May 2009

Name of Society: **LES BRAZIL**

Society Meetings/Seminars/Conferences held between Amsterdam (September 2008) and Manila (June 2009)*
*Regular meetings do not need to be listed separately – “six evening meetings” may be listed instead

<u>Date:</u>	<u>Topic:</u>	<u>Location:</u>	<u>Attendance</u>
September 2008	LES Fundamentals 102	University of Campinas	40
October 20, 2008	Short Negotiation Practice	Rio de Janeiro	100
December 15, 2008	WIPO Negotiations	Rio de Janeiro	50
March 25, 2009	LES Fundamentals 103	University of Campinas	40

1. Identify special meetings and state why they were notable (special speaker, # of attendees, etc.).

- (A) “LES Fundamentals 102” organized and led to researchers, students of the University of Campinas and businessmen of the city of Campinas. This course was requested by the IP and Technology Transfer Agency of the University of Campinas and so-called NIT INOVA. It took place in the city of Campinas/São Paulo at the end of September 2008. It was attended by approximately 40 people.
- (B) Short practice of how to negotiate licensing and technology transfer agreements held at the REPICT Seminar on October 20, 2008. This short practice was led by LES BRAZIL Board Members. It was attended for more than 100 people composed of different background, such as businessmen, students, public researchers, universities’ representatives, among others.
- (C) LES BRAZIL’s Participation in the WIPO “Special Program and Training on Collaboration Contracts and Licensing in the Energy Sector”. This course took place on December 15, 2008. This course was attended by approximately 50 people.
- (D) “LES Fundamentals 103” held on March 25, 2009 at the IP and Technology Transfer Agency of the University of Campinas so-called NIT INOVA. This course was required by INOVA in order to conclude the previous courses organized by LES BRAZIL in 2008, as it led the “LES Fundamentals 101” in June 2008 and “LES Fundamentals 102” in September 2009.

“LES Fundamentals 103” addressed the teaching and training related to the closing of the licensing deal, which encompassed the identification and application of aspects relating to valuation of intangible assets, recognition and adoption of good and effective practices for a successful negotiations and practical exercises.

This course was attended by approximately 40 people.

These events were notable as they served to promote the activities of LES BRAZIL and divulge the licensing culture and interest in the Brazilian territory.

2. Has the number of meetings changed (increased/decreased) significantly? Explain why.

The number of meetings/conferences/seminars has increased as 3 meetings were organized within 4 months, last year, and another one was organized in March/2009 just after the closing of Summer and Carnival times.

New events are being organized to take place in May and June/2009.

The increase is due to the interest of mainly universities to the courses organized by LES BRAZIL so as to learn and obtain the needed capabilities for negotiating and striking licensing and technology transfer deals. The increasing number of patents in some Brazilian universities, including the University of Campinas, is a good indication on the potential of licensing of such institutions.

Membership

1. Has the number of members changed (increased/decreased) significantly? Explain why.

There have been no relevant changes in respect to society membership as the number has ranged from 70 to 80 members and formed in a great extent by IP attorneys.

2. What steps are being taken to increase membership?

The step undertaken to increase membership number is the organization of trainings and other events that may divulge the activities of LES BRAZIL and disseminate the licensing culture. The focus is the universities' representatives and researchers and businessmen that have recently executed collaborative agreements with universities or have the intention to celebrate them.

Delegates

1. If your society does not send delegates to the International Delegates meeting, explain why.

Our international delegates are Mrs. Juliana Viegas and Mr. Rodolfo H. Martinez y Pell Jr.

LESI Committees

1. Are any of your society members interested in joining an LESI committee? List their names.

Assistance

1. List any ways that LESI can assist in your societies' activities.

We have been underlining the importance of the financial support provided by LESI is highly appreciated as it will help LES BRAZIL back up courses and trainings to promote the culture of technology transfer in Brazil.

Legislation/Information

Briefly summarize any changes to your legislation, regulations or business practices effecting licensing or technology transfer.

No recent changes to the legislation, regulations or business practices effecting licensing have occurred in Brazil.

Report completed by Mr. José Carlos Vaz e Dias
Position in Society: Secretary Director

Date May 6, 2009