GLOBAL **NEWS**



Highlights

Societies' News

Meetings

New Members

Reviews

ADVANCING THE BUSINESS OF INTELLECTUAL PROPERTY GLOBALLY

"Strong IP Drives The Bottom Line" Moves To Paris

By Peter Hess, President, LES International



t is always worthwhile to spend time in Paris. On the invitation of LES France, I had the honor to present at the Annual Conference of LES France on December 5, 2017 the main elements of this year's program of the LESI Board. The program was impressive! It took place in the wonderful building of the "Cercle de L'Union Interalliée," which those of you know already who if you attended the LES International Conference 2017 in Paris. Several presentations were given under the general title "Actualités du Licensing 2017," including presentations from Kristin Neumann from the MPEG LA Patent Pool, and

Jérome Gueydan from the French telecommunication company Orange. Congratulations, LES France!

The next key event was the LESI Winter Planning Meeting in Vienna on January 20, 2018, which was preceded by a joint conference of LES Austria, LES Czech Republic & Slovakia, and LES Hungary on January 19, 2018 under the title "Intellectual Asset Management, Strategies and Deal Structures." The conference was a great success also because there was an impressive mixture of local and international speakers. The concept of a joint conference of the involved LES Societies was also very convincing.

It is worthwhile to "combine forces," to provide the best possible quality event. This could serve as a potential blueprint also for future projects and for other societies! One other highlight of the conference was the presentation of the "LESI Service Recognition Certificate" to Michael Lántos from LES Hungary for his huge contribution over 25 years to LES Hungary and LES International. Thank you Michael for your services to the LES Community!

The next major event coming up is already the LES International conference in San Diego, April 29-May 2. I hope to see you all there! ■

Peter K. Hess, President LES International



Michael Lantos receives a service award from Peter Hess.



Introducing baby Oskar Müller-Stoy, a future LESI leader, at the meeting in Vienna. From left, Elisabeth Hess, Valerie Eder, Géraldine Müller-Stoy, Tilman Müller-Stoy and Peter Hess.



FC 2018 ANNUAL CONFERENCE

Strong IP Drives the Bottom Line

April 29 - May 2 | Manchester Grand Hyatt | San Diego, California

Please join us on Sunday evening for the LESI Welcome Reception

Plenary and Mini-Plenary Sessions

8:30 am Tuesday, May 1, 2018 — F1: Plenary Session—

"Datashock: Artificial Intelligence, Connectedness, and Readying for the Big Data Future"

Speaker: Dr. Jennifer Golbeck, Director, Human-Computer Interaction Lab, University of Maryland

The future is going to be driven by Artificial Intelligence (Al). Huge power lies in smart algorithms combined with the vast amount of big data generated by sensors, Internet of Things devices, and human behavior–from financial transactions to social interactions to increasingly trackable behavior. How will Al help people make better decisions? How will it affect or even potentially replace some human tasks altogether? How could it alter long-standing practices in your industry? Where do business opportunities lie in leveraging new technological capabilities, and how can organizations prepare for these changes? The key, according to Dr. Jennifer Golbeck, is to focus on the strategic impact of these technologies.



Monday, April 30, 2018—Mini-Plenary Sessions

10:15 am B1: "Doing Major Life Sciences Deals: The Keys to Success"

Panel Members: Stasia Ogden, VP, Global Patent Litigation, GSK; John Calvo, Senior Counsel, Bayer; Christina Allegrini, VP, Fresenius Medical Care Moderator: Amanda Hollis, Partner, Kirkland & Ellis LLP

B2: "Standard Essential Patent Licensing: Yesterday, Today and the Future"

Panel Members: Suzanne Munck, Deputy Director, FTC; Eeva Hakoranta, VP and Global Head of Patent Licensing, Nokia Corporation; Laurie Fitzgerald, Principal, McKool Smith; Moderator: Nicholas Mathews, Partner, McKool Smith B3: "IP Markets Experiences"

Panel Members: Luke McLeroy, Vice President, AVANCI; Audrey Yap, Manager, Yusarn (Singapore); Dr. Yan Zhang, Partner, IPFuTurn

B4: "Best Practices For, and Latest Developments Regarding, Cyber-Security"

Moderator: Larry Horn, Chief Executive Officer, MPEG LA, LLC

Moderator: Aaron Charfoos, Partner, Jones Day

Register NOW!

www.LESI2018.org

Early Bird Rates until March 1

Tuesday, May 1, 2018—Mini-Plenary Sessions

10:15 am G1: "Driving Business Value with IP: Successful IP Strategies and IP Management"

Speaker: Thomas Bereuter, European Patent Office (EPO) Academy

G2: "Early Stage Pharma/Biotech Licensing"

Panel Members: Andrew Littlehale, CFO, Macrolide Pharma; Jeremy Grunstein, Ph.D., Executive Director, Business Development, Amgen; Benjamin H. Pensak, Partner, Morgan Lewis

Moderator: Gary Raichart, Director, Strategic Value Advisory, Duff & Phelps

G3: "The Changing Patent and Licensing Landscape in the Automotive and Aerospace Industries"

Panel Members: Paul Bernal, VP Global Patent & Technology Licensing: Business Development, The Boeing Co.; John Carney, Director, Commercialization & Licensing, Delphi Automotive Systems, LLC; Chris Storm, Senior Counsel, Intellectual Property, Uber Technologies, Inc.; Jin Kim, Senior Director, Innovation Business Development, United Technologies Corp.

Moderator: Mike Lasinski, CEO and Managing Director, 284 Partners

G4: "Diversity and Identity of the Licensing Profession: Career Development Discussion"

Panel Members: Jennifer Dyer, Executive Director, University of Southern California Stevens Center for Innovation; Traci Libby, Director, Open Innovation, Beckman Coulter, Inc., Diagnostics; Kirsten Leute, Senior Vice President of University Relations, Osage University Partners; Paul H. Ebert, President and CEO, Ebert Wolfe & Co., Executive Search

Moderators: Anna Solowiej, Ph.D., J.D., Senior Licensing and Patenting Manager, National Institutes of Health (NIH)

Sponsorship Opportunities Available. For more information contact: sponsors@les.org

Monday, April 30, 2018—Workshops

1:00 pm C1: "Know-How Licensing"

Speaker: Theo Stamatiadis, GE Power (Switzerland)

C2: "Artificial Intelligence: The IP Behind Disruption"

Panel Members: Bastian Best, Bardehle Pagenberg: Laurent Simoneau, Coveo; Jason Silbergleit, IBM Research Al; Pramath Malik, Dolcera; Moderator: Vincent Bergeron, Robic LLP

C3: "Using Intellectual Property to Secure Debt Financing for Startups & Growth Companies

Panel Members: Joe Agiato, PIUS Limited LLC; Sharone Menczel, Ironshoe; Alexis Coyle, East West Bank; Drew Lanza, Ayla Networks, Inc. Moderator: Sam Khoury, Inavisis, Inc.

C4: "Best IP Strategies for Value Creation"

Panel Members: Dr. Rush Khan, We ThRive; Dr. Yateen Pargaonkar, Riser IP; Dr. Michael Pierantozzi, Hewlett Packard Enterprise; Jeffery Whittle, Hogan and Lovells; Dr. Mohammed A. Alansari, Daaminno Co. Moderators: Dr. R Khan, We ThRiVe; Dr. Tanja Sovic, U Wien (Austria)

C5: "Mediation, Arbitration and Alternative Dispute Resolution of Licensing and Other Technology Disputes

Panel Members: James Grossman, Applaud Medical, Inc.; Neil A. Smith, Former Judge, Patent and Trademark Office; Serena Lee, American Arbitration Association; Moderator: Ana Sambold, California State Bar ADR Committee

C6: "Value of IP to Non-Profit Institutions"

Panel Members: Rita Khanna, International Technology Transfer Mgmt., Inc.; Sylvie Fonteilles-Drabek, Medicines for Malaria Venture (Switzerland); Moderator: Julia Barnes-Weise, Global Healthcare Innovation Alliance Accelerator

2:45 pm D1: "Blockchain and Cryptocurrency: New Tools for the Digital Economy"

Moderator: Ian DiBernado, FinTech Practice Leader

D2: "YMC: Mock License Negotiation"

Panel Members: Annie Gauthier, BCF; Curt Dodd, Fitch, Even, Tabin & Flannery LLP; Moderators: Alexander Haertel, Kather Augenstein; Michael Crichton, Growling WLG

D3: "LES Standards Initiative: Improving the Practice of IP Management"

Panel Members: Ron Laurie, Inflexion Point Strategy, LLC; Jeff Bartholomew, Robinson Waters & O'Dorisio; Mike Pellegrino, Pellegrino & Associates, LLC; John Carney, Delphi Automotive Systems, LLC; Patrick Terroir, Innovation Legal; Moderator: Robin Corwin, Rockwell Collins

D4: "Economic Considerations for Patent Litigation Financing" Panel Members: Katharine Wolanyk, Buford Capital; Moderator: Scott Weingust, Stout Risius Ross

D5: "An International Perspective on Licensing in China: Experiences and Avoiding Potential Pitfalls" Panel Members: Jai (Jay) Wei, Best IPR Intellectual Property Law Corp.; Fiona

Nicolson - Bristows; Sanjay Goorachurn, Smart & Biggar; Moderator: Harry Gwinnell, Greenblum & Bernstein

D6: "Licensing Strategies for Platform Technologies: Lessons from CRISPR"

Panel Members: Kristin Neuman, MPEG LA; Jacob Sherkow, New York Law School Broad Institute; Issi Rozen, Broad Institute; Moderator: Sadhana Chitale, NYU Technology Transfer Office

4:15 pm E1: "The European Unitary Patent After Brexit: Over 400 Years After The Death Of Shakespeare, "To Be Or Not To Be?" Is Still Very Much The Question"

Panel Members: Richard Kempner, Kempner & Partners; Joachim Mader, Bardehle Pagenberg; Jean-Martin Chevalier, Cousin & Associés; Moderator: Robert Alderson, Jacobacci & Partners

E2: "Innovative Brand Protection Strategies Improve the Bottom Line" Panel Members: Jaime Lemons, Nike; David Bernstein, Debevoise

Charmaine Koo, Deacons; Moderator: Stefan Volker, Gleiss Lutz

E3: "Trends in International Patent Enforcement, Court Litigation and Arbitration"

Panel Members: Melissa Finocchio, VP/Chief Litigation Counsel, Intellectual Ventures; Chris Longman, Qualcomm; José Miguel Lissen, Gomez Acebo & Pombo; Zhu Nongfan, King & Wood Mallesons; Moderator: Prof. Dr. Tilman Müller-Stoy, Bardehle Pagenberg

E4: "Impact of IP Rights on 4th Industrial Revolution in Asia"

Panel Members: Audrey Yap, Yusarn & Audrey; Alan Adcock, President, LES Thailand; Partner, Tilleke & Gibbins; Mina Maeda, Social Innovation IP Dept., IP Business Division, Hitachi, Ltd.; Hiroki Saito, Mori Hamada & Matsumoto; Moderator: Vikran Duangmanee, SCG Chemicals

E5: "Making Your IP Department into a Value Driver & Corporate Partner"

Panel Members: Konstantina Katcheves, VP & Assistant General Counsel, IP, Agilent Technologies; John Fortin, Director of Licensing, Lonza Pharma; Moderator: Anne Li, Crowell & Moring LLP

Tuesday, May 1, 2018—Workshops

1:00 pm H1: "SMEs and the Patent Challenge"

Panel Members: John Cabeca, U.S. Patent and Trademark Office; Ivan Chaperot, Novalto Capital; Didier Patry, France Brevets; Eric Setton, Tango Moderator: Patrick Terroir, Innovation Legal

H2: "Challenges and Opportunities for Start-ups"

Dr. Wilaiporn Chetanachan, Director, Corporate Technology Office, The Siam Cement Public Co. LTD.; Alice Wang, IP Director, DJI; Moderator: Ningling Wang, Co-chair, LESI Asia Pacific Committee

H3: "Patent Pool Mock Negotiation — Part 1"

Panel Members: Roberto Dini, Sisvel; Keith Lutsch, Blank Rome LLP; Heath Hoglund, Dolby Laboratories, Inc.; John Sideris, Philips Intellectual Property & Standards; Moderator: Alfred Chaouat, Technicolor

H4: "The Current and Future State of Non-Profit Technology Transfer in the United States'

Panel Members: Andrew Danielsen, Mayo Clinic Ventures; Katharine Ku, Stanford University; Lesley Millar-Nicholson, Massachusetts Institute of Technology; Claire T. Driscoll, National Human Genome Research Institute, NIH; Moderator: Pam Cox, Marshall, Gerstein & Borun LLP

H5: "Joint Development Agreements (JDAs) Are Only as Strong as the Weakest Link"

Panel Members: David Westgor, MicroVision: Andy Polovin, Uptake Technologies; Dawn Phillips, Molson Coors Brewing Company; Saumil Mehta, GoGo LLC; Jo Costura, IP Transaction and Technology Licensing Manager EAME, Caterpillar UK Moderator: Adam Petravicius, Partner, Kirkland & Ellis LLP

H6: "What's Hot and What's Not In Drafting and Structuring Your Intellectual Property Licenses"

Panel Members: Kandace Watson, Sheppard Mullin; Shawn White, Internet Corporation for Assigned Names and Numbers (ICANN); Michelle Carr, NBC

2:45 pm

Universal
11: "Atlanta IP- Developing a Model IP Ecosystem to Benefit Society"
Panel Members: Scott Frank, AT&T Intellectual Property: Russell Allen, Georgia Bio; Cynthia Curry, Metro Atlanta Chamber of Commerce; Moderator: Barry Brager, Perception Partners

12: "Funding the High-Tech/Med Devices Start-ups"

Panel Members: Dean Rosenberg, Angel Investor and Head of Tech Coast Angels; Jeremy Glaser, VC lawyer from Mintz Levin; Shawn Conahan, High Tech Serial Entrepreneur; Kim Walpole, Life Sciences Serial Entrepreneur; Moderator: David Powsner, Nutter, McClennen & Fish LLP

13: "An International Perspective: What Everyone Should Consider When Writing a Patent Application for Global Examination and

Panel Members: Kirsteen Gordon, Marks & Clerk LLP; Donald McNab, Marks & Clerk LLP; James Mullen, Morrison & Foerster LLP; Patrick McManamny, FB Rice

14: "Hot Topic Addressing an April 2018 Development"

15: "Emerging Developments at the Intersection of IP, Blockchain and Cyptocurrency

Speaker: Jim Malakowski, Ocean Tomo; Jason Cohen, Chief Technology Officer, Intellectual Property Coin Group, Inc.

16: "High Tech and FRAND Royalty Rate Survey Results"

J1: "How to Best Protect Your Trade Secrets: A Global Perspective 4:15 pm and Assessment."

J2: "Navigating Open Source Risk Assessments During Diligence" Panel Members: Jennifer Pierce, Charles Russell Speechlys; Amy Chun, Knobbe Martens, Olson & Bear; Jeff Luszcz, Flexera; Moderator: Abraham Alegria Martinez, Alegria Martinez & Fernandez Wong

J3: "Organic Chaotic Innovation"

Panel Members: Craig Kenesky, Wilson, Sonsini, Goodrich & Rosati; Cleveland Justis, UC Davis Institute for Innovation and Entrepreneurship; Katharine Ku, Stanford University; Peter Anselmo, New Mexico Tech; Lionel Leventhal, Houlihan Lokey, Inc.; Moderator: Professor Lawrence J. Udell, LES Silicon Valley Chapter

J4: "IP is Increasingly Pervasive in Society – How Does That Impact IP Licensing?

Moderator: Sanjay Prasad, Prasad IP, PC

J5: "Brand Contribution: Building, Protecting and Leveraging Brand

Panel Members: Lawrence Maxham, The Maxham Firm; Anne Bahr Thompson, Onesixtyfourth; Moderator: Brian Buss, Nevium Intellectual Property Solutions

J6: "Patent Pool Mock Negotiation — Part 2"

Panel Members: Roberto Dini, Sisvel; Keith Lutsch, Blank Rome LLP; Heath Hoglund, Dolby Laboratories, Inc.; John Sideris, Philips Intellectual Property & Standards; Moderator: Alfred Chaouat, Technicolor

Saturday, April 28, 2018—Education Session

8:00 am-5:00 pm Advanced Negotiation Skills - Day 1

Understand the principles underlying effective negotiation: learn and practice skills to become a better negotiator: take home new ideas and reference material to be used in preparing and executing the next negotiation.

Sunday, April 29, 2018—Education Session 8:00 am-5:00 pm Advanced Negotiation Skills - Day 2

Wednesday, May 2, 2018—Education Sessions

8:00 am-5:00 pm Best Practices in IP Licensing - Day 1

During this two-day interactive program, you'll hear firsthand tales from the trenches as industry experts shed light on best practices for structuring and negotiating transactions. Learn from their experiences and leave armed with the key components you need to successfully close transactions. The high teacher-student ratio optimizes one-on-one interactions with the content leaders and your peers so you gain the most from the program. This course is designed for business development, legal, and technical professionals new to day-to-day management responsibilities of leveraging intellectual property assets, as well as, those with a few years of IP transactional experience seeking to enhance the breadth of their skills. There are no prerequisites to take this course; however, IP & Licensing Basics or IP Business Basics 101 are recommended.

8:00 am-5:30 pm CLP Exam Review Course

Taught by experienced CLP-certified LES members, the emphasis of this course is on the eight CLP domains, the practice exam questions, and the participants' results. The review also includes access to our Virtual Knowledge Community, providing another opportunity for participants to review the domains and to ask questions of the LES experts. Of those who have taken this review course and the exam, 80 percent have passed. Earning CLP credentials establishes credibility among your colleagues, shows that you understand and utilize the latest industry practices, recognizes your experience and qualifications, and demonstrates your commitment to professional development.

Course Objectives include:

- · Comprehend conflicts of interest, such as those arising from an attorney's representation of an organization.
- Learn about litigation conduct truthfulness in statements to others.
- · Understand attorneys' confidentiality obligations to their clients.

Thursday, May 3, 2018—Education Session

8:00 am-5:00 pm Best Practices in IP Licensing - Day 2

Past LESI Meeting Education And Networking in San Diego—Come Join Us This Year!





















Registration & Meeting Information

The all-inclusive 50th LESI Conference registration fee includes all workshops, panels, breakfasts, lunches and gala reception.

Register by March 1 and pay the discounted member registration fee of \$1,295. To be included in the Attendee Roster your registration must be received by April 6, 2018.



Peter Hess LESI President



Bill Elkington LES (U.S.A and Canada) President



Russell Levine Co-Chair



Claire Driscoll
Co-Chair

Register NOW! www.LESI2018.org
On-Site Registration Available



LESI 2018 ANNUAL CONFERENCE - HOTEL

Manchester Grand Hyatt Hotel, San Diego

One Market Place

San Diego, CA 92101-US Tel: 619-232-1234

Reserve Online: https://aws.passkey.com/go/LESI2018

Reserve by Telephone: Use block code G-LESC Within the United States call: 888.421.1442 Outside the United States call: 800.304.9288

Hotel Reservation Discount Deadline: April 11, 2018

REGISTER

Registration Fees

\$1,295

LESI & LES (U.S.A. and Canada) Members Early Bird Registration

- · All Workshop & Panel Sessions
- Breakfasts
- Lunches
- Wine and Cheese Event
- Networking Events
- Welcome Reception &
 Gala Dinner

Contact: membership@les.org

\$1.495

LESI & LES (U.S.A. and Canada) Non-Members Early Bird Registration

- · All Workshop & Panel Sessions
- Breakfasts
- Lunches
- · Wine and Cheese Event
- · Networking Events
- Welcome Reception & Gala Dinner

\$225

LESI & LES (U.S.A. and Canada) Members Accompanying Guest Registration (NON-INDUSTRY)

- · All Workshop & Panel Sessions
- Breakfasts
- Lunches
- Wine and Cheese Event
- Networking Events
- Welcome Reception & Gala Dinner

SPONSORSHIPS

We cordially invite you to become a sponsor or exhibitor at the Licensing Executives Society International (LESI) 2018 Annual Conference in San Diego, California. From April 29 to May 2, 2018, we anticipate 500+ intellectual property professionals from around the world to connect with us and with one another. Showcase your business to the most influential minds in the industry and decision-makers within their organization.

For more information contact: sponsors@les.org

Educational programming will be offered both before and after LESI 2018. See www.lesusacanada.org/education for details regarding courses.



Enjoy outdoor networking overlooking San Diego Bay. The Manchester Grand Hyatt near downtown San Diego offers a spectacular waterfront resort-like setting, complete with shopping, dining, and entertainment venues.

les Nouvelles

JOURNAL OF THE LICENSING EXECUTIVES SOCIETY INTERNATIONAL



Advancing the Business of Intellectual Property Globally



Volumn LIII No. 1

www.lesi.org

March 2018

LES Austria

Regional Conference With International Flavour:

LES Austria, LES Czech Republic+Slovakia And LES Hungary Presents Intellectual Asset Management, Strategies And Deal Structures

By Thomas Adocker and Karin Hofmann

n January 19, 2018, the eve of the Winter Planning Meeting in Vienna, LES Austria, LES Czech Republic+Slovakia and LES Hungary decided to have—for the fourth consecutive year—a Regional Conference. This year, it was the plan to use the synergies resulting from the Winter Planning Meeting, by having speakers not only from the region, but from the whole world, as LESI leadership came to Vienna for the Winter Planning Meeting.

This plan turned out to be a big success. Speakers from *interalia*, U.S.A., Canada, Japan, China and South Africa, as well as participants from all over the world made this Regional Conference a rather international one. There were 96 people participating, which was a record number for such a Regional Confer-

ence. The event took place at the historic premises of the Federation of Austrian Industries in the heart of Vienna, and was followed by a cocktail reception at the same location where the guests of the Winter Planning Meeting were also invited.

In addition to the Conference, the organizing team of LES Austria decided to arrange an aperitif at The Bank Brasserie & Bar of the Vienna Park Hyatt Hotel, followed by a ball evening at the traditional Vienna Coffee House Owner's Ball in the Imperial Hofburg Palace. Twenty-four participants of the Regional Conference and/or the Winter Planning Meeting attended and enjoyed the unique Viennese ball atmosphere—an unforgettable experience in particular for the attendants from overseas.



Welcome Coffee in the foyer of the House of Industry.



Group photo with François Painchaud.



Group photo with many of the speakers.



Opening remarks by Alexander Cizek, President of LES Austria.

Photos: © LES Austria/Matthias Heisler/goemb.at | Link to all photos from conference: http://heart.goemb.at/album/2018.01.19-les-conference/

LES South Africa

Mini-Seminar In Cape Town Wraps Up 2017

ES South Africa had an interesting year of events and concluded the 2017 year with a mini-seminar held in October at the Clico Boutique Hotel in Rosebank. Entitled "An IP Smorgasbord," it enlightened the audience with a variety of interesting intellectual property topics.

The legislative environment of the IP world has been a rather active one. The Copyright amendment bill was published, the *sui generis* Traditional Knowledge bill, as well as the draft IP Policy. These made it easy to assemble a panel with an interesting program for the delegates.

We were honored by the presence of the LES International President, Peter Hess, who discussed the LESI projects planned for 2018.

Other speakers' topics included IP portfolio management and strategy, competition law and IP interface, IP

changes in South Africa, issues relating to compulsory licensing, 3-D printing and Base Erosion and Profit Shifting (BEPS) project of the OECD and its impact on IP structuring. The event concluded with a prize giving session when NIPMO was awarded the GTIF award for technology transfer.

As is customary with LES events, a networking session was held following the mini-seminar.

For 2018 some exciting events are lined up which will include various afternoon talks such as: Managing IP in an Industrial Research Environment, Launching a Brand in Africa, Plant Breeders Rights, IP and competition law, with some panel discussions around the IP Policy, LES 200, and LES300 courses and a special event for our young members.















LESI President Peter Hess visiting!







LESI 2018 IMDM San Diego, CA

FRIDAY, APRIL 27

Delegates Welcome Reception

SATURDAY, APRIL 28

Committee Meetings and Evening Delegates Dinner

SUNDAY, APRIL 29

International Delegates Meeting

Registration and program information is available at: www.lesi.org

Early Bird Rate Ends 5 March 2018



SAVE THE DATE

2018 EVENTS



LESI 2018 Annual Conference | Hosted by LES (U.S.A. and Canada)

April 29, 2018 – May 2, 2018 | Manchester Grand Hyatt Hotel | San Diego, CA Early Bird Registration ends soon! Register today at www.lesi2018.org



LES 2018 Annual Meeting

October 14-17, 2018 | Boston Marriott Copley Place | Boston, MA Registration coming soon!

Search for Upcoming Meetings at: www.lesusacanada.org

www.e-mergeglobal.com

Patent Research with Licensing Sense





- White Space Analysis
- Portfolio Analysis

- Portfolio Management
- Landscaping Studies
- Patent Search Services Technology/Innovation Research
 - Claim Charting/Infringement Analysis
 - Patent Licensing Support Services
 - Patent Due Diligence
 - Patent Drafting

Reach us

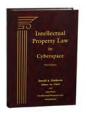
USA: 1-888-247-1618 India: +91-44-2231 0321

contact@e-mergegious



Bloomberg Law^{*}

LESI Member Benefit: 20% OFF Bloomberg Law® Treatises!



Intellectual Property Law in Cyberspace, Third Edition

David A. Einhorn, Editor-in-Chief; American Intellectual Property Law Association (AIPLA)

The critical resource practitioners need to protect and enforce clients' IP rights on the internet.

The new Third Edition of Intellectual Property Law in Cyberspace provides

guidance on IP law issues arising within the shifting frontiers of the internet from various perspectives, addressing trademark, copyright, patent, and trade secret issues. Topics include online navigation tools; posting and using online materials; protecting website elements; issues arising from conducting business online; and application of traditional IP legal concepts to email, online navigation tools, consumer protection, and virtual property. It also discusses the shift from United States control over domain name issues to the global multi-stakeholder community, the application of copyright law to social media and virtual reality, and more.

2017/1,246 pp. Hardcover/ISBN 978-1-68267-254-9

Order #3254/\$500.00

LESI Member Discount Price: \$400.00

Visit www.bna.com/bnabooks/ipnet for more detailed information.



Trademark Infringement Remedies, Third Edition

Steve Meleen, Editor-in-Chief; ABA Section of Intellectual Property Law

Detailed, practical analysis of the full range of federal and state trademark infringement remedies.

This treatise gives trademark owners and their counsel guidance to effectively defend

and protect their brands and maintain the value of trademarks. It covers all aspects of trademark rights, liabilities, and remedies; civil infringement remedies available in federal and state courts; and provides insight from expert practitioners. The **Third**

Edition discusses necessary elements in establishing liability for trademark and unfair competition; principles for equitable relief and the impact of bad faith on a practitioner's case; preliminary and permanent injunctions; wrongful seizure of another's goods occurring in the area of "extraordinary" relief; attorneys' fees; and more.

2017/1,002 pp. Hardcover/ISBN 978-1-68267-301-0

Order #3301/\$545.00

LESI Member Discount Price: \$436.00

Visit www.bna.com/bnabooks/tir for more detailed information.

For more information about Bloomberg Law® books, call 800.960.1220 • www.bna.com/bnabooks/LESI



President President-Elect Past-President Vice-President Vice-President

Peter Hess François Painchaud Patricia A.O. Bunye Rob McInnes Ichiro Nakatomi

Vice-President Vice-President Secretary Treasurer Legal Counsel

Jean-Christophe Troussel Audrey Yap Fiona Nicolson John Paul KJ Kim and Russell Levine

Delegates

Andean Community Enrique Berckholtz Renzo Leonello Scavia

Arab Countries Nabil Salame Renad Noubani

Argentina Gustavo Giay Fernando Noetinger

Australia & New Zealand

Albert Ferraloro Duncan Ferguson Mark Pullen

Austria

Karin Hofmann Andreas Pföstl

Benelux

Laura Macdonald Achim Krebs Lex van Wijk

Cândida Ribeiro Caffé Marcela Trigo

Britain & Ireland

Simon Chalkley Hayley French Colin Hunsley Jennifer Pierce

Fernando Garcia Gonzalo Sánchez

Yibin Feng Anita Leung Ningling Wang

Chinese Taipei John R. Alison Hong-Dar Lin

Czech Republic & Slovakia Vojtech Chloupek Milos Hraba

France

André-Pascal Chauvin Anne-Charlotte Le Bihan Patrick Pierre Laurance Le Texier

Germany Christian W. Appelt Ingo Bruckner Heinz Goddar Jochen Schäefer Guido von Scheffer Mathias Zintler

Hungary Michael Lantos Katalin Szamosi

India Santosh Mohanty Richa Pandey

Israel

Tessa Malamud Liad Whatstein

Ġiovanni Grippiotti Mattia Dalla Costa Mario Traverso

Japan

Katsumi Harashima Yorikatsu Hohokabe Ichiro Nakatomi Makoto Ogino Junko Sugimura

Kwang Jun Kim Darby (YuYeon) Park

Malaysia

Pauline Khor Brian Law Yoo Foo

Mexico

Abraham Alegria Jose Luis Solleiro **Philippines**

Leslie Anne Cruz Trinidad Villareal Poland

Marek Lazewski Alicja Rogozinska

Margarita Divina Natalia Karpova

Scandinavia

Morten Balle Martin Draebye Gantzhorn Kaisa Fahllund

Singapore

Yu Sarn Chiew Sheena Jacob

South Africa

Johan Du Preez Pieter Venter

Spain & Portugal

José Miguel Lissén Antonio Tavira

Switzerland

Markus Ineichen Raymond Reuteler Martin Schneider

Murat Idal Arda Karaduman

USA & Canada

Ned Barlas Allen Baum Pam Cox Ted Cross Pam Demain Tom Filarski Bob Gruetzmacher Ron Grudziecki Gary Keller Russell Levine Keith Lutsch Stasia Ogden Dwight Ölson Brian O'Shaughnessy Janet Pioli Paul Roberts Art Rose Henry Ward Jeff Whittle

Society Officers

Chapter

Officers

Andean Community Arab Countries Argentina Australia & New Zealand Austria Benelux Brazil Britain & Ireland Chile China-Hong Kong China Chinese Taipei Czech Republic & Slovakia France Germany Hungary India Israel Italy Japan Korea Malaysia Mexico Philippines Poland Russia Scandinavia Singapore South Africa Spain & Portugal Switzerland Thailand Turkey

USA & Canada

President

Renzo SCAVIA Talal ABU-GHAZALEH Gustavo P. GIAY Albert FERRALORO Alexander CIZEK William E. BIRD Marcela TRIGO Colin HUNSLEY Fernando GARCÍA Charmaine KOO Zhongqi ZHOU John R. ALISON Vojtěch CHLOUPEK Anne-Charlotte LE BIHAN Christian W. APPELT István MOLNÁR Raj HIRWANI Hananel KVATINSKY Mattia DALLA COSTA Junko SUGIMURA Kwang Jun KIM Michelle Loi Choi YOKE Hector E. CHAGOYA Anthony B. PERALTA Alicja ROGOZINSKA Vitaliy KASTALSKIY Per ERICSSON George HWANG Alessia DEL BIANCO Susana Bayon PLAZA Raymond REUTELER Alan ADCOCK Murat IDAL

Secretary Enrique BERCKHOLTZ

Nabil SALAMÉ Ignacio Maria BERETERBIDE Michael COSSETTO Thomas ADOCKER Achim KREBS Cedric SIKANDAR Simon CHALKLEY Francesca RODRIGUEZ Michael LIN Aimin HUO Horng-Dar LIN Alena KODRASOVA Patrick PIERRE Stephanie PAUTKE Zsófia KEREPESI Richa PANDEY Dalit SAGIV Dario PASCHETTA Masaki HATANO Dookyu KIM Dennis Tan Boon LENG Manuel MARQUEZ Celyne Klaire L. ESDEN Jakub MROZOWSKI Sergev DOROFEEV Olli PEKONEN Lionel TAN Darren MARGO José Miguel LISSÉN Stefan KOHLER Darani VACHANAVUTTIVONG Evren BUKULMEZ

Kevin SPIVAK

les Nouvelles

Volume LIII Number 1 (ISSN 0270-174X)

BILL ELKINGTON

les Nouvelles is published quarterly by the Licensing Executives Society International (LESI). LESI is an association of 33 National and Regional Societies, each composed of individual members who are engaged in the profession of licensing and other aspects of transferring or profiting from intellectual property. Subscription to the journal is included in the membership dues paid by all members. Subscription for the print publication is available to non-members for US\$250/year. Please contact the Editor for further details or go to www.lesi.org/les-nouvelles/about-les-nouvelles/non-member-subscription

The articles published in les Nouvelles reflect the views of the authors and not of the Society as an association or its officers. Material printed in the journal is covered by copyright. No parts of this publication may be reproduced, displayed or transmitted in any form, without prior permission from the Editor or Board of LESI.

A peer review and evaluation system is used to maintain the scholarly nature of the material published in this journal. All articles submitted for publication are reviewed and evaluated by members of the Editorial Review Board (ERB). The ERB members are chosen for their expertise in the fields of licensing and intellectual property. All evaluations are reviewed in a double-blind fashion to remove any bias in the results. The final decision on publication rests with the editor.

A guideline for authors can be found on our Web site at the following address: www.lesi.org/lesnouvelles/ advertise.asp#submission

Copyright ©2018 Licensing Executives Society International.

DEADLINES FOR les Nouvelles: Copy for publication in les Nouvelles should be received by the Editor-in-Chief as far as possible in advance of the final deadlines, January 1, April 1, July 1 and October 1. Articles for the white pages are reviewed by the LES Editorial Review Board, and they are published as soon as possible after acceptance. All materials are to be submitted electronically in either MS Word or Text Only format.

Licensing And Intellectual Property Organizations Meetings

For more information on LESI Meetings, go to www.lesi.org

2018

March 21-23

LES ANZ Annual Conference 2018 Adelaide, SA

Australia

April 27-May 02

LESI 2018 Annual Meeting

Grand Hyatt Manchester San Diego, CA U.S.A.

July 13

6th Pan-European YMC Event

Zurich Switzerland

September 9-11

LES Scandinavia Annual Conference 2018

Stockholm, Sweden

October 14-17

LES (USA & Canada) 2018 Annual Meeting Boston, MA U.S.A.

November 12-13

LES Benelux Licensing

Course 2018 The Hague

The Hague Netherlands

November 13-15

Asia-Pacific Conference 2018

Mumbai India

2019

October 20–23

LES 2019 Annual Meeting

Marriott Desert Ridge Resort & Spa Phoenix, AZ U.S.A.

International Past-Presidents

1974	J. Gay	1989	K. Payne	2004 J. Gulliksson
1975	M. Finnegan	1990	J. Portier	2005 W. Manfroy
1976	B. Hedberg	1991	F. Noetinger	2006 P. Chrocziel
1977	M. Okano	1992	A. Mifune	2007 R. Grudziecki
1978	D. Smith	1993	L. Evans	2008 C. Fukuda
1979	J. Gaudin	1994	O. Axster	2009 A. Liberman
1980	J. Stonier	1995	N. Jacobs	2010 P. O'Reilley
1981	S. Heijn	1996	J. Brown	2011 A. Lewis
1982	W. Poms	1997	S. Layton Jr.	2012 J. Malackowski
1983	H. Hodding	1998	R. DeBoos	2013 K. Nachtrab
1984	F. Pombo	1999	P. Mandros	2014 Y. Chua
1985	M. Ariga	2000	H. Goddar	2015 A. Michel
1986	L. Mackey	2001	E. Shalloway	2016 J. Sobieraj
1987	P. Hug	2002	T. Sueur	2017 P. Bunye
1988	D. Ryan	2003	M. Jager	

les Nouvelles Editorial Review Board

Chair: Rodney DeBoos, Melbourne, Australia Lex van Wijk, Amersfoort, Netherlands Heinz Goddar, Munich, Germany David Drews, San Diego, California U.S.A. Sun R. Kim, Seoul, Korea Masato Kobayashi, Tokyo, Japan Kenneth D. McKay, Toronto, Canada

Fernando Noetinger, Buenos Aires, Argentina Frank Tietze, Cambridge, United Kingdom

Thomas Bereuter, Vienna, Austria

Chris J. Katopis, Executive Administrator

Larry Plonsker, Editor

10580 Northgreen Dr., Wellington, FL 33449 Tel: +1-561-432-8814 E-mail: editor@lesi.org

Carla J. Blackman & Anita Morselli-Zakrajsek Design Interface Inc. - Design & production

LESI Management Committees

Chairs & Co-Chairs

AuditTed CrossAwardsKevin NachtrabCommunicationsOmer HizirogluEducationJanet Pioli

Martin Schneider
External Relations Audrey Yap
Investment Jim Sobieraj
IP Maintenance Rinaldo Plebani
Michael Lechter

Legal Russell Levine

Kwang Jun Kim

Long-Range Planning Sherry Rollo

Meetings Hayley French
Laura MacDonald

Membership Heinz Goddar

Yorikatsu Hohokabe

Nominations Patricia A.O. Bunye

Publications Hector Chagoya
Rodolfo Martinez

LESI Industry, Professional & Regional Committees

Industry

Consumer Products

EEMC

Rush Khan
Tanja Sovic

High Tech

Keith Lutsch
Alfred Yip
Sonja London

IUGT

Laura MacDonald

Professional

Life Sciences

Copyright Licensing Ken McKay
Abraham Alegria

Dispute Resolution Tilman Müller-Stoy

Patent & Tech Licensing Patrick Terroir

Patent & Tech Licensing Trademarks, Designs

and Merchandising Stefan Völker

IP Valuation André Gorius

Martha Laura López Orué

Gary Keller

Regional

Americas Veronica Canese
Asia-Pacific Yu Sarn Chiew
Ningling Wang
European Jose Miguel Lissen
Emmanuel Gougé

Ad Hoc Committees

Global Technology

Impact ForumMark WilsonYoung Members CongressNatalie Raffoul



Seriously, speed up your research with patent data from over 100 countries to find partnerships, investment and commercialization opportunities.

Effortlessly visualize the landscape with the brand-new Analytics V2.0: Gain actionable competitive intelligence, pinpoint licensing opportunities and discover the white spaces in areas of interest.

Utilise the most comprehensive global patent citation database to unearth new players or technologies in your area and identify potential licensees with Citation Explorer.

Both Analytics V2.0 and Citation Explorer are fully incorporated in PatBase subscriptions.



Visit: www.discoverpatents.net for a free trial

Follow us:









55 years of Dennemeyer



Client-oriented



Self-funded



Owner-managed



Global



Go get your special birthday gift!

For our 55th birthday, we want to celebrate with you who have made us what we are today — the most diversified global IP full-service provider!

Let's celebrate 55 years of Dennemeyer together! Choose one of our services you have not experienced yet and ask for your special offer.



Let us make you an offer go.dennemeyer.com/55-years-of-dennemeyer