



LES SINGAPORE BASIC & INTERMEDIATE LICENSING COURSE 2019

WHY YOU SHOULD ATTEND

The Licensing Executives Society (Singapore) and IPOS International are pleased to present the LES SINGAPORE BASIC AND INTERMEDIATE LICENSING COURSE 2019. The course covers aspects of the licensing of intellectual property – trademarks, copyright, patents and registered designs. It presents a brief and lucid explanation of the various principles and procedures of licensing negotiations, including a “hands-on” scenario which will enable the participant to put into practice the lessons taught, under the supervision and assessment of the instructors.

The basic course contains much materials which will be useful to the experienced licensing professional including pointers for structuring a deal. The intermediate course assumes attendees have at least 5 years of IP transaction experience and is structured to enhance practitioners’ appreciation of the topic.

The course has been developed by licensing and intellectual property lawyers & industry members based on the accumulation of a wealth of experience in the field of licensing, franchising and technology transfer.

For those without any basic knowledge of IP and Contract Law, we highly encourage you to sign up for our 3hrs course – [“IP and Contracts for Non-IP Professionals”](#).

Speakers: Mr. Lionel Tan, Mr. Suresh Sachi, Mr. George Hwang, Ms. Sharon Chiang, Ms. Catherine Lee, Mr. Terrence Ang and Mr. Nick Sim.

Jointly organised by:



Date

4 – 5 Nov 2019 (Basic),
6 Nov 2019 (Intermediate)

Time

9am – 5.30pm
(Registration starts at 8:30 am, lunch and tea breaks are provided)

Venue

1 Paya Lebar Link #11-03
PLQ 1 Paya Lebar Quarter
Singapore 408533

Fees

(inclusive of 7% GST):

Day 1 & 2

- \$725 for LES Singapore members
- \$875 for non-members (inclusive of LES Singapore 2019 membership)

Fees are before funding

Day 3

- \$435 for LES Singapore members
- \$525 for non-members (inclusive of LES Singapore 2019 membership)

Click [here](#) to register.

SILE Public CPD Points (TBC)

To better serve our stakeholders, IPOS International, IP Academy and IP ValueLab have come together as one single entity. We look forward to sharing more details with you in the coming months and at IP Week 2019!

TARGET AUDIENCE

This course is relevant for research administrators, contracts managers, industry developers, business developers, technology transfer and commercialization professionals, licensing professionals, lawyers, patent agents, technical directors, research managers, researchers and scientists.

PROGRAMME OUTLINE*

Day	Time	Topic(s)	Speakers
Day 1 4 Nov 2019 (Basic)		IP, IP STRATEGY AND MANAGEMENT	
	9.00 – 10.15am	a) IP Strategy, IP and Contract Management	Catherine Lee
	10.15 – 10.30am	Tea Break	
	10.30 – 11.15am	b) IP Strategy, IP and Contract Management (cont)	
	11.15am – 12.15pm	c) Negotiation	Sharon Chiang
	12.15 – 1.15pm	Lunch	
		LICENSING	
	1.15 – 2.15pm	a) Basic Contract Law	George Hwang
	2.15 – 3.45pm	b) Structure of License	Suresh Sachi
	3.45 – 4.00pm	Tea Break	
	4.00 – 4.30 pm	Dispute resolution	Lionel Tan
	4.30 – 5.00pm	Introduction to Licensing Game	Sharon Chiang
	5.00 – 5.30pm	Q&A	

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Day	Time	Topic(s)	Speakers
Day 2 5 Nov 2019 (Basic)		IP VALUATION	
	9.00 – 10.15am	a) For investment and procurement	Terrence Ang
	10.15 – 10.30am	Tea Break	
	10.30 – 11.15am	b) For investment and procurement (cont)	Terrence Ang
	11.15am – 12.15pm	c) Practice Session	
	12.15 – 1.15pm	Lunch	
	1.15 – 3.15pm	Licensing Game	Sharon Chiang George Hwang
	3.15 – 3.30pm	Tea Break	
	3.30 – 5.00pm	Licensing Game	Sharon Chiang George Hwang
	5.00 – 5.30pm	Q&A	

Day	Time	Topic(s)	Speakers
Day 3 6 Nov 2019 (Intermediate) – Optional	9.00 – 10.15am	a) IP Valuation - Intermediate	Terrence Ang
	10.15 – 10.30am	Tea Break	
	10.30 – 11.45am	b) Anatomy of Licensing Agreement	Lionel Tan
	11.45am – 1.00pm	c) IP Transactions in Pharmaceuticals, Diagnostics, Medical Devices	Sharon Chiang
	1.00 – 2.00pm	Lunch	
	2.00 – 3.15pm	d) RCA, MTA, DSA, NDA - what do they really mean	Nick Sim
	3.15 – 3.30pm	Tea Break	
	3.30 – 4.30pm	e) International Aspects of IP Transactions (conflicts issues)	George Hwang
	4.30 – 5.30pm	f) Parallel Imports and Pricing Policies and Anti-trust aspects – Statutorily Right Licensing, Competition Law	George Hwang

* Note: The above programme may be subject to change.

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Intermediate Course - *Optional*

LES has specially developed an optional third-day programme for participants who are interested in advancing their knowledge in licensing. This full-day programme is also opened to past participants who have attended the Basic Licensing Course. For those who have not attended the Basic Licensing Course, you are required to have more than 5 years of negotiation experience. Please email at janis.kam@iposinternational.com before registration if you have any queries.

SPEAKERS' PROFILES *(in alphabetical order)*

Ms. Sharon Chiang
Assistant Director (Compliance and Contracts), Director (Biobank)
National Cancer Centre of Singapore Pte Ltd

Sharon Chiang is Assistant Director (Compliance and Contracts) and Director (Biobank) in National Cancer Centre of Singapore Pte Ltd.

Sharon has more than 20 years in healthcare and life science industry, specializing in technology transfer, legislative drafting, compliance and cross-borders collaborations.

She has experience in negotiation, business planning, repositioning IP, valuing and commercializing healthcare related technologies, materials and data in private and public sectors.

Mr. George Hwang
Director
George Hwang LL.C

Mr. George Hwang started his own boutique practice which specializes in Intellectual Property, Information Technology and Media related work in 2012. He has more than 15 years of experience in these topics, in practice, as in-house counsel and in academia.

George's practice in licensing of IP/IT spans the spectrum of industries and subject matter – from copyright in the entertainment industry, software in IT, trade marks in garment industry, patents in pharmaceutical to transfer of technology for turnkey projects in engineering industry. Whilst working in Hong Kong, he set up the regional licensing unit for a major international music company.

Besides commercial Intellectual Property, George litigates in IP/IT related matters. He has appeared in Singapore's apex court on a "Norwich Pharmacal" order case, where the Court of Appeal overturned the High Court's decision, successfully defending the client's, a journalist, right to keep the identity of his sources confidential (Dorsey v World Sports Group).

George's role as a leading practitioner in his field is validated by his appointment as Content Partner for Lexis Practical Guidance's for IP/IT – (i) Corporate; and (ii) Advertising and Marketing. He has also been commissioned by Lexis Nexis to write the inaugural volume on Media Law for Halsbury's Laws of Singapore. The book, "Media Law and Policy in the Internet Age" edited by professors of Hong Kong University, where he has contributed a chapter should be published in October 2016.

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Ms. Catherine Lee
Senior Partner
Dentons Rodyk

Catherine Lee is a senior partner in Dentons Rodyk's Intellectual Property & Technology practice.

She advises a wide range of clients on the management of their trade mark portfolio around the world as well as on the commercial exploitation of their intellectual property rights.

Catherine has particular experience in commercial contractual work. Her scope of experience includes advising on a wide range of commercial matters and assisting clients in their expansion of their businesses out of Singapore. The types of commercial agreements drafted and reviewed by her include franchise agreements, licence agreements, collaboration agreements, distribution agreements and sponsorship agreements across varying industries.

She also deals with the enforcement of intellectual property rights, and has acted and advised on a spectrum of intellectual property related disputes such as trade mark infringement and cancellation actions, trade mark oppositions and breach of other intellectual property rights such as copyright and trade secrets.

With the introduction of the Personal Data Protection Act in Singapore, Catherine has also been involved in advising clients on the compliance with the laws surrounding the collection and protection of personal data. Catherine also advises clients on other regulatory compliance issues, including those related to labelling, advertising and consumer protection.

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Mr. Suresh Sachi
Deputy Chief Executive
General Counsel
A*STAR

Suresh Sachi is currently the Deputy Chief Executive and concurrently the General Counsel of the Agency for Science Technology and Research (A*STAR). He joined the Agency in April 2002. He is a lawyer and a qualified Patent Agent.

He currently oversees the corporate functions for the Agency and supports the various entities under the Agency in the functions of Finance, Corporate Communications, Infrastructure Planning & Facilities Management, Information Systems & Technology, Enterprise Risk Management and Organisational Excellence. Part of his role is to ensure that A*STAR's resources are deployed in an efficient and integrated manner.

As the Agency's General Counsel, he has charge of all legal and intellectual property matters and is responsible for establishing, implementing and maintaining A*STAR's legal, intellectual property, risk management and compliance policies.

Before joining A*STAR, Suresh Sachi was in private legal practice in a leading law firm where he was a partner in the Technology and Intellectual Property Department.

He has represented many public and private organisations, including A*STAR Research Institutes, local and foreign institutes of higher learning and has significant experience working with multi-national corporations, public listed companies, small and medium enterprises as well as hi-tech start-up companies.

Mr Sachi spearheaded a number of national efforts to coordinate and streamline legal and IP terms across Singapore's public agencies, including the Public Sector Master Research Collaboration Agreement (MRCA), bringing together all public sector agencies engaged in R&D in a single research collaboration agreement; the Master Clinical Trials Agreement across all public sector trial centres; streamlining and aligning public sector RIE grant terms and conditions and establishing a National IP Protocol for Singapore.

He currently serves on the board of IPOS and IPOS International and the board of the A*STAR Research Entities. He was a former member of the board of governors of and an advisor to the IP Academy. Mr Sachi is a founding member and past president of the Licensing Executives Society (LES) Singapore. He served for more than 10 years on the Ethics Committee of the Singapore Eye Research Institute and is currently a member of the SingHealth Centralised Institutional Review Board.

As a specialist in intellectual property and technology transfer, Mr Sachi is a frequent speaker at the Global Forum on Intellectual Property and other forums by the World Intellectual Property Organisation, LES Singapore, the IP Academy, and the Law Society of Singapore. He is an active coach and trainer in the IP landscape in Singapore. He was named in the 2018 IAM 300 magazine as one of the World's Leading IP Strategists (IAM 300).

Mr Sachi holds a LLB from the Faculty of Law of the National University of Singapore and attended the Advanced Management Programme at INSEAD, Fontainebleau in 2016.

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Mr. Nick Sim
Legal Counsel
Agency for Science Technology and Research (A*STAR)

Nick is a Legal Counsel with the Agency for Science Technology And Research ("A*STAR"). His scope of work includes advising on, negotiating, and drafting agreements for research collaboration, technology transfer, licensing, and other corporate and commercial matters. He is also involved in policy and work process reviews, client updates on developments in the law, and legal education for A*STAR employees.

Prior to joining A*STAR, he practiced IP in a leading law firm covering IP registration and enforcement, as well as litigation and transactional work. Nick is called to the Singapore Bar. He graduated from the National University of Singapore, and has a Masters of Law in Intellectual Property Law (with Distinction) from University College London.

Mr. Lionel Tan
Partner, Technology, Media & Telecommunications, Employment & Executive Compensation, Intellectual Property
Rajah & Tann Singapore

Lionel started out his career in law as a Deputy Public Prosecutor and concurrently held the appointment of Assistant Director of the Computer Information & Systems Department of the Attorney-General's Chambers. Since joining private practice he has been involved in various high profile commercial and criminal litigation cases and has advised clients on a wide spectrum of commercial and criminal matters.

He has a keen interest in the field of Information Technology Law, with special emphasis on the developing area of litigation practice in the Information Technology arena. He has been involved in cases dealing with Internet defamation, Internet fraud, on-line security breaches, trade secrets and misappropriation of confidential information, telecommunication regulatory issues and software implementation and website development disputes. He advises and represents clients on intellectual property matters relating to trade mark and copyright infringements. He also advises and represents clients on IP matters relating to brand protection, licensing and franchising issues. He also advises clients on compliance measures in relation to the Personal Data Protection Act (PDPA) and is a member of the National Council of Social Services' Workgroup for the PDPA. He regularly advises clients on responding to investigations carried out by the Personal Data Protection Commission and his background in litigation provides unique insights on the best strategies to be adopted. He advises clients on the area of persistent threats of cyber-security breaches and how best to take legal measures to mitigate against such risks and manage liabilities.

Lionel graduated from the University of Hull, United Kingdom in 1992 with a Second Upper degree in Law. He was awarded the Sweet & Maxwell Law Prize for that year. He pursued a postgraduate degree at the University of Oxford and was conferred a Bachelor of Civil Law. He has also completed the Certified IT Project Manager Assessment course conducted by the Institute of System Science.

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CONTACT PERSON

For enquiries regarding this course, please contact the following officer(s):

Name	DID	Email
Dilpreet Kaur	6330 8692	dilpreet.kaur@iposinternational.com
Janis Kam	6330 8688	janis.kam@iposinternational.com

TERMS & CONDITIONS

Full payment is to be made to the IPOS International upon course registration.

The Organiser will refund 75% of the course fees if written notice of withdrawal is received at least 1 week before course commencement, failing which, no refund will be made.

Substitutions are welcome at any time. However, such requests must be made to the IPOS International in writing.

IPOS International reserves the right of cancellation. A full refund will be given to registrants if the course is cancelled by IPOS International. IPOS International reserves the right to make changes to the programme

SKILLSFUTURE CREDIT (*Pending*)

All Singaporeans aged 25 years old and above may be able to use their SkillsFuture Credit to pay for or offset the course fees. Do click on this link <http://www.skillsfuture.sg> or call the SkillsFuture Hotline at 6883 5885 for more information on SkillsFuture Credit.

Note: Participants who are claiming SkillsFuture Credits will not be eligible for e2i funding.

e2i SUPPORT (*applicable only for Basic Licensing Course – Day 1 & 2*)

Programme Participants can enjoy e2i course fee support of \$15/hr, capped at \$225 per trainee per programme following the completion of the programme, subject to the fulfilment of the following criteria:

- Participants are Singaporeans or Singapore Permanent Residents
- Participants achieve at least 100% attendance for the programme
- Participants and/or the Company do not receive any other funding from government sources in respect of the actual grant disbursed

If you meet the abovementioned criteria, you will be automatically eligible for e2i support, which is based on a reimbursement basis.



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UTAP SUPPORT (*applicable only for Basic Licensing Course – Day 1 & 2*)

Union Training Assistance Programme (UTAP) is an individual skill upgrading account for NTUC members. As a member, you enjoy UTAP funding at 50% of the unfunded course fee capped at \$250 every year.

Members Eligibility for UTAP Application

Please note that members are required to fulfil the following conditions to be eligible for UTAP reimbursement:

1. Paid-up union membership before course commencement, throughout whole course duration and at the point of claim
2. Course must not be funded through company sponsorship or other types of funding
3. Unfunded course fee must be S\$20.00 and above
4. Member must achieve a minimum of 75% attendance for each application and sat for all prescribed examination(s), if any
5. UTAP application must be submitted within 6 months after course completion

Please apply for UTAP funding at <https://www.ntuc.org.sg/wps/portal/up2/home>.

For more information on UTAP, please call the NTUC Membership hotline at 6213 8008 or visit skillupgrade.ntuc.org.sg.

SILE ACCREDITATION

This programme is **pending accreditation** by the Singapore Institute of Legal Education (SILE).

Attendance Policy

Participants who wish to obtain CPD Points are reminded that they must comply strictly with the Attendance Policy set out in the CPD Guidelines. For this activity, this includes signing in on arrival and signing out at the conclusion of the activity in the manner required by the organiser, and not being absent from the entire activity for more than 15 minutes. Participants who do not comply with the Attendance Policy will not be able to obtain CPD Points for attending the activity. Please refer to <http://www.sileCPDcentre.sg> for more information.

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