

LES 2018 Annual Meeting **OCTOBER 14-17**

SCHEDULE AT-A-GLANCE

Session times and locations subject to change | Visit: <https://www.lesusacanada.org/event/am18membership>

SATURDAY, OCTOBER 13

8:00 am – 5:00 pm
Negotiation Skills—Day 1

SUNDAY, OCTOBER 14

8:00 am – 5:00 pm
Negotiation Skills—Day 2

8:00 am – 5:15 pm
IP Business Basics 101

8:30 am – 12:30 pm
Board of Directors Meeting

9:00 am – 7:30 pm REGISTRATION OPEN

1:30 pm – 5:30 pm
Leadership Summit (Invitation Only)

12:30pm – 1:30pm
LES Board of Directors Luncheon
(Invitation only)

1:30 pm – 4:30 pm
LES Standards Pre-Meeting Workshops (Open to all attendees)
▶ IP Valuation
▶ Intangible Assets in the Boardroom

1:30 pm – 4:30 pm
LESI Board Meeting

4:00 pm – 5:00 pm
Past President's Roundtable

4:30 pm – 6:30 pm
Orientation & Speed Mentoring for New Members & First Time Attendees—How to get more involved with LES
(Open to all attendees)
Hosted by Young Members Congress

6:30 pm – 8:00 pm
Welcome Reception & Annual Chapter Awards

8:00 pm – until
"Sunday Night Football with CEEM"
(Open to all attendees)

8:30 pm – until
YMC Get-Together
(Open to all attendees)

MONDAY, OCTOBER 15

7:00 am – 6:00 pm REGISTRATION OPEN

7:30 am – 8:45 am **Networking Breakfast**

7:30 am – 8:45 am
LES Standards Committee Meetings
(Open to all attendees)

- ▶ IP Licensing
- ▶ IP Brokerage
- ▶ IP Protection in the Supply Chain
- ▶ IP Valuation
- ▶ Intangible Assets in the Boardroom



Boston, Massachusetts
the birthplace
★★★★★ of ★★★★★
INNOVATION

- ▶ ISO/TC 279 Innovation Management
- ▶ IP Management for Startups

7:30 am – 5:30 pm **Exhibit Hall Open**

7:30 am – 8:45 am
"WOMEN IN LICENSING BREAKFAST: Work Smart: How to Negotiate Your Compensation" (Open to all attendees)
Hosted by:
The Women in Licensing Committee

8:45 am – 10:00 am
OPENING PLENARY—FIRESIDE CHAT
Advancing Innovation Through a Renewal of Trust

10:00 am – 12:00 pm
Power Networking "One-on-One"

10:00 am – 10:30 am **Networking Break**

11:00 am – 12:00 pm
Education Committee Meeting
(Open to all attendees)

10:30 am – 11:45 am
SPOTLIGHT PLENARY SESSIONS

- Track 1:** Funding Start-Ups—The Boston Perspective
- Track 2:** IP Licensing in Vector-Based Gene Therapy
- Track 3:** Increasing ROI for Government Funded Research: A Call to Action

Track 4: Advanced Telecommunications Licensing 4G, 5G& LTE for Automobiles—How to Create an Efficient Process?

Track 5: Real World IP Due Diligence: Managing Risk & Avoiding Disaster in Real Time (And on Budget)

11:45 am – 12:00 pm **Transition Break**

12:00 pm – 1:30 pm
Annual Business Meeting & Deals of Distinction Awards Luncheon

1:30 pm – 2:45 pm
SPOTLIGHT PLENARY SESSIONS

- Track 1:** Accessing Early Innovation Through Open & External Innovation Models
- Track 2:** IIOT: Enabling a Surge in Industrial Productivity
- Track 3:** Us or Them: Who is Going to Set Standards for Licensing?
- Track 4:** Supercharging Academic-Industry Deals with Hidden Values

2:00 pm – 5:00 pm
CLP Board Meeting

2:00 pm – 5:00 pm
Train the Trainer

2:00 pm – 6:00 pm
Power Networking "One-on-One"

2:45 pm – 3:00 pm **Transition Break**

3:00 pm – 4:00 pm
WORKSHOP SESSIONS

- Track 1:** Patenting and Commercializing Machine Learning
- Track 2:** Connecting Life Sciences IP to Business Development
- Track 3:** 2018 Tax Consequences: Organizational Coordination of IP Monetization & Tax Planning
- Track 4:** The Joint Chiefs' Guide to Preparing for Patent War
- Track 5:** Building and Structuring a Successful Global IP Litigation Program

4:00 pm – 4:30 pm **Networking Break**

4:30 pm – 5:30 pm
WORKSHOP SESSIONS

- Track 1:** IP Strategy High Tech War Game
- Track 2:** Opposites Attract: Large and Small Companies Perspectives on Overcoming Obstacles to Get The Deal Done

Track 3: Strategic Innovations in Academia

Track 4: Fireside Chat with Blockstack: High Tech Sector's Deal of Distinction Award Recipient

Track 5: 2018 Life Sciences Partnering Performance and Reputation Survey Results and Panel Discussion

5:45 pm - 7:15 pm

Women in Licensing Mixer & Guided Networking Event
(Open to all attendees)

5:30 pm - 6:30 pm

VIP Sponsors & Exhibitor Appreciation Toast
(Invitation Only)

6:30 pm - 7:30 pm

Evening Wine & Networking Cocktail Hour

7:30 pm - 10:00 pm

LES Supper Club and Frank Barnes Award Celebration

TUESDAY, OCTOBER 16

6:30 am - 7:30 am LES Fun Run

7:00 am - 5:00 pm REGISTRATION OPEN

7:30 am - 8:30 am **Networking Breakfast**

7:30 am - 8:30 am

LESI Life Sciences Committee Meeting

8:00 am - 5:00 pm **Exhibit Hall Open**

8:30 am - 10:00 am

PLENARY SESSION
Digital Health: The Intersection of Life Sciences & Technology

10:00 am - 12:00 pm

Power Networking "One-on-One"

10:00 am - 10:30 am **Networking Break**

10:30 am - 11:45 am

SPOTLIGHT PLENARY SESSIONS

Track 1: 2038: Long-Term Insight into the Future of the Licensing Practice

Track 2: Best Practices in License Portfolio Management: Assuring Receipt of Full Value

Track 3: Beyond "Deals of Distinction"—Lessons Learned & Best Practices: What Happened after the Ink was Dry?

Track 4: Navigating Standard Essential Patents Issues Through International Waters

Track 5: Zen, Patents, and Open Source: Balancing the Viewpoints of Licensors and Licensees

11:45 am - 12:00 pm **Transition Break**

12:00 pm - 1:30 pm

Chairman's Luncheon
Keynote address:
Negotiating the Impossible

1:30 pm - 2:45 pm

PLENARY PANEL SESSIONS

Track 1: When "Not" Becomes Hot: Big Pharma's Evolving Shopping List

Track 2: Maximizing IP Value & Minimizing IP Risk in M&A Transactions

Track 3: Driving Consumer Product Value through Innovation & Licensing

Track 4: Data Sharing + Licensing Agreements: Partnerships Across Sectors

2:00 pm - 6:00 pm

Power Networking "One-on-One"

2:30 pm - 3:30 pm

LES Standards Board Meeting

3:00 pm - 4:00 pm

WORKSHOP SESSIONS

Track 1: What is Big Data & Why Does It Matter?

Track 2: Immuno-Oncology's Promise & Peril: The Embarrassment of IO Riches & Implications to Investment, Clinical Development, and Deal-Making

Track 3: IP Issues in Strategic Alliances, Joint Ventures, and Joint Development

Track 4: Blockchain: Early Stage Technology Valuation in a Media Hyped Market

3:30 pm - 4:30 pm

2019 Annual Meeting Planning Committee Meeting
(Open to all attendees)

4:00 pm - 4:30 pm **Networking Break**

4:30 pm - 5:30 pm

WORKSHOP SESSIONS

Track 1: Madey, Myriad, Mayo, and Mohawk Tribe: Understanding Court Decisions That Have Shaped Technology Transfer & Academic Licensing

Track 2: Intellectual Property Licensing in the Shadow of Bankruptcy

Track 3: Business of Intellectual Property & the Supply Chain

Track 4: Trade Secrets on the Rise—Protecting Trade Secrets in the Global Economy

Track 5: Managing Cross Border IP Enforcement: Hot Topic Issues in the United States, Canada, and Europe

5:30 pm - 6:30 pm

Committee Meetings
(Open to all attendees)

- ▶ Public Policy
- ▶ Technology, Branding and Trademark
- ▶ Licensing
- ▶ Valuation and Pricing
- ▶ Women in Licensing
- ▶ Young Members Congress (YMC)
- ▶ Sector & Committee Leadership
- ▶ Advanced Sciences and Technology
- ▶ Automotive and Aerospace
- ▶ Cloud Services and Software
- ▶ Emerging Enterprises
- ▶ Internet of Things (IoT)
- ▶ Mobile and Consumer Electronics
- ▶ Semiconductor

5:30 pm - 6:30 pm

Cocktails and Committees
Happy Hour
(Open to all attendees)

6:30 pm - 9:00 pm

Sector Crawl: Inter-Sector Cocktail Competition and Sector Feud
(Open to all attendees)

WEDNESDAY, OCTOBER 17

8:00 am - 5:00 pm REGISTRATION OPEN

8:00 am - 8:30 am **Networking Breakfast**

8:00 am - 11:00 am **Exhibit Hall Open**

8:30 am - 10:00 am

PLENARY PANEL SESSION
IP Protection in the Blockchain Industry

10:00 am - 11:00 pm

Power Networking "One-on-One"

10:00 am - 10:30 am

Networking Break

10:30 am - 11:45 am

WORKSHOP SESSIONS

Track 1: Top 10 Court Decisions of 2018 Affecting Licensing

Track 2: Getting My Product/Technology Reviewed by Big Pharma

Track 3: Recent Developments & Best Practices in Determining Patent Damages

Track 4: Identifying Emerging Technologies via Data & IP Analytics

11:45 am - 12:00 pm **Transition Break**

12:00 pm - 1:30 pm

Sector Business Meetings & Luncheons
(Open to all attendees)

1:30 pm - 3:00 pm

WORKSHOP SESSIONS

Track 1: Ethics in Negotiation

Track 2: Cross- Cross-Functional Collaboration to Protect IP in the Supply Chain

Track 3: Career Paths for Dealmakers: A Ladder or a Jungle Gym?

2:00 pm - 4:00 pm

Professional Headshot Studio
(Open to all attendees)

2:00 pm - 4:30 pm

Chapter Leadership Training

3:00 pm - 5:00 pm

Closing Networking Reception

THURSDAY, OCTOBER 18

8:30 am - 12:30 pm

2019 LES Board Meeting

8:00 am - 5:30 pm

CLP Exam Review Course