

# 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, President's Exemplary Service Award and Annual Deals of Distinction Awards**  
(Open to all attendees)

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

**LES 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**