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SUCCEEDING AT TECHNOLOGY COMMERCIALISATION AND NEGOTIATION

A LESI-EPO course on tech commercialization, licensing, and strategic negotiation, featuring expert sessions and an interactive masterclass, to drive innovation, business growth, and partnerships.

 MILAN, ITALY | 18-19 NOVEMBER 2025 | ▶ les-italy.org

 **Politecnico di Milano**
Piazza Leonardo da Vinci 32, 20133 Milano



POLITECNICO
MILANO 1863



European
IP Helpdesk

DAY ONE 18 NOVEMBER

MODERATION:

- ◆ **ANNA MARIA STEIN**
LES Italy,, Eversheds Sutherland Italy



9:00 - 9:15 REGISTRATION

9:15 - 9:45 | OPENING REMARKS

- ◆ **DARIO PASCHETTA**
LES Italy President
- ◆ **IVAN CICERI**
Director TTO Politecnico di Milano
- ◆ **MARTIN SCHNEIDER**
LESI Education Committee,
Keller Schneider Patent- und Markenanwälte AG

9.45 - 10:35 | IP management and opportunity creation

- ◆ **IVAN CICERI**
Director TTO Politecnico di Milano
- ◆ **Professor RAFFAELE DELLACA'**
Politecnico di Milano
- ◆ **Professor FLAVIO MANENTI**
Politecnico di Milano

10.35 - 11:05 COFFEE BREAK

11.05 - 11:55 | Defining the right IP strategy

- ◆ **BRUNO VANDERMEULEN**
LES Benelux, Advocaat-Avocat-Lawyer

11:55 - 12.45 | Licensing fundamentals

- ◆ **ALESSIA FERRARO**
LES Italy, CBA Studio Legale e Trbutario
- ◆ **GIACOMO GARBAGNATI**
LES Italy, SG Legal Garbagnati

12:45 - 13:30 LUNCH BREAK

13:30 - 14:20 | Scrutinising the invention and patent filing tactics

- ◆ **ANTONIO DI BERNARDO**
LES Italy, Thinx S.r.l.

14:20 - 15:10 | Negotiations and post-contract Issues

- ◆ **IA MODIN**
President LES Scandinavia, GOZZO Advokater

15:10 - 15.40 COFFEE BREAK

15:40 - 16:30 | IP assessment: When IP should be pursued?

- ◆ **CHRISTIAN HACKL**
European IP Helpdesk

16:30 - 17:00 | Freedom to Operate (FTO)

- ◆ **CHRISTIAN HACKL**
European IP Helpdesk

17:00 - 19:00 | NETWORKING COCKTAIL AT POLITECNICO

DAY TWO

19 NOVEMBER

MODERATION:

- ◆ **ANNA MARIA STEIN**
LES Italy, Eversheds Sutherland Italy

- 9:00 - 9:40 | **Licensing lessons from the life science industry**
- ◆ **MARK WILSON**
LES Britain and Ireland, Strategic Technology Bio Consulting
- 9:40 - 10:50 | **IP valuation & determining appropriate royalty rates**
- ◆ **ANDREA VESTITA**
LES Italy, Syntagma Dottori Commercialisti Associati
- 10:50 - 11:20 **COFFEE BREAK**
- 11:20 - 12:00 | **Briefing notes for IP negotiation masterclass**
- ◆ **MARTIN SCHNEIDER**
LESI Education Committee, Keller Schneider Patent- und Markenanwälte AG
 - ◆ **KARIN HOFMANN**
LESI Education Committee, TU Wien
- 12:00 - 13:00 **LUNCH BREAK**
- 13:00 - 16:00 | **IP negotiation masterclass**
- ◆ **MARTIN SCHNEIDER** ◆ **BRUNO VANDERMEULEN** ◆ **IA MODIN**
 - ◆ **KARIN HOFMANN** ◆ **ANNA MARIA STEIN** ◆ **ALESSIA FERRARO**
- 16:00 - 16:45 | **Masterclass wrap-up**
- ◆ **MARTIN SCHNEIDER**
LESI Education Committee, Keller Schneider Patent- und Markenanwälte AG
- 16:45 - 17:00 | **Q&A GOODBYE**
- ◆ **ANNA MARIA STEIN**
LES Italy, Eversheds Sutherland Italy
 - ◆ **MARTIN SCHNEIDER**
LESI Education Committee, Keller Schneider Patent- und Markenanwälte AG



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