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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
- ◆ **MARCO FRANCESCO BOCCIOLO**
POLITECNICO di Milano
- ◆ **MARTIN SCHNEIDER**
LESI Education Committee,
Keller Schneider Patent- und Markenanwälte AG

9.45 - 10:35 | **IP management and opportunity creation**

- ◆ **IVANO CICERI**
Director TTO 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 | **Licensing lessons from the life science industry**

- ◆ **MARK WILSON**
LES Britain and Ireland, Strategic Technology Bio Consulting

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

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9:00 - 9:40

| Negotiations and post-contract Issues

◆ **IA MODIN**

| President LES Scandinavia, GOZZO Advokater

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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