

### Half Day Workshop on

## Understanding and Negotiating Commercial Agreements

(with a special focus on Commercial Services and Technology Agreements for IT, ITES, Software, Technology, Startups, High Tech Services companies including Bioinformatics/ Bio-services and related sectors)

- Organized by Legalogic Consulting and IPFACE at Venture Center-

<b>LEARN</b>	<ul style="list-style-type: none"> <li>Basics of services contract and technology licensing contract,</li> <li>The key legal concepts &amp; risks and their impact on your business,</li> <li>Practical Case studies,</li> <li>Managing Legal Risks through Contracts,</li> <li>Key Negotiation Techniques,</li> <li>Mock Negotiation Sessions.</li> </ul>								
<b>ORGANIZED BY</b>	<ul style="list-style-type: none"> <li><b>Legalogic Consulting</b></li> <li>IP Facilitation Center (IPFACE), Venture Center</li> </ul>								
<b>SUPPORTED BY</b>	<ul style="list-style-type: none"> <li>Venture Center</li> <li>Bioincubator at Venture Center, supported by Biotechnology Industry Research and Assistance Council (BIRAC), Govt. of India</li> </ul>								
<b>FOR WHOM</b>	<ul style="list-style-type: none"> <li>Entrepreneurs/ tech start-ups/ MSMEs/ Inventors/ Independent software developers</li> <li>Technology/IP Managers/Patent Professionals/ Innovation Officers</li> <li>Research/ Science Managers/ CTOs/ CSOs in Research/ Technology Organizations/ Technology Incubators/Universities</li> <li>Students of IPR, Patent Law, Other law disciplines</li> </ul>								
<b>WHEN</b>	Thursday, 5 Oct 2017   Time: 2:00 - 6:00 pm								
<b>EVENT LEAD</b>	Dr. Roshan D. Yedery, Manager, Innovation Management, Venture Center, Pune								
<b>WHERE</b>	Lecture Theatre, Venture Center, 100 NCL Innovation Park, Dr. Homi Bhabha (Pashan) Road, Pune-411008								
<b>CONTACT</b>	<p><b>Logistical queries and registration</b> Ms. Lipika Biswas   020-25865877   <a href="mailto:eventsdesk@venturecenter.co.in">eventsdesk@venturecenter.co.in</a></p> <p><b>Technical queries</b> Dr. Roshan D. Yedery   7722015062   <a href="mailto:roshan@ipface.org">roshan@ipface.org</a></p>								
<b>COST</b>	<table border="1"> <thead> <tr> <th>Category</th> <th>Fees</th> </tr> </thead> <tbody> <tr> <td>Large companies</td> <td>1000/-</td> </tr> <tr> <td>Individual/Micro Small Medium Enterprises/ Academic Institutions/Non-profit Organizations/Start-ups</td> <td>500/-</td> </tr> <tr> <td>Students and WOS-C trainees; NCL-TEC members; EIC members (of IISER-Pune)</td> <td>200/-</td> </tr> </tbody> </table> <p>Register here: <a href="https://goo.gl/forms/58EYMKShZKbDQ8vV2">https://goo.gl/forms/58EYMKShZKbDQ8vV2</a></p> <p>Limited seats: 50 ; first-come-first-serve basis</p> <p>Note:-</p> <ul style="list-style-type: none"> <li>Fees paid is not refundable and non transferable under any circumstances.</li> <li>Organizers reserve the right to select participants so as to maximize learning and networking opportunities for the group</li> </ul>	Category	Fees	Large companies	1000/-	Individual/Micro Small Medium Enterprises/ Academic Institutions/Non-profit Organizations/Start-ups	500/-	Students and WOS-C trainees; NCL-TEC members; EIC members (of IISER-Pune)	200/-
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## Introduction

Commercial agreements are the basis of a commercial relationship and lay out the terms of engagement that each party agrees to. It is therefore one of the most important parts of business development that all entrepreneurs, service providers and technology developers should be aware of. Understanding commercial agreements is also essential for technology managers, product development teams, marketing teams and legal teams of any commercial or technology development organization (including R&D organizations developing technology).

## Course Outline

- Commercial agreements that shall be covered are:
  - Commercial service agreements (where a service provider is serving a client)
  - Technology licensing agreement (where a technology, software, tool etc is licensed to a client, sometimes along with a service or independently)
- Essential of negotiating a commercial agreement. Practical insights and pointers. Dynamics of a negotiation and how an entrepreneur can do his best in negotiations. A mock illustrative session is planned.

## Course includes

- Access to restricted website with online compilation of resources
- Certificate of Participation issued by Venture Center
- Course includes tea and light snacks at Venture Center cafeteria
- Free one-year reference membership for Venture Center Library

## Workshop Schedule

Time	Session title	Lead	Venue
5 October 2017			
1400-1415	Registration		Foyer area
1415-1430	Introduction to organizers, faculty, participants and workshop	V.Premnath/ Roshan Yedery	Lecture Theatre
1430-1530	<b>Session 1: Understanding commercial service agreements</b> <ul style="list-style-type: none"> <li>• Classroom session with case studies</li> <li>• Interactive session around a sample agreement</li> </ul>	Alhad Oak/ Nihal Kothari	Lecture Theatre
1530-1545	Tea break		Foyer area
1545-1645	<b>Session 2: Understanding technology license agreements</b> <ul style="list-style-type: none"> <li>• Classroom session with case studies</li> <li>• Interactive session around a sample agreement</li> </ul>	Alhad Oak/ Nihal Kothari	Lecture Theatre
1645-1700	Break and networking		Foyer area
1700-1800	<b>Session 3: Learning to negotiate agreements</b> <ul style="list-style-type: none"> <li>• Classroom session with case studies and best practices</li> <li>• A short mock negotiation session</li> </ul>	Alhad Oak/ Nihal Kothari	Lecture Theatre
1800-1830	Closure	V. Premnath/ Roshan Yedery	Lecture Theatre

**Speakers(in alphabetical order of last names)**


**Alhad Oak**

**Alhad Oak**  
Co-founder, LegaLogic Consulting

Alhad Ramchandra Oak possesses corporate legal and secretarial experience of over twenty years. At LegaLogic, Alhad closely deals with clients from various industries - mobile applications, e-commerce, port, logistics, automobile, education, software product and services, mobile wallets and payments, power and project sectors. Alhad's knowledge and work expertise spreads over legal, corporate secretarial, risk management, media relations, vision, mission and value roll-out. Besides the corporate calling, Alhad is also a passionate coach and mentor. He conducts trainings at Institute of Company Secretaries of India (ICSI) on corporate social responsibility, Basics of Legal Drafting, strengths, weaknesses, opportunities, and threats (SWOT) analysis as well as office etiquettes and culture.

During the corporate lifespan, Alhad has also worked with APM Terminals (A. P. Moller Maersk Group), Zycus Infotech and Banking software leader i-flex Solutions - a Citigroup and now Oracle group company, all based in Mumbai, India.

Membership:  
Associate Member of Institute of Company Secretaries of India  
Bar Council of Maharashtra and Goa



**Nihal Kothari**

**Nihal Kothari**  
Associate Partner, LegaLogic Consulting

Nihal has eleven years of hands on experience with an expertise spread over numerous fields including international technology and commercial contracts, having worked with reputed organizations. Nihal has negotiated wide range of international and domestic commercial contracts, negotiating intellectual property licensing deals, and has advised on various legal aspects related to human resources, real estate and dealing with issues related to intellectual property right.

Nihal leads the global commercial contracts team and advisory practice at LegaLogic. Nihal previously worked with Persistent Systems Ltd., based in Pune and Geometric Limited, based in Mumbai and Pune for more than six years. He also has experience of working with a solicitors' firm. Nihal has acted as a judge in various law schools and colleges in Pune and has presented workshops on Right to Information Act (RTI), international privacy laws at national level.

Awards:  
An active member of the national level award winning in house legal team(s) for the "Best Use of Technology in an In-House Legal Team" for consecutive two years: Legal Congress Awards, 2012 and 2013 organized by Ideas Exchange, India

Membership:  
Member of Bar Council of Maharashtra and Goa



**Premnath Venugopalan**


**Premnath Venugopalan**  
Head, NCL Innovations, CSIR-NCL, Pune  
Director, Venture Center, Pune

Dr V Premnath is currently the Head, NCL Innovations - the group within National Chemical Laboratory (NCL) charged with the responsibility of championing the cause of technology innovation within NCL. DrPremnath also provides leadership for the Intellectual Property Group at NCL - one of India's leading IP management groups based out of research institutions. DrPremnath is also the Founding Director of the Venture Center - a technology business incubator on NCL campus. DrPremnath is also the Founding Director of CSIR-Tech Pvt Ltd - a technology commercialization company. DrPremnath is also a Scientist, Polymer Science & Engineering Division at NCL with an interest in technology development for biomedical products.

		
<a href="http://www.legaogic.co.in">www.legaogic.co.in</a>	<a href="http://www.ipface.org">www.ipface.org</a>	<a href="http://www.venturecenter.co.in">www.venturecenter.co.in</a>

	<p>B.Tech. from the Indian Institute of Technology - Bombay and a Ph.D. from the Massachusetts Institute of Technology, USA. He has also been a Chevening Technology Enterprise Fellow with the Centre for Scientific Enterprises, London Business School and Cambridge University, UK.</p>
 <p>Roshan Yedery</p>	<p><b>Roshan D Yedery</b>  <b>Manager, Innovation Management Team, Venture Center, Pune</b></p> <p>Dr. Roshan Yedery holds a Ph.D in Biochemistry from University of Mumbai. His areas of interest have been human infectious diseases, development of novel anti-microbial technologies and commercialization of innovations developed in labs. He has worked at Uniformed Services University of Health Sciences and interned at Technology Transfer Office of Henry M Jackson Foundation for Advancement of Military Medicine, both located in Bethesda, United States.</p> <p>He also holds a certificate in Technology Transfer Program from FAES at NIH, Bethesda, United States. Before joining IPFACE he was heading the IP team at National Innovation Foundation-India located in Gandhinagar, Gujarat.</p>

About the Organizers	
	<p>LegaLogic is a full-service law firm co-founded by professionals with extensive industry experience. LegaLogic has offices in Pune and Mumbai. Started on July 1, 2013, our value system and ethical practices enable us to service our domestic and international clients seamlessly. With the team's background, LegaLogic brings an in-house counsel approach in the way it works with its clients. With personal attention to clients, focused execution and understanding of client's business, LegaLogic has carved out a niche for itself.</p> <p>LegaLogic serves clients operating in diverse industries. With client service, problem solving, proactive approach and long-term relationship as a focal point, LegaLogic has grown rapidly in a short period of time. More on <a href="http://www.legalogic.co.in">www.legalogic.co.in</a></p>
	<p>IPFACE aims to promote awareness and adoption of intellectual property rights amongst entrepreneurs and MSMEs in India while also making accessible high-quality IP services and resources. IPFACE is a project of the Venture Center supported by the Ministry of Micro, Small and Medium Enterprises, Government of India and National Chemical Laboratory, Council of Scientific and Industrial Research, India. For more information about IPFACE services, visit <a href="http://www.ipface.org">www.ipface.org</a></p>
	<p>Entrepreneurship Development Center (Venture Center) - a CSIR initiative - is a Section 25 company hosted by the National Chemical Laboratory, Pune. Venture Center strives to nucleate and nurture technology and knowledge-based enterprises by leveraging the scientific and engineering competencies of the institutions in the Pune region in India. The Venture Center is a technology business incubator supported by the Department of Science &amp; Technology's National Science &amp; Technology Entrepreneurship Development Board (DST-NSTEDB). Venture Center's focuses on technology enterprises offering products and services exploiting scientific expertise in the areas of materials, chemicals and biological sciences &amp; engineering. For more information, visit <a href="http://www.venturecenter.co.in">www.venturecenter.co.in</a></p>

Supported by	
	<p>BioIncubator at Venture Center was created with support from DBT-BIRAC under the BioIncubator Support Scheme. It has been conceptualized to help innovators in the spectrum of biomass, bioengineering, bio informatics, biomed &amp; agro based industries to ease their enterprises into the ecosystem. Alongwith infrastructural support in the form of biosciences labs &amp; office spaces, theBioIncubator also provides advisory services, referrals, scientific support, library and information services, Intellectual property services, seed funding &amp; access to talks, workshops &amp; technical training programs.</p> <p>For more information about BioIncubator at Venture Center:  <a href="http://www.bioincubator.venturecenter.co.in">www.bioincubator.venturecenter.co.in</a></p>