

# Things Can't Possibly Go Wrong

Knowledge Transfer Ireland  
Innovation through Collaboration

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## Introducing Keystone Law

- The UK's fastest growing law firm
- 200 partner level solicitors
- Utilising technology to drive efficiencies
- Offering “Conventional Style” law firm advice across 23 practice areas and 14 sectors
- Advising SMEs, large corporates and smart individuals

## Maureen Kelly



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An experienced intellectual property and information technology solicitor, Maureen works across a wide variety of sectors including healthcare, technology, education, travel, media and entertainment. Amongst other things she specialises in facilitating knowledge transfer between research organisations and industry.

Prior to joining Keystone, Maureen spent 10 years with a leading City law firm and three years in-house with Cancer Research Technology. She is a course director for PraxisUnico and a member of the Society for Computers and Law. Maureen is a Registered Technology Transfer Professional.

# Contract negotiation as a journey

- A contract documents a relationship
- Who you meet on the journey
- What you learn on the journey
- What you gain from the journey

## Who you meet

- Other parties – corporate and research community - watch out for affiliates
- Researcher – variety of hats
- Finance team
- Insurance broker/internal insurance liaison
- Patent attorney
- Lawyer

## What you learn

- Your place in the relationship
- How the technology has developed
- The researcher's future research plans and needs
- The corporate partner's plans and needs
- The likely results of the research
- Whether planned activities are insured
- How the finance departments fit in to the relationship
- Whether this is the deal for you

## What you gain from the journey

- Appropriate due diligence on technology
- Clarity as to who contributes what (IP, cash, kit, time)
- Balance of corporate desire for secrecy vs academic need to research and publish
- Fair provision for ownership and exploitation of results
- Fair allocation of risk
- Finance provisions that work e.g. royalty stacking
- A plan for termination

## Travelling tips

- If it is not taking some time, you are not doing it properly
- Try and meet everyone in person
- Heads of terms – “subject to signed contract”
- Use template agreements but don't be ruled by them
- Control legal costs e.g. fixed fee for first draft of contract
- Fair, appropriate contracts are contracts that last



# Contact Details

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