

**Post License Management: Getting the right share of the deal  
- Managing your licensed portfolio effectively**

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Oslo- Norway**

**12:15 – 13:00 Registration**

**13:00 - 13:15 Introduction**

Effectively managing and controlling the financial returns that are due? The assurances and values that can be achieved through effective post licence management?

**13:15 - 13:45 Financial terms in the Agreement**

Reviewing financial terms in your portfolio of existing agreements - are current Licensees compliant?

What are the financial related terms to be included and considered for the long term effective management of royalty and other returns when negotiating agreements?

**13:45 - 14:15 Internal control and compliance procedures**

Having an effective and transparent internal control and reporting procedure - Ensuring that financial management is applied and seen to be applied by internal and external stakeholders.

**14:15 - 15:00 Case study - Internal compliance review**

The case study will review an example licence agreement, the terms included, the royalty returns received - steps that are taken to ensure revenues are accounted for and reported on. Internal due diligence, options on follow ups with the licensee and other steps that may be required to ensure royalty returns are accurately received.

**15:00: 15:15 Coffee break**

**15:15 - 15:45 Managing the relationship on a continual basis**

Effective and ongoing communications with existing licensees is valuable - it maintains a relationship that provides internal updates and builds on a relationship that may be needed through the life of the Agreement. These communications will need to be made with care and consideration.

**15:45 - 16:15 External audits - considering and managing the process**

There will be situations when a number of circumstances arise that give rise to the need for an audit of the licence agreement. There are different approaches taken to this procedure and we will discuss these. Ultimately, you will need assurances that the royalties received are accurate and fair and audits are recognised as the mechanism to provide such assurances.

**16:15 - 16.45 Review of the results of external audits and findings**

In this section we will cover the results of a number of audits, covering a range of technologies and issues that arise. The information will provide a background to the reason why audits are necessary as well as an awareness of the issues that give rise to difficulties. Audit settlements, negotiation and other aspects will be considered.

**16:30 - 17:00 Conclusions and exchanges**