



## SESSION 6.3 REDESIGNING THE CLIENT

Clients are working on limited budgets, limited support staff, and short deadlines. How do you teach them to use your services in a helpful way?

The session will consist of a series of short demonstrations of techniques for enhancing your relationship with your client, thereby strengthening your relationship and the amount of work you receive.

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Louis-Pierre Gravelle (CA)  
Young-Wook Ha (KR)  
Didier Intès (FR)  
Robert Watson (GB)



FÉDÉRATION INTERNATIONALE DES CONSEILS  
EN PROPRIÉTÉ INTELLECTUELLE

INTERNATIONAL FEDERATION OF  
INTELLECTUAL PROPERTY ATTORNEYS

INTERNATIONALE FÖDERATION  
VON PATENTANWÄLTEN

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### LOUIS-PIERRE GRAVELLE (CA) – MODERATOR

Louis-Pierre Gravelle has an electrical engineering degree, as well as being a lawyer. His areas of expertise include electricity, telecommunications, mechanical engineering and information technology.

He has been identified since 2012 by Best Lawyers among the most remarkable lawyers in Montréal in intellectual property.

Member of the Intellectual Property Institute of Canada (IPIC) and the Canadian Bar Association (CBA), Louis-Pierre was called to the Québec Bar in 1995. He is also a member of the Ordre des ingénieurs du Québec (OIQ).

Louis-Pierre Gravelle is past-chair of the Intellectual Property Section of the Canadian Bar Association (CBA) and former co-chair of the Joint Liaison Committee – Patents between the Patent office and the profession. He is also a member of the International Association for the Protection of Intellectual Property (AIPPI)'s Q222 Standards and Patents Committee. He is a council member for the Intellectual Property Institute of Canada (IPIC)

Louis-Pierre also sits on the business development committee, the information technology committee and the office automation committee of Robic.

A keen area of interest is 3D printing, and the impact it will have not only on IP rights in general, but as a disruptive technology.



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LAWYERS, PATENT AND TRADEMARK AGENTS

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### YOUNG-WOOK HA (KR) – SPEAKER

Mr. Young-Wook Ha is the head patent attorney of HA & HA in South Korea.

After graduation from the Department of Spanish, Hufs in 1984 with a Bachelor's degree and Universidad Iberoamericana, Mexico with an MBA degree, Mr. Ha was admitted to Korea Patent Attorneys Association in 1987. After graduation from University of New Hampshire School of Law (formerly, Franklin Pierce Law Center) with a JD degree, Mr. Ha was admitted to practice law in the state of Pennsylvania in 1992.

He specialises in International Trade Law, International Patent, Trademark and Copyright Law, Patent Litigation and Licensing Negotiation.

He was invited to a number of seminars as a speaker such as IP Seminar 'Rapid Increase in Patent Disputes and Counter-Strategies' hosted by Seoul Economic Review and Korea Economic Research Institute, PRE-APAA IP Seminars in Shanghai, BPLA (Boston Patent Law Association), FICPI Japan Symposium in Yokohama, AIPPI 41st World Intellectual Property Congress in Boston and so on.

He holds a membership in ABA, AIPLA, AIPPI, FICPI, INTA, KPAA, LES etc.

Currently, Mr. Ha is the President of Korean Section of FICPI.



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### DIDIER INTÈS (FR) – SPEAKER

Didier Intès is a graduate of the ENSTA University, a French “Grande Ecole”.

He started his career as an engineer working in applied research on fluid mechanics in France and then in Germany, where he worked at the Deutsches Zentrum für Luft- und Raumfahrt.

On his return to France, Didier joined Cabinet Beau de Loménie in 1992, becoming a European patent attorney in 1997 and a French patent attorney in 1998.

Since 2001, Didier is the partner in charge of the patent department for mechanics and physics at Cabinet Beau de Loménie. His team covers general mechanics, car industry, aeronautics, hydraulics, shipbuilding, medical devices, civil engineering and many other technologies.

Didier’s contribution covers the acquisition of patent rights (drafting, prosecution, opposition) as well as their enforcement (management of pre-trial infringement situations, litigation, transfers of rights). He is also involved in due diligence and patent valuation. He works in French, English and German.

He has been the President of the French National Association of FICPI for four years. He is also an active member of FICPI, being involved in various commissions.

He actively contributes to the education and training of IP professionals and is an adjunct professor at CEIPI (Center for International Intellectual Property Studies), a branch of the University of Strasbourg, in France.

He has written several articles on IP Law, which were published in LES NOUVELLES, CONSTRUCTIF, INNOVATION&INDUSTRIE, THE EUROPEAN LAWYER.



*FICPI*

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## SESSION 6.3 REDESIGNING THE CLIENT

### ROBERT WATSON (GB) – SPEAKER

Robert joined Mewburn Ellis in 1995 with first class degree in Chemistry from The University of Oxford. He qualified as a UK and European Patent Attorney in 1999, and became a partner in 2001.

The majority of his work is in the chemical field, with a specialism in pharmaceuticals. He advises a range of clients from multinationals to start-ups and public sector organisations.

He has developed a great deal of experience of invention capture and licensing negotiations in his practice, and works closely with a number of clients in these areas. He also has a significant practice in design protection.

He has been President of FICPI-UK since 2010, and is also Chair of the FICPI CET group on Designs (Group 2). He was named as a leading UK patent attorney in the IAM Patent 1000 2013 and 2014.



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