



CROSS BORDER TECH DEALS

SAFEGUARDING INNOVATION WITHOUT
SLOWING THE BUSINESS

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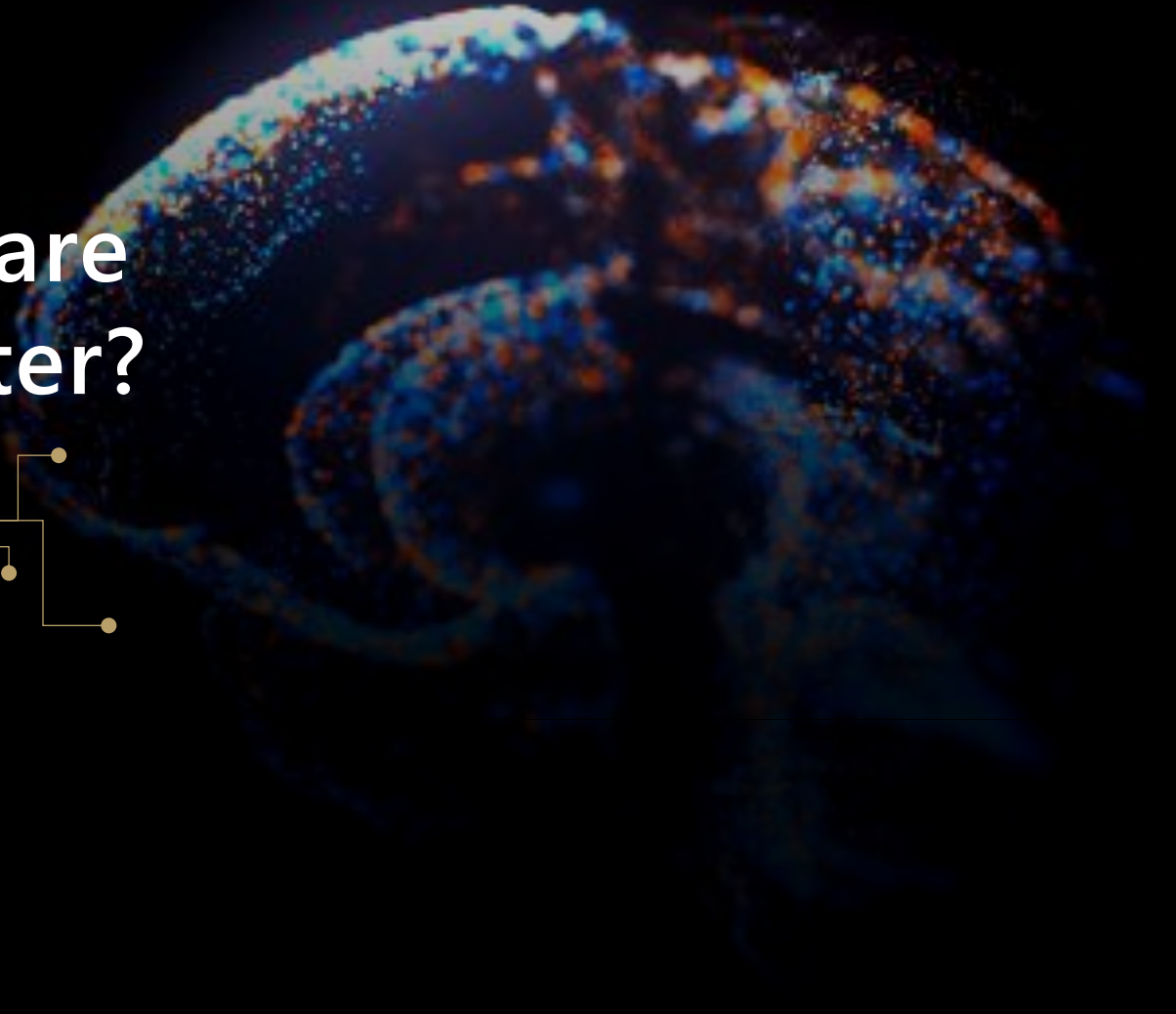
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How many active
cross-border tech deals are
you managing this quarter?




-
- A. None
 - B. 1
 - C. 2-5
 - D. 6 or more

AUDIENCE POLL #2

As the customer, in your standard form agreements, who owns new intellectual property that is not made using either party's pre-existing IP?

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- A. Customer
 - B. Provider
 - C. Joint
 - D. It depends

Does your company maintain a living data-map tied to your current set of vendors?




- A. Yes, and it is updated systematically
- B. Partially, but it is updated on a more ad hoc basis
- C. No

Do you classify controlled items/technology at the beginning of every cross-border engagement?

- A. Always**
- B. Sometimes**
- C. Rarely**
- D. Never/unsure**



What is your default dispute forum for cross-border IP/tech deals?



- A. Home-court litigation
- B. Foreign courts
- C. International arbitration (neutral seat)
- D. It depends on the deal and the jurisdictions involved

Who here has heard of the term
'forced technology transfer'?







Audience Q&A