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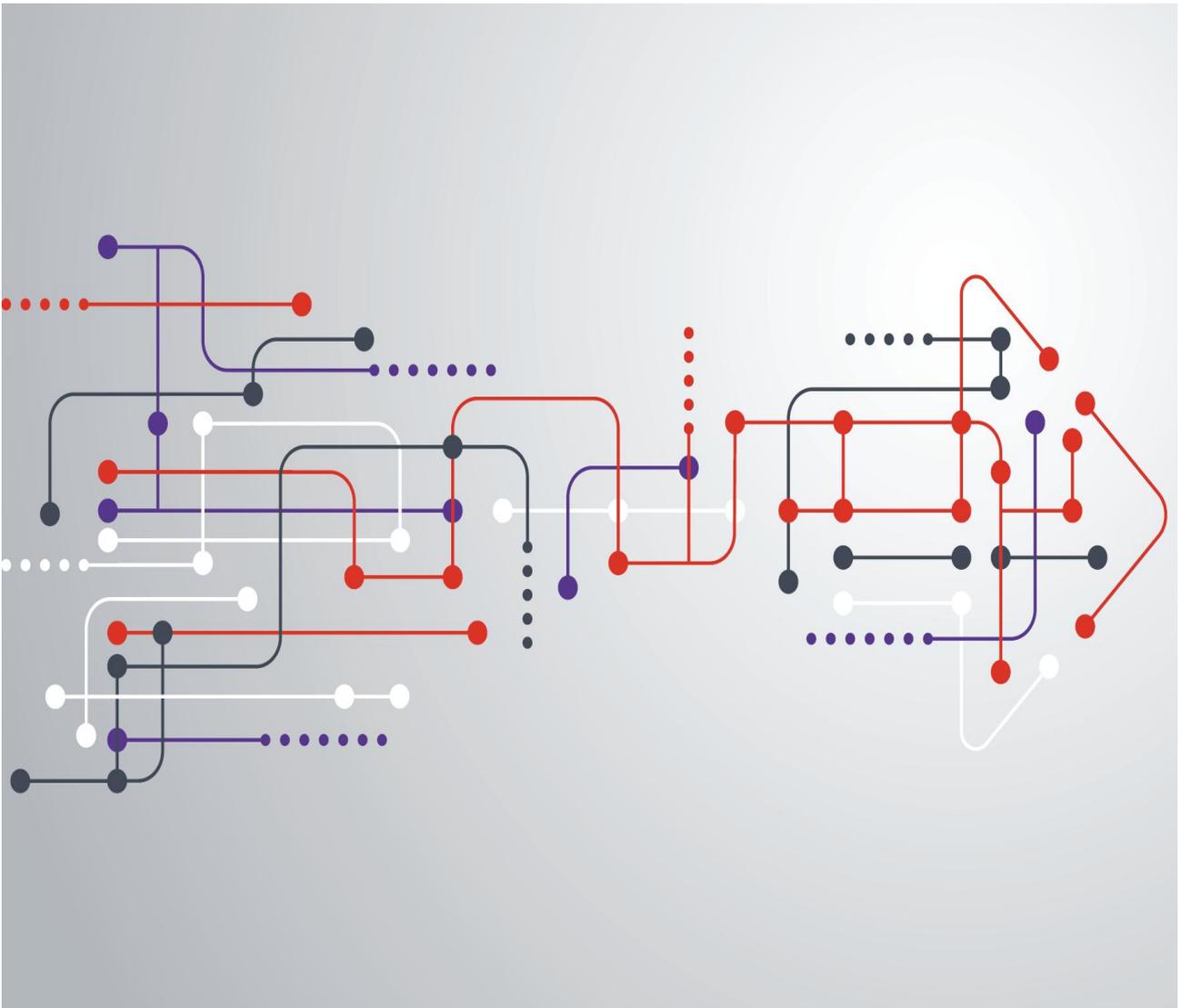


European
IP Helpdesk

Licensing-based business models

Programme | 29 October 2025

Online training



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Online training

Organised by **European Patent Academy**

European Patent Office
Bob-van-Bentham-Platz 1
80469 Munich
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epo.org/learning

In collaboration with **European Innovation Council**

Supported by **European IP Helpdesk**

1. Description

This online training session, organised in cooperation with the European Patent Office and the European Innovation Council and SMEs Executive Agency (EISMEA), offers a unique opportunity to explore the practical applications of licensing early-stage technologies.

It covers the concepts of business models and key provisions in a license, with participants then gaining insights from the real-life licensing experiences of business experts. The session will conclude with a dynamic discussion between licensing experts and participants, fostering interaction and collaboration.

2. Technical requirements

This is a Zoom session hosted by the EPO.

Speakers

Viorel Peca	Head of Unit, EIC Transition, European Innovation Council
Raquel Xalabarder	Director, European Patent Academy, EPO
Christian Soltmann	Product Manager Patent Data Services, EPO
Thomas Bereuter	Innovation Networks Manager, European Patent Academy, EPO
Adéla Dvořáková	Project Adviser, European Innovation Council
Ia Modin	Partner, GOZZO Advokater, and President, LESI Scandinavia
Simon Beckers	CEO and founder, Valence Technologies

Moderator: Stephanie Weber, Communications Manager, European IP Helpdesk

Event site:

<https://www.epo.org/en/learning/events/bs15-2025>

Wednesday, 29 October 2024

- 14.00** **Welcome**
Stephanie Weber
- 14.05** **Introduction**
Viorel Peca and Raquel Xalabarder
- 14.15** **Introduction to licensing**
Christian Soltmann
- 14.30** **Q&A**
Christian Soltmann
- 14.35** **Business models based on licensing**
Thomas Bereuter and Adéla Dvořáková
- 15.20** **Q&A**
Adéla Dvořáková and Thomas Bereuter
- 15.25** **Break**
- 15.35** **Practical aspects of licence agreements**
la Modin
- 16.05** **Q&A**
la Modin
- 16.10** **Case study: Valence Technologies, EIC Transition project SHINTO**
la Modin and Simon Beckers
- 16.30** **Q&A with all speakers**
- 16.50** **Closing remarks**
Stephanie Weber, Adéla Dvořáková and Thomas Bereuter
- 17.00** **End of training**

Speaker biographies

Viorel Peca

Head of Unit, EIC Transition, EISMEA

Brussels, Belgium



Viorel Peca is Head of Unit at EIC Transition (EISMEA). After joining the European Commission in 2008, he has held several leadership positions at the intersection of deep tech innovation, digital transformation and strategic R&D policy. Previously, he worked on the development of advanced communication products at Alcatel in Romania and Belgium. Viorel holds advanced degrees from Politehnica University of Timișoara, KU Leuven, VUB, and the Hertie School of Governance.

Raquel Xalabarder

Director, European Patent Academy, EPO

Vienna, Austria



Raquel Xalabarder holds an LLM from Columbia University Law School and a PhD in Law from the University of Barcelona. Before joining the EPO in 2023, Raquel was Dean of the School of Law and Political Science at the Universitat Oberta de Catalunya. She has taught and written in the fields of copyright and intellectual property, private international law and internet law. Raquel has previously been a tutor at the WIPO Academy.

Christian Soltmann

Patent Analyst, Chief Economist Unit, EPO

Munich, Germany



Christian Soltmann is a member of the Chief Economist Unit at the European Patent Office. He holds a PhD in materials science and a MAS in intellectual property. He joined the EPO in 2013 and is currently involved in patent analytics activities, such as the creation of EPO patent insight reports as well as EPO technology platforms.

Thomas Bereuter

**Innovation Networks Manager, PATLIB,
European Patent Academy, EPO**

Munich, Germany



Thomas Bereuter is a certified licensing professional (CLP) with over 25 years of experience in the international commercialisation of early-stage technologies. He has founded and supported several high-tech startups and university spin-offs and was one of the driving forces behind the business incubation and technology transfer wave in Austria in the early 2000s.

Adéla Dvořáková

Project Adviser, EIC Transition, EISMEA

Brussels, Belgium



Adéla Dvořáková is a tech-to-market adviser at EIC Transition, working closely with researchers and innovators to help turn scientific breakthroughs into market-ready products and businesses. Before joining EISMEA, she held various roles at the Research Executive Agency (REA), EUIPO and the EPO, gaining strong expertise in intellectual property and EU-funded R&D projects.

Stephanie Weber

Communications Manager, European Intellectual Property (IP) Helpdesk

St. Ingbert, Germany



Heading the communications team at the European Research and Project Office GmbH (EURICE), Stephanie Weber is a communication all-rounder with more than 15 years of experience in the strategic planning and implementation of communication measures for multiple international R&I projects. She has also been engaged in a number of European intellectual property (IP) support initiatives, which include managing the European IP Helpdesk's outreach activities since 2011. Stephanie collaborates with the EPO, EIC, European Commission and other stakeholders from Europe's research, IP and innovation landscape across various media formats, workshops and events on a regular basis.

Ia Modin

GOZZO Advokater, President LESI Scandinavia

Stockholm, Sweden



Ia Modin is a Partner at Gozzo Advokater, a Swedish IP boutique law firm, with over 25 years of experience in intellectual property and business law. She specializes in structuring complex collaboration agreements and advising on the commercialization of intellectual assets. An experienced negotiator and certified mediator, she is recognized for achieving favourable outcomes while fostering long-term partnerships. Her clients include leading companies and emerging businesses across industries where IP is central. Beyond her practice, she serves as President of LES Scandinavia and co-chairs the CEEM Committee of LES International.

Simon Beckers

CEO & Founder of Valence Technologies

Brussels, Belgium



Simon Beckers is CEO and Founder of Valence Technologies, an advanced materials company pioneering self-healing polymer technologies. A multidisciplinary professional, he holds a Master's in Electro-Mechanical Engineering and an MBA with expertise in Sales Management. His focus spans financing, strategy, and business growth, while leveraging R&D experience to drive innovation and partnerships across Europe. Valence Technology is a spin-off from the Vrije Universiteit Brussel (VUB), and its self-healing polymer technology has been supported by the EIC Transition programme through the project SHINTO.