



27th of September 2012

9.00am to 5.00pm

Westside Room, Boulevard Hotel  
Mid Valley City  
Lingkaran Syed Putra  
59200 Kuala Lumpur  
Malaysia

## WORKSHOP ON

# “INTELLECTUAL PROPERTY RIGHTS IN THE MEDICAL DEVICE INDUSTRY OF MALAYSIA”



This one-day workshop is intended for General Managers, Directors, Heads of R&D, Engineers, In-house Legal Counsels and Production Managers in the Medical Device Industry. It will review and address the implications of the impending Medical Device Act 2012 to the Medical Industry, and cover emerging trends and essential issues pertaining to Intellectual Property (IP) Rights within the Industry.

The sessions will be conducted by Mr. P. Kandiah, founder & director of KASS International and a prominent figure in the IP field.

[www.ammii.com.my](http://www.ammii.com.my)

As technical innovation finds its way into the Medical Device Industry, it is vital for developers of medical devices to observe the latest technology trends and sufficiently understand intellectual property laws to promote the growth of the Industry.

The Medical Device Industry is estimated to be worth US\$258 billion globally; in Malaysia, it is currently worth US\$3.9 billion and is rapidly growing. The Industry is highly dependent on successful commercialization of its R&D results.

To protect and recover its high investment costs in R&D activities, the Industry must rely on obtaining, maintaining and managing proprietary rights such as patents, industrial designs, trademarks and trade secrets. Product development should be based on strategic information on what is available for use without consent and what is available for use with license. How do you ensure ex-employees, joint-venture partners, suppliers and others do not become your competitors?

# SPEAKER'S PROFILE

P. KANDIAH



**P. Kandiah is the Founder and Director of KASS International**, an established intellectual property firm with offices in Malaysia, Singapore and Indonesia. The firm has been around for over 13 years and handles clients from all walks of life, including MNCs, Universities, leading R&D Institutions, SMIs and individual inventors.

Mr. Kandiah has vast experience in assisting local and international clients in obtaining patents, trademarks and industrial design rights on a global scale, having done so since 1987, and also specializes in identifying patentable inventions, designing around patented technology, creating new products together with clients, and advising on the commercialization of IP Rights, franchising and licensing strategies.

As a resource person for the World Intellectual Property Organization (WIPO), he has been invited to share his expertise on the IP system in South East Asia in countries such as Mongolia, Myanmar, and Bangladesh (for which he was also engaged to draft the Regulations to the Trademark Act 2009).

He has been identified as one of Asia's leading business lawyers by the Asialaw Leading Lawyers Survey. To this day, he continues to fight legal battles in courts on IP Rights.

## Professional Qualifications

- B.Sc.(Hons) 1972
- LL.B.(Hons) 1987
- CLP (Hons)
- FCIS (Lond)
- Advocate & Solicitor of the High Court of Malaya
- Registered Patent, Trademark, and Industrial Design Agent (Malaysia)

## Professional/Regulatory Memberships

- Past President of the Malaysian Intellectual Property Association (MIPA) and Malaysian chapter of AIPPI
- Foreign Member of Chartered Institute of Patent Agents (UK)
- Member of American Intellectual Property Law Association
- Member of Asian Patent Attorneys Association
- Member of International Trade Mark Association (INTA) and foreign member Institute of Trade Mark Agents (UK) (ITMA)
- Member of American Bar Association-IP Section

## Professional Experience

- Involved in all aspects to Intellectual Property Rights
- Advises clients in development of new products, securing IP Rights and commercialization of IP Rights
- Counsel in IP Litigation matters
- Resource person on IP for WIPO, JPO, JIII (Japan) and to Malaysian government and private institutions and companies
- Built up KASS International from a two-man IP practice to a reputable regional IP firm

# PROGRAMME SCHEDULE

**27th of September 2012**

09.00am - 09.30am

Registration

09.30am - 10.45am

Overview of Intellectual Property Rights in the Medical Device Industry

- Research based industry
- Legal barriers to prevent copy-cats
- Relationship between patent, industrial design, trademark, trade secrets, copyright, etc.
- Licensing in/out of technology
- Medical Devices Act - an overview

10.45am - 11.00am

Coffee Break

11.00am - 12.00noon

Claiming R&D results as private proprietary rights in Malaysia and in other countries

- From invention disclosure to filing patents and industrial design rights
- Claiming trademark rights
- Contribution to strong patent claims
- Filing, prosecution and maintaining patent rights in Malaysia and overseas

12.00noon - 01.00pm

Analysis of patents to see threats and opportunities

- Analysis of patent documents
- Technology trends as revealed by patent databases
- Various types of analysis of patent documents in assisting product development, market growth, etc.

01.00pm - 02.00pm

Lunch Break

02.00pm - 03.15pm

Technology Mining

- Analysis of patent database
- Technology trends in the medical device industry
- Demonstration of technology mining

03.15pm - 04.00pm

Tea Break

04.00pm - 04.30pm

Preservation of IP Rights in Contracts

- Employee contracts
- Seconded personnel contracts
- Joint product development contract
- Contract with suppliers of equipment

04.30pm - 05.00pm

Q&A Session/Closing

**WORKSHOP  
ON  
"INTELLECTUAL PROPERTY RIGHTS  
IN THE MEDICAL DEVICE INDUSTRY OF MALAYSIA"**

**Thursday, 27th September 2012**

---

Terms and conditions

**1. COURSE FEE**

Members of AMMI	RM 600.00 per person
Ordinary participants	RM 800.00 per person

**2. PAYMENT**

Cheques must be crossed and made payable to "**ASSOCIATION OF MALAYSIAN MEDICAL INDUSTRIES**" one week before commencement date.

For payment by direct bank-in/e-banking, please find our bank details as follows:

Receiving Bank	Maybank
Beneficiary Name	Association of Malaysian Medical Ind.
Beneficiary Account Number	514208142132
Please send a copy of the bank-in & remittance slip for confirmation.	

**3. REGISTRATION AND CLOSING DATE**

Closing date for registration is **12th September 2012**.

Please submit the registration form by email to [secretariat@ammi.com.my](mailto:secretariat@ammi.com.my).

For online registration, please visit [www.ammi.com.my](http://www.ammi.com.my).

**4. CANCELLATION**

AMMI reserves the right to cancel or postpone any training / event but with due notice to the registered participants / company(s). Cancellation of attendance and refund will not be entertained as all bookings would have been reserved and confirmed.

---

Organised by



Formed in 1989, the Association of Malaysian Medical Industries (AMMI) consists of 43 member companies and is one of the associations representing companies in the medical technology industry. AMMI members share a common commitment to quality and are reputable international and local firms that strictly adhere to the quality management system codes laid down by governmental agencies. The AMMI companies continue to be the growth base of the medical device industry in the country and consist of three main types of industry players: manufacturers; suppliers of raw materials and services to the medical devices manufacturing companies; and importers and exporters of medical devices, all of whom employ a large number of locals in their production facilities.

Contact:

Secretariat of the Association of Malaysian Medical Industries (AMMI)

c/o Medsociety Sdn Bhd

PSDC Building, No.1, Jalan Sultan Azlan Shah, Bayan Lepas, 11900 Penang, Malaysia

Tel: +604 6420 288 Fax: +604 6442 289

Email: [secretariat@ammi.com.my](mailto:secretariat@ammi.com.my)

Web: [www.ammi.com.my](http://www.ammi.com.my)