



300

The World's
Leading IP
Strategists
2023



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Welcome

It is a pleasure to welcome you to the 2023 edition of *IAM Strategy 300: The World's Leading IP Strategists*, our annual listing of individuals who lead the way in the development and implementation of world-class IP value creation programmes.

As the only platform that focuses on intellectual property as a business asset, IAM's belief is that IP assets are significant enhancers of business value. Among other things, they can help to drive revenues, increase profits, motor collaborations, secure freedom to operate and act as security in the financial markets.

However, all of this and more would be impossible without the contributions of individual men and women with a deep understanding of the ways in which intellectual property can most effectively be put to work. These are the world-class IP strategists we seek to identify in this guide. They do not see issues from just one perspective; instead, they see value creation in the round. It is this 360-degree perspective, combined with a demonstrable ability to deliver, which makes them stand out from the crowd.

From the very beginning, the *IAM Strategy 300* has identified individuals who offer top-tier services relating to the development and implementation of strategies that enable IP owners to maximise the value of their portfolios. All individuals who make the final cut, and who state that they wish to be included, are featured in the *IAM Strategy 300* at no cost. It is not possible to buy a place in the guide. However, all third-party advisers are offered the chance to publish an enhanced biography entry for a fee. Some decide to do so, while others decline. All enhanced biographies are edited into IAM house style – their content, however, is supplied directly by the individuals concerned.

A detailed index beginning on page 437 lists the world's leading IP strategists by areas of specialisation. All of the people featured in this guide were asked to identify which areas applied to them. However, there are not always easy fits. Therefore, please bear in mind that the categories are for guidance purposes only and do not provide definitive information. If you wish to get a better understanding of what an individual in the *IAM Strategy 300* does, it is strongly recommended that you contact that person directly.

Trevor Little
Managing Editor, IP

Methodology

IAM Strategy 300: The World's Leading IP Strategists identifies the individuals who are leading the way in the development and implementation of strategies that maximise the value of IP portfolios. The guide lists individuals from all kinds of entity – whether service providers, corporations, research institutions or universities.

These world-class IP strategists are primarily identified through confidential nominations made online. However, the extensive research process also involves face-to-face and telephone interviews, as well as email exchanges, with senior members of the global IP community.

No individual can qualify for a listing in the *IAM Strategy 300* unless they are nominated by at least three people from outside of their own organisation. But even this does not guarantee inclusion; instead, only those individuals who further research shows to have exceptional skill sets, as well as profound insights into the development, creation and management of IP value, are featured in the *IAM Strategy 300*.

Most nominees did not make it through the vetting process; those who did are listed in the following pages. The selection procedure is always strictly applied because our overarching aim is to ensure that only those individuals who possess exceptional skill sets – as well as profound insights into the development, creation and management of IP value – feature in the *IAM Strategy 300*.

We strive to ensure that the *IAM Strategy 300* is as accurate as possible. Our aim is to produce the definitive list of the world's leading IP strategists. Ultimately, however, what you find within this guide represents the subjective opinion of the *IAM* research team.

We cannot promise that every IP strategist who deserves to be described as world class has made it into this publication. But we are certain that everyone who is listed deserves to be. However, if you disagree with our opinion, we would like to hear from you. Our guarantee is that we will research your comments extensively, with the aim of improving the list in the future.

Sophie Storrs
Head of Research, IP

Sectors of expertise

All individuals listed in the *IAM Strategy 300* were asked to choose from 14 categories when identifying their particular areas of expertise. Some categories are self-contained and self-explanatory; others can be divided into a number of sub-categories. Below (in bold) is a list of the categories available for selection, followed by a non-exhaustive set of sub-categories, as appropriate.

- **Brokering** – IP sale; IP acquisition
- **Defensive patent aggregation**
- **Finance** – venture capital; private equity; patent value funds; merchant banks; corporate finance; venture financing; litigation financing; royalty stream securitisation
- **IAM/IC** – intellectual asset management; intellectual capital management; directed invention; innovation strategies; technology commercialisation
- **IP auctions** – open; closed
- **IP-backed lending**
- **IP insurance** – defensive; assertion; reputation protection; asset protection
- **IP management consultancy** – corporate IP spin-outs; managing non-practising entity risk; open innovation; technology partnering; collaboration; joint ventures; portfolio management; IP marketing; technical and market evaluations; outsourcing; IP planning; IP audits; transactions strategies; reverse engineering; patent landscaping and analysis; IP investments; strategic communications; patent ratings
- **Legal** – litigation; litigation support; infringement evidence collection; designs; patents; trademarks; brands; copyrights; e-commerce; the Internet; patent and trademark prosecution; counselling; expert witness services; IP audits; due diligence; arbitration; insolvency
- **Licensing** – out-licensing; in-licensing; international licensing; brand extension
- **M&A**
- **Tax** – domestic; international; transfer pricing
- **Technology transfer** – corporate; academic; research institutions

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Profiles

Paul Ahern

Director – IPValue Management Inc
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While continuing in the role of director of licensing technology staff, during 2022 Paul Ahern was nominated as director to the board of management of Longitude Licensing, part of the IPValue Management Group.

In parallel to this executive leadership role, Mr Ahern also led portfolio diligence on semiconductor and memory patents as well as strategic licensing discussions on the outbound licensing side of the business.

He also engaged in a number of patent portfolio landscaping activities, particularly in the areas of semiconductors and displays, while assessing new machine learning and AI-based semantic analysis tools.

Adding to its existing portfolios from partners such as Seiko-Epson, Infineon and Micron, the company continued to build on its strong partnerships with leading innovators, such as Intel, with the acquisition of further large portfolios of patents with impeccable pedigree and widespread adoption in the semiconductor industry. Longitude's latest portfolio, Tahoe Research, leaves the company well positioned to continue strong year on year licensing revenue growth, to maximise returns for our investors, and grow the portfolio to over 8,000 active grants and applications.

Longitude Licensing and its affiliate IPValue Management, Inc. now have a combined team of almost 20 technical staff, including many with decades of industry experience. New subject matter experts added to our internal roster has allowed us to scale and create further high-quality licensing materials, while leveraging millions of dollars invested in advanced reverse engineering annually to drive the team's collaborative "litigation-last" licensing model and remain a sought-after partner for portfolio monetisation.

During the year, Mr Ahern managed Longitude's relationship building with inventors, corporate IP executives, patent brokers, service providers and other IP professionals, and participated in initiatives to maintain and grow the meaningful relationships between Longitude and the IP industry. There were many high points, such as attending IPBC Europe and speaking at the Dublin IP Summit.



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Professional associations

- APTMA
- IoD Ireland
- Dublin City University

Sectors

- Defensive patent aggregation
- IP management consultancy
- Licensing
- M&A
- Valuation



IAM says:

"Paul Ahern is an expert in material sciences and semiconductor intellectual property, and he has a level of specialism that brings real depth to IP licensing activities. His successes are evidence of his status as one of the best IP strategists."

Erik Ahroon

Vice President of Licensing & Business Development – Acacia Research Corp
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Erik Ahroon is currently vice president of business development and licensing at Acacia Research Group. He is responsible for acquisitions, partnerships, global licensing activities and corporate development. Mr Ahroon rejoined Acacia Research in 2019 to help reignite the IP Business from scratch after the company changed leadership.

Prior to Acacia Research, Mr Ahroon spent nearly five years at WiLAN, where he was vice president of business development and patent agent, where he played a key role in WiLAN's efforts to diversify its business by acquiring medical, energy, industrial, wireless, consumer goods and electronics and online security technologies. Prior to WiLAN, Mr Ahroon served as vice president at Acacia Research out of the Plano, Texas, headquarters and contributed to major global licensing deals, spearheaded Acacia's energy programme and was responsible for acquisitions of portfolios across various sectors.

Early in his career, Mr Ahroon worked as an engineer, focusing on the design, manufacture and testing of cryogenic pump technologies for the liquefied natural gas industry at Atlas Copco/JC Carter Pumps. He also supported the commercialisation of hydrogen fuel storage systems at Quantum Fuel Systems Technologies and worked on advancements in the fitness industry at Star Trac Fitness.

Mr Ahroon continues to take an active role in helping inventors, start-ups and M&A by mentoring, advising on IP rights and navigating routes for proper patent protection and patent monetisation. He has helped numerous start-up companies and inventors and currently resides on SQN Venture Partners' board of advisers, advising on all IP-related matters within their portfolio companies.

Mr Ahroon holds an MBA from the University of California, Irvine, and a BS in mechanical engineering from the University of California, Santa Barbara. He is an inventor on several US patents and is registered to practise before the USPTO.



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Professional associations

- USPTO
- IAM
- ASME
- OCTANE
- LES

Sectors

- Finance
- IP management consultancy
- Legal
- Licensing
- M&A
- Technology transfer
- Valuation

IAM says:

"In addition to having vital industry knowledge, Erik Ahroon has the uncanny ability to analyse a patent portfolio thoroughly, identify its strengths and weaknesses, and propose a structure that will fit the particular goals of the client. He is highly resourceful and a pleasure to work with."



Cook Alciati

Principal – Gardella Grace PA
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Cook Alciati specialises in intellectual property litigation, with a particular emphasis on patent litigation. Mr Alciati's work as lead counsel in district courts throughout the country and representation before the Patent Trial and Appeal Board as well as the United States Court of Appeals for the Federal Circuit have now led to recognition by multiple publications over consecutive years. Mr Alciati has experience in all aspects of patent litigation from the filing of the complaint through a jury verdict. Mr Alciati has handled numerous *Markman* hearings, summary judgment hearings and *Daubert* hearings in district courts throughout the country.

Mr Alciati's practice also involves representing clients in appellate matters, principally before the United States Court of Appeals for the Federal Circuit. In addition to his experience litigating patents, Mr Alciati has experience in complex commercial litigation, trade secret litigation, and trademark and copyright litigation. Mr Alciati has experience with a broad range of technologies including aseptic processing, electronics, cloud computing technologies, artificial-intelligence based inventions, LEDs, footwear, sporting equipment, and medical devices including implantable devices, wound closure devices and obesity treatment devices.

Mr Alciati brings a unique perspective to private practice. Mr Alciati began his career in private practice and was hired in-house to oversee a major patent litigation campaign involving industry-wide infringement of the company's patents. Mr Alciati enjoyed success in that effort, including by successfully defeating several *inter partes* review petitions. During his time serving as in-house counsel, Mr Alciati learned the importance of efficiency in large-scale patent litigation. He also learned the value of transparent and frequent communication between a client and outside counsel.



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Sectors

- IP management consultancy
- Legal

IAM says:

Cook Alciati "works effectively with clients who have had their patents infringed through helping to manage expectations and fighting diligently for the best possible monetisation outcomes".



Stephan Altmeyer

Vice President – Deutsche Telekom AG

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Stephan Altmeyer is tribe lead/vice president patent and brand at Deutsche Telekom AG, one of the world's leading integrated telecom companies, with 184 million mobile customers, 27.5 million fixed-network and 21 million broadband lines.

Dr Altmeyer is responsible for word wide patent and trademark activities, especially standard-essential patents and the well-known Telekom brands. Along with his in-house team and external lawyers, he has been able to obtain landmark judgments that have influenced FRAND case law. He is also responsible for IPR prosecution, licensing and shaping Deutsche Telekom's patent and trademark portfolio including about 8,000 patents and famous brands like "T" and the magenta color.

He is a member of many highly relevant committees and bodies and a contact person for political decision makers in ministries and offices, the author of several scientific and journalistic articles and an invited speaker at conferences.

Before joining Deutsche Telekom in 2010, Dr Altmeyer worked as a patent attorney in an international law firm before moving to Vodafone as senior patent counsel. He holds a diploma and a doctorate in theoretical physics and is a registered German and European patent and trademark attorney and an entitled representative before the UPC.

Dr Altmeyer recently took a key role in realigning Deutsche Telekom's patent strategy. He is also continuing to drive the agile working and digitisation in his division.



Deutsche Telekom AG

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Sectors

- Defensive patent aggregation
- IP management consultancy
- Legal
- Licensing



Frank A Angileri

Shareholder and Co-Chair, Post Grant Proceedings – Brooks Kushman PC
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Frank Angileri is the president of Brooks Kushman and focuses his practice on IP litigation and post-grant proceedings. He is well-known by clients and colleagues for his strategies to solve clients' most challenging IP issues.

With nearly 30 years' experience representing small, medium-sized and large corporations on a variety of contested IP matters, Mr Angileri has successfully tried patent, trademark, trade secret and copyright cases in federal courts nationwide, the Courts of Appeals for the Sixth and Federal Circuits and the International Trade Commission. His litigation experience spans various technologies and industries including automotive, consumer electronics, industrial technologies, food and beverage and home appliances. More recently, he served as trial counsel for Ford Motor Company in a patent lawsuit involving 13 design patents. Concluding the trial, he obtained an award of almost US\$3 million in profits and attorneys' fees as well as the entry of a permanent injunction.

Prior to becoming president of Brooks Kushman, Mr Angileri was the co-chair of the firm's post-grant proceedings practice. He has been instrumental in bolstering the firm's national reputation while successfully representing clients in more than 70 IP rights proceedings. He was lead counsel in representing an automotive original equipment manufacturer during the pendency of the 22 IP rights proceedings, where he managed proceedings through to the final written decision where the PTAB held that 273 patent claims were unpatentable.

Under his leadership, the firm has continued to grow and invest in innovative resources to maximise the value of client's IP assets. Through his stewardship, the firm has remained at the forefront of industry changes, which has allowed Brooks Kushman to become an innovator in this space and to continue to provide our clients with the highest level of service in a more efficient and streamlined manner.



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Professional associations

- Michigan Intellectual Property Inn of Court
- Federal Circuit Bar Association
- PTAB Bar Association
- Federal Bar Association
- Intellectual Property Owners Association

Sectors

- Legal

IAM says:

President of Brooks Kushman Frank A Angileri is an esteemed litigator known for his creative and strategic problem-solving. He is shrewd in his approach and carefully considers all the legal and commercial factors in his advice.



Afzana Anwer

Head of IP – BRITSHVOLT

<https://q-flo.com/> | <https://q-flo.com/>

Dr Afzana Anwer is head of IP at various high-profile start-ups with extensive worldwide experience over 20 years robustly proactively managing risk across the IP life cycle aligning with business objectives and partnering with well known technology disruptors. She presently advises highly driven entrepreneurial fast moving agile teams at the cutting edge of sustainable battery and green technologies for all applications in the race to electrification and transition to zero carbon. Collaborating especially closely with CTOs, CPOs, GCs and CFOs, as a trusted adviser, to ramp up IP for next round of funding for investments up to billions of pounds, with a go-to-market strategy with a viable product. She also advises multinationals undergoing seismic transformation post billion-pound investments on rebranding strategies.

Dr Anwer advises company-wide teams on the capture, protection, defence, enforcement and exploitation of green technologies for a consolidated IP strategic approach, such as for optimising cell development for lithium-ion batteries or sourcing novel cell components.

Dr Anwer takes a pivotal pragmatic approach when it comes to transactional work with strategic partners, suppliers, joint venturers, universities, and customers to manage IP supply chain risk and customer expectations, such as procuring specialised equipment for building gigafactories around the world, or strategic acquisition for market lead. With a problem solution approach, she fosters an IP innovation culture to breakdown challenges faced, for example, when developing high-performance applications, energy storage solutions or creating the next generation of green technologies.

Dr Afzana Anwer is uniquely placed with advanced science degrees (University of Cambridge/Massachusetts Institute of Technology) and dual legal qualifications (Massachusetts/USA and Roll of Solicitors/UK). She has regularly contributed to the IP community and trend setting in gap areas of the law for new emerging technologies.



BRITSHVOLT

London
United Kingdom

Professional associations

- Massachusetts State Bar, USA
- Roll of Solicitors, United Kingdom

Sectors

- IP management consultancy
- Legal
- Licensing
- M&A
- Technology transfer
- Valuation



Akiko Araki

Managing Partner – Araki International IP & Law
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Akiko Araki, an attorney-at-law admitted in Japan and California, is the founder of Araki International IP&Law (Araki International). She primarily advises international clients on cross-border intellectual property (IP) and technology matters including patent licensing and litigation, trade secrets, copyrights, and trademarks. She has considerable experience in handling global portfolio licensing in the areas of standard essential patents (SEPs) and patent pooling.

She founded Araki International in the summer of 2021, with a strong motivation to create a cutting-edge new law firm based in Tokyo, Japan, especially focusing on cross-border IP transactions and litigations. Since its launch, she has helped her clients in concluding several key deals and settling IP disputes. Matters she has handled include:

- Represented a client in multiple global patent portfolio licensing and patent acquisition deals and led the successful conclusions of these deals
- Represented a client in a settlement discussion in a patent dispute, involving multiple stakeholders, and led to the conclusion of a settlement agreement that is preferable to the client
- Represented a client in an investment and collaboration transactions involving IP assets
- Supported a client in reviewing and negotiating patent pooling transactions
- Supported clients in handling IT transactions, such as software development agreements

She leads her team in helping Araki International clients, and is keen to further expand and strengthen the firm's team in the upcoming years.

She is also active in writing and speaking engagements, and enjoys collaborations with industry leaders. Examples include the following:

- "The Latest Issues on NFT and Metaverse focusing on Intellectual Property Issues" *Business & Law* (December 2022) (in Japanese)
- "Emerging Technologies" IPBC Asia, *IAM* (November 2022)
- "Recent Development on the US Intellectual Property Law" at Tohoku University Seminar hosted by Head Office of enterprise Partnerships, Tohoku University (June 2022) (in Japanese)



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Professional associations

- Member, Daini Tokyo Bar Association
- Member, Licensing Executives Society (LES) Japan
- Member, Japan Patent Attorneys Association
- Member, International Association for the Protection of Intellectual Property

Sectors

- Legal
- Licensing

Araki International
IP&Law 荒木法律事務所

IAM says:

Firm founder Akiko Araki is a seasoned attorney who feels at home handling cross-border matters. Her time spent in-house for a Japanese company makes her a savvy negotiator when securing big commercial deals, and she effortlessly enhances global portfolios.

Kevin Arst

Senior Managing Director – Ankura Consulting Group, LLC
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Kevin Arst is a senior managing director at Ankura Consulting Group, a leading business advisory and expert consulting firm with more than 1,600 professionals and 35 offices around the world.

Mr Arst's consulting practice is primarily focused on the valuation of intellectual property and the determination of damages in IP infringement litigation. He has performed hundreds of IP valuations in the context of financial reporting imperatives, tax-related initiatives, fair market value analyses, transactions support, restructurings, IP infringement and misappropriation litigation. Mr Arst has also provided analytical and corporate finance support to clients engaged in IP licensing negotiations and IP-centric business transactions.

Mr Arst's clients have included both individual inventors and multinational corporations. His consulting experience extends beyond patents and technology rights and includes other forms of intellectual property, such as trade secrets, trademarks and copyright. Mr Arst's consulting experience also spans a range of industries, including aerospace, medical devices, pharmaceuticals, computer hardware and software, semiconductors, mobile devices and consumer products.

Mr Arst has provided expert testimony on IP infringement damages and valuation issues in US court proceedings and international arbitrations. He served on the board of trustees of the Licensing Executives Society (LES) USA and Canada. He also served as the chair of LES's Valuation and Taxation Committee. Mr Arst is a certified public accountant, a certified licensing professional and is also certified in financial forensics. Before joining Ankura, Mr Arst held senior positions at 284 Partners and Ocean Tomo.



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Professional associations

- AICPA
- LES

Sectors

- Finance
- Licensing
- M&A
- Technology transfer
- Valuation

IAM says:

Kevin Arst, an expert in the valuation of intellectual property and calculating damages in IP litigation, frequently offers expert testimony in state and federal courts. His in-depth understanding and perceptiveness have earned him a diverse clientele, ranging from individual inventions to large international organisations.



Philip Arvanitis

Director, IP Business Consulting – CPA Global
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Philip Arvanitis is the director of IP business consulting at Clarivate, where he leads the IP diagnostic consultancy solutions. Together with his team, he drives change and digital transformation across R&D and IP departments in corporations and IP law firms. Their expertise lies in enterprise solution design and a methodology focused on four key areas: people, process, technology, and intelligence. Mr Arvanitis employs methodologies such as lean, Six Sigma and proprietary IP Metrics.

Mr Arvanitis regularly advises c-suite executives and decision-makers of global industry-leading organisations. He has led consulting engagements and participated in thought leadership speaking events, including the 24th China Competitive Intelligence Annual Conference in 2018 held in Yinchuan. Mr Arvanitis has helped numerous IP law firms and corporations drive more efficient processes, best in class IP Management and IP practice development strategies.

In his recent work, Mr Arvanitis has provided strategic guidance to a European automotive corporation on harmonising and simplifying workflows and technology following multiple acquisitions. He has also counseled an international consumer goods company on realigning their IP strategy and team structures during a carve-out process. Additionally, he has enabled US IP departments to optimise their agent networks and achieve greater ROI through digital transformation. His expertise in patent analytics includes advising pharmaceutical and telecom leaders on automating competitive intelligence using APIs, machine learning (ML) and derived metrics.

Prior to joining Clarivate, Mr Arvanitis gained experience in technology scouting, portfolio management, competitive intelligence and open innovation projects. He worked at Sagentia Innovation and Cambridge IP, both based in Cambridge, UK. He holds a master's degree in intellectual property law from Queen Mary, University of London, and an undergraduate degree in biology from the University of Durham.



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Sectors

- IP management consultancy
- Licensing
- M&A
- Technology transfer

IAM says:

Phil Arvanitis is instrumental to the transformation of his clients' intellectual property. He provides thorough and effective system analyses that improve profitability and efficiency. He completely fulfils the role of a strategist who understands his clients' needs and delivers value-adding solutions.



Amit Aswal

Managing Partner – AnovIP
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Amit Aswal is a distinguished figure in the realm of intellectual property (IP) with a remarkable career spanning over a decade. As the founder of anovIP, he has exhibited unparalleled expertise in assisting clients across the globe in harnessing the power of intellectual property for growth and success.

With a unique blend of technical prowess and legal acumen, Mr Aswal has consistently proven his mettle in various facets of IP management. His educational background in computer science, coupled with his qualifications as a patent and trademark attorney, endows him with the rare ability to bridge the gap between technology and law.

Mr Aswal's achievements encompass a wide spectrum of strategic endeavors. He excels in devising comprehensive IP strategies, steering both defensive shields to safeguard client interests and offensive tactics to secure competitive advantages. His finesse in negotiating intricate IP transactions, encompassing licensing agreements and technology transfers, and showcases his proficiency in bringing complex deals to fruition.

Mr Aswal has a keen aptitude for identifying and capitalising on opportunities in IP monetisation. His adeptness in evaluating patent portfolios, determining royalties, and spearheading patent pool initiatives underscores his visionary approach to IP value creation.

With an illustrious client portfolio spanning from small enterprises to Fortune 500 corporations and academic institutions, Mr Aswal's impact extends across diverse industries including manufacturing, fashion, healthcare, and telecommunications. He has demonstrated his prowess in guiding clients through the intricacies of IP infringement cases, further solidifying his standing as an invaluable adviser.

An active member of esteemed associations such as the Asian Patent Attorneys Association, International Trademark Association, and the Licensing Executives Society, Mr Aswal remains at the forefront of industry trends and practices.



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Sectors

- Brokering
- Defensive patent aggregation
- IAM/IC
- IP auctions
- IP insurance
- IP management consultancy
- Legal
- Licensing
- M&A
- Technology transfer
- Valuation

IAM says:

Amit Aswal is an experienced, client-oriented and results-focused IP professional. He has refined legal expertise, technical acumen and a knack for unleashing the true potential of his clients' portfolios.



Kemal Rifat Aygör

Senior Licence Programme Manager – Vestel Elektronik AŞ
www.vestel.com.tr | www.vestel.com.tr

Kemal Rifat Aygör is a senior licence programme manager in the IPR Department at Vestel Elektronik A.Ş which is one of the leading companies in consumer electronics. In this role, Mr Aygör is responsible for all aspects of IP matters including IP creating, patent prosecution, licensing discussion, licensing dispute, patent litigation and IP monetisation. He coordinates the patent application processes and patent portfolio of Vestel Elektronik. He has an active role in the business, licensing and technical discussions with licensors or patent owners. Mr Aygör has participated in many patent licence negotiations and worked on strategic licensing matters.

Mr Aygör has been serving on Vestel IPR Department for almost 14 years. He is a European patent attorney with strong technical expertise and knowledge in the electronic field. He has acquired an extensive experience in the licensing discussion on the Standard Essential Patents (SEPs) and he has deep knowledge on FRAND (Fair, Reasonable and Non- Discriminatory) licensing matters.

Mr Aygör enjoys sharing knowledge and experience on SEPs with the IP community, particularly in Turkey. He is an active speaker in conferences and events by various organisations.

Mr Aygör received his bachelor's degree in electrical & electronics engineering and his master of science degree in engineering management.



Vestel Elektronik AŞ

Manisa
Turkey

Professional associations

- Epi

Sectors

- Defensive patent aggregation
- Licensing
- Valuation



Gregory Bell

Group Vice President – Charles River Associates
 gbell@crai.com | www.crai.com

Gregory Bell frequently testifies as an expert witness on damages in IP, finance and antitrust litigation in courts and arbitration proceedings in North America, Europe, Asia and Australia. He has considerable experience regarding lost profits, price erosion and reasonable royalty issues in IP disputes. His business consulting engagements focus on the economics of business strategy, working with firms to develop sustainable competitive advantages in their product markets. This business perspective informs the accounting, economics and finance analyses of his damages opinions.

He leads the global life sciences practice at Charles River Associates.

Dr Bell has an MBA and a PhD in business economics from Harvard University. He is also a chartered accountant in Canada. His testifying experience includes cases involving consumer products, diagnostics, financial instruments, medical devices, natural resources and pharmaceuticals.



Charles River Associates

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 United States

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Professional associations

- CICA
- AEA

Sectors

- Legal

IAM says:

Gregory Bell is well known for his testifying skills and methodical analyses. He brings a global view and keen eye for opportunities to offer invaluable assistance to clients, particularly in the life sciences industry.

CRA Charles River
 Associates

Brent R Bellows

Partner – Knowles IP Strategies LLC
 bbellows@kipstlc.com | www.kipstlc.com

Brent R Bellows is a partner at Knowles Intellectual Property Strategies (KIPS) in Atlanta. He focuses on pharmaceutical and biotechnology patent strategy, including domestic and international patent preparation and prosecution, portfolio creation and management, and due diligence. As part of his practice, Dr Bellows is particularly attuned to the strategic positioning and strengthening of patent portfolios encompassing clinically valuable assets in light of potential competitor challenges. He represents a diverse range of clients, from entry-level and emerging start-ups to global corporations.

Dr Bellows is active in the IP community, serving as a past chair of the IP section of the Georgia State Bar, an organisation of more than 1,200 IP lawyers. In this capacity, he led the organisation of educational programming, was the official representative for the state bar, and regularly communicated with IP bars and organisations throughout the country. He is also a lecturer on IP issues domestically and internationally.

Dr Bellows received a PhD from the University of Alabama, Birmingham in human genetics, where his thesis focused on the identification of tumour antigens. His research covered several disciplines, including molecular biology, molecular genetics, biochemistry, immunology and virology.

Following graduate school, Dr Bellows attended the University of Virginia Law School. After practising for several years, he served as a law clerk to Judge Charles A Pannell Jr in the Federal District Court for the Northern District of Georgia, where he assisted with all IP cases on Judge Pannell's docket. In 2011, he joined KIPS as a partner.



Knowles IP Strategies LLC

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Professional associations

- FCBA
- Linn Inn Alliance of the American Inns of Court
- Atlanta IP Inn of Court
- Intellectual Property Owners Association
- State Bar of Georgia

Sectors

- IP management consultancy
- Legal
- Licensing
- Technology transfer



IAM says:

For strategic advice in the pharmaceutical and biotechnology fields, Brent Bellows is a top choice. He is dedicated to building and bolstering patent portfolios for a diverse set of clients – and does so with sophistication.

Keith Bergelt

Chief Executive Officer – Open Invention Network LLC
 kbergelt@openinventionnetwork.com | www.openinventionnetwork.com

Keith Bergelt is CEO of Open Invention Network (OIN), the largest patent non-aggression community in history, created to support freedom of action in Linux as a key element of open source software. Funded by Google, IBM/Red Hat, NEC, Philips, Sony, SUSE and Toyota, OIN has more than 3,800 community members. As CEO, Mr Bergelt is directly responsible for enabling, influencing and defending the integrity of the Linux ecosystem. His goal is to ensure that users of core Linux and adjacent open source software operate free of the threat of assertion and litigation from those whose business models are antithetical to innovation and global economic growth in information technology and computing.

Before joining OIN, Mr Bergelt was president and CEO of two hedge funds – Paradox Capital and IPI – formed to unlock the considerable asset value of patents, trademarks and copyrights in middle-market companies. During Mr Bergelt's stewardship of these IP-based lending activities, he raised more than US\$300 million and financed portfolio companies of private equity firms, including Texas Pacific Group, Kelso & Co, JH Whitney, Weston Presidio, Goode Partners, Palladium Capital and Castanea Partners.

Previously, Mr Bergelt was a senior adviser to the technology investment division at Texas Pacific Group. He also headed business development, intellectual property and licensing for the Kelso & Company portfolio company Cambridge Display Technology in the United Kingdom. Additionally, he established and served as general manager of the strategic intellectual asset management business unit at Motorola Corporation and served as Motorola's director of technology strategy.

Mr Bergelt holds an *artium baccaureus* from Duke University, a JD from Southern Methodist University School of Law and an MBA from Theseus Institute in France. He is a frequent speaker on corporate strategy, finance and IP management.



Open Invention Network LLC

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Professional associations

- IPO
- LES

Sectors

- Defensive patent aggregation
- Finance
- IAM/IC
- IP management consultancy
- Legal
- Licensing
- Valuation

IAM says:

"Keith Bergelt has a track record of success in the industry and outstanding expertise in developing licencing programmes. He is a formidable expert who always understands his clients' objectives and how to accomplish them."

openinventionnetwork

Shailendra Bhumralkar

Global Head of Intellectual Property – Naspers Ltd

www.linkedin.com/in/sbhumralkar | www.linkedin.com/in/sbhumralkar

Shailendra Bhumralkar has over 30 years of international legal experience across the full spectrum of IP disciplines, including strategy development, licensing, litigation and public policy. He has built IP programmes with a global reach across diverse corporate environments – from established multinational firms to up-and-coming start-ups – always with a sharp focus on leveraging intellectual property in support of business goals.

Mr Bhumralkar served for nine years as the Global Head of IP with Naspers Group, a global internet and media group and one of the largest technology investors in the world. Mr Bhumralkar provided full-service in-house IP expertise, counselling all of the group's subsidiary companies in the development and execution of customised IP strategies, primarily in emerging markets. His responsibilities at Naspers further included managing IP litigation and disputes, developing a portfolio of IP assets and structuring complex IP transactions. He also managed IP due diligence for the group's M&A activities.

Before joining Naspers, Mr Bhumralkar was vice president in the global IP group at SAP, where he spent 12 years and took on several leadership roles in driving the growth and strategic function of the IP group. He managed a global team of more than 50 professionals and grew the portfolio from a few hundred patents to a strong, diverse portfolio of over 10,000 assets. Earlier in his career, Mr Bhumralkar spent six years in private practice, and he later served as the sole IP counsel at start-up firms in Silicon Valley. He earned a BS in electrical engineering from Stanford University and a JD from Georgetown University.



Naspers Ltd

San Francisco
California
United States

Professional associations

- State Bar of California
- USPTO

Sectors

- Legal
- Licensing
- M&A
- Technology transfer



Timothy Bickham

Partner – Dentons US LLP

timothy.bickham@dentons.com | www.dentons.com

Tim Bickham is a partner with Dentons US LLP and he leads the China IP Litigation practice in the United States. Mr Bickham advises clients on their patent portfolios and litigates cases in district courts through the United States, with particular experience in Delaware and Texas. He also has experience leading multi-jurisdiction litigation as well as litigating Section 337 claims before the US International Trade Commission (ITC). He is widely recognised as a leader in complex litigation, both domestic and international.

Mr Bickham represents companies in US competitor litigation and coordinates international patent enforcement efforts. He works with both Fortune 100 companies and international companies entering the US market. His clients are among a diverse array of industries, including chemicals, telecommunications, electronics, medical devices, pharmaceutical, software and computers.

Over the past two decades, in addition to working with US and European companies, Mr Bickham has developed a practice representing clients from China and Brazil in intellectual property (IP) matters. He represents Chinese companies with patent litigation and trade secrets issues in the US district courts and at the ITC. He has helped Chinese companies secure satisfactory results in numerous high-profile intellectual property cases in the US. He has extensive experience in representing and protecting interests of Chinese multinationals. He serves as foreign IP expert in several Chinese governmental agencies and institutes, and he is frequently invited to provide guidance and insights to Chinese companies regarding their overseas IP disputes. He has also spoken extensively in China on patent matters facing Chinese companies doing business in the US and lectured at the Tsinghua University and Berkeley Law. His articles have been published and quoted by leading legal publications in China.

Mr Bickham also represents Brazilian companies with their IP matters abroad and also assists international companies with their IP matters within Brazil. Tim has spoken at events sponsored by several leading Brazilian organisations, including Associação Brasileira de Propriedade Intelectual (ADPI), Sociedade Brasileira de Direito Internacional (SBDI), EMARF, and The Pharmaceutical Management and Innovation Agency (Agif), based at the Butantan Institute in São Paulo.

Bar & Court Admissions

- District of Columbia
- Missouri
- US District Court, District of Columbia
- US District Court, Eastern District of Texas
- US Court of Appeals, Federal Circuit
- US Patent & Trademark Office

Education

- LLM, The George Washington University Law School, 1998
- JD, University of Missouri, Columbia, 1994
- BA, William Jewell College, 1991, Chemistry



Dentons US LLP

1900 K Street NW
Washington, DC 20006
United States

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Professional associations

- Federal Circuit Bar Association

Sectors

- IP management consultancy
- Legal
- Licensing

IAM says:

Recently joining Dentons as head of its China IP litigation team, Tim Bickham scores crucial wins for his clients and has a superb ability to create sophisticated strategies. "His legal acumen coupled with his business knowledge make him a powerful partner."

大成 DENTONS

Mihaela D Bojin

Associate Director – University of Iowa Research Foundation

www.research.uiowa.edu

Mihaela Bojin is an Associate Director at the University of Iowa Research Foundation (UIRF). She has extensive expertise in intellectual capital management (licensing, negotiations, partnerships), advises start-ups, and mentors their entrepreneurs.

Dr Bojin holds many leadership positions. She is currently a director on the Licensing Executives Society (LES) Board, a board member of the LES Standards Development Organization, and a board member of the Midwest Research University Network (MRUN). She serves as the chair of the LES 2023 Annual Meeting. She has been the chair and founder of the LES Iowa Chapter, chair of the LES Standards ISO/TC 279 Innovation Management committee, and VP of the LESI Patent and Technology Licensing committee. Dr Bojin has served on the University of Iowa (UI) Staff Council Executive committee, the UI Research Council, IP policy and Conflict of Interest committees. She has broad teaching experience in intellectual property management, licensing, commercialisation, negotiation and various chemistry courses.

Dr Bojin is a Certified Licensing Professional (CLP) and a registered patent agent with the USPTO. Before joining UIRF, Dr Bojin was a patent agent at a New York City Intellectual Property Practice Group, where she managed complex patent dockets for US and foreign pharmaceutical, chemical, and cosmetics clients. Previously, she managed her research programme as an assistant professor on tenure track at the City University of New York, and as a postdoctoral scholar at the University of California, Davis, and New York University. Dr Bojin holds a PhD in theoretical chemistry from Cornell University (mentor: Roald Hoffmann), and a BSc in chemistry from the University of Bucharest, Romania.

Dr Bojin is the author of "Academia and Technology Transfer in the US" (*Les Nouvelles*), over 15 scientific publications, and numerous presentations. She served as a technology transfer specialist reviewer for the US Department of Defense Congressionally Directed Medical Research Program (CDMRP). She was profiled in *Inspiring Minds*, featured in *Access Magazine* and in *Live Science Behind the Scenes*, a National Science Foundation sponsored website.



University of Iowa Research Foundation

Iowa City IA
United States

Professional associations

- Midwest Research University Network (MRUN)
- Licensing Executives Society (LES)
- AUTM

Sectors

- IAM/IC
- IP management consultancy
- Licensing
- Technology transfer



Christopher J Bokhart

Vice President – Charles River Associates
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Christopher J Bokhart is vice president at Charles River Associates (CRA), a global business, financial and economic consulting firm. He has over 35 years' experience in valuation matters, where he has assisted companies and counsel in transactional, strategy, litigation and financial reporting matters involving patents, trademarks, trade secrets, copyrights and other business interests.

Mr Bokhart's expertise in such engagements has been applied in a broad array of manufacturing, services and retail industries, for clients ranging from Fortune 500 companies to individuals, and governmental and non-profit entities. Through the application of accounting, finance and economics techniques, Mr Bokhart has provided expert witness testimony in federal, state and arbitration settings on subjects including the valuation of intellectual property.

In the transactional setting, Mr Bokhart has advised companies on valuation and pricing issues in the context of acquisitions, joint ventures, bankruptcy, corporate restructuring and investment holding companies. He also has experience in licensing, including the analysis of royalty rates.

Mr Bokhart has a BSc from the Krannert School of Management at Purdue University. He was one of the co-founders of Chicago-based IPC Group (a predecessor company of InteCap, which was acquired by CRA in 1988). He is also a certified public accountant, certified in financial forensics and a certified fraud examiner.



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Sectors

- Finance
- Legal

IAM says:

With an attention to detail and an eye for cost efficiency without sacrificing quality, Christopher Bokhart is a first-rate expert. His practical and thoughtful approach paired with his knowledge bring a welcome perspective to IP strategy and licensing.

CRA Charles River
Associates

Marc Booth

Executive Vice President – Acacia Research Corp
 mbooth@acaciares.com | www.acaciaresearch.com

Marc Booth is an IP executive with more than 15 years' experience in patent analysis and licensing in areas such as semiconductors, telecoms, consumer electronics, industrial and medical devices. He has been instrumental in Acacia Research Group's acquisition and monetisation of hundreds of patent portfolios.

Mr Booth is chief IP officer at Acacia. Prior to this, he was executive vice president and general manager at Acacia from 2013 to 2017. He joined Acacia in 2006 as vice president of engineering.

Before joining Acacia, Mr Booth had a career in design and development engineering, which included positions as director of engineering at Nicholas Labs, senior director of engineering at Powerwave Technologies, vice president of engineering and chief technology officer at Comarco Wireless Technologies and vice president of engineering at Sony Corporation's Transcom in-flight entertainment division. He began his engineering career as a master's fellow at Hughes Aircraft Co Display Systems Division. Mr Booth holds a BS in physics from the University of California Riverside and an MSEE from the University of Southern California.

Mr Booth is a member of the Licensing Executives Society and OCTANe, a Southern California organisation dedicated to helping start-up companies find funding and industry support.



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Professional associations

- OCTANe
- LES

Sectors

- Licensing
- M&A
- Technology transfer
- Valuation

IAM says:

"Marc Booth is a very intelligent individual who provides legal and strategic counsel with a clarity and conciseness that is unmatched. He delivers a best-in-class service that is crucial to his clients' operations."



Anand Bopardikar

General Manager of Intellectual Property – Reliance Industries Ltd

Anand Bopardikar is a general manager (Intellectual Property) of in-house IP team of Reliance Industries Ltd., an Indian multinational conglomerate having presence in refining, petrochemicals, new energy, retail, and telecom sectors. His role includes stewardship of entire IP value chain including creation, protection, portfolio management, risk management and commercialisation.

Mr Bopardikar possesses a multi-faceted technology knowledge and experience. His core technical expertise lies in hydrocarbon domain; however, he routinely handles IP related matters from new energy, sustainability, and circularity. He has a broad exposure to various legal skills critical for defensive and aggressive IP litigations. He has been instrumental in developing and evolving an IP ecosystem essential for supporting corporate's in-house innovation and invention efforts. His knowledge in technology and patent law puts him in a very unique position to design strategic path forwards and strategic decision making on patent matters.

Mr Bopardikar is also a registered Indian patent agent and spearheads the patent enforcement and risk mitigation initiatives of the organisation. He actively and regularly helps various businesses and R&D teams of organisation to identify patentable technologies and plan risk mitigation.

In his previous role, he has been part of various R&D projects initiatives and manufacturing operations, so he brings an insider's view from R&D and manufacturing perspective while dealing with any patent matter.

Mr Bopardikar is an avid reader and keen observer of IP policy landscape evolving on a national, regional and global level.



Reliance Industries Ltd

Mumbai

India

 @anandbopardikar

Professional associations

- Indian Patent Agent

Sectors

- Finance
- IP management consultancy
- Legal
- Licensing
- M&A
- Technology transfer
- Valuation



Jasminder S Brar

Vice President, Legal and Intellectual Property, General Counsel – Titan Medical Inc

www.titanmedicalinc.com

Jasminder Brar is vice president of legal and IP at Titan Medical, a development-stage medical device company based in Toronto, focused on the design and development of robotic-assisted surgical technologies. In addition, Mr Brar serves as the company's general counsel and corporate secretary.

As an experienced IP strategist, Mr Brar brings together business, technical and legal analyses to lead and execute a comprehensive IP programme for Titan that facilitates innovation, enhances business objectives and mitigates risks. He has pushed the significance and importance of intellectual property to the forefront of Titan's business to actively shape and support the company's goals. Working alongside other Titan executives, engineering teams and advisers, Mr Brar ensures that the company's IP strategy remains in alignment with – and continues to influence and enhance – the company's overall business strategy.

Before joining Titan, Mr Brar practised law with Smart & Biggar in Vancouver. Before practising law, he worked as an engineer and in product marketing with National Semiconductor in Santa Clara.

Mr Brar is deeply passionate about innovation that enhances people's quality of life and the role of intellectual property in driving, supporting and testing such innovation. He has a law degree and a BSc in computer engineering, both from the University of Manitoba.



Titan Medical Inc

Toronto ON

Canada

Professional associations

- ACC

Sectors

- Finance
- Legal
- Licensing
- M&A
- Technology transfer

TITAN MEDICAL

Kurt Brasch

Director of Patent Transactions – Uber

www.uber.com

Kurt Brasch is the director of patent transactions at Uber. Mr Brasch focuses on reducing patent risk for Uber by leading inbound licensing negotiations, closing all patent transactions and managing cooperative community engagement. He was hired by Uber in 2016 to inorganically grow the patent portfolio to ready the company for the 2019 initial public offering (IPO). He is also the co-founder and president of Allied Transportation Association, an organisation focused on reducing IP risk in the burgeoning automotive and broader transportation industries.

He is known for his innovative IP programmes, having launched and managed Uber's UP3 Patent Purchase Programme in April 2017, and in September 2018 Mr Brasch was ranked 35th in *IAM's* Top 40 Global Market Makers. Before joining Uber in October 2016, he led strategic initiatives and patent divestitures for Google's patent transactions team in addition to heading up multiple patent licence negotiations. He was named as one of the Top 10 IP Personalities of 2015 by *IAM* for his work creating and driving Google's Patent Purchase Promotion and the Patent Starter Programme. Before Google, Mr Brasch had a 22-year career at Motorola in patent management/licensing and product management. He holds a bachelor's degree in finance from Arizona State University and an MBA from Northern Illinois University.



Uber

Chicago IL
United States

Sectors

- Licensing

Uber

Boaz Brickman

Senior Vice President, Legal – IPValue Management Inc
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As senior VP of legal, Boaz Brickman leads a team of 10 attorneys and one paralegal who handle all legal issues relating to IPValue's intellectual property, including its patent portfolios that hold over 11,000 patents worldwide. In addition to prosecuting and maintaining these patent portfolios, Mr Brickman and his team engage in a significant number of fact-based assertions against counterparties worldwide. These assertions have led to patent licence deals that have returned well over US\$1 billion to the original patent holders from whom IPValue acquired its portfolios. The legal team directly negotiates these patent licence agreements with the licensees, and in furtherance of IPValue's "litigation last" philosophy, over 80 per cent of IPValue's revenues have been generated outside of litigation. Where necessary, however, he and his team also manage litigations against recalcitrant licensees. Under Mr Brickman's leadership, in 2022 the team settled numerous litigations in Texas and Delaware courts, as well as an action in the ITC, generating significant returns.

When acquiring patent portfolios, Mr Brickman and his team assist in the review of patents for potential acquisition, with a focus on finding portfolios that will generate significant licensing returns for IPValue and its partners. As part of this review, the legal team analyses the patent strength, breadth of coverage and encumbrances relating to these potential acquisitions. In 2022, under his supervision, the legal team was involved in bringing on a significant patent portfolio from Intel, consisting of nearly 5,000 worldwide patents. The legal team also drafts the agreements by which IPValue acquires these portfolios.

Mr Brickman began his legal career at Kirkland & Ellis in Los Angeles, where he worked as an associate and a partner on a variety of cases involving intellectual property, from shipboard air defence systems, to complex contractual disputes involving monolithic microwave integrated circuits.

Mr Brickman holds a BSc (Honours) in electrical engineering from the University of Toronto, and a JD degree (Order of the Coif) from the UCLA School of Law.



IPValue Management Inc

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Professional associations

- State Bar of California and New Jersey
- CAFC
- US Patent and Trademark Bar

Sectors

- Legal
- Licensing
- M&A
- Tax
- Technology transfer
- Valuation

IAM says:

"Boaz Brickman is an experienced and creative licensing professional who succeeds in driving the effective and fair licensing of IP portfolios, and when necessary, overseeing the enforcement of IP rights where licensing efforts have been unsuccessful."



Jean-Marc Brunel

Chief IP Officer & Chief IP Counsel – Safran
www.safran-group.com

Jean-Marc Brunel is an experienced chief IP officer known for having transformed and enhanced the IP strategy and function of the companies that have benefited from his wide and operational experience. He is also appreciated as a vivid and straight-to-the-point speaker at international IP conferences.

He has master's degrees in the three main branches that matter for intellectual property: engineering; innovation and management, and legal. He is also a qualified French and European patent attorney and litigator, and is a certified European Knowledge Transfer Society expert.

While Safran considers its IP organisation a key strategic instrument, Mr Brunel has been chief intellectual property officer and chief IP counsel at Safran since 2017.

Safran is an international high-technology group operating in the aviation (propulsion, equipment and interiors), defence and space markets. Its core purpose is to contribute to a safer, more sustainable world, where air transport is more environmentally friendly, comfortable and accessible.

Safran has a global presence, with 83,000 employees and sales of €19 billion in 2022, and holds, alone or in partnership, world or regional leadership positions in its core markets. Safran is listed on the Euronext Paris stock exchange and is part of the CAC 40 and Euro Stoxx 50 indices.

As a world leader, Safran works to rise to the challenge of the moment with breakthrough technologies that will usher in the age of carbon-free aeronautics and play a decisive role in shaping the future. A significant share of the Group's employees are involved in Research & Development programmes that explore new areas of innovation.

Before taking this central position in Safran, Mr Brunel spent 25 years in the aerospace industry dealing with intellectual property, including patent intelligence, litigations, strategy, patent operations, licensing, risk management, R&D cooperations and venture.

His contribution and impact are widely recognised in the IP world, as illustrated by his board membership of several IP committees and associations and his permanent ranking in *IAM* Strategy 300's World's Leading IP Strategists.



Safran

Paris
France

Professional associations

- ASPI
- AFPI
- 3AF
- APEB
- LESI

Sectors

- IAM/IC
- Legal



Jane Bu

Senior Director of Global Licensing – Via Licensing Corp
jane.bu@via-la.com | www.via-la.com

Jane Bu is the head of global licensing at Via Licensing Alliance. A Via LA executive team member, she is a highly regarded IP strategist and expert on multi-party licensing programmes, and speaks frequently on a range of IP topics at industry events around the globe. Ms Bu has over 20 years of experience successfully utilising technology and patent licensing transactions, and when necessary, strategic cross-border enforcement actions to help technology companies worldwide develop, protect and monetise valuable intellectual property.

At Via LA, an independently managed company owned by industry-leading participants with over 25 years of IP licensing expertise, Ms Bu oversees a global team of licensing executives who help licensees streamline access to necessary IP through Via LA's various patent pool offerings. In this role, she accelerates participation in the industry's most successful collaborative licensing programs and amplifies Via LA's commitment to fair, reasonable, and transparent licensing terms that balance the needs of innovators and manufacturers of all sizes around the globe.

Prior to joining Via LA, Ms Bu concentrated her private practice efforts in high-tech patent litigation and transactions. She managed all aspects of complex IP litigations for both offensive enforcement and defensive efforts, and also advised clients on various portfolios development matters. Ms Bu was previously a member of the intellectual property group at international law firms such as Ropes & Gray and McDermott Will & Emery.

Before becoming an attorney, Ms Bu was a medicinal research scientist who designed, synthesised and patented novel heterocyclic drug candidates for neurological disorders.

Ms Bu earned her JD from the Santa Clara University School of Law, her BS in chemistry from the University of California San Diego and is a registered US patent attorney.



Via Licensing Corp

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Sectors

- Legal
- Licensing

IAM says:

"Jane Bu is a fantastic IP strategist who not only possesses the substantive expertise of the most seasoned IP strategists in the business but also has unparalleled abilities in establishing common ground. This unique mix makes her a one-of-a-kind, next-level dealmaker and problem-solver."



Richard Buttrick

IP Consultant – RBIP Ltd

rbuttrick@richardbuttrickip.com | richardbuttrick.com

Richard Buttrick is an independent consultant with over 40 years of diverse experience across the world of intellectual property, which he uses in his work to create and realise value from IP to underpin business success for clients in the United Kingdom and worldwide.

Through Richard Buttrick Intellectual Property (RBIP), Mr Buttrick provides a range of IP services, particularly helping boards and executive management to craft business-led IP strategies enabled by fit-for-purpose governance and management. Mr Buttrick has a particular focus on start-up companies and helping them establish a sound basis for developing their IP to support business growth.

With extensive executive management experience gained through senior IP roles, Mr Buttrick has the depth of knowledge to support realisation of value from IP across a broad range of business objectives from sales margin, increased asset value, trade sales or asserting and licensing intellectual property to create cash revenues.

Mr Buttrick has specialist skills in IP licensing and, having been involved in the complex world of IP and technical standardisation since the 1980s, he has world-leading experience in FRAND-based standard-essential patent licensing. Mr Buttrick remains a strong advocate for the benefits of FRAND licensing using principles built on industry consensus, and continues to be an expert witness in dispute resolution and litigation worldwide.

Mr Buttrick's expertise has been built up through a diverse range of roles, both in-house and in private practice with multinational corporations, as well as micro, small and medium-sized enterprises in the United Kingdom and Europe. He is a qualified UK and European patent attorney and a member of the Licensing Executives Society.



RBIP Ltd

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United Kingdom

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Professional associations

- CIPA
- EPI
- LES

Sectors

- IAM/IC
- IP management consultancy
- Licensing
- Technology transfer

IAM says:

"Richard Buttrick has a wealth of knowledge and is very well regarded for his commitment to helping clients to achieve their objectives." He has a long track record of providing his clients with excellent services and strategies in a simple and comprehensive manner.

RB
INTELLECTUAL
PROPERTY

Okan Can

Partner – Deriş Patents and Trademarks Agency
 okan.can@deris.com | www.deris.com.tr

Okan Can represents market-leading companies in the protection and enforcement of IP rights. His expertise extends to IP litigation, IP strategy, transactional intellectual property, technology licensing, data privacy and publicity rights.

Mr Can has achieved notable results in IP disputes. He has represented:

- leading pharma firms in several IP litigations; he is currently leading the Turkish part of the multi-jurisdictional DNA gene sequencing patent dispute between Illumina and BGI Group;
- a leading technology market player in an extensive project for licensing its standard-essential patents;
- a multinational firm in complex multi-jurisdictional IP litigation, achieving one of the highest compensation awards for an IP conflict in Turkey; and
- a multinational tobacco firm during the acquisition of the IP assets of the Turkish state monopoly.

By invitation of the Turkish Patent and Trademark Office, in 2016 Mr Can participated in and actively worked with the commission established for the preparation of the new Turkish IP Code, which entered into force on 10 January 2017 before the code was enacted.

He chaired a sub-committee of INTA's Anti-Counterfeiting Committee between 2020 and 2022.

Mr Can frequently speaks at IP conferences on, among other topics:

- IP, privacy and internet issues in Turkey at Stanford University, Palo Alto in 2015;
- Highlights of the Year 2015 and the INTA Roundtable in 2016;
- the new IP Code at a conference held by the Turkish Ministry of Customs and the European Union in 2017; and
- resolving IP disputes through the WIPO alternative dispute resolution, on behalf of WIPO, at an international conference in Istanbul in 2017.

His publications include:

- "Anticipated Changes Pave Way to New Environment", *IAM Yearbook 2017* (co-author);
- "Major Changes to the Trademark Law 2017" (*IPKat* blog); and
- "New Practice: Mediation in Trademark Oppositions", *International Law Office*.

Mr Can is listed in *IAM Patent 1000*, *IP Stars*, *The Legal 500* and *Chamber and Partners*.

He is one of the few experts recognised in the *IAM* and *WTR* Global Leaders list in since 2020. He has been listed by *IAM* and *WTR 1000* 2016-2022 in the gold tier for litigation and enforcement.

Mr Can has recently been selected to the INTA Board as a member as the first Turkish member. He has been nominated to be the first member from Turkey at the Global Intellectual Property Alliance (GLIPA) as transformation of USIPA (<https://www.usipalliance.org/about>). He was also awarded as the IP Litigator of the Year in Life Sciences Biotech throughout Europe and Middle East in 2022 by LMG.



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Professional associations

- INTA
- USIPA
- EPI
- Istanbul Bar Association
- AIPPI

Sectors

- Legal

DERIS™

IAM says:

"Okan Can's advice is always of remarkable quality, taking into account all aspects of a situation. He is an outstanding legal adviser and has an unmatched ability to take complex concepts and make them simple."

Christopher V Carani

Partner – McAndrews, Held & Malloy Ltd
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Christopher V Carani is a partner at Chicago-based IP law firm McAndrews, Held & Malloy Ltd. He practises in all areas of intellectual property, with a particular emphasis on design law, focusing on the protection of the appearance and configuration of consumer products using a strategic combination of design rights, utility patents, trade dress and copyrights.

He is widely recognised as a leading authority in the field of design law with extensive experience litigating design law cases, including high-profile matters before US district courts, the Federal Circuit, the International Trade Commission and the US Supreme Court. In 2023, Mr. Carani successfully argued a case of first impression before the Federal Circuit on behalf of Columbia Sportswear, whereby the court adopted the legal positions espoused by Mr Carani thereby reshaping the test for design patent infringement. In 2023, Mr Carani also represented the American Intellectual Property Law Association as an amicus curiae in *LKQ v General Motors*, which is a rare en banc case currently pending before the Federal Circuit.

Some of the world's most design-centric companies have sought out Mr Carani's strategic insights into creating valuable design right portfolios, including the top filer of US design patents. *IAM Patent 1000* has recognised Mr Carani as one of the United States' "pre-eminent design law experts".

Mr Carani is current chair of the AIPPI Committee on Designs and past chair of both the American Intellectual Property Law Association and the American Bar Association Design Rights Committees.

His book, *Design Rights: Functionality and Scope of Protection*, published by Wolters Kluwer NV, is the seminal work on these contentious and decisive issues. The second edition of the book was released in early 2022.

Before joining McAndrews, Mr Carani served as a law clerk to Rebecca R Pallmeyer at the US District Court for the Northern District of Illinois. He earned his BS in engineering from Marquette University and a JD from the University of Chicago. He is licensed to practise before the USPTO.



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🐦 @ChrisCarani

Professional associations

- AIPLA
- AIPPI
- IDSA
- INTA
- IPO
-

Sectors

- Legal
- Licensing

IAM says:

Christopher Carani draws on his diverse experience to manage portfolios and create strategies that are both holistic and targeted. "His attention to detail is outstanding and he adds a great deal of value to design portfolios."



Paul Carpenter

IP Development – QipWorks Inc
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Paul Carpenter is an IP specialist with a strong and diverse technical background dating back to his early career in military radio and subsequent leadership roles in telecoms infrastructure and mobile data services. Mr Carpenter has consistently delivered value in investment diligence, IP development, directed prosecution, monetisation and litigation.

He is a founding partner at QipWorks, a global IP business that partners with technology companies, innovators and investors to build, manage and utilise IP portfolios. QipWorks provides extensive expertise in patent portfolio development and an intimate understanding of the rigour required at all stages of the innovation life cycle. Mr Carpenter plays a significant role in the development of patent portfolios across a range of technologies including cybersecurity, wireless networking, motion sensing, diabetes treatments and vaccine development on behalf of the clients of QipWorks.

Mr Carpenter has a deep knowledge of SEPs, related IP rights, standards development organisations' IPR policies, and antitrust policy matters. He has provided expert testimony on these matters in the Eastern District of Texas and the High Court of England and Wales. He established unique advanced data analytics capability in QipWorks, which has provided the foundation for expert testimony to multiple litigation projects and arbitrations.

Prior to QipWorks, Mr Carpenter played a fundamental role in the development of BlackBerry's foundational patent portfolio. He led multiple IP programmes that developed hundreds of litigation-ready claim charts. He was integral to the monetisation of the portfolio and represented BlackBerry in negotiations with multiple licensees and achieved considerable success defending against IP assertions.

As an inventor and co-inventor on more than 30 patent families, Mr Carpenter has a deep appreciation for technology innovation and the rights associated with invention.

Mr Carpenter has an MSc in IP management from Queen Mary University of London and an MBA (with distinction) in engineering management from the University of Bradford. He also has an MSc in radio communications and a BEng (with honours) in electrical engineering from the University of Leeds.



QipWorks Inc

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🐦 @PaulCarpenterIP

Professional associations

- IET

Sectors

- IP management consultancy
- Licensing
- M&A
- Technology transfer
- Valuation



IAM says:

"Paul Carpenter is a technically brilliant IP professional who easily gets to grips with complex technology and conducts detailed data analyses. He delivers exceptional service with an attention to detail and an eye on cost efficiency without sacrificing quality."

Roberto Castagno

Head of Intellectual Property – Neste

www.neste.com

Roberto Castagno is head of intellectual property at Neste, the world's largest producer of renewable diesel and renewable jet fuel refined from waste and residues, introducing renewable solutions to the polymer and chemical industries.

As the leader of the IP function, Dr Castagno is responsible for integrating intellectual property in Neste's strategy and operations, in close collaboration with existing and new business, as well as with Neste's innovators, inventors and partners. He is passionate about the logistics of ideas and the management of innovation. He sees patents and IP rights as key enablers in a knowledge-based society and enjoys operating at the nexus of intellectual property, technology and business.

Prior to joining Neste, Dr Castagno was with Nokia between 1999 and 2020 where he held a number of positions relating to multimedia technology, research and development, business development, and technology marketing. In 2007, he transferred to Nokia's IP team, where his responsibilities included advising Nokia businesses on IP matters in their strategy and business operations, leading IP streams in mergers and acquisitions, and working on patent acquisition and divestment transactions.

A citizen of Italy and Finland, Dr Castagno has served as honorary consul of Italy in Tampere, Finland since 2004 and regularly advises the Italian embassy in Finland on potential cooperation projects in the areas of technology and innovation. He is a lecturer in intellectual and technology assets management at the Faculty of Industrial and Information Management, University of Tampere, and he regularly speaks at conferences and executive training programmes.

Dr Castagno is a member of the advisory board of the Centre for Intellectual Property in Gothenburg, Sweden. In 2019, he received the IPR Achievement of the Year Award from the IPR University Centre in Helsinki in recognition of his educational and academic activity. Dr Castagno holds a PhD in telecommunications from the Swiss Federal Institute of Technology in Lausanne and a master's degree (*cum laude*) in electronic engineering from the University of Trieste, Italy.



Neste

Espoo

Finland

Sectors

- IAM/IC
- IP management consultancy
- Legal
- Licensing
- M&A
- Technology transfer
- Valuation



Chetan Chadha

Managing Partner – Chadha & Chadha Intellectual Property Law Firm
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Chetan Chadha is the managing partner of Chadha & Chadha, where he also heads the international practice. Mr Chadha has more than 20 years' experience in all areas of intellectual property, including patent prosecution, litigation, oppositions, licensing and transactions. He is recognised as a Recommended Individual for Prosecution and Strategy in the *World Trademark Review* (2022), an IP Star by *Managing IP* (2022) and a Recommended Individual for Patent Prosecution by *IAM Patent 1000* (2022).

Trained in patent drafting by the International Federation of Intellectual Property Attorneys (FICPI), Mr Chadha has worked on several patent applications across diverse technologies, including software and information technology, telecoms and electronics. A large part of his practice is focused on computer-implemented inventions and, more recently, on the advisory and strategic protection and enforcement of patents and applications in the display fields of image processing, Internet of Things, solutions covering smart systems, AI, machine learning and cloud computing. He has also been involved in the drafting of SEPs in 5G technology for a major foreign telecoms client.

Mr Chadha has been involved in many renowned cases and represents many large corporations in patent prosecution. He is frequently involved in advising his clients on risks and strategies relating to global IP procurement, licensing, due diligence and IP portfolio development. His considerable experience and deep understanding of complex issues, along with his ability to deliver simple solutions, have always prompted clients to rely on him. He has been instrumental in securing numerous favourable orders, including injunction orders before the Indian courts.

Mr Chadha is actively involved in several international IP organisations, including INTA, the FICPI, the International Association for the Protection of Intellectual Property and the Asian Patent Attorneys Association. He has served as co-chair of the INTA Bulletin-Asia Pacific (Law and Practice) Sub-committee and is currently a member of the INTA Law Firm Committee.

Mr Chadha's specialisations are in patent prosecution and patent strategy.



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Professional associations

- AIPPI
- INTA
- APAA
- FICPI

Sectors

- IP management consultancy
- Legal
- Licensing

IAM says:

"Chetan Chadha is an outstanding strategist and patent attorney – one of the best in India. He is extremely knowledgeable and experienced in Indian IP law and is the number one source for IP consultation and protection."



Héctor E Chagoya Cortes

Partner – Mexstrategy

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With experience in intellectual property since 1997, Héctor Chagoya holds the Certified Licensing Professional credential (he was the first to be accredited in Mexico) and has been consistently recognised as a leading patent practitioner in several international surveys since 2005.

Mr Chagoya led the patent practice of a leading IP firm. Under his leadership, the team filed and prosecuted more than 10,000 patents for companies in all fields of technology ranging from Mexican inventors to multinational companies. His expertise includes patent prosecution in Mexico, Patent Cooperation Treaty international stages and international patent prosecution and management. He also led the practice related to freedom-to-operate opinions, technology intelligence studies, IP assets valuation, IP negotiations, technology evaluation and substantive issues of patent litigation.

Mr Chagoya is recognised by the National College of Chemical Engineers and Chemists as an expert in engineering economy. He has also published a variety of articles in specialised international magazines and has co-authored chapters in various books relating to licensing, trade secrets and pharmaceutical law and practice.

Mr Chagoya is a past president of the Mexican Institute of Chemical Engineers (Mexico City chapter) and was international vice president of the Licensing Executives Society (LES) International and president of LES Mexico. He is a member of the International Association for the Protection of Intellectual Property, where he represents the Mexican group in the pharmaceutical patents and trade secrets committees. He is also part of the information technologies committee and the patents committee within the Mexican group. He is also a member of the board of Red OTT Mexico.

Mr Chagoya has taught and spoken at numerous events, courses, seminars and congresses at universities, professional societies and organisations such as the WIPO or the Mexican Institute of Industrial Property on topics in his area of expertise. He has also taught for 15 years as part of the chemical engineering faculty at La Salle University in Mexico City, where he was also part of the academic council for three years.



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🐦 @hchagoya

Professional associations

- National College of Chemical Engineers and Chemists
- AIPLA
- LES
- AIPPI
- Red OTT

Sectors

- Brokering
- IAM/IC
- IP management consultancy
- Licensing
- Tax
- Technology transfer
- Valuation

IAM says:

"Héctor Chagoya Cortés is an outstanding IP professional who is honest and proactive, and has a great eye for the issues surrounding IP and technology transfers." "He is a strong negotiator and analyst, which is invaluable when it comes to launching new, innovative projects on the market."



Mark Chandler

Managing director – Upstream Partners Inc
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Mark Chandler is the founder and managing director at Upstream Partners, an advisory firm assisting clients worldwide in areas where IP meets finance. Upstream helps clients realise the value of their intangible assets through transactions, litigation support and valuation.

Mr Chandler testifies regularly as a damages expert and a licensing expert across the full range of technologies, for both plaintiffs and defendants. He has testified in patent litigation matters and contract disputes involving technology, IP assets and licensing matters in US district courts, state courts and arbitrations, including:

- testifying as the final witness in a jury trial on behalf of VLSI Technology against Intel in which VLSI was awarded damages of US\$2.175 billion for semiconductor patent infringement;
- providing analysis and testimony at trial on behalf of WARF resulting in a US\$234 million award in patent litigation against Apple; and
- testifying as a damages expert on behalf of DDR Holdings at trial against multiple defendants found to infringe software and e-commerce patents.

Upstream brings over 20 years of experience in licensing and valuation of patents, know-how, trade secrets and other intangible assets. Upstream can both lead and support clients in licensing transactions across all fields, including biotechnology tools, medical devices, pharmaceuticals, semiconductors and agribusiness, closing more than 20 transactions each year.

Mr Chandler and his colleagues at Upstream are also recognised leaders in the valuation of data, patents and other IP assets. Upstream has helped multiple clients understand the value of their data, in areas such as healthcare and precision agriculture, for the purposes of financing and transactions. Upstream has provided patent and know-how valuations used in public financing, private investment and sales.

Mr Chandler completed his undergraduate studies in electrical engineering (BSEE, Bucknell University), and continued his technical education in physics while working at the Johns Hopkins Applied Physics Lab. He practised as a researcher building the world's most accurate atomic clocks and implantable medical devices, and obtained his MBA from the Wharton School of the University of Pennsylvania.



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Professional associations

- PACT
- AUTM
- LES

Sectors

- Finance
- IP management consultancy
- Legal
- Licensing
- Technology transfer
- Valuation

UPSTREAM
PARTNERS

IAM says:

"Mark Chandler is an IP star who offers bespoke solutions to all patent and licensing challenges. His expertise in the field is unmatched and he is an excellent service provider."

Alfred Chaouat

Vice President, Licensing – InterDigital
www.interdigital.com | www.interdigital.com

Alfred Chaouat is in charge of the digital TV licensing programme. He is also taking care of some other consumer electronics licensing negotiations in addition to being the InterDigital's representative to the patent pools where InterDigital succeeded Technicolor.

Mr Chaouat has more than 25 years' experience in IP monetisation, first at Thomson/Technicolor, where he has contributed since 1993 to the outstanding patent and licensing success of the company, and since July 2018 at InterDigital following the acquisition by InterDigital of the patent and licensing activities of Technicolor.

At Technicolor, he developed and carried out major licensing programmes, including patent pools. He was also involved in standardisation bodies such as the DVD Forum, where he had been the executive committee's Technicolor representative since the outset and was instrumental in the inclusion of the Technicolor Film Grain Technology into the standard. He has been involved in various Technicolor acquisitions, divestments, joint ventures, strategic alliances and business development initiatives.

Before joining Technicolor, he was a senior manager at Accenture where he advised various companies on strategic services, productivity and quality improvement, controlling and IT.

Mr Chaouat has contributed to various books on intellectual property, innovation and licensing and has authored many articles on these subjects. He recently coordinated the drafting of the LESI Licensing Briefing released in May 2020. He is also a frequent speaker on IP and licensing matters all over the world.

Mr Chaouat has two MScs from *Ecole des Mines de Nancy* and *Ecole Nationale du Pétrole et des Moteurs*, and a PhD in economics. He has also participated in several education programmes on intellectual property and innovation at Stanford University, among others. He is a past president of the Licensing Executives Society (LES) France and has been past chair of other various LES International committees.



InterDigital

Issy les Moulineaux
 France

Professional associations

- LES

Sectors

- Licensing

INTERDIGITAL

Thomas Chia

Senior Director, Patents and Corporate Development – Via Licensing Corp
 thomas.chia@via-la.com | www.via-la.com

Thomas Chia is senior director of patents and corporate development at Via Licensing Alliance LLC, a leader in multi-party licensing programmes and an independently managed company owned by industry-leading participants with over 25 years of intellectual property licensing leadership. An accomplished IP strategist and attorney, Dr Chia has built a reputation for crafting deals that enable and promote innovation by balancing the needs of manufacturers and innovators around the globe. He consistently structures IP-centric business deals and other collaborative arrangements to commercialise some of today's most valuable technologies.

Dr Chia is a highly regarded expert in standards-based technologies, international multi-party IP programmes and FRAND licensing – subjects on which he has published in law reviews and taught at top law schools. Throughout his career, he has been instrumental in orchestrating significant IP deals with major technology companies, where his expertise in building bridges with other IP leaders has created significant long-term value for all parties.

Before Via, Dr Chia served at the Ovidian Group, a premier IP and business advisory firm where he represented clients from around the world in developing and executing tailored IP strategies. He also managed worldwide licensing, patent prosecution and strategic patent acquisitions and divestitures for a publicly traded IP licensing company.

Dr Chia received his PhD in engineering from Yale University, where he published in several peer-reviewed scientific publications and served in the university's tech transfer office. He earned his JD from the University of California, Berkeley School of Law and his BS in engineering from the University of Wisconsin, Madison, and is a registered US patent attorney.



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Sectors

- Defensive patent aggregation
- Finance
- IP management consultancy
- Legal
- Licensing
- M&A
- Technology transfer
- Valuation

IAM says:

A master in all aspects of patent licensing, Thomas Chia is an astute technical mind who handles high-value deals with a deft touch. He is appreciated for his forward-thinking approach and focus on efficiency while delivering a quality service.



Andrea Chiu

IP Strategist – IPOS International
andrea.chiu@iposinternational.com | www.iposinternational.com

Andrea Chiu is an IP strategist at IPOS International, part of the Intellectual Property Office of Singapore (IPOS) group. In line with the Singapore Intellectual Property Strategy 2030, IPOS International helps companies realise tangible value from their intangible assets for growth.

Ms Chiu has over 15 years of experience as an IP and technology transfer professional, and empowers both public agencies and private enterprises in IP creation, ownership, protection, and commercialisation. She works closely with these enterprises from key industry verticals to develop holistic IP strategies that advance their business goals.

At the national level, Ms Chiu plays a pivotal role in shoring up intangible asset and IP knowledge among start-ups and small and medium-sized enterprises through IPOS International's partnerships with incubators, accelerators, and venture builders. An ardent advocate for IP, Ms Chiu regularly draws on her extensive IP expertise and knowledge to deliver talks, provide training, and author articles and case studies to inspire innovative businesses to leverage their intangible assets for growth.

Prior to joining IPOS International, Ms Chiu worked with the National University of Singapore, National University Hospital, and Nanyang Technological University to formulate strategies on IP ownership and management in research and development collaborations, as well as on IP commercialisation and licensing negotiations.

Ms Chiu is a certified licensing professional and a registered management consultant with the Institute of Management Consultants. She holds a Master of Science (Biotechnology) degree from Bangalore University, a Graduate Certificate in IP law from the National University of Singapore, and a Specialist Certificate in intangible asset management from IPOS International.



IPOS International

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Professional associations

- LES International

Sectors

- IP management consultancy
- Licensing
- Technology transfer
- Valuation

IAM says:

"Andrea Chiu is intelligent, dedicated and passionate, and she genuinely cares about her clients' IP concerns. She works tirelessly to assist them in identifying the strengths and risks associated with their IP portfolios, as well as developing realistic strategies tied to their commercial goals."



Peggy Chooi

Strategic IP Specialist – Innovation Asset Collective
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Peggy Chooi is the strategic IP specialist at Innovation Asset Collective (IAC). She uses her decades of Canadian and international experience as an IP lawyer to help companies navigate complexities around IP protection, IP portfolio management, and IP commercialisation. Her training and proficiency extend to information technology, data and privacy, making her a versatile asset in today's digital age. She is passionate about increasing IP awareness and equipping companies with the necessary tools to develop diverse IP portfolios and robust IP strategies. Her vast knowledge has led to the development of key resources to help enhance the IP skillset of business leaders so that IP considerations are top of mind and properly leveraged in company strategies. Additionally, she plays an active role in the various funding programmes to support IP activities of SMEs.

Throughout her career, Ms Chooi has worked with Fortune 500 companies, international law firms and innovative technology startups. This has given her valuable insights and the ability to provide creative, practical, and business-centric solutions to the varying IP needs of different organisations. She is also an instructor in an executive training programme for the effective governance of start-up and scale-up companies.

Ms Chooi is a member of the Ontario Bar and a registered trademark agent in Canada and the US (representing parties located in Canada). Her academic credentials include an LLB and an MSc in information technology from England.



Innovation Asset Collective

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Professional associations

- LES
- IAPP

Sectors

- IP management consultancy
- Legal
- Licensing
- M&A
- Technology transfer
- Valuation

IAM says:

"Peggy Chooi is a seasoned strategist who brings her extensive experience and in-depth knowledge of IP law to assist clients in successfully protecting their IP rights."

IAC • CAI

Ashutosh Choudhary

Partner – KAnalysis House

ashutosh.choudhary@kanalysis.com | www.kanalysis.com

Ashutosh Choudhary is a founding partner at KAnalysis, who constantly juggles multiple roles within the organisation. An engineering degree coupled with formal legal education enables Mr Choudhary to assist clients on all aspects of intellectual property and business law. His combination of engineering knowledge and legal expertise positions him as an invaluable resource for clients seeking comprehensive solutions comprehensive legal solutions tailored to clients in complex specialised fields.

"Being successful is a never-ending process, all you need to be is to strive for perfection in your profession. Success is being interpreted by the success of our client's growth and development of business. This is what I personally believe in, and follow", Mr Choudhary.

Mr Choudhary has been instrumental in setting up processes within the firm that enable KAnalysis to offer one stop solution for global IP filing, prosecution, and management. He has over the years acquired the skills to effectively navigate complex global patent prosecution processes, advocating for the grant of robust patent rights, and currently manages the team that handles IP portfolios in 80+ countries. Mr Choudhary routinely helps clients identify and assess their intellectual property assets, develops tailored strategies for portfolio expansion and maintenance, and ensures alignment with their end business objectives in the most optimised manner.

Mr Choudhary has been the force behind the success of the firm from its humble beginnings to a growing boutique law firm with 30+ lawyers and 70+ professionals, which has been recently recognised by *Forbes* as the Top Law Firm in over 10 Years category.

Beyond his legal prowess, Mr Choudhary is known for his strong leadership skills and ability to inspire and mentor junior associates. He fosters a collaborative and inclusive work environment, promoting professional growth and ensuring that the firm maintains the highest standards of excellence.

Mr Choudhary dreams of creating an ecosystem, wherein Indian companies do not think of global IP protection as a hurdle in taking their businesses global and has been instrumental in enabling companies starting and sustaining off-shore operations.



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Professional associations

- All India Bar
- International Trademark Association (INTA)
- Delhi Bar Council
- Associated Chambers of Commerce and Industry of India (ASSOCHAM)
- APAA

Sectors

- IAM/IC
- IP management consultancy
- Legal
- Licensing
- M&A
- Technology transfer
- Valuation

IAM says:

"Ashutosh Choudhary's legal counsel is incredibly valuable. His comprehensive knowledge of intellectual property, commerce and legislation at the national level assures that he can manage complicated projects and produce positive results."



Saya Choudhary

Partner – Singh & Singh
saya@singhandsingh.com | www.singhandsingh.com

Saya Choudhary currently heads the patent litigation team, which primarily deals with the patent litigation pertaining to multiple fields including electronics, audio coding, telecommunications and pharmaceuticals. Before joining Singh & Singh in May 2008, she worked for a Delhi based corporate law firm. She has been working with Singh & Singh for past 15 years and has handled various landmark cases. She has extensive experience in relation to disputes pertaining to the field of Standard Essential Patents. Currently, she is handling Ericsson's, Dolby's and Philips' infringement suits filed against various Indian and Chinese mobile phone players. She actively advises clients in relation to various issues pertaining to procurement, licensing and enforcement of Standard Essential Patents in India. She is actively involved in policy issues as well and is a regular speaker at various forums. She was one of the members who represented India in the International Mock Trial held by Japan Supreme Court in collaboration with Tokyo High Court and JPO.

Ms Choudhary is the founding member of Indo German Association for Legal Cooperation.

Ms Choudhary is a graduate from Delhi University with a BSc (Hons) degree in physics. She completed her law from Delhi University and graduated in 2007. She has also done post graduate diploma courses in IPR law and securities and banking laws.



Singh & Singh

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Professional associations

- Member, AIPPI
- Founding Member, Indo-German Association of Legal Cooperation
- Member, APAA
- Member, INTA
- Member, FICCI IPR Committee

Sectors

- Legal

IAM says:

When it comes to SEP litigation, Saya Choudhary Kapur is the name to note in India. She is a sharp strategic and technical mind who has skilfully handled a number of landmark cases in the pharmaceuticals field.



Peter Chrocziel

Partner – Vindelici Legal

peter.chrocziel@vindelic-legal.com | www.vindelic-legal.com

Peter Chrocziel has more than 30 years' experience in all aspects of IP and IT law. He counsels large international companies as well as SME's and start-ups especially in the technology, automotive and pharma industries.

Mr Chrocziel acts for several clients in their worldwide IP transactional activities. This includes transactions with a focus on intellectual property and information technology, as well as R&D agreements and counselling in complex corporate transactions.

Mr Chrocziel is also focused on antitrust counselling, whether in connection with antitrust authorities, licensing or court proceedings. He has also advised on fair, reasonable, and non-discriminatory licensing issues and represents clients in such proceedings.

He is an expert in arbitration proceedings in licensing and intellectual property and has published in that area. He acts for clients as counsel, but also as arbitrator on tribunals. His clients value his experience and knowledge of US law.

Mr Chrocziel is regularly listed as a recommended leading expert for litigation and licensing. He has authored books on IP arbitration and IP and competition law. He was President of the Licensing Executives Society (LES) Germany for five years and President of LES International from 2005 to 2006.

Mr Chrocziel is a professor at the University of Erlangen-Nuremberg, Bavaria. He was admitted to the German Bar in 1983 and to the New York courts and the US Court of Appeals for the Federal Circuit, as well as the US Court of International Trade and is a certified licensing professional.



Vindelici Legal

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Professional associations

- ABA
- AIPPI
- LESI
- ICC

Sectors

- Legal
- Licensing
- Technology transfer

IAM says:

Peter Chrocziel is "a brilliant legal mind with a high level of experience and a pragmatic approach". He brings unique solutions to particularly complex IP problems with immense success.



VINDELICI LEGAL

Riad Chummun

Principal – Intellectual Ventures Management LLC
riad@ascendip.com | www.ascendip.com

Riad Chummun is a principal and founder of Ascend IP. Ascend IP is a full-service IP monetisation firm specialising in acquiring, selling, financing, prosecuting, licensing, brokering and managing patent portfolios. Currently managing thousands of patent assets across multiple tech sectors, Ascend helps patent owners of all sizes implement leading portfolio monetisation programmes. Ascend delivers extraordinary results for patent inventors, owners and investors through world-class strategy, execution and service.

Prior to co-founding Ascend IP, Mr Chummun spent over a decade leading Intellectual Ventures' invention investment funds. At IV, He served as senior director of patent sales, channel and partner licensing. He managed the IP-for-Defense programme developing counter-suit strategies for companies facing litigation by their competitors. He was core to the small team that established a consortium of 12 companies to acquire the Kodak portfolio out of bankruptcy for over half a billion dollars. On IV's Global Licensing team and as a leader for IV's IIF he helped lead sales of tens of thousands of patent assets; invest billions in capital through acquisitions; and produce billions in licensing revenue.

Prior to Intellectual Ventures, Mr Chummun spent over a decade at Motorola Inc, where he started his career as a telecommunications engineer working on such iconic devices as the Moto Razr and Moto Rockr. He was subsequently promoted to a licensing manager position with Motorola's IP team during the cell-phone war years. In this role, he first managed their technology licensing programme partnering with global companies who were porting core mobile technologies into their own products. Later, he oversaw the division of the company's large patent portfolio during the Freescale separation and the Motorola Mobility separation, responses to various infringement claims and outbound licensing programmes. He has a bachelor in engineering from the Indian Institute of Technology, an MS degree from the University of Connecticut and an MBA from the Kellogg School of Management at Northwestern University.



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Sectors

- Brokering
- Defensive patent aggregation
- Finance
- IP management consultancy
- Licensing
- M&A
- Valuation

IAM says:

"Riad Chummun knows the ins and outs of monetising intellectual property and has seen many IP transactions through to a successful close." "He is a savvy businessman and a natural innovator with a strong technical background who always provides professional, strategic and business-oriented advice."

**INTELLECTUAL
VENTURES®**

Brad Close

Executive Vice President – Transpacific IP Group Ltd
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Brad Close is executive vice president at Transpacific IP, the first full-service IP company based in Asia. Since its founding in 2004, the company has grown to become a leading IP monetisation firm in Asia with a reputation that extends worldwide. Brad oversees the company's patent monetisation operations in North America. Since joining the company he has been instrumental in expanding operations, acquiring cutting-edge technology patent portfolios and leads the company's successful monetisation teams with ongoing success.

Brad started his legal career as a patent prosecution and contracts attorney before focusing on monetising patents for clients. He was a founding member of the Silicon Valley law firm Technology and Intellectual Property Services Group where he specialised in helping startups and large companies alike sell and acquire patents.

In addition to his leadership role at a global IP company, Brad continues to be a featured guest speaker at industry conferences globally, and one of the 'World's Leading Strategist' in *IAM* Magazine in 2022. His expertise on portfolio transactions, patent valuation techniques and overall patent portfolio management have been recognised worldwide.

Brad is an alumni of Queen's University, and Franklin Pierce Law Center where he obtained a JD and master's in intellectual property.



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Professional associations

- AUTM
- LESI

Sectors

- Brokering
- Defensive patent aggregation
- Finance
- IAM/IC
- IP auctions
- IP insurance
- IP management consultancy
- Legal
- Licensing
- M&A
- Tax
- Technology transfer

IAM says:

"Brad Close presents strategies that allow clients to make decisions quickly and get returns that truly create shareholder value. He is knowledgeable, well-networked and one of the few individuals in the industry that sets the bar in all aspects of IP monetisation strategy."



Stephanie Curcio

CEO – Legality

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Stephanie Curcio is a trailblazer in the field of AI and patent law. Most notably, she serves as the CEO and co-founder of NLPatent, a leading AI-based natural language patent search platform described as a 'total game changer' by clients. With her team, she has developed a proprietary fine-tuned Large Language Model that has gained the trust of top law firms, innovative companies, and universities worldwide. By providing patent and R&D professionals with a user-friendly workflow, NLPatent generates conceptually relevant results instantly, making the traditionally arduous and challenging patent search task more efficient and accurate.

Ms Curcio's expertise has earned her recognition as a sought-after expert in matters relating to AI and IP, particularly in practical applications that enhance the efficiency and accuracy of patent prosecution, litigation, and portfolio management. She is frequently invited to speak on these topics at various events in Canada and the United States, including at major IP conferences and national patent offices such as the USPTO.

Beyond her role in leading a cutting-edge technology business, Ms Curcio actively engages with the global IP community. She represents Canada at the Global IP Alliance and is set to assume the chairmanship of the American Intellectual Property Law Association's (AIPLA) Emerging Technologies Committee (ETC). Under her leadership, the ETC has introduced new initiatives and regularly invites guest speakers from government, academia and private practice to discuss emerging AI and technology-related issues.

Additionally, Ms Curcio actively participates in the AIPLA's cross-committee task force on AI policy, assembled by the Board to formulate the organisation's official stance on AI-related issues and reply to comment requests from national patent offices, including matters of patents and copyrights, such as fair use and ownership of AI-related inventions / AI-generated works.

While leading NLPatent and engaging in the IP community, Ms Curcio remains dedicated to sharing her knowledge and expertise. She takes part in mentorship programmes and guest lectures at law schools, contributing to the education of the next generation of patent professionals.



Legality

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Professional associations

- ChIPs
- IPIC
- Global IP Alliance
- AIPLA

Sectors

- IAM/IC
- IP management consultancy
- Technology transfer

IAM says:

"Stephanie Curcio is an enthusiastic champion of intellectual property and a trailblazer when it comes to applying artificial intelligence to IP processes such as searches."



Vivek Dahiya

IP Strategist – Boudhik Ventures Pvt Ltd
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Vivek Dahiya is an innovation and IP strategist. Over 15 years of experience in the IP domain, Mr Dahiya has handled over 2,000 patent applications, and assisted innovators, creators, entrepreneurs, institutions and incubation centres in devising their strategies surrounding innovations, executing these strategies and monetising them in accordance with focused marketing plans. His business-centric solutions enable stakeholders to maximise their returns on investments in the forms of generating direct revenue, raising funding and securing collaborations.

Mr Dahiya works closely with incubators and accelerators in Australia, New Zealand, Singapore and Canada, and helps his clients to provide access to global markets and investors. Innovative strategies devised by Mr Dahiya have helped a number of start-ups to enforce their patents and increase their valuation to millions of US dollars.

Startupipteam assists start-ups and companies to prepare their patent strategies for business growth, and IP Guardian helps them to protect their innovations and brands. Mr Dahiya works with and promotes businesses that are based in Australia through his global network of mentors, investors and businesses. His work enables start-ups to develop a strong IP portfolio that will help them to expand their business in other countries through direct sales or partnerships.

In addition, Mr Dahiya works with professors and institutions to prepare IP strategies that will help them to strike licensing deals with corporates. He works as part of an extended team with start-ups and helps them to develop new innovations that are commercially viable and patentable.



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🐦 @startupipteam

Professional associations

- Indo-Australian Chamber of Commerce
- APAA, India Group
- Bar Council of Delhi

Sectors

- IP management consultancy
- Legal
- Licensing
- M&A
- Technology transfer
- Valuation

IAM says:

"Vivek Dahiya is a reputed IP strategist and a great advisor." He sees inventions in their business contexts to bring about commercial success for start-ups and ensure huge returns on stakeholder investments.



Joshita Davar Khemani

Managing Partner – LS Davar & Co
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Dr Joshita Davar Khemani leads one of India's oldest and largest IP law firms established in 1932. She is a celebrated thought leader in IP for more than 20 years. She has the distinction of advising clients on complex IP issues, particularly trademark laws. She also advises concerned government departments on patent, trademark and copyright policies. She is also known for her advocacy work through courts to assist in the evolvement of IP jurisprudence in India.

She regularly participates in top IP conferences and workshops around the world. She also writes regularly on a myriad of topics related to IP laws in India with a special focus on aligning the Indian IP practice with global standards. Given her expertise and experience, she has been regularly requested to comment and contribute to contemporary issues.

Under her leadership, L S Davar & Co has become one of the leading IP firms in India with over 120 professionals. Lately, to meet client demands and cater to the wider needs of the clients, she has been relentlessly working towards adding new practice areas to the firm. Her vision and mission are to provide quality and affordable services across fora including but not limited to intellectual property, arbitration, data protection and privacy, cyber laws and corporate advisory.

Her social advocacy involves imparting free food, education, uniform, and healthcare to over 500 underprivileged children as the President of Bustee Welfare Centre (BWC), which is recognised by the government of West Bengal, India.

Awards and recognitions

- Among the Top Managing Partners of India for the third consecutive year by *Forbes India*.
- Among the top IP Experts from India by *Asia IP*.
- Top 100 Powerful Women in Law.
- Ranked under the Individuals: Prosecution table in the India chapter by *IAM Patent 1000*.
- The IP Boutique of the Year in the year 2020 by *Asia IP*.
- "IP Star – Ranked Firm" consecutively 2018, 2019 and 2020.



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Professional associations

- International Association for the Protection of Intellectual Property (AIPPI)
- Bar Council of Delhi
- International Federation of Intellectual Property Attorneys (FICPI)
- International Trademark Association (INTA)
- Asian Patent Attorneys Association (APAA)

Sectors

- IP management consultancy
- Legal



IAM says:

Joshita Davar Khemani is a renowned IP thought leader and has provided "outstanding service to the IP industry in India and around the world". She has shaped IP jurisprudence and excels at resolving complex challenges.

Myriam Davidson

Director of Engagement – Stratford Intellectual Property
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Myriam Davidson is the director of engagement at Stratford Intellectual Property, a part of the Stratford Group. In her role she develops and leads a team of IP strategy experts in delivering end-to-end IP strategy and implementation services to lean in as trusted strategic advisers.

With 15 years of experience in client facing analytical and consulting IP roles, her motto is, "start with the end in mind." By developing a company's IP strategy in service of the business strategy, she aligns company culture and IP assets to achieve business goals, while setting the company up on a path for continued growth and success. Ms Davidson has personally overseen the development and implementation of IP strategies and IP policies for SMEs, start-ups, and multinationals. During day-to-day operations, acquisitions, exit due diligence and litigation support, she provides targeted and focused strategy development. No matter the company size, strategically leveraging innovations and developing intellectual property asset positions, helps businesses achieve their full competitive potential.

The convergence of technical (biochemistry), business, and IP training allows Ms Davidson to lead clients in pushing innovative technologies to the next level by maximising IP protection from all levels, with a focus on advancing business objectives, driving innovation, identifying market opportunities, and minimising risk. An expert in complex IP database research from her role at Stratford Intellectual Property and as a patent information professional with Royal DSM, she is highly skilled in converting complex IP analytics information to actionable insights to advance corporate priorities.

Ms Davidson leads the engagement, harmonisation and optimisation of Stratford's intellectual property strategy service, giving her unique skills in fostering relationships, overseeing commercial agreements and managing the strategy team. Her management skills ensure that all of Stratford Intellectual Property's clients receive first-class support.

An advocate of IP literacy for executives she has been involved in multiple projects such as Sprott Business School's (part of Carleton University) Certificate in Intellectual Property Strategy and the development of Stratford Intellectual Property's IP Strategy Academy.



Stratford Intellectual Property

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Sectors

- IP management consultancy

IAM says:

Appreciated for her "technical know-how, strategic advice and proactive approach, Myriam Davidson delivers an outstanding IP service and doesn't shy away from tough challenges". "She seeks the best outcome for all involved and ensures her clients' peace of mind through aligning IP and business strategy."



Derek de Laat

President – FIN IP Group Inc
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Derek de Laat is president of FIN IP Group, a financial advisory firm specialising in intellectual property valuation, royalty rate analysis, IP investments and monetisation.

Mr de Laat's career has been focused on bringing credible and advanced financial services to the IP market. He has developed over 500 patent acquisition models, developed royalty rates for over a hundred programmes, supported deals in excess of C\$2 billion, and helped finance over C\$200 million in patent portfolio and litigation financing. With more than a decade of experience, Mr de Laat has structured various IP transactions, developed industry-leading financial models and been a key contributor to major IP licensing deals spanning multiple technology markets.

Prior to forming FIN IP Group, Mr de Laat was vice president of IP investments and valuation at WiLAN, a patent licensing company, where he oversaw financial aspects of all licensing and acquisitions. Prior to that, Mr de Laat was a member of the team that developed and successfully monetised BlackBerry's foundational patent portfolio.

Before joining BlackBerry, Mr de Laat worked for RockStar Consortium, where he was responsible for supporting licensing efforts related to the Nortel patent portfolio. He worked at Rockstar Consortium up until the patent estate was acquired by RPX.

Mr de Laat holds a BSc (finance) from Erasmus University, an MBA (finance) from Carleton University, a diploma in operational research from the Canadian Operational Research Society (CORS), a chartered professional accountant (CPA) designation and a certified management accountant (CMA) designation.

Since its inception, FIN IP Group has been at the forefront of building and strengthening effective IP-centric strategies for its global client base. As thought leaders in financial valuation, FIN IP Group's team of experts provide industry-leading financial valuation approaches, methodologies, modelling and analytics to the IP market.

FIN IP Group's suite of IP financial services includes patent portfolio valuation, licensing strategy and modeling, deal structuring, M&A due diligence, royalty rate analysis, litigation investment analysis, and various tax and financial reporting reports (IFRS and US GAAP).



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Professional associations

- LES
- CPA
- CORS

Sectors

- Brokering
- Finance
- IP auctions
- IP insurance
- IP management consultancy
- Licensing
- M&A
- Tax
- Valuation

IAM says:

"Derek de Laat delivers tremendous value to his clients as a well-rounded and savvy IP expert." "His patent valuation expertise, financial modelling know-how and understanding of the licensing space join together perfectly to set the gold standard for the industry."

FIN **IP** GROUP

Caroline De Mareüil-Villette

Co-founding Partner – ICOSA
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Caroline de Mareüil-Villette is one of the two co-founders of ICOSA and ICOSA Europe, two IP firms focused on life sciences (biotech, chemistry, medtech). A graduate from Sorbonne University in chemical process engineering and organic chemistry, she is a European, French and Belgian patent attorney.

Ms de Mareüil-Villette has renowned expertise in strategy and valuation of the assets of IP. She assists a wide range of clients, including startups and investors, in audits of IP and due diligence. In addition, she trains CEOs and R&D directors and managers to raise awareness of IP issues and good practices in order to prevent actions likely to penalise the protection of an invention.

As a member of AIPPI and co-president of the IP Valuation Committee of the Licensing Executive Society (LES), Ms de Mareuil-Villette has also developed an international network of associates and patent agents with whom she works closely.

Ms de Mareüil-Villette built her career at the IP valorisation subsidiary of French National Center for Scientific Research. Then, she joined a Monaco-based firm specialising in cosmetics active ingredients where she created the patent & contract department.

After living three years in Princeton, NJ (USA), she worked for a middle-sized Paris-based IP firm. She then joined one of the major French IP law firm in 2004 where she created a department dedicated to financial valuation of patents, software and trademarks.

As of today, Caroline de Mareüil-Villette teams advised hundreds French start-ups from the healthcare sector in the protection and the valuation of their IP assets, thus making ICOSA as one of the most remarkable players of the French healthcare industry.



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Professional associations

- AIPPI
- Licensing Executive Society (LES)

Sectors

- IP management consultancy
- Legal

IAM says:

Steeped in the world of biotechnology, Caroline De Mareüil-Villette dispenses invaluable strategic advice to start-ups and emerging companies working on cutting-edge technologies. She works tirelessly to create valuable portfolios and bring about commercial success for her clients.



Denise De Mory

Managing Partner – Bunsow De Mory Smith & Allison LLP
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Denise De Mory is the managing partner and co-founder of Bunsow De Mory LLP and has litigated patent and other intellectual property cases for over 30 years. She has significant trial experience, including a patent trial that resulted in a US\$61 million verdict for her client. She was also a core member of the United States Department of Justice's trial team, in the *US v Microsoft* antitrust litigation; the DOJ hired her from a well-known litigation boutique to add technical and civil litigation expertise to the trial team.

Ms De Mory has led Bunsow De Mory for over 10 years. As a result of her exceptional leadership, the firm has amassed a significant number of wins against firms that are more than 50 times its size. In addition to enforcing patents for Fortune 100 companies, the firm helps small innovators realise the value of contributions and efforts. The firm regularly represents universities, university professors, small companies and individual inventors in important cases against some of the world's biggest technology companies and succeeds. In the past three years, she has originated nearly 100 per cent of the firm's work and was instrumental in obtaining over US\$100 million in settlements for the firm's clients. It is her firm understanding of what matters at trial and what it takes to effectively communicate to a judge and to a jury that enables her to develop and pursue successful strategies to achieve her clients' goals and objectives. High-ranking legal authorities regularly recognise Denise as a leader among peers in the legal industry. In 2023 alone, she has been selected by *Chambers USA* for patent litigation, *IAM 300* as a Strategy 300 Global Leader, the *Daily Journal* as a Top Women Lawyer, the *Daily Journal* as a Top IP Lawyer, *Managing IP* as a Global Top 250 Women in IP, *Managing IP* as an IPSTAR and *US News & Report* as a Best Lawyer.



Bunsow De Mory Smith & Allison LLP

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Professional associations

- Intellectual Property Chair of the San Mateo County Bar Association and a member of the Federal Circuit Bar Association

Sectors

- Legal

IAM says:

"Leading patent litigator" Denise De Mory is exceptional at devising successful trial strategies that bring in significant wins for clients. Her mastery of intellectual property and command of the law mean that she is always well prepared and performs flawlessly when the stakes are high.



Giustino de Sanctis

Chief Executive Officer – Vectis IP Ltd
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Giustino de Sanctis is a passionate IP leader and a serial entrepreneur who has operated in the intersection of business, intellectual property, innovation and technology transfer for more than 25 years.

A strong believer in collaborative models and the agility to meet the ever-changing demands of the IP world, Mr de Sanctis has founded and heads Vectis, an IP licensing and advisory business engaged in different IP activities with many of the world's leading technology companies.

Vectis IP is an active proponent of a fairer and more sustainable innovation system and is dedicated to finding collaborative and balanced licensing solutions. Vectis IP is currently administering the JPEG-XS patent pool and the OPUS pool, as well as managing patent licensing and activities on multiple programmes covering audio, video, communications, e-commerce and networking technologies.

Mr de Sanctis also created and heads Aliante, an IP platform that has opened a new frontier of how intellectual property can be managed, mitigated and rewarded and is poised to lead the transition to Licensing 2.0 in the IT space.

Inspired by the pioneers of the sharing economy, Aliante is building new collaborative norms to overcome the challenges presented by the growth of digitalisation and technology convergence and provides a value-based platform for efficient IP clearance. Under Mr de Sanctis's leadership, Aliante has evolved from an innovative idea to a platform already covering hundreds of thousand pending and granted patents from a diverse roster of IP owners.

Besides being curious about everything technological, Mr de Sanctis is also an enthusiastic investor in start-ups with amazing new technologies. He enjoys participating in the public discussion on the future of intellectual property while sharing his passion for business creation and entrepreneurship. He is also a frequent panellist at events, a speaker at universities and an author of many published articles.



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Sectors

- IP management consultancy
- Legal
- Licensing
- Technology transfer
- Valuation

IAM says:

"Giustino de Sanctis is an extremely knowledgeable, trustworthy and creative strategist who always finds a way to get things done even where others have failed."



Jonathan DeBlois

Partner – Prince Lobel LLP
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Jonathan DeBlois is a partner in the IP practice group at Prince Lobel Tye LLP. He has been instrumental in launching the firm's patent mining and strategy practice, which focuses on building targeted bespoke patent portfolios and IP monetisation strategies. Mr DeBlois works with clients to identify underutilised or undervalued assets and, through collaboration with global partners, litigation funders and technology experts, creates target-specific monetisation programmes. These unique programmes span the entire monetisation life cycle from valuation to funding, licensing and litigation, and have a proven track record of successfully monetising client IP.

Mr DeBlois has substantial federal court and licensing experience in fields including VoIP telephony, wireless communication, streaming audio, search engine algorithms, geolocation services, anti-piracy technology, computing virtualisation, software- and hardware-defined networking, high-performance computing, software as a service, data centre infrastructure, hyperconverged solutions and medical devices. His litigation background combined with deep technical knowledge and valuation skills enables Mr DeBlois to successfully build and execute unique monetisation strategies for a wide variety of clients spanning numerous technology verticals.

Mr DeBlois has experience in trademark prosecution and opposition proceedings, domain name disputes and other e-commerce issues. He has successfully enforced the trademark rights of clients ranging from Ivy League educational institutions to small start-ups.

Mr DeBlois received his JD from Suffolk University Law School where he was an articles editor for the *Suffolk University Law Review*, and has authored articles published in *IAM Magazine*, *World Trademark Review* and *Law360*. He has been named a Rising Star in Massachusetts by Super Lawyers in the area of intellectual property litigation since 2018.



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Sectors

- Legal
- Licensing
- Valuation

IAM says:

"The skilful and practical way that Jonathan DeBlois combines technology and law is amazing. He is very creative, has a realistic perspective on the industry and is adept at utilising the most recent software to his advantage when it comes to patent disputes."



Justin Delfino

Executive Vice President IP and R&D – Evalueserve
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Justin Delfino is the global head of Evalueserve's intellectual property and research & development (IP and R&D) practice. He delivers on key priorities across the areas of operations, digital products, overall go-to-market strategies and customer success for the IP and R&D line of business.

Prior to joining Evalueserve, Mr Delfino accumulated over 20 years of experience in the R&D area, holding positions in sales management at LexisNexis, IQVIA (formerly IMS Health), and Nielsen. Notably, he was part of the founding team at LexisNexis, launching their IP products. He holds an MBA from the University of East Anglia.

In his role at Evalueserve, Mr Delfino leads a global team of 400+ IP, R&D and innovation intelligence specialists. Their unique Mind+Machine approach combines human expertise with domain-specific AI technology, like Insightloupe and Searchstream, to identify innovation whitespace, benchmark R&D strategies, and provide valuable market assessments and competitive intelligence.

An active participant in thought leadership, Mr Delfino frequently shares his insights and experiences on innovation and business strategy through various channels such as articles and blog posts. He emphasises the importance of AI and data privacy in the innovation market and frequently discusses R&D team empowerment and growth opportunities. He aims to inspire others to embrace innovation and develop efficient business strategies.



Evalueserve

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 The Netherlands

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Professional associations

- Chartered Institute of Management Consulting

Sectors

- IP management consultancy
- Licensing
- M&A
- Technology transfer

IAM says:

"A trusted adviser to many IP-savvy corporations around the globe, Justin Delfino is a sharp strategic mind whose knowledge and services provide valuable insights in the fields of patent search and patent analytics."

EVALUESERVE

Peter Detkin

Managing Director – Sherpa Technology Group
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Peter Detkin is founder of Intellectual Ventures – a multi-billion dollar family of funds that invest in inventions and hold more than 40,000 patents. He is also a Managing Director of Sherpa Technology Group.

IAM recently named Mr Detkin the second most influential IP market maker in the world and has described him as a "legend of the patent transaction and strategy world".

Before joining Intellectual Ventures, Mr Detkin spent eight years at Intel Corporation as vice president and assistant general counsel. As assistant general counsel, he was responsible for managing Intel's patent and licensing departments, including all aspects of prosecution and claims management. He also managed the litigation and competition policy departments, including antitrust.

Before joining Intel, Mr Detkin was an IP partner at Wilson, Sonsini, Goodrich and Rosati in Palo Alto, California. He was the first patent lawyer hired by the firm and formed the basis of its highly successful IP practice.

Mr Detkin is an inactive member of the State Bars of California and New York and is registered to practise before the USPTO.

Mr Detkin received his BSEE with honours in 1982 from the University of Pennsylvania Moore School of Electrical Engineering and a JD in 1985 from the University of Pennsylvania Law School. He serves as a member of the Board of Overseers of the University of Pennsylvania School of Engineering and Applied Science, and is the Chairman of the Humane Society of Silicon Valley.



Sherpa Technology Group

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Sectors

- Brokering
- Defensive patent aggregation
- Finance
- IAM/IC
- IP auctions
- IP management consultancy
- Licensing
- M&A
- Technology transfer
- Valuation



IAM says:

Peter Detkin truly understands the potential value of new inventions. He combines rich in-house and private practice experience to dispense holistic and long-term strategic advice to create and add value.

Wei Dong

Managing Partner – PC & Associates

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Dong Wei is a senior attorney at law, patent attorney and trademark attorney in China. He began his career in the IP field in 1991. In 2008, he founded PC & Associates, which provides comprehensive agent and legal services in patents (eg, invention patents, utility models and design patents), trademarks, technical secrets and software protection for domestic and foreign clients, as well as all-round services concerning consultation, navigation, standard compliance, licensing, trusteeship, evaluation and securitisation on intellectual property or IP operation.

Since 1991, Mr Dong has represented a number of the world's most recognisable entities and acted in front of more than 30 Chinese courts, including the Supreme People's Court. He has handled more than 350 complex civil actions involving intellectual property of all types, as well as in excess of 800 patent invalidation cases and more than 4,000 patent prosecution cases. Mr Dong has extensive experience in resolving IP disputes, particularly those in high-tech fields such as semiconductors, computer science and biotech.

Mr Dong has an exceptional track record handling milestone cases, with several Chinese courts selecting cases that he has handled as ground-breaking patent infringement cases. Nine patent infringement dispute suits and administrative cases represented by Mr Dong and his team have been listed as annual model cases on the judicial protection of IP rights in Chinese courts by the Supreme People's Court. In particular, the new concept of a 'usage condition feature' established in *Shimano v Sunrun* (2012) was included in the Supreme People's Court judicial interpretation as a principle in patent infringement lawsuits with deep and broad influence. Mr Dong also obtained the first preliminary injunctive order for foreign-related patent infringement at the Ningbo Intermediate People's Court in 2004.

Mr Dong was elected as an All China Patent Agent Association council member at the association's ninth member conference in 2013 and at the tenth member conference in 2019. In 2016, he was invited to join the Expert Advisory Committee of the Supreme People's Court Intellectual Property Case Guidance Research (Beijing) Base. Mr Dong was awarded the title of 2017-2018 Beijing Outstanding Patent Attorney.



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Professional associations

- INTA
- AIPPI
- LES

Sectors

- Defensive patent aggregation
- Finance
- IP auctions
- IP management consultancy
- Legal
- Licensing
- M&A
- Technology transfer
- Valuation

IAM says:

A perceptive litigator who is rigorous in his pursuit of the best outcomes, Wei Dong has taken part in important patent battles and authored publications that have helped to reform China's patent invalidation process.



Ruth Donners

Head of Partnerships & Business Development – dsm-firmenich

www.dsm.com

Ruth Donners is head of partnerships & business development at dsm-firmenich, innovators in health, nutrition and beauty. She passionately shares her company's mission to bring progress to life. She has more than 22 years' experience in intellectual property, innovation, (new) business development, strategy and alliances. She is passionate about connecting the dots to accelerate innovation and knows how to establish valuable IP-centric deals to reach the company's business goals.

Ms Donners holds an MBA from Rotterdam School of Management, Erasmus University and an MSc in chemical engineering from Eindhoven Technical University. She was also trained as a Dutch and European patent attorney before she started to work in business development and innovation.

Ms Donners currently works in dsm-firmenich perfumery & beauty for personal care and aroma ingredients. She is responsible for the overall strategy and business development for the unit, including M&A activities, venture investments and setting up and expanding external strategic alliances.

During her career, Ms Donners has gained strong experience in establishing and managing external collaborations for the development and commercialisation of new products, mainly in the fields of biotechnology, cosmetic ingredients, nutrition, flavours, food processing aids and materials. Being a trained patent attorney, she never loses sight of the value of intellectual property as a great business tool to spur innovation.

She loves to exchange ideas in this field with other professionals and is frequently invited to speak at conferences on partnerships and the valuation of IP rights for transactions.



dsm-firmenich

Kaiseraugst
Switzerland

 @RuthDonners

Professional associations

- Strategy
- Partnerships

Sectors

- IAM/IC
- Licensing
- M&A
- Technology transfer
- Valuation

dsm-firmenich 

James J Donohue

Vice President – Charles River Associates
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James J Donohue is vice president of Charles River Associates (CRA) in its New York office. CRA is a global business, financial and economics consulting firm. Mr Donohue has served as a financial consultant for more than 25 years in a wide range of areas, including damages, valuation and forensic accounting. He has extensive experience in IP valuation, transactions and litigation. He has provided expert damages testimony in federal, state and bankruptcy courts, as well as in various arbitration venues, including the International Chamber of Commerce and the American Arbitration Association. In addition to his IP litigation-related experience, Mr Donohue has also provided IP-focused fairness opinions, and transaction and valuation services in a broad range of industries.

Mr Donohue's experience in IP litigation matters has included assessing the appropriate economic measure of damages in patent, trademark, trade secret and copyright disputes. He has advised clients on various IP strategy and licensing engagements, including valuation and strategic consulting for tax, financial reporting, transactions and bankruptcy proceedings. He has managed licensing and other IP monetisation engagements, including private auction patent portfolio sales.

Mr Donohue's experience in intangible asset and business valuation has included valuation engagements for transactional, litigation, tax, bankruptcy and financial reporting purposes. His expertise includes a wide variety of industries, ownership interests and asset classes. He has also advised clients on financial reporting valuation and impairment analysis. Mr Donohue's forensic accounting experience has included accounting and financial investigations in connection with estates, fraud, professional malpractice and bankruptcy.

Mr Donohue is a certified public accountant and has a BS in accountancy from Villanova University. He is also a certified valuation analyst and is accredited in business valuation.



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Professional associations

- LES
- AICPA
- NACVA

Sectors

- Legal
- Valuation

IAM says:

"James Donohue understands the business of intellectual property and provides top-quality damages advice. He is a great problem-solver, and his testimonies are supported by his in-depth knowledge of the field and his clients' goals."

CRA Charles River
 Associates

Eva Dörner

Partner – Maiwald Intellectual Property
doerner@maiwald.eu | www.maiwald.eu

Eva Dörner advises and represents clients in securing, maintaining, enforcing and challenging intellectual property rights in the fields of chemistry, pharmacy and plant protection. In the field of chemistry, she has particular expertise in organic chemistry and organic synthesis. Within the areas of pharmacy and plant protection, her work mainly centres on small molecules, combination preparations and formulations. She has particular expertise with patent applications relating to Markush formulae, medical uses and pharmaceutical compositions. Ms Dörner represents her clients in patent prosecution as well as regarding contentious matters before the EPO and the German courts. Her clients include start-ups, medium-sized firms and large corporations, in Germany and worldwide.

During a secondment with an international chemical corporation, where her role was that of a patent professional with particular attention to plant protection, Ms Dörner became particularly skilled in developing filing strategies. She also spent a period of time with an American IP law firm where she acquired valuable insights into the rules and procedures of US patent law.



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Professional associations

- women in ip
- VPP

Sectors

- Defensive patent aggregation
- IP management consultancy

IAM says:

"Eva Dörner always recommends the best course of action thanks to her exceptional expertise in both European patent law and chemistry. She is meticulous in her work and provides a world-class service."



MAIWALD
INTELLECTUAL
PROPERTY

David Duski

Director – Charles River Associates
dduski@bdo.com | www.crai.com

David Duski is a principal in the IP practice at Charles River Associates. Mr Duski has nearly 18 years of experience offering expert testimony and dispute resolution services in various IP matters, including those involving patent infringement, trademark and trade dress infringement, copyright infringement and trade secret misappropriation, among others. He has served as an expert witness in matters filed in a US district court, state court and before the American Arbitration Association. He has also provided various non-dispute-related IP consulting services to entities including the evaluation of global patent licensing strategies and a portfolio analysis of existing patent licence agreements.

Mr Duski has conducted complex financial analyses involving lost sales, lost profits, incremental profits, manufacturing and marketing capacity, fixed and variable costs, product line profitability, price erosion, reasonable royalties, unjust enrichment, commercial success and pre-judgment and post-verdict interest for both plaintiffs and defendants. In addition, he has lectured on the topic of IP damages at John Marshall Law School, Loyola University Chicago School of Law, the Chicago Bar Association and the IP Law Association of Chicago.

Mr Duski's case experience encompasses a broad array of industries, including automotive, aviation, banking, biotech, cellular, chemicals, consumer products, cryptocurrency, energy, financial securities, healthcare, heating, ventilation and air conditioning, information technology, internet, medical products, military, network security, online learning, optical, pharmaceuticals, semiconductors, sporting goods, supercomputers, telecommunications and wine.

Mr Duski received a BSC in accounting and finance, with high honours, from DePaul University. He is a certified public accountant licensed in Illinois and Wisconsin, a certified licensing professional and a certified fraud examiner.



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Professional associations

- LES
- AIPLA
- ABA

Sectors

- Legal

IAM says:

"David Duski has an incredible work ethic and is laser-focused on delivering the highest quality service to his clients." He is well versed in IP strategy and execution, and delivers expert testimony before the courts.



Johanna Dwyer

Chief Executive Officer – QipWorks Inc
 jdwyer@qipworks.com | www.qipworks.com

Johanna Dwyer is an IP specialist with more than 25 years' experience leading intellectual property, research, development and innovation across a diverse range of technical disciplines. Ms Dwyer is the founder and CEO of QipWorks, a global IP business that partners with companies, innovators and investors to build, manage and utilise IP portfolios. QipWorks provides extensive expertise in IP strategy and patent portfolio development and management and their advanced data analytics capability offers a unique robustness to litigation support. She is the co-author of "Survey of Mobile Cellular 5G Essentiality Rate" published in *les Nouvelles*, Journal of the Licensing Executives Society, in March 2021.

Before creating QipWorks, Ms Dwyer founded the Innovation Lab for Saudi Aramco, where she developed IP strategy and management processes for a global network of R&D labs, advised on technology acquisitions and built collaborative engagements with universities and research institutes. As general manager of Federated Wireless, she executed a turnaround and positioned the company for success in the spectrum-sharing market.

Ms Dwyer spent 12 years at BlackBerry, originally designing radios as a cellular wireless engineer and later participating in and then leading a global radio standards team active in the 3rd Generation Partnership Project, the Institute of Electrical and Electronics Engineers (IEEE) and the China Communications Standards Association. She worked closely with licensing teams developing processes for identifying, evaluating, managing, validating and monetising investments in intellectual property.

Ms Dwyer holds an MBA (Sloan Fellow) in innovation and global leadership from the Massachusetts Institute of Technology. She also holds a bachelor's degree in engineering and is a senior member of the IEEE. She is an inventor on more than 400 worldwide patents and patent applications, including 108 patents declared as standard essential.



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Professional associations

- IEEE

Sectors

- IP management consultancy
- Licensing
- M&A
- Technology transfer



IAM says:

"Johanna Dwyer is a very knowledgeable and conscientious service provider who delivers a thorough and detailed work product." "She always provides useful and pragmatic advice to those seeking solid protection for their innovations while being mindful of cost."

Ralph Eckardt

Managing Director – Sherpa Technology Group
 ralph.eckardt@sherpatg.com | www.sherpatg.com

Ralph Eckardt is co-founder and managing partner of Sherpa Technology Group (formerly 3LP Advisors) – a firm founded in 2008 that focuses on IP strategy development, patent portfolio transactions and IP-based investments. Sherpa has offices in Boston and Silicon Valley.

Mr Eckardt works with companies to develop and implement IP strategies, acquire strategic IP assets and monetise intellectual property through patent sales and licensing. He has provided professional services relating to corporate strategy and transaction advisory work for more than 15 years, advising both large and small companies across a wide variety of industries.

Before founding Sherpa, Mr Eckardt served as head of the Boston Consulting Group's IP strategy practice, where he developed IP strategies for leading corporations in the technology, telecoms, pharmaceutical, biotech, automotive, basic materials and industrial sectors. In addition, he has developed proprietary and patented tools for IP analysis and visualisation.

Mr Eckardt is co-author of *The Invisible Edge: Taking Your Strategy to the Next Level Using Intellectual Property*, which was named the best strategy book of 2009 by a leading business journal. He has also authored a number of papers and articles on intellectual property and has spoken on IP strategy at a variety of forums, including the IPBC, the Centre for Intellectual Property Forum, the Licensing Executives Society 100 Executive Forum, the Advanced Patent Law Institute and the Conference Board.

Before joining the Boston Consulting Group, Mr Eckardt was a senior consultant at Arthur Andersen Worldwide.

Mr Eckardt received his MBA from the Massachusetts Institute of Technology Sloan School of Management and a BS from Messiah College, Pennsylvania (both *summa cum laude*).



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Sectors

- Brokering
- Finance
- IAM/IC
- IP management consultancy
- Licensing
- M&A
- Technology transfer
- Valuation



IAM says:

Ralph Eckardt combines commercial understanding and strategic insight to spot opportunities for his client base, which runs the gamut from global corporations to small and emerging enterprises.

Eva Ehlich

Partner and Managing Director – Maiwald Intellectual Property
ehlich@maiwald.eu | www.maiwald.eu

Eva Ehlich is a partner and managing director at Maiwald. She is an internationally well-known and esteemed German and European patent attorney focused on overall IP strategies, including drafting applications, building and prosecuting large worldwide portfolios, enforcing and defending patents, as well as establishing and implementing freedom-to-operate strategies. She has also passed the US patent agent examination and has global prosecution experience, which allows her to advise on global strategies, particularly in the areas of drug delivery, pharmaceuticals and medical uses (small molecules and biologics).

Dr Ehlich is the recipient of several prestigious awards and has been listed an IP Star by *Managing International Property*. In 2022, *Managing IP* named her among the Top 250 Women in IP. She has been recommended as Germany's Best Lawyer by *Handelsblatt* and as a Frequently Recommended Lawyer by *JUVE*, *Legal 500 Germany* and *Legal 500 EMEA*, which in 2020 said that Ms Ehlich "stands out due to the rare ability, to combine thoroughness and pragmatism. She delivers excellent results". Since 2020, *IAM* has also named her among the top 1000 World's Leading Patent Professionals and as Global Leader in the Strategy 300 rankings for 2022 and 2023.

Over the past 15 years, Ms Ehlich has built a very stable group of attorneys that continually work with her. She takes particular pride in encouraging and promoting female attorneys.



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Professional associations

- AIPI
- FICPI
- GRUR
- epi

Sectors

- Defensive patent aggregation
- IP management consultancy

IAM says:

"Eva Ehlich is a master of European patent strategy and consistently provides brilliant advice that advances clients' IP and business objectives." She is a fan favourite when it comes to IP commercialisation.



MAIWALD
INTELLECTUAL
PROPERTY

Jako Eleveld

Head of IP Licensing, Vice President – Royal Philips

www.ip.philips.com

Jako Eleveld has been on the executive team of Philips Intellectual Property & Standards (IP&S) since 2009. Philips IP&S is a leading industrial IP organisation that handles all IP matters for Royal Philips. Mr Eleveld leads a successful global team covering research and standardisation, new programme development, licensing programmes and software licensing, and manages his own profit and loss account with very significant value creation from Philips intellectual property.

Philips has invested billions of euros in research and development and has a long history in making many resulting technologies available to third parties through standardisation and licensing. Patent and technology licences can be obtained directly from Philips' own global licensing team, and in certain cases also through patent pools and partnerships. For decades, Philips IP&S has been at the forefront in developing standards, patent pools and other innovative solutions to promote the IP marketplace.

Mr Eleveld has about 25 years' experience in IP business. In previous positions, he was responsible for the IP portfolio and transactional matters of Philips Semiconductors (now NXP), Philips Innovation and Emerging Businesses, and Philips Consumer Lifestyle. His experience covers the whole spectrum of intellectual property, including portfolio management, standardisation, acquisition, licensing, litigation, mergers and acquisitions and other transactions – always with a good view on the relationship between intellectual property and business impact. Mr Eleveld is also a board member of various IP companies, including VIA LA, Access Advance, One-Blue and Open Invention Network.

Mr Eleveld holds an MSc in applied physics from the University of Twente, the Netherlands and is a European and Dutch patent attorney, as well as a representative before the EUIPO. In 2018, 2019 and 2020, *IAM* listed him in the Top 40 of Global IP Market Makers.



Royal Philips

Eindhoven
Netherlands

Professional associations

- AIPPI
- epi
- LES

Sectors

- IAM/IC
- Licensing
- M&A
- Technology transfer
- Valuation



Sophie Therese Ertl

Partner – Maiwald Intellectual Property
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Sophie Ertl has wide-ranging experience in handling legal disputes occurring in the intellectual property field. She has successfully represented clients in numerous patent and utility model infringement cases as well as in patent nullity and utility model cancellation proceedings. Ms Ertl drafts patent applications and represents clients in patent prosecution, opposition and appeal proceedings. In addition, she regularly prepares legal opinions on technical and legal issues, including freedom-to-operate and validity analyses. Her technical expertise covers the fields of mechanical engineering, medical devices, materials engineering and automotive and aeronautical technologies.

A particular highlight of Ms Ertl's professional career was her successful defence of a well-known US corporation operating in the field of medical devices against a number of attacks by patent trolls.



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Professional associations

- FICPI
- AIPPI
- LES

Sectors

- Defensive patent aggregation
- IP management consultancy

IAM says:

"Sophie Therese Ertl is a key partner for building patent portfolios and is truly committed to her craft. She has an inspiring ability to adapt to ever-evolving markets, and her work is always completed on time and to the highest standard."



Ben Esplin

President – Esplin & Associates, PC
ben@esplin.legal | www.esplin.legal

Ben Esplin is an intellectual property attorney focused on building value for technology companies at all stages of the corporate lifecycle, from Fortune 100 companies to venture-backed and bootstrapped technology startups. In addition to founding his firm, Esplin & Associates, PC, in 2019, to provide patent application and prosecution services to technology companies, he is an advisor in the Berkeley SkyDeck Accelerator at UC Berkeley, and is currently an investor, adviser or on the board of directors for technology companies within a variety of different industries, including fintech, payments, gaming, legal tech, fashion, cannabis, cloud computing, data security and labour safety.

In his work with clients at Esplin & Associates, Mr Esplin provides in-depth support on a variety of issues, including innovation discovery and intellectual property portfolio strategy. He stands out for his abilities to communicate with all stakeholders to a patent portfolio, including business executives, in-house attorneys and technical innovators, to facilitate the development of strategy satisfying the, at times, disparate priorities of these groups, and to enhance the effectiveness and efficiency of execution.

Mr Esplin is one of the most prolific practitioners before the USPTO, routinely ranking in the top 15 per year for applications filed and allowed, among other categories. Since beginning his intellectual property career at the USPTO as a patent examiner over 20 years ago, he has participated in the patent system as a patent examiner, a patent attorney and an inventor, and he leverages this spectrum of experience to facilitate the stellar track record of Esplin & Associates at obtaining positive outcomes for clients at the USPTO and beyond.

Additionally, Mr Esplin has continued to develop and teach a patent prosecution curriculum for undergraduate interns of the firm since the inception of Esplin & Associates. This programme has been a source of inclusion and diversity within the patent industry and has provided an entry point to law firm employment and law school for many young people with diverse backgrounds.



Esplin & Associates, PC

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Professional associations

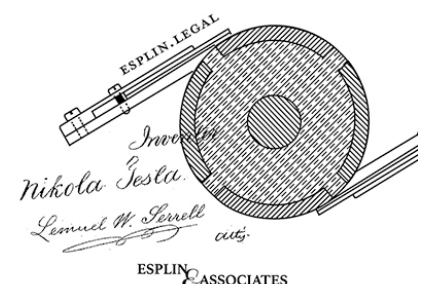
- Berkeley SKYDECK
- California Bar Association

Sectors

- IP management consultancy
- Legal
- Valuation

IAM says:

Ben Esplin understands inventors and partners closely with his clients to build robust patent portfolios and create monetisation opportunities. He is a diligent practitioner who carefully aligns his strategy with the business goals of his clients.



Bernd Fabry

Chief Executive Officer – IP2 Patentanwalts GmbH
fabry@ip-two.de | www.ip-two.de

After completing a degree in chemistry and obtaining a PhD at the RWTH Aachen, Bernd Fabry started his professional career as a lecturer in organic chemistry at the FH Jülich before moving to Henkel KGaA in 1986, where he became a laboratory manager. In 1990, Mr Fabry began to work in the patent department, of which he was deputy head until 1999.

From 1999 to 2011, he was the managing director of Cognis IP Management GmbH and vice president of intellectual capital with responsibility for IP rights, but also for licences and regulatory affairs. For a decade, Mr Fabry was a lecturer in IP management at the Otto-Beisheim School of Management in Vallendar. He has authored numerous papers and books in the field of IP protection. He founded IP2 in 2006 and, to date, he can look back on some 3,000 inventions for which he has filed patents, and he has conducted more than 10,000 examination proceedings and issued countless expert opinions worldwide. A particular focus of his professional work is employee invention law.

Mr Fabry prefers to spend his limited leisure time in the company of his large family. He is an enthusiastic amateur chef and the best friend of a good bottle of wine. His less calorie-rich hobbies include cycling, water sports and writing crime novels.



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Sectors

- Defensive patent aggregation
- IAM/IC
- IP management consultancy
- Legal
- Licensing
- M&A
- Tax
- Technology transfer
- Valuation

IAM says:

For astute strategic advice in the fields of chemistry and life sciences, Bernd Fabry is the top choice. He knows exactly how to build and strengthen patent portfolios to create value for emerging companies.

ip² | Intellectual
Property Partners

Andrew Filler

Partner – Sherpa Technology Group
andrew.filler@sherpatg.com | www.sherpatechnologygroup.com

Andrew Filler is partner and general counsel at Sherpa Technology Group (STG) (formerly 3LP Advisors) based in San Francisco and Boston. He works with world-class business and IP strategists on business matters pertaining to STG's IP, technology and M&A advisory business, with a focus and emphasis on business strategy, licensing and monetising intellectual property and technology assets.

Mr Filler has more than 20 years' experience managing intellectual property and legal and business matters across an array of technology companies, including creating the industry's dominant patent portfolio for two scientific fields: microfluidics lab-on-a-chip technology and nanotechnology. Before joining STG, he was general counsel and vice president of intellectual property at nanotechnology leader Nanosys, where he helped to create and manage a portfolio of nanotechnology patents made up of more than 800 patents and applications. In this position, he also negotiated hundreds of licensing and collaborative agreements with leading universities such as Harvard, the Massachusetts Institute of Technology, Columbia, the California Institute of Technology, Cornell, University of California, Berkeley and the Lawrence Berkeley National Laboratory, Yissum (Israel), as well as companies including Samsung, LG Chem, Intel, Medtronic, 3M, Hitachi, Exciton, Sharp and SanDisk. He is also a former senior associate at international law firm Weil Gotshal & Manges. He is a business and legal adviser to several other advanced materials companies in Silicon Valley.

In recognition of his extensive experience and dedication to the field, he was named as one of the top two corporate IP attorneys in Silicon Valley by the *San Jose/Silicon Valley Business Journal* in 2011. Mr Filler received a JD *magna cum laude* from the University of San Francisco Law School and a BSME with honours from Cornell University.



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Professional associations

- USF Law School Board of Governors
- Cellulotech Board of Advisors
- Earthwise Global Board of Advisors
- AIPLA

Sectors

- Brokering
- Defensive patent aggregation
- IAM/IC
- IP auctions
- IP management consultancy
- Legal
- Licensing
- M&A
- Technology transfer
- Valuation



IAM says:

A superb negotiator of impact deals with profound commercial understanding, Andrew Filler is "an IP thought leader who consistently brings innovative approaches to licensing and transactions".

John Flock

Partner – John Flock, PLLC
jflock@FlockIP.com

John Flock has a rare combination of skills and experience that make him a valuable partner for companies and individuals facing business and IP challenges in an era of rapid technological change.

He is a former criminal prosecutor, a recognised patent trial attorney and a trusted adviser who has worked with companies navigating previous cycles of technological disruption. With a sense of judgment resulting from his experience in trials, negotiations, licensing, patent valuation and developing successful IP policies, he focuses on achieving results in the near term and providing value over time.

Counseling: the accelerating uses of newer technologies are challenging businesses to ensure that they are continuing to maximise their odds for success. Mr Flock provides additional expertise to in-house teams, focusing on advice that is proactive without being overly reactive to the changing environment.

Litigation / licensing: with nine years as a criminal prosecutor and over 25 years in high-stakes patent litigation (including cases selected for *American Law Journal's* Top Jury Verdicts), Mr Flock brings a unique expertise to helping companies with litigation matters, negotiations and licensing.

Patent valuation: Mr Flock's litigation experience allows him to identify patents that can (and those that cannot) withstand the test of hard-fought litigation. As a result, IP-savvy companies have and continue to seek his advice on licensing, patent analysis and monetisation programmes (eg, advising Lenovo on its US\$2.9 billion acquisition of Motorola).

Recognition: in addition to *IAM Strategy 300* and the *300 Global Leaders*, Mr Flock has been recognised by *Managing Intellectual Property*, *The Legal 500 US Benchmark Plaintiff* and the Asian American Bar Association of New York (for his 'commitment to justice' and his 'exemplary leadership'); and has twice been interviewed on the US prime time TV programme *Entertainment Tonight*.



John Flock, PLLC

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Sectors

- Defensive patent aggregation
- Legal
- Licensing
- Valuation



IAM says:

"John Flock has extensive experience, especially in US patent litigation and licensing matters, and brings an understanding of business that spans the globe." He is often sought out in high-stakes situations for his sound and practical advice.

Karlo Fonseca Tinoco

Associate – Licks Attorneys

karlo.tinoco@lickslegal.com | www.lickslegal.com/our-team/karlo-tinoco

Karlo Fonseca Tinoco assists Brazilian and foreign companies in a wide range of legal issues. For the past two decades, he acquired a strong experience advising clients and litigating cases in Brazil and France. His practice comprises advising from start-ups to big companies to manage and enforce patents, trademarks, and trade secrets. He has also a large experience in assisting and negotiating IP related matters in mergers and acquisitions, technology transfer agreements, and licensing matters.

Mr Tinoco earned an LLM and a PhD from the University of Strasbourg. During his time in France, he was one of the founding members of the Association Francophone de la Propriété Intellectuelle, and served as co-director of the Revue Francophone de la Propriété Intellectuelle. He has published several papers in the field of intellectual property and is constantly invited as a speaker in seminars in Brazil and abroad.



Licks Attorneys

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Brazil

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Professional associations

- APEB
- AIPPI
- AFPI
- APRAM

Sectors

- Legal
- Licensing
- M&A
- Tax
- Technology transfer
- Valuation

IAM says:

"Karlo Fonseca Tinoco has an aptitude for understanding complex IP problems and crafts strong strategies to approach them." "He is a tough negotiator and an unstoppable litigator who achieves important results for his clients in Brazil and abroad."



Naho Fujimoto

Partner – Maiwald Intellectual Property
fujimoto@maiwald.eu | www.maiwald.eu

Naho Fujimoto has been a partner at Maiwald since 2019 and advises and represents companies from the pharmaceutical and chemical industry in worldwide patent prosecution and opposition and appeal proceedings.

On account of her linguistic and cultural background, Ms Fujimoto's Japanese clients naturally make up a large part of her workload, which focuses on Europe. In addition to her work on European patent grant proceedings, she handles complex global patent families from application to grant and post-grant proceedings. She accompanies the development and commercialisation of pharmaceutical products from scratch, not only by building up a patent portfolio covering all aspects of the product but also by assisting with third-party related activities such as due diligence work, competitor monitoring and licensing negotiations.

Ms Fujimoto is further regularly entrusted with conducting state-of-the-art searches and evaluations, opinion work such as freedom to operate, validity and infringement analyses, as well as opposition proceedings. Her experience and background allow her to provide valuable strategic advice in complicated situations and she has been recognised by *IAM Strategy 300* as a Global Leader and one of the world's leading intellectual property strategists in 2021, 2022 and 2023. Ms Fujimoto was also listed as a recommended lawyer by *The Legal 500* in 2021, 2022 and 2023.



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Professional associations

- German Chemical Society

Sectors

- Defensive patent aggregation
- IP management consultancy

IAM says:

"Naho Fujimoto is a terrific prosecutor who provides excellent advice and clear guidance on European patent matters. She is an incredibly strategic thinker and a superb advisor."



MAIWALD
 INTELLECTUAL
 PROPERTY

Cesare Galli

Managing Partner – IP Law Galli
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Head and founder of IP LAW GALLI and Professor of IP law at the University of Parma, Cesare Galli both handles high level litigation involving all branches of IP law and advises companies about active management and valourisation of their IPRs.

In 1999, he obtained the first Italian final ruling on biotech patents. In 2004 he secured the first Italian ruling on computer-implemented invention patents, and between 2005 and 2023 he secured a number of key decisions on pharmaceutical and IT Patents, renowned trademarks and selective distribution systems protection, designs and trade secrets, including the cases involving the highest damages awarded in Italy in IP matters.

Since 2005, he has been a member of all the Italian IP Governmental Boards of Counsel aimed at drafting the new IP rules and since 2009 he represented Italian stakeholders in the EU Infringement Observatory, where he currently operates as legal expert.

Each year since 2001 he has been promoting and chairing what is considered the go-to Italian legal conference on IP matter, dealing with the most cutting-edge issues in the field, including Unitary Patents, metaverse and web innovations.



IP Law Galli

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Professional associations

- AmCham
- INDICAM
- AIPPI
- LES

Sectors

- IP management consultancy
- Legal
- Licensing

IAM says:

Widely renowned litigator Cesare Galli performs flawlessly in the courtroom to achieve significant wins for his clientele. He makes light work of the most complex assignments and provides invaluable insight when crafting trial strategies.

IPLAWGALLI

Leonor Magalhães Galvão

Founding Partner and Industrial Property Agent – magellan IP
 leonor.galvao@magellan-ip.com | www.magellan-ip.com

Leonor Magalhães Galvão is one of the founding partners of magellan IP and head of the firm's patent practice. She has 20 years of experience in the field of intellectual property, and prior to founding magellan IP she was a partner at renowned Brazilian IP firms.

Dr Galvão represents important national and international clients that range from academic institutions to multinational corporations. Her practice includes the drafting and prosecution of patents before the Brazilian Patent and Trademark Office, patentability analysis, oppositions, appeal proceedings, technology transfers, freedom-to-operate opinions and general consultancy services in intellectual property. She specialises in chemistry, biotechnology, molecular biology, immunology, medical devices and diagnostics, as well as pharmaceutical products. Dr Galvão is also actively involved in biodiversity and access to genetic patrimony matters.

Dr Galvão frequently presents to audiences worldwide on a variety of topics relating to Brazilian patent law and practice. She has gained respect in the profession as a member of the Brazilian Association of Industrial Property Agents and as chair and co-chair the Biotechnology Committee of the Brazilian Intellectual Property Association. In more recent years, she has been an active member of the International Association for the Protection of Intellectual Property as vice chair of the Standing Committee on IP and Green Technology and as a member of the Standing Committee on Pharma and Biotechnology. Dr Galvão also volunteers as a mentor in IP matters at Endeavor, a global non-governmental organisation that promotes entrepreneurship.

Dr Galvão has a BSc in biochemistry (first-class honours) from Imperial College London and a PhD in biochemistry from the University of Sao Paulo. In 2015, she founded magellan IP in Rio de Janeiro and the firm now has a 25-plus strong team. She helped to launch the firm's liaison office in Lisbon in 2019 for Brazil and Portuguese-speaking Africa (Angola, Mozambique, Cape Verde, Guiné-Bissau and São Tomé).

She continues to be recognised in such prestigious publications as *IAM Patent 1000*, *IAM Patent 300*, *Who's Who Legal* and *Leaders League*.



magellan IP

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 Rio de Janeiro 20011-901
 Brazil

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F +55 21 4063 3297

Professional associations

- ABPI
- AIPF
- AIPLA
- AIPPI
- LES

Sectors

- IP management consultancy
- Licensing
- Valuation



IAM says:

"Leonor Magalhães Galvão has an excellent, long-standing reputation in the field of IP law. Her advice consistently balances business and legal needs and her thoughtful strategies always lead to favourable results."

Tarun Gandhi

Partner – Chadha & Chadha Intellectual Property Law Firm
tarun.gandhi@iprattorneys.com | www.iprattorneys.com

Tarun Gandhi is a senior partner at the firm and heads the firm's patent prosecution and enforcement practice. With an extensive experience of over 14 years, Mr Gandhi specialises in providing strategic counseling and securing optimal IP protection for his clients.

Mr Gandhi's international training on global patent practices has propelled him as an expert in drafting and prosecuting patent applications with a global perspective. He has been instrumental in the firm's accomplishment of attaining an exceptionally high patent prosecution success rate. He has been consistently recommended for patent prosecution in India by *IAM Patent 1000* since 2019.

A considerable part of Mr Gandhi's practice is devoted to providing patentability, infringement, and validity opinions and devising strategies for prospective contentious or litigation matters. Clients frequently consult him on the interplay of patent law and competition law in India, and he has led the team in attaining favourable orders for his clients in numerous patent oppositions, revocations, appeals and infringement suits. Mr Gandhi is also skilled in using mediation as a means of resolving complex IP rights conflicts, aligning with the end goals and objectives of his clients.

Mr Gandhi is a former co-chair of the IP Practice in the Far East Committee of the Indian group of the American Intellectual Property Law Association (AIPLA) and member of several INTA committees. He represents the Firm at the AIPLA, the International Association for the Protection of Intellectual Property, the Asian Patent Attorneys Association, the Intellectual Property Owners' Association, INTA, the International Federation of Intellectual Property Attorneys (FICPI), and the Licensing Executives Society International (LESI) and is a regular speaker at these organisations' annual conferences.

His latest publications were a *Quick guide on Unfair Competition Law in India* for INTA and the Indian chapter in a comparative of International Design Law for LESI.

He enjoys playing Golf and Cricket, and is a Motorbike enthusiast.

He specialises in patent drafting, prosecution, advisory and patent disputes.



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TW @tarun_gandhi

Professional associations

- INTA
- AIPLA
- AIPPI
- APAA
- FICPI

Sectors

- IP management consultancy
- Legal
- Licensing
- Technology transfer



IAM says:

"Tarun Gandhi is a highly competent and service-oriented practitioner who is well versed in Indian patent law and eager to share his knowledge. His approach is enthusiastic and client-focused."

Alfonso Garcia Chan

Principal – McKool Smith
achan@mckoolsmith.com | www.mckoolsmith.com

Alfonso Chan is a trial lawyer who focuses on litigating and licensing complex intellectual property cases on behalf of universities, research institutes and technology companies. His matters are primarily focused on semiconductors and electronic technology-intensive matters, as well as biomaterials and medical devices. Mr Chan represents plaintiffs and defendants in district courts nationwide and before the Federal Circuit Court of Appeals. He is also registered to practice before the U.S Patent and Trademark Office (USPTO) and has experience in *inter partes* review proceedings before the Patent Trial and Appeal Board (PTAB). His international practice includes handling matters in China, Taiwan, Japan, Korea and Europe.

Mr Chan served as an adjunct professor of International Comparative Law at Southern Methodist University, Dedman School of Law. Prior to practicing law, he was an officer in the United States Navy and nuclear propulsion engineer at Naval Reactors Headquarters.

Mr Chan has been named by his peers to the list of *Super Lawyers* every year since 2010. He graduated magna cum laude from Southern Methodist University, Dedman School of Law and earned his master's degree in materials science and engineering from University of Virginia. Alfonso also earned his graduate certificate in nuclear engineering from Bettis Reactor Engineering School.



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Sectors

- Legal

IAM says:

Making light work of complex IP cases, Alfonso Garcia Chan is a master in the courtroom. He carefully crafts trial strategies that will resonate with judges and juries to bring in significant wins for his clients.

McKool Smith

Amit Garg

Vice President, Partnerships and Acquisitions – IPValue Management Inc
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As vice president, partnerships and acquisitions at IPValue, Amit Garg spearheads the strategic relationships that make IPValue unique in the licensing business. He plays an instrumental role in designing and executing strategies related to partnership structures, patent acquisitions and IP monetisation. He is known as a loyal friend to IPValue's partners and a leader in putting partners first. His partners have received hundreds of millions of dollars from his programmes, in addition to other benefits generated from the relationships. His work designing and nurturing unique win-win relationships led to IPValue's recent win with Intel and the acquisition of 5,000 Intel patents in 2022. Earlier similar work had led to the acquisition of substantial patent portfolios from Cypress and NXP.

Mr Garg also leads a prominent IPValue licensing programme as general manager of the Longitude Flash Memory Systems (LFMS) licensing business. He and the LFMS team are licensing a fundamental set of memory patents acquired by IPValue from Cypress Semiconductor. The team has successfully licensed several leading memory-semiconductor vendors and has generated over US\$100 in licences for the LFMS programme.

Prior to assuming his current role, Mr Garg served in a variety of licensing operations and partner management roles at IPValue, licensing portfolios for companies such as Xerox, Micron, NXP, Cypress Semiconductor and Infineon.

Before joining IPValue, Mr Garg worked for the management consulting firm, McKinsey & Company, serving clients in hi-tech, telecom, and corporate finance sectors. Prior to McKinsey, he served the management consulting firm Booz Allen Hamilton and the IT consulting firm Computer Sciences Corporation. Prior to consulting, he served the hi-tech industry as a software engineer and product manager. At Spyglass, he was responsible for delivering the world's first commercial Internet browser (Enhanced Mosaic/Microsoft's Internet Explorer) and WWW/HTTP servers. Before that, he helped develop supply chain related software products deployed in both commercial and defence sectors.

Mr Garg holds an MBA from the Wharton Business School and MS in computer engineering from Clemson University.



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Sectors

- Brokering
- Finance
- IP auctions
- IP management consultancy
- Licensing
- M&A
- Technology transfer
- Valuation

IAM says:

"Over the course of his 19-year career at IPValue, Amit Garg, a well-known expert in IP strategy, has overseen numerous licencing operations for market leaders with tremendous success. He stands out as a smart and reliable partner to have."



John J Garland

President – Garland IP Services LLC
john@garlandips.com | www.garlandips.com

John Garland is the founder (2015) and president of Garland IP Services LLC, which offers professional services to clients seeking patent monetisation assistance or support on strategic and tactical issues involving intellectual property. Mr Garland has 30 years of licensing executive experience, including patent licensing (inbound and outbound), technology licensing, joint ventures, strategic alliances, spin-offs, technology acquisition, patent acquisitions and divestitures, as well as creative, effective IP strategies. He has directed and led patent and technology licence agreements with leading technology companies in North America, Asia and Europe. Mr Garland has extensive high-tech licensing experience in semiconductors, cybersecurity, video game systems, video and image stabilisation, SEPs, smartphones, PCs, home networking, smart home devices and communication networks.

Before starting Garland IP Services, Mr Garland was vice president of licensing for Rockstar Consortium (2012–2015) until the Rockstar patent estate was acquired by RPX. He was the lead executive responsible for development and implementation of a licensing programme directed at managed services (voice, video and data communications) for the cable and telecommunications industry.

Mr Garland was executive vice president at Rembrandt IP Management (2008–2021), responsible for business development in sourcing new patent commercialisation opportunities. He supported those IP acquisitions through commercialisation efforts, including licensing, litigation and settlement discussions.

In 2001, Mr Garland was part of the initial management team that created ThinkFire, where he led multidisciplinary teams to assist and partner with corporate clients (eg, HP, Sun Microsystems, Nokia and Hitachi) in offensive and defensive licensing negotiations, patent divestitures and acquisitions, commercial and technical patent assessment, and IP strategy.

Prior to ThinkFire, Mr Garland was director of worldwide licensing for AT&T (1993–1995) and later Lucent Technologies (1996–2001), where he led a globally based team of licensing professionals focusing on semiconductors, lasers, multimedia, computing and telecommunications. Mr Garland received his BSEE (electrical engineering) from Lafayette College and his MBA from Lehigh University, and attended the Kellogg School of Northwestern University Executive Development Programme.



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Sectors

- Brokering
- IP management consultancy
- Licensing
- M&A
- Technology transfer



IAM says:

"With a proven record of complicated and high-value deal closures, John Garland is one of the most skilled negotiators in the space." "He is knowledgeable, hardworking and a perfectionist who routinely closes deals that would be close to impossible for anyone else."

Ed Genocchio

Shareholder – GLMR Law
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Edward Genocchio is one of the most senior registered Australian and New Zealand patent attorneys and registered Australian trade mark attorneys with over 25 years' experience. He is known for creative and exceptional intellectual property strategies that add value to client's businesses.

He is a shareholder at GLMR, which is the IP Boutique of choice for complex strategy advice in Australia. GLMR is a team of experienced, senior patent and trademark attorneys who are passionate about providing personalised, value-added services in a broad range of technology areas. They assist both local and international clients by taking the time to understand their needs and provide advice in practical and cost-effective ways.

A favourite of clients, Mr Genocchio and GLMR are always there for you. A software company commented: "Like few other great people, Edward Genocchio, you are an amazing ally that's always there for us. Much appreciated!". A large general practice law firm commented: "Insightful and professional intellectual property lawyers and attorneys. I highly recommend engaging GLMR not only due to their level of professionalism, knowledge and dedication to clients, but also due to their genuine interest and care for their clients and their matters." A large accounting firm commented: "GLMR understands the unique intellectual property challenges their clients face. Their attorneys go above and beyond in providing tailored expert advice in relation to all your patent, design, and trademark needs. The personalised guidance and exceptional service provided by GLMR make them an invaluable partner."

Mr Genocchio and GLMR provide a full range of services in relation to patent, design and trademark rights in Australia, New Zealand and South Pacific with specialist attorneys in medical devices, software/computing, telecommunications, control systems, robotics and engineering. As an independent firm, run the old-school way, GLMR's mission is to put the client first. Every time. The team understands that mutually beneficial relationships outlast any short-term gains. Mr Genocchio and the GLMR attorneys get results where others tumble.



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Professional associations

- The Institute of Patent & Trade Mark Attorneys Australia
- American Intellectual Property Law Association
- Intellectual Property Owners Association
- Institute of Managers & Leaders Australia & New Zealand
- Asian Patent Attorneys Association

Sectors

- IP management consultancy
- Legal

GLMR

IAM says:

Edward Genocchio is an excellent strategist who knows how to simplify complex issues and provide out-of-the-box solutions. He thrives when developing and implementing worldwide IP strategies for clients big and small.

Anand George

Senior Patent Counsel – Google

N/A | N/A

Anand George manages one of the largest dockets of active patent applications (approximately 3,000 applications) at Google LLC. He is in charge of strategy for Automated Speech Recognition and the Google Assistant patent portfolios.

Mr George implemented processes that significantly increased Google's yield rate of litigation-ready assets worldwide, with a special focus on assets ready for counter-assertion at the International Trade Commission (ITC). He also developed a large-scale systematic process using machine learning to increase the percentage of patent allowances by focusing high-volume patent preparation on innovations with technical implementations and technical effect. Furthermore, he works on numerous patent acquisition and licensing matters to mitigate risk for Google's products.

Mr George is heavily involved in diversity efforts at Google. He is a co-founder of Google's successful Legal Summer Institute (LSI). LSI is a unique in-house and law firm experience where traditionally underrepresented law school students are invited to spend the first week of the program at Google, followed by a summer internship at a Google partner law firm.

Mr George has mentored multiple underrepresented law firm associates and law students by advising them on issues faced by minorities at law firms, the value of early financial planning to open up career options, and how to establish meaningful professional relationships.

Outside of Google, Mr George has a passion for educating the general public about personal finance. He believes that a strong financial foundation can give individuals the ability to live a more purposeful life. To further his passion, he started an educational Youtube channel on personal finance this year called Easy Peasy Millionaire (<https://www.youtube.com/@EasyPeasyMillionaire>).

Prior to Google, Mr George worked on all facets of patents including prosecution, litigation and transactions at the law firm, Kenyon and Kenyon LLP. Before practicing law, he worked as a software engineer at Morgan Stanley for five years.

Mr George received his JD from Fordham University School of Law and graduated *summa cum laude* with a dual bachelor's degree in computer science and economics from Stony Brook University.



Google

Atlanta
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Sectors

- Legal



Christopher Gerardi

Vice President – Charles River Associates
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Christopher Gerardi is a vice president at Charles River Associates (CRA) based in Washington DC and New York. He has more than 30 years of experience providing economic, financial, and accounting advisory services to companies, legal counsel, regulatory authorities and tribunals involved in transactions, investigations and disputes.

Prior to joining CRA, Chris was a senior managing director at FTI Consulting where he was the co-leader of FTI's Intellectual Property Practice and later the co-leader of FTI's Dispute Advisory Services Practice. Prior to FTI, he was a Partner in KPMG's Forensic Services practice and began his professional career at Coopers & Lybrand.

An internationally recognised adviser and economic damages expert, Chris has expertise matters relating to intellectual property, ITC investigations and a wide array of commercial litigation matters including, breach of contract, business interruption, tortious interference, merger termination, failed systems implementation, price discrimination and False Claims Act matters. Chris also has experience in evaluating state and municipal level appropriations, economic damages and abatement costs in discriminatory mortgage foreclosure and opioid-related matters.

He has provided advisory services, including global market, competitive, dispute and regulatory analyses to clients across a broad spectrum of industries, including:

- artificial intelligence;
- aerospace and aviation (military and civilian);
- banking, securities, financial markets and insurance;
- chemicals and petrochemicals;
- computer hardware, networking, and cloud computing;
- energy (renewable, oil & gas);
- industrial and building products;
- life sciences (pharmaceuticals, assays, medical devices and biotechnology);
- optoelectronics;
- semiconductors;
- software and information engineering;
- telecommunications; and
- transportation & automotive (self-driving and electric).

He also a member of the Sedona Conference's Trade Secrets Working Group and serve as a contributing editor for The Sedona Conference Commentary on Monetary Remedies in Trade Secret Litigation. He is a regular speaker on the topic of patent, trade secret, and commercial economic damages.

Chris has provided oral and written expert evidence in matters before multiple US federal and state courts, the US International Trade Commission, and multiple international arbitration forums including ICC, LCIA, DIFC-LCIA, and AAA.



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Sectors

- Finance
- Legal

IAM says:

Economic damages ace Christopher Gerardi "creates immense IP value for his clients. He approaches matters from different and refreshing angles, and has a strong understanding of the legal, business and technical considerations involved in disputes and transactions."

CRA Charles River
Associates

Stefan Geyersberger

Head of Patents and Licensing – Fraunhofer Institute for Integrated Circuits IIS
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Stefan Geyersberger currently serves as deputy division director of the audio and media technologies division (comprising more than 300 engineers and scientists) of Fraunhofer Institute for Integrated Circuits IIS. He is also head of patents and licensing for Fraunhofer IIS's audio patent portfolio. The portfolio comprises more than 13,000 granted patents (as of 2023) for open standard-based technologies – such as MPEG-4 AAC, MPEG-H and EVS (3GPP Enhanced Voice Services) – which are currently implemented in more than 10 billion devices worldwide.

Mr Geyersberger has more than 25 years' experience in various business and licensing positions in the audio and media technologies field at Fraunhofer IIS. He joined Fraunhofer IIS in 1996 as a digital signal processor (DSP) engineer, undertaking various real-time MP3 implementations on several DSP platforms.

In 1998, Mr Geyersberger was promoted to manage the DSP engineering team and was awarded the Joseph-von-Fraunhofer prize in 1999 for his contribution to WorldSpace – the world's first satellite-based digital radio broadcasting system.

In 2000, Mr Geyersberger changed his focus to business development for software and IP rights licensing for audio and media technologies such as MP3 and MPEG-4 AAC.

Mr Geyersberger's first substantial commercial achievement at Fraunhofer IIS was his contribution to the setting up and launch of the MPEG-4 AAC patent pool in 2002, which is administered by VIA Licensing Alliance and has generated substantial IP revenues for Fraunhofer IIS's continuing industrial research programmes.

Since then, Mr Geyersberger has set up and managed various other patent pools for open standard-based technologies. During the past few years, he has developed various strategies to create, acquire, license and enforce IP rights for both protecting key technologies and creating significant R&D reinvestment revenue streams.

Before joining Fraunhofer IIS, Mr Geyersberger developed the SCHOEPS Spherical Microphone KFM-6, the worldwide reference for binaural live recordings.

Mr Geyersberger has degrees in both music studies and electrical engineering. He is a regular author on intellectual property and IP-related policy issues.



Fraunhofer Institute for Integrated Circuits IIS

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Sectors

- Licensing



JiNan Glasgow George

Chief Executive Officer – Neo IP

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JiNan Glasgow George is the founder of Neo IP, an intellectual property law firm with a data-driven, holistic approach to creating IP assets. She is the author of *The IP Miracle: How to Transform Ideas into Assets That Multiply Your Business*, a best seller in its categories on Amazon, focused on why every company should have an IP strategy, and for investors, how to de-risk investing through patent forecasting.

As an inventor, entrepreneur, patent attorney, former USPTO patent examiner, and investor, Ms Glasgow George believes everyone has the power to create; her global work has focused on transforming ideas into reality and creating positive commercial impact.

She has worked with clients doing business or investing in the US, Canada, Mexico, United Arab Emirates, Europe, Japan, China, India, Brazil, Colombia, Jordan, Nigeria, Ghana, South Africa and Kenya for strategic patent analysis and the development of intellectual property rights including patents, trademarks, and copyrights for licensing and commercialisation globally.

Ms Glasgow George is CEO and co-founder of Patent Forecast, Inc, a business intelligence software company that provides insights for investors, executives, entrepreneurs and innovation-based companies. Its proprietary Patent Forecast software, driven by AI and machine learning, provides dynamic, interactive visualisation of patent data, guiding investments through data and insights.

She has spoken about IP globally and before the UN/ECE. She regularly contributes to Forbes Technology Council and IoT For All. She has been steering the AI and IP conversation, covering what AI and IP mean from several angles, including generative AI and AI-generated Art.

She founded the Eclipse IP Futures Conference in Raleigh, NC, USA – now in its 10th year – to foster collaboration, shape the future of intellectual property, investments and innovation, and inspire breakthroughs in every sector. Ms Glasgow George is also teaching the next generation as the High Point University Intellectual Property Expert in Residence in High Point, NC USA.

Her educational background includes engineering, law and theology degrees from NC State University, University of North Carolina at Chapel Hill, and Duke University.



Neo IP

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Professional associations

- Forbes Tech Council
- North Carolina Bar Association
- USPTO Registered Patent Attorney
- Entrepreneurs Organization

Sectors

- Legal
- Licensing
- Technology transfer
- Valuation

IAM says:

"JiNan Glasgow George is a highly accomplished IP attorney who is paving the way for the entire industry. She consistently provides excellent, thought-leading service to clients and pushes the boundaries of intellectual property in positive ways."

NEO IP

Jeffrey Gluck

Partner – Panitch Schwarze Belisario & Nadel LLP
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Jeffrey Gluck was born in Norfolk, Virginia, USA and grew up in the suburbs of New York City. He graduated from Princeton University (in 1982) with a BSE in electrical engineering and computer science, from the University of Massachusetts with a BSECE in electrical and computer engineering (1984), from the University of Maryland with a PhD in electrical engineering (1988), and from Georgetown University Law Center with a JD (2003).

Dr Gluck is currently a partner and intellectual property attorney with Panitch Schwarze Belisario & Nadel LLP, focusing primarily on patent law matters and on intellectual property issues relating to software, including open-source software and copyright issues related to AI and software, in general. He is an active member of several AIPLA committees and sub-committees and of the IPO Committee on AI and Emerging Technologies and is a US delegate to AIPPI Standing Committee Q222 – Standards and Patents. He has previously worked as an engineer and research director in industry positions, as a professor of electrical engineering and computer science, and as a patent examiner with the US Patent and Trademark Office. His publications and presentations span a large range of topics, from communications and signal processing technologies to patent law to copyright law and related topics.



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Professional associations

- AIPLA
- Intellectual Property Owners Association (IPO)
- Institute of Electrical and Electronics Engineers (IEEE)
- AIPPI

Sectors

- IP management consultancy
- Legal
- Licensing

PANITCH
 Intellectual Property Law
SCHWARZE

IAM says:

With his expertise in litigation and history as an engineering researcher, Jeffrey Gluck is uniquely qualified to cut through the noise, identify the crux of the matter and get positive results for his clients.

Jan-Willem Goedmakers

Head of Intellectual Property – Stamicarbon BV
www.stamicarbon.com | www.stamicarbon.com

Jan-Willem Goedmakers is head of intellectual property at Stamicarbon, a world leader in licensing fertiliser technology.

Stamicarbon is part of the Maire group, an international leader in the field of plant engineering, mainly in the hydrocarbon sector (petrochemical, fertilisers, oil and gas refining). Maire is gradually moving into renewable energy and green chemistry.

Since being part of Maire, Stamicarbon has expanded its product offerings to include, besides urea technology, also nitric acid technology, proprietary equipment supply, specialty fertilisers and emission abatement technology. Stamicarbon also offers services, such as operator training, plant inspections and digital services to optimise plant operation.

The IP department at Stamicarbon is part of the Innovation Centre and tasked with developing and implementing the right IP strategy to optimise the protection of new products developed in the Innovation Pipeline.

Mr Goedmakers' main focus is creating and maintaining a strong IP mindset throughout the whole organisation to ensure that all new innovations are protected. At the same time, he looks to the continuous optimisation of work processes to serve the IP strategy and deliver value to the company. The cooperation model and quality of the relationship between the in-house IP department and outside counsel have his constant attention.

He is a frequent speaker at IP conferences where he has shared his experiences on various subjects such as creating patent awareness to help invention harvesting, creating KPIs to measure the performance of the IP department, and making use of developments in the global patenting system, such as the Patent Prosecution Highway to improve efficiency and lower cost in developing a global patent portfolio.

Mr Goedmakers obtained a master of science degree in chemical engineering at the University of Technology in Eindhoven, the Netherlands. He is a qualified European patent attorney.



Stamicarbon BV

Sittard
 Netherlands

Professional associations

- KIVI
- epi

Sectors

- Licensing



Andrew Gordon

Patent Attorney – OSO IP LLC
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Andrew Gordon has more than 10 years' experience managing complex patent prosecution portfolios and turning them into valuable patent assets. He has worked with groups of all sizes – from individual inventors to Fortune 500 companies – in successfully protecting and monetising their intellectual property. Mr Gordon's expertise is in ensuring that inventors realise the full potential of their disclosures. He holds a BS in electrical engineering, an MBA and a JD.

Mr Gordon is an engineer and lawyer by training but an inventor at heart. The co-mingling of law, engineering and business is what led him to a career in patent prosecution and monetisation. After graduating with a bachelor's degree in electrical engineering and later an MBA, Mr Gordon worked as an engineer in the semiconductor industry for more than 10 years, mostly focusing on path-finding development in non-volatile memory. Those efforts resulted in more than a dozen patents in which Mr Gordon is a named inventor. He also owns several patent assertion entities that monetise those and other patent portfolios. Mr Gordon has negotiated more than 500 patent licensing agreements.

His background in industry combined with experience as an inventor and training as a lawyer is invaluable when working with clients in the IP space. When dealing with patent prosecution and monetisation, it is important to keep in mind the big picture and how these three disciplines interact. Clients appreciate the perspective and insights that Mr Gordon offers and see him as someone like them: an inventor trying to make money from their inventions.



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Sectors

- Brokering
- Defensive patent aggregation
- IAM/IC
- IP management consultancy
- Legal
- Licensing
- Technology transfer

IAM says:

"Over the course of his career, Andrew Gordon has demonstrated excellence in his ability to manage complicated patent prosecutions, create valuable patent portfolios, and effectively handle licencing and litigation briefs. He is an expert at strategically navigating the monetisation process and is a leader in the industry."

OSO-IP LLC

Kirsten A Grüneberg

Partner – Grüneberg and Myers PLLC
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Kirsten A Grüneberg established the Grüneberg and Myers firm in 2017, aiming to provide a high-quality service while maximising efficiency and minimising internal bureaucracy and expense. With a business model differing from many traditional law firms, Grüneberg and Myers is highly adaptable to the economic requirements of corporate clients. Dr Grüneberg leads a team of professionals with extensive experience in intellectual property, ranging from chemical, pharmaceutical and biotech to electrical and mechanical technologies, bolstering their ability to deliver on these goals. Within three years, the firm was recognised as one of the world's leading IP firms. Dr Grüneberg has the rare honour of appearing in *IAM Patent 1000* as well as *IAM Strategy 300* and *IP Stars*, naming the world's top IP professionals and IP strategists. She also appeared in the *Top 250 Women in IP*.

Dr Grüneberg supports many of the world's largest chemical, biotech and pharmaceutical companies, including Fortune 50, Fortune Global 200, DAX 30 and Nikkei 225 companies, in addressing their IP and business needs. She counsels clients on freedom-to-operate opinions, prosecution, worldwide portfolio management and post-grant proceedings, including *inter partes* reviews and re-examination. Dr Grüneberg also has significant experience with IP issues in mergers and acquisitions in the United States, Europe and Asia. Dr Grüneberg has successfully defended high-value pharmaceutical patents in post-grant proceedings, helping to secure business deals worth several hundred million dollars. She is also active on the post-grant petitioner side.

After receiving her PhD in organic chemistry, *magna cum laude*, from the Technical University of Berlin, Dr Grüneberg was awarded a Lynen Fellowship from the Alexander von Humboldt Foundation in Germany to perform research at the Centre for Bio/Molecular Science and Engineering at the US Naval Research Laboratory. She was a visiting professor at Georgetown University Medical Centre in Washington DC. She also worked as a senior scientist at GeoCentres Inc and the US Naval Research Laboratory, and as a research scientist at the Max Planck Institute of Colloids and Interfaces in Berlin.



Grüneberg and Myers PLLC

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Professional associations

- VPP Germany
- LES Germany
- Alexander von Humboldt Association of America

Sectors

- IP management consultancy
- Legal
- M&A

IAM says:

"Kirsten Grüneberg is an all-round stellar patent attorney and strategist. She excels at assisting clients in maximising their IP assets thanks to her keen legal insight and meticulous attention to detail."

G R Ü N E B E R G
M Y E R S
P L L C

Ping Gu

Partner – Zhong Lun Law Firm
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Ping Gu is a partner at Zhong Lun Law Firm. She is a seasoned IP law expert with over 20 years of top US and Chinese law firm experience. She graduated with a JD from of Washington University at St Louis Law School, and practised in New York for eight years at Morgan & Finnegan and Milbank Tweed.

Ms Gu leads a team that works on the most cutting-edge patent and trade secret cases in China, representing Fortune 500 companies. Many of her cases are awarded "Exemplary Case" by the Supreme Court of China, "Case of the Year" by the *China Business Law Journal*, "Top 10 Cases" by the Beijing IP Court and the China Patent Office, etc. Ms Gu is a *Chambers Asia-Pacific* Leading Foreign Legal Consultants Band II in IP Practice during 2017–2021, a *Chambers* Great China Leading Foreign Legal Consultants in IP Practice 2022–2023 and a Benchmark Litigation (China) IP Litigation Star 2021–2023.



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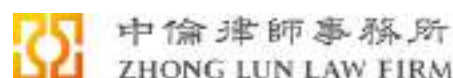
F +86 10 6568 1022 / 1838

Sectors

- Legal

IAM says:

A seasoned IP expert with extensive experience in top US and Chinese law firms, Ping Gu is a wonderful partner to have for the protection and enforcement of IP rights, and she supports her clients in meaningful ways.



Alfi Guindi

Vice President, IP Counsel – IPValue Management Inc
alfi.guindi@ipvalue.com | www.ipvalue.com

Alfi Guindi joined IPValue in June 2015. IPValue is one of the world's most successful patent licensing companies and has generated more than US\$2 billion from patent licensing. Most recently, Mr Guindi co-led the legal operations for one of IPValue's flagship independent licensing companies, Monterey Research, LLC, since its inception in 2016. His efforts have resulted in substantial negotiated licensing deals with many of the world's leading semiconductor companies without the need for litigation. Those companies include Samsung, Western Digital, Micron, SK Hynix, Kioxia, Nvidia, Infineon, Xilinx and Winbond, among others.

While the majority of IPValue's deals are based on business negotiations, IPValue is prepared to litigate against recalcitrant licensees. This helps ensure that licensees who conduct good-faith negotiations are treated fairly. To that end, Mr Guindi has spearheaded Monterey's ongoing litigation campaign, including lawsuits in both the United States and Japan, which has sought to enforce Monterey's patent rights against recalcitrant licensees. These efforts have resulted in favorable settlements with Marvell, Qualcomm, AMD and Broadcom, among others.

Mr Guindi has been a leader in the ecosystem for several years, with experience throughout all aspects of the IP lifecycle. Prior to joining IPValue, he was the lead assertion attorney for Rockstar Consortium's premier licensing franchises, and a principal architect of Rockstar's portfolio-wide strategy for monetising SEPs. Prior to that, he held senior in-house positions at Samsung (while living in Korea) and BlackBerry. There, he directed dozens of patent litigations in jurisdictions including the US International Trade Commission and US district courts and courts of appeal, along with German, Italian, French, UK and Australian courts. Prior to going in-house, he practiced law in New York with the elite litigation firm Quinn Emanuel Urquhart and Sullivan.

Mr Guindi is a former captain in the US Marine Corps and graduated law school from the University of Pennsylvania, where he also earned a certificate in business policy and management from the Wharton School. His undergraduate degree is from Emory University.



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Professional associations

- State Bar of New York

Sectors

- Defensive patent aggregation
- IP management consultancy
- Legal
- Licensing
- M&A
- Technology transfer
- Valuation

IAM says:

"Alfi Guindi is an effective and impactful licensing attorney who can handle high-stakes situations. He is adaptable and committed to excellence, and he has the ability to present complex technology in a simple manner to potential licensees."



Mehmet Gün

Senior Partner – Gün + Partners
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Mehmet Gün is the founder of Gün + Partners, which he founded in 1986 as a firm offering full commercial and corporate law as well as IP rights services. In a professional career of almost 40 years, Mr Gün has developed expertise in many areas of law, including commercial law, corporate law and IP law. He is considered to be one of Turkey's top international commercial lawyers, and is recognised by his peers and the business community as the leading IP lawyer in Turkey. Gün + Partners is currently one of the largest law firms in Turkey.

Mr Gün is familiar with the nuances of common and civil law proceedings, and advocates for the improvement of the Turkish judiciary for the implementation of full disclosure in Turkish civil procedure.

Mr Gün has made significant contributions to his country's and business community's benefit with his international legal expertise, outstanding understanding of Turkey's legal and administrative structure, the state of the rule of law, and the boundaries of the Turkish judiciary and their effects on the business and social environment.

In addition, Mr Gün is chair of the Better Justice Association and of the Istanbul Arbitration Association, which are NGOs that he established. He is also president of the Judicial Reform Committee; an honorary board member of the Turkish Industry and Business Association; the chair of the Intellectual Property Commission at the Istanbul Arbitration Centre; the vice president of the Turkish Enterprise and Business Confederation; and associated with the Patent and Trademark Attorneys' Association of Turkey and Transparency International Turkey.




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Professional associations

- AIPPI
- FICPI
- EPI
- INTA
- IBA

Sectors

- Defensive patent aggregation
- Finance
- IP management consultancy
- Legal
- Licensing
- M&A
- Technology transfer
- Valuation

GÜN + PARTNERS
 AVUKATLIK BÜROSU

IAM says:

Mehmet Gün is a pioneer in the Turkish IP scene and one of Turkey's most respected lawyers. He operates at the highest level; over his 40-year tenure, he has been engaged in a plethora of precedent-setting cases.

Taruna Gupta

Head, IP Governance, Corporate IP and Engineering Group – Tata Consultancy Services

www.tcs.com

Taruna Gupta is Head, IP Governance, Training and Assessment (GTA) at Tata Consultancy Services (TCS), the US\$ 22 Billion global leader in IT Services, digital and business solutions. TCS is a part of the TATA group.

Ms Gupta is responsible for establishing corporate IP governance processes and systems for TCS IP, Customer IP and Third-party IP in products, platforms and solutions. She also guides several TCS business units on IP creation, protection and risk management, and assetization; enabling them with IP and software engineering best practices and compliance to IP commitments, and establishing IP linkages in TCS offerings. Ms Gupta regularly interacts with IP ecosystem stakeholders including industry and professional bodies, government agencies, and other organisations, to promote collaboration, policy interventions and ecosystem maturity in IP.

Ms Gupta holds a graduate degree in Electronics, and has worked in TCS for 28 years across multiple sectors including Banking & Financial Services, Life Sciences, Healthcare and Medical Devices, Energy & Resources, Manufacturing, Utilities and Travel & Hospitality. She has actively led and contributed to several strategic initiatives at the Corporate IP & Engineering Group at TCS since 2012. She has been associated with Licensing Executives Society (LES) since 2014 and holds the position of Vice Chair – LESI Hi Tech Committee, Co-Chair – LESI Industry Advisory Board (IT and Software) and VP – LES India currently.

She is also an inventor, and has patents granted for 'Managing sustainable IP for a large enterprise' and for 'Generating strategic competitive intelligence data relevant for an entity'. She has been on the Technical Advisory Board for the Indian Patent Office. She received the award for IP Star Woman of the year – 2019 at an International IP conclave (Legal Era) and has been on the IAM Strategy 300 list since 2020. Taruna has been an invited speaker at many Indian and international IP conferences by LES, World IP Forum, FICPI, FICCI, IPR Gorilla and more.



Tata Consultancy Services

Mumbai

India

Sectors

- Defensive patent aggregation
- IP management consultancy
- Licensing
- Technology transfer
- Valuation



Jon Harwood

General Manager Intellectual Property – Fisher & Paykel Healthcare Ltd
www.fphcare.com

Jon Harwood is the general manager of intellectual property at Fisher & Paykel Healthcare, one of the world's leading medical device companies that designs and manufactures devices for respiratory humidification, obstructive sleep apnea, anesthesia and surgical humidification. Fisher & Paykel Healthcare began in the late 1960's as an innovative medical device arm of Fisher & Paykel, pioneering the first respiratory humidifier. Evolutions of that device have been dramatically improving care and outcomes for patients ever since. In 2001 Fisher & Paykel Healthcare and Fisher & Paykel Appliances listed as separate companies.

At Fisher & Paykel Healthcare, Mr Harwood has built an in-house IP function – including IP policy, strategy and process – while broadening and deepening the network of external service providers. In addition, he has established an in-house IP team of patent attorneys and IP engineers to support the rapid growth of the company's IP activities.

Mr Harwood is responsible for the company's IP activities globally. He and his team are fully focused on securing the IP outputs of more than 800 engineers and clinicians, on IP licensing, freedom to operate and enforcement of the company's extensive IP portfolio.

Mr Harwood started his career as an electronics engineer at Fisher & Paykel and was a member of the team that designed and developed the SmartDrive auto washer with its world first direct drive plastic brushless DC motor. He went on to head the company's controls team for laundry products for nine years. In 2006 he took up the newly established role of IP manager at Fisher and Paykel Appliances and repeated this again in 2008 at Fisher and Paykel Healthcare.

Fisher & Paykel Healthcare has achieved sustained profitable growth in the competitive medical device space. Mr Harwood's careful and creative management of the company's intellectual property activities and strategy, while developing its IP capability, has been critical to supporting the growth of the business and to underpinning the competitive advantage of its highly innovative products and manufacturing processes.



Fisher & Paykel Healthcare Ltd

Auckland
New Zealand

Sectors

- IP management consultancy
- Legal
- Licensing
- Technology transfer

Fisher & Paykel
HEALTHCARE

Chuck Hausman

CLO/CEO – K.mizra

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Chuck Hausman is the CEO of K.Mizra, which he founded in 2019. K.Mizra focuses on the acquisition and licensing of high value, high quality patent portfolios with a global reach. K.Mizra's current patent portfolio includes patents from multinationals such as IBM and Sharp, research institutes and dozens of independent inventors.

Mr Hausman has worked in intellectual property enforcement and monetisation for 25 years. He began his career at the Recording Industry Association of America (RIAA), where he worked on watershed cases such as the Napster and MP3.com lawsuits. Judge Patel cited a study completed by Chuck and Professor Olkin from Stanford among the reasons for issuing the injunction that closed Napster. He subsequently served as deputy director at the Motion Picture Association of America (MPAA), where he expanded the intellectual property rights of movie studios.

After the MPAA Mr Hausman worked on CD, DVD and Blu-Ray patent portfolio licensing for Philips. During his tenure at Philips, he led multiple multinational litigation and licensing campaigns. He also worked as world-wide programme manager for a pool licensing consortium known as One-Red. Founding members of One-Red included: Philips, LGE, Pioneer and Sony. Following One-Red, he worked at Sisvel, a leading international patent acquisition and licensing firm. At Sisvel he served as president of US operations overseeing multiple litigation and licensing programmes.

These world-wide experiences allow Mr Hausman to be equally comfortable with litigation in the USA or many other jurisdictions. Through these experiences he has successfully negotiated, litigated or partnered with the largest companies in the world, often multiple times. Through these positions he has led hundreds of licensing negotiations and settlements totaling hundreds of millions of dollars. This experience gives him uncommon insight into how to best protect and monetise IP.

Mr Hausman graduated from the Tulane University – A B Freeman School of Business focusing on Accounting and Finance. He graduated Southwestern University School of Law for his JD and has been admitted to the California bar.



K.mizra

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Sectors

- Licensing

IAM says:

"Highly skilled at patent licensing," Chuck Hausman brings a global perspective and deep commercial understanding to maximise the commercial value of intellectual property.



Glenn He

Director – Patent Operation – Purple Vine IP
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Glenn He is a seasoned professional with over 10 years of experience in intellectual property evaluation and transaction. With a diverse technical background in assessing patented technologies across various industries, including electronics, software, and communication, Mr He possesses a wealth of knowledge and expertise in this specialised field. In addition, his career path, comprising technology consulting firms, product companies, brokers and legal solution providers, empowers him with a unique view of the IP business from a holistic and pragmatic perspective at every stage of the IP lifecycle. Years of experience in North American and Chinese firms enable him to bring global clients and services together that benefit from the best of both worlds for a win-win situation.

One of Mr He's key strengths is his ability to support patent valuation, transaction, and licensing processes by converging technical, business and legal aspects. He has successfully evaluated and assessed numerous patented technologies, utilising his deep understanding of the market, intellectual property laws and regulations. His proficiency in reverse engineering and patent infringement analysis further enhances his capacity to provide comprehensive and accurate assessments.

Mr He has played a pivotal role in establishing patent acquisition processes and evaluation systems at Zhigu Technology and Xiaomi Technology. Later in his career, he joined Ocean Tomo, assuming responsibility for China's transaction business. He holds a Master's degree in innovation management from Carleton University.



Purple Vine IP

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Sectors

- Brokering
- Defensive patent aggregation
- IP auctions
- IP management consultancy
- Licensing
- Technology transfer
- Valuation

IAM says:

"Glenn He has been at the centre of numerous innovative strategies, and is trusted by his clients to understand issues quickly and get to the heart of the matter. He expertly navigates complex problems and offers pertinent, commercially viable solutions."

PURPLEVINE IP 

Michael Heim

Partner – Heim, Payne & Chorush LLP
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Michael Heim is a nationally prominent trial lawyer who focuses on IP litigation and antitrust intellectual property lawsuits for clients who work in a variety of industries. He is managing director and founding partner of Heim Payne & Chorush, which handles high-stakes matters for some of the largest energy and technology firms in the world in addition as well as individuals and smaller companies going up against industry behemoths.

Mr Heim represents plaintiffs and defendants throughout the United States in patent litigation in a wide range of technologies from microprocessors, computer architecture, memory control systems, cellular telephone systems, and data transmission systems to online gaming systems, database caching software, logging-while-drilling systems, and a host of other technologies. He has led litigation teams from complaint to judgment in federal district courts in the Eastern District of Texas and across the country, winning favourable verdicts and settlements for his clients.

Mr Heim has expertise in evaluating patent portfolios and developing strategies to enforce and license those portfolios. With formidable legal instincts and technical acumen, he understands and communicates highly complex technical and legal issues to both judges and jurors, enabling him to help protect countless innovative ideas on behalf of his clients. Mr Heim has also successfully litigated class action antitrust lawsuits against pharmaceutical companies that abuse patent laws to maintain a competitive advantage.

Mr Heim earned a bachelor's degree in electrical engineering from the University of Missouri with numerous academic honours. He received his JD from the George Washington University Law School, also with honours. While in law school, he served for three years as a patent examiner at the US Patent and Trademark Office, with his primary work focusing on electrical communications and computer software and hardware. His numerous professional accolades include recognition by *Chambers USA*, *The Best Lawyers in America*, *IAM Patent 1000*, *IAM Strategy 300*, *IAM 300 Global Leaders* and *Texas Super Lawyers*, as well as being named an IP trailblazer by *The National Law Journal*.



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Professional associations

- Houston Intellectual Property Law Association (Past President)
- Houston Bar Association
- American Bar Association (Intellectual Property Section)
- American Intellectual Property Law Association
- State Bar of Texas Intellectual Property Law Association (Past President)

Sectors

- Legal

IAM says:

"Founding partner and managing director Michael Heim is a seasoned IP professional and absolute mastermind of technical analysis. He is one of the most helpful and attentive partners to work with, and always absolves all doubts."

 heimpayne+chorushllp

Andrew R Hein

Partner – Crown Point Advisors LLC
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Andrew R Hein is a partner at Crown Point Transactions LLC, which focuses on all aspects of monetising intellectual property through sales and licensing, and Crown Point Advisors LLC, which concentrates on litigation and post-grant proceeding invalidity searches. Before founding these companies, Mr Hein was an attorney in Sidley Austin LLP's patent litigation group, and a litigation and finance attorney at Skadden, Arps, Slate, Meagher & Flom LLP. During his tenure at these firms, he litigated cases and financed deals involving technologies ranging from software and pharmaceuticals to telecoms.

Among his monetisation work, Mr Hein has helped innovative companies ranging in size from *Fortune 500s* to start-ups to realise the value of their patent portfolios. He has experience in defensively aggregating patents and monetising portfolios in the M&A, bankruptcy and restructuring scenarios for companies and funds.

Among his invalidity work, Mr Hein has consulted on the world's largest patent cases – across four continents and in seven languages – involving technology ranging from mobile devices to semiconductors and standard-essential and market-essential patents.

In 2020, *Finance Monthly* honoured Crown Point Advisors by naming it the US IP Advisory Firm of the Year. In 2021 and 2022, *Acquisition International* awarded Crown Point Advisors the Global Excellence Award as the Leading Specialist in Prior Art Research. *Lawyer Monthly* recently named Mr Hein the US IP Attorney of the Year. Mr Hein earned his JD from Georgetown University Law Centre (*magna cum laude*, Order of the Coif) and his BSc from Trine University (high honours).



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Sectors

- Brokering
- Defensive patent aggregation
- Finance
- IP insurance
- IP management consultancy
- Licensing
- M&A
- Tax
- Technology transfer

IAM says:

"Andrew Hein is a reference in intellectual property for peers and clients alike. His approach to advice is multifaceted, and he always presents innovative solutions and strategies that solve all problems."



Mathias Hellman

Vice President, Strategy and Portfolio Management – Ericsson
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Mathias Hellman is vice president of IP rights strategy and portfolio management at Ericsson, with responsibility for strategy development, strategy execution and key strategic aspects relating to Ericsson's patent portfolio. Ericsson enables communications service providers to capture the full value of connectivity and its innovation investments have delivered the benefits of mobility and mobile broadband to billions of people around the world.

With more than 30 years as a leading contributor to open standards and more than 60,000 granted patents, Ericsson has the industry's leading cellular patent portfolio, covering 2G, 3G, 4G and 5G technologies, and has been the main driver throughout the development of the 5G standard. Mr Hellman is responsible for the development of Ericsson's licensing models and for ensuring a fair return on Ericsson's substantial investment in cellular standards and other research areas, including network infrastructure, cloud, services, devices and the Internet of Things.

As a member of the leadership team in Ericsson's IP rights and licensing unit, Mr Hellman has additional responsibilities beyond the company's current and future licensing programmes. He is involved in open source policies, IP rights in R&D collaborations, technology and standardisation strategy, product strategy and mergers and acquisitions. These responsibilities draw on his ability to combine a detail-oriented perspective with visionary thinking.

Mr Hellman has an interdisciplinary academic background, holding an MSc in intellectual capital management from the Centre for Intellectual Property Studies at Chalmers University of Technology in Sweden and an MSc-equivalent degree in software engineering, also from Chalmers.



Ericsson

Stockholm
Sweden

Sectors

- Defensive patent aggregation
- IAM/IC
- Licensing
- M&A
- Technology transfer
- Valuation



Clemens-August Heusch

Vice President – Nokia
www.nokia.com

Clemens-August Heusch is vice president at Nokia and heads the global litigation and disputes team. He is responsible for litigation, arbitration and mediation globally with a strong focus on multinational IP litigation and licensing (FRAND) arbitrations. Since 2008 Nokia has been involved in more than 200 patent cases worldwide against companies such as Apple, HTC, Blackberry, InterDigital, Qualcomm, Daimler, Intellectual Ventures, ICom, KPN, Daimler, Lenovo and others. Those patent cases related to implementation patents as well as to SEPs relating to GSM, UMTS, LTE, H.264, WiFi, NFC and others.

Before joining Nokia, Dr Heusch was an attorney-at-law at the international law firm Bird & Bird LLP (2004 to 2008) in Dusseldorf. He studied law at the Universities of Freiburg and Bonn, and holds an LLM from the University of Maastricht and a doctorate from the University of Cologne. During his traineeship, he worked (among others) in the competition law team of Freshfields Bruckhaus Deringer in Cologne and Brussels.

Dr Heusch is a registered lawyer at the Cologne Bar and a certified IP lawyer. Fluent in German, English and French, he regularly presents and writes on a range of legal topics. He is a member of the International Association for the Protection of Intellectual Property (AIPPI) and was appointed to the AIPPI Standing Committee on Standards and Patents. He is also a member of the board of the German AIPPI group, the German Association for the Protection of Intellectual Property and the Licensing Executives Society.



Nokia
Munich
Germany

Professional associations

- AIPPI
- GRUR
- LES
- ILEX

Sectors

- Legal
- Licensing
- Technology transfer

Justin Hill

Partner – Dentons

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Justin Hill is a partner and head of Dentons' patent and opposition practices across Europe. All of the leading independent legal directories have consistently recognised him as a leader in the IP field. He provides global IP services with a platform covering 181 Dentons offices in 80 countries.

Dr Hill is a European patent attorney and a patent attorney litigator. He worked in research and in industry before his law degree, and has spent more than 20 years in private practice. His practice includes advising on IP policy, strategy, efficient portfolio management and commercialisation. Dr Hill has a track record of working with world-class technologies and generating portfolios of strategic importance. He is known for his successes in EPO oppositions and appeals, and is instructed by many of the world's leading tech companies.

Dr Hill has a first-class (hons) degree and a PhD from Imperial College London. He and his team can handle any area of technology, with particular specialisms including medical devices, medical technologies, computer-implemented inventions, software, AI and machine learning, autonomous systems, robotics, computer vision, control systems, radar, sensors, semiconductors, cloud and edge computing technologies, user interfaces, machine to machine, the Internet of Things, renewables and energy, batteries, propulsion, autotech, aerospace and space systems (including satellite applications), smart systems, test and measurement.

Dr Hill is well known among tech and investor communities and sits on the advisory board of a leading venture capital firm. He also hosts an accelerator for space tech businesses, which provides commercial acceleration, advice, individual mentoring, workshops, co-working space and access to corporate partners such as Airbus, Rolls-Royce and the European Space Agency.



Dentons

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Professional associations

- CIPA
- Professional Representatives before the European Patent Office

Sectors

- IP management consultancy
- Legal
- Licensing
- M&A
- Technology transfer

IAM says:

Appreciated for his big-picture and forward-thinking approach, Justin Hill is sought after for his ability to give real commercial impetus to patent portfolios. His advice is pragmatic, straightforward and based on commercially sound judgements.

大成 DENTONS

Chad Hilyard

Chief Executive Officer – Celerity IP
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Chad Hilyard is the co-founder and CEO of Celerity IP, where he leads a team of highly experienced technology and patent licensing professionals in the management and licensing of first-class patent portfolios, including acting as the exclusive licensing agent for the ASUSTeK and Innovative Sonic 3G, 4G, 5G standard essential patent portfolios.

Mr Hilyard has nearly 30 years of intellectual property law and business experience and has been actively involved in Billions of dollars of patent monetization transactions. Prior to co-founding Celerity IP, Mr Hilyard was Chief Legal Officer for Hilco IP Merchant Banking, where he had significant responsibility for licensing and litigating standard essential patents. This included being General Counsel for Optis and Unwired Planet during their landmark litigations in the UK and the Eastern District of Texas.

Mr Hilyard also previously served as Chief Intellectual Property Counsel at Rockstar Consortium, where he and his team were responsible for patent assertions and licensing discussions, litigations, and patent portfolio management for the world-class patent portfolio obtained from Nortel Networks. Mr Hilyard's strategic efforts while at Rockstar helped lead to the historic transaction between Rockstar and RPX Corporation.

Prior to Rockstar, Mr Hilyard was Managing Counsel at LSI Corporation and Agere Systems where he helped monetize their vast semiconductor patent portfolios and was a partner at a Townsend and Townsend and Crew (now Kilpatrick Townsend).



Celerity IP

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Professional associations

- State Bar of Arizona
- State Bar of Colorado

Sectors

- IP management consultancy
- Legal
- Licensing
- Technology transfer
- Valuation

IAM says:

"An outstanding IP strategist, Chad Hilyard is one of the best and most seasoned patent licencing experts in the US, and when difficult problems emerge, he consistently demonstrates excellent judgement and expertise. He has a unique talent for solving problems quickly and proposing win-win solutions."



Sharon Ho

Legal Counsel – Innovation Asset Collective
 sho@ipcollective.ca | www.ipcollective.ca

Sharon Ho, legal counsel at Innovation Asset Collective (IAC), leverages her vast knowledge in IP law to provide practical solutions and risk assessments to various operations within the organisation. Supporting all of IAC's IP and commercial transactions, she offers crucial legal support to drive the success of the organization, more particularly by helping build the first ever government-funded patent pool in Canada.

Ms Ho has extensive experience in all aspects of IP. This includes protecting and managing IP assets, developing effective IP strategies, handling IP-related corporate transactions, and navigating legal proceedings. Throughout her career, she has worked with stakeholders in a wide variety of industries, including high tech, pharmaceutical, and oil and gas, showcasing her ability to adapt her skills and knowledge across different sectors.

Ms Ho is passionate when it comes to assisting small and medium-sized enterprises (SMEs) navigate their IP journey. Her goal is to ensure that these businesses take the necessary steps to develop an IP strategy that aligns with their business objectives so that they can capitalise on their IP assets to grow and scale. She has participated in panel discussions and delivered workshops on the topic of IP to both local and national audiences. Her message is simple: IP is a teachable skill that every business leader needs to enhance a company's competitiveness in a global market.

In addition to being a lawyer, she is a registered patent agent and trademark agent in Canada. She holds a bachelor's degree in engineering physics and worked in the telecommunications industry prior to becoming a lawyer. Her combined legal and engineering background provides her with a unique perspective that she brings to her role at IAC.



Innovation Asset Collective

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Professional associations

- Law Society of Alberta
- Licensing Executives Society USA & Canada
- College of Patent Agents & Trademark Agents
- Intellectual Property Institute of Canada

Sectors

- Defensive patent aggregation
- IP management consultancy
- Legal
- Licensing
- M&A

IAM says:

"Sharon Ho is an exceptional lawyer who takes the time to understand her clients, enabling her to develop a strategy that will meet their business needs and maximise the value of their intellectual property." "Her strong technical background and ability to explain complex matters clearly and compellingly make her a five-star professional."



Richard W Hoffmann

Attorney at Law – Reising Ethington PC
hoffmann@reising.com | www.reising.com

Richard Hoffmann leads Reising Ethington's litigation group and has litigated IP disputes at every court level from the state courts up to the US Supreme Court, with particular experience before the US Court of Appeals for the Federal Circuit. Mr Hoffmann has also advocated before administration tribunals including the International Trade Commission, the PTAB and the TTAB.

Over more than 30 years, Mr Hoffmann has represented a diverse range of clients from individuals to Fortune 500 companies in litigation, IP procurement and monetisation of IP assets. His cases have involved licensing and IP issues, utility and design patent issues, trademark issues, trade dress issues, trade secret issues and copyright issues. He is determined, when litigation is necessary, to posture the case in a way that maximises asset value for his clients. In this regard, Mr Hoffmann has developed and implemented a broad brand-protection programme that enables clients to reduce counterfeiting and maximise product monetisation. As a result of his strategies, he has secured favourable licences, assignments, joint-venture agreements and litigation verdicts. Mr Hoffmann is routinely consulted in connection with the drafting of IP agreements and negotiating strategies for Reising Ethington's clients. In connection with his preparation and prosecution of patent and trademark rights, he has been involved in myriad technologies and industries.

Mr Hoffmann received a bachelor of science in chemical engineering, with honours, from Michigan Technological University, and a JD from Michigan State University College of law, *magna cum laude*.



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Professional associations

- Michigan Intellectual Property Inn of Court
- Michigan Intellectual Property Law Association
- State Bar of Michigan

Sectors

- Legal
- Licensing

IAM says:

Richard Hoffmann has worked with Fortune 500 companies for many years, assisting them to get the most out of their portfolios. He efficiently represents his clients in intricate IP issues, and his extensive experience is valued by his colleagues.



Heath Hoglund

President – Via Licensing Corp
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Heath Hoglund is president of Via Licensing Alliance, the collaborative licensing leader.

Via LA was formed in May 2023 when Via Licensing and MPEG LA – two of the most successful patent pool administrators – united to form the industry's largest collaborative licensing organization. Via LA administers dozens of licensing programmes for a variety of technologies consisting of nearly 50,000 patents in over 130 countries with more than 500 patent holders and nearly 10,000 licensees.

Mr Hoglund leverages over 30 years of technology and intellectual property expertise to manage Via LA's transparent IP licensing solutions, balancing the needs of implementors and innovators around the world. He is a highly respected IP leader who has built a reputation for collaborating across the ecosystem to maximize innovation, foster participation, and advance technology adoption.

Prior to joining Via in February 2022, Mr Hoglund was the vice president of intellectual property and standards at Dolby in San Francisco, California, where he had global responsibility for patents, trademarks and copyrights. In this role, he led the development of Dolby's patent portfolio, oversaw Dolby's patent licensing programmes, and led the formation and design of several collaborative patent pools and standards activities.

Before joining Dolby, he founded Hoglund & Pamiyas, a full-service IP law firm in San Juan, Puerto Rico, where he represented a broad range of clients in the federal courts and at the US Patent and Trademark Office. He also served as an adjunct professor of patent law at the University of Puerto Rico School of Law.

IAM Magazine has named Mr Hoglund an *IAM* Top 40 Market Maker every year since 2019. He previously served as chair of the American Bar Association IP Section's Patent Division and is also a past-president of the San Francisco IP Law Association.

Mr Hoglund has a JD (cum laude), an MS, and a BS (cum laude) from the University of Minnesota.



Via Licensing Corp

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Professional associations

- Licensing Executives Society
- Association of Corporate Counsel

Sectors

- Licensing

IAM says:

Heath Hoglund crafts sophisticated and clever licensing solutions to truly maximise the value of the intellectual property at hand. He is a big-picture thinker who is methodical in his approach to ensuring the best outcome for his clientele.



Robertha Natalia Höglund

Head, Intellectual Property – Elkem ASA
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Robertha Natalia Höglund is head of intellectual property at Elkem ASA. Elkem is an international company listed on the Oslo Stock Exchange, headquartered in Norway. Elkem delivers environmentally sustainable solutions by providing silicon to the chemical, electronic and photovoltaic industries; silicones to the chemical, electrical vehicles, life sciences and food industries; carbon products to the metallurgical industry; special alloys to the foundry industry; and microsilica powder products to the oil, polymer and building industries.

Ms Höglund's areas of responsibility include creating an IP strategy for Elkem and managing its geographically wide portfolio of intangible assets, including patents, trade secrets, trademarks and domain names; creating an IP policy for the company; educating employees on intellectual property; and revising and drafting agreements that include IP clauses, such as technology cooperation agreements, consortium agreements and non-disclosure agreements. Ms Höglund was re-elected president of NIP, the Norwegian IP managers association in May 2023.

Ms Höglund is working to increase diversity among inventors in Elkem by being a signatory to the Diversity Pledge.

Before Elkem, Ms Höglund worked at the Centre for Intellectual Property Studies in Gothenburg and was project manager for the ScanBalt Intellectual Property Knowledge Network. This was an EU-funded project aimed at increasing IP knowledge among entrepreneurs, academics and employees of the bioscience sector in Scandinavia and the Baltic states.

Ms Höglund has a BSc in industrial engineering from *Instituto Tecnológico y de Estudios Superiores de Monterrey*, Mexico, and is a graduate of the prestigious intellectual capital management master's programme offered by Chalmers University of Technology and Gothenburg University, Sweden. She is fluent in Spanish, English, Swedish and Norwegian.



Elkem ASA

Kristiansand
Norway

Professional associations

- Norwegian IP Managers association
- President

Sectors

- IAM/IC
- Legal



Bruce Hollibaugh

CEO – Strategic IP Initiatives, Inc.
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Bruce Hollibaugh is the CEO and founder of Strategic IP Initiatives, Inc. (SIPI), a leading licensing/litigation support, strategic prosecution, and reverse engineering firm. Mr. Hollibaugh says, “Over the last 20-plus years, I have been very fortunate to work with some of our industry’s top IP thought leaders from companies such as AMD, Intel, Qualcomm, Broadcom, and Cisco.”

Mr. Hollibaugh’s responsibilities as an executive at prior IP firms included licensing/litigation strategy, contracts, and Subject Matter Expert (SME) recruiting. Mr. Hollibaugh was also responsible for overseeing the external testing labs. This experience exposed the inherent data security risks and the inability to control workflow at these labs, leading to the realization that building a dedicated lab for the SIPI SME team was a must. The Silicon Valley facility is a state-of-the-art resource for the SIPI SME team.

Mr. Hollibaugh says, “Creating this lab was driven by our clients. Their desire to push the boundaries of what is possible to observe and discover embedded technologies was the driving factor. With the complexities of testing products like automotive systems, RF, and large-scale networking systems, we realized there was no other way to get the data our clients needed. Building our lab enabled us to use the latest technologies to create a facility with remote vision and control systems not imaginable a few years ago. The foundation of our business model is to find the best SMEs on the planet. Now, our SMEs can fully observe and control every step of the research process, regardless of location. I was surprised to see how much more data and system knowledge can come from this approach.”

Mr. Hollibaugh has spoken at several of the leading intellectual property conferences on the issues of patent mining, reverse engineering, and patent licensing. Mr. Hollibaugh is also a proud father, licensed pilot, musician, and avid motorcyclist.



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Professional associations

- Aircraft Owners and Pilots Association
- Recording Industry Association of America
- Recording Academy of America
- IAM Strategy 300

Sectors

- Brokering
- Defensive patent aggregation
- IP management consultancy
- Licensing
- Technology transfer
- Valuation

IAM says:

“Bruce Hollibaugh has a stellar reputation for navigating and advising on complex matters. His expertise in the industry enables him to provide his clients with tailored solutions, and the outcomes obtained consistently impress.”



Lawrence Horn

Special Adviser to Via Licensing Alliance – Via Licensing Corp
horn.larry@gmail.com | <https://www.via-la.com>

Until MPEG LA, LLC's recent merger into Via Licensing Alliance, Lawrence Horn was president and CEO of MPEG LA LLC, the world's leading provider of one-stop licences for standards and other technology platforms. MPEG LA pioneered the modern-day patent pool, helping to produce the most widely used standards in consumer electronics history. MPEG LA operated licensing programmes consisting of more than 27,000 patents in 109 countries, with more than 280 patent holders and some 7,300 licensees. Mr Horn directed licensing and business development from the beginning of MPEG LA's operations.

MPEG LA offers transparent, one-stop licensing solutions that provide access to fundamental intellectual property, freedom to operate, reduced litigation risk and predictability in business planning. This enables inventors, research institutions and other technology owners to monetise and accelerate the adoption of their assets by a worldwide market while substantially reducing the cost of licensing.

MPEG LA expanded access to other ground-breaking technologies, including electric-vehicle charging, wireless charging, Open RAN (through a joint venture known as Alium) and biotechnology. It also developed a proprietary platform for oligonucleotide therapeutics.

Before joining MPEG LA, Mr Horn was:

- head of business development, marketing and sales for Martek Biosciences Corporation, where he helped launch its first nutritional/medical product lines worldwide, introduced new products and planned IP strategies;
- president and owner of HKM Corporation, where he helped to organise Cable Television Laboratories Inc, advised early-stage investors in The Discovery Channel and devised successful business plans for media industry and other financings;
- senior vice president and general counsel of the Public Broadcasting Service, where he was recognised for turning around the television network company through a restructuring of its network distribution, programming and labour assets, while also managing human resources, labour negotiations and conference services;
- an attorney with the US Securities and Exchange Commission Office of General Counsel; and
- adjunct professor of Chinese law at Georgetown University Law Center.

Mr Horn graduated from Yale University (BA, Chinese studies) and Columbia University (JD).



Via Licensing Corp

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Professional associations

- LES

Sectors

- Licensing

IAM says:

"Lawrence Horn is a recognised thought leader in the field, and he has an essential understanding of how intellectual property is used around the globe. He is a truly a mastermind, and his determination and creativity drive dealmaking."



Chunguang Hu

Partner – China PAT Intellectual Property Office
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With over 17 years of experience in the intellectual property industry, Chunguang Hu has established himself as a prominent patent attorney in China. His journey began as a substantive examiner at the State Intellectual Property Office of China (now CNIPA).

A decade ago, Mr Hu joined China PAT Intellectual Property Office, where he has since excelled in providing strategic advice, guidance, and training on patent and design applications, protection, invalidation, litigation, and enforcement for a diverse range of clients. From start-ups to multinational corporations, encompassing both Chinese and international companies, he has built enduring relationships and earned their unwavering trust.

Mr Hu has been involved in judicial appraisals of trade secrets and safeguarded clients' interests at trade fairs. He is listed as an Intellectual Property Training Expert by Beijing Patent Agents Association, and actively participated in various global conferences, seminars, and training sessions in China and abroad, some of which were organised by the WIPO. His presentations and training have covered topics such as software patent practices in China, patent protection for foreign rights holders in China, international patent portfolio strategies, and a comparative analysis of design protection between China and other countries.

Currently, Mr Hu heads two teams of patent prosecution and industrial design protection at China PAT. These teams have successfully handled thousands of patent prosecution cases and design filings, across multiple jurisdictions, including China and various international territories. Their expertise, coupled with their constant communication with clients, ensures prompt and professional responses to inquiries, particularly in complex cases.

Guided by a client-centric approach, his teams ensure that the clients' needs are paramount. This meticulous approach not only uncovers the present circumstances but also considers potential future scenarios, ensuring the formulation of comprehensive, forward-thinking, and effective strategies. Mr Hu's dedication to his clients and China PAT's exceptional capabilities, are well recognised by their clients.



China PAT Intellectual Property Office

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Professional associations

- INTA

Sectors

- IP management consultancy
- Legal

IAM says:

F +86 10 8262 3611

"Chunguang Hu assists an array of clients from start-ups to multinational companies in patent prosecution and design protection." "The most favourable results always come from following his advice as he has a great understanding of Chinese legislation and puts his clients' interests first."



Xiaolin (Richard) Huang

Senior Partner – ZY Partners

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Mr Huang has practiced patent law for over 28 years and has outstanding knowledge, experience and reputation in all patent-related matters. He specialises in patent prosecution, patent invalidation proceedings, patent infringement litigation, FTO analysis, licensing, compliance with regulations of FFL and service invention, patent drafting and client counseling with a focus on technologies related to computer science, telecommunication, software, business method, electronics, semiconductor, AI, medical devices, physics, aviation/avionics, new energies and life science.

Mr Huang has considerable experience in representing multinational clients in complex and high profile IP litigations, including patent infringement litigations, patent invalidation proceedings, patent licensing, IP ownership disputes, software copyright disputes and domain name disputes before the various Chinese courts, the CNIPA(Chinese Patent Office) and other administrative and arbitration authorities. He is also active in advising leading pharmaceutical companies in FTO, patent linkage and enforcing IP rights in China.

Mr Huang graduated from Peking University in 1991 and received BS and MS degrees in nuclear physics. Afterwards he worked in China Institute of Atomic Energy as a research scientist for three years. Mr Huang qualified as a patent attorney in 1996 and as an attorney at law in 1998. He participated in the IPR training course held by the Japanese Institute of Invention and Innovation and Association of Overseas Technician Scholarship in 1996. He also trained at Boehmert & Boehmert in Germany in 2001.

Mr Huang is a member of the LES(China), the All China Lawyers Association, and the All China Patent Attorneys Association. He wrote articles regarding IP such as 'Inventions at the Cutting Edge' in *Managing IP* in 2006, 'Patent Prosecution Highway in China among Terralex members' in 2009, and 'How to Handle Patent Reexamination/invalidation cases with PRB of CNIPA in China?' in *Patent Lawyer* in 2018.



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Professional associations

- All China Patent Attorneys Association
- All China Lawyers Association
- LES (China)

Sectors

- Defensive patent aggregation
- IP management consultancy
- Legal
- Licensing
- Technology transfer

IAM says:

Xiaolin (Richard) Huang is a valuable and strategic patent attorney. He is highly successful in obtaining complex patents and he understands exactly how to work with foreign agents to achieve each client's desired results.



John A Hudson

Senior Managing Director – FTI Consulting Inc
jahudson@fticonsulting.com | www.fticonsulting.com

John A Hudson is a member of FTI Capital Advisors LLC, FTI Consulting's wholly owned investment banking subsidiary. He has more than 20 years' experience completing sell-side and buy-side transactions involving technology and IP assets and IP-rich companies, valuing intangible assets, technology licensing and providing IP strategic management and related risk mitigation advisory services in the Americas, Europe and Asia.

Mr Hudson's past work has been in the context of M&A transactions, raising capital, divestitures, securitisations, joint venture formations and spin-outs, internal audit procedures, restructuring, arbitration, mediation, litigation, investigations and business transformation.

Mr Hudson has performed engagements across various industries and sectors including technology, media, telecoms, healthcare, energy, consumer, aerospace and defence and industrials, as well as for clients that include Fortune 500 companies, universities, private companies, government agencies, private equity and venture capital firms and funds, and inventors, throughout the Americas, Europe and Asia.

Before joining FTI Consulting, Mr Hudson was a managing director in Deloitte Corporate Finance LLC, which sits inside of Deloitte Advisory, where he led the tech and IP practice and was also the US lead for the global IP advisory practice.

Mr Hudson often speaks on the topics of IP valuation, IP value extraction strategies and intellectual asset and property management. He has been recognised by his peers as one of the *IAM Strategy 300 – The World's Leading IP Strategists* every year since 2012.



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Professional associations

- LES
- AUTM
- TAG
- IPO

Sectors

- Brokering
- Defensive patent aggregation
- Finance
- IAM/IC
- IP auctions
- IP management consultancy
- Licensing
- M&A
- Technology transfer
- Valuation

IAM says:

"Multinational organisations receive the highest-level strategic IP counsel from John Hudson, who excels at guiding clients through extremely challenging IP asset management problems of varying degrees of complexity. He has long been a pioneer in IP strategy."



Martin Huenges

Partner – Maiwald Intellectual Property
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Martin Huenges advises and represents clients from Europe, the United States and Japan in the fields of biotechnology and pharmaceuticals in securing, defending and enforcing intellectual property rights in Germany, Europe and worldwide. He prepares freedom-to-operate and validity opinions and represents clients in opposition and nullity proceedings. In advising clients on patent strategy, he can draw on many years of legal and scientific experience, in particular in the fields of medical indications, biomarkers, diagnostic assays and vaccines. He has particular expertise in conducting and coordinating complex opposition and appeal proceedings before the European Patent Office.



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Sectors

- Defensive patent aggregation
- IP management consultancy

IAM says:

Martin Huenges has excellent technical and legal knowledge, and is full of out-of-the-box ideas that secure the best possible results for his clients. "He has pure passion for what he does and is incredibly dedicated."



MAIWALD
INTELLECTUAL
PROPERTY

Marina Hurtado

Partner – Baker McKenzie

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Marina Hurtado leads the Baker McKenzie's Patent Practice in Mexico. With more than 15 years of experience handling sophisticated intellectual property matters, she advises on a broad range of areas including prosecution, licensing, and litigation of patents, utility models, industrial designs and trade secrets. In addition to this, she has extensive experience in areas of Life Sciences.

Ms Hurtado manages the patent portfolios of international consumer goods and pharmaceutical companies as well as companies in the electronic and energy industries, among others. She coordinates prosecution, audits, due diligence, freedom to operate and infringement opinions, licensing, technology transfer transactions and strategy development for the protection, prosecution and defense of these rights. In addition, she advises several pharmaceutical companies on Patent Linkage issues and strategies.

Ms Hurtado also works on several pro bono projects such as advising start-ups on intellectual property matters through accelerator organisations and advising women entrepreneurs through the programme created between the World Intellectual Property Organization and the Mexican Institute of Industrial Property.

In October 2019, Ms Hurtado was appointed by the Secretary of the Mexican Ministry of Foreign Affairs, as *ad honorem* external advisor on intellectual property issues to collaborate in the development of IP public policies in Mexico.

In 2023, she was appointed vice-president of the Intellectual Property Committee of the International Chambers of Commerce in Mexico.

Furthermore, she has been recognised by different international ranking organizations in the IP field.

Ms Hurtado has an LLM from the Munich Intellectual Property Law Centre and holds diplomas in sanitary regulation for the pharmaceutical industry, energy law and business & technology.



Baker McKenzie

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Professional associations

- Female Mexican Lawyers Association (Abogadas MX)
- National Association of Company Lawyers (ANADE)
- Mexican Association for the Protection of Intellectual Property (AMPPI)
- International Chambers of Commerce (ICC)
- American Chambers of Commerce (AMCHAM)

Sectors

- Defensive patent aggregation
- IP management consultancy
- Legal
- Licensing
- Technology transfer

IAM says:

Marina Hurtado draws on more than a decade of experience to deliver a service of the highest quality. She stands out as a creative problem-solver who doesn't shy away from complex IP questions.

Sungpil Hwang

Vice President – E M Hwang & Partners Patent & Law Office
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Sungpil Hwang is an intellectual property attorney in South Korea and has worked at EM Hwang & Partners IP Law Firm for 17 years. He focuses on the management of intellectual property, in particular, patent, design, trademark, copyright, licensing and litigation matters globally.

He is a member of Seoul metropolitan government's counsel, providing various intellectual property rights advice for the Seoul metropolitan government. In addition, he is an adjunct professor at Hanyang University and teaches classes on entrepreneurship. He has spoken at various global conferences (ECTA, LESI, INTA, AIPPI, etc) and has given presentations on varied topics.

Mr Hwang is an IP accelerator and investor in Venture Capital, accredited by the Korean government ministry of SMEs and Startups. He works steadily to build a startup's IP portfolio, supporting clients to develop strong IP and quickly commercialise it. He strives to be an IP attorney who can provide various support for successful entrepreneurs. To date, the number of startups he has reviewed by participating in investment screenings for Korean government agencies has exceeded 1,000 and he has invested in dozens of companies. Among them, there are many interesting companies of increasing success globally, so he is talented not only as an IP professional but also in the role of supporting real businesses.

Even in the traditional practice of IP, he has experience in all stages of litigation, including client counseling and management, case management, all aspects of discovery, all aspects of expert and witness preparation, taking and defending expert and fact depositions, all aspects of trial preparation, post-trial briefs and motions, and mediation/settlement negotiations.

He is one of the global talents who enable their clients so that their companies can succeed, and goes above and beyond his role as an IP expert in a changing environment.



E M Hwang & Partners Patent & Law Office

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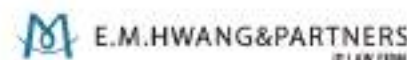
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Professional associations

- Sung-hwan Cho
- Kungho Lee
- Dae-Hyung Kang
- Junyoung Kwak
- Soyoung Moon

Sectors

- Brokering
- Defensive patent aggregation
- Finance
- IAM/IC
- IP auctions
- IP insurance
- IP management consultancy
- Legal
- Licensing
- M&A
- Tax
- Technology transfer
- Valuation



IAM says:

Sungpil Hwang, the "best IP aggregator in Korea", is a crucial ally in complex matters for businesses of all shapes and sizes. His outstanding track record has been developed over the course of his two-decade career on the back of a straightforward and commercially minded approach.

Cliff Hyra

Member – Fresh IP PLC

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Cliff Hyra is a patent and trademark attorney and a founding member of Fresh IP, a boutique IP law firm focused on building and managing global IP portfolios. With his team, he crafts impactful patents that swell valuations, deny competitors, protect innovation, and keep investors happy. He also identifies valuable IP, conducts due diligence, renders opinions, and helps avoid and resolve high-stakes conflicts.

Mr Hyra has been rated AV-preeminent by Martindale Hubbell as well as one of the top 100 best-performing trademark attorneys in the United States. He has obtained hundreds of patents and resolved hundreds of contested trademark proceedings, and manages a portfolio of thousands of active trademarks. His collaborative, examiner-focused prosecution strategies and record on appeal keep patent and trademark applications moving efficiently towards successful grant.

Mr Hyra's areas of technical expertise include computer-related inventions, medical devices, material science, aerospace, and mechanical and electrical engineering, as well as industrial designs. His clients include start-ups and spin-offs, tech transfer offices, multinational corporations, SMEs, and foreign law firms around the world.

His hobbies include shoveling dirt, filling up bookshelves with unread books, and pretending that international travel with four young children is fun.



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Professional associations

- AIPLA
- INTA
- IPO

Sectors

- IP management consultancy
- Legal
- Licensing
- M&A
- Technology transfer

IAM says:

Cliff Hyra is appreciated for his "proactive, hands-on approach and willingness to engage with US examiners to get patent applications through to grant quickly, which makes a difference when attracting investment – especially for start-ups". "He also always has suggestions for fine-tuning the use of the client's resources."



Kentaro Ito

Partner – TMI Associates

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Kentaro Ito is a partner at TMI Associates, one of Japan's big five law firms, with more than 700 professionals and 17 offices worldwide.

Mr Ito has been involved in all aspects of patent matters, including patent prosecution, litigation, and consultation for domestic and international clients. Mr Ito, in particular, focuses on building global patent portfolios and conducting various types of patent searches and technology analyses. Mr Ito has handled numerous patents related to information and telecommunication technologies, including cutting-edge technical fields such as AI, space, X-techs (Fintech, Health-tech, etc), robotics and quantum computing, as well as compound technical areas related to ESG/SDGs. His clients range from start-ups to large traditional manufacturers. He has extensive experience assisting pre- and post-IPO stage companies, including unicorns, in the strategic global protection and utilisation of patents.

Mr Ito has also taught a course titled "Patent Prosecution Strategies" as a temporary lecturer in the Department of Business Law at Hitotsubashi University, Graduate School of Law. He has been making a social contribution by sharing his knowledge and experience with younger generations.

Prior to joining TMI, Mr Ito was a patent examiner at the Japan Patent Office (JPO). During his time there, he contributed to many projects on the Japanese Patent Law reforms, Japanese examination guidelines reforms and PCT reforms. He also examined thousands of patent applications relating to computer software and applications.

His educational background includes a master's degree in engineering (mathematical engineering and information physics) from the University of Tokyo (Japan); a master's degree in economics from Kyoto University (Japan); and an LLM from Santa Clara University (United States). At Kyoto University, he wrote his master's thesis on "Valuation of Intangible Assets Using Financial Engineering Methods" and graduated second in his graduate school.



TMI Associates

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Japan

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Professional associations

- Japan Patent Attorneys Association (JPAA)
- International Association for the Protection of Intellectual Property (AIPPI) of Japan

Sectors

- IP management consultancy
- Legal
- Technology transfer
- Valuation



IAM says:

"Kentaro Ito is a leading IP expert. When it comes to evaluating intangible assets and leveraging intellectual property for business growth purposes, no one has better insight than him."

Chitra Iyer

Director & Licensing Program Leader – India – Koninklijke Philips NV

www.philips.com

Chitra Iyer worked for about 10 years as a scientist at multinational pharmaceutical companies focusing on new drug discovery (NCE) and natural product chemistry in anti-infective, anti-cancer and anti-inflammatory solutions.

Subsequently, she moved on to the fields of IP / law resulting in a combined experience of about 20 years in law firms and as an in-house counsel in various multinational companies in Europe, and India in leadership positions.

Her domain expertise/experience includes medicinal chemistry, biotech, material chemistry, and some software and related aspects.

Her IP expertise areas include IP litigation, licensing, transactional matters, contracts negotiation, IP portfolio management and trade secret risk management.

She has handled several challenging IP matters in Europe, India, ASEAN, and ANZ including the first full trial SEP litigation in India in 2018, some of the highest interim awards in case of SEP matters in India to date, and the highest damages in trademark and copyright matters in India.

She also actively participates in policy-level discussions & decisions (IP Advocacy) matters in India, contributing to several important IP developments in India over the years. She is a regular speaker at national and international conferences.

She was formerly head of IP for Dupont India and Philips India. In her current role at Philips she is responsible for developing and growing licensing practices in India.



Koninklijke Philips NV

Bangalore / Gurgaon

India

Professional associations

- ASSOCHAM (Co-Chair)
- FICCI
- CII
- Licensing Executive Society (Vice President)

Sectors

- IP management consultancy
- Legal
- Licensing
- Technology transfer
- Valuation



Helene Jay

Senior Director, Audio Programs – Via Licensing Corp
 helene.j@via-la.com | www.via-la.com

Hélène Jay is the senior director of audio programs at Via Licensing Alliance, the collaborative licensing leader. An accomplished IP leader and attorney, Ms Jay has over 20 years of experience collaborating with licensees and licensors across the IP ecosystem to develop joint licensing programmes covering speech and audio compression technologies, broadcast, automotive, and wireless standards.

In her current role at Via LA, an independently managed company owned by industry-leading participants with over 25 years of IP licensing leadership, Ms Jay is responsible for the company's advanced audio coding programme. AAC is one of the industry's most successful patent pools offering access to more than 6,000 patents with nearly 1,000 licensees. Ms Jay is an indispensable member of the team, closing some of the most significant licensing deals in the industry with the largest device manufacturers in the world, notably OPPO, Reliance, TCL and Xiaomi. She also collaborates with many major global innovators in Via LA's pools, including Apple, AT&T, Dolby, Fraunhofer, Microsoft, NTT, Orange, Panasonic, Philips, Samsung and Sony.

Also in this role, Ms Jay led the initiative to develop the new MPEG-H patent pool. The international standard MPEG-H 3D Audio brings the next level of entertainment to the user and enables content providers to create an innovative and immersive experience. Under her leadership, the pool's aggregation represents more than 95 per cent of the total SEP stack for the implementation of this spatial audio technology. Very few joint licensing programmes attain this level of IP coverage. Ms Jay's leadership, deep industry knowledge and established relationships with the global partners involved in MPEG-H enabled her to bring this extraordinary pro-ecosystem programme to the market.

Before joining Via LA, Ms Jay resided in Montréal, where she served as the vice president of licensing for Voice Age. She began her career as the trusted Legal Counsel of the European Standardization Organization, ETSI.

Ms Jay studied in Paris and Oxford and holds a Master of Université Paris X Nanterre in International Business Law.



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Sectors

- Licensing

IAM says:

"Helene Jay is a widely well-regarded IP professional in patent pool licensing and has proven to be a great strategist in the area. She has over 20 years of experience in forming patent pools, running patent pool programmes and managing enforcement against unwilling licensees for key international companies."



Frank Jeng

Head of Licensing & Litigation Management – Purple Vine IP
frank.jeng@purplevineip.com

Frank Jeng leads the global licensing and litigation practice of Purplevine IP Group, which is renowned for managing global patent litigations for China-based clients by utilising Purplevine's patent analytical capability and industrial network as compared to the traditional law-firm representative model. By adopting an innovative approach, Mr Jeng manages to avoid the risk of adverse judgments and avoid high legal costs for his clients. With unique experience at a leading US law firm and a Chinese IP conglomerate, clients have praised him for his insight and creative solutions for complex litigations, government investigations and licensing negotiations. Recognising his distinguished representation for Chinese clients, the China National Advisory Center for Overseas Intellectual Property Dispute Settlement elected him as Advisory Expert, a state-level expert who provides guidance and advice to substantial cross-border IP disputes. He also serves several consultancy roles for local regulatory authorities, including Wuhan and Zhejiang Province, Nanjing, and Shenzhen. Mr Jeng and his team have managed over 100 litigations and licensing negotiations for China-based clients since Purplevine's inception in 2018.

Before joining Purplevine, Mr Jeng was a partner in the Chicago and Hong Kong offices of Kirkland & Ellis. He is one of the few lawyers with extensive experience in both corporate and litigation fields across the United States and Greater China. He is admitted to practice law in New York, USA, and Hong Kong SAR, PRC, and is one of the first lawyers qualified to practice law in the Greater Bay Area of China. Frank earned his JD and LLM (with distinction) degrees from the University of Pennsylvania Law School. He also graduated from National Taiwan University with dual bachelor's degrees in Law and Business Administration.



Purple Vine IP

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China.

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Sectors

- Brokering
- Defensive patent aggregation
- Finance
- IP management consultancy
- Legal
- Licensing
- M&A
- Technology transfer

IAM says:

"Frank Jeng delivers commercial and creative advice that resolves disputes effectively and efficiently. Thanks to his bilingual background and prior experience as a partner at a leading US law firm, he can manage patent litigations and licensing negotiations all over the globe."

PURPLEVINE IP 

Ilya Kalnish

Partner – BCF Business Law
 ilya.kalnish@bcf.ca | www.bcf.ca

Partner at BCF LLP, Ilya Kalnish supports large international corporations and smaller start-ups and scale-ups in developing complex IP strategies. He specialises in AI, IT and mechanics. Mr Kalnish is particularly effective at obtaining watertight legal protection for inventions in multiple countries around the world, while optimising the cost-benefits ratio associated with such procedures. With a focus on software inventions, he has mastered reconciling legal regime differences between Europe and North America, especially when it comes to protecting AI-related inventions.

Prior to joining BCF, he held key IP management positions in large national and multinational companies, where he gained valuable insights into how legal departments operate and the pressures that in-house counsel faces day to day. Mr Kalnish has participated in several ownership transitions, mergers and acquisitions (both as a target and a purchaser), and in numerous IP strategy realignment exercises. During his in-house days, he became proficient in supporting top executives in making IP strategy-related decisions.

Since migrating to private practice, he has mastered rendering business-focused advice to his clients, while keeping an eye on the budget and expenses. His practice focuses on the end-to-end patent procurement process, from invention identification to drafting and prosecution. He also advises his clients on global IP management, both in terms of risk management associated with new product introduction processes and due diligence in the context of M&A transactions. His approach is strongly grounded in his belief that IP protection is first and foremost meant to support, promote and spearhead business strategy.

In 2017, 2018 and 2019, Mr Kalnish received the *ILO* Client Choice Award, a prestigious award that honours the best professionals in the legal sector, as selected by clients. He has also been ranked among the world's leading IP practitioners in *IAM 1000* since 2020. He dedicates a significant amount of time to training newcomers into the profession through his extensive involvement with the Intellectual Property Institute of Canada's patent agent exam preparation courses. He speaks English, Russian and Bulgarian fluently.



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Professional associations

- IPIC

Sectors

- IP management consultancy
- Legal
- Licensing
- M&A
- Technology transfer
- Valuation



IAM says:

"Ilya Kalnish is an exceptional professional who has a wealth of experience serving as in-house and external legal counsel. He has an unrivalled ability to simplify complex concepts for business executives, and he adopts a practical approach while keeping costs and budgets in check."

Michael Karson

Shareholder – Winstead PC
 mkarson@winstead.com | www.winstead.com

Michael Karson is an experienced trial lawyer who helps his clients monetise their patent portfolios and protect their intellectual property rights in federal courts and before the United States International Trade Commission.

With a master's degree in electrical engineering, Mr Karson is adept in distilling and explaining complex technical issues in straightforward terms for judges and juries. It is this skill that contributes to his teams' successes, including when representing innovative meter pioneers, including in the smart electricity meter, data storage, and telecommunications industries. He was also a member of the team that won a trial verdict against Facebook involving virtual reality technology and associated intellectual property.

Mr Karson has a depth of technical knowledge in areas such as accelerated erasure coding for data storage in distributed computing systems, 3G, 4G and now 5G cellular communications technology and equipment, mobile device management, wireless smart electricity metering, industrial cooling equipment, a myriad of data communications technologies, and medical devices, among others.

Mr Karson's preparation, attention to detail, and courtroom experience allows him to skillfully prepare cases for successful outcomes, argue at *Markman* hearings, and question both friendly and hostile fact and expert witnesses at trial.

Winstead's unique and nimble model reduces client conflicts and affords Mr Karson, and his team, the opportunity to develop innovative fee arrangements, making him a true partner with his clients.

Mr Karson is the father to three daughters and in what little spare time he has, he enjoys woodworking.



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Professional associations

- Barbara MG Lynn American Inn of Court
- Federalist Society
- Dallas Bar Association
- American Intellectual Property Law Association (AIPLA)
- Institute of Electrical and Electronics Engineers (IEEE)

Sectors

- Legal
- Licensing
- Technology transfer
- Valuation

IAM says:

"Among the most skilled and experienced litigators in the United States, Michael Karson handles complex cases and issues extremely well and puts in top-notch performances at trial."



Efrat Kasznik

President – Foresight Valuation

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Efrat Kasznik is an IP valuation and strategy expert with more than 25 years' consulting experience assisting clients with the valuation, strategic management and monetisation of their intellectual property and technologies. She is president of Foresight Valuation Group LLC – a Silicon Valley-based IP valuation and litigation consulting firm – as well as a start-up advisory firm.

Ms Kasznik is an appointed lecturer on IP management at the Stanford Graduate School of Business (GSB). She also lectures on IP issues at the GSB's various local and international executive education programmes. She is actively involved in leadership roles with LES (United States and Canada), where she currently serves as a board member, as well as chair of the LES Silicon Valley chapter.

Ms Kasznik specialises in analysing IP and technology portfolios for a range of business transactions, including mergers and acquisitions, financial reporting, technology commercialisation decisions, tax compliance, transfer pricing, litigation damages and business liquidations. She has worked with corporate clients that range in size from Fortune 100s to start-ups, law firms, universities, research institutions, inventors, IP brokers and patent funds. She frequently testifies as an expert witness in legal cases involving damages or valuations of intellectual property and start-ups. She is a frequent speaker and author on IP valuation and strategy issues.

Throughout her career, Ms Kasznik has also served as co-founder and adviser to several Silicon Valley start-ups, and held the position as chief financial officer at a telecoms start-up. She currently serves on the advisory boards of several start-ups, accelerators and venture funds in the United States, Europe, Asia and Israel.

Ms Kasznik holds an MBA from the Haas School of Business at the University of California, Berkeley and a BA in accounting and economics from the Hebrew University, Jerusalem.



Foresight Valuation

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Professional associations

- LES US-Canada

Sectors

- IAM/IC
- IP management consultancy
- Licensing
- M&A
- Tax
- Technology transfer
- Valuation

IAM says:

Efrat Kasznik dispenses invaluable guidance on patent strategy, valuation and monetisation to start-ups as well as established Silicon Valley entities. She brings a deep understanding of the relationship between business success and intellectual property, and provides pragmatic advice based on 25 years of experience.



Masaki Kataoka

Leader – LIXIL Corporation
www.lixil.com

Masaki Kataoka is the leader of the intellectual property division of LIXIL Corporation. He joined LIXIL in 2018 and leads the IP Division. He is responsible for all IP matters involving LIXIL group companies and third parties, including establishing IP strategy and supervising the implementation of various initiatives under the IP strategy, ranging from filing, global IP portfolio management, offensive and defensive IP licensing, IP administration and dealing with counterfeit product issues. Mr Kataoka enhances close collaboration with business and R&D groups to ensure that the IP strategy is truly integrated into and strengthens the execution of different business strategies. The IP team works globally and closely with various stakeholders, especially in Japan, the United States, Germany, China, and South Africa. Before joining LIXIL, Mr Kataoka worked for Sony Corporation for about 17 years. He has driven various IP initiatives and cultivated his cross-cultural leadership through extensive international exposure across Japan, the UK, and the US.

Mr Kataoka has extensive experience in the fields of wireless communication technologies, and mobile devices, 3GPP standardisations, SEP (standard essential patent) portfolio management, patent licensing negotiations with or without FRAND terms, patent litigation, patent transactions (both acquisitions and divestitures), spearheading collaborations through IP-centric joint ventures with third-party partners and business developments leveraging IP assets.

Mr Kataoka earned a BE and an ME in electrical and electronics engineering and holds an EMBA degree. He has been a member of the Japan Patent Attorneys Association since 2008.



LIXIL Corporation

Tokyo
Japan

Professional associations

- Japan Patent Attorneys Association

Sectors

- Brokering
- IAM/IC
- IP management consultancy
- Legal
- Licensing
- M&A
- Technology transfer
- Valuation



Patrick C Keane

Executive Shareholder – Buchanan Ingersoll & Rooney PC
patrick.keane@bipc.com | www.bipc.com

Patrick Keane is a globally recognised intellectual property (IP) standout and licensed professional engineer (PE), blending legal, technical and business expertise. He counsels clients in all aspects of IP, balancing patent litigation strategy, targeted use of USPTO post-grant AIA proceedings and strategic development of IP portfolios to optimise his clients' business leverage, revenue and product sales. A member of Buchanan's firmwide leadership team, he is also responsible for the IP section's National Security team.

Clients depend on Mr Keane for his expertise in global strategies including intellectual property rights (IPR) licensing, litigation, appeals, post grant proceedings such as inter partes/post-grant reviews, and strategic development of international IP portfolios. He has been named to the

IAM Strategy 300 – The World's Leading IP Strategists

. In 2023, he was also named to the *IAM Strategy 300 – Global Leaders*, a list of the top-ranked IP strategists from across the world.

With more than 20 years of experience, Mr Keane's litigation background includes representing companies in state and federal court actions and in proceedings before the International Trade Commission, including litigation for Fortune 500 companies, such as Lockheed Martin and Hewlett Packard. His extensive IP litigation experience encompasses both pre-America Invents Act (AIA) procedures and post-AIA PTAB procedures.

Mr Keane oversees high-profile portfolio development in recognised technologies of artificial intelligence (AI), machine learning (ML), 5G/6G, blockchain and cloud computing. Many current products incorporate technologies that are the subject of portfolios he helped develop, such as IPV6, JAVA, SCADA and iPhone. His significant electrical engineering and computer science experience includes work as an examiner in computer electronics and software-related arts of the USPTO. As a prior design engineer for a predecessor of TE Connectivity, he developed electrical, electronic and fiber optic interconnection systems.

Mr Keane provides strategic guidance on company growth via evaluation of IP and its role in business activities such as joint ventures, mergers, acquisitions, government contracts and franchising opportunities. His transactional skills include SEP/FRAND and IoT licensing models.



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Professional associations

- American Bar Association
Section of International Law
- International Association for the
Protection of Industrial Property
- Intellectual Property Owners
Association
- Federal Circuit Bar Association
- American Intellectual Property
Law Association

Sectors

- Defensive patent aggregation
- IP management consultancy
- Legal
- Licensing
- M&A
- Technology transfer
- Valuation

IAM says:

"Patrick Keane is a commercially aware attorney with extensive knowledge of the applicability of IP rights and law to business-sensitive situations. His Federal Circuit experience gives him an unparalleled view of the position of IP rights in the United States."

Govind Kedia

Managing Director – Arctic Innovation Consulting Sol. Pvt Ltd
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Govind Kedia is the managing director of Arctic Invent and a director at Basck Limited UK. His firms specialise in IP portfolio building, conducting research projects, managing IP portfolios and other IP related services for start-ups, medium-sized corporations, law firms and corporates alike.

Mr Kedia works with a global team based in the United Kingdom, the United States, Europe and India, which has helped in granting more than 2,500 intellectual property rights around the world; working on more than 3,500 projects related to technology research, competitor intelligence, open innovation and patent research (patent to product mapping, invalidity, novelty, patentability, clearance, freedom to operate and landscapes); and amassing more than 10,000 IP assets under management.

He helps his clients generate value in various deeptech domains such as electric vehicles, drones, computer software, gaming, blockchain, semiconductors, electronic hardware, manufacturing, consumer goods, fast-moving consumer goods, life sciences, healthcare, telecoms, logistics, fashion, and e-commerce.

Mr Kedia has developed patent and trademark strategies for India's leading start-ups, micro, small and medium-sized organisations, helping them raise enterprise value.

Mr Kedia has more than 15 years of experience in delivering high-quality IP services. He has an engineering background, with a master's in consulting management. Mr Kedia has demonstrated his capabilities to answer complex problems using patent data, making him one of India's most well-known IP experts in analytics and advisory.

Mr Kedia is an active speaker in conferences organised by various organisations, an environmental warrior and a UN sustainability goals ambassador. He actively supports the IP and startup communities by publishing and sharing his ideas on LinkedIn and other networks, and mentors early stage start-ups.



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Professional associations

- TiE Charter Member

Sectors

- Brokering
- Defensive patent aggregation
- IAM/IC
- IP insurance
- IP management consultancy
- Legal
- Licensing
- M&A
- Technology transfer
- Valuation



IAM says:

"Govind Kedia is an exceptional IP strategist who is known for his innovative approach and ability to navigate complex issues. He has a strong understanding of legal and business considerations, and is skilled at developing and implementing strategies that drive value for his clients."

Soo Earn Keoy

Private & Private Equity Leader – Deloitte & Touche LLP
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Soo Earn Keoy is the global financial advisory private leader and also leads the private & private equity practice for Southeast Asia. Throughout his career, Mr Keoy has handled numerous valuation and modelling engagements for M&A, regulatory & taxation, and financial reporting purposes. Given his technical expertise, he has acted as an independent expert on valuation and accounting matters for dispute cases. He also has extensive experience in advising investors and lenders in domestic and cross border M&A transactions as well as supporting vendors in divesting their business and entrepreneurs in accessing growth capital.

In addition, Mr Keoy oversees Deloitte Southeast Asia's IP advisory services, focusing on technology companies across the region, as well as those looking to leverage on their technologies to expand into the region. Mr Keoy assists clients across a wide range of industries to create value through harnessing intellectual assets by aligning IP strategy with business strategy. He has been recognised eight times (2013, 2014, 2017, 2018, 2019, 2020, 2021 and 2022) as one of the world's top 300 IP strategists by *IAM* and was selected by *Who's Who Legal* (from 2015 to 2018) as one of the leading due diligence accountants.

Mr Keoy's IP advisory services include:

- identifying where to play through competitive benchmarking using technology mapping;
- understanding how to win through harnessing intellectual assets;
- aligning IP strategy to support business strategy;
- developing IP monetisation plans; and
- scouting for technology for acquisitions.

He is a chartered financial analyst and a fellow chartered accountant of Singapore and also holds a graduate certificate in intellectual property law from National University of Singapore.



Deloitte & Touche LLP

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Professional associations

- CFA
- Institute of Valuers and Appraisers Singapore (IVAS)
- Institute of Singapore Chartered Accountants (ISCA)
- CPA Australia
- American Society of Appraisers (ASA)

Sectors

- Finance
- IAM/IC
- IP management consultancy
- Licensing
- M&A
- Tax
- Technology transfer
- Valuation

IAM says:

"Soo Earn Keoy is a highly skilled IP professional who has played a key role in the development of several public sector initiatives. He has extensive expertise assisting clients in changing their business models and is a visionary who offers new ideas on how intellectual property may be used as a tool for business."

Gaby Khouri

Senior Vice President of IP Services – RPX Corp
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Gaby Khouri is a global leader in the intellectual property (IP) industry and is currently a senior vice president of IP services at UnitedLex. He is a hands-on leader, innovative thinker, problem solver, effective negotiator and risk manager. His excellent communication skills and extensive experience in multi-cultural environments in conjunction with a high emotional intelligence (EQ) creates a unique ability to effectively work with partners and clients from all around the world. He takes a customer-centric approach and has built an exceptional reputation within the high-tech and IP communities. Mr Khouri is honored to be recognised as one of the world's leading *IAM* 300 IP and patent strategists for six years in a row.

Mr Khouri is a successful executive with over 25 years of experience in IP monetisation and commercialisation, focusing on the electronics and semiconductor fields. His tenure within the IP sector includes 11 years at RPX where he was a VP of client relations and Business Development and also ran the semiconductor business line. Before that, Mr Khouri spent six years at Intellectual Ventures where he was responsible for acquisition strategy, portfolio development and licensing for the semiconductor and consumer electronics portfolio, which held more than 15,000 assets and US\$100 million of investment capital. He acted as lead negotiator on numerous patent licensing deals while also directing and mobilising its engineering organisation.

Mr Khouri began his work in patents at Semiconductor Insights (TechInsights) where he spent 10 years assuming different roles such as the head of patent brokerage and director of intellectual property business development. There, Mr Khouri ran some of TechInsights house accounts, generating close to US\$10 million in revenue per year. He also built a patent brokerage service that closed many portfolio transactions that totaled over US\$15 million.

Mr Khouri received his BSc in electrical engineering from Carleton University, Ottawa, in 1994.



RPX Corp

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Professional associations

- Licensing Executive Society
- IAM Network

Sectors

- Brokering
- IP management consultancy
- Licensing
- M&A
- Technology transfer
- Valuation

IAM says:

Highly experienced handling IP portfolios and major licensing agreements, Gaby Khouri knows exactly how to identify, extract and maximise value. He is a savvy negotiator who provides invaluable assistance to clients, particularly in the semiconductor industry.



Nicka Kirstejn

European Patent Attorney – aera
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Nicka Kirstejn entered the patent profession in the early 2000s after his biotech start-up ran out of funding. He then joined a large Scandinavian IP firm, which had previously handled the intellectual property of his own start-up.

In his early career Mr Kirstejn specialised in advising universities and early-stage companies on technology transfers. He has helped several companies through IP due diligence in successful private and public financing rounds and advised firms on licensing negotiations.

Mr Kirstejn understands the value of intellectual property as a business tool, and clients appreciate his pragmatic, commercial approach and experience of patent prosecution and strategy working with small, medium and large companies and academic institutions – from spin-outs to multinationals.

Over the years, as team leader and partner, Mr Kirstejn also developed an interest in management. In 2012 he became CEO of one of Europe's largest IP firms, but his entrepreneurial drive led to the founding of aera in early 2018. With the birth of aera, the desire to create a European IP consultancy firm, built on Nordic values, with an international perspective flourished and the success of the firm speaks for itself

Mr Kirstejn's clients cherish and value his devotion to solving complicated technical and legal issues before the EPO in both prosecution and opposition proceedings.



aera

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Professional associations

- ADIPA
- epi

Sectors

- IP management consultancy
- Legal
- Licensing
- M&A
- Technology transfer
- Valuation



IAM says:

"Thanks to his extensive knowledge of international prosecution strategies and how to use them to advance businesses, Nicka Kirstejn is a staple for his clients. He has decades of experience that he uses masterfully and puts to work for the best possible outcome."

Philip W Kline

Managing Director – Insight Economics
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Philip W Kline is a managing director at Insight Economics, where his practice focuses on IP valuation, litigation consulting, IP strategy and transactional services.

Mr Kline has extensive experience in IP valuation and monetisation, including assisting clients in negotiating IP licences. He has represented a broad range of clients, including charitable foundations, small companies and multinational corporations. Mr Kline has valued intellectual property in a variety of contexts, including damages quantification, bankruptcy, tax planning and tax disputes.

Mr Kline has assisted in the quantification of damages resulting from numerous causes of action, including patent infringement, copyright infringement, trademark infringement, theft of trade secret, unfair competition, unjust enrichment, breach of contract and false advertising.

Mr Kline's experience also spans a variety of industries. He has worked extensively in the wireless telecommunications space, assisting both licensors and licensees in assessing whether proposed royalty rates for standard-essential patents are fair, reasonable and non-discriminatory. He has also worked on engagements pertaining to medical devices, consumer electronics, industrial networking and transportation, among other fields.

Mr Kline has held a variety of leadership positions in industry organisations. He was the American Bar Association (ABA), Intellectual Property Law (IPL) Section's liaison to the Licensing Executive Society's (LES) Intellectual Property Valuation and Standards Committee. He is a past chair of both the ABA, IPL Section's Monetisation and Valuation of IP Committee and the ABA, IPL Section's Economics of the Profession Committee. Mr Kline is a past member of the Certified Licensing Professional (CLP) Standards, Admissions and Recertification Committee and the CLP Exam Development Committee.

Mr Kline is a certified public accountant licensed in the state of Illinois and a CLP – a designation started by LES.



Insight Economics

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Professional associations

- American Institute of Certified Public Accountants (AICPA)

Sectors

- IP management consultancy
- Licensing
- Valuation

IAM says:

"Philip Kline is a smart and creative thinker whose mastery of valuation and damages issues related to standard-essential patents and other types of intellectual property is evident to his clients and colleagues."



Robert Klinski

Managing Director – Patentship Patentanwaltsgesellschaft mbH
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Robert Klinski is a German and European patent, trademark and design attorney, and the founder of Patentship.

He studied electrical engineering and telecommunications at the Technical University Hamburg-Harburg and received his PhD with honours from the Technical University of Munich in the field of statistical signal processing in telecommunications. He was a scientific researcher at the Fraunhofer Institute and an engineer at Siemens AG in the fields of wired and wireless communication systems, and he is mentioned as an inventor in several patents relating to telecommunications.

Dr Klinski has worked in the IP field since 2002 and has extensive experience in IP prosecution, IP litigation, IP harvesting and creating IP on demand in the fields of digital signal processing, 5G, the Internet of Things (IoT), AI, fintech, security and blockchain. In his recent 5G, SIM, IoT, security and fintech projects, he supported his clients by harvesting more than 350 inventions. Dr Klinski also actively supports international investment firms in IP-backed start-up incubation and IP generation on demand.

Patentship is a medium-sized patent law firm based in Munich, specialising in value-oriented, results-driven patent drafting, prosecution, litigation and invention harvesting in various jurisdictions and across a wide range of technologies, such as electrical engineering, telecoms and information systems, software, mechanical engineering, automotive, chemistry and biotech.

Patentship's clients include national and international research institutes, medium-sized companies and global players listed in the Fortune 500 and Forbes 100 rankings.



**Patentship
 Patentanwaltsgesellschaft mbH**

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Professional associations

- AIPPI
- FICPI
- APAA
- epi

Sectors

- IP management consultancy
- Legal
- Licensing
- M&A
- Technology transfer
- Valuation

IAM says:

“Robert Klinski is an excellent thought leader and licensing expert. He is incredibly smart, perceptive, strategic, and knows exactly how to make the most out of his client’s assets.”

Sherry M Knowles

Principal – Knowles IP Strategies LLC
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Sherry M Knowles is principal of Knowles Intellectual Property Strategies in Atlanta, Georgia, providing global guidance on complex IP matters, litigation, licensing and prosecution strategy, policy, and investor support. Ms Knowles has more than 30 years' experience in global corporate and private practice. From 2006 to 2010, Ms Knowles was senior vice president and chief patent counsel at GlaxoSmithKline (GSK) and worldwide head of patents for litigation and transactional matters, managing more than 200 people in 12 offices.

In 2008, *Managing Intellectual Property* named Ms Knowles among the top 10 most influential people in intellectual property, referring to her as a "patent owner's advocate". In 2010, the New Jersey IP Lawyers Association awarded GSK (with Ms Knowles as representative) the Jefferson Medal for exceptional contribution to intellectual property. In 2010, *Managing Intellectual Property* named the GSK global patent team the In-House IP Team of the Year for 2009 for its constructive approach to intellectual property in the developing world, engagement with public policy in Europe and successful resolution of the USPTO rules matter in the United States. In 2011, *IAM* listed Ms Knowles among the top 50 key individuals, companies and institutions that have shaped the IP marketplace in the past eight years. Ms Knowles is listed in the *IAM Strategy 250* (2011), the *IAM Strategy 300* (2012-2022), *Managing Intellectual Property's* Top 250 Women in IP (2014, 2016-2021) and IP Stars (2016-2022), and the *IAM Patent 1000* (2015-2022).

Ms Knowles is a frequent speaker and author on US and global patent policies and innovation. She has spoken to the US Senate Judiciary Subcommittee on policy issues and has been active in IP matters in developing countries. Ms Knowles is also the founder of the Kectil Programme, which has mentored more than 2,000 youths in 63 developing countries on innovation and entrepreneurship.



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Professional associations

- FCBA
- State Bar of Georgia
- AIPLA
- IPO

Sectors

- Defensive patent aggregation
- IAM/IC
- IP management consultancy
- Legal
- Licensing
- M&A
- Technology transfer
- Valuation

IAM says:

"Sherry Knowles is a trusted business partner and expert in IP law who provides exceptional strategic guidance." "Her experience as a law firm principal and chief in-house IP counsel provides her a unique perspective on business development, licensing, and patent prosecution and defence."



Sebastian Koch

Corporate Intellectual Property Manager – Uhlmann Pac-Systeme GmbH & Co. KG
www.uhlmann-group.com

Dr Sebastian Koch is global head of intellectual property at the Uhlmann Group Holding. He is an open-minded creative thinker and leader. The Uhlmann Group is an internationally, family-owned group of enterprises serving the packaging industry for more than 75 years. Today the Uhlmann Group offers a broad range of high tech packaging machines, services and digital solutions for the pharmaceutical, health care, consumer goods, food and agriculture market.

Our purpose is to ensure the global availability of sensitive products to improve quality of life for generations. We are trendsetters driving the transformation of the packaging ecosystem. Having innovation at heart making packaging solutions a sustainable success with outstanding innovative solutions.

At Uhlmann, Dr Koch is responsible for all aspects of intellectual property management, covering intellectual property rights, trade secrets, licensing, ideation and promoting innovation. He has established intellectual property strategies that serve all enterprises of the group. Core of his philosophy is the integrative approach of IP management along the whole product life-cycle. Dr Koch has established in-house ip processes and modern reporting with appropriate hands-on key performance indicators. His motto: promoting innovation, shaping markets, securing market shares, creating value.

His career is rooted in the chemical industry before he joined R&D in the sustainable energy sector and is now situated in the capital goods industry as well as being in the consulting business. For his whole life Dr Koch has been fascinated by technology and how to solve technical contradictions, innovate new solutions and protect those assets. Dr Koch continues to contribute his outstanding knowledge and experience as a creative thinker, leader and ip strategist.

Dr Koch received his PhD in mechanical engineering from the Technische Universität Ilmenau. Further he owns engineering degrees in intellectual property (FernUniversität in Hagen) and chemical engineering (Hochschule Mannheim – University of Applied Sciences) as well as several certificates in TRIZ, design thinking, lean six sigma, law and IP management.



Uhlmann Pac-Systeme GmbH & Co. KG

Laupheim
Germany

Professional associations

- The International Institute for IP Management I3PM
- Working Group Patents at Regional Board Stuttgart
- International Association for the Protection of Intellectual Property AIPPI
- Working Group Innovation Management Ulm
- Association of Intellectual Property Experts VPP

Sectors

- Defensive patent aggregation
- IP management consultancy
- Legal
- Licensing
- Technology transfer
- Valuation

UHLMANN GROUP
BEYOND PACKAGING

Kaya Köklü

Lawyer – Tigges Rechtsanwälte
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Dr Kaya Köklü, lawyer at TIGGES, is a certified expert in intellectual property law, a frequently appointed UDRP panelist for international domain name disputes at WIPO and a lecturer for intellectual property seminars and courses at various universities such as Ludwig Maximilians University Munich and Koç University Istanbul.

Dr Köklü particularly specialises in patent, trademark, copyright, design and unfair competition matters. As a litigator, Dr Köklü has extensive experience in the nationwide enforcement of intellectual property rights, especially with regard to the enforcement of rights at trade fairs. Because of his extensive international network of experts, he is also experienced in coordinating cross-border disputes and multinational licensing projects.

Dr Köklü advises mainly large and medium-sized companies from all over the world. Among his clients, there are market leaders, owners of well-known brands and hidden champions, but also promising start-ups, most of them active in the automotive, consumer products, green energy and health care sectors.

Owing to his scientific background based on many years of experience as a senior research fellow at the Max Planck Institute for Innovation and Competition in Munich, Dr Köklü is often asked for legal opinions to complex legal matters, particularly whenever Turkish intellectual property laws are of relevance.

Dr Köklü is frequently invited as a speaker to national and international conferences. He has also published numerous articles in professional journals and a monograph on a comparison of European and Turkish patent law.

Dr Köklü is member of various professional associations, such as the German Association for the Protection of Intellectual Property, the Association of Intellectual Property Experts and the International Literary and Artistic Association, where he was elected secretary general from 2011 to 2017.



Tigges Rechtsanwälte

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Professional associations

- The International Literary and Artistic Association (ALAI Germany)
- Turkish and German Lawyers' Association (DTJV)
- Association of Intellectual Property Experts (VPP)
- German Association for the Protection of Intellectual Property (GRUR e.V.)

Sectors

- Legal
- Licensing
- Technology transfer

IAM says:

When it comes to IP disputes, Kaya Köklü consistently achieves favourable outcomes. He has a deep understanding of complex legal issues, effectively navigates through challenging cases, and goes above and beyond for his clients.

TIGGES
RECHTSANWÄLTE

John Kolakowski

Director, Licensing and Head of IP Regulatory Affairs, North America – Nokia Corp

www.nokia.com

John Kolakowski of Nokia Technologies is an intellectual property counsel and business advisor with over 12 years of in-house worldwide telecommunications patent licensing, litigation and policy experience at Nokia and 10 years of prior private practice district court and ITC patent litigation experience at Morrison & Foerster LLP. Mr Kolakowski has successfully negotiated inbound/outbound patent and technology licenses at Nokia, the monetisation of a patent portfolio with tens of thousands of individual assets and patent divestments netting significant returns. He has also helped lead teams in offensive and defensive IP litigation in prior positions at the company, but is currently focused on new efforts within Nokia to license in the multimedia space. Mr Kolakowski also advocates for Nokia interests before government regulatory authorities and lawmakers, standard development organisations, trade associations and other groups addressing IPR and patent policies. Interested in contributing to best practices in the IP licensing field, he is a member of the Board of Directors for the LES Standards Development Organization that is working to create consensus-based procedural standards relating to the use, development and licensing of intellectual capital that could be employed at all stages of a business lifecycle. He also serves on the Advisory Board for the Center for Intellectual Property x Innovation Policy at the George Mason University Antonin Scalia School of Law in Arlington, Virginia. He is USPTO-barred and a former federal judicial clerk, with a JD from Northwestern University Pritzker School of Law and a BS in chemical engineering from the University of Michigan.



Nokia Corp

Chevy Chase
MD
United States

Professional associations

- LES Standards Development Organization
- American Bar Association

Sectors

- Legal
- Licensing
- Technology transfer

Satoshi Konno

Chief Executive Officer – BIRD INITIATIVE, Inc
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Satoshi Konno joined the Japanese leading startup studio, BIRD INITIATIVE, Inc. (BIRD) in October 2022 to lead BIRD as a CEO, utilising his background as an IT engineer, a venture capitalist, an entrepreneur and an IP strategist. Before BIRD, he initiated and successfully lead the innovation division of IP Bridge, a Japanese government-supported US\$300 million IP fund management company. Before IP Bridge, he started and cultivated a cloud software company targeting data centres globally. He has the total of 20 years of experience as a venture capitalist and 10 years of IT engineer carrier experience as well.

He holds an MBA from the University of Texas, Austin.

He is a mentor for the Japan Patent Office and the Tokyo Metropolitan Government's Startup Support Program.



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Japan

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Sectors

- Brokering
- Finance
- M&A
- Technology transfer

IAM says:

Satoshi Konno is an excellent sounding board. He is generous with his time and an incredibly valuable resource. He is excellent at creating solutions and offers practical guidance that is easy to implement.



Nevin Jacob Koshy

Partner – United Trademark & Patent Services
 nevin@unitediplaw.ae | www.utmps.com

Nevin Jacob Koshy is a partner and has been head of the patent and design department of United Trademark & Patent Services, a regional IP firm, since 2010. Prior to this position, he worked as a research scientist and an IP consultant for a number of reputable companies, including in a technology transfer department in the United Kingdom.

He is a member of the Executive Board/Board of Directors of the United Arab Emirates (UAE) Chapter of the International Association for the Protection of Intellectual Property (AIPPI). His focus areas are patent, design and copyright protection locally, regionally, and internationally. He is also involved in trademark filing and prosecution matters for his clients. He is actively involved in IP training sessions and is a sought-after speaker at regional and international conferences. Mr Koshy has successfully overseen the prosecution of over 15,000 IP rights worldwide for his clients ranging from start-ups to Fortune 500 companies. He counsels clients on both contentious and non-contentious issues and often uses his negotiation skills to resolve the matter amicably.

His responsibilities as head of the department involve managing a global client portfolio that leads him to work across at least five time zones daily – a task made easier by knowledge and understanding of several languages and cultures.

In his limited spare time, he loves to disconnect and reflect.



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Professional associations

- International Trademark Association [INTA]
- International Association for the Protection of Intellectual Property [AIPPI]
- Asian Patent Attorneys Association [APAA]
- International Federation of IP Attorneys [FICPI]
- Chartered Institute of Patent Attorneys [CIPA]

Sectors

- IP management consultancy
- Legal
- Licensing
- Technology transfer
- Valuation



IAM says:

"Nevin Koshy has a brilliant legal mind and is a wonderful partner to work with. He provides advice that is incredibly meticulous, proactive, and takes into account both local and international markets."

Tom Kowalski

Head of Patent Transactions – Google

www.google.com

Tom Kowalski is senior counsel and head of patent licensing and transactions at Google. In addition, he currently serves as a director and the board chair for both LOT Network, of which he is a founder, and Open Invention Network. Prior to joining Google, Mr Kowalski was lead intellectual property counsel at Motorola and later at Motorola Mobility. Previously, he worked in private practice at the law firms of Arnold, White & Durkee and then Jenkins & Gilchrist. Mr Kowalski received his BS in mechanical engineering from Purdue University and his JD cum laude from University of Illinois Chicago Law School.



Google

Chicago

IL

United States

Sectors

- Defensive patent aggregation
- Legal
- Licensing
- M&A
- Tax



Subodh Kumar Kumaranjath

Head, Intellectual Property Services – Tata Consultancy Services Ltd

www.tcs.com

Subodh Kumar Kumaranjath currently heads Tata Consultancy Services' (TCS) global Intellectual Property (IP) protection initiative and involved in formulation and execution of TCS global IP Protection strategy covering nearly 30+ jurisdictions across the world. The Global IP protection strategy of TCS is vital for value realisation of intellectual property in the global markets. TCS today has a well-diversified portfolio of 7,000+ patents with 3000+ granted patents. TCS IP management has received several awards and recognitions. His experiences span several leadership roles in the industry. Presently he is the co-chair of National IPR advisory council of Associated Chambers of Commerce and Industry of India (ASSOCHAM). In his tenure, he has contributed to several strategic and path breaking policy interventions for the protection of computer related inventions, improving patent examination guidelines and procedures, and enabling a conducive environment for business to protect and enforce IP across the world. Having led several policy and programmes in managing IP issues confronting Indian Industry in variety of sectors, he specialises in IP law with a focus on patents and industrial design. He has experience in policy recommendation in improving the policy regime (India, USPTO, EPO and PCT) with a focus on patents. He has in depth knowledge on IP laws with a focus on its implications on trade related issues, economy and its impact on innovation and technology development. He is recognised as a thought leader in the global IP forums and has contributed to improving collaboration among various IP stakeholders for strengthening the global IP regime.



Tata Consultancy Services Ltd

Hyderabad

India

Professional associations

- Associated Chambers of Commerce and Industry of India (ASSOCHAM)
- Pan IIT Alumni (India)
- Indian Institute of Chemical Engineers
- Institute of Electrical and Electronics Engineers (IEEE)
- Licensing Executives Society International (LESI)

Sectors

- IP management consultancy
- Licensing
- Technology transfer
- Valuation



Chia-Hao La

Managing Counsel, IP – Waymo

www.waymo.com

Chia La is managing counsel on Waymo's IP team, where he currently leads patent strategy and operations, in addition to serving as IP lead for design rights, engagements with standards setting organisations, commercial deals, and mergers and acquisitions. Waymo is an autonomous driving technology company with a mission to make it safe and easy for people and things to get where they're going. Mr La works closely with Waymo's business leaders to build strong IP rights spanning patents, trademarks, copyrights and trade secrets, to proactively prepare the company for a range of enforcement and defence scenarios.

Before joining Waymo, Mr La served on Google's patent team for almost 10 years, most recently leading a team of attorneys supporting four of Google's billion-user products (Android, Play, Chrome and Photos). In that role, he partnered closely with the litigation and business teams to address ecosystem-wide patent issues for Android and Chrome OS. Mr La has also led the patent team supporting Google's consumer hardware business unit and was previously patent counsel for Google Cloud.

While at Google, Mr La developed deep experience in patent portfolio development, managing over 10,000 assets worldwide over his tenure and working closely with other team leads to evolve Google's patent portfolio strategy. He also negotiated complex IP issues in over 100 deals, including commercial deals with some of Google's largest OEM and semiconductor partners as well as strategic patent acquisitions.

Before moving in-house, Mr La worked at a leading global law firm, where his practice spanned patent litigation, prosecution, and transactions. He holds a JD from the Fordham University School of Law, along with bachelor's and master's degrees in electrical engineering and computer science from MIT.



Waymo

Mountain View CA

United States

Sectors

- IAM/IC
- Legal
- Licensing
- M&A
- Technology transfer



Per Larsen

European Patent Attorney – aera
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Per Larsen has an MSc in molecular biology and chemistry and a PhD in molecular biology from Aarhus University, and has subsequently also completed a post-doc. He is a European patent attorney and a European trademark and design attorney, and has completed the European patent litigation course at the Centre for International Intellectual Property Studies at the University of Strasbourg, France.

After his post-doc, Dr Larsen joined one of the largest IP firms in Scandinavia, where he worked for nearly a decade. At this stage, he specialised in advising universities and early-stage companies, particularly with regard to technology transfers. Here he also had a chance to be part of the team that handled international relations and he also became head of biotechnology.

The entrepreneurial drive led to the founding of Aera, together with three colleagues, in early 2018, where Dr Larsen continues to serve clients with passion and commitment.

Dr Larsen has helped several companies through IP due diligence in successful private and public financing rounds and advised firms on licensing negotiations. He understands the value of intellectual property as a business tool, and clients appreciate his pragmatic approach and extensive experience in handling cases before the EPO and other major and minor patent jurisdictions, from the United States to Japan, Brazil and Thailand.

Clients appreciate Dr Larsen's commitment and ability to understand and communicate complicated technical and legal issues.



aera

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Professional associations

- ADIPA
- epi

Sectors

- Defensive patent aggregation
- Finance
- IP management consultancy
- Legal
- Licensing
- M&A
- Technology transfer
- Valuation



IAM says:

Per Larsen is a seasoned attorney with years of experience in closing high-stakes deals for leading international companies. His strong ability to conduct technical, legal and business analysis solidifies his position as a major IP dealmaker.

Michael Lasinski

Senior Managing Director – Ankura Consulting Group, LLC
michael.lasinski@ankura.com | www.ankura.com

Michael Lasinski is a senior managing director at Ankura Consulting Group and the current president of the Licensing Executives Society International. Ankura has more than 1,400 professionals globally and Mr Lasinski leads the firm's IP practice. Over the past 25 years, Mr Lasinski has consulted on hundreds of engagements pertaining to IP-centric transactions, IP valuations, IP damages analyses and FRAND licensing issues.

Mr Lasinski has testified as an expert in federal, state, tax, international, International Trade Commission and arbitration proceedings on multiple occasions. He is a past president of the Licensing Executives Society United States and Canada, a past division chair for the IP Section of the American Bar Association and a former vice chair of the Intellectual Property Owners' Valuation and Taxation Committee. He is also a certified public accountant and a certified licensing professional, and is certified in financial forensics.

Mr Lasinski's consulting experience includes a broad cross-section of clients and industries, including advertising, automotive, chemical, computer hardware and software, consumer products, e-commerce, food and beverage, internet, healthcare, life sciences, medical devices, mobile devices, pharmaceuticals semiconductors, telecoms and wireless communications. His clients include *Fortune 500* companies, law firms, private equity investors and others.

Mr Lasinski holds a bachelor's in electrical engineering (*summa cum laude*) and a master's in business administration (high honours) from the University of Michigan.



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 United States

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Professional associations

- ABA
- AICPA
- Licensing Executives Society International

Sectors

- Brokering
- Finance
- IAM/IC
- IP management consultancy
- Licensing
- M&A
- Tax
- Technology transfer
- Valuation

IAM says:

As a former president of LES and past Division Chair of the American Bar Association's IP Section, Michael Lasinski is a seasoned expert when it comes to valuing intellectual property and businesses for various purposes, and is thought of highly by those who have worked with him.



Anne Layne-Farrar

Director – Charles River Associates
 alayne-farrar@crai.com | www.crai.com

Anne Layne-Farrar is a vice president in the antitrust and competition economics practice of Charles River Associates and an adjunct professor at Northwestern University School of Law. She specialises in antitrust and IP matters, especially where the two issues are combined. Dr Layne-Farrar has advised clients in a variety of jurisdictions, including the United States, Europe and Asia (China, India and South Korea).

Dr Layne-Farrar's expert work for industry-leading clients has included analysing reasonable licensing, including FRAND, calculating damages, assessing economic incentives and firm behaviour within standard-setting organisations; conducting rule-of-reason analysis for alleged pharmaceutical reverse payments and product hopping and defining markets.

Dr Layne-Farrar has given oral and written expert testimony in a variety of US courts and has provided other submissions, including ones before the US Supreme Court and before regulatory bodies including the US Federal Trade Commission, the US Department of Justice, the US Senate, the European Commission and China's Ministry of Commerce.

In addition, she has presented at academic and industry conferences around the world and is widely published. She co-authored a book on law and economics, book chapters on IP issues, and has published articles in academic journals, including *AIPLA Quarterly Journal*, *Harvard Journal of Law and Public Policy* and *Texas Intellectual Property Law Journal*.



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Professional associations

- AIPLA
- ABA

Sectors

- Legal

IAM says:

Operating flawlessly at the intersection of antitrust and intellectual property, Anne Layne-Farrar is appreciated for her clear communication style and diligent approach. She makes light work of the most complex assignments.

CRA Charles River
 Associates

Andreas Ledl

Partner – Maiwald Intellectual Property
ledl@maiwald.eu | www.maiwald.eu

Andreas Ledl is a German and European patent attorney. He is partner and managing director at Maiwald, where he started as trainee in 2006. Dr Ledl's technical focus is on pharmaceuticals (biologics and small molecules), medical uses and biotechnology. He advises clients on overall IP strategies with a particular focus on drafting, prosecuting and defending worldwide portfolios as well as freedom-to-operate strategies including the preparation of freedom-to-operate and validity opinions. He has extensive experience in grant, opposition and appeal proceedings before the European Patent Office.

In 2023, Dr Ledl is listed by *Legal 500* as a recommended lawyer, which echoes a quote from the client: "Andreas Ledl's level-headed manner and focus on listening to all parties and presenting issues in an abstract manner are second to none. He has also been regularly included in the *IAM Patent 1000* "World's Leading Patent Professionals" since 2020.



Maiwald Intellectual Property

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Sectors

- Defensive patent aggregation
- IP management consultancy
- Legal

IAM says:

"Andreas Ledl is an outstanding European patent strategist. His advice consistently strikes a balance between commercial and legal requirements, and his careful planning always results in solid, enforceable IP protection that satisfies his clients' requirements."



Chris Lee

Founding Partner – Lee Sheikh & Haan LLC
 clee@leesheikh.com | www.iplitigation.com

Chris Lee is a founding partner of Lee Sheikh & Haan, a Chicago-based IP litigation law firm. He represents clients as trial and appellate counsel in the enforcement of their IP rights and in the defence of their businesses against allegations of infringement.

Mr Lee also advises clients on issues arising from the use of intellectual property in business, including representing public and private operating companies, private equity firms, inventor-owned entities and investors in strategic sales and acquisitions of patent portfolios, licensing campaigns, cross-licensing and litigation financing. Mr Lee has also represented litigation funders as outside underwriting counsel.

At the law firm he co-founded in 2015, he represents clients on a variety of traditional and innovative fee arrangements and litigation financing. Previously, he was an equity partner for 16 years at Niro, Scavone, Haller & Niro, where he was involved in some of the biggest and most consequential IP cases and transactions of our time.

Mr Lee began his career as a junior member of the trial teams at his previous firm for cases involving well-known multinational manufacturing clients, and eventually became lead trial counsel in high-stakes IP cases. A number of these cases resulted in an eight or nine-figure verdict for his clients. To each matter, he brings his litigation, trial and deal-making experience with a keen understanding of his clients' strategic business needs.

Mr Lee is passionate about innovators and the businesses built on their innovation. He believes that quantum leaps in technology are often made by start-ups and emerging companies, whose engineers and scientists cannot afford to stake their careers on incremental improvements to existing technologies. They think big, take bigger risks and rely on the protection of intellectual property even more for their survival and success. He considers helping these innovators to be his career mission.

Mr Lee is also a registered patent attorney and has lectured and written articles on IP litigation, trial advocacy, legal ethics, IP investments and financing of high-stakes technology litigation.




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 @IP_Litigation

Professional associations

- The Lawyers Club of Chicago
- Richard Linn American Inn of Court
- AIPLA
- ABA

Sectors

- Defensive patent aggregation
- Finance
- IAM/IC
- IP auctions
- IP insurance
- IP management consultancy
- Legal
- Licensing
- Technology transfer
- Valuation



IAM says:

"Christopher Lee is a go-to litigator when it comes to complex IP disputes and is a brilliant orator in front of judges. He is an outstanding commercial strategist and demonstrates a deep understanding of changing industry trends."

Gregory K Leonard

Vice President – Charles River Associates
gleonard@crai.com | www.crai.com

Gregory K Leonard specialises in applied microeconomics and econometrics. He has provided testimony before US federal and state courts, government agencies and arbitration panels on issues involving antitrust, damages estimation, statistics and econometrics, surveys, valuation, and labour market discrimination.

Dr Leonard has written extensively on the subjects of antitrust, industrial organisation, econometrics, intellectual property, class certification and labour economics. His publications have appeared in journals such as the *RAND Journal of Economics*, the *Journal of Industrial Economics*, the *Journal of Econometrics*, the *International Journal of Industrial Organization* and the *Antitrust Law Journal*. Dr Leonard's writings were cited by the Court of Appeals for the Federal Circuit in its *Uniloc* decision. He is the editorial board vice chair for economics of the *Antitrust Law Journal* and has served as a referee for numerous economic journals.

Dr Leonard has given invited presentations on antitrust and IP issues at the US Federal Trade Commission, the US Department of Justice, the former Anti-Monopoly Bureau of China's Ministry of Commerce, the Supreme People's Court of China and Japan's Fair Trade Commission. He served as a consultant on the issue of immunities and exemptions to the US Antitrust Modernisation Commission.

Dr Leonard holds an ScB in applied mathematics-economics from Brown University and a PhD in economics from MIT.



Charles River Associates

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Suite 700
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United States

T +1 415 490 2708

Professional associations

- AEA
- ABA

Sectors

- Legal

IAM says:

A familiar face before the US state and federal courts, Gregory Leonard is "an exceptional partner. It is rare for someone to have such industry success as well as academic prestige."



Elizabeth Lester

Assistant General Counsel, Intellectual Property – Equifax Inc

www.equifax.com

Elizabeth Lester is an experienced intellectual property counsel and serves as the sole SME responsible for creating and growing the intellectual property function at Equifax. She is responsible for managing the domestic and international IP portfolio and aligning the IP strategy with business strategies, including protection and enforcement of the IP portfolio. Other responsibilities at Equifax include developing and delivering training on IP issues to all parts of business, including data scientists, developers, engineers, marketers and product managers; managing IP disputes and litigation, including defence and identification of monetisation opportunities; creating and managing IP policies, including open source software and domain names; and supporting domestic and global commercial transactions. Ms Lester is an active proponent of diversity, equity and inclusion initiatives, including adoption and implementation of The Diversity Pledge at Equifax, an initiative striving to increase diversity in innovation, leading efforts to develop and implement outside counsel diversity guidelines, and engaging in various programs targeted at mentoring and building pipelines for underrepresented individuals within the IP profession and ecosystem. She is a recognised leader in the IP profession and across the IP ecosystem, including serving as vice-chair of the IP Education & Awareness Pillar for the Georgia Intellectual Property Alliance, board member and vice-president for the Association of Corporate Patent Counsel, and two two-year terms as member of Intellectual Property Owner's Association board of directors.



Equifax Inc

Atlanta GA
United States

Professional associations

- Georgia Intellectual Property Alliance
- Intellectual Property Owners Association
- Association of Corporate Patent Counsel

Sectors

- Defensive patent aggregation
- IAM/IC
- IP management consultancy
- Legal
- Licensing
- M&A



Alfredo Lezama

Vice President IP Licensing and Business Development – Adeia Corporation

www.adeia.com

Alfredo M Lezama is vice president of IP licensing and business development for Adeia. He is responsible for the consumer electronics licensing programmes. He has successfully closed licences with Samsung, LGE, Sony, TCL, Panasonic, Sharp, Funai and many other worldwide CE leaders.

Before joining Adeia, Mr Lezama was VP of IP licensing and head of patent acquisitions and transactions for Rovi/TiVo/Xperi including patent acquisitions from Samsung, LGE, Kyocera, IV, and PixelWorks among others. Prior to that he was executive vice president and head of business development for Acacia Research Group and responsible for the acquisition of new patent portfolios across various sectors, including semiconductors, consumer electronics, wireless and automotive. He has led many successful transactions, including patent acquisitions from Nokia Networks, Rambus, Silicon Image, STMicroelectronics, Automotive Technologies International, NEC, Skyworks and Harris Corporation.

Mr Lezama has extensive experience in consumer electronics, mobile devices and semiconductor ecosystems. Before Acacia Research Group, he held the position of director, strategy and business development at LG Electronics; vice president, sales at Nextwave Wireless Inc; and director, business development and director, product management at Marvell Semiconductors. He began his career with Texas Instruments Inc, where he held various positions in strategy, business development and sales.

Mr Lezama obtained a BSc in electrical engineering from the University of California, San Diego and an MSc in information technology and MBA from the University of San Diego.



Adeia Corporation

Orange County CA

United States

Sectors

- IP management consultancy
- Legal
- Licensing
- M&A
- Valuation



Otto Licks

Founding Partner – Licks Attorneys
otto.licks@lickslegal.com | www.lickslegal.com

Otto Licks is a founding partner at Licks Attorneys, a Brazilian law firm with over 300 people among its five offices in Brazil and Japan, as well as a French and German Desk. He is an expert on complex litigation and policy making, with 30 years of experience representing international clients in life sciences (small molecules, biologicals, agrochemicals and medical devices), telecom, electronics and internet. He has established a reputation as a trial and appellate practice specialist, focusing on preliminary and permanent injunctions and monetisation (damages and licensing), advising clients primarily on patent, trade secrets, unfair competition and regulatory data exclusivity, government procurement, food and drug and regulatory of telecom and internet.

Mr Licks was responsible for the first Brazilian nationwide adjudication campaign for patent monetization (optical CD-R disks). Before joining private practice, he worked as a UN/PINUD consultant for the Brazilian State Department, during the implementation of the WTO Agreements.

He has been the first chair in over 100 cases, from TROs and ex-parte injunctions up to leading cases before the Brazilian Supreme Court, establishing a reputation as a trial and appellate practice specialist, with an outstanding track record in obtaining, defending, and enforcing preliminary and permanent injunctions.

Mr Licks has published extensively in his areas of expertise and has been recognised by some of the most important international rankings. He is vice chair for the Global Series Committee (FCBA) and is an accomplished speaker in the United States, Europe, Asia and Latin America.



Licks Attorneys

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 Brazil

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Professional associations

- AMCHAM
- FCBA
- AIPPI
- FDLI

Sectors

- IP management consultancy
- Legal
- Licensing
- Technology transfer

IAM says:

Highly respected litigator and licensing expert Otto Licks is excellent at devising strategies that will bring about success in the courtroom and at the negotiation table.



John Lindgren

President – IPValue Management Inc
john.lindgren@ipvalue.com | www.ipvalue.com

John Lindgren became CEO of IPValue in August 2017. IPValue is one of the most successful patent licensing companies in the world, having experienced significant growth in revenues, EBITDA, patents under management, and number of licensing programmes over the last six years. The company now owns and manages over 10,000 patents from the world's leading innovative companies, such as Intel, Cypress Semiconductor, Seiko Epson, Elpida Memory, Mitsubishi Electric and UMC. The company is very proud to have delivered well over US\$1 billion to the original patent holders from its licensing programmes.

Prior to joining IPValue, Mr Lindgren spent 10 years as the president and CEO of Conversant Intellectual Property Management in Ottawa, Ontario. For the first five of those years, Conversant was a publicly traded company called MOSAID Technologies, Inc. After becoming the first publicly traded patent licensing company to be taken private, MOSAID changed its name to Conversant. Prior to joining Conversant, Mr Lindgren enjoyed a 20-year career with Texas Instruments Incorporated in Dallas and Tokyo. He was a vice president and assistant general counsel when he left the company, and his entire career there focused on patent licensing.

Mr Lindgren holds a JD from Southern Methodist University School of Law, where he graduated *magna cum laude* and was editor-in-chief of the SMU Law Review. He earned an MSc in electrical engineering from Southern Methodist University School of Engineering and Applied Science, and a BSc in electrical engineering from Duke University School of Engineering.



IPValue Management Inc

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 United States

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Professional associations

- Board of Trustees of the Center for American and International Law
- US Patent and Trademark Bar
- Board of Ashbury College Foundation
- CAFC
- State Bar of Texas

Sectors

- Brokering
- Finance
- Legal
- Licensing
- M&A
- Technology transfer

IAM says:

"For owners of IP rights, John Lindgren offers outstanding licencing and enforcement knowledge. He is one of the select partners who can license patent portfolios without resorting to litigation – a testament to his accomplishments as a strategist."



Nick Liu

Partner – AnJie Broad Law Firm
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Qinghui (Nick) Liu is a highly experienced and respected lawyer who concentrates his practice on the full spectrum of intellectual property, antitrust and competition, litigation and arbitration.

Prior to joining AnJie Law Firm (now AnJie Broad), Dr Liu served as an IP judge in the Beijing High People's Court. He had tried more than 2,000 IP cases, including civil cases regarding patents, trademarks, copyright, trade secrets and unfair competition disputes, as well as administrative cases regarding patent re-examination, patent invalidation, trademark re-examination and trademark invalidation, many of which had a profound impact on the IP industry practice. Dr Liu specialises in cases involving trademarks, patents and trade secrets.

As a partner of AnJie Broad, Dr Liu has handled numerous high-profile cases, such as *Sharp v OPPO* (a very famous SEP case in China, which was rated as one of the top 10 IP cases in Chinese courts in 2020), *AstraZeneca v Patent Re-examination Board* (a milestone case for chemical compound-related inventions, which was rated as one of the 50 typical IP cases in Chinese courts in 2018) and *Qualcomm v Apple*.

Dr Liu has published three IP-related academic monographs, *Guideline for Patent Infringement Litigation in China*, *Application of the Law on Invention/Utility Model Administrative Lawsuits – Rules and Cases* and *Liability of Internet Service Providers on Indirect Intellectual Property Infringement*. These books received wide acclaim among lawyers in China and are regarded as guidelines for resolving various IP-related issues. Dr Liu has also published many influential trademark or IP-related articles and essays in some well-known journals and magazines.

Dr Liu is often invited as a guest of honour by major IP conferences and conventions, where he has delivered keynote speeches on the rules for determining trademark infringement, patent administrative litigation practices and issues, the rules for determining patent infringement and interpreting patent claims, among other topics.



AnJie Broad Law Firm

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Sectors

- IP management consultancy
- Legal
- Licensing
- Technology transfer

IAM says:

With over 2,000 IP-related cases handled over the course of his career, many of which had a significant impact on IP practice, Qinghui (Nick) Liu has a profound understanding of the IP landscape. As a former IP judge, he knows what it takes to win.

Anjie Broad
安杰世泽

Tim Londergan

CEO – Tangibly

tim.londergan@tangibly.com | www.tangibly.com

Tim Londergan is a serial entrepreneur who is passionate about technology, intellectual property and innovative business models. He is the CEO and founder of Tangibly, the world's first enterprise SaaS for trade secret management. Previously, he founded WaveFront Venture Labs (now Boustead Wavefront), a Singapore-based IP licensing boutique. Prior to that, he was a Portfolio Manager and Head of Commercial Development at Intellectual Ventures where he led investments in chemicals, IoT, and materials science. Dr Londergan began his career as a co-founder of Seattle-based nanotechnology company Lumera, which pioneered a polymer-based optical switch (IPO, now part of Renesas). He holds 50+ patents and applications and has published peer-reviewed articles over a broad range of including synthetic chemistry, recycling and carbon credit systems, optical materials and biosensing. He has a PhD in organic chemistry from the University of Southern California.

Tangibly's SaaS platform protects confidential information as legally enforceable trade secrets. Tangibly's X-Ray tools takes the work out of finding trade secrets, identifying potential leakage from emails and analyzing contracts to ensure the confidentiality language is optimised for your business partnerships. X-Ray is a fully-integrated AI-based tool designed for both in-house legal teams and law firms to help identify trade secrets, measure and manage risk.



Tangibly

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United States

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Sectors

- IP management consultancy
- Legal
- Licensing
- Technology transfer
- Valuation

IAM says:

"A remarkable mentor and industry representative, Tim Londergan has applied his deep understanding and extensive experience in trade secrets to develop a sophisticated software solution that identifies, educates, tracks and manages trade secrets. He has immersed himself in the field and emerged a true leader."



Sonja London

General Counsel, Licensing Executive – TactoTek

www.tactotek.com

Sonja London is general counsel and licensing executive in TactoTek, world-leading innovator in the field of smart surface technologies and structural electronics for automotive, aviation and industrial applications. Her current role includes global responsibility of company's IP, licensing and standardisation strategies as well as overall legal and compliance matters. Before joining TactoTek, she worked with Nokia Patent Business for 14 years in various roles, in her latest position leading Nokia's Consumer Electronics licensing; a global licensing programme for connectivity and video codecs for major consumer electronics categories. She was involved in major licensing negotiations in Asia, Europe and US and developed over-arching strategic vision, execution and enforcement plans for Nokia patent licensing.

Ms London has been deeply involved in patent and technology licensing, especially in automotive, consumer electronics and mobile device areas. Her experience also covers patent pools and joint licensing programs, business development as well as digitalising and managing licensing business.

In addition to her other roles, Ms London serves as board member, investor and advisor on patents, licensing business models and IP business. Currently she holds board positions in Kesla Oyj (forest technology and material handling), Berggren Oy (IP consultancy) and SolidComp Oy (digital twins). She is a popular speaker and trainer in Finland, Scandinavia and internationally, known for her in-depth yet practical and realistic views on patent licensing business, IP commercialisation, royalty compliance and digitalisation.

Ms London is the President Elect of Licensing Executives Society International (LESI) and has served as board member and treasurer of LESI as well as board member and President of LES Scandinavia. She is passionate about great leadership, diversity and inclusion at work. She was a co-founder of the Women in Licensing Alliance for LES International, an international initiative aiming to visibly role model and support the inclusion of women in the licensing profession and leadership.

Ms London holds a Master of Laws from University of Helsinki and Executive MBA from Aalto University.



TactoTek

Oulu

Finland

 @sonja_london

Professional associations

- Directors' Institute Finland
- Licensing Executives Society International
- Licensing Executives Society Scandinavia

Sectors

- IP management consultancy
- Legal
- Licensing
- Technology transfer

TACTOTEK

Francesco Macchetta

IP Strategic Adviser – Bracco SpA
www.corporate.bracco.com

Francesco Macchetta has more than 40 years' international experience in IP matters, particularly in the pharma and biotech fields, focusing mainly on corporate IP strategies and activities, including worldwide patent procurement, direct representation before the EPO, negotiation, litigation and arbitration in multi-jurisdictional cases.

He is IP strategic adviser with Bracco SpA in Italy, after having been in charge of the IP corporate department for many years. Recently, he has become involved with start-ups in life sciences as an IP mentor.

He is a qualified European patent attorney (1985) and has passed the USPTO qualifying examination (1991). He is also a European patent litigator certified by the Centre for International Intellectual Property Studies (CEIPI) at the University of Strasbourg (2004) and has successfully taken the CEIPI training programme for technically qualified UPC judges (2016).

He is vice chair of BusinessEurope's IP group, attending in this role, as an observer, the EPO Administrative Council and serving on its Select and Patent Law committees; a member of SACEPO and its working group on quality; and a council member of epi and a member of its EPPC Pharma group. As vice president of epi from 1998 to 2004, Mr Macchetta was involved in the preparation of the 2000 European Patent Convention Diplomatic Revision Conference (which he also attended) and the convention's subsequent implementation. He also participated in the preparatory work for the European Patent Litigation Agreement and in the works relating to the Unified Patent Court Agreement and European Patent with Unified Effect. From 1987 to 2006, he was also a member and then coordinator of the CEIPI basic course on the preparation for the European qualifying examination in Milan.

He is active in industry and professional bodies in Europe and internationally. Mr Macchetta is frequently invited to speak at international IP conferences on topics including patent negotiation and litigation strategies, as well as features and strategies relating to the new European patent enforcement system (the unitary patent protection and the Unified Patent Court).



Bracco SpA

Milan
Italy

Professional associations

- LES- Licensing Executives Society
- epi- European Patent Institute
- SACEPO
- BusinessEurope IP Group
- AIPPI

Sectors

- IP management consultancy
- Licensing
- Technology transfer
- Valuation



Taraneh Maghamé

Founder & Principal – Maghame IP Consulting PLLC
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Taraneh Maghamé is a highly regarded IP business leader, widely recognised for her unique combination of strategic corporate IP licensing know-how and government relations and policy expertise. She has closed complex IP business deals and advised major patentholders across the globe. In 2018, Ms Maghamé was appointed to the European Commission's Expert Group on Licensing and Valuation of Standard Essential Patents and continues to be a trusted advisor to policymakers. In 2022, Ms Maghamé established Maghame IP Consulting to provide strategic counseling, legal, policy and expert services focused on patents and standards. Her clients include Fortune 100 companies and major patentholders worldwide. Prior to founding the firm, Ms Maghamé was vice president of wireless programmes and corporate development at Via Licensing, where she developed and managed strategic multi-party licensing programmes for wireless technologies. She launched Via's multi-generational licensing programme for mobile devices, the first of its kind to include a 5G license for connected devices. Before Via, Ms Maghamé served as senior counsel in Apple's intellectual property group, focusing on licensing strategy and standards, represented Apple in global standards organisations, including as a member of the US delegation to various international bodies. Before Apple, she was general counsel and vice president, M&A, policy and government relations at Tessera Technologies. In this high-profile policy role, she helped found the Innovation Alliance, an organisation representing patent holders' interests before Congress. She testified before the Senate Judiciary Committee and the Federal Trade Commission regarding patent matters. Ms Maghamé was senior counsel at HP and Compaq and a member of distinguished law firms of Brobeck and Perkins Coie, specialising in IP litigation, licensing and counselling. She is a graduate of Georgetown University Law Centre and admitted to practice in California and Washington State and before the USPTO. She has served in leadership roles in organisations such as the Federal Circuit Bar Association, IP Owners Association, California Women Lawyers and the ACC. She speaks frequently on IP topics before professional audiences globally.



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Professional associations

- California and Washington State Bars
- American Bar Association
- US Patent and Trademark Office
- Licensing Executives Society
- Federal Circuit Bar Association

Sectors

- IP management consultancy
- Legal
- Licensing
- M&A
- Technology transfer

IAM says:

Taraneh Maghamé is "one of the most well-recognised thought leaders worldwide" when it comes to the licensing of standard-essential patents. "An all-purpose IP professional, Taraneh has litigation, governmental relations, corporate and management skills in her toolkit."



Andre Marais

Principal – Schwegman Lundberg & Woessner PA
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Andre L Marais is registered patent attorney and principal (partner) at Schwegman, Lundberg & Woessner, with deep expertise in strategic IP counseling and patent portfolio development/management.

At the heart of his practice lies a passion for providing strategic IP counseling and steering the development and management of patent portfolios. Mr Marais maintains a range of expertise in cutting-edge technologies, with a particular emphasis on the revolutionary fields of Artificial Intelligence (AI) and Augmented Reality (AR). His insights into the advancements and legal intricacies of these dynamic domains have earned him client trust over many years.

In addition to his experience with AI and AR, Mr Marais's expertise extends to other innovative technologies, such as robotics and mobility technologies, which encompass electric and autonomous vehicles. With a keen understanding of the intellectual property landscape in these transformative areas, he has become a sought-after authority in the legal aspects of these emerging industries.

A firm believer that patent portfolios should serve as valuable and strategic assets that align harmoniously with a robust business strategy, his invaluable 'in the trenches' perspective is a result of his close collaborations with several of Silicon Valley's prominent companies since their inception.

He is also a frequent speaker on intellectual property topics and has co-authored numerous publications on the subject.



Schwegman Lundberg & Woessner PA

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Professional associations

- American Bar Association (ABA)
- IEEE

Sectors

- IAM/IC
- IP management consultancy
- Legal
- Valuation

IAM says:

Andre Marais is a trusted strategic adviser to prominent companies in Silicon Valley thanks to the seamless combination of his astute commercial acumen and deep legal expertise, which he leverages to build, strengthen and monetise patent portfolios.



Craig Martin

Chairman, Midwest – Willkie Farr & Gallagher LLP
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Craig C Martin serves as chairman, Midwest for Willkie and is a member of the executive committee. A leading national trial lawyer, his clients include major corporations and the nation's most influential families. Mr Martin also counsels boards and board committees of public and private companies and law firms on a variety of sensitive and complicated matters, and conducts board and management-driven investigations involving various subjects domestically and internationally.

Mr Martin has appeared in *The American Lawyer's* 'Litigator of the Week' column for his courtroom successes, and has been featured in *The National Law Journal's* 'Masters of the Courtroom Winning Litigators' special report honoring trial lawyers for their victories in high-stakes matters.

With regard to Mr Martin's IP practice, he represents major corporations in antitrust and patent litigation alleging patent misconduct and Sherman Act violations. He has served as the lead trial lawyer as both plaintiff and defendant in jury trials in federal courts across the United States and has also represented clients in the U.S. Court of Appeals for the Federal Circuit. His collaborative approach and mastery of intellectual property portfolio management has resulted in a consistent streak of litigation wins in multiple jurisdictions in venues throughout the US and the EU.

Mr Martin's recent IP experience ranges from trying a patent arbitration for an international chemical company to trying a patent infringement case for a major food equipment client to advising a portfolio of industrial and technology companies in global IP strategy including IP enforcement campaigns, defensive actions and maintenance. More generally, he tries several patent cases, among others, a year and he has tried more than 50 cases and handled more than 50 appeals.

Mr Martin is an engaged member of the IP legal community at large and is an active member of the Naples Roundtable, the American Law Institute, the American Bar Association, Section on Litigation and the Richard Linn American Inn of Court. He teaches Advanced Trial Advocacy at Harvard Law School and Crisis Management at the Stanford Directors College.



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Professional associations

- Aspen Institute board of trustees, a member of its Executive Committee and chairs its Audit & Risk Committee
- Ann & Robert H. Lurie Children's Hospital of Chicago
- Crown Family Philanthropies
- Lyric Opera of Chicago board of directors, its Executive Committee and chairs its Nominating and Governance Committee
- National Association of Corporate Directors

Sectors

- Legal

WILLKIE
 WILLKIE FARR & GALLAGHER LLP

IAM says:

"If strategising and implementing a litigation approach to maximise IP portfolio value were a chess game, Craig Martin would be a grandmaster."
 "His collaborative approach, technical expertise, skilful trial advocacy and mastery of property portfolio management has resulted in a consistent streak of litigation wins."

Nicholas Matich

Principal – McKool Smith
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Nicholas Matich is a principal in McKool Smith's intellectual property (IP) practice, representing a broad array of clients in IP disputes both as plaintiffs and defendants and advising clients on IP strategy. Mr Matich frequently speaks and is quoted in the media on US IP policy and litigation and his clients include high tech companies, life science companies and major trademark holders. Prior to joining the firm, he served as acting general counsel of the United States Patent and Trademark Office (USPTO) where he represented the agency before the Federal Circuit and US Supreme Court.

Since joining McKool, *IAM* has selected Mr Matich as one of the world's top 300 IP strategists and described him as: "A thoughtful advisor, tenacious advocate, and a brilliant lawyer." He "has a profoundly deep understanding of SEP and FRAND issues and his insights are critical to positioning his clients for success. He is highly recommended to any IP holder looking to get the most out of their assets." He has also been recognised by *Lawdragon* in their inaugural Guide to the 500 Leading Litigators in America.

During his time with the USPTO, Mr Matich supervised the provision of legal advice and litigation on intellectual property (IP) and administrative matters for the agency, including providing legal advice on patent, trademark, and copyright matters. His responsibilities included supervising more than 130 attorneys and support staff of USPTO's Office of the General Counsel, including the Office of the Solicitor, which litigates IP matters on behalf of the USPTO. He also coordinated with the Department of Justice, the Department of Commerce and other agencies in developing the government's position on major IP cases before the Supreme Court and Courts of Appeals. Prior to assuming the role of acting general counsel, he served as senior legal advisor in the Office of the USPTO Director, in which capacity he personally briefed and argued a number of high-profile stakes appeals on behalf of the USPTO.



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Professional associations

- Intellectual Property Owners Association, Standards Setting Committee
- Association of University Technology Managers, Public Policy Legal Task Force

Sectors

- Legal
- Licensing
- Technology transfer

IAM says:

"Nicholas Matich is an outstanding lawyer and superb litigator with a deep knowledge of the IP system." "He handles disputes flawlessly and delivers top results, and his abilities to manage details and see the whole strategic picture are unmatched."

McKool Smith

Shogo Matsunaga

Partner – Sonderhoff & Einsel
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Shogo Matsunaga began his career working with the corporate industry, from which he acquired a great deal of experience in licensing transactions.

In 2008, he joined Sonderhoff & Einsel and has represented a great number of multinational right holders in litigation and negotiation cases relating to patents and trademarks.

In 2013, when METI established its first SEP study group, he was among the original members and, as such, was one of the very first professionals in Japan to be involved in SEP issues. Since that time, his expertise has supported innumerable clients in FRAND negotiations in the IoT context and SEP litigation.

His reputation and contributions as a SEP specialist earned him recognition in this *IAM* 2021 article and he has contributed to the following publications in developing Japanese government policy on SEPs.

- "Guide to Fair Value Calculation of Standard Essential Patents for Multi-Component Products" by Ministry of Economy, Trade and Industry, April 21, 2020
- "Good Faith Negotiation Guidelines for Standard Essential Patent Licenses" by Ministry of Economy, Trade and Industry, March 31, 2022
- "Guide to Licensing Negotiations Involving Standard Essential Patents 2nd Edition" by Japan Patent Office, July 1, 2022

Since 2021, Nikkei and other leading Japanese media are known to frequently quote him on SEP issues and brand protection issues, including those related to border enforcement and online anti-counterfeit measures.



Sonderhoff & Einsel

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Professional associations

- Union des Fabricants Tokyo
- LESJ (Licensing Executives Society Japan)
- SEP Research Group in Japan
- Anticounterfeiting committee of INTA

Sectors

- Legal
- Licensing



IAM says:

Shogo Matsunaga is a fantastic litigator who has specific expertise in SEP-related conflicts. He stays involved in important conversations and keeps up to date on all the most recent developments.

Satoshi Matsuo

Vice President, Intellectual Property Group – Hitachi Ltd
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Satoshi Matsuo is vice president and general manager, intellectual property group, Hitachi America, Ltd, which is a regional headquarter of Hitachi group companies in USA. He is responsible for all IP activities of Hitachi America, Ltd, and his team provides patent prosecution and IP legal support services to Hitachi group companies in USA.

Mr Matsuo joined Hitachi America, Ltd, in April 2022, and he reports to the chief IP officer of Hitachi, Ltd, which is a holding company of Hitachi group company.

Before joining Hitachi America, Ltd, Mr Matsuo was the head of IP transaction department of Hitachi, Ltd, where he managed the team that handles licensing, sales of IP assets, IP litigation settlement, IP legal consultation services including drafting and negotiating IP contracts, merge and acquisition support, inventor compensation support, trade mark prosecution and consultation, counterfeit problem, and domain name issues.

As Mr Matsuo was heavily involved in standard essential patent related negotiations, he served a member of the "Study Group on Licensing Environment of Standard Essential Patents" organised by Japanese Ministry of Economy, Trade and Industry. He was also a member of the Licensing Executives Society Japan.

Mr. Matsuo received LLM from Boston University School of Law, and is an attorney at Law in New York.



Hitachi Ltd

CA
United States

Sectors

- IP management consultancy
- Legal
- Licensing
- M&A
- Technology transfer



Fabrice Mattei

Principal – Rouse
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Fabrice Mattei is the global head of Rouse's patent group and climate change head. His practice primarily covers patent prosecution and litigation in Asia-Pacific. He has been the lead patent attorney in major patent disputes in the region. He completed his law thesis on the doctrine of patent equivalents at the University of Paris II Pantheon Sorbonne Assas, and his thesis on the application of CRISPR-Cas9 with crops at the University of Edinburgh, Faculty of Geosciences.

Mr Mattei developed the firm's climate change and green tech practice advising on clean energy and carbon capture enablers, smart grids, climate change adaptation and mitigation strategies, carbon finance to reduce Greenhouse Gas emissions in compliance with the Paris Agreement on Climate Change.

Mr Mattei created and launched PATEMPO (www.patempo.com), which calculates the pendency rate of patents in China and South-East Asia, CLIMATE, the world's first carbon footprint Calculator for intellectual property rights (<https://www.youtube.com/watch?v=Dyk7J7URXwA>) and LITIGASIA (www.litigasia.org), which is the first database to track climate change and green tech litigation cases in South-East Asia.

He is a consultant to the European Patent Office on the harmonization of patent examination rules in South-East Asia and to WIPO on genetic resources and strategies for enhancing local innovation and branding in South-East Asia. Mr Mattei is an IP researcher with Kyoto Center for Comparative Law (KCLC) and a lecturer on IP law and climate change law at various universities in USA (UCLA, MBA under Professor Dr Nickelsburg), Japan (Waseda University, Kyoto University), China (Sun Yat-sen University), Scotland (Strathclyde University under Professor Dr Sindico) and Thailand (Thammasat University). Since 2020, he has led the master degree course on climate science and patent at PaoliTech, School of Engineering, University of Corsica – the first in Europe merging climate change with intellectual property. He is a network partner for Africa and Asia for Private Financing Advisory Network of the United Nations Industrial Development Organization (UNIDO) and The Renewable Energy and Energy Efficiency Partnership (REEEP) covering carbon innovations to address climate change.



Rouse

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Professional associations

- Asian Patent Attorneys Association
- oriGIn
- Asia and Pacific Seeds Producers Association
- Environmental Law Alliance
- Association of European Patent Attorneys

Sectors

- IP management consultancy
- Legal
- Technology transfer

IAM says:

Fabrice Mattei lives and breathes intellectual property, and applies extraordinary precision to all areas of his practice. He goes the extra mile to protect his clients' rights worldwide, smoothly prosecuting applications through to grant while adopting a calculated but aggressive stance in infringement scenarios.

Jamie McDole

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Jamie McDole likes to win. He is a seasoned first-chair trial attorney who has represented Fortune 50 companies, as plaintiffs and defendants, in federal court and before the International Trade Commission. He and his team understand the needs of his clients and provide them with clear counsel and advice designed to monetise their IP assets. His devotion to understanding the issues and client goals and his strategic vision has led to consistent success in both litigation and licensing.

He has a proven track record of delivering for clients on a range of technology-oriented cases including those concerning: 3G, LTE and 4G standard essential patents, data storage, semiconductors, mobile devices, evaporative coolers, smart electricity meters, pharmaceuticals, medical devices, manufacturing processes, electronic check presentment and biologics.

Winstead's unique and nimble model reduces client conflicts and affords Mr McDole and his team the opportunity to develop innovative fee arrangements, making him a true partner with his clients.

Clients have said of Mr McDole:

- "An excellent trial attorney. He is efficient, sharp, and laser-focused on client goals and successful results. He is able to quickly understand the business aspects and goals of a matter and develop creative strategies for success in litigation" (Trace Gleibs, president, TransData Inc).
- "Mr McDole's strategic vision and relentless pursuit of the facts provided eCU the upper hand in the litigation and eventually led to a successful resolution of the dispute" (Dave Bleazard, chair of the board, eCU Technology, and president and CEO, First Service Credit Union).
- "Jamie and his team developed a deep understanding of the issues and crafted a comprehensive strategy for success" (Ed Brosius, assistant general counsel and assistant secretary, Amsted Industries Incorporated).
- "Jamie McDole is a winner and the best trial attorney I know. Mr McDole's strategic vision, sharp focus on issues and details, extensive preparedness, and relentless pursuit of the facts place our company in the best position possible for a successful outcome to any legal dispute" (Ron Lubner, President, Lubner Bros, Inc).



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Professional associations

- Federalist Society
- Federal Circuit Bar Association
- Dallas Bar Association
- AIPLA

Sectors

- Finance
- IP management consultancy
- Legal
- Licensing
- Technology transfer
- Valuation

IAM says:

"Jamie McDole is an excellent legal strategist who has vast experience handling multiparty, complex patent disputes. He has a holistic approach to patent enforcement and is among the best patent trial attorneys in the United States."



DeForest McDuff

Partner – Insight Economics

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DeForest McDuff, PhD is a consultant and experienced expert witness in economics, business, damages, competition and other areas. He provides economic analysis that is relied upon by clients, courts and government agencies to support sound economic decisions. Dr McDuff has been named as a nationally recognised economic expert in the *IAM Patent 1000*. He founded Insight Economics in 2017.

Dr McDuff provides economic consulting and testimony in many areas, such as:

- Economic damages: lost profits, reasonable royalty, loss of value, business impact;
- Intellectual property: patents, trademarks, trade secrets, copyrights;
- Unfair competition: economic harm, unjust enrichment, false advertising;
- Antitrust: market definition, restraints on competition, competitive impact;
- Legal issues: irreparable harm, balance of hardships, class certification; and
- Other areas: valuation, financial analysis, labor, employment, and more.

Dr McDuff's experience includes more than 125 expert reports, 75 depositions, and 25 trials and evidentiary hearings in courts across the country. His experience outside the courtroom includes regulatory analysis, fair market valuation, licensing, negotiation, product launches, strategic analysis and other topics. He regularly works in the pharmaceutical, medical device, electronic and software industries, among others.

Dr McDuff is a teaching professor in the Department of Economics at the University of North Carolina at Chapel Hill. He earned a PhD in economics from Princeton University, where he received a National Science Foundation Graduate Research Fellowship for his academic research in financial economics and applied microeconomics (awarded to 25 graduate students in economics nationwide each year). Dr McDuff has published in peer-reviewed academic journals and widely review industry publications. He graduated summa cum laude with bachelor's degrees in economics and mathematics from the University of Maryland.

Dr McDuff's biography can be found at <https://www.insighteconomics.com/deforest-mcduff/>



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Professional associations

- University of North Carolina at Chapel Hill
- American Economics Association
- Licensing Executive Society

Sectors

- Finance
- IP management consultancy
- Licensing
- Valuation

IAM says:

"Testifying on matters of economic damages and commercial success, DeForest McDuff is a rising star in the IP valuation and litigation consulting space." "He has an incredible work ethic and is laser-focused on delivering the highest-quality service to his clients."



Daniel M McGavock

Vice President – Charles River Associates
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Daniel M McGavock is vice president and IP practice leader of Charles River Associates (CRA), a global business, financial and economics consulting firm. Mr McGavock has specialised in the valuation and strategic management of intellectual property for more than 35 years. He has provided expert testimony in a variety of forums, including international arbitration tribunals, federal courts, state courts, the US Court of Federal Claims, the International Trade Commission (ITC) and the Patent Trial and Appeals Board. He has addressed all areas of potential economic recovery in IP disputes, including lost profits, price erosion, reasonable royalty, profit disgorgement and unjust enrichment. He has also addressed commercial success, irreparable harm, and economic issues in ITC Section 337 matters. Outside litigation, Mr McGavock has performed IP valuations for transactional, strategic and regulatory purposes. He has assisted clients throughout the IP strategic management process, including portfolio assessment, opportunity identification, competitive benchmarking, market research, partner screening, financial modelling, transaction negotiation and licence compliance audits.

His industry experience includes aerospace, automotive, biologics and biosimilars, building materials, chemicals, computer hardware and peripherals, cloud-computing services, construction equipment, consumer electronics, e-commerce, defence technology, energy, environmental, financial services, fintech, food and beverage, industrial equipment, health and beauty products, medical devices, media and entertainment, mobile devices, pharmaceuticals, semiconductors, smart home devices, social media, software, telecommunications, travel and leisure, and wireless technology.

Before CRA's acquisition of InteCap in 2004, Mr McGavock served as InteCap's president and a member of its board of directors. Mr McGavock is a registered certified public accountant and a certified licensing professional. He has served as chair of the Licensing Executives Society valuation and taxation and financial markets committees, and vice chair of the international audit committee. He is also a founding member of the biopharmaceutical royalty rates and deal terms global survey committee. Mr McGavock served as an adjunct professor at the Northwestern University Pritzker School of Law, teaching a course on IP valuation.



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Professional associations

- AICPA
- LES
- The Sedona Conference

Sectors

- Finance
- IAM/IC
- IP auctions
- IP management consultancy
- Licensing
- M&A
- Tax
- Technology transfer
- Valuation

IAM says:

A sharp strategic mind and creative problem-solver, Daniel McGavock offers immense value as a top testifying expert and IP consultant. He dispenses sage advice on important transactions, licensing deals and portfolios.



Mike McLean

CEO – Innovation Asset Collective
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Mike McLean is the CEO at Innovation Asset Collective (IAC), a not-for-profit organisation helping Canadian data-driven clean tech companies maximise the value of their intangible assets. He is a leading voice on the subject of IP in Canada, and plays a key role in empowering and expanding the Canadian IP ecosystem. He is passionate about promoting the need for robust IP strategies for Canadian industries and investments in patent collective models that increase the freedom to operate for Canadian SMEs.

Mr McLean understands the critical need for business leaders and policy makers to collaborate. This is the only way to strengthen Canada's intangible economy. He is dedicated to uniting these voices and advocating at every level of government to foster impactful change. He has appeared before the Senate and the House of Commons in Canada to present the IP challenges faced by Canadian companies and solutions for Canada's IP ecosystem. He continues to work with various stakeholders in building IP capacity in Canada.

Before joining IAC, Mr McLean was the senior vice president of IP services at TechInsights. There, he founded the patent development service and established a centre of excellence for patent portfolio management and assessments. His background includes collaboration with technology practices in prominent law firms, corporate counsel teams of global tech companies and external licensing agencies.



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Sectors

- Defensive patent aggregation
- IAM/IC
- IP management consultancy
- M&A
- Valuation

IAM says:

Mike McLean truly understands the business criticality of intellectual property and delivers stellar strategic advice to his clients to maximise the long-term value of their portfolios.

Kevin McNish

Managing Member – McNish PLLC

kmcnish@mcnishpllc.com | www.mcnishpllc.com

Kevin McNish is the managing member of the Maine law firm McNish PLLC. A registered patent attorney, he represents clients in *inter partes* reviews, post-grant reviews, *ex parte* reexaminations, and other proceedings in the United States Patent and Trademark Office. With first-chair experience spanning more than 90 IPRs and other Patent Trial and Appeal Board proceedings, he has been repeatedly recognised as one of the most prolific and effective post-grant patent practitioners in the United States. He also maintains an active appellate practice before the US Court of Appeals for the Federal Circuit, where he has both briefed and argued appeals of PTAB proceedings.

Mr McNish's strategic work frequently involves patent disputes spread across multiple jurisdictions. He is particularly adept at developing and implementing strategies for Patent Trial and Appeal Board proceedings to protect and advance positions in concurrent US district court litigation. Clients have also called upon him to coordinate worldwide patent prosecution and post-grant strategy for international patent portfolios with assets in US litigation.

Outside of his work for McNish PLLC, Mr McNish is a committed member of the PTAB Bar Association, where he serves as Chair of the Technology Committee and the District Court / International Trade Commission Desk Editor for the Association's biweekly PTAB Roundup newsletter. He also regularly speaks about practice before the PTAB and Federal Circuit, and has spoken at national events hosted by the PTAB Bar Association and the Practising Law Institute (PLI). His writing has been published by *IAM Magazine*, and he has been quoted in *IAM Magazine*, *Law360*, and *Legaltech News* on topics such as practice before the Patent Trial and Appeal Board; recent Federal Circuit decisions; and legal technology and practice management.

Mr McNish earned his law degree from the University of Virginia School of Law, where he won an ABA-BNA Award for Excellence in the Study of Intellectual Property. He also earned a bachelor's degree *magna cum laude* from Vanderbilt University.



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Professional associations

- Maine State Bar Association
- PTAB Bar Association
- Federal Circuit Bar Association
- Institute of Electrical and Electronics Engineers

Sectors

- Defensive patent aggregation
- IAM/IC
- IP management consultancy
- Legal

IAM says:

"Outstanding IP strategist Kevin McNish is highly skilled in the area of post-grant patent proceedings and has an excellent track record in *inter partes* reviews. He is a trusted advisor who follows through with his promises."



Joel Meyer

Executive Vice President, Chief Legal Officer – Digimarc Corporation

www.digimarc.com

Joel Meyer is the chief legal officer of Digimarc Corporation, a pioneer in a signal processing innovation known as digital watermarking and a leading provider of cloud services for product digitisation. He manages Digimarc's legal affairs, relationships with standards organisations and the company's intellectual property portfolio. Generated from his in-house IP capture and development initiatives, the portfolio has consistently ranked among leaders in the computer software category of IEEE Spectrum's Patent Power scorecard.

In parallel with building the portfolio, Mr Meyer and his team established Digimarc's IP monetisation programme. Under this, Digimarc has licensed and sold patents in diverse market applications, including content recognition, copy protection, anti-counterfeiting, digital cinema, mobile media discovery, broadcast and internet monitoring, and audience measurement. In addition to these licensing and sales deals, a notable transaction was Digimarc's 2010 patent licence agreement with Intellectual Ventures, in which Digimarc licensed a portion of its portfolio in exchange for guaranteed licensing and service payments of \$40 million and a share of licensing profits.

In support of Digimarc's monetisation efforts, Mr Meyer has guided Digimarc through enforcement actions and defences to validity challenges in the USPTO. Digimarc prevailed in all of these actions. More recently, he has helped the company evolve into a cloud services provider for product digitisation, adapting the IP strategy to this platform as a service model.

Prior to joining Digimarc, Mr Meyer was a partner at the law firm of Klarquist Sparkman, where his practice focused on advising high-tech companies on the protection and enforcement of their intellectual property rights. Mr Meyer received a BS in electrical engineering from the University of Wisconsin with highest distinction, and a JD with honours from the University of Wisconsin Law School.



Digimarc Corporation

Beaverton OR

United States

Professional associations

- IPO
- AIM NA

Sectors

- IAM/IC
- Legal
- Licensing

DIGIMARC | 

Richard Misiag

Vice President, Licensing – IPValue Management Inc
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Richard Misiag has nearly three decades of experience in patent licensing, portfolio development and patent enforcement. He currently serves as vice president, licensing at IPValue, where he leads negotiations for high-impact licensing efforts addressing semiconductors, displays, and consumer electronics. IPValue takes a professional approach to licensees and treats them with respect. IPValue strives to treat licensees fairly and maintain a level playing field, including working to ensure that all licensees pay their fair share for patented innovations. In 2022, he negotiated and executed licensing agreements to settle litigations involving multiple counterparties. He also led a number of other licensing deals in the last couple of years, generating hundreds of millions of dollars of licensing revenues. Prior to IPValue, Mr Misiag served as the head of licensing of PanOptis, a patent licensing company that holds a broad portfolio of wireless and Internet-related patents. He also served as the primary negotiator for IP licensing at Conversant Intellectual Property Management Inc. Before Conversant, he held senior leadership positions in the licensing organisations of AT&T/Lucent, Thomson Multimedia, General Electric, ThinkFire and Verizon Communications. He began his career as a development engineer in 1988 at AT&T Technologies in Springfield, New Jersey. During his career as an IP professional, Mr Misiag developed and closed high-impact patent licensing deals in the areas of optical and cellular telecommunications, fiber-optic cables and components, hybrid electric vehicles, semiconductor memory products, consumer electronics, semiconductor manufacturing processes and microcomponents technologies. He holds a BSc in electrical and electronic engineering from Stevens Institute of Technology and an MBA from Capital University.



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Sectors

- Brokering
- Defensive patent aggregation
- IP auctions
- IP management consultancy
- Licensing
- M&A
- Tax
- Technology transfer
- Valuation

IAM says:

"Richard Misiag is one of the most talented licensing executives in the sector. He has been crucial in closing some huge deals with major industry players and he provides a service that is incredibly dedicated to exceeding expectations."



Yosuke Miyoshi

President – Landon IP Inc
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Yosuke Miyoshi received his ME in electronics from Osaka Prefecture University. He started his career as a researcher of semiconductor devices in NEC Corporation, and then engaged in patent litigation (in Japan and US), arbitration in UK, and many licensing projects associated with technology transfer, technology alliance, and cross license arrangements. In 2013, he moved to Nissin Foods Holdings as a function head of IP division, and led a patent infringement litigation against their competitor to win (as a plaintiff). Meanwhile he multiplied patent application number more than triple, by building effective structure of invention mining based on strengthened relationship between researchers and IP engineers.

Throughout these projects, Mr Miyoshi gained specialised knowledge about IP management and its effective implementation in an organisation. Moreover, he is an expert in treatment of intellectual properties in establishment and dissolution of technical alliance such as joint venture, joint development and licensing. He also has considerable experience in managing IP departments, such as team building, HR management, IPR activities from management and engineers being made visible, and education.

Mr Miyoshi is a visiting professor at Tokyo Fuji University and visiting lecturer at University of Wales Trinity Saint David (UWTSD), and is also a lecturer of IP Management, negotiation and risk management in several organisations, for example, Tokyo University, Japan Patent Attorneys Association (JPAA).



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Professional associations

- Legal & Risk Management Institute
- Japan Society of Persuasion and Negotiation

Sectors

- Defensive patent aggregation
- IAM/IC
- IP management consultancy
- Legal
- Licensing
- M&A
- Technology transfer
- Valuation

IAM says:

"Yosuke Miyoshi's ability to analyse situations and create effective IP strategies is outstanding. He has comprehensive industry knowledge, and is a dedicated partner and a positive influence on the IP industry."

LANDON IP

la Modin

Partner – GOZZO Advokater
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la Modin is a partner at Swedish top tier IP boutique law firm Gozzo Advokater. She stands out as a legal professional with an in-depth understanding of IP and business law, including contractual law and trade secrets. Ms Modin's solid blend of practical business experience and legal expertise, together with her outstanding interpersonal understanding and intuition, makes her a go-to expert for strategic commercial and legal considerations regarding innovations and IP.

The work of Ms Modin encompasses a range of legal and business services such as the drafting and negotiation of complex contracts, strategy development, collaboration set-ups, asset management, commercialisation strategies, transactions and licensing. She is adept at integrating inventions, patents and innovations, as well as copyrights and design rights, into viable business strategies and outcomes. Further strengthening her professional toolkit is her certification as a mediator, showcasing her skill and experience in negotiations and conflict resolution.

Ms Modin represents well known clients and emerging companies in a broad range of industries, including pharmaceutical R&D, metals and mining, energy, pulp and paper, as well as the creative industries. She has advised numerous industrial companies in relation to both bilateral and multi-party R&D collaborations with academia and research institutions, proficient and attentive to the details needed to ensure the possibility of commercialising its intellectual outcome.

Before entering private practice, Ms Modin worked at Vinnova (the Swedish Innovation Agency), leading its work to facilitate commercial use of research results through a better understanding of contract law and the use of intellectual property.

Beyond her primary professional engagements, Ms Modin is an active figure in IP circles, both in Sweden and internationally. Notably she co-chairs the Committee CEEM under the Licensing Executives Society International (LESI) and is presently the President Elect of LES Scandinavia. Ms. Modin is also an appreciated and frequent speaker on innovation, commercialisation and strategy.



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Professional associations

- Swedish Bar Association
- LESI
- LES Scandinavia

Sectors

- IAM/IC
- IP management consultancy
- Legal
- Licensing
- M&A
- Technology transfer

IAM says:

"la Modin is a go-to attorney in Sweden and Scandinavia, and is great to work with. She is a dedicated practitioner whose wide-ranging experience and expertise mean that she delivers top-notch strategic advice to a list of long-term clients."

GOZZO
 ADVOKATER

Art Monk

Chief Executive Officer – Patent Contacts LLC
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Art Monk is founder and CEO of Patent Contacts LLC (PCL), a leading patent brokerage and IP advisory firm based in Silicon Valley. For two decades Mr Monk has facilitated high-value transactions for technology companies seeking to acquire or divest patent portfolios. Mr Monk's clients are among the top 30 patent holders in Japan, Taiwan, South Korea, China, Europe, Canada and the United States. He advises clients on transactions and monetisation strategy and provides experience-based advice and background to government entities such as the Japan Patent Office and the US Federal Trade Commission.

Prior to PCL, Mr Monk spent a decade as vice president, patent transactions at TechInsights. Before TechInsights, Mr Monk was co-founder and CEO of Inflexion Point Analytics (IPA), an entity focused on large-scale patent transactions and patent analytics. TechInsights acquired IPA in 2010. Prior to IPA, at ROLM Corporation, Mr Monk was group product manager, overseeing ROLM's telecommunications switching products; and prior to ROLM, Hewlett-Packard asked Mr Monk to move from HP (Canada) to headquarters in Palo Alto to establish HP's value-added reseller channel in North America.

Mr Monk has been quoted and published in *IAM*, *World Intellectual Property Review*, *IP Watchdog*, *World IP Market Review*, *IAM Journal* and *Second Market Alchemy*. He has been a moderator and speaker at international conferences such as IPBC and IIPCC, where he has spoken and moderated sessions on IP monetisation and the patent transactions market. As the inventor of computational tools for discovering valuable patents within portfolios comprising thousands of patent families, Mr Monk has deployed PCL's proprietary algorithms and data analytics while facilitating patent brokerage transactions for PCL's clients.

Mr Monk holds a BSc (hons) in physics and an MSc in biophysics, both from the University of Manitoba, Canada; and an MBA in operations research from the University of Alberta, Canada, where he was also a graduate research student in solid-state physics. Mr Monk is a dual citizen of Canada and the United States.



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Professional associations

- Licensing Executives Society

Sectors

- Brokering
- Defensive patent aggregation
- Finance
- IP auctions
- M&A
- Technology transfer
- Valuation



IAM says:

"A go-to patent broker, Art Monk is honest, diligent, methodical in his portfolio analysis and highly knowledgeable when it comes to patent transactions. He implements creative strategies to satisfy the needs of opposing parties while looking after his clients' interests."

Biruntha Mooruthi

Chief Executive Officer – TechCom Ventures Sdn Bhd
www.techcomventures.my

Biruntha Mooruthi is an experienced IP and technology transfer specialist with 20 years of experience in the fields of open innovation, public-private partnership, technology transfer, IP management and commercialisation of innovations. Ms Mooruthi has contributed significantly to the Malaysian IP and innovation landscape. Having worked in the triple helix ecosystem (government-industry-academia), she specialises in developing world-class IP and innovation-related value creation programmes at all levels and managing national driven funding programs in the technology commercialisation front. She has had an eventful career with reputable organisations in the technology transfer and IP commercialisation fronts by supporting and facilitating universities, research institutes, government agencies and industries. Ms Mooruthi has trained more than 500 corporate clients ranging from government agencies, SMEs, large corporations, public and private research institutions and universities in intellectual property, technology transfer and technology commercialisation domains.

Her expertise is well-known for structuring IP and Innovation policies at both organisational and national level. She has facilitated 93 technology transfer and licensing deals for academia and industries.

Ms Mooruthi is amongst the first few Malaysians to be recognised as a registered technology transfer professional (RTTP) under the Alliance of Technology Transfer Professionals (ATTP), and is a registered patent, trademark and industrial design agent with the Intellectual Property Corporation of Malaysia (MyIPO). She is also an executive committee member of the Institute of Technology Transfer Managers (Malaysia).



TechCom Ventures Sdn Bhd

Selangor
Malaysia

Professional associations

- Malaysian Speakers Association (MAPS)
- Alliance of Technology Transfer Professional (ATTP)
- Institute Technology Transfer Malaysia (ITMA)
- Malaysian Intellectual Property Corporation (MYIPO)

Sectors

- IP auctions
- IP management consultancy
- Legal
- Licensing
- Technology transfer
- Valuation



Agnieszka Musiał

Patent Attorney – Basck Ltd
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Agnieszka Musiał is a specialist intellectual property lawyer. Her expertise lies in providing legal and strategic intellectual property advice to micro, small and medium-sized enterprises, starting from the very early stages of establishing a business. She helps her clients build strong and enforceable IP portfolios that also generate significant value to business. She helped build and manage the portfolio of her clients in over 50 countries.

Ms Musiał began her IP career at Basck, an international IP boutique. She gained a robust experience and deep understanding of all aspects of IP by starting from a paralegal position in 2016 and going through IP consultant and IP strategist roles to become a chartered Polish patent attorney and EUIPO professional representative in 2022. She helped establish and develop the European operations of Basck and currently holds the position of managing director of Basck Europe. She works with a global team from Poland, the United Kingdom, Sweden, USA and India, helping clients from all over the world. In November 2023 she will start her new role as an IP expert in Poland-based law firm, dotlaw.

Ms Musiał's main expertise is focused on the consumer goods industry, including gaming, fast moving consumer goods, fashion and cosmetics. She's also enjoys working in the fields of mechanical engineering and software, including AI and machine learning solutions.

Ms Musiał's personal mission is to raise awareness of intellectual property and its value among early stage entrepreneurs, artists and students. She regularly engages in pro-bono projects, cooperating with students, artists, startup associations and VC in providing training and workshops.

Ms Musiał possesses a master of laws from the University of Wrocław, Poland.



Basck Ltd

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Professional associations

- Polish Chamber of Patent Attorneys

Sectors

- IP management consultancy
- Legal
- Licensing

IAM says:

Agnieszka Musiał is "a very impressive practitioner with IP knowledge second to none". "She does an excellent job at facilitating business growth through strategically building global IP portfolios."



Eric Myers

Partner – Grüneberg and Myers PLLC
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Eric Myers co-founded Grüneberg and Myers in 2017, overhauling many aspects of traditional patent law firms to offer high-quality patent counsel with personalized focus and client-centric efficiency. Since then, *IAM Patent 1000* has lauded the firm. Mr Myers has also appeared individually in the *IAM Patent 1000*, as well as in *IP Stars* and *Super Lawyers Rising Stars*.

Mr Myers counsels clients on patentability, invalidity, noninfringement, design-around strategies, and patent validity challenges. Beyond prosecution, he opines on patents, portfolios, and landscapes, including in pending acquisitions and adversarial circumstances. Mr Myers also provides counsel on issues unique to pharmaceutical intellectual property, including patent term extension, Orange Book listings, and IP-related aspects of FDA submissions.

Mr Myers brings perspective from previous work under the Honorable Paul J Luckern, the longest-serving administrative law judge in the history of the International Trade Commission (ITC). Under the guidance of Judge Luckern, Mr Myers drafted claim construction, infringement, and validity findings for 337 investigations into importation of alleged infringing goods. These experiences set the foundation for Mr Myers's commitment to high standards of quality in prosecution and counseling.

Appreciating that intellectual property issues can greatly impact clients' business, Mr Myers provides clear analysis to guide clients' decisions and obtain favorable outcomes. Major corporations across the globe, including many in North America, Europe, and Asia, have relied on Mr Myers to carefully and timely evaluate various concerns. Clients trust Mr Myers to obtain strong coverage from their US applications, and Mr Myers handles all stages of prosecution, frequently discussing matters with examiners to efficiently resolve issues. Mr Myers also advocates before the Patent Trial and Appeal Board, and has been effective in filing petitions to the Director of the USPTO.

Prior to his career in patent law, Mr Myers researched metal oxide nanoparticle synthesis and catalysis at Penn State. Mr. Myers also investigated carbon nanotube applications at the New Jersey Institute of Technology with support from the National Science Foundation.



Grüneberg and Myers PLLC

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Professional associations

- Giles S. Rich American Inn of Court
- VPP Germany

Sectors

- IP management consultancy
- Legal
- M&A

IAM says:

"Eric Myers provides first-rate assistance in all kinds of services related to IP portfolio management. His ability to find creative solutions and in-depth knowledge of international legal markets makes him a go-to for clients with worldwide protection needs."

G R Ü N E B E R G
M Y E R S
P L L C

Tyler L Nasiedlak

Principal – Schwegman Lundberg & Woessner PA
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Tyler Nasiedlak is a registered patent attorney and principal of Schwegman Lundberg & Woessner. His practice is focused on representing companies and investors on intellectual property and transactional matters, including patent portfolio strategy and development, freedom-to-operate and patent landscaping studies, due diligence and counseling in connection with acquisitions and divestitures, patent validity and infringement opinions, licensing and other technology transactions, patent post-grant proceedings, and patent enforcement and litigation strategies. He counsels companies across a wide variety of technical areas, including autonomous vehicles, financial technology, and medical devices.

Prior to joining Schwegman, Mr Nasiedlak worked in the medical device space for nearly 12 years at Boston Scientific Corporation and Guidant Corporation. While at BSC/Guidant, he served as vice president and general counsel for its cardiac rhythm management business where he oversaw all aspects of the group's legal operations and served as vice president and chief patent counsel for its cardiac rhythm management and cardiovascular businesses where he was responsible for counseling senior management on patent matters, overseeing patent litigation, and driving intellectual property strategy. During his time at BSC/Guidant, he extensively advised executives on freedom-to-operate issues, patent post-grant proceedings and litigation matters, technology transactions, and negotiated and helped evaluate business development deals on a wide variety of medical devices.



Schwegman Lundberg & Woessner PA

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Professional associations

- American Intellectual Property Law Association (AIPLA)
- Minnesota Intellectual Property Law Association (MIPLA)

Sectors

- Legal
- Licensing
- Technology transfer

IAM says:

Capitalising on his rich in-house experience and broad patent expertise, Tyler Nasiedlak serves as a trusted business adviser to those in the medical devices and mechanical engineering fields. He is now best known for his decisive support in transactional matters.



Van Nguy

Assistant General Counsel – Waymo
www.waymo.com

Van Nguy is Director and Assistant General Counsel at Waymo, where she leads the IP and trade compliance team. Waymo is a pioneering autonomous driving technology company, having launched the world's first fully autonomous, commercial ride-hailing service in 2020. The company expanded its Waymo One ride-hailing operations to San Francisco in 2021 and to Downtown Phoenix in 2022. She is the architect behind Waymo's holistic IP strategy across all business lines, formulating a synergistic patent, trade secret, trademark and copyright programme aligned with Waymo's long term business strategy to maximise the value of Waymo's IP. In 2020, she was honoured as a National Law Journal IP Trailblazer.

Waymo's technical innovation leadership is recognised by patent offices worldwide. Waymo has been granted more than 3,500 patents, including more than 1,400 patents in the United States alone. Waymo's patents and published patent applications are highly cited by US patent examiners, including as prior art against other applications in over 5000 instances, demonstrating Waymo's lead as an early and continuing pioneer in the autonomously driven vehicle space.

Before her role at Waymo, Ms Nguy was head of portfolio development at Google, managing the shaping of Google's global patent portfolio of ~50,000 assets. She also formed and led Google's strategic patent portfolio development team, and developed and coordinated department-wide IP strategies. Before joining Google, she was a senior IP Attorney at IBM, where she supported IBM Research. Earlier in her career, she focused on litigation support and patent prosecution as an attorney at Blakely, Sokoloff, Taylor & Zafman, and claim charting as a technical advisor for Gazdzinski & Associates.

Ms Nguy holds a BA in physics, magna cum laude, Phi Beta Kappa, from Pomona College and a JD, cum laude, Order of the Coif, from the University of San Diego School of Law.



Waymo

Mountain View CA
United States

Sectors

- Legal



Prajwal Nirwan

Director – Climefort Ltd

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Prajwal Nirwan is a sustainability-focused European patent attorney and IP strategist with 15 years of multifaceted experience. His extensive career in both private practice and industry shaped his expertise in supporting innovators and businesses in the cleantech sector. As the founder of Climefort, a social enterprise, he is committed to driving positive change by providing strategic guidance to environmentally conscious entrepreneurs.

Throughout his career, Mr Nirwan has worked closely with inventors, business executives and IP professionals across diverse jurisdictions, most notably in the UK, Europe, US, Japan and India. This international exposure has equipped him with a unique global perspective on the legal and commercial aspects of intellectual property. Early in his career, he played a pivotal role in managing and expanding the complex IP portfolio of a leading hydrogen fuel cell company in the UK. Before establishing Climefort, he honed his skills further at a top-tier IP firm in London.

Mr Nirwan is an alumnus of the University of Edinburgh, maintaining an active involvement with the institution. Additionally, he holds a degree in electronics engineering from University of Delhi. Based in London, he is a hodophile and an avid environmental enthusiast. He firmly believes in the power of collective action at all levels to address the urgent challenges posed by climate change.



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Professional associations

- European Patent Institute (EPI)
- Chartered Institute of Patent Attorneys (CIPA)
- Institute of Directors (IoD)

Sectors

- IP management consultancy
- Valuation

IAM says:

"Prajwal Nirwan's warmth, creativity and willingness to go above and beyond really stands out in the IP sector. He is an invaluable resource for any company looking to protect and leverage their IP assets, and he provides insightful advice that helps them to navigate the complex landscape of IP protection."



Kayvan Noroozi

Principal – Noroozi PC

kayvan@noroozipc.com | www.noroozipc.com

Kayvan Noroozi has litigated for and against many of the world's largest companies. He has been among the 10 most active attorneys nationwide in patent owner representation, with experience in more than 90 *inter partes* review proceedings, 30 district court cases, 20 Federal Circuit appeals and three International Trade Commission investigations. His matters span a wide range of technologies, including telecoms standard essential patents (SEPs), WiFi, video and audio encoding, semiconductor packaging, LED lighting, data compression, mobile location, computer operating system (OS) quick boot technology, mobile device graphical user interfaces, OS indexed search, USB device designs, social media music sharing networks and push notifications, among others. His clients include international Fortune 500 companies, publicly traded technology pioneers, innovative start-ups, private equity funds and litigation finance funds who seek his counsel in making investment decisions.

Mr Noroozi is also a recognised writer and speaker on IP law and policy. Along with Professor Richard A Epstein, he is the author of *Why Incentives for 'Patent Holdout' Threaten to Dismantle FRAND, and Why It Matters* (32 Berkeley Tech L J 1381), which has been widely cited by policymakers, academics and practitioners. The article was heavily referenced by then-head of the Department of Justice's Antitrust Division, Makan Delrahim, in his articulation of the 'New Madison' approach to antitrust and intellectual property, which stated a policy shift that commentators have called radical and abrupt. Among other points, Delrahim cited Epstein and Noroozi in the observation that the longstanding disfavour towards the injunctive remedy in the context of FRAND-committed SEPs has been misguided and can cause great harm to consumers.

Mr Noroozi began his career as an appellate clerk to Judge Jerry E Smith of the Fifth Circuit Court of Appeals, and previously practised at Irell & Manella.



Noroozi PC

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Sectors

- Legal
- Licensing
- Valuation

IAM says:

"Kayvan Noroozi is a pre-eminent legal strategist who is decisive but collaborative. He is one of the best lawyers to work with thanks to his keen eye for detail, but he also understands the bigger picture that goes beyond an individual litigation proceeding."



Jay Nuttall

Partner – Steptoe & Johnson LLP
 jnuttall@steptoe.com | www.steptoe.com

Jay Nuttall is the co-chair of Steptoe's intellectual property group and a nationally recognised first chair patent trial lawyer that obtains 'superb results' and companies depend on 'when the stakes are high.' Clients attribute Mr Nuttall's success to his quick thinking, effective cross-examination skills, and ability to articulate complex legal and technical issues. His substantial trial experience spans a range of technologies, including telecommunications, medical devices, pharmaceuticals, electronic systems and methods, software, lighting, and chemical processes. He has successfully served as lead counsel on patent, trade secret, copyright, trademark, and other technology related matters. Some of his significant victories include securing a US\$40 million verdict where the jury found for his client on all issues at trial; trying a complex 11-patent case in which the client won on all issues and received attorneys' fees; obtaining a jury verdict of willful infringement and a US\$78 million judgment; and defeating a multi-patent infringement claim alleging more than US\$4 billion in accused sales.

Mr Nuttall also frequently serves as lead counsel for both petitioners and patent owners in post grant review proceedings, including *inter partes* review (IPR).

He is nationally recognised as a leading IP trial attorney by *Chambers* (2015-2023), *American Lawyer*, *Midwest Trailblazers* (2021), *Best Lawyers in America* (2022) and *Super Lawyers*, Illinois (2014-2023; Rising Stars 2012; Top 100 Attorneys 2016-2021) where clients have noted that Jay is 'fantastic', 'a high-level strategic thinker', an 'excellent communicator' and obtains 'superb results'.

Bar & Court Admissions

- Illinois
- Supreme Court of the United States
- US District Court, Northern District of Illinois
- US District Court, Central District of Illinois
- US Court of Appeals, Federal Circuit
- US Patent & Trademark Office

Education

- JD, Loyola University Chicago School of Law
- BSIE, University of Illinois



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Professional associations

- Pro Bono Program, Northern District of Illinois Trial Bar
- The Sedona Conference® Working Group Series SM Patent Damages and Remedies

Sectors

- IP management consultancy
- Legal
- Licensing

世强律师事务所
 Steptoe

IAM says:

"A renowned trial attorney and patent specialist, Jay Nuttall not only checks all the boxes, but also adds a great deal more experience and talent than is typical in the industry. He is an unparalleled leader with outstanding analytical abilities."

Philippe Ocvirk

Partner – Office Freylinger

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Philippe Ocvirk is a partner at the Europe-oriented firm Office Freylinger based in Luxembourg. He is registered to practice before the European patent office as well as before the French and Luxembourg patent offices.

Mr Ocvirk is an experienced patent practitioner who has served clients for 25 years in preparing and prosecuting patent applications at the European and worldwide level, advising on patentability and infringement, conducting opposition cases, representing before EPO Boards of Appeal and assisting in patent contentious and litigation matters.

With a background in materials science engineering, Mr Ocvirk handles patents in following fields: ironmaking, automotive (engine components and control), mechanics, measurement devices, medical devices, healthcare imaging, semiconductor fabrication, software (computer implemented inventions), 3D printing and electrolysis processes.

Mr Ocvirk has deep knowledge on the upcoming unitary patent system, having obtained the diploma "Patent litigation in Europe" (CEIPI, Strasbourg) in 2014. He is a registered representative before the Unified Patent Court.

Next to his counseling activities, Mr Ocvirk is a regular lecturer on patent law at engineering schools, faculties of law and business clubs. He is an author of the Luxembourg chapter of the Kluwer MIP (Brown Book) and member of the scientific committee of PIN CODE, the Luxembourgish IP journal.



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Professional associations

- AIPPI
- FICPI
- AIPLA
- CNCPI
- LES

Sectors

- IP management consultancy
- Legal

IAM says:

Phillippe Ocvirk capitalises on his broad patent experience to quickly spot issues and deliver innovative solutions to complex problems. He is a master at seeing patent applications through to successful grant and is appreciated for his proactive approach.



Tim Oelmann

Head of Business IP Management – Deutsche Telekom AG

www.telekom.de

Tim Alexander Oelmann is vice president, head of business IP rights management at Deutsche Telekom AG in Bonn, Germany. Deutsche Telekom is one of the world's leading integrated telecoms companies, with 242 million mobile customers, 27 million fixed-network lines and 22 million broadband lines.

With a staff of 206,800 (31 December 2022) employees throughout the world, Deutsche Telekom generated €114.4 billion of revenue in the 2022 financial year.

Mr Oelmann leads one of the three patent management teams at Deutsche Telekom and covers the business-related aspects of IP management (eg, patent portfolio management, patent intelligence and IP monetisation, including technology transfer via spin-offs).



Deutsche Telekom AG

Bonn
Germany

Sectors

- Defensive patent aggregation
- IP auctions
- IP management consultancy
- Licensing
- M&A
- Technology transfer
- Valuation



Elisabeth Opie

Principal Solicitor – Opie International Technology Lawyers
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Elisabeth Opie opened a boutique IP law firm in Munich in 2014. With over 20 years' international experience in innovation ecosystems, she advises on international technology across various sectors. Practice areas are international trade law, technology transfer and commercialisation, competition law and dispute resolution. Ms Opie has appeared in the *IAM Patent 1000* since 2019 and the *IAM Strategy 300 Global Leaders* since 2020.

Working in partnership with clients to further their long-term success, Ms Opie provides targeted advice across a broad range of issues facing technology-centric companies, informed by her in-depth knowledge and experience of various innovation systems. She is solutions driven, focusing on negotiation and licensing strategies for standardised technologies; providing advice on IP policy and core activities within standards development organisations; and representing clients in various IP committees such as in the European Telecommunications Standards Institute, the International Telecommunication Union, Digital Video Broadcasting and the Institute of Electrical and Electronics Engineers.

Ms Opie is a qualified practising solicitor in Australia and England and Wales. She is also a foreign registered lawyer with the Munich Bar Association and practises German law (qualified solicitor, Ireland).

Ms Opie has received a number of awards in the field of international science cooperation and technology transfer, including a business award for outstanding commercial performance as part of a global team, relating to groundbreaking extended wear contact lens technology; and a strategy excellence award in her role as lead counsel for the restructure of a major international joint venture – resulting in reduced complexities of joint governance while retaining strong scientific cooperation, and the re-integration of capability (staff, assets and intellectual property). In 2013 Ms Opie became the inaugural Global Research Alliance Fellow.

She holds a BA and an LLB (Hons), and is a master of both law and commercial law. Ms Opie is a graduate of the Australian Institute of Company Directors.



Opie International Technology Lawyers

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Germany

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Professional associations

- AICS
- LES
- AIPPI

Sectors

- Legal
- Licensing
- Technology transfer

IAM says:

"Elisabeth Opie is one of the most practical, strategic and responsive partners you could ask for." She has exceptionally deep knowledge of her clients' businesses and she provides wise counsel that is very carefully considered.

Opie
International Technology Lawyers

Yuji Orita

Director – NGB Corp
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Yuji Orita is a Director, NGB Corporation, and the general manager of NGB IP Research Institute (IPRI), the award-winning research arm of a Tokyo-based NGB Corporation. He joined NGB Corporation in 1992 and, until 2013, he extensively supported foreign patent prosecution and US and Canadian litigations for Japanese companies through working with foreign attorneys to protect and enforce clients' patent portfolios. He has been leading the search and analytics business of IPRI since 2013. Approximately 40 IP analysts of IPRI combine legal-related and business experience with technical expertise in electronics, telecoms, automotive, chemical, pharmaceutical and almost every other technical field. IPRI's strengths include, among others, prior art searches in the Japanese, Chinese and Korean languages as well as English, and analytics for contributing to clients' IP strategies. IPRI has won awards in both the individual and the team competitions of the prestigious Japan Patent Search Grand Prix sponsored by the Industrial Property Cooperation Centre.

Mr Orita's expertise includes standard-essential patent (SEP) landscape analysis, SEP essentiality search, IP transactions and brokering, and patent analysis on environmental, social and corporate governance investment. He is a member of the Licensing Executives Society Japan.

NGB is, and has been for more than a half century, the leading company in Japan for supporting foreign IP issues, including searching, analytics, translations, renewals, filing and prosecution. Throughout his almost 30 years of experience, Mr Orita has worked closely with a number of respected foreign law firms to ensure that his clients communicate well with these foreign firms.

Mr Orita holds a master's degree in biotechnology from Tokyo Institute of Technology.



NGB Corp

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Professional associations

- LES

Sectors

- Brokering
- IP insurance
- IP management consultancy
- Licensing
- Technology transfer
- Valuation



IAM says:

"Yuji Orita's knowledge of the patent marketplace is second to none and his willingness to find creative solutions makes him a go-to partner. No matter how complicated the matter is, he strives for – and achieves – the best results for his clients."

Guy Ornthanalai

Managing Director – Intellectual Design Group (IDG)
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Guy Ornthanalai is an accomplished IP and innovation strategist with a strong track record of success. As the founder and CEO of Intellectual Design Group (IDG), he has established a prominent presence in the field of IP and innovation consulting. Since its inception in 2013, IDG has grown from a Thailand-based firm to a multinational enterprise with offices in Singapore, Japan, China and Myanmar.

With a diverse background encompassing science, engineering, management, and IP law, Mr Ornthanalai brings a unique perspective to his work. He and his team of over 50 professionals have provided invaluable guidance to more than 5,000 clients across a wide range of industries in the Asia Pacific region. Their expertise lies in the design, development, protection and commercialisation of various intellectual property and intangible assets.

Mr Ornthanalai's areas of specialisation include patent prosecution, IP portfolio management, IP and technology transfer, IP licensing, and marketing and business development. His wealth of experience and deep understanding of intellectual property laws and regulations have positioned him as a leading authority in the field.

In addition to his role at IDG Mr Ornthanalai serves as a trusted advisor on IP management and technology transfer matters for several esteemed Thai government organisations. Notable clients include the Thai National Vaccine Institute, the Electricity Generating Authority of Thailand, the Geo-Informatics and Space Technology Development Agency, the Tourism Authority of Thailand, the Federation of Thai Industries, and numerous technology transfer offices in universities.

With his exceptional qualifications, extensive experience, and notable achievements, Mr Ornthanalai stands out as a distinguished expert in the field of IP and innovation strategy. His unwavering commitment to helping clients navigate the complex landscape of intellectual property has earned him a stellar reputation as a trusted industry leader.




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 @guyornthanalai

Professional associations

- International Trademark Association
- Asian Patent Attorneys Association
- Licensing Executives Society Thailand
- International Association for the Protection of Intellectual Property

Sectors

- Brokering
- IAM/IC
- IP auctions
- IP management consultancy
- Legal
- Licensing
- M&A
- Technology transfer
- Valuation



IAM says:

"Guy Ornthanalai is an experienced and resourceful IP strategist who pulls together the technical, commercial and legal aspects of intellectual property, and consistently impresses with the depth of his expertise in Thailand and the rest of Asia."

Jerry Padian

Co-founder – Atlantic IP Services Ltd
 jpadian@atlanticips.com | www.atlanticips.com

Jerry Padian is a senior executive with more than 25 years of experience developing, acquiring, financing and licensing leading technologies. Mr Padian began his career in the IP industry in 1998 when he co-founded Realtime Data LLC, an inventor-owned research and development company focused on data acceleration, compression and synchronization; database management; and digital audio and streaming media.

Building on the success of Realtime, Mr Padian co-founded Atlantic IP Services, which manages over a dozen companies with patented technologies in fields such as OLED displays and printing; touch controllers and sensors; NAND flash; cloud storage; power semiconductors; wireless charging; near-field communication; Internet of Things; lockstep processing; silicon carbide; and 5G. His business acumen has benefited everyone from inventor to licensee and has facilitated the licensing of these portfolios to some of the world's leaders in consumer electronics, computing, cloud storage, automotive, telecom, WAN acceleration, data streaming, and financial services. The relationships and partnerships that Mr Padian has built, as well as the strategies that he has developed, have also enabled a return stream of revenue to the innovators in support of the next generation of inventions.

Beyond his corporate endeavors, Mr Padian is also an angel investor, focused on digital technology companies in the United States and Ireland, and is a vocal advocate for strengthening the rights of patent owners and innovators around the world.

Mr Padian began his professional career as a lawyer at New York-based Weil, Gotshal & Manges LLC, before moving on to co-found his own law practice, Tashjian & Padian. He earned a BS in economics from Fordham University and a JD from Fordham Law School.



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Sectors

- Finance
- IP management consultancy
- Licensing
- M&A

IAM says:

For many years, Jerry Padian has worked at the forefront of IP invention, monetisation and licensing. "He is an excellent problem-solver, he offers rational and useful solutions, and is a highly skilled and experienced expert in IP valuation."



François Painchaud

Partner – ROBIC LLP

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Called to the Quebec Bar in 1986, François Painchaud has been a partner at ROBIC LLP for more than 25 years. He specialises in business law applied to key technology sectors, and is frequently involved in the negotiation and drafting of complex transactions relating to technology transfers, licensing, joint ventures as well as in commercial and corporate law, including venture capital, the establishment of consortiums, and mergers and acquisitions.

He held the position of president of the Licensing Executives Society International (LESI) from 2018 to 2019, and the position of director until May 2020. He has also acted as counsel, corporate secretary, and was a member of the board from 2011 to 2022. He is also a past president of Licensing Executives Society (LES) USA & Canada and was a member of the board of directors from 2001 to 2010.

Recent prestigious recognition includes *IAM Strategy 300 – The World's Leading IP Strategists 2023*; *IAM Strategy 300 Global Leaders 2023*, LES USA Canada 2022 – the Frank Barnes Mentor Award; *The Best Lawyers in Canada 2023 – Information Technology, Intellectual Property and Technology Law*; *LEXPERT Special Edition 2023- Technology and Health Sciences*, *LEXPERT Special Edition 2021- Health Sciences, Biotechnology, Intellectual Property and Technology Transactions*; LESI Biotechnology, Intellectual Property and Technology Transactions 2021 – the Peter K Hess Award of achievement; Martindale-Hubbell Peer Review Rating 2023 in the "Highest Level of Professional Excellence" and "High Professional Achievement" categories; *IAM Patent 1000 – The World's Leading Patent Professionals 2023*; and *The Best Lawyers – Lawyer of the Year 2019, Technology Law in Montreal* (he was also recognised as Lawyer of the Year in 2018, 2015, and 2014).

Mr Painchaud serves on the board of directors or as corporate secretary of various private and public organisations operating in life sciences and other technology-related fields. Since April 2018, he has been a member of the board of directors of Searchlight Pharma Inc, a Canada-based specialty pharmaceutical company. He is the corporate secretary of the Québec Consortium for Drug Discovery (CQDM) and CATALIS. He is also a board member of few not-for-profit organisations, including the Cancer Research Society. Finally, he was director and secretary of Axcan Pharma Inc until it became a close corporation in what was the biggest life sciences buyout on the Canadian stock market at the time.



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Sectors

- IP management consultancy
- Legal
- Licensing
- M&A
- Technology transfer

IAM says:

"One of the best IP strategists in Canada" François Painchaud is a sophisticated and poised negotiator who handles complex, high-value IP transactions with a deft touch.

ROBIC
1892

Abhai Pandey

Partner – LexOrbis

abhai@lexorbis.com | www.lexorbis.com

Abhai Pandey is a partner and leads the litigation & enforcement Team at LexOrbis. He focuses on intellectual property litigations, criminal enforcement and contested proceedings at the Trademark and Patent Offices. He also advises clients on brand protection strategies for social media, internet and advertisements and has been successfully running several anti-counterfeiting campaigns in India for a variety of clients ranging from Fortune 500 companies to individual entrepreneurs. He has successfully resolved cases in favour of the clients and has represented them at multiple forums including several district and high courts, erstwhile Intellectual Property Appellate Board and Indian Trademark and Patent Offices. He represents a broad range of businesses and industries, including fashion, media & entertainment, publishing, fast moving consumer goods, pharmaceutical, biotechnology, electronics, automobile and ICT.

Mr Pandey ran a pan-India anti-piracy campaign for global publishing industry in India resulting in criminal raid actions of over 500+ pirate businesses. This was the first ever anti-piracy campaign initiated by the Global Publishing Industry Association on behalf of its member companies. The campaign trained the enforcement agencies on multiple aspects of copyright laws and enforcement in India.

Mr Pandey has led anti-counterfeiting campaigns for luxury goods brands and has organised raid actions across India against leading importers, stockists and online sellers. He has also led and devised strategies for a group of automobile component companies to stop counterfeiting of their products in north India particularly in semi-urban and rural markets.



LexOrbis

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Sectors

- Defensive patent aggregation
- IP auctions
- IP insurance
- IP management consultancy
- Legal
- Licensing
- M&A
- Technology transfer

IAM says:

Abhai Pandey has a strong IP litigation practice and is an excellent lawyer to work with. He fiercely defends the interests of prominent players around the world and his tailored advice is refreshing.

LexOrbis | Intellectual
Property Attorneys
& Advocates

Daniel Papst

Managing Director – Papst Licensing GmbH & Co KG
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Daniel Papst is managing director and co-owner of Papst Licensing GmbH & Co KG, an international licensing and patent monetisation firm located in Germany. Mr Papst contributes to the experience and successful track record of Papst Licensing, which has concluded over 185 licences. In addition to managing actions against patent infringers and negotiating licences, he analyses products, technologies and markets and oversees an international network of attorneys, patent lawyers, technical consultants and market analysts. Mr Papst supervises the drafting of patents and licence agreements, the monitoring of licence contracts and the handling of notification and debt collection activities in the event of underpayment of royalties.

The Papst name has been closely associated with the protection and licensing of intellectual property for more than 85 years. The engineer Hermann Papst (1902-1981), Mr Papst's grandfather, was a prolific inventor associated with more than 400 patents. The electric motor and cooling fan company that he started, Papst-Motoren, created a portfolio of more than 600 patents and patent applications by 1992. Papst Licensing was established in 1992 by Georg Papst, Mr Papst's deceased father a named inventor on over 120 patents. In 1993 the patent licensing firm acquired the entire patent portfolio of Papst-Motoren and actively sought to turn infringement of the company's patents in Asia, the United States and Europe into patent licences. Today, Papst Licensing makes it possible for small and medium-sized businesses to participate in international licensing activities especially through financing and monetisation support.

Mr Papst, a licensed patent attorney, earned a diploma in electrical engineering and information technology from the University of Karlsruhe, with a focus on electric drives and power electronics. After graduation, he gained experience as an intern at Chicago IP law firm Welsh & Katz. Mr Papst also served at IP law firm Reinhard Skuhra Weise in Munich, working for more than three years primarily on patent matters in the semiconductor, electronics and automotive fields. He joined Papst Licensing operatively in 2005 and became one of its managing directors in 2009.



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Professional associations

- INTIPSA
- AIPPI
- IEEE
- VPP
- LES

Sectors

- Finance
- IAM/IC
- Licensing

IAM says:

Daniel Papst has a gift for patent commercialisation and optimising portfolios. He provides incisive counsel on the drafting and licensing of patents, and works closely with his clients to manage, identify and capitalise on potential revenue opportunities for their IP assets.



Changhae Park

Chief IP Officer – NXP Semiconductors

www.nxp.com

Dr Changhae Park is senior vice president and chief IP officer at NXP Semiconductors and is based in Austin, Texas. In this role, he leads all aspects of IP matters including IP creation, IP counselling and IP monetisation. Before this, he was the head of IP monetisation at NXP and chief IP officer at Freescale Semiconductor.

Dr Park started as a research engineer in the semiconductor industry and has an extensive technical background in semiconductor design, manufacturing and applications. He held several technical and managerial positions in Cypress semiconductor and Motorola's semiconductor products sector before completing his MBA and becoming the head of an R&D organisation in Motorola. His career in IP monetisation started while leading the R&D organisation and was initially focused on technology transfer and licensing. This eventually led to an expanded role managing all IP licensing activities in Motorola Semiconductor Products Sector and later Freescale Semiconductor. He has led numerous IP monetisation campaigns and generated close to US\$2 billion from a number of deals with major corporations in the semiconductor and electronics industries around the world.

Dr Park is originally from South Korea. He received his bachelor's degree from Ajou University in Suwon, South Korea, his master's and PhD degrees in electrical engineering from the University of Texas at Austin, and an MBA degree from Arizona State University.



NXP Semiconductors

Austin TX

United States

Sectors

- Licensing
- Technology transfer
- Valuation



George Park

Vice President, Business Development – IPValue Management Inc
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George Park joined IPValue in July 2005. IPValue is one of the world's most successful patent licensing companies. The company engages with major patent holding enterprises to develop customised relationships for patent commercialisation, with IPValue as a licensing agent or as a buyer of significant portfolios. In his role in business development, Dr Park is actively involved in identifying and developing relationships with major innovative enterprises to generate returns on their patent portfolios. In the last six years, IPValue has acquired rights to over 15 thousand patents through these relationships; the company is always on the lookout to acquire rights to significant patent portfolios.

Prior to joining IPValue, Dr Park was a managing scientist at Exponent, a science and engineering consulting firm, where he led technology assessment and development efforts for various government projects. He also worked as a consultant at McKinsey & Company, where he helped to develop corporate strategy on a wide range of projects, including the identification of IP acquisition targets for an enterprise software vendor, the development of a new product line for a CE manufacturer and the formulation of a growth strategy for a networking vendor.

Earlier in his career, Dr Park served as a senior scientist for Arete Associates, where he led engineering and marketing teams for a software spin off serving the entertainment and defence industries. He also served as an analyst at RAND, a think tank conducting policy and technology analyses, where he worked on such projects as a competitive analysis of the satellite imaging industry, a forecasting and data visualisation tool for the California higher education system, and a market forecast for alternative energy vehicles.

Dr Park holds an MBA from the University of California at Los Angeles, as well as a PhD in physics from Stanford University. During his PhD programme, he worked as a visiting researcher at NEC Labs in Tsukuba, Japan.



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Sectors

- Brokering
- IP management consultancy
- Licensing
- M&A
- Technology transfer
- Valuation

IAM says:

"George Park has decades of experience in the industry and is a leader in business development. He has initiated multiple high-profile deals that led to significant licensing revenue and is one of the most successful IP strategists in the industry."



Juhee Park

Director – Upstream Partners Inc
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Juhee Park is a director of Upstream Partners, an advisory firm assisting clients worldwide in areas where IP meets finance. Upstream helps its clients realise the value of their intangible assets through licensing transactions, litigation support, and valuation.

Ms Park has more than 12 years of experience providing financial and valuation analyses for intellectual property and financial services. She has provided litigation support services in the area of financial damages for both plaintiffs and defendants across a wide range of technology and market areas, including medical devices, telecommunications, software, pharmaceuticals, Internet technology, semiconductors and more.

In addition, Ms Park has extensive IP licensing and valuation experience and has provided valuation analysis of IP assets in various contexts, including tax reporting requirements, consulting for business planning and licensing strategies and support of legal matters. She also provides expert analysis and testimony with regard to the value of IP assets and data assets, and also in the context of IP litigation.

Prior to Upstream, Ms Park was a founding member and manager of Hugene Co, Ltd, a bio start-up in Korea, where she led the team in the development and commercialisation of biomarker testing services for early detection of disease. She was also a senior consultant with Invotex Group, where she performed financial valuation and analyses in insolvency and restructuring projects, as well as IP and business valuations. She was also involved in providing insurance regulatory and consulting services including financial data analysis for the US Department of Health and Human Services and the State Insurance Administration related to regulatory changes.

Over the years, Ms Park has provided consulting services for multiple start-ups overseas, including Thailand, Ethiopia and Korea. She is a certified valuation analyst (CVA) and a certified licensing professional (CLP) who graduated from the Huntsman programme with a BA in international studies from the College of Arts & Sciences of the University of Pennsylvania and a BS in finance and accounting from the Wharton School of the University of Pennsylvania.



Upstream Partners Inc

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Professional associations

- LES
- IAM
- NACVA

Sectors

- Finance
- IP management consultancy
- Legal
- Licensing
- Technology transfer
- Valuation



IAM says:

Juhee Park operates at an incredibly high level, flawlessly advising clients in IP development strategy and patent licensing. She's also a star in the courtroom and has worked on some of the most significant patent litigation matters in recent years, helping to develop patent damages analysis."

Sophie Pasquier

Principal IP Counsel – Philips
www.philips.com

Dr Pasquier is a qualified patent attorney and works as a Principal Licensing Counsel in the Intellectual Property & Standards Department of Koninklijke Philips NV (PHILIPS). Her main responsibility is the licensing of Philips' patents to third parties in the wireless communication field. Dr Pasquier has responsibility for valuing Philips patent portfolio by creating, developing and leading several of Philips' patent licensing programmes, particularly in the field of IoT & Connectivity.

Dr Pasquier has graduated as an engineer from Ecole Centrale, holds a LL.M degree from Paris Sorbonne University and a LL.M degree in patent law from CEIPI. Dr Pasquier is also the President of the Licensing Executive Society in France and a board member since 2014.

In 2023, Dr Pasquier brings more than 19 years of experience in licensing intellectual property, infringement analysis, contract drafting, patent sales and acquisitions. She has successfully led programmes in all phases of obtaining financial value for specific patent portfolios and technologies: strategic mining of patent portfolios, creation and realisation of licensing programmes, and negotiation of patent licences and litigation settlements.

Dr Pasquier's career began as a researcher in mechanics and material sciences working for Safran Group, where she gained her PhD for work on modeling the thermomechanical behavior of ceramic composites. Dr Pasquier continued her professional career working first for an international manufacturing group, Flexatronics, where she specialised in auditing manufacturing firms all around the world and later as a purchasing director for Alcatel Mobile Phone SA where she developed an international network and a deep understanding of the consumer electronic and telecom industry.

Armed with this strong business experience, Dr Pasquier continued her international career joining the intellectual property and standard group of Alcatel Lucent SA, where she served for eight years as senior manager in the field of technology and patent licensing. Her work there ranged from creating and leading several IP valuation projects including IP creation, IP acquisition, patent sales, technology transfer and patent licensing.



Philips

Suresnes
France

Professional associations

- President Licensing Executives Society – France

Sectors

- Legal
- Licensing
- Technology transfer
- Valuation



Michael Pellegrino

President – Pellegrino & Associates

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Michael Pellegrino is the founder and president of Pellegrino & Associates LLC, a boutique IP strategy and valuation consulting firm. He has extensive experience valuing and counselling clients on IP-related matters. He has performed more than 430 company engagements for hundreds of clients, ranging from Fortune 50 companies to start-ups.

Judges, attorneys and government entities such as the Internal Revenue Service and the Securities and Exchange Commission have widely accepted his work product. He has testified in more than 25 matters on issues including bankruptcy valuations, estate tax valuations, fraudulent conveyance claims, copyright infringement claims, trade secret misappropriation claims, patent infringement claims and breach of contract claims. Mr Pellegrino is the author of the first and second editions of *BVR's Guide to Intellectual Property Valuation*, with more than 1,000 copies in circulation. He has also authored articles that have appeared in a variety of nationally and internationally recognised outlets.

Mr Pellegrino has taught thousands of practitioners and scores of government officials from Brazil, Azerbaijan, Estonia, Thailand, Guatemala, New Zealand, Cambodia, Indonesia, Laos, Malaysia, Myanmar, Philippines, Singapore, Thailand and Vietnam. He has counselled and testified before legislators on valuation issues. He was also instrumental in helping to change several laws regarding the valuation of software for tax reporting purposes and the taxation of patent-derived income.

In addition to his valuation expertise, Mr Pellegrino has developed a state-of-the-art patent analytics tool that provides key insights into and intelligence on the patent landscape. With more than 250 terabytes of online data, this system removes information asymmetry rampant in the patent marketplace with a user-friendly database that provides rifle precision on identifying key risks and opportunities in patent portfolios.

Mr Pellegrino is a former board member and treasurer of the Licensing Executives Society (LES). He is also chair of the LES IP Valuation Standards Committee, whose charter is to pursue American National Standards Institute-accepted standards for the valuation of intellectual property. He has a bachelor's degree in computer science and an MBA.



Pellegrino & Associates

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Professional associations

- LES

Sectors

- Brokering
- IP management consultancy
- Licensing
- M&A
- Tax
- Technology transfer
- Valuation



IAM says:

"Mike Pellegrino's skill and expertise in dealing with complex IP strategies serve his clients very well. He knows exactly how to extract value for his clients and their IP assets, and is tenacious in achieving success."

Phillip B Philbin

Shareholder – Winstead PC
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Phillip Philbin is an experienced first chair trial lawyer who listens to his clients and then uses his trial skills to extract the truth from witnesses and the art of persuasion to explain the technology and science behind the most complex cases he tries across the country.

For more than 30 years, he has made creativity, precision, intensity and attention to detail the hallmarks of his practice.

This combination, along with his innate curiosity, a deep understanding of technology and a practical, effective and efficient approach, has allowed him to represent a wide range of clients on both sides from large corporations to individual inventors, including a major trial win against Facebook involving virtual reality technology and associated intellectual property.

Mr Philbin and his team focus on helping clients monetise their patent and IP assets. From virtual reality, gaming, 3G and 4G cellular communications to the chemical composition of saw tips and shaping devices used in open heart surgery, he has an ability to take complex technology and explain it to judges and juries.

Winstead's unique and nimble model reduces client conflicts and affords Mr Philbin and his team the opportunity to develop innovative fee arrangements, and to truly partner with his clients.

Mr Philbin is also a teacher. He has developed and teaches an advanced patent litigation course at SMU's Dedman School of Law and frequently writes and lectures on a wide variety of intellectual property litigation topics.

Mr Philbin is a devoted husband, the proud father of three sons and believes in giving back to the community with his time. He has served on the local planning and zoning commission, is a current city council member, and a member of the Salesmanship Club of Dallas.



Winstead PC

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 United States

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Professional associations

- Dallas Bar Association

Sectors

- Finance
- IP management consultancy
- Legal
- Licensing
- Technology transfer
- Valuation

IAM says:

Highly skilled trial lawyer Phillip Philbin understands the business of the courtroom, and is a clear and confident advocate for his clients' rights. He has worked on some of the most cutting-edge technologies and has achieved significant wins against top tech companies.



Leann Pinto

Chief Executive Officer – IPwe
leann@ipwe.com | www.ipwe.com

Leann Pinto, CEO of IPwe, was first introduced to patents in the pharmaceutical industry. Upon graduation with an undergraduate degree in pharmacy, she started her career in business development and regulatory affairs on the generic side of the industry in the early 2000s. During this transformative period, the generic drug market experienced an extraordinary surge, growing into a US\$40 billion industry within a span of fewer than five years, largely driven by the expiration of patent protection on blockbuster brand drug products. Fascinated by the market dynamics and power of innovation on both sides of the industry, Ms Pinto obtained her law degree, graduating magna cum laude from Seton Hall Law, and began the second phase of her career as a pharma patent litigator. After achieving notable victories for numerous international brand pharma companies at Haug Partners and Sidley Austin in Manhattan, she returned in-house to a start-up pharmaceutical company to oversee regulatory compliance.

Ms Pinto jumped at the opportunity to join IBM's IP business group in 2019, working under the venerable Bill LaFontaine, eventually becoming the director of patent licensing and acting as a top three decision-maker. During her tenure, largely during the covid-19 pandemic, she generated over US\$150 million in revenue for IBM before joining up with another IP luminary, Erich Spangenberg at IPwe in August 2022.

As president, Ms Pinto oversaw the final development and launch in January 2023 of IPwe's financial IP valuation and business insight strategy tool called Smart Intangible Asset Management (SIAM). She was nominated CEO of IPwe in April 2023 and continues to lead the company's growth in partnerships, SIAM users and expansion into Japan. She is widely known as a thought leader in AI and blockchain applications in the IP industry, the core technologies behind IPwe's SIAM.



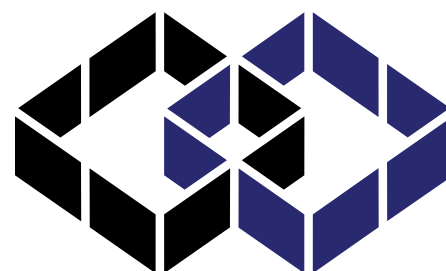
IPwe

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Sectors

- Finance
- IP management consultancy
- Licensing
- M&A
- Valuation



IPwe

IAM says:

"Leann Pinto is a leader in patent licencing and monetisation. Her contribution to the industry through the use of innovative technologies is truly unmatched. No one is more qualified to advance the sector than Leann."

Erin Pisko

Vice President, IP Strategy – Innovation Asset Collective
episko@ipcollective.ca | www.ipcollective.ca

Erin Pisko is the vice president of IP strategy at Innovation Asset Collective (IAC). In her role, she leverages her extensive experience as a leader in the IP field to support companies in building IP strategies that enable growth and create sustainable value. With a career spanning decades, in roles across the innovation ecosystem, she has honed her skills to guide companies through the process of capitalising on their initial 'a-ha' discovery moment to build Canadian success stories leveraging the power of IP.

Prior to joining IAC, Ms Pisko has worked at major Canadian law firms and as an in-house IP strategist in both small Canadian startups and a large multinational organisation. She has considerable experience developing tactical internal processes to support innovation and assisting companies from different industries enhance their innovation strategies.

Ms Pisko is a frequent speaker on the topic of IP strategy and teaches that creating effective IP strategies is a learned business skill. Alignment of a company's IP strategy with its business objectives is key in enabling organisations to maximise their potential and maintain a competitive edge in the market.

Ms Pisko is a registered patent agent in both Canada and the United States and holds two engineering degrees: civil and environmental. It was during her master's programme that Erin discovered her passion for IP. Since then, she has dedicated her career to this field and can be heard often parroting the phrase "IP is a teachable skill".



Innovation Asset Collective

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Professional associations

- CPATA – Examination Board Member
- DIGITAL – Board Member
- Associate – Intellectual Property Institute of Canada

Sectors

- IAM/IC
- IP insurance
- IP management consultancy
- Legal
- Licensing
- Technology transfer
- Valuation

IAM says:

"Erin Pisko is a strategic and collaborative thinker known for attacking complex problems by devising strategies with a view to balancing stakeholder need with the complexities of business, technology and law." "She enables companies to grow and scale in highly competitive markets."



Michael Poppler

Partner – Sherpa Technology Group

michael.poppler@sherpatg.com | www.sherpatechnologygroup.com

Michael Poppler is a partner in Sherpa Technology Group's San Francisco office and has extensive technology/IP strategy and transaction experience. He has consulted for a wide range of clients, from Fortune 500 companies to venture-backed startups. He also has broad technology experience, including in the automotive, consumer electronics, semiconductor, healthcare, telecom, pay-TV/OTT, food & beverage, software, gaming and AI/ML sectors. He excels at helping clients develop and execute strategies to extract value from their technology and IP portfolios. He has conducted technology and IP due diligence for leading private equity and venture capital firms around the world.

Prior to joining Sherpa, Mr Poppler was a vice president at XLP Capital, a tech-focused investment and strategy advisory firm. Earlier in his career, he worked at Hoffman Alvary (now, Archway Research Group), an IP consultancy based in Boston, where he developed financial and economic models related to intellectual property infringement, licensing, and valuation. Beyond his client work, he has co-authored multiple articles on IP strategy, including a cover piece for *IAM*. He received his undergraduate degree from Dartmouth College. At Dartmouth, he served as a managing editor of the *Dartmouth Law Journal* and was a co-captain of the men's varsity track and field team.



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United States

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Sectors

- Brokering
- Defensive patent aggregation
- Finance
- IP auctions
- IP management consultancy
- Licensing
- M&A
- Valuation

IAM says:

"For IP and technology landscaping, performing due diligence on significant acquisitions, and helping to create industry-leading internal innovation management systems, Michael Poppler is heavily relied upon by his clients. He is a pleasure to work with and can be relied upon to offer straightforward advice."



Guy L Proulx

CEO & Founder – Transpacific IP Group Ltd

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Guy L Proulx is the CEO of Transpacific IP, the first full-service IP company based in Asia. Since its founding in 2004, the company has grown to become a leading IP monetisation firm in Asia with a reputation that extends worldwide. Furthermore, he often is at the forefront of technology transfer and knowledge sharing for new patented technologies from leading universities.

In addition to his leadership role of a global IP company, he is an influential member of the IP industry – a guest speaker at industry conferences globally, an advisor to governments and academic institutions, and one of the "World's Leading Strategist" as named by *IAM* Magazine from 2012 to 2023. He was also most recently honored as one of the most "Influential and Inspiring IP Leaders of All Time" during the World IP Forum 2022 in Bangkok, Thailand.

He has more than 30 years of business experience in multiple technologies and industries. Prior to founding Transpacific IP, he advised start-up companies on critical IP and business management issues, including IP strategy, portfolio development, acquisitions, and licensing, as well as company formation, business capitalisation, strategic planning and executive management. He also has extensive experience working with private equity investors and acquisition groups on company and management assessments and technology and due diligence reviews.

Guy serves on the board of directors at several companies and was a director on the board for the IP Office of Singapore (2010 to 2014). He is a supervisor of the Master Postgraduate Program at the Peking University IP School, chairman of the International IP Institute at Sichuan University, director of the China National Institute for Digital Copyright Research Centre and vice chairman of Workshops and Plenaries at the Licensing Executives Society International.

He earned a bachelor of science in nuclear engineering at Rensselaer Polytechnic Institute and served as a nuclear trained and qualified officer in the United States Navy.



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Professional associations

- LESI
- AUTM

Sectors

- Brokering
- Defensive patent aggregation
- Finance
- IAM/IC
- IP auctions
- IP insurance
- IP management consultancy
- Legal
- Licensing
- M&A
- Tax
- Technology transfer
- Valuation

IAM says:

"Guy Proulx is the top IP professional in Asia." With over three decades of experience, he is a valued adviser and strategist not just in Singapore but all over the world. He thrives in working with inventors, research institutes and universities to monetise their IP assets.



Rimma Pugatsch Shendelzon

Director Of Intellectual Property – Landa Digital Printing

<https://www.linkedin.com/in/rimma-pugatsch-shendelzon-0700374/>

Rimma Pugatsch Shendelzon is the chair of the Israel Patent Attorneys Association (IPAA), the director of IP at Landa Digital Printing and IP consultant. She is also a founder of the Patent Attorneys IP-Managers forum and a board member of The Forum of In-House IP Managers and Counsels.

She is a highly experienced patent attorney with over 15 years of expertise in IP. With eight years spent at a leading Israeli IP firm, she handled patent portfolios for clients across diverse technological fields and actively participated in patent litigation processes.

For nearly a decade now, she has served as an in-house IP manager where she has consistently proven her ability to effectively manage and strategise multidisciplinary IP portfolios. Her impressive track record extends to companies ranging from large enterprises to SMEs and startups, showcasing her adaptability and versatility in meeting their business needs.

Her experience includes management of patents, trademarks and designs portfolios, establishing and implementing IP strategies, collaborating with management, R&D and other teams, educating employees on IP matters, working with global IP firms, and overseeing budget planning and management. Her meticulous attention to details and organisational skills ensure efficient allocation of resources for optimal outcomes. Rimma's strong professional relationship with external patent attorneys enhance her ability to protect and maximise the value of the companies IP assets. She is a sought-after and highly respected professional in the field, known for her comprehensive approach and business-oriented mindset.

Furthermore, she has made a notable contribution to the IP industry as the chair of the Israel Patent Attorneys Association. She plays a pivotal role in providing professional education to the local IP community, establishing knowledge-sharing groups, and raising public awareness about the importance of IP. Her dedication and leadership have had a profound impact on advancing the patent attorney profession.



Landa Digital Printing

Rehovot

Israel

Professional associations

- Israel Patent Attorneys Association (IPAA) – chair
- The Forum of In-House IP Managers and Counsels – board member
- AIPPI
- LES

Sectors

- Defensive patent aggregation
- IP management consultancy
- Legal



Jun Qiu

Partner – Liu, Shen & Associates
junqiu@liu-shen.com | www.liu-shen.com

Jun Qiu is a partner, an attorney at law and patent attorney of Liu, Shen & Associates.

Mr Qiu joined Liu, Shen & Associates in 2005. Mr Qiu provides IP services ranging from patents, trade secrets, technology export and import compliance and data compliance. He specialises in patent litigation, invalidation and dispute resolutions before the courts and CNIPA, participates in cross-border litigations and IP negotiations among global companies. Mr. QIU also provides counseling on IP strategies and IP due diligence works, for example FTO analysis and IP due diligence for M/A. He represents both international and domestic clients in high profiled litigations in China in recent years and receives great recognition from both the clients and the peers. Mr Qiu also provides IP training and patent mining for R&D personnel of the clients on regular basis. His technology spectrum extends various fields such as semiconductor processing including memory technology, lithography, display technology, materials, medical apparatus and mechanical engineering. He also presented various topics regarding Chinese practices in international IP conferences.

Mr Qiu graduated from Tsinghua University with bachelor and master degrees in engineering, majoring in materials science and engineering. Mr Qiu also studied and worked at the University of Michigan and graduated from John Marshall Law School with a masters degree in law.



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Professional associations

- ACPAA
- ACLA

Sectors

- IP management consultancy
- Legal
- Licensing
- Technology transfer
- Valuation

LIU SHEN
 Intellectual Property
 柳沈律师事务所

IAM says:

Alongside being an accomplished IP litigator, Jun Qiu is a sharp strategic mind with a keen eye for commercialisation opportunities. He is highly regarded in the semiconductor processing and optical engineering fields, and brings deep industry knowledge to the table.

Natalie Raffoul

Managing Partner – Brion Raffoul LLP
 nraffoul@bripgroup.com | www.briongroup.com

Natalie Raffoul is a world-renowned IP lawyer and a partner of Brion Raffoul LLP, a law firm specialising in IP law, which she co-founded in 2008. In 2020, she co-founded a software company and launched Fortress.Legal, a platform that helps innovative small and medium-sized companies manage their intellectual property, contracts and corporate data. Ms Raffoul has been consistently ranked among the world's leading patent practitioners in *IAM Patent 1000* annually since 2014, and has been shortlisted as one of the most highly recommended patent prosecutors in Canada. In 2020 and again in 2021, she was recognised in the *IAM Strategy 300* as a global leader in leading the way in the development and implementation of strategies that maximise the value of IP portfolios. In 2019, Ms Raffoul was appointed to Ontario, Canada's first expert panel on IP. In 2020, she was appointed as an adviser to the Joint Minister's Roundtable on the Ontario Health Data Platform, chaired by Queen's Dean of Health Sciences, Dr Jane Philpott. In 2021, she led and taught Train-the-Trainer courses for the WIPO in Saudi Arabia and in Ukraine, and was also asked by WIPO to partake in a new pilot programme to assess the IP strategy of green technology companies located in Brazil.



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Professional associations

- LES USA CANADA
- IPIC
- AIPPI
- LES International

Sectors

- IP management consultancy
- Legal
- Licensing

IAM says:

"Extremely intelligent strategist" Natalie Raffoul is passionate about innovation and helping clients reach their commercial goals. Her astute commercial acumen means she builds patent portfolios with enforceability and monetisation in mind.



Will Rao

Shareholder/Partner – McAndrews, Held & Malloy Ltd
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Wil Rao is a seasoned patent lawyer and partner at McAndrews, Held & Malloy Ltd; a firm known for its exceptional, hands-on IP practice. He leverages both litigation and procurement mindsets to strategically counsel clients in patents, trade secrets and other IP areas; an uncommon skill combination that has delivered exceptional results.

He has been with the firm since 1997 and he counsels clients ranging from Fortune 500 corporations to small start-ups and individuals. He is recognised by both *IAM Patent 1000* and *Managing Intellectual Property's IP Stars*. *IAM* has said that clients turn to Mr Rao “when victory in a dispute is a commercial imperative”. It also noted that he “maintains many long-term connections with those he represents, not least as a result of his ability to productively and commercially address any patent issue”.

Mr Rao is a trial-experienced litigator who is programmed to look around all corners for his clients. He secures successful business outcomes using predictable budget arrangements. He has handled all facets of complex litigation, including pre-filing investigations to examining witnesses at trial. His court successes range from patent jury trials – including one that defined the written description law before trial – to a landmark trade secret case under Section 337 proceedings before the US International Trade Commission. His cases have included both single-patent, single-forum cases and multi-venue, multi-IP, multi-party litigations that proceeded in numerous countries. His appellate experience concentrates on the Court of Appeals for the Federal Circuit.

Mr Rao also harnesses his litigation experience to provide forward-thinking, strategic counselling in patent prosecution, written opinions, licensing and *inter partes* and post-grant reviews. His work has involved a wide range of legal issues and technology areas, including medical devices; gaming machines; sporting goods and equipment; heating, ventilation and air conditioning; railway carriage components; heavy machinery; baby and children’s products; consumer electronics; graphical user interfaces; furniture; hardware and tools; dental equipment; pigments; lubricants; and product designs.



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Professional associations

- AIPPI
- FCBA
- IPO
- ITCLA
- LES

Sectors

- Legal
- Licensing

IAM says:

Wil Rao is a seasoned professional in the IP world and has gained significant experience in patent litigation, as well as complex licensing and strategy matters. “His intersectional skillset is crucial to helping his clients succeed.”



Karl Reichenberger

VP, Chief Intellectual Property and IT Counsel – Johnson Controls Inc
www.johnsoncontrols.com

Karl Reichenberger is vice president, chief intellectual property and information technology counsel for Johnson Controls. He leads a team of skilled IP practitioners. Johnson Controls' patent portfolio has been recognised by various sources, including in LexisNexis Innovation Momentum 2023 – The Global Top 100.

Prior to becoming chief IP counsel, Mr Reichenberger held a variety of IP roles at Johnson Controls while also rotating through simultaneous assignments as the primary business legal partner to several Johnson Controls' businesses. These businesses included Chiller Products, Industrial Refrigeration, Digital Solutions, HVAC Controls and Retail Solutions. Prior to his time with Johnson Controls, he was an equity partner with Foley & Lardner, serving in their mechanical, electrical and green technologies practice groups. He is a registered patent attorney.

Mr Reichenberger is a techie at heart, and he enjoys the process of identifying and protecting innovative products, product features, and the intellectual property of those products and features, for innovators.

Johnson Controls is comprised of a global team of 100,000 experts in more than 150 countries. As a leader in smart, healthy and sustainable buildings and building technology, Johnson Controls' mission is to reimagine the performance of buildings to serve people, places, and the planet. Johnson Controls builds on a proud history of nearly 140 years of innovation. It works to deliver the blueprint of the future for industries such as healthcare, schools, data centres, airports, stadiums, manufacturing and beyond.



Johnson Controls Inc

Milwaukee
WI
United States

Professional associations

- Wisconsin State Bar
- USPTO Registered Patent Attorney

Sectors

- IAM/IC
- Legal
- Licensing
- M&A
- Technology transfer



Kevin Rivette

Managing Partner – Sherpa Technology Group
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Kevin Rivette is co-founder and managing partner of Sherpa Technology Group (formerly 3LP Advisors), a firm founded in 2008 that focuses on IP strategy development, patent portfolio transactions and IP-based investments. Sherpa has offices in Boston and Silicon Valley.

Before Sherpa, Mr Rivette was vice president of IP strategy for IBM and a senior adviser to the Boston Consulting Group on IP strategy. He is former chair of the USPTO oversight committee, a former member of the board of directors at Tessera Technologies, Inc (Nasdaq: TSRA) and the founder and CEO of two software companies.

Mr Rivette is the author of *Rembrandts in the Attic*, a widely read and foundational work on patent strategy. The book demonstrates how corporations can leverage their IP assets in ways that would transform their ability to achieve business goals, and it helped to revolutionise how IP assets are viewed in corporations across the world. He has spoken on the topic of patent strategies at numerous conferences, including the World Economic Forum in Davos, Switzerland.

Mr Rivette was inducted into the IP Hall of Fame in 2007, named one of The World's Leading IP Strategists by the *IAM Strategy 300* in 2009 and added to the *National Law Journal's* inaugural list of IP Trailblazers and Pioneers in 2014. He is a registered patent attorney.

Mr Rivette received his JD from Santa Clara University and his BS from the University of Kansas.



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Sectors

- Brokering
- Defensive patent aggregation
- Finance
- IAM/IC
- IP auctions
- IP management consultancy
- Licensing
- M&A
- Technology transfer
- Valuation



IAM says:

Kevin Rivette is an undisputed leader when it comes to creating commercial value from intellectual property. He draws on extensive in-house experience to provide insightful support and solutions.

Adam S Rizk

Partner – Mintz

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Adam Rizk is a partner in the IP group at Mintz. He focuses his practice on IP monetization, litigation, and strategic IP transactions. He represents clients in high-tech patent litigation in the International Trade Commission and Federal District Courts, and provides strategic counseling on portfolio management, mining, valuation, and IP revenue generation through patent sales, licensing, and multinational enforcement initiatives. He has handled some of the most noteworthy cases in the semiconductor device fabrication, processor, and video display industries on behalf of clients such as Globalfoundries and AMD.

Mr. Rizk brings a unique combination of technical knowledge and experience, strategic insight, and exceptional legal skill to his work as a patent transactions attorney and IP litigator. Mr. Rizk's technical background, which includes a masters in electrical engineering and work as a lead engineer before entering the legal profession, helps him truly understand clients' technologies. He uses that knowledge to help develop and successfully implement complex patent enforcement strategies which include global negotiations and litigation proceedings.

Mr. Rizk leads litigation teams at the International Trade Commission, enforcing patents against global manufacturers on behalf of patent owners ranging from entities with small portfolios to those owning thousands of patent families. This often includes leading interdisciplinary teams of technologists, expert witnesses, and litigators; coordinating complex international discovery; and examining witnesses and delivering oral argument at trial.

While acting as point person on ITC investigations, he helps to devise strategy for, and works closely with, litigators handling parallel cases in Federal District courts and in non-U.S. venues in China, Germany, Brazil, the UK and other countries. Through these efforts he creates consistent strategy for all cases, and enables the strongest outcome across all proceedings.

From among client patent holdings, Mr. Rizk helps clients identify the patents which have the greatest market potential, and devises and implements company-by-company monetization strategies based on the characteristics of individual infringers and their products.



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Sectors

- Brokering
- Defensive patent aggregation
- IP auctions
- IP management consultancy
- Legal
- Licensing
- Valuation



IAM says:

Adam Rizk is "an excellent communicator, a tireless worker for his clients' interests and a top ITC litigator with a strong sense of tactics". "He is also extremely good at tying litigation assertions of patents into broader licensing deals."

Rob Rodrigues

Attorney – Licks Attorneys

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Rob Rodrigues manages high-stakes business and intellectual property disputes in Brazil. He assists FORTUNE 500 companies and startups in matters requiring complex technical ability with strategic approach. He manages patent portfolios of the largest life sciences and telecommunications companies in the planet. His understanding of the Brazilian market makes him a "go-to" lawyer when dealing with enforcement measures.

Mr Rodrigues is an experienced attorney and acts as lead counsel in several preliminary injunction proceedings and patent trials. In addition, he assists clients with the largest transactions involving IP assets. His litigation-oriented mindset adds value when managing cross border risks. His clients praise his technical skills, his ability to perform under pressure and his outstanding leadership in the local community.

Rob is regularly recognised by leading publications, including *The Legal 500*, *IAM*, and *IP Stars*, with client sources describing him as "greatly skilled at advising on the most complex and high-profile M&A transactions," and noting that he "combines strong technical skills and a flair for complexity with commercial awareness, pragmatism and sound judgment." Rob earned an LLM from Stanford Law School, where he was lead editor of the Stanford Technology Law Review. He has also published articles in technology law journals around the world and is currently an editor of the Kluwer Patent Blog.



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Professional associations

- AIPPI
- IPO
- FCBA

Sectors

- IP management consultancy
- Legal
- Licensing
- M&A
- Technology transfer
- Valuation

IAM says:

"Roberto Rodrigues is an outstanding specialist who is extremely creative and business-oriented." "He has a deep understanding of IP issues and keen strategic insight, which he leverages to add value and monetise portfolios."



Graham Rogers

Partner – EisnerAmper LLP

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Graham Rogers is a partner in the forensic, litigation & valuation services group at EisnerAmper. Additionally, he leads the firm's Intellectual Property (IP) Services Group. His professional career spans more than 35 years. For more than 25 of these years, he has been assisting clients with their IP needs.

He has been retained as an expert to determine economic damages in a variety of IP litigation matters including patent infringement, trademark infringement, theft of trade secrets and copyright infringement disputes. He has testified in several federal jurisdictions as well as various state courts.

Additionally, Mr Rogers is certified to value intangible assets for a variety of needs. He has also assisted clients with their intellectual asset management needs including intangible asset inventories, pricing, and royalty audits.

Prior to joining EisnerAmper, Mr Rogers operated his own firm and held leadership positions for both Big Four and regional accounting firms. His prior experience has provided him with the practical foundation (economic modeling, discovery assistance, financial statement review and industry/market research) required to successfully handle expert witness needs, valuation matters and intellectual asset management engagements.


Following his graduation from the US Naval Academy, Mr Rogers served as a naval officer for seven years. While in the US Navy, he was an engineering officer aboard two naval warships responsible for machinery and personnel management, and quality control. While assigned to US Space Command's Cheyenne Mountain Air Force Base (NORAD), he was the most junior officer to ever attain the position of missile warning center crew commander and chief of standardization and evaluation.



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 @Graham__Rogers

Professional associations

- American Society of Appraisers
- Licensing Executive Society
- Royal Institute of Chartered Surveyors

Sectors

- IP management consultancy
- Licensing
- Valuation



IAM says:

"In addition to being an incredibly bright go-to IP damages expert, Graham Rogers is a wonderful human being." With more than 30 years of experience, he delivers thoughtful and methodical analyses, and communicates the most complex of ideas easily.

Bruce Rubinger

Managing Director – Global Prior Art Inc

rubinger@globalpriorart.com | www.globalpriorart.com

Bruce Rubinger is an internationally recognised top strategist for IP Defence. GPA specialises in litigation and post-grant proceedings; currently 25 per cent of all successful IPRs rely on strong prior art uncovered by his team. He is the managing director and founder of Global Prior Art, which supports complex, high stakes disputes in both US (Federal, ITC, PTAB) and foreign courts (eg, Britain, China, Germany, Japan). GPA is recognised by its mark, 'the Most Trusted Name in IP Research'.

Dr Rubinger has created a unique process that consistently yields stronger findings by leveraging his background in decision analysis and experience addressing 20,000+ cases over 40 years. The impact of this process is highlighted in his webinars and articles.

GPA provides a diverse spectrum of IP services, including IP due diligence, licensing support, strategic portfolio strategy, that captures key patent assets and accurate landscapes. A pioneer in the field of IP strategy, he is an inventor of the Interactive Global Map. His latest innovation allows clients to systematically identify and capture big opportunities in a crowded space, while elevating portfolio and R&D strategy. Recent work also demonstrated how to effectively utilize AI Tools to attain proactive IP strategies.

Dr Rubinger and his team cover a wide range of technologies, with deep expertise in AI, computer architecture, electronics, semiconductors, software, security, social media, transportation, oil/gas, wireless communications, biotech, pharmaceuticals and medical devices.

Dr Rubinger's background comprises both technology and the science of decision-making. He holds a BSEE, an MSEE and a PhD in systems science. His dissertation addressed non-linear filtering and its application to prediction and estimation, funded by a NASA fellowship. He began his career with Hughes Aircraft.

Articles and presentations:

- Optimising the integration of AI and Human Intelligence – Lessons for Tomorrow's IP Practice – IAM 7/27/2022
- Critical Insights Gleaned from Rich IP Data with Human Intelligence: Predicting and Creating the Future – IAM Webinar 3/23/2022
- For additional articles see Market Insight profile for Bruce Rubinger



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Professional associations

- IEEE
- Eta Kappa Nu
- Product Development and Management Association
- LES
- Boston Patent Law Association

Sectors

- Defensive patent aggregation
- Finance
- IAM/IC
- IP management consultancy
- Legal
- Licensing
- Valuation



IAM says:

Bruce Rubinger enjoys a diverse practice, and is particularly appreciated for his "expert advice and extremely helpful assistance in taking forward patent litigation action". He is a diligent and detail-oriented practitioner with superb problem-solving capabilities.

David Ruder

Managing Director – VALE Insurance Partners
druder@valeip.com | www.valeinsurancepartners.com

David Ruder is co-lead of the intellectual property practice of VALE Insurance Partners. VALE is a managing general agency that focuses on writing specialty property & casualty insurance and placing the risk with sponsoring insurance carriers.

Mr Ruder has broad intellectual property experience and works closely with investors and insurers as they understand opportunities and risks associated with IP finance.

He is an experienced IP executive who has worked with several leading companies in the intellectual property industry. He was part of the original team at RPX Corporation, having joined the company at its launch in 2008. At RPX, Mr Ruder was part of the original business development and corporate development teams and worked with dozens of RPX clients on various matters. While there he also led the creation of RPX Insurance Services and the RPX Risk Retention Group.

Mr Ruder began his career working as an investment banker for Morgan Stanley Dean Witter and practised IP law for Kirkland & Ellis. As co-founder and CEO of River West Brands LLC, he pioneered the business of acquiring and licensing dormant trademarks. He was one of the earliest employees at Ocean Tomo and sourced investments for patent investment firm Altitude Capital Partners.

Mr Ruder received his MBA from the Kellogg School of Management, his JD from the Northwestern University School of Law and his BA from Williams College.



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Sectors

- Defensive patent aggregation
- Finance
- IP insurance
- IP management consultancy
- Licensing

IAM says:

"David Ruder is on the cutting edge of new thinking regarding IP financing and insurance. He is highly experienced, has a brilliant mind, and provides excellent strategic insights that are easy to implement."



Elizabeth Rudersdorf

Partner – Steger IP, LLC
elizabeth@stegerip.com | www.stegerip.com

Elizabeth Rudersdorf is a partner at Steger IP. Her practice focuses on monetisation of IP assets and strategic counselling to patent owners and investors with respect to IP assets. She currently acts as outside general counsel to Allied Inventors LLC.

Ms Rudersdorf has extensive experience in the monetisation and valuation of IP assets and strategic counselling related to building and extracting value from IP portfolios. Her transactional work includes patent sales and licensing and has returned value to her clients to the tune of billions of dollars. She has also performed valuations for companies ranging from start-ups to large corporations that have been used to raise investment funds and secure debt. Over her 15 years of experience, Ms Rudersdorf has represented the patent owner in the largest patent sale ever and the patent owner in the largest IP-backed secured debt financing deal in history. Since joining Steger IP, she represents a handful of clients and their high-value portfolios and has closed dozens of transactions for those clients in the form of sales, licences and other transfers of IP rights. Ms Rudersdorf also has experience in patent litigation and international arbitration work.

Ms Rudersdorf has most recently worked in-house as general counsel at Allied Inventors. Before that, she was a partner at a boutique IP-focused firm, and an associate at a large international firm, both in the United States and the United Kingdom. Through her years in practice, she has represented inventors, small companies, investors and some of the largest patent owners in the world. She has been recognised as an Illinois Super Lawyer for excellence in the practice of law.



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Sectors

- Brokering
- IP management consultancy
- Legal
- Licensing
- M&A
- Technology transfer
- Valuation

IAM says:

"From its conception through its commercialisation, Elizabeth Rudersdorf has a comprehensive understanding of IP strategy and administration. She combines all the technical, business and legal factors available to provide a comprehensive perspective, and outlines each step required to meet her clients' business goals."

STEGER IP

Matteo Sabattini

Consultant – Convida
www.convidawireless.com

Dr Matteo Sabattini is a thought leader in the IP space. He has years of expertise in technology licensing and IP strategy, and his background blends business, policy and technical skills. He has published extensively and regularly speaks at industry events on IP matters. He holds an MBA from the George Washington University (GWU), a PhD in electrical engineering from the University of California, San Diego (UCSD) and a Laurea Magistrale also in electrical engineering from the University of Bologna.

Dr Sabattini is currently leading strategic initiatives and licensing activities at Convida, a pioneer in research and innovation for IoT and cloud services. Formed in 2012 as a joint venture between Sony Corporation of America and InterDigital, Convida's patented technology helps lay the groundwork for a future where everything, in every home, business and industry, is connected. Dr Sabattini in the past held positions at Ericsson, the Sisvel Group, InterDigital and other leading organisations in the IP industry. He also held several teaching and research positions in wireless and mobile communications at UCSD and at the German Aerospace Centre (DLR).

Dr Sabattini is a member of the board of the Licensing Executive Society International (LESI). He also currently serves as the senior vice president for standards and is part of the management council of the Licensing Executives Society (LES) USA and Canada. He is an IEEE senior member, a Beta Gamma Sigma lifetime member, as well as a member of the MIT Enterprise Forum. He is active in the community and has served on several boards of non-profit organisations. He is an avid skier and a mediocre surfer.



Convida

Wilmington
DE
United States

 @msabatti

Professional associations

- LES
- MIT Enterprise Forum
- Beta Gamma Sigma
- IEEE

Sectors

- Licensing

Paul Saraceni

Vice President, Global IP Counsel – NIKE Inc

www.nike.com

Paul Saraceni is vice president and global IP counsel of Nike, where he leads the global team responsible for the creation, management and protection of Nike's utility and design patents, trademarks, copyrights and trade secrets, with respect to the company's physical and digital products, apps and services, and the negotiation of IP-related transactions, including strategic partnerships, acquisitions and divestitures, and IP licences.

Mr Saraceni was vice president and chief IP officer at RPX, helping to take the patent aggregator from venture-backed start-up to publicly traded company. Before joining RPX, Mr Saraceni was vice president and associate general counsel of IP strategy and transactions at Yahoo!, and senior IP counsel at Intel. Before moving in-house, he was a partner in Silicon Valley IP boutique Derwin & Siegel and a patent litigation and IP transactional attorney at Weil, Gotshal & Manges.

Mr Saraceni has led and negotiated many IP-related transactions and prosecuted and litigated patents encompassing a wide variety of technologies, including athletic footwear and apparel, semiconductors, software, telecommunications, electronics, manufacturing methods, materials and equipment. He has significant experience in business development and deal structuring in Asia and is a frequent speaker on IP transactions and strategy.

Mr Saraceni holds a BS in engineering (computer science and computer engineering) from Bucknell University, an MBA from Rensselaer Polytechnic Institute and a JD from the University of North Carolina School of Law, where he was a notes editor of the *North Carolina Law Review*. He is a registered patent attorney before the USPTO and a member of the state bars of California and Texas.



NIKE Inc

San Francisco CA

United States

Sectors

- Defensive patent aggregation
- Legal
- Licensing
- M&A
- Technology transfer
- Valuation



Jon Scahill

Chief Executive Officer – Quest Patent Research Corp
 jscahill@qprc.com | www.qprc.com

Leading Quest since 2007, Jon Scahill has over 15 years' experience identifying, vetting, negotiating for and monetising intellectual property. He has engaged assets as an owner, purchaser, licensee, licensor, plaintiff and defendant. He has advised and negotiated transactions on behalf of and opposite major corporations, individual owners, investors, hedge funds and litigation counsel.

During his tenure, Mr Scahill has grown Quest's portfolio from a single patent asset to over 250 patents under management across 18 portfolios. Quest manages a financing facility of over \$50 million-dollars dedicated to additional portfolio acquisitions and monetisation efforts.

Mr Scahill holds a BS in chemical engineering from the University of Rochester, an MBA in finance, strategy and operations from Rochester's Simon Graduate School of Business and a JD from Pace Law School. Mr Scahill is admitted to practise in New York, Florida and the District of Columbia and he is a registered patent attorney admitted to practise before the United States Patent and Trademark Office.

Quest offers a suite of value-added services to owners, IP attorneys, small businesses and corporations to drive revenue from innovative, distressed, dormant or under-managed IP assets. The company trades on the OTCQB Venture Market under the ticker QPRC. Quest affords investors an opportunity to participate across a broad portfolio of dynamic assets in the burgeoning intellectual property space.




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 @QPRC

Sectors

- IP management consultancy
- Licensing
- Technology transfer
- Valuation

IAM says:

Jon Scahill is appreciated for his well-rounded advice, business-savvy approach and keen sense for monetisation opportunities. He has navigated many successful high-value transactions through to a successful close for a broad range of clients.



Kimberly J Schenk

Principal – Charles River Associates
 kschenk@crai.com | www.crai.com

Kimberly J Schenk is a vice president in the IP practice at Charles River Associates. She has nearly 20 years' experience evaluating damages in IP matters. She has provided expert witness testimony in patent, trade secret, trademark and copyright litigation engagements across a variety of industries, including software, medical devices, telecommunications, pharmaceuticals and consumer products. Her experience includes quantifying damages in the form of lost profits, reasonable royalties, price erosion and unjust enrichment. She has also evaluated commercial success as a secondary consideration of non-obviousness and irreparable harm in the context of preliminary injunctions. Ms Schenk has testified as an expert witness in deposition and at trial in cases pending in Federal and State Court.

In addition to her experience in IP matters, Ms Schenk has performed damages assessments for a variety of other types of business disputes, including breach of contract litigation and general commercial disputes. She has been involved in valuations of patents and patent portfolios, trademarks, non-competition agreements and other intangible assets. She has also managed several large business valuation projects in the context of estate tax and transfer pricing disputes.

Ms Schenk earned two BSc's in finance and economics from the Smeal College of Business Administration at Pennsylvania State University, with honours in economics, and holds an MA in forensic accounting from Florida Atlantic University. She is a certified public accountant and is certified in financial forensics.



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Professional associations

- ABA
- AIPLA
- AICPA

Sectors

- Licensing
- Valuation

IAM says:

"Kimberley Schenk is an industry go-to for expert advice and testimony, and her clients benefit from her stellar career and experience. She combines legal knowledge with tremendous business savvy to help clients to grow and develop in a way that few other individuals are capable of."

CRA Charles River
 Associates

Scott Edward Schneider

Patent Engineering Lead, APAC & EMEA – IBM

www.ibm.com

Scott E Schneider is the patent engineering lead for APAC & EMEA at IBM and a Senior Technical Staff Member. He has over 30 years of combined software engineering and IP industry experience. Mr Schneider leads a talented team of patent engineers who support patent monetisation deals in Asia-Pacific, Europe, the Middle East and Africa. His team technically guides, develops, and supports various patent licensing and assignment opportunities between IBM and a diverse set of companies. In his role, he applies a thoughtful mix of technical and business acumen to delight customers. Mr Schneider frequently brainstorms creative new monetisation approaches to advance the business in new ways.

Given that the IBM portfolio has well over 60,000 active worldwide patents, to be most productive, Mr Schneider needs to efficiently find the most valuable patents in the portfolio that apply in varying and specific circumstances. He has honed his patent analytics skills over the past 13+ years, leading to numerous novel patent mining approaches and techniques. He has codified many of these novel techniques into automated software tools.

Mr Schneider's deep software expertise spans the architecture, design and development of open-source and commercial systems through object-oriented approaches. His research interests focus includes design patterns, programming models and languages, and augmented/artificial intelligence as it applies to patent analytics. With a background in speaking at software development conferences, Mrs Schneider is now a frequent panelist and speaker at global IP conferences, providing his thoughts on patent monetisation and analytics.

Mr Schneider holds a BS in electrical engineering from the Georgia Institute of Technology. He is a member of the Association for Computing Machinery and in 2016 he was inducted into the IBM Academy of Technology. Mr Schneider is also an IBM Master Inventor with more than 65 pending and granted patents. At IBM, Mr Schneider actively promotes, shepherds and evaluates inventions as invention development team chair in strategic emerging areas like the Metaverse.



IBM

Research Triangle Park NC
United States

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Professional associations

- IBM Master Inventor
- IBM Academy of Technology
- IBM Metaverse IDT Chair
- ACM

Sectors

- Brokering
- IP auctions
- IP management consultancy
- Licensing
- Valuation



Christopher L Schulte

Managing Director – Ankura Consulting Group, LLC
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Chris Schulte is a managing director in the intellectual property practice of Ankura Consulting Group LLC, a global business advisory and expert services firm. Ankura's IP practice is dedicated to advising clients on the financial aspects of intellectual property, including valuation, litigation, strategy and transaction services.

Mr Schulte's practice has focused on the financial, economic and strategic issues pertaining to intellectual property since 2003. Most of this work has focused on the valuation and licensing of intellectual property and the determination of financial damages in intellectual property litigation. Mr Schulte has consulted with clients regarding licensing, damages and valuation issues associated with patents, trade secrets, trademarks and copyright. Many of his litigation support engagements have included the analysis of financial and accounting data to quantify reasonable royalties, lost profits and unjust enrichment. Mr Schulte is regularly engaged as a damages expert and has testified in deposition and trial proceedings.

Mr Schulte has also provided analytic and strategic support to clients engaged in licensing negotiations, patent portfolio sales and acquisitions, bankruptcy proceedings and other business transactions. Mr Schulte's clients have ranged from start-ups and other small companies to publicly traded corporations. While his consulting experience spans across industries and technology areas, Mr Schulte has worked extensively within the automotive, aerospace, medical device, pharmaceutical, apparel, high-tech and consumer products industries.

Mr Schulte holds a BBA with an emphasis in finance from the University of Michigan Business School (now the Stephen M Ross School of Business), where he graduated with high distinction. Mr Schulte is a certified licensing professional (CLP) – a designation initiated by the Licensing Executives Society (LES).

Mr Schulte currently chairs the Valuation Committee of the Licensing Executives Society International (LESI), and Mr. Schulte has previously chaired the Patent Damages Subcommittee of the American Intellectual Property Lawyers Association (AIPLA), the Valuation and Pricing Committee of LES, and vice-chaired the Automotive and Aerospace Committee of LES. Mr Schulte has also published articles and lectured about IP licensing, valuation and damages-related issues.



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Professional associations

- LES
- AIPLA
- LESI

Sectors

- Finance
- IP management consultancy
- Licensing
- M&A
- Technology transfer
- Valuation

IAM says:

"Christopher Schulte is a very capable IP valuation specialist and his passion and dedication to his clients is one of his many strengths. He has a remarkable resumé and is deeply experienced."



Kevin Scott

Licensing Program Leader – Philips

www.ip.philips.com

Kevin Scott has been managing IP licensing programmes for Philips for over 20 years, and has been part of the management team of Philips Intellectual Property & Standards since 2019. Philips Intellectual Property & Standards is a leading industrial IP organisation that handles all IP matters for Royal Philips. Dr Scott leads a successful global licensing team focusing on the licensing of SEPs for cellular handsets and televisions, which make a significant contribution to Philips' licensing revenues.

Philips invests billions of euros in research and development and has a long history in making many resulting technologies available to third parties through licensing. Patent and technology licences can be obtained directly from Philips' own global licensing team, and in certain cases also through patent pools and partnerships. For decades, Philips Intellectual Property & Standards has been at the forefront in developing standards, patent pools and other innovative solutions to promote the IP marketplace.

Dr Scott has over 25 years' experience in IP and before that in R&D with Philips Research. Since 2002 he has been responsible for licensing out of Philips' patents in a range of areas including digital radio, television and cellular handsets. He has a proven track record in dealmaking with companies both large and small. He also has considerable experience in managing SEP litigation, helping to obtain many positive results which facilitated licensing agreements. Dr Scott represents Philips in the IP Federation and CIPA.

Dr Scott holds a BA in Natural Sciences from the University of Cambridge, a PhD from University College London and is a British and European patent attorney.



Philips

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Professional associations

- epi
- CIPA

Sectors

- Legal
- Licensing
- Valuation



John Sears

Senior Partner – Sole Practitioner
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With over two decades of early-stage technology experience, John Sears is a go-to advisor for startups, venture capital firms and university tech transfer offices. He empowers clients to protect, invest in, and commercialise cutting-edge technologies across varied industries.

Dr Sears brings diverse experiences to bear with clients: managing legal operations and diligence for venture capital; running research labs; teaching at leading universities; working in startups and university tech-transfer offices; and managing and prosecuting complex intellectual property strategies. A quantum chemist by training, he was faculty at Georgia Tech focused on developing new materials for organic electronics. Since then, he has worked with technologies ranging from biotechnology and pharmaceuticals to polymer and material science, to medical devices and equipment, to advanced electronics and robotics, to artificial intelligence and machine learning.

Investors and companies alike seek Dr Sears' expertise in navigating complex issues during the diligence of venture capital investments. With deep technical and industry understandings, he and his team provide unparalleled insights navigating complex deals involving advanced technologies.

Early- and growth-stage companies turn to Dr Sears and his team for assistance with developing and executing intellectual property strategies across a range of technologies—from chemistry and pharma to electronics and robotics. He has experience structuring licensing, joint-development, and other complex partnerships across each of these industries.

Dr Sears also works with university clients and understands the needs of university technology transfer. He is active in the Association of University Technology Managers (AUTM) and frequently presents to technology-transfer offices and at regional and national AUTM meetings.

Before JMIN, Dr Sears founded Innovators Legal, a boutique firm for universities, startups, and investors. After experiencing rapid growth and building a reputation of excellence, Innovators Legal merged with JMIN in 2023 further amplifying his team's strength and ability to assist clients.

A registered patent attorney and Certified Licensing Professional, Dr Sears received his JD from Wake Forest University, his PhD in computational materials chemistry from Georgia Institute of Technology, and BSc degrees in chemistry and mathematics from The University of the South.



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🐦 @John_S_Sears

Professional associations

- Angel Capital Association
- Georgia Intellectual Property Alliance
- Association of University Technology Managers
- Chemical Angel Network
- Startup Runway Foundation

Sectors

- Legal
- Licensing
- M&A
- Technology transfer

IAM says:

John Sears provides "exemplary strategic advice to create value from intellectual property". "He really understands the needs and challenges of smaller venture-backed companies when creating and executing an IP strategy."

Börge Seeger

Partner – Neuwerk Rechtsanwälte

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Börge Seeger is a partner at NEUWERK. His practice covers all aspects of IP and IT law, including IP licensing and partnering, technology transfers, joint ventures and alliances, software and IT outsourcings, data protection and privacy, as well as complex commercial law matters.

In addition, Mr Seeger has extensive experience in assisting clients from the life sciences and healthcare sector. He regularly advises biotechnology companies, pharmaceutical companies and medical device manufacturers on product divestitures, licensing arrangements, R&D collaborations, clinical trial agreements and distribution matters, as well as on numerous other issues relating to the development, manufacture and marketing of their products. At NEUWERK, he heads the life sciences focus group.

Mr Seeger recently advised the University Clinic of Cologne, Germany, on a global licence and collaboration agreement with mRNA specialist BioNTech for the joint development of new approaches against HIV. He also recently advised multinational health care company Fresenius on all legal matters in connection with the global outsourcing of its central IT services, covering approximately 60,000 employees in more than 1,000 sites worldwide.

Recommended as "incredibly responsive" and "fun to work with", Mr Seeger is praised by clients as "our go-to guy" for both IP and IT matters.

Mr Seeger is a German lawyer and certified licensing professional. He is a co-author and editor of *Newsdienst Compliance* – one of Germany's leading law journals for corporate and compliance managers, published by CH Beck – in which he publishes on current IP, licensing, IT and data protection issues. He has also co-authored the second edition of the *German Handbook of Pharmaceutical Contracts*.

Mr Seeger is a lecturer at the Center for Transnational IP, Media and Technology Law and Policy at Bucerius Law School (Hamburg, Germany), and a fellow at the Center for Internet and Society at Stanford Law School, United States. He is active in a number of trade and professional associations, and is a regular speaker on IP and IT issues at workshops and professional conferences.



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Professional associations

- DAJV
- GRUR
- LES
- DGRI

Sectors

- IP management consultancy
- Legal
- Licensing
- M&A
- Technology transfer

IAM says:

"Börge Seeger is the expert you turn to for excellence and achievement in the life sciences field. He has extensive experience over many years in licensing and complicated transactions, and he is perfectly aware of how to extract value from patent portfolios."



Britten Sessions

Adjunct Faculty Law Professor – Lincoln Law School of San Jose
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Britten Sessions has years of experience at every stage of the patent process, including early-stage IP opportunities, strategic preparation and procurement of patents and alignment of patent portfolios with business strategies.

Additionally, Mr Sessions is the founder and supervising attorney of the Intellectual Property Law Clinic at Gonzaga University School of Law. In that capacity, he teaches IP-related classes, and manages student/clientele interactions with the IP Clinic. He previously was Associated Dean of Intellectual Property at Lincoln Law School of San Jose, where he also founded and directed its IP Clinic, and the school's MLS and LLM IP-focused programmes. He has also authored several peer-reviewed publications and many IP-related books and textbooks.

Further, as a patent attorney at Zilka-Kotab PC, Mr Sessions provides patent and licensing-related legal counsel to groups of all sizes – from individual inventors to Fortune 500-sized companies. He has advised on hundreds of patent enforcement, acquisition, licensing and other monetisation transactions. To that end, he has assisted companies in monetising patent assets yielding more than US\$100 million in returns. In addition, he has assisted in turning unmarketable pending patent portfolios into viable revenue streams supported by seven to eight-digit transactions.

Mr Sessions has been repeatedly recognised as a lawyer by *Super Lawyers* (2016-2022) and listed in the Top 40 under 40 by *Silicon Valley Business Journal* (2016). Further, he chaired the high-tech section of the Santa Clara County Bar Association for 2015-2016.

While Mr Sessions specialises in every stage of the patent process, one key differentiator is his expertise in early-stage IP opportunities, which combines his talents of early recognition of winning technology, strategic procurement of enforceable patents and development of licensing-focused business strategies from the ground up.



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Professional associations

- National Association of Patent Practitioners

Sectors

- Legal
- Licensing

IAM says:

Britten Sessions knows exactly how to give patent portfolios commercial impetus. He is hailed as "a vibrant, involved, technologically skilled and experienced practitioner with an exceptional understanding and analysis of IP issues".



Pallavi Shah

Managing Director, Transactions – Mobity LLC
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Pallavi Shah is the managing director of transactions and alliances at Mobity LLC. She is a FINRA-registered broker-dealer through GT Securities (member FINRA/SIPC) and has served venture-backed companies as board observer. She is renowned in the IP investment banking community as a fearless negotiator and deals closer who consistently delivers high-velocity and premium outcomes to clients. She has closed 75+ IP transactions in the last five years.

Mobity is a Silicon Valley boutique specialising in transaction brokering, venture incubation and acceleration, and business transformation. Since 2002, Mobity has served Fortune Global and small to medium-sized organisations worldwide as their trusted strategic adviser and deal broker. Clients retain Mobity as their (often exclusive) transaction adviser for Ms Shah's incredible over 90 per cent close rate and connections to the thousands of decision-makers at various operating, venture capital, private equity and other companies globally.

Before joining Mobity in 2020, Ms Shah served Houlihan Lokey (NYSE: HLI) as head of IP transactions. Earlier, at HP she served in various IP strategy, product management and business incubation executive roles where she nurtured, marketed and monetised HP's innovations through lucrative channel, technology licensing and patent sales deals. At Sun (now Oracle), she invented, productised and commercialised leading-edge streaming media technologies in various engineering and market development roles where she cultivated and managed over 120 digital media strategic alliances that generated over US\$250 million in new revenues annually. She also chaired the MPEG-4 Java international standards committee and contributed to the ISO image/video compression standards. At Stanford Research Institute, she pioneered and showcased the world's first interactive HDTV.

Ms Shah is an acclaimed media spokesperson, the inventor of 18 highly referenced patents worldwide and a published author, including "The role of IP and Intangible Assets in Tech Private Placements", a chapter in the 2023 Springer Nature book *IP Management for Startups*.

Over 260 patents and over 200 publications by many mega-cap technology and media companies have cited her work. She holds a BE in electronics and telecommunications engineering from the Savitribai Phule Pune University (Maharashtra, India) and an MS in electrical engineering from Utah State University (UT, United States).



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Professional associations

- ChIPs
- TiE Silicon Valley

Sectors

- Brokering
- Finance
- IP management consultancy
- M&A

IAM says:

"Pallavi Shah is a highly skilled expert in the field of intellectual property and provides a top-notch service. She has cultivated strong, trustworthy relationships with clients in Asia, the United States and Europe, and has played a pivotal role in high-value IP transactions. She is outstanding."



Sangeeta G Shah

Shareholder – Brooks Kushman PC

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Sangeeta G Shah serves as Brooks Kushman's CEO and is responsible for leading the firm's executive committee. She also works closely with several Fortune 500 clients for whom she provides strategic guidance on maximising the value of their IP portfolios. As an early leader in *inter partes* review proceedings, Ms Shah remains at the forefront of post-grant practice. Drawing on her multi-faceted expertise, she has extensive experience successfully implementing enforcement programmes that leverage the interplay of IP rights, re-examinations, strategic prosecution and patent litigation.

Brooks Kushman has a powerful reputation within the legal community, made stronger under Ms Shah's guidance. Her leadership has driven the firm and its dynamic team to refine mentoring and training programmes, develop niche expertise in growth areas and implement the latest client-centric technology and analytics tools. Due to her vision and strategic planning, Brooks Kushman has not only remained the largest IP firm in Michigan, but has also strengthened its client base outside Michigan, attracting a myriad of clients in markets such as Silicon Valley, Chicago, Los Angeles, Germany and Asia.

Before becoming CEO, Ms Shah served as the firm's chief diversity officer. In that position, she developed a range of diversity, equity and inclusion initiatives within and outside of the firm. Under her leadership, the firm was recognised in 2018 and 2019 by ChIPs and Diversity Lab as a national Honor Roll Firm for its dedication to advancing diversity and inclusion. Ms Shah also hosts the *Breaking Mindsets* podcast, where she interviews leaders who have accomplished great change in their field.

Ms Shah serves in leadership roles and committees for several local and national organisations to foster the development of diverse professionals, including serving as a chapter founder for ChIPs (Chief IP Counsel) Network and the founder of Retooling Detroit. She is currently working with the Institute of Continuing Legal Education and the Oakland County Bar Association to develop a series of educational webinars and practice guidelines on inclusion issues impacting the legal profession.



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Professional associations

- Intellectual Property Owner's Association
- American Intellectual Property Law Association
- ChIPs Network
- Women Lawyers Association of Michigan
- Leadership Council on Legal Diversity

Sectors

- Legal

IAM says:

Sangeeta Shah's expertise spans a range of industries, but she truly excels when working with Fortune 500 clients in the field of chemical and mechanical technology. She is proficient in simplifying complex issues and she approaches every challenge strategically.



Conor Sheehan

Vice President of IP Business Development – UnitedLex Corp
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Conor Sheehan is a vice president of IP business development at UnitedLex, a pioneer in the provision of data and professional services for global intellectual property departments, high performing law firms and corporate legal departments, primarily in the areas of IP, litigation/investigations, contracts, compliance and legal operations.

Mr Sheehan has over 25 years of intellectual property experience and expertise. He is known throughout the industry and is an expert in fostering strong client relationships and closing complex IP deals. He currently manages the global IP business development activities at UnitedLex. He is a vastly experienced business development professional, possessing strong technical, negotiation and business skills. He has a technical background in semiconductor, consumer electronics and wireless technologies.

Prior to joining UnitedLex, Mr Sheehan worked at both TechInsights and Semiconductor Insights as a VP sales and business development. He advanced the internal core staff and nurtured client relationships throughout Asia, Europe and North America for over two decades. He has successfully managed hundreds of deals and has been directly involved with reverse engineering, claim charting, transactions and competitive intelligence for many of the world's top 50 semiconductor, automotive and consumer electronics companies globally.

When not working in IP, Mr Sheehan enjoys a post-rugby career of playing golf, socialising with great friends and not taking himself too seriously.



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Sectors

- IP management consultancy
- Licensing
- M&A
- Technology transfer
- Valuation

IAM says:

"When it comes to IP transactions, Conor Sheehan has a reputation for making things happen. His ability to use his global network to make connections and introductions is critical to creating new opportunities and rescuing projects running into trouble. He is one of the best professionals in the industry."



Nilanshu Shekhar

Managing Partner – KAnalysis Consultant Pvt Ltd
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Nilanshu Shekhar has been working in the field of IP rights for nearly two decades now. An engineering graduate in biotechnology and with a masters degree in industrial microbiology, he worked extensively as a patent researcher and patent writer before his brush with the law, but a positive one, that is attending law school.

He founded KAnalysis with his partners in 2007, hand-holding it from infancy when it was a three-person organisation to a full-fledged boutique law firm with over 30 lawyers and 70 professionals.

"Coming from any engineering background helped me apply more analytical and responsive approach towards the problem solving against the IP issues with a proven history of success. Being a persistent problem solver has helped [me] thrive on challenges, excel under pressure and gets the job done," he says.

He currently counsels clients on all aspects of IP matters ranging from protection, enforcement to monetisation. The illustrious clientele and reputation of KAnalysis have been built brick-by-brick over the past 15 years with a non-compromising process-based approach.

"We always work in close coordination with the client, ensuring that they are legally protected while focusing on their end business goals, rather than being just a law firm providing legal services. We are not a plain service provider, but believe in adding value and working together towards achieving business goals." he says.

KAnalysis is currently handling a portfolio of over 15,000 patents and 12,000 trademarks in over 40 countries.

Apart from law firm activities, he has been actively involved in various pro-bono work such as IP-Help Desk for Startups and conducting IPR workshops at various universities and research institutes in India to help spread awareness about IP. He has also been active in formulating IP strategies of major corporations by working together with their R&D teams to streamline IP asset management.

He dreams of making India an IP hub by promoting awareness and helping individual inventors and startups build and leverage IP assets globally.



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Professional associations

- Patent Information Users Group (PIUG)
- Delhi Bar Council and All India Bar
- International Trademark Association (INTA)
- Asian Patent Attorneys Association (APAA)
- Associated Chambers of Commerce and Industry of India (ASSOCHAM)

Sectors

- IAM/IC
- IP management consultancy
- Legal
- Licensing
- Technology transfer

IAM says:

"Nilanshu Shekhar is a consummate professional who helps his clients' innovations to succeed and create positive change. His accomplishments are testament to his exacting and diverse skillset. He provides multifaceted strategies that integrate legal expertise and commercial understanding."



Sean Sheridan

Principal – Charles River Associates
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Sean Sheridan is a vice president in the IP practice at Charles River Associates. He provides economic and financial consulting, analysis and expert testimony in complex IP litigation. Dr Sheridan has developed numerous damages analyses related to patent infringement, breach of contract and trade secret misappropriation, including analyses quantifying lost profits, reasonable royalties and unjust enrichment. He has analysed commercial success, the economic impact of injunctions and the economic prong of the domestic industry requirement in International Trade Commission proceedings. He has also provided financial consulting services for a variety of non-litigation purposes, including transaction due diligence, licence negotiations and strategic decision-making. The engagements he has worked on span a wide range of industries, including telecommunications, hand-held mobile devices, oil and gas, pharmaceuticals and biologics, medical devices, biotechnologies, automotive technologies, computer software and hardware, insurance and financial products, consumer products, and electronic health records.

Prior to working as a consultant, Dr Sheridan was an assistant director at the University of Chicago's technology transfer office. In that role he negotiated numerous licences, collaboration agreements and other agreements with companies ranging from Fortune 500 firms to small start-ups.

Dr Sheridan is a frequent speaker and instructor on IP valuation, and also publishes on related topics.



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Professional associations

- LES
- AUTM
- AIPLA

Sectors

- Legal

IAM says:

"Sean Sheridan's expertise in infringement, damages, strategy and licensing, as well as an incredible level of technical understanding of the pharmaceutical and medical devices space, provide his clients with top-tier, cost-effective solutions that consistently provide positive results."

CRA Charles River
 Associates

Raymond Sims

Vice President – Charles River Associates
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Raymond Sims is a vice president in the IP practice at Charles River Associates. He has more than 35 years' experience consulting for a wide variety of clients on issues relating to valuation, strategic management and negotiating strategy involving IP assets. He frequently advises companies and their counsel on economic issues in commercial litigation and has served as an expert witness in more than 200 patent litigation matters.

Mr Sims has been retained on behalf of both plaintiffs and defendants in high-stakes litigation matters involving patents in a variety of industries, including pharmaceuticals, biotechnology, consumer electronics, medical products, chemicals, automotive, computers and software, telecommunications, aerospace and consumer products. In each of these cases, Mr Sims has used his experience and expertise in patent valuation and economic analysis to determine damages suffered by patent owners resulting from infringement of their proprietary technologies. These damages have included lost profits from lost sales and price erosion, as well as reasonable royalties for use of the asserted patents. Mr Sims' testimony has been accepted in courtrooms throughout the United States and Canada in more than 70 trials and he has offered opinions in seminal cases involving patent damages, including *Grain Processing Corporation v American-Maize Products Company*. More recently, Mr. Sims was the expert for ViiV Healthcare in its patent litigation against Gilead in which it received a settlement of \$1.25 billion plus ongoing royalties for Gilead's use of its patents relating to dolutegravir, an antiretroviral medication used to treat human immunodeficiency virus (HIV).

Mr Sims has also used his expertise to address the issue of commercial success as a secondary consideration of non-obviousness in cases where accused infringers have challenged the validity of patents. In these cases, he has performed analyses of economic factors critical to assessing the level of, and reasons for, a product's success in the market.

Before Charles River Associates, Mr Sims headed the IP practice at AT Kearney, Inc, where he was a vice president in the firm's economic consulting group. Prior to that, he was a partner in Price Waterhouse's dispute analysis and corporate recovery practice and was co-leader of the firm's IP practice. In both positions, Mr Sims focused his efforts on consulting on issues relating to intellectual property, especially in litigation matters.



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Professional associations

- LES

Sectors

- Legal
- Valuation

IAM says:

Outstanding litigator Raymond Sims has an exceptional reputation in navigating complex global matters for his clients and he provides excellent insights with respect to IP strategies. He is truly dedicated to his clients' needs and always delivers on quality.



Abhimanyu Singh

Deputy General Counsel, Intellectual Property – Motional

www.linkedin.com/in/abhimanyusingh13/

Abhimanyu Singh leads the IP law group at Motional – a joint venture between Aptiv and Hyundai Motor Group focused on developing and deploying self-driving technology at scale. In this role, Mr Singh manages a small team of in-house IP professionals and a respected group of outside counsel and subject matter experts to minimize Motional's IP risk in a cutting-edge industry. Mr Singh focuses on developing a data-driven, monetizable, litigation-proof IP portfolio to support Motional's long term vision. He also supports Motional's commercial transactions team by promulgating innovative, practical, and business-first approaches to IP development, ownership, and licensing.

Prior to his time at Motional, Mr Singh worked as an in-house counsel and outside counsel in the United States, India, Malaysia, and Singapore, advising a diverse group of companies on IP value creation including in the semiconductor, telecom, education technology, and fintech industries. His global experience has shaped his understanding of the challenges that operating companies face in protecting and enforcing their IP rights worldwide.

Mr Singh is frequent speaker at various IP conferences and events and has participated in numerous panels including on global P portfolio management, handling the AI revolution, among others.

Mr Singh received his undergraduate degree in Computer Science from the University of Texas at Dallas and Juris Doctor from Chicago-Kent College of Law.



Motional

Singapore

Singapore

Sectors

- IAM/IC
- Legal
- Licensing
- Technology transfer



Joginder Singh

Partner – LexOrbis

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Joginder Singh is a highly experienced and skilled practitioner with over 15 years of expertise in patent law. He has a proven track record of success in securing, protecting, and managing patents, and has knowledge and experience that covers full cycle of patent services. He has an in-depth understanding of the current legal and business environment and has successfully developed and led strategic initiatives for both established and start-up businesses. He is well-versed in all aspects of patent law and policy and has a thorough understanding of the latest trends and obligations applicable in major jurisdictions. He is a registered patent agent in India and the head of engineering patent practice at LexOrbis IP Attorneys & Advocates, leading a team of over 65 engineers. He holds a graduate degree in computer science and diplomas in electronics and telecommunications, computer applications and Microsoft .Net technology.

With strong domain expertise and practical experience, he serves domestic and international clients including many Fortune 500 companies. He uses his exceptional communication and client management skills to actively advise clients on patent protection strategies and building strong and enforceable patent portfolios. He has the knowledge and expertise to guide the best course of action for each individual case, ensuring that companies and inventors get the most out of their patent portfolios. In addition, his expertise in the patent application drafting process guarantees clients receive high-quality service, maximum efficiency, and ultimately a maximum return on investment in patents.

He also engages in knowledge sharing through writing articles and giving public speeches, regularly attending national and international IP conferences to network with the IP community across the globe. He is an active member of various IP associations and actively participates in various study groups and committee meetings. He was elected as an executive member of the APAA India national committee and has received numerous recognitions and accolades from various reputed organisations.



LexOrbis

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Professional associations

- LES
- APAA
- AIPPI
- YMC

Sectors

- Legal

LexOrbis Intellectual Property Attorneys & Advocates

IAM says:

"Joginder Singh is the go-to for clear and concise patent advice, and he consistently exceeds expectations. He dazzles with his extensive knowledge, innovative spirit and practical approach, all of which contribute to a value-added service."

Manisha Singh

Founder Partner – LexOrbis

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Manisha Singh is the founding partner of LexOrbis. She is known and respected for her deep expertise in prosecution and enforcement of all forms of IP rights and for strategising and managing global patents, trademarks, and designs portfolios of large global and domestic companies. Her keen interest in using and deploying the latest technology tools and processes has immensely helped the firm develop efficient IP service delivery models and provide best-in-the-class services. She is also known for her sharp litigation and negotiation skills for both IP and non-IP litigations and dispute resolution.

She is involved in a large number of intellectual property litigations with a focus on patent litigations covering all technical fields – particularly pharmaceuticals, telecommunications, and mechanics. She has been involved in and successfully resolved various trademarks, copyright, design infringement, and passing off cases in the shortest possible time and the most cost-efficient manner applying out-of-box strategies and thinking.

She is an active member of many associations like INTA, APAA, AIPLA, AIPPI, LES, FICPI, and is actively involved in their committee work. Her rich experience in all aspects of the domain is also reflected in her prolific academic and research oriented writing contributions. She is a member of many significant forums and professional bodies in India and abroad and has been routinely invited to author articles and commentaries on contemporary policies and issues by national and international publications




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Professional associations

- INTA
- FICPI
- AIPPI
- AIPLA
- APAA

Sectors

- IP management consultancy
- Legal
- Licensing
- M&A
- Technology transfer
- Valuation

IAM says:

"Manisha Singh has an astute understanding of IP law and the nuances of the Indian market. She provides business-oriented solutions and works with key industry associations to strengthen and align India's IP system with international standards. She inspires others to think big about intellectual property in India."

LexOrbis | Intellectual
Property Attorneys
& Advocates

Praveen Singh

Director – Researchwire Knowledge Solutions Private Limited
praveen.singh@researchwire.in | www.researchwire.in

Praveen Singh is an energetic and experienced IP-focused technology leader. He leads a great team of technology experts at Researchwire to provide services such as SEP analysis, reverse engineering, technology landscaping, patent prosecution and litigation support in multi-patent lawsuits.

After graduating from the Indian Institute of Technology in electrical engineering, Mr Singh worked in research and development and became interested in wireless communications, telecoms, 5G new radio, semiconductors and sensor networks. His primary role is to understand clients' needs and offer them the most appropriate and tailored solutions. The technology experts at Researchwire, always perform efficient and accurate analysis to meet clients' needs.

In the past 10 years Researchwire has served a diverse set of *Fortune 500* clients across the globe. Technology is changing rapidly and organisations need diverse technical expertise to supplement their in-house teams. The technology experts at Researchwire fit this role and provide much-needed assistance.

The Researchwire software team helps clients to achieve their automation and data-management goals. The team has also developed tools based on natural language processing and machine learning algorithms that are used by Researchwire's analysts to search and analyse large data sets efficiently and amplify any hidden insights and trends.

Mr Singh has a keen interest in meditation and nutrition to keep mind, body and soul in balance. He received a distinguished alumnus award from the Indian Institute of Technology.



Researchwire Knowledge Solutions Private Limited

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 India

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Professional associations

- TiE Mumbai
- IEEE
- IIT-BHU Alumni Association

Sectors

- IP management consultancy
- Licensing
- Technology transfer

researchwire

IAM says:

Electrical engineer Praveen Singh takes the time to understand his clients' inventions. Combined with his big-picture thinking and commercial nous, his skills generate fruitful results and bespoke IP solutions that can be easily implemented by business teams.

David Sinz

Partner – DREISS Patentanwälte PartG mbB
 sinz@dreiss.de | www.dreiss.de

David Sinz is a partner at DREISS Patentanwälte – an IP-specialised boutique law firm based in the highly innovative region of Stuttgart. He is a European and German patent and trademark attorney, and has a master's in process engineering and a PhD in experimental physics from Eindhoven University of Technology.

DREISS provides the full spectrum of IP services in Germany and Europe, with an emphasis on drafting and prosecution but also a strong and growing practice in contentious IP matters. The Team maintains and continuously develops a worldwide network of trusted law firms in order to provide a truly global service on all IP-related matters. In recent years, Dr Sinz's work has focused on opposition and appeal proceedings before the EPO.

DREISS's clients range from large multinationals – mainly from Germany, the United States, Korea and China – to small and medium-sized enterprises. The firm also advises a number of highly specialised enterprises that are world leaders in their respective technical fields.

All professionals at DREISS are IP and technology experts. The firm's professional stability allows it to develop and grow with clients, and it takes pride in the resulting longstanding client relationships. Based on these relationships, Dr Sinz advises numerous small and medium-sized enterprises on cost-effective strategies for developing their IP portfolios, particularly with regard to entering new foreign markets and technology fields. His clients come from a variety of technological backgrounds, including medical technology and hygienic products, electronic cigarettes, general mechanical and apparatus engineering, and automobile and manufacturing technology.

DREISS advises clients in a variety of technical areas and industries, such as mechanical engineering, control technology, electrical engineering, computer and software sciences, information and telecoms, material sciences, process engineering, medical technology, optics and lasers, nanotechnology, automotive, energy, machine tools, fluid technology, communication, automation and handling, artificial intelligence, semiconductors, construction, aerospace and consumer products.



DREISS Patentanwälte PartG mbB

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Professional associations

- VPP
- EPI

Sectors

- IP management consultancy
- Licensing

IAM says:

David Sinz is best known for his well-rounded, pragmatic and business-oriented advice on important licensing deals and patent portfolios. He always delivers on quality and achieves superb results for his clientele.

DREISS PATENTANWÄLTE 
 Patente · Marken · Design

Paul J Skiermont

Owner – Skiermont Derby LLP
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Paul J Skiermont is a trial lawyer with a national litigation and *inter partes* review practice. For two decades he has advised clients on IP strategy – including acquisition, licensing, and enforcement – and he has litigated dozens of high-stakes IP cases. Mr Skiermont excels in fashioning creative IP strategies in diverse technology areas in district courts, the Federal Circuit and the PTAB.

Mr Skiermont was on the brief for appellant Steven Berkheimer in the Federal Circuit's landmark Section 101 decisions in *Berkheimer v HP Inc*. He was lead trial counsel for the patent owner in two recent jury trials – one in Chicago and one in East Texas – in which both verdicts included a finding of willful infringement. Mr Skiermont also represented the patent owner and exclusive licensee in a patent infringement lawsuit accusing Apple's Siri personal assistant of infringing a natural language processing patent owned by Rensselaer Polytechnic Institute. The case was settled on the eve of trial with Apple paying US\$25 million for a non-exclusive licence.

Skiermont Derby LLP was recognised by *IP Law360* as one of 10 national boutique practices "that have established brands on par with the biggest firms" and are "capable of competing with – and beating – the best big firms at the highest level". Mr Skiermont is a pioneer in the use of alternative fee agreements beyond the billable hour model.

Mr Skiermont obtained his bachelor's degree, with honours, from the University of Kentucky. While an undergraduate, he was twice awarded First Place Speaker at the Intercollegiate National Debate Tournament – one of only three people to win the award twice since the tournament began in 1947. Before law school, Mr Skiermont coached the undergraduate debate team at Harvard University. He earned his law degree from the University of Chicago with high honours, Order of the Coif. After law school, he was a judicial clerk for Judge C Arlen Beam at the US Court of Appeals for the Eighth Circuit.




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 @iptriallawyers

Professional associations

- LES
- FCBA
- ABA

Sectors

- Legal
- Licensing

IAM says:

"Paul Skiermont dives deep into patent portfolios with a view of designing monetisation strategies that acknowledge today's litigation risks, and designs strategies and programmes to mitigate those risks. He is a top-notch litigator who has routinely proven his ability to win."



Ylva Skoglösa

Partner – aera

yms@aera-ip.com | www.aera-ip.com

Ylva Skoglösa entered the patent profession in 1999, after finishing a PhD in neurobiology at the Biomedical Centre at Uppsala University. She has since specialised in strategic IP advice, lifecycle management and litigation, and the management of worldwide patent portfolios.

Dr Skoglösa is a sought-after external lecturer and IP adviser for multinational companies, universities and early-stage companies, particularly with regard to technology transfer. She is a member of aera's management team and a board member, as well as part of aera's preferred-partner programme team.

Dr Skoglösa has profound knowledge of the creation and use of intellectual property in the life sciences, including medicine, biotechnology and the food and feed industry. She has a solid understanding of the value of intellectual property as a business tool and has helped several companies through IP due diligence in successful private and public financing rounds. She has advised inventors and technology providers, as well as investors, in licensing negotiations and acquisitions.

Clients appreciate her pragmatic approach and extensive experience in handling cases before the EPO and other major and minor patent jurisdictions worldwide. They also value her commitment and dedication to their cause, as well as her ability to understand and communicate complicated technical and legal issues.



aera

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Professional associations

- epi
- Patentombudsnämnden

Sectors

- Defensive patent aggregation
- IP management consultancy
- Legal
- Technology transfer
- Valuation



IAM says:

"When working with Ylva Skoglösa, her extensive technical knowledge and expertise are instantly apparent. Moreover, she establishes her clients as industry leaders by ensuring that they are entirely familiar with the IP landscape in which they operate."

Patrick Snow

Chairman – ICEBERG IP Group
contact@icebergip.com | www.icebergip.com

Patrick Snow is the chairman and founder of ICEBERG IP Group – a world-leading IP transactions and advisory group.

A seasoned executive with 25 years strategic leadership and management experience, Mr Snow advises Fortune 500 companies, international funds and government institutions on how best to build and execute successful IP monetisation strategies. Mr Snow has generated over US\$1 billion in IP transaction value and structured more than 1,000 transactions and investments globally.

Mr Snow's main roles at ICEBERG include global IP strategy, investments, complex cross-border transactions, licensing negotiations and international financing. An experienced practitioner with a strong track record, he draws on a wealth of expertise in a broad range of sectors, including telecoms, wireless, smartphones, cloud computing, cybersecurity and fintech.

Mr Snow has received the *IAM Strategy 300: The World's Leading IP Strategists* award for the past 14 successive years, in addition to the inaugural *IAM Strategy 300 Global Leaders* in 2021 and again in 2023. He began his professional career with KPMG in London and has an economics degree with honours from the University of Manchester. Mr Snow completed his executive education at Saïd Business School, University of Oxford, specialising in executive strategy and leadership.

In 2021, Mr Snow successfully led ICEBERG to secure the prestigious Queens Award for Enterprise in the category of international trade. This world-renowned accolade is the most influential business award in the United Kingdom and celebrates the success of innovative businesses leading the way in their industry. ICEBERG is the first IP transactions company globally to be honoured with this award.

For over 20 years, ICEBERG has been successfully generating value from the intellectual property of some of the world's leading companies, providing the full range of services from IP acquisitions, sales and licensing through to strategic advisory, mergers and acquisitions and analytics. Its sister company, ICEBERG Venture Group, is an IP venturing group. Both organisations are trading subsidiaries of ICEBERG Investment Group, a global alternative asset investment firm.



ICEBERG IP Group

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Professional associations

- LES (United States and Canada)

Sectors

- Brokering
- Finance
- IP management consultancy
- Licensing
- M&A
- Technology transfer

IAM says:

Patrick Snow is "one of the best and most influential experts when it comes to global IP transactions" and has "spearheaded the strategic direction of the entire industry for many years". "His seasoned approach to strategy and leadership is invaluable for closing complex and high value transactions."



Erich Spangenberg

Managing Director – IPwe

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Erich Spangenberg is the founder and managing director at Sauvegarder Investment Management. He is regularly recognised as one of the world's top 50 IP strategists, known for revolutionising the perception and utilisation of patents.

After an early career that included a law firm partner, investment banker, and business executive, Mr Spangenberg had a very successful 10+ year run as a patent transactor, followed by a US\$1.7 billion-dollar hedge fund partnership using the AIA to invalidate weak drug patents, and then founding and being the CEO of IPwe.

Mr Spangenberg has been involved as a principal in over 1,000 licensing transactions that generated over \$500 million in revenue and as a principal and advisor on over US\$2 billion of patent financing and acquisition transactions. He and his team acquired and began developing their AI tools for patents in 2007 and started working to identify real-world blockchain applications in 2015. Starting with the Global Patent Registry as a single place to find and learn basic information about the world's patents free of charge, the IPwe business has evolved globally to Smart Intangible Asset Management, a platform for real-time, objective financial IP valuations on a patent, industry, and IP portfolio basis, alongside competitor and peer portfolio benchmarks.

Sauvegarder Investment Management is the management entity for funds focused primarily on IP-driven structured credit solutions, primarily for middle-market companies in the US and EU.



IPwe

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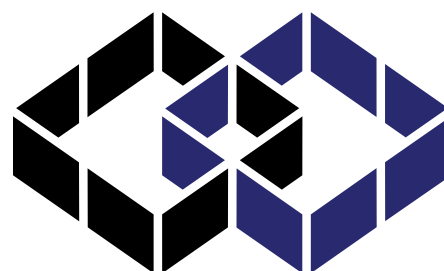
T +1 214 952 0052

Professional associations

- IPwe – Founder

Sectors

- Finance
- IP management consultancy
- Licensing
- Valuation



IPwe

IAM says:

Natural leader and innovator Erich Spangenberg is always one step ahead when it comes to using technology to drive efficiency. He leverages his expertise in artificial intelligence and blockchain to help his clients make the right strategic decisions when managing their intellectual property.

Nicholas Stabinsky

Partner – Crown Point Transactions LLC
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Nicholas Stabinsky is a partner of Crown Point Transactions LLC, which focuses on IP strategic and life-cycle advisory as well as all aspects of monetising intellectual property, including acquisitions, sales, licensing, litigation and investment.

Mr Stabinsky has more than 18 years of experience consulting for Fortune 500 companies on both tactical and strategic IP issues. His work encompasses a spectrum of M&A due diligence, competitive intelligence, portfolio management, alternative litigation strategies, damages, patent valuation and patent monetisation.

As a consultant, broker, licensor and litigation manager, Mr Stabinsky has represented both IP holders and buyers of some of the most valuable patent portfolios in their respective industries. He has helped his clients perform multibillion-dollar valuations for creditors; underwrite numerous eight-figure investments; settle litigation with favourable nine-figure outcomes; and identify, assess and acquire mission-critical technologies.

Before Crown Point Transactions, Mr Stabinsky was the managing director of Red Chalk Group's patent brokerage and licensing practice, where he served a mix of Fortune 1000 companies, start-ups and financially distressed companies. Before Red Chalk, Mr Stabinsky was the managing consultant at IPIQ, where he led a boutique IP consulting group serving Fortune 1000 companies in engagements ranging from M&A due diligence to competitive analyses, strategic invention sessions, portfolio management and alternative litigation strategies.

Mr Stabinsky earned his JD from Chicago-Kent College of Law; his LLM in international intellectual property from the Munich Intellectual Property Law Centre at the Max Planck Institute for Intellectual Property, Tax and Competition Law; and his BS in electrical engineering from the University of Pittsburgh.



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Sectors

- Brokering
- Defensive patent aggregation
- Finance
- IAM/IC
- IP auctions
- IP management consultancy
- Legal
- Licensing
- M&A
- Technology transfer
- Valuation

IAM says:

"Excellent patent advisor" Nicholas Stabinsky enjoys a broad practice that gives him a big-picture perspective and vast skill set. He has a keen sense for commercialisation opportunities and brings high-value deals to a close with sophistication.



Steven Steger

Managing Partner – Steger IP, LLC
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Steven Steger is the founder of Steger IP, LLC, where he concentrates on all aspects of monetising intellectual property through sales, licensing and assertion campaigns, and strategic IP counselling.

Mr Steger has a broad range of experience, having served as chief IP counsel at both multinational corporations and smaller start-up companies, as well as representing a broad range of clients while in private practice. His experience includes strategic IP counselling, patent monetisation through sales and licensing, infringement litigation and patent and trademark prosecution and portfolio management.

Mr Steger has sold many patent portfolios of various sizes; spearheaded the licensing of large patent portfolios; developed IP policies and procedures for both mature patent portfolios and start-up IP management; and built internal capabilities for management, licensing and prosecution of large patent portfolios.

Prior to founding Steger IP, Mr Steger was founder and managing partner of Global IP Law Group. Before Global IP, Mr Steger was vice president of licensing and chief IP counsel for Ygomi, where he led a patent licensing business and directed all aspects of IP protection for multiple operating companies. Previously, Mr Steger was deputy general counsel and chief IP counsel for Brunswick, a Fortune 500 company that manufactures recreational and lifestyle products under some of the of the world's best-known brands.

Before moving in-house, Mr Steger was in private practice, first with Brinks Hofer Gilson & Lione and then with Mayer Brown, where his practice included patent infringement litigation, patent and trademark prosecution, patent and corporate transactions and strategic IP counselling.

Mr Steger's combination of in-house and major law firm experience gives him particular insight into what is important to a business from an IP perspective and how outside counsel can best add value to a corporate IP programme.

Mr Steger is recognised as a world leader in intellectual property by numerous publications and organisations, is a frequent lecturer on IP monetisation around the globe and has published numerous articles on IP issues.



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Sectors

- Brokering
- IAM/IC
- IP management consultancy
- Legal
- Licensing
- M&A
- Technology transfer
- Valuation

IAM says:

"One of the most knowledgeable, well-connected and reliable people in the IP community, Steve Steger delivers creative solutions that meet and surpass the needs of his clients and add significant value to their businesses."

STEGER IP

Marco Stief

Partner – Maiwald Intellectual Property
 stief@maiwald.eu | www.maiwald.eu

Marco Stief is a partner and the head of legal at Maiwald. He is an internationally recognised expert in the field of intellectual property and has extensive experience in advising clients in R&D projects and the negotiation of a wide variety of technology-related contracts, in particular cooperation, R&D and licence agreements. Mr Stief also regularly advises companies on complex IP transactions and in the field of patent infringement litigation.

For many consecutive years, *IAM* has listed Mr Stief among the world's top 300 leading IP strategists, as well as among the world's top 1000 leading patent professionals. He is mentioned in the German *JUVE Handbook* as one of the top eight German patent lawyers under the age of 50, emphasising that his clients, in particular, praise his pragmatic approach. In 2018, Mr Stief was admitted to the circle of the best six patent litigators in Germany by *Who's Who Legal*. The German *WirtschaftsWoche* praised him as one of the best lawyers for IP law in Germany, and the *Legal 500* recommends him as "pragmatic, fast, results-oriented and always meeting the highest professional standards".

Mr Stief teaches IP law at the University of Dresden, as well as pharmaceutical, patent and international contract law at the University of Marburg.



Maiwald Intellectual Property

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Professional associations

- DAV
- GRUR
- DAJV

Sectors

- Defensive patent aggregation
- IP management consultancy
- Legal
- Licensing
- M&A
- Technology transfer

IAM says:

"Marco Stief is highly regarded for his sound technical knowledge and ability to devise sophisticated strategies that to resolve infringement. He stands his ground to the end, but also recognises when an alternative approach is necessary."



Gail Su

Senior Counsel – Google Inc
www.google.com

Gail Su is a Senior Counsel on the Patent Transactions Team at Google. Ms Su is a seasoned intellectual property attorney and United States registered patent attorney with experience in all forms of patent-related and intellectual property-related transactions, including inbound and outbound licensing, standard essential patent licensing, video and audio patent pools, complex technology transactions, cross-border transactions, and M&A. Prior to joining Google, Ms Su was intellectual property counsel for Hewlett Packard Company and then, Hewlett Packard Enterprise, where she supported HP and HPE's global supply chain, partnerships, emerging technologies, tax, and M&A teams.

Ms Su is a co-founder of the Advancing Diversity Across Patent Teams initiative or ADAPT. She also volunteers with Street Law and the Legal Education Access Pipeline programme (LEAP). Ms Su is passionate about supporting the next generation of intellectual property professionals and giving every person the opportunity to be part of that next generation. She believes that no person should feel limited in what they are capable of achieving within this profession.

Ms Su received a bachelor of science and a bachelor of arts from The University of Texas Cockrell School of Engineering and Plan II Honors Programme, and her juris doctor degree from Harvard Law School.



Google Inc

Mountain View
California
United States

Professional associations

- Foundation for Advancement of Diversity in IP Law (FADIPL)
- Advancing Diversity Across Patent Teams (ADAPT)

Sectors

- Legal
- Licensing



Gabe Sukman

CEO – ClearstoneIP LLC

gabe@clearstoneip.com | www.clearstoneip.com

Gabe Sukman is a patent attorney and CEO and co-founder of ClearstoneIP, where he leverages his 20+ years of industry experience to drive the digitalisation of freedom-to-operate (FTO) best practices through conversations with patent practitioners in every corner of the patent space. His background spans a wide variety of patent practice areas, starting out as a USPTO patent examiner before representing clients in patent prosecution, litigation, and portfolio strategy at international law firms.

Through his work at ClearstoneIP, Mr Sukman strategises around patent clearance and FTO processes to bring about new ways of managing, memorialising and leveraging key patent decisions with the ultimate objective of accelerating innovation while seamlessly reducing patent risk. Mr Sukman has been instrumental in accumulating diverse perspectives on FTO management, distilling them down to a cohesive strategy, and executing that strategy in the form of a modern workflow management and collaboration platform. ClearstoneIP's client base includes a wide swath of Fortune 500 and numerous other companies, law firms, and startups all over the world.

Prior to founding ClearstoneIP, Mr Sukman practiced IP litigation and patent prosecution at the law firms of Gibson, Dunn & Crutcher and Paul Hastings. Prior to that, he served as a USPTO examiner in the aerospace and transportation technology areas. He holds a JD from the Georgetown University Law Center and a BS in aerospace engineering from Pennsylvania State University.



ClearstoneIP LLC

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United States

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Professional associations

- American Intellectual Property Law Association
- Intellectual Property Owners Association
- Registered Patent Attorney, USPTO

Sectors

- IAM/IC
- IP management consultancy
- Legal
- Licensing
- Technology transfer
- Valuation

IAM says:

Leading the way for digital freedom-to-operate searches and patent clearance management, Gabe Sukman is "a world-leading innovator who is renowned for his workflow and technology thought leadership". Striving for efficiency and cost-effectiveness, Sukman delivers a high-level service to Fortune 500s and start-ups alike.



Hiro Takahori

Director – Licensing Department – Shobayashi International Patent & Trademark Office
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Hiro Takahori is an experienced professional who leads the licensing department of Shobayashi International Patent and Trademark Office (SIPTO), one of the fastest-growing IP firms in Japan. He supports clients in IP management and transactions, including licensing, sales and acquisitions.

Before joining SIPTO, he served as the managing director of Conversant IP Japan, a Japanese subsidiary of Conversant IP Management in Canada, where he was responsible for all business activities, including IP prosecution, licensing, business development, finance and administration. Before that, he served as an executive in charge of intellectual property and corporate planning at King Jim Corp, a Japanese office supply company, and established its IP department. Before working at King Jim, he was vice president at Discovision Associates in the United States, a highly recognised patent licensing entity, working in IP portfolio management, transactions and prosecution for more than 10 years. Mr Takahori's experience comes from his time as an engineer in technology development, and as an audio-visual product planner in the United States and Japan at Pioneer Corporation for 20 years.

Mr Takahori understands the importance of integrating fundamental technology and intellectual property with management. He now actively works to use intellectual property effectively to discuss the importance of intellectual property and educate others about intellectual property. Mr Takahori has also been a guest speaker at various organisations, including the IPBC, the LES, the IP Association of Japan, the Patent Information Annual Conference in China and the Chinese IP Leader Forum.

Mr Takahori has an MSEE in communication engineering from the University of Electro-Communications in Tokyo and an engineer's degree in electrical engineering from the University of Southern California.



Shobayashi International Patent & Trademark Office

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Professional associations

- IPAJ
- JIPA
- LES
- IP10

Sectors

- Brokering
- Defensive patent aggregation
- IP management consultancy
- Licensing
- M&A
- Technology transfer
- Valuation

IAM says:

"Hiro Takahori knows exactly how to extract value from portfolios to position them for licensing. He has significant international in-house experience and is recognised by his peers for his vast insight in navigating complex IP issues."



Alex Tame

Head of Licensing and IP Management – Oxa

www.oxa.tech

Alex Tame is head of licensing and IP management at Oxa, a UK based global leader in autonomous vehicle software. He leads all aspects of company's IP lifecycle with a core focus on strategy.

Mr Tame is well respected and highly regarded across the industry. He has built his reputation by offering strategic IP guidance and thought leadership to customers ranging from micro-enterprises to large multinationals and investors across Europe, the United States and Southeast Asia.

His career is rooted in the telecoms sector where he spent 16 years for the operator that included 10+ years as the global IP manager. During his time at Vodafone, Mr Tame was able to combine his commercial and technical background to great effect; providing oversight of Vodafone's global IP portfolio and associated strategy, he led the company's IP team through several periods of business change, influenced senior management and delivered revenue to the business through patent sales and licensing while growing the overall size and quality of the IP portfolio. By the end of 2015, Mr Tame had established Vodafone as No. 6 for UK-headquartered company filings at the EPO.

In April 2017, Mr Tame joined Collier IP and was appointed managing director in July 2017, where he has led the business through a period of significant change that culminated in the eventual sale of the business to top-tier IP firm, Mathys & Squire.

Mr Tame joined Oxbotica in 2019, an autonomous vehicle software company, headquartered in Oxford, UK where he currently leads their IP strategy and operations. He was influential in transforming the company's IP strategy in support of successful Series B and Series C fundraising rounds that closed in 2021 and 2023 respectfully. More recently Mr Tame has been involved in the global rebranding of the company to Oxa.



Oxa

Oxford

United Kingdom

 @alexatame

Sectors

- Brokering
- Defensive patent aggregation
- IAM/IC
- Licensing
- M&A
- Technology transfer
- Valuation

Michelle Tan

Executive Director – Deloitte & Touche LLP
 michetan@deloitte.com | www.deloitte.com

Michelle Tan is a leader in the technology and intellectual asset advisory practice in Deloitte Southeast Asia, with over a decade of experience in the innovation and technology ecosystems. In her role, she helps companies unlock their competitive edge by identifying and monetising their intellectual assets. She has extensive experience in assisting clients in a wide range of services in which IP plays an integral role, with a core focus on business and IP strategy. She serves clients across a wide range of technology-driven industries, including renewables, eco/smart cities, environmental engineering and healthcare.

Ms Tan has led numerous engagements in aligning IP strategy to support business growth, competitive benchmarking using technology mapping as well as advising investors in technology-driven M&A transaction. Her clients include emerging growth enterprises, multinational corporates and investors across Southeast Asia.

She has been recognised as one of *IAM*'s 300 IP Strategists since 2019. She assists in a wide range of services in which IP plays an integral role, including the following:

- identifying where to play through competitive benchmarking using technology mapping;
- understanding how to win through harnessing intellectual assets;
- aligning IP strategy to support business strategy;
- developing IP monetisation plans; and
- scouting for technology for acquisitions.



Deloitte & Touche LLP

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 Singapore

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Sectors

- Finance
- IAM/IC
- IP management consultancy
- Legal
- Licensing
- M&A
- Valuation

***IAM* says:**

Michelle Tan's experience and passion for the IP industry makes her a leader in the space. She shines when helping entrepreneurs and companies to grow and transform their business models, and she offers a different perspective on how intellectual property can be used as a tool.

Nobuo Tanaka

Head of Intellectual Property & Design Centre – Yokogawa Electric Corporation

www.yokogawa.com

Nobuo Tanaka has been head of the intellectual property & design centre at Yokogawa Electric Corporation since April 2023. He is responsible for all of the Yokogawa Corporation's IP-related activities, including IP strategy, global IP governance, IP protection, third party disputes and support for M&A projects. He is also in charge of all design activities. As Yokogawa is unique in that the IP and Design functions are defined as a part of marketing, his approach is to design IP strategies that are closely aligned with business strategies.

Mr Tanaka joined Yokogawa Electric in April 2019. As general manager of the IP department, he has transformed the function drastically to have a strategic orientation by carrying out organisational restructuring, management accounting regarding IP, revising the Group's IPR policy, developing the IP strategy and so on. In recognition of these initiatives, Yokogawa received the Intellectual Property Achievement Award for Promoting Open Innovation from the Japan Patent Office in 2023.

Until March 2019, Mr Tanaka was at Sony Corporation where he was chiefly responsible for utilising patent assets and managing teams responsible for patent licensing, including joint licensing programmes (eg, patent pools) where he was a sponsors committee member for one of the joint license programmes with a third party. Mr Tanaka joined Sony Corporation's IP division in 2009, working on patent prosecution, litigation and licensing until 2012. From 2012 to 2016, he served as a senior manager at Sony Corporation of America. In this role, his responsibilities included patent transactions, litigation, patent prosecution (including post-grant procedure) and consulting for a multi-party licensing programme.

From 1999 to 2003, Mr Tanaka worked for NEC as an engineer in the telecoms field. From 2003 to 2008 he was a member of the NEC Intellectual Asset Licensing Department, where his responsibilities included patent licensing and prosecution.

Mr Tanaka is a Japanese patent attorney. He has a BS and an MS from Kyoto University. He is a member of JPAA, LES, and AIPLA.



Yokogawa Electric Corporation

Tokyo

Japan

Professional associations

- American Intellectual Property Law Association
- Japan Patent Attorneys Association
- Licensing Executives Society Japan

Sectors

- IP management consultancy
- Legal
- Licensing
- M&A
- Technology transfer
- Valuation

YOKOGAWA 
Co-innovating tomorrow™

Michael Tate

Vice President – Charles River Associates
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Michael Tate is a vice president of Charles River Associates (CRA) in its Chicago office. CRA is an international business consulting firm focusing on IP matters in the context of strategy, licensing, valuation and litigation consulting, among other things. CRA is a leading provider of expert damage analysis and testimony for complex IP litigation matters. Before joining CRA, Mr Tate was a principal in the IP practice at AT Kearney, Inc, an international management consulting firm, and a consultant in the dispute analysis and corporate recovery practice at Price Waterhouse.

Mr Tate has served as a consultant and expert on IP matters for more than 30 years. He has served as a consultant and expert to a wide variety of business and industrial clients on matters involving financial analyses and modelling for the purpose of interpreting and projecting data and evaluating the economic impact of business decisions, transactions and economic events. Mr Tate has served as an expert witness or consultant in a wide range of litigation matters, including patent, trademark, copyright and trade secret infringement litigation. Although the issues have varied from case to case, most of the projects on which Mr Tate has worked have involved an analysis and evaluation of financial data for the purpose of determining the extent of financial damages, including the determination of lost profits and reasonable royalty damages. In addition, Mr Tate has testified on the issue of commercial success as a secondary indicia of non-obviousness in cases where the validity of a patent is being challenged. Mr Tate has also advised clients on strategic and valuation issues relating to IP and licence negotiations.

Mr Tate has served as an expert and provided expert testimony on cases pending in federal and state courts, as well as in arbitration proceedings.



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Professional associations

- LES

Sectors

- Legal

IAM says:

Michael Tate is an informed and thorough service provider that offers pragmatic advice based on commercially sound judgements. He is influential, experienced and motivated to deliver top-notch customer care.

CRA Charles River
Associates

Larry Tedesco

Managing Director – Berkeley Research Group, LLC
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Larry Tedesco is an intellectual property valuation, licensing and damages expert. He is acknowledged as one of the World's Leading IP Strategists by *Intellectual Asset Management (IAM)*. Mr Tedesco has spent a large portion of his career developing, managing, valuing and licensing intellectual property as both an operator and as a consultant. He has provided multiple levels of damages evaluations for both plaintiffs and defendants in a wide range of intellectual property disputes. He is a certified valuation analyst (CVA), certified licensing professional (CLP) and a master analyst in financial forensics (MAFF). Mr Tedesco has provided forensic and expert consulting services in litigation matters regarding patent royalty structures and modeling, lost profits, reasonable royalties, unjust enrichment, trade secrets, and other forms of economic damages related to complex commercial litigation, intellectual property licensing and valuation. Mr Tedesco has developed analyses and financial models that have resulted in hundreds of millions of dollars in damages awards for plaintiffs, and that have saved defendants billions of dollars in damages claims. Mr Tedesco has reviewed and analysed thousands of licence agreements, and he has determined FRAND royalty rates for standard essential patents in a variety of technologies including wireless telecommunications, Wi-Fi and audio/video. As an operator, Mr Tedesco has significant experience monetising intellectual property in a wide variety of industries including telecommunications, medical devices, software development, electronics, manufacturing and augmented reality. He has held senior level management positions where he obtained extensive experience developing patent assets in addition to designing and implementing IP licensing programmes. Mr Tedesco has negotiated more than 200 IP transactions and managed the licensing programme to an industry leading essential Ethernet patent portfolio.



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Professional associations

- National Association of Certified Valuers and Analysts
- Certified Licensing Professionals

Sectors

- Defensive patent aggregation
- Finance
- IP auctions
- IP management consultancy
- Licensing
- M&A
- Technology transfer
- Valuation

IAM says:

"When it comes to patent monetisation and successfully guiding clients through the process, Larry Tedesco is one of the best in the business."
"He is also one of the most capable patent damages experts and he brings fantastic expertise, especially when it comes to particularly high-stakes SEP litigation."



Abel Teshome

Managing Director – Ankura Consulting Group, LLC
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Abel Teshome is a managing director in the Intellectual Property practice of Ankura Consulting Group, a business advisory and expert services firm with broad cross-disciplinary and cross-industry experience.

Mr Teshome's practice concentrates on the valuation of IP in a variety of contexts. He has extensive experience in the assessment of economic and financial damages and other measures of monetary relief in IP litigation, including patent infringement, trade secret misappropriation, trademark infringement, copyright infringement, and unjust enrichment. Mr Teshome has provided expert opinions and testimony concerning IP infringement damages and valuation issues in Federal Court proceedings.

In addition to assessing damages and monetary relief in the context of IP litigation, Mr Teshome has extensive experience valuing IP in the context of licensing, breach of contract, bankruptcy, acquisitions, investment collateralisation, transfer pricing, and tax disputes. For example, Mr Teshome has provided analytical, strategic and corporate finance support to clients engaged in licensing negotiations and other business transactions. He has also participated in the presentation of findings on the topics of IP valuation, arm's-length royalty rates and transfer pricing to the Internal Revenue Service Office of Appeals.

Mr Teshome is a certified public accountant (CPA) and is certified in financial forensics (CFF) by the American Institute of Certified Public Accountants, a credential granted to CPAs with expertise in forensic accounting issues, including damages assessment, valuation, and litigation support. He is a member of the AICPA and its forensic and valuation services section. Mr Teshome holds a BA and MS degrees in accounting and financial reporting and assurance Services.



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Professional associations

- AICPA

Sectors

- Finance
- IP management consultancy
- Legal
- Licensing
- Valuation

IAM says:

"Abel Teshome delivers high-quality services. He is an excellent problem solver who consistently offers logical, easy-to-defend expert reports and testimonies based on his extensive knowledge in the field. He is truly a meticulous and careful strategist."



Malaika D Tyson

Shareholder – McAndrews, Held & Malloy Ltd
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Malaika Tyson is a shareholder at McAndrews whose practice focuses on corporate intellectual property and patent protection strategies. Dr Tyson assists innovative companies in developing integrated approaches to the strategic management of intellectual property by providing patent and trademark prosecution, comprehensive trade secret strategy, competitive intellectual property analysis and portfolio management, and management of complex multifaceted intellectual property transactions. Dr Tyson represents clients in various areas, particularly in the life science, biotechnology, pharmaceutical, chemical and material sciences, and consumer goods industries. She also has experience with post-grant proceedings, patent litigation, and EPO patent opposition practice.

Dr Tyson has extensive experience counselling universities, research institutions, multinational companies and start-ups for domestic and international prosecution in technologies such as imaging and diagnostic agents, proteomics and protein chemistry, cell biology, pharmaceuticals (large and small molecule), vaccines, animal biotechnology, nucleic acid therapeutics, analytical instruments and detection devices, drug delivery materials, medical devices, chemical technologies and consumables.

Dr Tyson received her JD from the University of Chicago Law School and earned her PhD in chemistry (analytical) from Purdue University. Before joining McAndrews, she worked at MilliporeSigma Biotechnology as a senior research and development scientist in the proteomics group, where she was responsible for developing and optimising products and strategies for biopharmaceutical applications. Dr Tyson is a member of the council for the American Bar Association Intellectual Property Law Section, treasurer and secretary for the national board of the Coalition of Women's Initiatives in Law and a member of the board of directors for the Chicago Committee. In 2021, she was selected as a Top 50 Women in Law award honoree by the *Chicago Daily Law Bulletin*. She has also been an AIPLA 2020 Woman to Watch and a 40 Under Forty recipient (Law Bulletin Publishing Company), and is regularly recognised as an Illinois Rising Star for intellectual property law.



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Professional associations

- AIPLA
- American Bar Association
- The Chicago Committee
- Coalition of Women's Initiatives in Law
- Black Women Lawyers' Association of Greater Chicago

Sectors

- IP management consultancy
- Legal
- Licensing

IAM says:

"Malaika Tyson is an excellent legal strategist who dispenses well-founded and reliable advice." She understands IP economics very well, making her the perfect fit for research institutions and universities seeking an attorney who generates IP value.



Ewan Van Minnebruggen

Global Head of Intellectual Property – Atlas Copco Airpower

www.atlascopco.com

Ewan Van Minnebruggen has 20 years of international IP experience. He is global head of intellectual property for Atlas Copco's compressor and power technique business areas. Mr Van Minnebruggen is a qualified Belgian and European patent attorney and registered European trademark and design attorney. He is also a representative before the UPC and a qualified patent information professional. Apart from managing an international team of IP professionals, Mr Van Minnebruggen is actively involved in patent, design and trademark prosecution, as well as in contentious IP matters, IP business transactions and due diligence projects. Furthermore, he is also the secretary of the Atlas Copco Group Patent Council; a role that he has been fulfilling for 11 years now.

Before joining Swedish industrial manufacturing giant Atlas Copco, Mr Van Minnebruggen spent five years in IP consultancy, serving a multitude of SMEs, as well as multinationals in patent drafting and prosecution, as well as in oppositions and litigation.

Mr Van Minnebruggen holds an MSc in electromechanics with a specialisation in automation from the University of Antwerp, and a Master in IP Law and Management from the University of Strasbourg. At the Institute of Professional Representatives before the EPO, Mr Van Minnebruggen is a member of the Council for Belgium. Since 2023, he has been appointed as member of the standing committee Free Trade Agreements at the International Association for the Protection of Intellectual Property. Mr Van Minnebruggen is also a member of the expert group on intellectual property at the Flemish engineering society, ie-net.



Atlas Copco Airpower

Wilrijk
Belgium

Professional associations

- EPI
- LES
- AIPPI
- ECTA

Sectors

- IAM/IC
- Legal



Matthew Vella

Partner – Prince Lobel Tye LLP
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Matthew Vella is an intellectual property attorney at Prince Lobel Tye LLP who specialises in patent licensing, litigation, financing and defence. He is on the firm's management committee. Mr Vella and his teammates have architected, managed and executed patent licence programmes that have generated nearly US\$2 billion of licensing fees across a wide range of technology fields. These licensed programmes cover a range of iconic portfolios, including Intellectual Ventures' software-defined infrastructure and communications portfolios, the software patents associated with the iconic Palm Pilot device, VoiceAge's (University of Sherbrooke) 3GPP voice codec portfolio, Renesas Electronics' memory portfolio, Software Tree's Object Relational Mapping (ORM) patents, Nortel Networks' voice over IP and data communications patents, Bay Networks' data networking portfolio and Singular Computing's computer architecture patents. Licensees under these programmes include virtually every major technology company in the world.

Mr Vella was formerly president and CEO of patent licensing company Acacia Research, senior intellectual property counsel at ATI Research Inc (since acquired by Advanced Micro Devices) and lead patent licence counsel at Nortel Networks. Mr Vella has been featured in numerous magazine and newspaper articles, spoken at numerous events and authored several published articles. He graduated from the University of Toronto's Faculty of Law and Carleton University's Faculty of Engineering.



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Sectors

- IP management consultancy
- Legal
- Licensing
- Technology transfer
- Valuation

IAM says:

"Matthew Vella is one of the world's top commercial IP litigators. He has an exceptionally brilliant mind and has led some of the most successful teams in the industry. He provides legal and strategic advice with a precision and brevity that is rarely matched."



Luis Ignacio Vicente del Olmo

Strategic Advisor – PONS IP

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Luis Ignacio Vicente envisions promoting the role of intellectual property as a significant tool to improve product management, R&D&Innovation outcomes.

He currently serves as Strategic Advisor at PONS IP, one of the IP Consulting firms leaders in Spain and South America, supporting the firm's and its customer's growth.

With over 30 years of experience leading one of the most notable in-house IP offices in the telecommunications sector with a background of more than 500 international R&D and Innovation projects (including the participation at R&D Public Programs), managing trademarks and patents portfolios with a global yearly R&D Budget over one billion euros and working with global partners from Europe, South America, US, Asia…

Also, Luis Ignacio has been working as Member of the Board and Chief Innovation Officer of ASTI, currently the Mobile Robotics branch of ABB.

As an expert in IP management in the digital world, Luis Ignacio specializes in fields such as SEPs, telecommunications, software development, Artificial Intelligence and Quantum Computing, covering the entire innovation cycle from ideation to IP valorization (funding, licensing strategies) including open innovation initiatives (M&A, R&D consortia…)

Luis Ignacio holds a PhD in Physics, Industrial Engineering degree, Graduate degrees in Innovation Management and Economy of Telecommunications. He has collaborated as with international organizations such as the European Commission, OECD, LES as an expert on these fields.

Luis Ignacio also teaches as an IP and Innovation Management Professor in postgraduate courses at universities and business schools. For instance, he promoted in July 2023 a summer course on the technical, legal (including IP), and ethical challenges of WAIQ Technologies (Web 3, AI and Quantum) at RCC at Harvard University.


Furthermore, He coordinated one of the first manuals in the world about "legal issues of the metaverse" in 2022 and published articles in well-known media.



PONS IP

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Professional associations

- CEIM
- Licensing Executive Society (LES) Spain and Portugal
- Ametic
- Cotec (Innovation Think Tank)
- Foro de Empresas Innovadoras (FEI)

Sectors

- IP management consultancy
- Licensing
- M&A
- Technology transfer
- Valuation

PONS IP

IAM says:

"Luis Ignacio Vicente del Olmo is one of the best innovation and IP strategists in Spain. With vast experience when it comes to standard essential patents, and a strong international approach, he is a leading voice in the IP community."

Joe Vilella

Chief Licensing Officer – IPValue Management Inc
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As chief licensing officer and director, Joe Vilella is responsible for maximising the value of Longitude's portfolios of over 8,000 semiconductor, display and storage solution patents. Longitude was acquired by Vector Capital in mid-2016 and became affiliated with IPValue Management. Since the acquisition, Mr Vilella has continued as Longitude's chief licensing officer while also leading licence negotiations for IPValue's patent portfolios. Longitude and IPValue have together executed several US\$100 million+ deals in the last six years. Most deals were concluded through business negotiations. With experience living and working in Europe, the United States and Asia, Mr Vilella was vice president and head of the patent department for Infineon Technologies AG in Munich. In this role, he oversaw Infineon's global intellectual property protection, licensing and litigation activities for a portfolio totaling 17,000 patents and applications. Over the last 18 years, Mr Vilella has spoken extensively in Europe at conferences and universities. He is a past chair of the IP section of the European Semiconductor Industry Association.

Prior to Infineon, Mr Vilella was executive director of intellectual property and chief patent counsel at Seagate Technology in California. He led and supported all of Seagate's global intellectual property matters, including managing a worldwide portfolio of more than 3,000 patents and applications. Mr Vilella was also a partner in the licensing group at Gray Cary Ware & Freidenrich in Palo Alto, California, and enjoyed a long career in the IP group at IBM Corp, holding a series of increasingly senior counsel positions around the United States and Asia. During his time in Asia, he worked with government officials around the region in strengthening IP protection. Mr Vilella earned a JD from George Washington University, an MSEE in electrical engineering from Purdue University and a BSEE in electrical engineering from the University of Notre Dame.



IPValue Management Inc

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Professional associations

- State Bar of Texas
- USPTO

Sectors

- Defensive patent aggregation
- IAM/IC
- IP management consultancy
- Legal
- Licensing
- M&A
- Technology transfer

IAM says:

"Joe Vilella is a seasoned licensing executive with a remarkable knack for getting deals done. He is familiar with the industry, knows the key players, and has both the engineering and legal chops to make him the ideal partner."



Garth Vivier

Shareholder – Schwegman Lundberg & Woessner PA
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Garth Vivier is a registered patent attorney and principal of Schwegman Lundberg & Woessner. He has been listed in the *IAM Patent 1000* (2019 – 2022) and the *IAM Strategy 300 – The World's Leading IP Strategists* (2022). His focus for 31 years has been on developing strategies to procure high-value patents for both multinational corporations and startups. He assists startups in developing IP strategies tailored to tight budgets. A patent strategy should be closely aligned with business objectives, and after 18 years in Silicon Valley, he has gained insight into how to accomplish this. The crux of an IP strategy is to formulate a game plan to protect critical business-aligned assets cost-effectively. His experience extends to both software- and hardware-related inventions. Example technologies include Artificial Intelligence/Machine Learning (AI/ML), Internet of Things (IoT), business-related inventions, database technology, mobile devices, memory devices, electronic circuits, computer architecture, hard drives, communication networks, memory devices, silicon photonics and digital audio. Mr Vivier also has experience in patent portfolio development (eg, to enhance acquisition value), portfolio management, IP due diligence, product clearance, and validity and infringement analysis and opinions. He has presented on patenting AI/ML-related inventions and developing patent strategies on several webinars. His experience extends to international patent protection, such as via the European Patent Office (EPO), the Patent Cooperation Treaty (PCT), and in China and Japan. Before entering the patent profession, Mr Vivier was an engineer designing missile guidance systems.



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Professional associations

- Registered Patent Attorney – USPTO
- Texas Bar Association
- California Bar Association

Sectors

- IP management consultancy
- Legal

IAM says:

Garth Vivier is the name to note for Silicon Valley start-ups. A master at spotting and exploiting the value in intellectual property, he knows exactly how to bring about commercial success and growth.



Johannes Wehner

European Patent Attorney – aera
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Johannes Wehner entered the patent business in 2012. He studied law and chemistry with a strong focus on organic and biological chemistry. Before joining aera he worked as patent attorney and managing partner in patent law firms based i.a. in Munich, Germany. Following his entrepreneurial mindset, he founded his own law firm in greater Frankfurt area, Germany, in 2017.

Mr Wehner enjoys keeping a bigger picture in mind. He practices comprehensive consultancy with international clients regarding their patent and brand portfolio. He strongly believes that regular engagement with inventors supports a creative mindset and keeps his network invigorated. He is convinced that close contact with each individual client is the decisive success factor for good IP protection. Clients appreciate his solution-oriented approach to IP and his commitment to providing excellent services.

Mr Wehner has extensive experience in all kinds of patent matters, including drafting, filing and prosecution of patents, mainly in the area of in chemistry, biochemistry and related fields in particular in polymer chemistry, organic chemistry and inorganic chemistry as well as chemical engineering. He also regularly handles opposition and appeal cases for his clients.

Mr Wehner holds a lecturer position at the University of Frankfurt where he teaches chemistry students the basics of patent law.



aera

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Professional associations

- Licensing Executives Society (LES)
- European Patent Institute (EPI)
- Chamber of German Patent Attorneys
- German Chemical Society (GDCh)

Sectors

- Defensive patent aggregation
- IP management consultancy
- Legal
- Technology transfer
- Valuation



IAM says:

"Johannes Wehner has exceptionally profound technical understanding, particularly in the area of organic and biological chemistry, and his advice is practical, detailed and straightforward. He has the expertise to develop portfolios that withstand both legal and business challenges."

Jim Weisfield

Principal – Ascend IP LLC

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Jim Weisfield is a principal and founder of Ascend IP. Ascend IP is a full-service IP monetisation firm specialising in acquiring, selling, financing, prosecuting, licensing, brokering and managing patent portfolios. Currently managing thousands of patent assets across multiple tech sectors, Ascend helps patent owners of all sizes implement leading portfolio monetisation programmes. Ascend delivers extraordinary results for patent inventors, owners and investors through world-class strategy, execution and service.

Prior to co-founding Ascend IP, Mr Weisfield spent nearly 15 years leading Intellectual Ventures' Invention Investment Funds. At IV, he served as vice president of patent sales, licensing, Asia and partnerships. He was head of divestitures for over a decade; led partner and channel licensing; and licensing in Asia. Early at IV Mr Weisfield was a licensing executive and senior acquisitions manager. He and his teams led hundreds of deals for IV's IIF acquiring and selling of tens of thousands of assets; investing billions in capital; and producing billions in licensing revenue for IV's Global Licensing team.

Prior to Intellectual Ventures, Mr Weisfield served as executive VP of Global Market Insite, Inc (Kantar) a global market research software company where he led worldwide licensing, business and corporate development and M&A. He has been general counsel of three companies (including a public toy company), CEO of his own branded merchandise company and senior vice president of licensing, merchandising and legal affairs for a global consumer products company.

Mr Weisfield holds a BA in business administration from the Foster School of Business at University of Washington, and a JD from the University of Washington School of Law where he graduated *Order of the Coif* and served as editor of the Washington Law Review. He has been an active member of the Washington State Bar for over 30 years, is licensed to practice in the state of Washington and has been ranked by *IAM Strategy 300* for most of the past decade.



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🐦 @Jim_Weisfield

Professional associations

- Washington State Bar Association

Sectors

- Brokering
- Defensive patent aggregation
- Finance
- IP management consultancy
- Legal
- Licensing
- M&A
- Valuation



IAM says:

"Jim Weisfield is a brilliant strategist, a natural negotiator and a savvy businessman who has a keen eye for spotting valuable IP assets and those who would benefit from owning or licensing those assets."

Yotam Werzansky-Orland

IP Strategist – KWO Strategy Ltd
office@kwo.ltd | www.kwo.ltd

Yotam Werzansky-Orland, Esq, is a world-renowned innovation and IP strategist with more than 20 years' consulting experience assisting clients with the valuation, strategic management and monetisation of their intellectual property and technologies. He is the CEO of KWO Strategy Ltd, an EU based strategic consulting firm in the fields of innovation, IP and technology. He has vast experience and knowledge of the strategic and business aspects of technology and innovation management, crypto currencies and NFTs.

Mr Werzansky-Orland specialises in IP strategy, innovation architecture and technology portfolio analysis for a wide range of business transactions, including M&As, technology commercialisation, licensing, financial reporting and IP valuation. He has worked with corporate clients that range in size from Fortune 100s to start-ups, universities, law firms, inventors, IP brokers, research institutions and patent funds. Currently Mr Werzansky-Orland serves on the advisory boards of several accelerators, start-ups and venture funds in Europe, the United States and Israel.

Mr Werzansky-Orland graduated from Reichman University in 2006, holds a LLB and LLM degrees and is currently a doctoral student at Adam Mickiewicz University in Poland.

He is a doctoral fellow at the Cyprus Centre for Business Research, a member of the Editorial Board of 'The Market: International Journal of Business' and an adjunct professor at The Cyprus Business School, Bar-Ilan University, Neapolis University and HIT where he teaches courses on entrepreneurship, IP strategy and legal aspects of technology management.

His research interests include innovation and intellectual property management, entrepreneurship, business strategies and non-human consciousness, cognitive science and the philosophy of mind, and he has written several key texts on these subjects.

Recent prestigious recognitions include: *IAM Strategy 300* – The World's Leading IP Strategists (2018, 2019, 2020); *World Trademark Review* (2020, 2021); *IAM Patent 1,000* (2018, 2019, 2020); *The Legal 500* (2016) and others.



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Professional associations

- Cyprus Chamber of Commerce and Industry (CCCI)
- Global Intellectual Property Alliance (GLIPA)
- Global Innovation Institute (GiNi)

Sectors

- Brokering
- Defensive patent aggregation
- Finance
- IP auctions
- IP management consultancy
- Legal
- Licensing
- M&A
- Technology transfer
- Valuation



IAM says:

"Yotam Werzansky-Orland has ample experience as an IP consultant in Cyprus and the European Union, and a broad perspective for developing IP strategies. He is a true mentor in the field, and the value and contribution of his advice is exceptional."

Georgina Mary Heather Wilkins

Head of Intellectual Property – Hitachi Ltd
www.hitachienergy.com

Dr Georgina Wilkins is head of intellectual property at Hitachi Energy, HQ Zurich, Switzerland. Hitachi Energy are a pioneering technology leader advancing the world's energy system to be more sustainable, flexible and secure. Dr Wilkins leads a global team driving on all aspects of the company's IP from operations, prosecution, risk management and IP strategy, ensuring they build a meaningful IP portfolio securing Hitachi Energy's current and future business. With IP strategy at the heart of the Global IP organisation, purpose driven portfolios enable business value based IP creation.

Dr Wilkins began her career in IP as a patent attorney in a law firm, but quickly moved to industry gaining experience in IP transactions such as M&A and defensive and offensive IP licensing, and defining IP strategies for incoming startups. She is a regular conference speaker on various aspects of IP law and strategy, with interests ranging from trade secret management, IP risk mitigation, IP transactions, and IP software solutions. She is also a passionate advocate for equity, diversity and inclusion, and volunteers for social mobility charities and charities encouraging broader access to legal careers.

Dr Wilkins is a UK chartered patent attorney and European patent attorney. She holds a legal degree from the University of Manchester, UK and a PhD and Master's degree in physics and electronics from the University of Leeds, UK.



Hitachi Ltd

London
United Kingdom

Professional associations

- Chartered Physicist (IOP)
- Chartered Institute of Patent Attorneys
- European Patent Institute

Sectors

- IAM/IC
- Legal
- Licensing
- M&A



Keith Wilson

Executive Vice President, Partnerships and Acquisitions – IPValue Management Inc
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Since 2017, Keith Wilson has been executive vice president, partnerships and acquisitions, of IPValue, which has generated billions of dollars in licensing revenue and has produced US\$1.5 billion in net cash returns to original patent holders from its licensing programmes. Mr Wilson is responsible for developing relationships and conducting transactions with innovative companies who wish to realise value from their patent portfolios through licensing or divestiture. Since he took this role, the IPValue Management Group, which includes IPValue Management, Inc and its sister company Longitude Licensing Ltd, has acquired over 10,000 patents from Seiko Epson, Cypress Semiconductor and other enterprises. In 2022, IPValue acquired 5,000 patents in a deal with Intel Corporation. Mr Wilson is frequently invited to speak as an expert in corporate IP commercialisation, and he was a panelist at IPBC Global 2021 and IPBC Global 2022. Prior to assuming his current position, Mr Wilson led all legal operations of IPValue for 15 years. Prior to joining IPValue, Mr Wilson was vice president, general and IP counsel at Solus, a venture capitalfunded technology company specialising in precision optical and electromechanical devices.

Mr Wilson worked for over a decade for Litton Industries, a US\$5 billion technology company, in a number of technical, legal, and executive positions, including chief IP counsel. At Litton, Mr Wilson was instrumental in several intellectual property licensing programmes, including *Litton v Honeywell*, which resulted in a jury verdict of US\$1.2 billion, the largest ever in a patent infringement case for a single patent, and *Stanford/Litton v Coming, et al*, which was part of a patent licensing programme that generated hundreds of millions of dollars for Litton and Stanford University. Mr Wilson has a bachelor's degree in electrical engineering and computer science from the University of California at Berkeley, and a law degree from UC College of the Law, San Francisco. He is a member of the California and the US Patent and Trademark bars.



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Professional associations

- State Bar of California
- US Patent and Trademark Bar

Sectors

- Brokering
- Legal
- Licensing
- M&A
- Technology transfer

IAM says:

"Clients from a wide range of sectors benefit from Keith Wilson's experience and track record. He has been instrumental in developing long-term strategies, he brings creativity to his portfolio management and he excels at supporting outside counsel."



Thomas J Wimbiscus

Partner – McAndrews, Held & Malloy Ltd
 twimbiscus@mcandrews-ip.com | www.mcandrews-ip.com

Thomas J. Wimbiscus, a shareholder with McAndrews, has more than thirty five years of experience and practices in all areas of intellectual property litigation, with a special emphasis on patent and trademark litigation. He has appeared in over 100 litigations and over 100 inter partes reviews (IPRs). He was named one of the 10 most active IPR practitioners in the U.S. for patent owners. (Patexia 2018.)

Tom has been named as one of the world’s leading patent professionals by IAM Patent 1000 since 2018, and calls him one of the “star quarterbacks” in McAndrew’s “flourishing post grant practice.” IAM also notes “his more than three decades of frontline litigation experience and limitless post-grant expertise” and that his “many years of success in litigating IP cases in the U.S. courts, the U.S. International Trade Commission, and the PTAB have led clients to trust him with their most important IP disputes.” Tom has also been inducted as a Senior Fellow of the Litigation Counsel of America (LCA). The LCA is a trial lawyer honorary society composed of less than one-half of one percent of American attorneys based on effectiveness and accomplishments in both litigation and trial work. He is also a member of LCA’s Trial Law Institute and Diversity Law Institute. He was named one of the Top 500 Leading Lawyers Across the Globe by Intercontinental Finance & Law in 2016 and one of the Top 100 Lawyers for 2016/17 by LegalComprehensive.com. Tom was also named as “recommended” intellectual property (patent) counsel by an independent, global survey conducted by Practical Law Company (PLC Global Counsel 3000, Choose Your Counsel Wisely). In addition, Tom was named as a prominent practitioner by the Practical Law Company in PLC’s Cross-Border IP in Business Transactions Handbook. Since 2004, he has been recognized as a “Leading Lawyer”, an honor awarded to less than five percent of licensed Illinois lawyers. Tom was also named a Best Lawyer in America (2024).



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Professional associations

- Litigation Counsel of America, AIPLA

Sectors

- Legal

IAM says:

“A frequently turned to litigation strategist in the US, Tom Wimbiscus is frequently asked to provide advice to Fortune 100 clients.” He is a solution-oriented lawyer with a meticulous eye for detail.



Aaron Winger

Principal – Schwegman Lundberg & Woessner PA
 awinger@slwip.com | www.slwip.com

Aaron Winger is a principal and Schwegman's director of China intellectual property practice. Aaron counsels both US and Chinese companies on patent and trademark portfolio development, non-infringement and invalidity opinions, and cross-border enforcement of intellectual property rights, including enforcement of patents via Amazon's Patent Evaluation Express (APEX) programme. He has worked with clients in the areas of software, networks, lasers, medical devices, semiconductors and physics. His knowledge of both the Chinese and American markets allows him to advise his clients as they expand and enforce their intellectual property portfolios. He frequently publishes articles on his blog, China IP Law Update.

Mr Winger was named a National Law Review Go-To Thought Leader in the area of Intellectual Property Law by the National Law Review (2020) (the National Law Review is operated by the National Law Forum, LLC). He has worked in China for more than a decade and is conversational in Mandarin.

He is quoted regularly in major periodicals regarding IP law including *Bloomberg*, *IPLaw360*, *IAM*, *Asia IP Magazine*, *Managing IP*, *The Fashion Law* and the *South China Morning Post*. He has also spoken on many webinars.

He earned his JD at Fordham University School of Law, and a BS in applied physics from Columbia University.



Schwegman Lundberg & Woessner PA

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Sectors

- IP management consultancy
- Legal

IAM says:

"Aaron Winger is a great patent attorney who is knowledgeable about IP prosecution and cross-border enforcement matters, especially when it comes to China and the United States."



Matthew Winterroth

Vice President of Intellectual Property – World Wrestling Entertainment Inc
corporate.wwe.com

As vice president of intellectual property, Matthew Winterroth leads enforcement of World Wrestling Entertainment Inc's (WWE's) extensive IP portfolio by way of implementation and administration of an integrated and aggressive anti-counterfeiting programme and online anti-piracy programme.

At WWE, Mr Winterroth counsels internal business groups regarding the best branding strategy for developing, enhancing and protecting strong IP rights worldwide, including assisting in the prosecution of an IP portfolio comprising more than 1,500 domain names, 10,000 worldwide copyright registrations and 7,000 active, registered and pending trademarks in more than 80 countries. Mr Winterroth also aggregates and harmonises collected enforcement data to assist in overall corporate strategy.

During his years in private practice, as well as his employment with WWE, Mr Winterroth has represented various IP ownership rights in numerous industries, including live and televised sports entertainment; digital media; consumer products including apparel, toys and sporting goods; national defence; hospitality and gaming; medical devices; home video and theatrical films.

Mr Winterroth obtained his BA in computer science from Hamilton College in 1999 and his JD from the University of New Hampshire (previously Franklin Pierce Law Centre) in 2006. He is admitted to practise in New York, New Jersey, Connecticut and Pennsylvania.



World Wrestling Entertainment Inc

Stamford CT
United States

Professional associations

- CAOVF
- IACC
- INTA
- NCTA
- ACC

Sectors

- Legal



William Woodford

Principal – Avantech Law, LLP
woodford@avantechlaw.com | www.avantechlaw.com

William Woodford is an intellectual property lawyer with over 20 years of experience handling complex, high-stakes litigation. Some of Mr Woodford's recent successes include a \$31 million jury verdict as lead trial counsel in a patent infringement lawsuit involving tyre pressure monitoring systems and a \$235 million jury verdict for infringement of a patent involving methods of treating heart failure patients. Mr Woodford has also led numerous appeals, including the landmark *Halo Electronics* case where the United States Supreme Court set the standard for enhanced damages in patent cases. He also obtained the first ruling in a federal district court that IPR estoppel can extend to prior art products described by printed publications.

Mr Woodford's engineering background and thirst for knowledge have led to proficiency across a wide range of technologies in the physical and life sciences. He has analysed and valued thousands of patents for potential enforcement, commercialisation and sale. Mr Woodford's success in these efforts required that he correctly anticipate ongoing changes in the law, such as the determination of patent damages and patent eligibility under Section 101.


In addition to his work evaluating and litigating patents, Mr Woodford has helped clients obtain dozens of patent licences, successfully navigate *inter partes* reviews and commercialise patents. He has worked with numerous clients on the development of worldwide patent portfolios to protect mission-critical technology and monetise his clients' scientific advancements.

Before launching Avantech Law, Mr Woodford handled intellectual property and technology litigation at Fish & Richardson PC, one of the nation's leading IP firms. He co-founded Fish's alternative fee practice and continues to be a pioneer in designing business-centric alternative pricing structures. Mr Woodford was driven to start his own firm with the goals of leveraging advancements in legal technology, offering alternative fee arrangements that minimise reliance on the billable hour, maximising an alignment of firm and client interests and building a firm that translates the modern business environment to the legal industry.



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 Minneapolis MN 55402
 United States

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 @AvantechLaw

Sectors

- Legal
- Licensing
- Technology transfer
- Valuation

IAM says:

Best known for his well-crafted litigation strategies and superb trial advocacy, William Woodford is most at home in high-stakes IP disputes. He also has a keen eye for licensing opportunities in the field of life sciences.



Daryl Wooldridge

Managing Director, Global Head of Intellectual Property – JPMorgan Chase & Co
www.jpmorganchase.com

Daryl Wooldridge is a managing director and global head of IP strategy at JPMorgan Chase & Co. He is responsible for setting the firm's global IP strategy and managing its IP assets. This includes protecting JPMorgan Chase's investments in innovation, encouraging continued innovation and obtaining value from the IP assets.

Mr Wooldridge joined the firm in 1995 and has held various roles in intellectual property, technology, mergers, consolidations and finance. He started his IP work in the then-called treasury and investor services, where he first combined his understanding of the firm's technology and products with the need to protect underlying intellectual property.

In past roles, Mr Wooldridge led the integration of consumer and community banking middle office functions, helped to consolidate retail branch operations and served as the senior finance manager responsible for large corporate client profitability. He also served as programme manager and application developer on the firm's 57,000-person global technology team.

Mr Wooldridge is considered a thought leader in responsibly obtaining value from intellectual property in financial services and has helped drive protection strategies in his industry. In addition to his work at JPMorgan Chase, he also serves on the boards of LOT Network and Relay for Life.

Mr Wooldridge holds BAs in political science and criminal justice as well as an MBA and a JD.



JPMorgan Chase & Co

Chicago IL
United States

Sectors

- Finance
- IAM/IC
- IP management consultancy
- Legal
- M&A
- Technology transfer

J.P.Morgan

David Wright

Vice President, Strategy – IPValue Management Inc
david.wright@ipvalue.com | www.ipvalue.com

David Wright joined IPValue in 2022 as VP of Strategy, with additional responsibility for patent sales and as general manager of IPValue's Monterey Research subsidiary. IPValue takes a rigorous and professional approach to licensing large portfolios from marquee innovators that enables the company to negotiate high value portfolios with market-leading companies. Mr Wright's broad background in the semiconductor industry enables him to help further develop IPValue's widespread relationships with both enterprise patent owners and licensees in this industry. In addition, his experience in driving dozens of patent transactions over more than a decade is helping IPValue open new avenues in generating returns for the company's original patent owner partners.

Prior to joining IPValue, Mr Wright spent 21 years at Cypress Semiconductor in a variety of technical and leadership roles. As Patent CTO, he established and led Cypress' IP strategy and monetisation function for over 10 years, delivering substantial productivity gains and needle-moving IP revenue. During this time he developed strategy for and oversaw the development of commanding patent positions in key technology areas including mixed signal microcontrollers, capacitive touch screen and USB-C/USB-PD.G35.

Mr Wright is a prolific inventor with over 175 US patents. He holds a BSc in electronic engineering from the University of Southampton and a MSc in VLSI design from Bournemouth University.



IPValue Management Inc

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 United States

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Professional associations

- Licensed to practice before the USPTO

Sectors

- Brokering
- IP auctions
- Licensing
- Technology transfer

IAM says:

"In line with being a prolific inventor, David Wright possesses outstanding technical knowledge and insight that are frequently essential to the success of projects. He also has an extremely diverse range of experience in IP monetisation, making him a go-to strategic partner."



Eric Wright

Founding Partner – Wright IP & International Law PLLC
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Eric G. Wright PETA, MBA, IP Attorney^{DC, TX, Reg. USPTO} is the founder of Wright IP & International Law PLLC. Eric Wright is a Registered Patent Attorney before the USPTO, a Master of Business Administration (MBA) and an Attorney at Law licensed in Washington, DC, and Texas. Mr. Wright is also a Professional Engineer (PE) licensed in Texas. Wright's IP practice focuses on litigation, trial, USITC investigations, legal opinions, counseling and prosecution, in all aspects of intellectual property law. His professional roots are in Texas' Engineering & Construction industry as a Process Engineer and in business consulting. Wright has always enjoyed a global perspective on technology, as well as interests in valuing and monetizing the potential inherent in new technologies. His practice focuses on the development and enforcement of worldwide patent portfolios for commercial products and core technologies in a broad variety of technological arts. Wright IP® Technoeconomics® legal services provide a multifaceted approach to IP strategy, portfolio development and monetization. He also practices trademark law, offering brand development and brand enhancement services through litigation, administrative actions and prosecution to develop worldwide trademark portfolios. Mr. Wright founded Technoeconomics LLC which provides Technoeconomics® IP life cycle strategic planning and consulting services for the development and monetization of intellectual property. Wright provides Technoeconomics® crisis management services for brand defense and protection. His primary office is in Washington, DC, and his Texas office is in Houston.



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Sectors

- IP management consultancy
- Legal
- Licensing
- Technology transfer
- Valuation

IAM says:

"Eric Wright is a first-rate patent attorney and fantastic to work with. He always provides highly-commercial, on-point advice, and he is extremely responsive – effortlessly working under tight, demanding deadlines."

Wright IP®

Andrew Wu

Vice President, IP Counsel – IPValue Management Inc
andrew.wu@ipvalue.com | www.ipvalue.com

Andrew Wu has been a leader in the intellectual property field for over 25 years. He began his legal career as a patent litigator, representing well-known innovators such as AT&T, Hewlett-Packard, and Philips Lumileds. He secured favorable rulings in litigation around the world, including a rare exclusion order representing a patent owner before the US International Trade Commission. He was a trial lawyer for 13 years, including six as a partner at Morgan Lewis.

Since 2009, Mr Wu has conducted licensing and assertion of major patent portfolios at IPValue. As the assertion attorney for programmes such as Round Rock Research and Monterey Research, he has helped to monetise patent portfolios of leading research organisations such as Micron Technologies and Cypress Semiconductor. He has conducted hundreds of patent assertions, leading to patent licences with dozens of the world's leading electronics and semiconductor chip manufacturers, and generating well over a billion dollars of patent licensing revenue.

Mr Wu is also well-versed in the strategic aspects of patent monetisation. He advised IPValue in the acquisition of Longitude Licensing, Ltd, and has played an important role in assessing and executing other acquisitions and divestitures.

In 2021, Mr Wu led IPValue's efforts to divest a sizeable portfolio of patents from United Microelectronics Corporation (UMC). He led an IPValue team to craft a programme to showcase UMC's many key innovations in advanced semiconductor fabrication and operation. Since 2021, he has led the monetisation of these patents as the general manager of IPValue's Marlin Semiconductor programme, which has already generated significant return on investment through the responsible and professional monetisation for which IPValue is known.

Mr Wu has a BSE in aerospace engineering from the University of Michigan and a JD from Northwestern University School of Law. Prior to law school, he was an engineer in the naval nuclear reactor programme at Westinghouse. He has published numerous articles on IP law and policy.



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Professional associations

- Illinois State Bar (inactive)
- State Bar of California
- US Patent and Trademark Bar

Sectors

- IP management consultancy
- Legal
- Licensing
- M&A
- Valuation

IAM says:

"Andrew Wu operates out of one of the largest monetisation businesses in the world, and he has licensed patents generating over \$1 billion in licensing revenue. He is incredibly talented, and he understands the nexus of legal, technical and commercial factors to achieve optimal licence agreements."



Chenyan Wu

Managing Partner – Beijing Elite Group Intellectual Property Law Office
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Chenyan Wu is a managing partner at the firm. She is licensed to practice intellectual property law in China and has also passed the US Patent Bar Exam. With 19 years of experience in the field of intellectual property, including working at a US patent firm and a multinational corporation based in the US, she brings a wealth of expertise to her role.

Ms Wu earned her law degree from Franklin Pierce Law Center in Concord, New Hampshire. She has served as vice-chair of the Patent Cooperation Treaty Issues Committee of the American Intellectual Property Law Association (AIPLA).

Her experience encompasses a wide range of patent and trademark matters, including prosecution, invalidation, enforcement, and opinion work. Ms Wu assists multinational corporations in protecting their intellectual property worldwide, providing valuable insights into IP strategy, portfolio management and enforcement matters.

Ms Wu is based in the US, providing geographical convenience for their US and European clients while also assisting Chinese clients with their intellectual property protection in foreign countries.

As an esteemed speaker, she is frequently invited by the US Patent and Trademark Office (USPTO), European Patent Office (EPO), AIPLA, and American Bar Association (ABA) to address intellectual property subjects related to China. She has also authored numerous publications on intellectual property.

Ms Wu is committed to delivering exceptional intellectual property services to their clients.



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 Beijing 100020
 China

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Professional associations

- INTA
- AIPLA

Sectors

- IP management consultancy
- Legal
- Technology transfer

IAM says:

"Chenyan Wu is an outstanding patent attorney with a very deep level of insight into Chinese IP law." She brings her technical background and legal expertise together to dispense sound and pragmatic advice.



Lili Wu

Attorney at Law – Beijing Han Kun Law Offices
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Lili Wu has long focused her practice on providing whole-process patent portfolio management and patent enforcement. She has extensive experience in strategically managing IP portfolios for multinational clients, counselling technology-related compliance matters and trade secret protection. She has handled many patent invalidation and infringement cases before courts of different levels up to the Supreme People's Court.

Several court cases that Ms Wu has handled and led have been selected as typical cases by the Supreme People's Court and the Beijing High Court. Her experience spans various technology industries including electronics, AI, cloud computing, Internet of Things, the internet, telecoms, IT, automobiles, medical devices, manufacturing and green energy. Ms Wu has is also active in numerous international associations where she leads and participates in the study of legal issues and drafting of reports. She frequently speaks at different international conferences.



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Sectors

- IP management consultancy

IAM says:

Lili Wu does it all. She excels at managing strategic IP portfolios, has a strong track record in courtroom victories and is well-versed in cross-border technology transfers. She adopts a business-minded attitude and regularly identifies the best course of action for her clients, both legally and commercially.

HAN KUN
汉坤律师事务所
Han Kun Law Offices

Tong Xin

Deputy Chief IP Officer – ZTE Corp

www.zte.com.cn

Tong Xin now acts as the Deputy Chief IP Officer of ZTE Corporation, leading the company's global patent licensing, litigation, transaction and monetisation business.

He also serves as executive chair, ICC China Commission on Intellectual Property, a member of the CCPIT Mediation Center IP Committee, and chairman of the LESI Dispute Resolution Committee (2023-2024).

He has been nominated in *IAM Strategy 300* and *IAM's Top 40 Market Makers*.



ZTE Corp

Shenzhen

China

Sectors

- IP management consultancy
- Legal
- Licensing

ZTE中兴

Kumiko Yamada

Japanese Patent and Trademark Attorney – Yamada International Patent Firm
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Kumiko Yamada is the founder and president of Yamada International Patent Firm. As a Japanese patent and trademark attorney, Ms Yamada has many years of experience in diverse technologies ranging from AI inventions and information security to telecoms, electrical engineering and semiconductor devices. She has experience in advising clients, including universities and research institutes, on a wide range of IP issues and technologies, from obtaining patent, trademark and design protection to IP portfolios. Her key role is offering clients in-house levels of services to extract value from their intellectual property through advising on their IP strategies, and managing and creating a highly desirable and valuable IP portfolio.

Before establishing Yamada International Patent Firm, Ms Yamada was an assistant manager of the IP division at Sony Corporation from 2005 to 2007, where she was in charge of IP matters relating to audio products. She was also previously a patent engineer in the IP division at NTT Data Corporation.

Ms Yamada is a member of the Standing Advisory Committee before the EPO (SACEPO) and its Working Group on Quality. She is currently a lead of a SACEPO project group at the Japan Patent Attorneys Association's International Activity Centre.

Ms Yamada earned a BA in law and a BSc in electrical engineering in Japan as well as an MSc in the management of intellectual property from Queen Mary, University of London. She has been a member of the Japan Patent Attorneys Association since 2001. She also gained a supplementary note of specific infringement lawsuit counsel in 2006.



Yamada International Patent Firm

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Professional associations

- SACEPO
- AIPPI
- JPAA
- APAA

Sectors

- IP management consultancy
- Licensing
- Technology transfer

IAM says:

Kumiko Yamada is "an experienced and reliable advisor in any IP matter relating to Japan or internationally". She dispenses sage advice that aligns with her clients' goals and creates valuable portfolios.

Yamada International Patent Firm
山田国際特許事務所

Guanyang Yao

Partner – Liu, Shen & Associates
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Guanyang Yao focuses on providing legal services related to patent law and trade secrets. He has more than 18 years' experience on complicated patent invalidation, infringement and administrative disputes, freedom to operate analysis, IP due diligence research, patent portfolio strategy consulting and strategy making. As the leading attorney, Mr Yao has represented various domestic and international enterprises in multiple patent and trade mark disputes, covering technical fields such as engineering, automobiles, mechanicals, software, telecommunication standard-essential patents and medical devices. Mr Yao is good at designing overall litigation strategy based on specific cases and providing practical and effective legal opinions to achieve maximum legal rights for clients.

Multiple cases handled by Mr Yao are selected as annual IP representative cases. Mr Yao successfully represented France Staubli in a patent infringement case on textile machinery, which was selected as one of 2013's top 10 IP cases in the Jiangsu High Court. The corresponding patent administrative case was selected as one of 2017's guiding cases in the Supreme Court. In the telecommunication field, Mr Yao participated in quite couples of high-profile SEP infringement lawsuits between international enterprises, involving complicated determination of patent infringement and FRAND issues. In a car safety belt sensor patent invalidation administrative case, Mr Yao finally reversed the second instance judgment to win in the Supreme Court, which is rare to happen, thus ranked in Supreme Court 2018 Top 50 representative cases.

Mr Yao keeps a close eye on developments in the IP law system in China and is active in reviewing new IP issues and providing opinions on law amendments. Mr Yao has solely or jointly published research articles on many topics on patent law. Mr Yao has made presentations at many international IP conferences, which have received warm responses. Mr Yao is listed in *Chambers* IP litigation rankings and Benchmark Litigation rankings and other top IP lawyers rankings.



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Professional associations

- All-China Patent Agents Association (ACPAA)
- All China Lawyers Association (ACLA)
- Association Internationale pour la Protection de la Propriété Intellectuelle (AIPPI)

Sectors

- Defensive patent aggregation
- IP management consultancy
- Legal
- Licensing
- Technology transfer
- Valuation

LIU SHEN
 Intellectual Property
 柳沈律师事务所

IAM says:

Contentious situations expert Guanyang Yao is often sought out to handle high-profile disputes thanks to his ability to quickly get to the heart of the issue and craft successful litigation strategies.

Kelly Yao

Managing partner – China PAT Intellectual Property Office
intl@china-pat.com | www.china-pat.com

Kelly Yao is the managing partner of China PAT Intellectual Property Office. She is a Chinese patent and trademark attorney, and has devoted herself to intellectual property law practice for three decades. With Ms Yao's leadership, China PAT, headquartered in Beijing, has grown from a small IP boutique into an IP law firm with 550 people and eight branches across China and worldwide.

This year, Ms Yao leads China PAT as it marks its 20th founding anniversary. In the latest *IAM Patent 1000*'s release, China PAT is ranked as a leading firm in the category of 'Litigation' and 'Prosecution'. The firm caters to a diverse clientele, ranging from multinational Fortune 500 companies to start-ups and individuals, and provides customised solutions to meet their complex demands across industries and jurisdictions. It takes pride in its team's holistic approach to strategy planning and technical fluency in virtually all industries.

China PAT's litigation team maintains a high success rate in patent litigation for civil and administrative proceedings in China. The team also delivered a great number of due diligence and freedom-to-operate reports, and handled hundreds of patent invalidation cases, of which 90 per cent of results were favourable to the clients, as petitioners or proprietors.

Thanks to the prosecution team's effort, China PAT has collectively accomplished the most patent cooperation treaty filings among all the Chinese patent agencies, and has drafted and filed tens of thousands of patent applications in traditional engineering and cutting-edge technologies such as IoT, AI and gene science. Caihua Pu from the prosecution team is named as a leading individual for her expertise in Prosecution of *IAM Patent 1000*.

Ms Yao's trademark team offers a wide range of services such as trademark registration, monitoring, transferring, opposition, licensing and risk assessment. The team takes pride in its holistic approach in solving clients' complicated and often challenging demands. The trademark team has received valuable awards each year from many clients and reputable organisations.



China PAT Intellectual Property Office

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Sectors

- IP management consultancy
- Legal

IAM says:

"Kelly Yao achieves super-effective IP protection for her clients that always results in success and satisfaction. She brings a broad spectrum of expertise to the table to help solve many difficult IP problems in China and other jurisdictions."



Brian Yates

Chief Executive Officer – Ipel Incorporation
 brian@ipel.com | www.ipel.com

Brian Yates is CEO of iPEL Inc, which he founded in 2017. During its first year, iPEL secured \$200 million in capital for the purpose of building one of the most valuable patent portfolios in the world. Through a series of acquisitions and divestments, Mr Yates curated iPEL's current patent portfolio, which covers many of the core products and services being offered by leading technology companies around the globe.

Mr Yates has completed a wide range of licences for iPEL, such as a free licence to a start-up company and an eight-figure licence to a medium-sized Silicon Valley company. For infringing companies that refuse to respect iPEL's patent rights, they can expect to defend their actions in court.

From 2000 to 2010, Mr Yates represented technology companies as a patent prosecutor and patent litigator. In 2011, he left legal practice to become an entrepreneur. During the seven years leading up to iPEL, Mr Yates founded more than 40 technology companies – each one focusing on a different aspect of technology and owning valuable patent rights. While Mr Yates did not personally invent those amazing technologies, he did partner with extremely talented companies and individuals.

During the past decade, Mr Yates has successfully licensed the patents of his wholly-owned companies to more than 1,000 companies, including nearly every technology company on the Fortune 1000. Excluding transactions where Mr Yates served as legal counsel for a client, he has successfully completed patent transactions on behalf of his own companies, totalling hundreds of millions of dollars.

Mr Yates obtained his chemistry degree from Whittier College and his JD from Loyola Law School, where he graduated with honours and received numerous awards, including the American Jurisprudence Awards for obtaining the highest grades in constitutional law, advanced legal writing, appellate advocacy and trial advocacy.



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Sectors

- Legal
- Licensing
- Technology transfer

IAM says:

CEO of iPEL, Brian Yates, is a business-savvy licensing and portfolio expert who knows how to maximise the value of intellectual property. He is a long-term strategic thinker who sees the big picture.



Matthew Yeates

Chief Executive Officer at Integrated IP (IIP) – IIP Group Pty Ltd
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Matthew Yeates specialises in identifying, valuing, and monetising intangible assets. As an energetic leader, he has had the privilege of working with a diverse range of clients, from startups and SMEs to universities, not-for-profit groups, and multinational corporations. He has not only commercialised his own intellectual property (IP) but also served as a professional consultant in this sector.

In the mid-2000s, Mr Yeates began his journey into IP commercialisation, successfully developing and licensing innovative products across Asia. Over the years, he has collaborated with leading IP-centric companies and has served some of Australia's most distinguished patent and law groups. He led the IP Advisory practice at Glasshouse Advisory within IPH Limited (ASX:IPH). Later, he established Integrated IP. Drawing from his extensive background in IP, finance, and management consulting, he offers a unique, practical, and pragmatic approach to intangible assets.

Mr Yeates is the co-founder and managing director of three companies, all of which align with the objective of identifying, capturing, protecting, and leveraging intangible assets:

Integrated IP (IIP) | www.iip.com.au

IIP stands as a leading provider of intellectual property services. Their multi-disciplinary team, which includes patent attorneys, trade marks attorneys, and advisors, operates within an independent, employee-owned business. This enterprise is deeply committed to improving society and delivering benefits to innovators. Many of their experts are highly trained and hold PhDs in their respective domains.

Amplisure | www.amplisure.com.au | IP Insurance

Amplisure's mission is clear: to offer the most seamless and intuitive experience for quantifying, purchasing, and administering intangible asset insurance. Additionally, Amplisure is instrumental in facilitating IP-backed debt financing.

Vertex Design | www.vertexdesign.com.au | Brand, Marketing & Product Design

Vertex has evolved into an award-winning Brand, Marketing & Product Design team. Their primary mission is to amplify and effectively communicate brand asset value.



IIP Group Pty Ltd

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Professional associations

- Royal Institution of Chartered Valuation Surveyors
- Knowledge Commercialisation Australasia Ltd

Sectors

- Brokering
- Finance
- IAM/IC
- IP insurance
- IP management consultancy
- Licensing
- M&A
- Technology transfer
- Valuation

integrated ip

IAM says:

Matthew Yeates is a big-picture thinker whose entrepreneurial spirit means that he has an eye for how to use intellectual property as a market advantage and ensure that its value stands the test of time.

David Yurkerwich

Senior Managing Director – Ankura Consulting Group, LLC
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David Yurkerwich is a senior managing director and a leader of Ankura's IP team. He is based in New York and works closely with companies and law firms throughout the United States, Europe and Asia. Mr Yurkerwich is a seasoned valuation and damages expert with more than 35 years' experience. He has provided evidence in more than 100 disputes and has facilitated global IP transactions. Mr Yurkerwich and his team continuously enhance their valuation models by combining timely competitive information with advanced analytical tools to consider the technical, legal and market risks in IP negotiations and litigation.

Mr Yurkerwich works closely with inventors, owners and attorneys to assess patentability and markets for technologies to build and maintain competitive IP portfolios. He negotiates IP-based transactions and manages joint development, licensing and enforcement activities. His expertise includes competitive benchmarking for portfolio development; identification and valuation of tangible and intangible assets; and portfolio analysis for evidence of market use and potential value.

Mr Yurkerwich has provided expert valuation analysis and testimony in patent infringement cases, standard-essential patent FRAND disputes, international arbitrations and other business disputes involving companies throughout the world. This has included providing evidence in matters involving a broad range of technologies and markets. His work often includes the analysis of invention scope, markets and alternatives, the design of apportionment models, the preparation of expert reports and the delivery of expert testimony.

He received a BS in business administration from the Villanova School of Business and became a certified public accountant at Arthur Andersen & Co. Mr Yurkerwich was a founder of IP-focused consultancy teams at Peterson Worldwide, InteCap, Charles River Associates and Navigant Consulting (which became part of Ankura in 2018). Ankura is a global consultancy group with professional teams in Asia, Australia, Europe, India, the Middle East and the United States that collaborate to create innovative customised solutions for clients facing a wide range of economic, governance and regulatory challenges and opportunities.



Ankura Consulting Group, LLC

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Professional associations

- LES
- NACVA
- AICPA
- IPO

Sectors

- Brokering
- Finance
- IP auctions
- IP management consultancy
- Licensing
- M&A
- Technology transfer
- Valuation

IAM says:

David Yurkerwich helps clients to navigate the obstacles and possibilities related to the assessment, valuation and management of IP assets. He offers workable business alternatives and provides expert testimony in global patent infringement cases involving a range of technologies.



Marco Zardi

Partner – M Zardi & Co SA
 mzardi@zardi.ch | www.zardi.ch

Marco Zardi is the founder and managing director of M Zardi & Co SA, a specialised IP firm based in Lugano, Switzerland. The firm includes Swiss and European patent attorneys, trademark attorneys and IP legal consultants. Mr Zardi's technical expertise lies in the chemical and mechanical engineering fields.

Mr Zardi has been working in intellectual property for more than 30 years, gaining expertise in all proceedings before the EPO and the Swiss Patent Office. As a former substantive examiner at the EPO, he is intimately familiar with the EPO's practice.

In private practice, Mr Zardi provides services to a world-leading company in industrial chemistry. As its main reference for all IP matters, he has managed its worldwide IP portfolio for many years. Several international companies in different technological areas have also requested Mr Zardi to design strategies to help shape their IP portfolios in alignment with their economic targets and constraints.

Mr Zardi is experienced in advising overseas clients (especially East Asian companies) and local companies. He is also adept at the management of cross-border IP litigation, where he is frequently asked to provide freedom to operate, technical and infringement opinions in connection with out-of-court and court proceedings. Mr Zardi additionally has expertise in the commercial evaluation of IP rights and the negotiation of IP licences and assignments.

Since 1999 Mr Zardi has been one of the most active contributors to M Zardi & Co's well-established and renowned IP practice. The firm currently has about 20 employees, including IP specialists in all technical fields and IP law.

Mr Zardi has also been a part-time judge of the Swiss Federal Patent Court since it was established in 2012. He is frequently involved in processing complex patent matters, including court decisions and alternative settlements.



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Professional associations

- epi
- AIPPI
- INTA
- VESPA
- FICPI

Sectors

- Defensive patent aggregation
- IP management consultancy
- Legal
- Licensing
- Valuation

IAM says:

"A true leader in the field of intellectual property, Marco Zardi effortlessly oversees multi-jurisdictional prosecution mandates. His ability to create complex go-to-market solutions is widely acknowledged and he is an ideal partner for those with global portfolios."



Guojun Zhou

Director, International Patents – Intel Corporation

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Guojun Zhou is an associate general counsel and the director of international patents at Intel. Dr Zhou has worked on patent prosecution, portfolio management, global patent strategies, and patent litigation for more than 20 years. Through his work, he has gained substantial experiences in many international-patent-related legal areas including foreign filing licences, inventor remuneration, utility model practices, export regulations, PCT practice and patent policy, all across various jurisdictions (eg, China, Europe, India, Japan and Korea). He led a major patent litigation case in China. He was invited to speak on a broad range of patent topics in many international conferences.

Dr Zhou obtained his BS, MS and PhD, all in electrical engineering, from Southeast University (Nanjing China), Tsinghua University (Beijing, China), and Duke University (North Carolina, US), respectively. He worked as an engineer in China, in Singapore, and in the United States for many years. He had several patents. Dr Zhou earned his JD (*cum laude*) from Northwest School of Law of Lewis & Clark College in Portland, Oregon, US.

Dr Zhou relocated to Asia from the United States in 2016 and currently lives in Taipei. He leads a team of international patent professionals to manage Intel's non-US patents, to develop non-US patent strategies and to work closely with outside counsels across the world to improve the quality of patents in different jurisdictions.



Intel Corporation

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Professional associations

- Taipei Bar Association
- USPTO
- Washington State Bar Association

Sectors

- IP management consultancy
- Legal



Zhigang Zhu

Partner – Wanhuida Intellectual Property
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Zhu Zhigang is the managing partner at Wanhuida Law Firm Shanghai Office. Mr Zhu is an attorney-at-law admitted to practice in China since 2007. Mr Zhu's practice covers the judicial and administrative protection of IP in China, counseling on trademark, copyright, design and domain name registration and protection.

Taking a keen interest in researching and analysing frontier IP matters, Mr Zhu has been making practical use of his theoretical research over subjects like parallel import, fair use of trademark, trademark co-existence, cross-border e-commerce, well-known trademark, conflicts of rights, enforcement of geographical indication, to name a few. He has been a lead counsel in quite a few landmark cases including:

- Obtaining huge indemnification for the client from the infringers through a series of civil lawsuits;
- Stopping the massive unauthorised use of the client's registered trademarks on the signboards and/or as trade names;
- Winning for the client the first infringement court decision against a distributor of parallel imports in China;
- Having the client's trademark granted the first super well-known trademark status through judicial proceeding in China;
- Fighting against the intentional imitation of the client's registered figurative mark via the transformed use of another registered trademark by adopting integrated measures of administrative raid actions, administrative and civil lawsuits, successfully revoked the trademark registration of the offending party and shut down over 400 shops of the infringer in China.

In 2023, Mr Zhu makes his debut in the *IAM Strategy 300*, by being selected as a world's leading IP Strategist. He is listed as one of the "2021 China Top 15 IP Lawyers" by *Asian Legal Business*, a magazine owned by Thomson Reuters. He is rated as a Leading IP Lawyer by *asialaw* in 2016 and by *China Law & Practice* in 2015.

Mr Zhu is elected Deputy Director of the International Exchange Committee, China Trademark Association, Lead of the INTA Enforcement Committee China Task Force, a Member of the Unifab College of Experts and a Member of the Marques China Team.



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Professional associations

- China Bar
- International Trademark Association (INTA)
- APRAM
- Union des Fabricants (Unifab)
- MARQUES

Sectors

- IP management consultancy
- Legal

IAM says:

Zhigang Zhu is a repository of trust and serves as a strategic counsellor for clients in a variety of industries. He helps companies to get optimum protection for their most valuable assets and is also an authority on trademark-related matters.



Kevin Zilka

Principal – OSO IP LLC

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Kevin Zilka has more than 25 years of experience in the IP field. He is the founder and principal of Oso-IP LLC, and co-founder and principal of Zilka-Kotab PC. In these roles, Mr Zilka has managed thousands of patent assets for Silicon Valley Fortune 500 and start-up clients, represented clients in rigorous licensing negotiations, and propelled his firm into the top 100 patent firms in the United States.

Mr Zilka has advised on hundreds of patent enforcement, acquisition, licensing and other monetisation transactions. He has also leveraged his access to capital, his firm's resources, and his technical and legal skill set to successfully monetise patents in a variety of contexts. He has closely advised numerous companies whose patent assets were monetised, yielding more than US\$100 million in returns, and has invested in hundreds of third-party patent assets – many of which were licensed to Fortune 100 or 500 companies – delivering seven- and eight-figure returns. Mr Zilka has also compensated patent owners with millions of US dollars in royalty share payments in connection with the successful monetisation of their patents and consistently created significant patent value by turning unmarketable pending patent applications into premier patent portfolios that supported seven- and eight-figure transactions.

Mr Zilka is a named inventor on dozens of patents and numerous patent applications that were successfully monetised from conception to enforcement and licensing, generating significant US dollar sums. He founded a software company that brought products to market and managed an IP-driven eight-figure exit and has channelled millions of US dollars of patent licensing revenue to charities that enrich the lives of the underprivileged.

While Mr Zilka specialises in every stage of the patent procurement, licensing and enforcement process, his key differentiator is his expertise in early-stage IP opportunities that fuse his talents of early recognition of winning technology and strategic procurement of enforcement-ready patents with the development and execution of licensing-centric business strategies from the ground up.



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Sectors

- Brokering
- Defensive patent aggregation
- IAM/IC
- IP management consultancy
- Legal
- Licensing
- Technology transfer

IAM says:

"Kevin Zilka is one of the best IP attorneys and he has an exceptional understanding when it comes to portfolio development, IP analysis, and licensing. Working with him is a truly value-added experience."

OSO-IP LLC

Stephen Zou

Partner – Liu, Shen & Associates
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Stephen Zou assists clients in matters involving patents, trade secrets, and unfair competition. He focuses mainly on intellectual property strategic consulting, patent portfolio management, patent infringement, validity, freedom-to-operate opinions, due diligence and dispute resolution. He represents multinational pharmaceutical companies, and small and medium-sized innovative companies in handling intellectual property, drug regulatory matters, technology transfer and market access-related legal affairs. The wide variety of technical areas in which Dr Zou has obtained and enforced patent protection for clients include pharmacy, chemistry and biotechnologies, as well as mechanical systems and medical devices.

In recent years, Dr Zou has handled hundreds of IP due diligence works in biotechnology, pharmaceutical and medical device areas, and has been invited as a IP expert to issue IP legal opinions in helping dozens of bio-companies successfully listed with Hong Kong & New York stock markets. He also represented brand companies in defending their patents in China, and led a series of significant pharmaceutical patent disputes against local generic companies, either via administrative or via civil action.

Dr Zou received a PhD in pharmaceutical chemistry and a LLM in intellectual property. He started his IP career with Liu Shen in 2003, and prior to his legal profession, he has been engaged in research in pharmaceutical research and diagnostic method development.



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- ACLA
- LES

Sectors

- IP management consultancy
- Legal
- Licensing
- Technology transfer
- Valuation

IAM says:

"With Stephen Zou on your side, you can be confident that you have the best guidance for even the most challenging circumstances. He has a trustworthy team, is patient when hearing all the specifics of the case, is highly skilled and is highly informed about regulatory issues."

LIU SHEN
 Intellectual Property
 柳沈律师事务所

Individuals by organisation

Non-operating companies

A highlighted entry denotes a practitioner who has a profile in the preceeding pages

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4iP Council

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Catherine Boxhall	Integra Law Pty Ltd		
Duncan Bucknell	Duncan Bucknell Company		
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Linda Govenlock	Allens		
Tom Gumley	SweatequityIP		
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Jenny Petering	FB Rice		
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Tony Shaw	Allens		
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Scott Whitmore	Phillips Ormonde Fitzpatrick		
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Finance	IAM/IC	IP auctions	IP-backed lending	IP insurance	IP management consultancy	Legal	Licensing	M&A	Tax	Technology transfer	Valuation
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Natalie Giroux	Stratford Intellectual Property		
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Christopher Heer	Heer Law		
Sharon Ho	Innovation Asset Collective		●
Ilya Kalnish	BCF Business Law		
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Vinod Kumar	Silver Bullet IP Consulting	●	
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	Organisation	Brokering	Defensive patent aggregation
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Omar Nassif	Gowling WLG		●
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Mark D Penner	Fasken		
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Matthew D Powell	Dickinson Wright		
Natalie Raffoul	Brion Raffoul LLP		
James Ramsbottom	Merizzi Ramsbottom & Forster		
Natalie Rizkalla-Kamel	Gowling WLG		
Conor Sheehan	UnitedLex Corp		
Kevin Shipley	Marks & Clerk		
David St-Martin	Bereskin & Parr LLP		
Marek Wernik	Ocean Tomo LLC, a part of J.S. Held	●	●
J Bradley White	Osler Hoskin & Harcourt LLP		
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CHILE

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Max Montero	Johansson & Langlois		
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CHINA

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Wei Dong	PC & Associates		●
Ping Gu	Zhong Lun Law Firm		
Chen Guo	Jingtian & Gongcheng		
Jing He	GEN Law Firm		
Glenn He	Purple Vine IP	●	●
Chunguang Hu	China PAT Intellectual Property Office		
Xiaolin (Richard) Huang	ZY Partners		●
Frank Jeng	Purple Vine IP	●	●
Hongyi Jiang	LexField Law Offices		
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Nongfan Zhu	King & Wood Mallesons		
Elliot Papageorgiou	Gowling WLG		
Jun Qiu	Liu, Shen & Associates		
Xiaowen (Nancy) Song	Linda Liu & Partners		
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Nigel Wong	Rouse		
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Yanfeng Xiong	China Patent Agent (HK) Ltd		
Qi Xue	Beshining Law Office		
Stephen Yang	IP March		
Guanyang Yao	Liu, Shen & Associates		●
Kelly Yao	China PAT Intellectual Property Office		
Peter Zhang	Linda Liu & Partners		
Ye Zhao	Jingtian & Gongcheng		
Zhigang Zhu	Wanhuida Intellectual Property		
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CYPRUS			
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DENMARK			
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Ylva Skoglösa	aera		●
Johannes Wehner	aera		●
ECUADOR			
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FINLAND			
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FRANCE			
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Jérôme Collin	REGIMBEAU		
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GERMANY

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Tadashige Itoh	ITOH International Patent Office		
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Hiro Takahori	Shobayashi International Patent & Trademark Office	●	●
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Kazushige Yamamoto	Avanci / Marconi		
Hisao Yamasaki	Syndefense Corp	●	●
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Achim Krebs	HGF Ltd		

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Anton Blijlevens	AJ Park		
Michael Masterson	EverEdge Global		
Jason Rogers	James & Wells		
Simon Rowell	Innovation Liberation Front	●	
Jo Shaw	Jo Shaw		
John Terry	Ellis Terry		●
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SINGAPORE			
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Trina Ha	Intellectual Property Office of Singapore		

Finance	IAM/IC	IP auctions	IP-backed lending	IP insurance	IP management consultancy	Legal	Licensing	M&A	Tax	Technology transfer	Valuation
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	Organisation	Brokering	Defensive patent aggregation
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Rowan Joseph	Von Seidels		
Madelein Kleyn	Mad K IP Consulting (Pty) Ltd		
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Dongsuk Bae	Intellectual Discovery Co Ltd		
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Kyeongsu Im	Ideahub	●	
Hosik Jang	Marconi		
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Jeremy Holmes	IP Group plc		
Bethan Hopewell	Powell Gilbert LLP		
Anton Hutter	Venner Shipley LLP		●
Nicole Jadeja	Pinsent Masons		
Natalia James	Basck Ltd		
Andrew James	Siskin Capital Ltd	●	
Phil Jeffrey	Dehns		●
Mike Jennings	AA Thornton IP LLP		
Lucy Elizabeth Johnson	HGF Ltd		
Gareth Jones	BenevolentAI		
Ilya Kazi	IK-IP Ltd	●	●
Saiful Khan	Potter Clarkson LLP		●
Alexander Korenberg	Kilburn & Strode LLP		
Dani Kramer	Mathys & Squire LLP		
Peter Langley	Origin Ltd		●
Stuart Latham	Withers & Rogers LLP		
Fiona Law	Potter Clarkson LLP		
Sean Leach	Mathys & Squire LLP		
Martin MacLean	Mathys & Squire LLP		
Jacqueline Maguire	Firm Advantage		
Luke Minford	Rouse		
Gareth Morgan	Pinsent Masons		
Joeeta Murphy	Avidity IP Ltd		
Deepal Naidu	Invenza Intellectual Property Consultants		
Prajwal Nirwan	Climefort Ltd		
Emily O'Neill	Deminor		
Donal O'Connell	Chawton Innovation Services Limited		
Maeve O'Flynn	Finnegan, Henderson, Farabow, Garrett & Dunner, LLP		
Jonathan Palmer	Boult Wade Tennant LLP		
Richard William Penfold	Withers		
Paweł Piotrowicz	Venner Shipley LLP		
Robert Pocknell	N&M Consultancy Limited		

	Organisation	Brokering	Defensive patent aggregation
John Pryor	Exalt IP Ltd	●	
Alexandra Pygall	Stephenson Harwood LLP		
Josue Ortiz Ramirez	Deloitte & Touche LLP		
Gwilym Roberts	Kilburn & Strode LLP		
Stephen Robertson	Metis Partners Ltd		
Adrian Samuels	Dehns		
Andrew Sant	White Light Consulting Ltd		
James Seymour	EIP		
Tim Smith	Rouse		
Robert Alan Smithson	Appleyard Lees		
Calum Smyth	Wiggin LLP		
Patrick Snow	ICEBERG IP Group	●	
Sandro Spina	Vectis IP Ltd		
Nigel Swycher	Cipher		
Anna T Szpek	Murgitroyd		
Sean Thompson	Parabellum Capital		
Christopher Thornham	Taylor Wessing		
Andrew Tingey	IP Pragmatics Ltd		
Anthony C Tridico	Finnegan, Henderson, Farabow, Garrett & Dunner, LLP		
Richard Vary	Bird & Bird LLP		
Mike Vettese	Murgitroyd		
Tess Waldron	Powell Gilbert		
Nicholas White	Tangible IP Ltd		
Robert Williams	Bird & Bird LLP		
Gary Wilson	HGF Ltd		
David Wright	CMS Cameron McKenna Nabarro Olswang LLP		

UNITED STATES**ARIZONA**

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Ken Seddon	LOT Network Inc		●
Katharine Wolanyk	Burford Capital LLC		

CALIFORNIA

Sandeep Agarwal	Goalset IP LLC		
Erik Ahroon	Acacia Research Corp		
Daniel E Altman	Knobbe Martens		
Shawn Ambwani	Unified Patents Inc	●	●
John A Amster	Rowan TELS	●	●
Tom Anderton	K&L Gates LLP		
Robert Aronoff	Pluritas LLC	●	●
Ilja Bedner	LOT Network Inc		
Marc Booth	Acacia Research Corp		
Richard Bridgeman	Patent Crafters, PC		
Jane Bu	Via Licensing Corp		
Sean Casey	Buchalter		
Daniel Cavanagh	Klein, O'Neill & Singh, LLP		
Yar R Chaikovsky	White & Case LLP		
Ivan Chaperot	Novalto		

	Organisation	Brokering	Defensive patent aggregation
Thomas Chia	Via Licensing Corp		●
Michael Costa	Richardson Oliver Insights LLC	●	●
Tom Cowan	Knobbe Martens		
Denise De Mory	Bunsow De Mory Smith & Allison LLP		
Peter Detkin	Sherpa Technology Group	●	●
Dave Djavaheerian	PacTech Law, PC		
Ryan Elliott	RPX Corp		
Ben Esplin	Esplin & Associates, PC		
David Esplin	Esplin & Associates, PC		
Martin Fessenmaier	Umberg Zipser LLP		
Richard M Feustel Jr	Feustel PC		
Andrew Filler	Sherpa Technology Group	●	●
Amit Garg	IPValue Management Inc	●	
Paul Germeraad	Business Innovation Management		
David Gindler	Orrick, Herrington & Sutcliffe LLP		
Alfi Guindi	IPValue Management Inc		●
Mark Gober	Sherpa Technology Group	●	
Bill Goldman	VideoLabs Inc		●
Andrew Gordon	OSO IP LLC	●	●
Kevin O Grange	Lowenstein Sandler LLP		
Phil Graves	Graves & Shaw LLP		
Jake Handy	Fenwick & West LLP		●
Chris Hardee	Lumenci		
Suzanne Harrison	Percipience LLC		
Peter Harter	The Farrington Group		
Phil Hartstein	Soryn IP Capital Management		
Saad Hassan	Fenwick & West LLP		
Dana W Hayter	Perkins Coie LLP		●
Ghobad Heidari	GHB Intellect	●	
Zack Higgins	Python 4 Patents		
Heath Hoglund	Via Licensing Corp		
Bruce Hollibaugh	Strategic IP Initiatives, Inc	●	●
Mark Holmes	PatentBridge LLC		
Steven Horowitz	Ovidian Group LLC		●
Linda B Huber	Nixon Peabody LLP		
Jonathan James	Fortress Investment Group LLC		
Helene Jay	Via Licensing Corp		
David EA Jordan	Fish & Richardson		
Claire Kalia	Kalia Law PC		
Peter Kang	Baker Botts LLP		
Efrat Kasznik			
Jarom Kesler	Knobbe Martens		
Philip W Kline	Insight Economics		
Scott Kokka	Knobbe Martens		
Mark Kroot	Alto Cumulus IP	●	●
Irfan Lateef	Knobbe Martens		
Ron Laurie	Inflexion Point Strategy LLC		
Bryant Lee	Cognition IP		
Seth D Levy	Nixon Peabody LLP		

	Organisation	Brokering	Defensive patent aggregation
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Douglas Luftman	DocuSign Inc		
Andre Marais	Schwegman Lundberg & Woessner PA		
Julie Mar-Spinola	Finjan Holdings Inc		
Damon Matteo	Fulcrum Strategy	●	●
Daniel McCurdy	RPX Corporation		●
Miku Mehta	Procopio Cory Hargreaves & Savitch LLP		
Claus Melarti	RPX Corp		
Gary Michelson	Michelson Institute for Intellectual Property		
Yuri Mikulka	Alston & Bird LLP		
Richard Misiag	IPValue Management Inc	●	●
Art Monk	Patent Contacts LLC	●	●
Jeff Morton	Procopio Cory Hargreaves & Savitch LLP		
Nader A Mousavi	Sullivan & Cromwell LLP		●
Charles R Neuenschwander	IPLC, LLC	●	
Michael Ng	Kobre & Kim LLP		
Minh Nguyen	Kasowitz Benson Torres LLP		
Kayvan Noroozi	Noroozi PC		
Erik Oliver	Richardson Oliver Insights LLC	●	●
Eric Olsen	RPX Corporation	●	●
Daren M Orzechowski	Allen & Overy LLP		
Dan Ovanezian	Womble Bond Dickinson (US) LLP		
George Park	IPValue Management Inc	●	
Rajiv P Patel	Fenwick & West LLP		
John Peck	KPPB LLP		
Cathal Phelan	Atticotti		
Joshua Pichinson	Sherwood Partners		
Michael Pierantozzi	Andiamo Associates, LLC	●	●
Vince Pizzica	Pacific Strategic Consulting		
William J Plut	Verasuit LLC	●	
Alexander Polyansky	PatentWealth LLC		
James Pooley	James Pooley PLC		
Michael Poppler	Sherpa Technology Group	●	●
Sanjay Prasad	Prasad IP, PC		●
Courtney Quish	Fortress Investment Group LLC		
Matthew Rappaport	IP Checkups Inc		
Christina Raymond	RPX Corporation		
Kent Richardson	Richardson Oliver Insights LLC		
Kevin Rivette	Sherpa Technology Group	●	●
Jeff Ronaldi	BiTMICRO Licensing		
Mitchell Rosenfeld	Stout	●	
Jeannine Sano	Axinn Veltrop & Harkrider LLP		●
Ian Schick	Draft Builders & Specifio		
Andrew Schwaab	Greenberg Traurig LLP		
Pallavi Shah	Mobity LLC	●	
Ahsan A Shaikh	McDermott Will & Emery		●
Deepak Sharma	Anjay Venture Partners LLC	●	
Rahul Shekher	Synopsys Inc		
Harnik Shukla	Knobbe Martens Olson & Bear LLP		

	Organisation	Brokering	Defensive patent aggregation
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David Smith	Tynax Inc	●	●
Jae Won Song	Fenwick & West LLP		
David R Stevens	Stevens Law Group	●	●
Ray Strimaitis	Allied Security Trust		●
Pete Su	Radlo & Su		
Gabe Sukman	ClearstoneIP LLC		
Lorna Tanner	Sheppard Mullin Richter & Hampton LLP		
Vlad Teplitskiy	Knobbe Martens		
James Trueman	TrueNorth IP LLC	●	
Bijal Vakil	Allen & Overy LLP		
Ketan S Vakil	Snell & Wilmer LLP		
Garth Vivier	Schwegman Lundberg & Woessner PA		
Keith Wilson	IPValue Management Inc	●	
Aaron Wininger	Schwegman Lundberg & Woessner PA		
Nick Witchey	Nantworks		
David Wright	IPValue Management Inc	●	
Andrew Wu	IPValue Management Inc		
Joseph Yang	PatentEsque Law Group LLP		●
Brian Yates	Ipel Incorporation		
Mallun Yen	Operator Collective		
Lew Zaretski	Hamilton IPV		
Michael Zhang	Wi-LAN Inc		
Kevin Zilka	OSO IP LLC	●	●
Eran Zur	Fortress Investment Group LLC		
COLORADO			
Linda Biel	Rowan TELS		
Jeffery L Carter	HighTech-Solutions		
Michael L Drapkin	Holland & Hart LLP		
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Russell Krajec	BlueIron IP	●	
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Matthew Rozier	Rozier Hardt McDonough PLLC		
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CONNECTICUT			
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DISTRICT OF COLUMBIA			
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Timothy Bickham	Steptoe & Johnson LLP		
Matthew Bodenstein	Sterne, Kessler, Goldstein & Fox PLLC		
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Poh Chua	Aon Intellectual Property Solutions	●	●

	Organisation	Brokering	Defensive patent aggregation
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Tracy Gene Durkin	Sterne, Kessler, Goldstein & Fox PLLC		
Thomas Fiala	Sterne, Kessler, Goldstein & Fox PLLC		●
James G Gatto	Sheppard Mullin Richter & Hampton LLP		
Christopher Gerardi	Charles River Associates		
Richard Harris	Intellectual Ventures		
Justin Hasford	Finnegan, Henderson, Farabow, Garrett & Dunner, LLP		
James Hietala	Sterne, Kessler, Goldstein & Fox PLLC		
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Christopher Johns	Finnegan Henderson - DC		
David Jones	High Tech Inventors Alliance		
Karthik Kumar	Finnegan, Henderson, Farabow, Garrett & Dunner, LLP		
Gregory K Leonard	Charles River Associates		
Damon Lewis	Hogan Lovells		
Anthony V Lupo	Arent Fox LLP		
J Derek Mason	Tucker Ellis		
Nicholas Matich	McKool Smith		
Scott McKeown	Wolf Greenfield		●
Frederic M Meeker	Banner Witcoff		
Brian O'Shaughnessy	Dinsmore & Shohl LLP		
Tayan Patel	BakerHostetler		
Justin Pierce	Venable LLP		
Michael A Sartori	McCarter & English, LLP		
Robert Greene Sterne	Sterne, Kessler, Goldstein & Fox PLLC		
Jonathan Stroud	Unified Patents, LLC		●
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Anthony Venturino	Vorys, Sater, Seymour, and Pease		
Eric Wright	Wright IP And International Law Eric G Wright		

DELAWARE

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FLORIDA

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Tom Major | TransactionsIP LLC

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Erich Spangenberg | **IPwe**

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Rahul Vijh | Copperpod IP

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Cortney Alexander | Kent & Risley LLC

Brent R Bellows | **Knowles IP Strategies LLC**

Barry Brager | Perception Partners

Charles Chamberlain | TigerIP Ventures

	Organisation	Brokering	Defensive patent aggregation
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Miles Hall	Meunier Carlin & Curfman		
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Jacqueline Hutter	The Hutter Group	●	●
David Kennedy	Berkeley Research Group LLC		●
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Sherry M Knowles	Knowles IP Strategies LLC		●
Chris Lightner	Alston & Bird LLP		
Jason Lye	Lyco Works Incorporated	●	
James McDonough	Rozier Hardt McDonough PLLC		
Michael W McLaughlin	IP Investments Group LLC		
William M Ragland Jr	Womble Bond Dickinson (US) LLP		●
John Sears	Sole Practitioner		
Ryan E Strong	IP Investments Group LLC		
Larry Tedesco	Berkeley Research Group, LLC		●
Renae Wainwright	Kilpatrick Townsend & Stockton LLP		
Sam Zellner	InspireIP		

IDAHO

Steven Johnson	Ex Intellectus / Quinn Pacific	●	●
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ILLINOIS

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Christopher J Bokhart	Charles River Associates		
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Andrew Carter	Ocean Tomo LLC, a part of J.S. Held		
Pamela L Cox	Marshall Gerstein & Borun LLP		
Nick Dudziak	Sisvel Group	●	
David Duski	Charles River Associates		
William Farrell Jr	Longford Capital Management		
James Flight	Hanley, Flight & Zimmerman, LLC		
Christopher Freeman	Burford Capital LLC		
Michael Friedman	Hilco Trading LLC	●	
Josh Gammon	Hilco IP Merchant Banking	●	
C Graham Gerst	Global IP Law Group LLC	●	
Nevin M Gewertz	Bartlit Beck Herman Palenchar & Scott		
Adam Gill	GLS Capital		
Robert Goldman	Aon Intellectual Property Solutions		
Troy Groetken	McAndrews, Held & Malloy Ltd		
Andrew R Hein	Crown Point Advisors LLC	●	●
Brian Hinman	Aon plc		
Michele S Katz	Advitam IP		
Ivan Kirchev	JPMorgan Chase & Co		●
Anne Layne-Farrar	Charles River Associates		
Chris Lee	Lee Sheikh & Haan LLC		●
Russell E Levine	Kirkland & Ellis LLP		

	Organisation	Brokering	Defensive patent aggregation
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James E Malackowski	Ocean Tomo LLC, a part of J.S. Held	●	
Craig Martin	Willkie Farr & Gallagher LLP		
Gillian McColgan	Hilco Trading LLC	●	
Daniel M McGavock	Charles River Associates		
Timothy C Meece	Banner Witcoff		●
Joel Merkin	GLS Capital		
Michael Milani	Ocean Tomo LLC, a part of J.S. Held		
Michael Nicolas	Longford Capital Management		
Jay Nuttall	Step toe & Johnson LLP		
Ragnar Olson	Global IP Law Group LLC	●	
Sun Pae	Levenfeld Pearlstein, LLC		
Mark A Peterson	Robinwood Consulting LLC		
Ryan Phelan	Marshall Gerstein & Borun LLP		
Wil Rao	McAndrews, Held & Malloy Ltd		
Richard Razgaitis	Charles River Associates		
Elizabeth Rudersdorf	Steger IP, LLC	●	
Kimberly J Schenk	Charles River Associates		
Sean Sheridan	Charles River Associates		
Raymond Sims	Charles River Associates		
Nicholas Stabinsky		●	●
Steven Steger	Steger IP, LLC	●	
Michael Tate	Charles River Associates		
Michael Taylor	ktMINE		
Malaika D Tyson	McAndrews, Held & Malloy Ltd		
Scott Weingust	Stout		
Thomas J Wimbiscus	McAndrews, Held & Malloy Ltd		
Ryan Zurek	Ocean Tomo LLC, a part of J.S. Held	●	
INDIANA			
Christopher V Beckman	Beckman Law PC	●	
Michael Pellegrino	Pellegrino & Associates	●	
KANSAS			
Jennifer Bailey	Erise IP PA		
Gaby Khouri	RPX Corp	●	
KENTUCKY			
Scott Higdon	Gray Ice Higdon		
LOUISIANA			
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MAINE			
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Kevin McNish	McNish PLLC		●
MASSACHUSETTS			
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Gregory Bell	Charles River Associates		
Edward G Black	Ropes & Gray LLP		

	Organisation	Brokering	Defensive patent aggregation
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Khyle Eaton	Anaqua		
Ralph Eckardt	Sherpa Technology Group	●	
Roman Fayerberg	Greenberg Traurig LLP		
Matthew S Galica	Mintz		
Christine Goddard	Fish & Richardson		
Charles Larsen	McDermott Will & Emery		
Marguerite McConihe	Mintz		
Leslie A McDonell	Finnegan, Henderson, Farabow, Garrett & Dunner, LLP		
Peter Moller	Access Advance LLC		
Robert Moore	Volpe Koenig		
Michael Newman	Mintz		
Chinh H Pham	Greenberg Traurig LLP		●
Shayne Phillips	Anaqua		
Erik Reeves	Anaqua		
Michael T Renaud	Mintz, Levin, Cohn, Ferris, Glovsky and Popeo PC	●	●
Adam S Rizk	Mintz	●	●
Bruce Rubinger	Global Prior Art Inc		●
Adam P Samansky	Mintz		
Matt Troyer	Anaqua		
Anita Varma	White & Case LLP		
Matthew Vella			
Daniel B Weinger	Mintz		
James Wodarski	Mintz		
MARYLAND			
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Lawrence Horn	Via Licensing Corp		
Debora Rose (formerly Stewart)	InvotexIP LLC		
MICHIGAN			
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Kevin Arst	Ankura Consulting Group, LLC		
Richard W Hoffmann	Reising Ethington PC		
Michael Lasinski	Ankura Consulting Group, LLC	●	
Sangeeta G Shah	Brooks Kushman PC		
Christopher L Schulte	Ankura Consulting Group, LLC		
Robert Siminski	Harness, Dickey & Pierce, PLC		
Michael N Spink	Dickinson Wright		
Abel Teshome	Ankura Consulting Group, LLC		
MINNESOTA			
John A Dragseth	Fish & Richardson	●	
Logan Drew	Robins Kaplan LLP		
Aaron Fahrenkrog	Robins Kaplan LLP		

	Organisation	Brokering	Defensive patent aggregation
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Christopher K Larus	Robins Kaplan LLP		
Paul J LaVanway Jr	Fredrikson & Byron PA		
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Scott Rothenberger	Barnes & Thornburg LLP		
Ryan M Schultz	Woodsford	•	
Christopher Turoski	University of Minnesota Law School		
William Woodford	Avantech Law, LLP		
MISSOURI			
Dennis Bennett	Global Patent Group		
Jennifer R Byrne	Armstrong Teasdale LLP		
NORTH CAROLINA			
Joseph A Agiato	PIUS Limited LLC		
Monty Austin	Austin Patent Expertise LLC	•	•
Keith Bergelt	Open Invention Network LLC		•
Michael Chernoff	Murgitroyd		
Chris Gegg	Alston & Bird LLP		
Jinan Glasgow George	Neo IP		
Kate Gusmer Cole	Moore & Van Allen PLLC		
Mark Jenkins	Barnes & Thornburg LLP		
DeForest McDuff	Insight Economics		
Sam Merritt	Moore & Van Allen PLLC		
Grant Moss	Adapt IP Ventures LLC	•	
Biju Nair	Open Invention Network LLC		•
Graham Rogers	EisnerAmper LLP		
Arles Taylor	Jenkins, Wilson, Taylor, & Hunt, P.A.		
NEW JERSEY			
Russell Binns	Allied Security Trust (AST)		
Boaz Brickman	IPValue Management Inc		
Daniel Mitry	Empire IP LLC		
Timothy Salmon	Empire IP		
Chris Spadea	Folio Expert Services, LLC.	•	•
NEW MEXICO			
Sam Wiley	LOT Network Inc		•
NEVADA			
Daniel J Henry	RSL Holdings Inc		
Ray Reusser	RSL Holdings Inc		
Ian Watson	Quinn Pacific	•	
NEW YORK			
Gary Abelev	Hunton Andrews Kurth LLP		
Elizabeth Barnhard	Leason Ellis LLP		
Garrard R Beeney	Sullivan & Cromwell LLP		•
Bruce Berman	The Center for Intellectual Property Understanding		
Jonathan Berschadsky	Merchant & Gould		
Karen Bromberg	Cohen & Gresser LLP		

	Organisation	Brokering	Defensive patent aggregation
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Mark S Cohen	Pearl Cohen Zedek Latzer Baratz		
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Robert Cote	Cote Capital		
James DeCarlo	Greenberg Traurig LLP		
John M Desmarais	Desmarais LLP		
James J Donohue	Charles River Associates		
Jose A Esteves	Skadden Arps Slate Meagher & Flom LLP		
Alfred R Fabricant	Fabricant LLP		
John Flock	John Flock, PLLC		●
Ed Gomez	Daedalus Technology Group Inc		
John P Gourary	Covington & Burling	●	
Paul Greco	ICAP Patent Brokerage LLC	●	
Michael Gulliford	Soryn IP Capital Management		
Dustin F Guzor	Sullivan & Cromwell LLP		
Peter Hardigan	Highlands Advisory		
Joshua Harris	Burford Capital LLC		
Peter Holden	Dunworth Capital Advisors LLC		
Corey M Horowitz	Network-1 Technologies, Inc		
Steve Joroff	Lumenci		
David Kappos	Cravath, Swaine & Moore LLP		
Michael Kasdan	Wiggin and Dana LLP	●	
Sergey Kolmykov	Markman Advisors LLP / Kroub Silbersher & Kolmykov PLLC	●	●
Gaston Kroub	Markman Advisors LLP / Kroub Silbersher & Kolmykov PLLC	●	●
Jonas R McDavit	Desmarais LLP		
Anup K Misra	Curiam Capital		
Catherine Nyarady	Paul, Weiss, Rifkind, Wharton & Garrison LLP		
Fatih M Ozluturk	Armada IP Capital	●	
Ami Patel Shah	Fortress Investment Group LLC		
Zeev Pearl	Pearl Cohen Zedek Latzer Baratz LLP		
Robert Petrelli	Leverage IP		
Frank Razavi	AT Venture Center		
Robb Roby	Knobbe Martens Olson & Bear LLP		
David Ruder	VALE Insurance Partners		●
Francis Rushford	Pretium Partners		
Jon Scahill	Quest Patent Research Corp		
David Shoneman	Darwin IP Advisors	●	
Zachary Silbersher	Markman Advisors LLP / Kroub Silbersher & Kolmykov PLLC		
Joshua L Simmons	Kirkland & Ellis LLP		
Tejinder Singh	Reliance Capital Management		
Ralph Sutton	Validity Finance		
Ozer Teitelbaum	Ocean Tomo LLC, a part of J.S. Held		●
Richard Thurston	RLT Global Consulting LLC		
Sarah Tsou	Omni Bridgeway		
David Yurkerwich	Ankura Consulting Group, LLC	●	

OHIO

	Organisation	Brokering	Defensive patent aggregation
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Dipanjan Nag	InnovAito, LLC		
OREGON			
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Thomas D Franklin	Mughal Gaudry & Franklin PC		
Andrew Godsey	GTT Group Inc		
Mark Jones	Vitek IP LLC	●	
Michael Lubitz	GTT Group Inc	●	●
PENNSYLVANIA			
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Donald Bitting	Strong Force		●
Martin Black	Dechert LLP		
Donald Boles	Brandywine Ventures LLC		
Donald L Boreman	Global Patent Transactions, LLC	●	●
Mark Chandler	Upstream Partners Inc		
Jeffrey Gluck	Panitch Schwarze Belisario & Nadel LLP		
Neil Maskeri	Young Basile PC		
Raymond A Miller	DLA Piper	●	
Juhee Park	Upstream Partners Inc		
Robert Pressman	Bramson & Pressman	●	●
Joshua R Slavitt	Slavitt IP Law LLC		
John Veschi	Hilco IP Merchant Banking	●	
TENNESSEE			
Bradley Larschan	Bastille LLC	●	
TEXAS			
Kasim Alfalahi	Avanci / Marconi		
Luke Barbin	TECHSON IP	●	
Adam Baumli	IP Valuation Partners LLC	●	
Tim Berghuis	Celerity IP		
Dan Bikus	TECHSON IP LLC		
Brian Blasius	PanOptis		
Jason Bourgeois	IP Valuation Partners LLC	●	
Scott Burt	MOSAID Technologies Inc		
Kimberly Cauthorn	Willis Towers Watson		
Li Chen	Lumens Law Group PLLC		
Brad Y Chin	Bracewell LLP		
Kirk Dailey	Innovius/Marconi		
Matthew DelGiorno	Dominion Harbor	●	
Abha Divine	Techquity Capital Management		
Curtis Dodd	Harfang IP Investment Corp		
Christian Dubuc	Harfang IP		
Aaric Eisenstein	Personalized Media Communications		
Brian Fahrenbach	Innovius, LLC	●	●
Khaled Fekih-Romdhane	Longhorn IP	●	
Alfonso Garcia Chan	McKool Smith		

	Organisation	Brokering	Defensive patent aggregation
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Gerard Haddad	PanOptis		
Jonathan Hardt	Rozier Hardt McDonough PLLC		
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Chad Hilyard	Celerity IP		
Tom Hochstatter	TECHSON IP	●	
Eyal Iffergan	Hyperion Global Partners		
Sharon A Israel	Shook Hardy & Bacon LLP		
Michael Karson	Winstead PC		
Robert Kelly	Dominion Harbor	●	
Joseph Kessler	West U Capital		
Mitch Kline	Dominion Harbor	●	●
Kapu Kumar	Patent Platform Services		
Nick Lidji	Innovius, LLC		
Jack Lu	Intellectual Property Market Advisory Partners (IPMAP)	●	
Nasser Lukmani	Blackhawk Technologies LLC		
Joseph McAlexander	McAlexander Sound Pte Ltd & McAlexander Sound		
Jamie McDole	Winstead PC		
Luke McLeroy	Avanci / Marconi		
Cheryl Milone Cowles	Goldman Sachs		
Micky Minhas	Marconi		
Preston Morgan	Dominion Harbor		
Chris Mulkey	TECHSON IP LLC		
David Nickelson	TECHSON IP LLC	●	●
Qudus Olaniran	Avanci / Marconi		
Christopher J Palermo	Baker Botts LLP		
Nicole Parker	Omni Bridgeway (USA) LLC		
Vishal Patel	Cole Schotz PC		
Phillip B Philbin	Winstead PC		
Leann Pinto	IPwe		
Michael Piper	Conley Rose		
David Pridham	Dominion Harbor	●	
Ilkka Rahnasto	Marconi		
Eric Reifschneider	Marconi		
Jamie Ribman	Marconi		
Paul Riley	Patent Platform Services		
Eagle Robinson	Norton Rose Fulbright US LLP		
Mark Roche	West U Capital		
Paul J Skiermont	Skiermont Derby LLP		
Barrett Spraggins	Kennedy Lenart Spraggins LLP		●
Jonathan Szarzynski	Endpoint IP		
Mark Taken	Marconi		
Jeff Toler	Toler Law Group PC	●	
Allen Vaughn	Lone Star Intellectual Property		
Les Ware	Marconi		
Jeffrey Whittle	Womble Bond Dickinson (US) LLP		

	Organisation	Brokering	Defensive patent aggregation
UTAH			
Eric Babych	Barnes & Thornburg LLP		
Tom Briscoe			
Peter Johnson	Vibrant IP	●	●
VIRGINIA			
Matthew Barthalow	Oliff PLC		
Rocky Berndsen	Harrity & Harrity LLP		
Bruce Bernstein	Greenblum & Bernstein plc		●
James Carmichael	Carmichael IP, PLLC		
Kimberly S Chotkowski	Licensing Executives Society International		
Esmael Dinan	Ofinno LLC		
Ed Fish	Tech+IP Advisory LLC	●	
Erin-Michael Gill	Genaesis	●	
Kirsten A Grüneberg	Grüneberg and Myers PLLC		
Cliff Hyra	Fresh IP PLC		
Patrick C Keane	Buchanan Ingersoll & Rooney PC		●
Stephen G Kunin	Maier & Maier PLLC		
Bradley Lytle	Xsensus LLP		
Eric Myers	Grüneberg and Myers PLLC		
Gene Quinn	IPWatchdog Inc		
Justin Rerko	KPMG LLP		
Stephen T Schreiner	Carmichael IP PLLC		
VERMONT			
Nancy Cronin	ipCapital Group Inc		
John Cronin	ipCapital Group Inc	●	
Marshall Phelps Jr	ipCreate Inc		
WASHINGTON			
Richard Allen	Lee & Hayes, PC		
Maria Anderson	Knobbe Martens		
Stephen Bishop	Perkins Coie LLP		●
Louis Carbonneau	Tangible IP LLC		
Timothy D Casey	Baker & Hostetler LLP		
Riad Chummun	Intellectual Ventures Management LLC	●	●
Dan Crouse	Aon Intellectual Property Solutions		
Bart Eppenauer	Shook Hardy & Bacon LLP		
Mathen Ganesan	Intellectual Ventures Management LLC		●
Robert Gilham	Campfyre Inc		
Swapna Hiray	Intellectual Ventures		
Lewis Lee	Aon Intellectual Property Solutions		
Cris Leffler	Folio Law Group PLLC		
Tim Londergan	Tangibly		
Brett Nelson	Spruson & Ferguson		
Adam LK Philipp	AEON Law		
Stephen R Pomraning	Tangible IP LLC	●	
Russ Rigby	Intellectual Ventures Management LLC		
Britten Sessions	Lincoln Law School of San Jose		

	Organisation	Brokering	Defensive patent aggregation
Stu Stiles	Aon Intellectual Property Solutions		
Mauricio Uribe	Knobbe Martens		
Matthew Wahlrab	Rapid Alpha, Inc	●	●
Erika Warner	Tangible IP, LLC	●	
Jim Weisfield	Ascend IP LLC	●	●
C Rachal Winger	Lee & Hayes, PC		
Monty Wright	Aon Intellectual Property Solutions		
Roger Wylie	Kilpatrick Townsend & Stockton LLP		
Loria Yeadon	Yeadon Intellectual Property LLC		
WISCONSIN			
Christopher Austin	Michael Best & Friedrich LLP		●
David A Casimir	Casimir Jones SC		
Shane Delsman	Godfrey & Kahn, SC		
Jeff Lindsay	Planet Lindsay LLC		
Alexander J Neuworth	Foley & Lardner LLP		
UNITED STATES MINOR OUTLYING ISLANDS			
Lyle Ellis	KPMG Law		
Robert Heath	RPX Corp		
URUGUAY			
Gonzalo Fernández Secco	Fernández Secco & Asociados		

Finance	IAM/IC	IP auctions	IP-backed lending	IP insurance	IP management consultancy	Legal	Licensing	M&A	Tax	Technology transfer	Valuation
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Individuals by sector of expertise and location

Operating companies, research institutions and universities

	Organisation	Brokering	Defensive patent aggregation
AUSTRALIA			
Brendan Cheong	Rio Tinto Limited		
Nimish Gupta	Canon Information Systems Research Australia Pty Ltd		
Edith Hamilton	Griffith Hack		
Rebecca McCrackan	Rio Tinto Limited		
Liam Nankervis	BHP Billiton Ltd		
Katherine Rock	Xero		
Nicholas Stamatou	Radian Global		
Jarred Twigg	Breville Group Ltd		
BELGIUM			
Christof Bull	UCB Biopharma SRL		
Vincent Couteau	Eviden		
Bart Lindekens	EIT InnoEnergy SE		
Andrea Macchetta	Ontex bv		
Yannick Philippaerts	YPat BV		
Ewan Van Minnebruggen	Atlas Copco Airpower		
BRAZIL			
Matheus Gil do Amaral	Braskem SA		
Mellina Mamede de M. Mendes e Souza	Siemens AG		
CANADA			
Jasminder S Brar	Titan Medical Inc		
Joshua Death	The Toronto-Dominion Bank		
Paul Gagnon	AppDirect		
Roger Gallant	Mangrove Lithium		
Robert Guay	Shopify		
Heather Mueller	NCS Multistage, LLC		
CHINA			
Michael-Yu Ding	ABB Ltd		
Xiaowu Emil Zhang	Huawei Technologies Co Ltd		
Zhiyong Fan	Huawei Technologies Co Ltd		
Adler Feng	Oppo		
Wanxing Eugene Ho	Mengniu Dairy		●
Paul Lin	Xiaomi Inc	●	●
Yang Lin	Shanghai Langbo Communication Technology LTD		
Keiji Ushijima	Tianma Microelectronics Co		
Sijia Wang	Meituan		
David Wang	Huawei Technologies Co Ltd		
Na Wei	Xiaomi Inc		
Lynn Wu	ByteDance Ltd		
Yunfa Wu	Sinopec		
Lin Wu	ByteDance Ltd		
Tong Xin	ZTE Corp		
Ran Xu	Xiaomi Group		
Chi Xu	Smoore International Holdings Ltd		
XianWen Xu	Vivo Communications Technology Co Ltd		
Goujun Zhou	Intel (China) Ltd		

	Organisation	Brokering	Defensive patent aggregation
CZECH REPUBLIC			
Miroslav Černý	Škoda Auto		
DENMARK			
Richard Pitman	Ascendis Pharma		●
FINLAND			
Roberto Castagno	Neste		
Eeva Hakoranta	InterDigital Inc		
Patrik Hammaren	Nokia Technologies		
Sonja London	TactoTek		
Jenni Lukander	Nokia		
Susanna Martikainen	Nokia		
Teemu Soinen	Nokia Corp		
FRANCE			
Jean-Marc Brunel	Safran		
Alfred Chauat	InterDigital		
Alexis Dufourcq	Nokia		
Philippe Lanet	Nokia		
Charlotta Ljungdahl	ABB Group		
Sophie Pasquier	Philips		
John Sideris	Philips Intellectual Property & Standards		
Olivier Thirard	Orange SA		
GERMANY			
Stephan Altmeyer	Deutsche Telekom AG		●
Peter Berg	Infineon Technologies AG		●
Kai Brandt	Audi		
Philip Caramanica	Alvotech		
Stefan Geyersberger	Fraunhofer Institute for Integrated Circuits IIS		
Clemens-August Heusch	Nokia		
Sebastian Koch	Uhlmann Pac-Systeme GmbH & Co. KG		●
Ugreson Maistry	Nintendo Co Ltd		
Christian Mohr	Electrolux AB		
Jyrki Nikula	Harman International		
Tim Oelmann	Deutsche Telekom AG		●
Julia Pike	Sandoz International GmbH		
Sandra Schneider	Yokogawa Electric Corp		●
Peter Svejksky	Robert Bosch GmbH		
Claudia Tapia	Telefonaktiebolaget LM Ericsson		
Jörg Thomaier	Bayer AG		
Wolfram Christian Thomas	Qualcomm Inc		
Gerhard Tschiedel	Signify		
Christian Vollmer	Evonik Superabsorber		
Beat Weibel	Siemens AG		●
Sven-Eric Widmayer	Daimler AG		
Stephan Wolke	thyssenkrupp Intellectual Property GmbH		

	Organisation	Brokering	Defensive patent aggregation
HONG KONG			
Ting-Mao Chao	Dolby Laboratories Inc		
David Swain	Essex Bio-Technology		
Rhonda Tin	Lenzing AG		
INDIA			
Chandni Agarwal	Google Inc		
Vishal Anand	Reliance Industries Limited		
Anjali Balagopal	Tata Technologies Ltd		
Megha Banerjee	Koninklijke Philips NV		
Anand Bopardikar	Reliance Industries Ltd		
Sheetal Chopra	Telefonaktiebolaget LM Ericsson		
Biplab Dey	Reliance Industries Limited		
Taruna Gupta	Tata Consultancy Services		●
Chitra Iyer	Koninklijke Philips NV		
Anoop Jain	Ather Energy Pvt Ltd		●
Arshad Jamil	Biocon Biologics Limited		●
Lakshika Joshi	Capgemini		
Dnyaneshwar Kamble	Tata Consultancy Services Ltd		
Siddharth Karkhanis	Robert Bosch GmbH		
Madhav Kulkarni	Dow		
Renju Hari Kumar	Accenture Plc		
Subodh Kumar Kumaranjath	Tata Consultancy Services Ltd		
Faisal Mohammed	Tata Motors Limited		●
SK Murthy	Intel Corp		
Mahalakshmi Muthuswamy	TVS Motor Company		
Faizur Rahman	Infosys Ltd		
Lakshminarayanan Ramachandran	Samsung Electronics		
Balwant Rawat	Mercedes-Benz Research and Development India Ltd		●
Hemang Shah	Qualcomm India Pvt Ltd		
Nitin Sharma	Qualcomm Inc		
Vijay Singh	Indian Institute of Science		
Ram Sitamaran	Tata Consultancy Services Limited		
Munish Sudan	Tata Steel Ltd		●
Vivek Vishal	Telluris Biotech		
Surendra Vyas	Visa Inc		
Sachin Wadikhaye	Eaton Technologies Pvt Ltd		
IRELAND			
David Goodfellow	APTIV		●
Nikos Minas	APTIV		
ISRAEL			
Adriana Folberg Blum	Hadasit Medical Research Services and Development Ltd		
Maya Kanter Varfman	Amdocs		
Malka Klein-Frucht	Maytronics LTD		●
Tessa M Malamud-Cohen	Ferring Pharmaceuticals		
Danna Perlman	Beyeonics		
Rimma Pugatsch Shendelzon	Landa Digital Printing		●

	Organisation	Brokering	Defensive patent aggregation
ITALY			
Francesco Macchetta	Bracco SpA		
Demetrio Roberto Cavicchia	Angelini Holding SpA		
Caterina Strippoli	Enel SpA		
Slmona Varani	Foundatione Telethon		
JAPAN			
Samuel Davis	Amplified AI Inc		
Yosuke Iida	Toyota Motor Corp		
Shoei Imai	FUJIFULM Business Innovation		
Masaki Ito	Toyota Motor Corp		
Hiroshi Kamitani	Honda Motor Co Ltd		
Masaki Kataoka	LIXIL Corporation	●	
Satoshi Matsuo	Hitachi Ltd		
Kenichi Nagasawa	Canon Inc		
Ichiro Nakatomi	Avida-Science, Inc.		
Takuya Oono	KDDI CORPORATION		
Hideki Sanatake	Canon Inc		
Tomofumi Sato	Mitsubishi Electric Corp		
Yoichiro Suzuki	Seiko Epson Corporation Intellectual Property Division		
Nobuo Tanaka	Yokogawa Electric Corporation		
Yoshiaki Tokuda	Panasonic Holdings Corp		
Tatsuya Yamamoto	Maxell, Ltd		
MALAYSIA			
Biruntha Mooruthi	TechCom Ventures Sdn Bhd		
NETHERLANDS			
Shailendra Bhumralkar	Naspers Ltd		
Jako Eleveld	Royal Philips		
Jan-Willem Goedmakers	Stamicarbon BV		
Osama Hussain	Irdeto		●
NEW ZEALAND			
Sarah Adams	Fonterra Co-Operative Group		
Jon Harwood	Fisher & Paykel Healthcare Ltd		
NORWAY			
Robertha Natalia Höglund	Elkem ASA		
SAUDI ARABIA			
Sean Flanigan	King Abdullah University of Science and Technology		
Kok Yong Tan	King Abdullah University of Science and Technology		
SINGAPORE			
Ye Thu Aung	Grab		
Nae Win Aung	University of Auckland		
James Collison	MasterCard Inc		
Justin Fun	Schaeffler KG		
Lim Jia Sheng	Performance Labs Pte Ltd		

	Organisation	Brokering	Defensive patent aggregation
Nigel King	Standard Chartered plc		
Angeline Lee	Grab		
Seng Koon Lim	Chugai Pharmabody Research		
Lee Morrisroe	FMC Corp		
Suresh Sachi	A*STAR Enterprise		
Kwang Hwee Seah	A*STAR Innovation & Enterprise		
Abhimanyu Singh	Motional		
Elaine Tan	Razer Asia Pacific Pte Ltd		
SOUTH KOREA			
Hyungju Ahn	LG Electronics Inc		
Hwi Jae Cho	LG Woomyeon R and D Center		
Jang Sik Choi	Electronics and Telecommunications Research Institute (ETRI)		
Sangmi Han	KT Corp		
Juntae Kang	SK Innovation		
Kyunghyun Min	SK Hynix Inc		
Kyung Hwa Min	LG Chem		
Junghoon Kenneth Oh	LG Electronics Inc		
Seung Hyun Youn	Hyundai Motor Company		
SPAIN			
Ruben Bonet	Fractus SA		
Josep M ^a Pujals	Fractus, SA	●	●
SWEDEN			
Yann Elias	Telefonaktiebolaget Lm Ericsson		
Michael Hatrick	AB Volvo		
Mathias Hellman	Ericsson		●
Monica Magnusson	Ericsson		
Christina Petersson	Telefonaktiebolaget Lm Ericsson		
Johnny Simonsson	Nasdaq Inc		
Claudia Tapia	Telefonaktiebolaget Lm Ericsson		
SWITZERLAND			
Rui Batista	Philip Morris International Management SA		
José Caceres Blundi	General Electric Company		
Filip De Corte	Syngenta		
Ruth Donners	dsm-firmenich		
Barry Dove	Hitachi ABB Power Grids		
Galit Gonen-Cohen	Novartis AG		
Jyrki Nikula	Hitachi Energy Holdings Ltd		
Dave Scannell	Straumann Holding AG		
TAIWAN			
Billie Chen	Taiwan Semiconductor Manufacturing Company Ltd		
Sylvia Fang	Taiwan Semiconductor Manufacturing Company Ltd		
Jung Yi Lin	Foxconn Electronics Inc		
Steven Yen-Hsien Liu	MediaTek Inc		
Kate Shang	Acer Inc		
Kuo-Liang (Karl) Yeh	Delta Electronics, Inc		●
Spencer Yu	Au Optronics		

Organisation	Brokering	Defensive patent aggregation
TURKEY		
Kemal Rifat Aygör		●
UNITED KINGDOM		
Sean Alexander		
Afzana Anwer		
Fiona Bor		
Brandon Boss		
Susan Ann Chiappinelli		
Richard Lewis Easeman		
Ben Goodger		
Kacper Gorski		
Simon George Harries		
Daniel Hermele		
Adrian Howes		
Anne McAleer		●
Bobby Mukherjee		
Dominic O'Brien		●
Scott Anthony Roberts		
Kevin Scott		
Alex Tame	●	●
Ben Clossick Thomson		
Georgina Mary Heather Wilkins		
Lucy Eleanor Wojcik		●
Martin Yagi		
UNITED STATES		
ATLANTA		
Tony Connolly	●	
ARIZONA		
Steven M Studulski		
CALIFORNIA		
Brett Alten		
Kent Baker		
Chris Cabou		
Robert Calico		
Mark Campagna		
Alex Chan		
Jeremiah Chan		
Chi Chang		
Liren Chen		
Mike Scapin		
Fergal Clarke		
Diana Cohen		
Timothy Croll		
Cloris Cui		

	Organisation	Brokering	Defensive patent aggregation
Joseph J Daniele	3N Diagnostics		
Paul Davis	Adeia Corporation		
Dianna DeVore	MBrace Therapeutics, Inc		
Noel Egnatios	DivX LLC		
David Eramian	Georgia Intellectual Property Alliance		
Clay Gaetje	Nokia Corp		
Sandy Godsey	Metawave Corporation		
Fabian D Gonell	Qualcomm Inc		
Joshua Graham	DivX Inc		
Keith Gray	Intel Corporation		
Sarah Guichard	Google		
John Han	Qualcomm Inc		
Vicki Healy	Amgen Inc		
Arthur Hsieh	Align Technology Inc		
Dimitri Kirimis	Cruise		
Mark Kokes	Adeia Corporation		
James Kovacs	Intel Corporation		
Subash Krishnankutty	Intellectual Ventures		
Raymond Kwang	Applied Materials Inc		
Chia-Hao La	Waymo		
Mike Lee	Google Inc		
Alfredo Lezama	Adeia Corporation		
Paul Liu	TuSimple, Inc		●
Allen Lo	Meta Platforms		
Danise Lopes	Jacuzzi Inc		
Theodore Lopez	Medtronic plc		
Catherine Maresh	DeepSight Technology		
Amar Mehta	Waymo		
Sanjeev Mehta	Verizon Communications Inc		
Jeffrey Myers	Apple Inc		
Gideon Myles	Dropbox, Inc		●
Van Nguy	Waymo		
William O'Donnell	Adeia Corporation		
Sam Olive	Splunk Inc		
David Parandoosh	Xilinx Inc		
Krishna Pathiyal	Cisco Systems Canada Co		
Wang Peng	Huawei Technologies Co Ltd		
Jonah Probell	SoundHound		
Alex H Rogers	Qualcomm Inc		
Paul Saraceni	NIKE Inc		●
David Simon	Salesforce.com Inc		
Bridget Smith	Relativity Space, Inc		
Wayne Sobon	Juul Labs		
Nikhil Sriraman	Apple Inc		
Gail Su	Google Inc		
Sujatha Subramaniam	Roche Holding AG		
Chris Talbot	Applied Materials Inc		
Henry Tang	Meta Platforms Inc		
Olivia Tsai	Cruise LLC		

	Organisation	Brokering	Defensive patent aggregation
Sam Tuxford	Dolby Laboratories Inc		
Sarita Venkat	Cisco Systems Inc		
Jason Weintraub	Jacuzzi Inc		
Scott Williams	Adeia Corporation		
Ada Wong	InterVenn Biosciences		
Rob Yost	Visa Inc		
Justin Zahrt	Stanford University		
CONNECTICUT			
Buckmaster De Wolf	General Electric Company		
Krista A Kostiew	Unilever		●
Michael Petracci	General Electric Company		
David Shofi	Univercells Technologies SA		
Matthew Winterroth	World Wrestling Entertainment Inc		
DISTRICT OF COLUMBIA			
Terry Adams	Howard University School of Law		
Ceyda Azakli Maisami	HP Inc		
Robert Stien	InterDigital, Inc		
Matt Weinstein	Accenture		
DELAWARE			
Steve Akerley	InterDigital Inc		
James Harlan	InterDigital Communications LLC		
Matteo Sabattini	Convida		
Shival Virmani	InterDigital Inc		
Blair Watters	InterDigital Inc		
FLORIDA			
Jonathan Darcy	Jabil Inc		
Matthew Luby	Techtronic Industries Co Ltd		
Daniel Staudt	Siemens Corp		
GEORGIA			
Meredith Martin Addy	AddyHart		
Scott Frank	AT&T Intellectual Property		
Scott M Frank	AT&T		
Anand George	Google		
Elizabeth Lester	Equifax Inc		●
IOWA			
Mihaela D Bojin	University of Iowa Research Foundation		
ILLINOIS			
Kurt Brasch	Uber		
Johanna Corbin	AbbVie Inc		
Rachel Goode	Fresenius Kabi USA		
Tom Kowalski	Google		●
Mark Lemke	Brunswick Corp		
Michael Perich	Lockton Companies		
Daryl Wooldridge	JPMorgan Chase & Co		
Mang Zhu	ZTE Corp		

Finance	IAM/IC	IP auctions	IP-backed lending	IP insurance	IP management consultancy	Legal	Licensing	M&A	Tax	Technology transfer	Valuation
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	Organisation	Brokering	Defensive patent aggregation
INDIANA			
Steven P Caltrider	Eli Lilly & Co		
Tejas Shah	Pellegrino & Associates	●	
MASSACHUSETTS			
Laura Daly	Seurat Technologies, Inc		
Ira Finkelstein	Takeda Pharmaceutical Co Ltd		
Krish Gupta	Dell Inc		
Bill Lacy	SharkNinja Operating LLC		
Denise Lane	Boston Scientific Corp		
Lesley Millar-Nicholson	Massachusetts Institute of Technology		
Jason Barron	Acer Therapeutics Inc		
Gregory Sandidge	Takeda Pharmaceutical Co Ltd		
David Scannell	Straumann Holding AG		
Karen A Sinclair	Harvard University		
Ruth Swilling	Raytheon Co		
Gillian Thackray	Thermo Fisher Scientific Inc		
MARYLAND			
Ravinder Dhallan	Ravgen Inc		
Gillian Fenton	GSK Vaccines		
John Kolakowski	Nokia Corp		
MICHIGAN			
James E Kemler	Stryker Corporation		
Mike Lee	General Motors Company		
Kristin Murphy	ZF Friedrichshafen AG		●
Fred Owens	Harman International Industries, Incorporated		
Naomi Voegtli	BorgWarner Inc		
MINNESOTA			
Austin Holt	Polaris Industries Inc		
William Miller	General Mills Inc		
Sandra Nowak	3M Company		
James Smith	Ecolab Inc		
Kirsten Stone	HB Fuller Company		
MONTANA			
Benjamin J Sodey	MilliporeSigma		
NORTH CAROLINA			
Lorie Goins	Kyndryl Inc.		●
Lily Lim	Gilbarco Inc		
John Mulgrew	Lenovo		
Laura Quatela	Lenovo Group Ltd		
Scott Edward Schneider	IBM	●	
NEW HAMPSHIRE			
Megan Carpenter	University of New Hampshire Franklin Pierce School of Law		

Organisation	Brokering	Defensive patent aggregation
NEW JERSEY		
John D Conway	Sanofi-Aventis Groupe SA	
Robert DeBerardine	Johnson & Johnson Services Inc	
Gerard M Devlin	Organon International Inc	
Gina Gencarelli	Par Pharmaceutical	
Prabhpreet Singh Gill	Princeton University	
Henry S Hadad	Bristol-Myers Squibb Company	
Gregory Mayer	Becton Dickinson & Co	
Joseph Palmieri	Verizon Communications Inc	
Nimit Patel	Sony Corporation of America	
Peter Toto	Sony Corporation of America	
NEW YORK		
Eric Aaronson	Pfizer Inc	
Matthew Blischak	Roivant Sciences Ltd	
Colm J Dobbyn	MasterCard Inc	
Vladimir Elgort	American Express Company	
Laurie Gathman	Philips	
Matt Gline	Roivant Sciences Ltd	
Masato Higa	Hitachi America Ltd	
David Joyal	Coty Inc	
Bill LaFontaine	International Business Machines Corp	
Pablo Legorreta	Royalty Pharma	
Hanna Madbak	Adeia Corporation	
Stephen Manetta	Hitachi America Ltd	
Kristi McIntyre	Bausch & Lomb Inc	
Josh Meltzer	Finitive LLC	
Michael Minter	Lockheed Martin Corp	
Patrick Patnode	GE Licensing	
Manny W Schechter	IBM	
Laura Sheridan	Google LLC	
Carmella L Stephens	Carter, DeLuca & Farrell LLP	
Peter Toto	Sony Corporation of America	
Tiffany Trunko	Pfizer Inc	
Jay Yonamine	Google	●
OREGON		
Joel Meyer	Digimarc Corporation	
Sharon Wong	Intel Corp	
Guojun Zhou	Intel Corporation	
PENNSYLVANIA		
Leonid Kravets	InterDigital Inc	
Daryl Lim	The Pennsylvania State University	
Kevin J Prey	SAP SE	
Chris Storm	Uber	
Geoffrey White	SilcoTek Corporation	

Organisation	Brokering	Defensive patent aggregation
SOUTH CAROLINA		
Jeremy Whitley	Honeywell Scanning & Mobility	
TENNESSEE		
Mark Gorman	Smith & Nephew Inc	
TEXAS		
Jess Adland	Advanced Micro Devices Inc	
Ronald Antush	Nokia	
Robert Earle	Telefonaktiebolaget Lm Ericsson	
Steven Geiszler	Huawei	
Joseph Kucera	Pure Storage	
Chun Kuo	The University of Texas at Austin	
Roy Maharaj	Ericsson	
Ceysa Asakli Maisami	HP Inc	
Sean McBeath	BlackBerry Ltd	
Changhae Park	NXP Semiconductors	
Boris Tekler	Mosaid Technologies Incorporated	
Charlotte Whitaker	United Services Automobile Association	
Bryan Yearwood	IP Assets LLC	●
VIRGINIA		
Brandon Bludau	Capital One	
Christopher Winters	Appian	
WASHINGTON		
Dana Brown Northcott	Amazon Inc	
Burton Davis	Microsoft Corp	
Isabella Fu	Microsoft Corp	
Bill Harmon	Uber Technologies Inc	
Paul Lin	Eagle Forest LLC	●
Kenneth Lustig	RealWear Inc	● ●
Andy Salvador	AT&T Services Inc	
Judy Yee	Microsoft Corporation	
WISCONSIN		
Stephanie Adamany	WARF	
Michael Carton	Broan-NuTone LLC	
Aaron Mitchell	Kohler Co	
Karl Reichenberger	Johnson Controls Inc	

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