PROTECTING & COMMERCIALIZING FUTURE TECHNOLOGIES

THE FUTURE IS NOW!

LES 2020 ANNUAL REPORT
LES’ vision is to advance the business of intellectual property to fuel the evolving innovation economy.

MISSION STATEMENT

LES’ mission is to empower its community to drive strategy, transactions, and deals involving intellectual property business and law.

In this Annual Report of the Licensing Executives Society (U.S.A. and Canada) Inc., the Society highlights the achievements, activities and events of the 2019-2020 year, under the leadership of President and Chair Gary Fedorochko, and presents a profile of President and Chair-Elect Gillian Fenton for the 2020-2021 year. Gary completes his term of office at the 2020 Virtual Annual Meeting in October, and Gillian will be elected and installed as President and Chair at that meeting. Because the Society’s fiscal year is the calendar year and this Annual Report is published at the end of the outgoing president’s term, the current report of Treasurer Michele Riley is for the calendar year ending December 31, 2019. Riley summarizes the highlights for 2019, identifies the biggest financial challenge for LES in the future, and outlines the actions that LES is taking for improved financial performance. The full report for 2020 will be made after the end of the calendar year.

Also presented are the biographical sketches of the Officer and Director candidates for election at the 2020 Virtual Annual Meeting. The Society and the Annual Report Committee encourage the wide dissemination and use of this Annual Report, both as an informative publication of the many activities and programs of the Society in which LES volunteers have expended many thousands of hours throughout the year, and as a promotional tool for the Society. We welcome the broad use of the Annual Report as well as comments and suggestions for future issues.

The Annual Report Committee expresses its special thanks on behalf of the Society to all the staff and volunteers.
I am honored and look forward to leading LES in the coming year. I would like to offer a special note of thanks to my family including my wife Mary and our three teenage children, all of whom were unable to attend this year’s meeting due to other commitments. I would also like to thank my colleagues at Banner Witcoff. Both my family and Banner Witcoff have supported me throughout my LES journey.

I also want to acknowledge several folks who have offered me strong support and mentorship over the years. Firstly, I would like to thank my colleague Joe Potenza from Banner Witcoff who I am pleased has joined us today. Among his many accomplishments, Joe is a past chair of the ABA-IP section and member of the ABA House of Delegates. Joe through his own professional journey and words of wisdom has provided strong encouragement and support of my involvement with LES. Within LES, I have received strong support, opportunities and encouragement over the years from many people, most notably, Lou Berneman, Mark Peterson, François Painchaud, Tom Filarski, Brian O’Shaughnessy and others with whom I have served with on committees and on the Board. Thank you all.

LES thrives when experienced members mentor young members. Early on in my LES career, I wanted to develop my network and expand my engagement beyond merely attending meetings. Breaking into LES was more difficult at that time, there was no Young Members Congress. However, through the mentorship and encouragement of Lou Berneman, who I had befriended at my very first LES meeting, I joined the LES 2004 Boston Annual Meeting Committee. I really enjoyed that experience and was able to meet and work with them and others, including François Painchaud. In the next few years, I worked on other meeting committees and served as a roundtable moderator during some workshop sessions. When François became LES President, due to my friendship with him and my beneficial experience working on past meeting committees, I decided to serve on the 2009 San Francisco Annual Meeting Committee as Co-Arrangements Chair. I worked closely with and befriended Meeting Chair Tom Filarski. In 2012, Tom became LES President and asked me to serve as a Co-Chair for the 2012 Toronto Annual Meeting, which I graciously accepted. Later that year, I was invited to join the Board of Directors by the Nominating Committee, of which Tom was a member. While on the Board, I have had the honor of serving alongside a truly outstanding group of hardworking, dedicated volunteers committed to the betterment of LES, many of whom have become my friends.

Because of my dedication and service to LES, I was offered the opportunity to become President-elect and Chair-elect. Reflecting on my LES journey, I can honestly say I have learned a great deal about the business of licensing and developed a strong professional network, all while enjoying the ride and making lifelong friends. From my perspective, that’s what a first-class professional organization is about.

In sum, the most value out of LES comes from engaging in LES activities and building a network. There are many opportunities for engagement. I encourage you to take control of your LES experience and drive your professional development by engaging in the LES community and shaping the future of LES and the business of IP. If there is anything the Board can do to enhance your experience or assist you in getting involved, please let us know. We strive to make LES better for all of us.

I am keenly aware that most of you are eager to hear about this year’s Deals of Distinction winners and have heard enough from me. To avoid the specter of receiving the dreaded cut off sign, I will keep my further remarks brief.

During our Board of Directors strategy meeting in July, which I led in my role as President-elect and Chair-elect, the Board refreshed the LES strategic plan and developed short-term goals and a 2019-2020 operational plan. I would like to share the four tenets of the current core LES vision that the Board has defined:

1) Foster a collegial professional network across a variety of roles, industries and transactional perspectives;
2) Provide a wide array of professionals with opportunities to grow their skill sets related to IP-driven transactions;
3) Be the premier thought leaders for advancing the IP and licensing community and;
4) Educate members to serve enterprises by better protecting and generating value from intellectual assets.

Organizationally, LES needs to continue to provide our members with value by continuing to assess and enhance our value proposition. Under the leadership of Bob Held, LES focused on building out the value proposition. During the coming year, we will continue to execute on this goal via the strategic plan refresh and implementation of the operational plan.

Thank you!
On The Forefront Of Vaccine Licensing

Gillian M. Fenton, Esquire, CLP and LES President-Elect and Chair-Elect of the board has been an active LES member since 1992. She is currently Senior Counsel for Vaccines Legal Operations at GSK (GlaxoSmithKline plc), a global healthcare and pharmaceutical corporation. Based in Rockville, Maryland, Fenton is the sole North American transactions (business development) attorney for the Vaccines division of GSK. As part of an international team, she is responsible for high-value vaccine business development transactions. She does complex asset acquisitions, in-licenses, and collaboration agreements and negotiates multi-party collaborative clinical trial agreements and CRADAs (Cooperative Research and Development Agreements). Fenton also handles relationships with NIH (National Institutes of Health), NIAID (National Institute of Immunology, Allergy, and Infectious Diseases), BARDA (Biomedical Advanced Research and Development Authority, an office within the Department of Health and Human Services, or HHS), and DARPA (the Defense Advanced Research Project Agency).

Before joining GSK, Fenton founded a legal consulting firm, Fenton IP Solutions LLC, focused on helping innovators protect the business value of their life science inventions. From 2006 to 2015, she was Vice President, legal affairs and Chief IP Counsel at Emergent BioSolutions, Inc. Prior to that, she held positions as counsel at a variety of firms in the Boston and Washington, D.C. areas. From 1985 to 1990, she was Associate Scientist in Immunology at the Genetics Institute, Inc. in Cambridge, Massachusetts, one of the original four biotechnology companies.

Fenton has been working from her home office since COVID-19 arrived, but working remotely is the norm for her. “GSK Vaccines is the world’s largest vaccine company, and we’re far-flung,” she says. “I have always done a lot of my work through long-distance video conferences and other forms of long-distance collaboration. The shutdown hasn’t changed how I interact with my teams and my clients, but it has certainly taken away my ability to have a presence in the local office.”

Fenton is well-versed in the policies and research priorities of U.S. government research agencies. “GSK has long been a trusted partner for addressing major public health issues,” she says. “I interact often with the research and development teams and the technology transfer office at NIAID.” NIAID funds discovery-stage research through early-stage clinical trials, while BARDA funds advanced clinical trials through late-stage development. BARDA is uniquely positioned to promote product development in areas where traditional market forces might not work so well, such as bio-defense and the response to pandemic disease. Fenton reflects, “As a long-standing LES member, I thought when I started my work with GSK, I had a good understanding of how to do licenses and IP-driven transactions, but government contracting work requires a different mind-set. Developing new areas of expertise around federal acquisition methods was intellectually stimulating.”

Gillian Fenton earned her undergraduate degree in biochemistry and worked in academic and bio-tech start-up labs for the first five years of her career, but had always planned on getting an advanced degree. A colleague at the Genetics Institute encouraged her to go to law school. Fenton says, “It was exactly the right next step for someone with my interests and skills.” She earned her JD in four years, graduating cum laude, while working full-time.

Fenton still remembers what Dave Brook, a senior partner at Hamilton, Brook, Smith & Reynolds told her when she was starting her career in patent law: “If you have an interest in doing transactions and seeing how inventions go from discovery to useful assets in a new business, you need to join LES.” She took his advice and has always been glad she did. Prior to becoming Chair-Elect and President-Elect, Fenton was LES director of communications and publications. She has also served as chair of the editorial board for LES Insights; and as a judge and team mentor for the LES Foundation International Business Plan Competition. In addition, she served on the Certified Licensing Professionals (CLP) appeals, ethics, and discipline committee.

One of Fenton’s most personally rewarding LES projects also inspired what she plans to do next. For the 2018 LES annual meeting, she put together a workshop on career development, and the issues that emerged in the panel discussion made a deep impression. “We in LES work in some very dynamic industries, and our careers may not unfold in a linear or planned way,” she says. For example, IP professionals may work for a company that suddenly becomes an attractive acquisition target, or they may find themselves on the acquiring side. Many such challenges happen in the course of a career, and preparing for change is critical. “The coronavirus public health crisis has triggered an economic crisis that’s affecting many companies and undoubtedly, a lot of our members,” said Fenton. “As President-Elect and Chair-elect, I would like to focus more attention and resources on building out the career development and career change resources we offer members.”

Like all the rest of us, Gillian Fenton is looking forward to life returning to normal. She says, “I’m curious about what version of normal we’ll be going back to. I’m absolutely convinced it’s not going to be like the day before COVID-19 arrived in the United States.” She’s looking forward to seeing her friends, of course, and to getting a haircut. She’d also like to spend less time in her ergonomically-imperfect home office and more time outside.
COVID-19 Brings New Paradigm, Expanded Online Education And Webinars

As those of us in the business of intellectual property and innovation navigate the uncharted waters of the COVID-19 pandemic, much has changed in our daily lives. Most of us are working from home, have limited in-person interactions, and are communicating with our colleagues via online video conference applications. A new paradigm has emerged for professional interaction and content consumption.

LES has adapted to the new paradigm while remaining a forum for our community to expand their network, develop their skills, learn best practices, and access various tools to help you in your everyday job. At the beginning of the year, LES planned to gradually begin providing education courses online and to increase the number of webinars for our members. Over the last two and a half months, as a result of COVID-19, LES has accelerated the introduction of online education and webinars in order to continue to provide content and value for our members. Where in-person courses had been scheduled in March and April, rather than cancel those courses, the Education committee and course instructors modified the courses for virtual delivery via an online platform without compromising the quality and value of LES education. What has brought me, as the current leader of LES, great solace during this unprecedented time, has been the commitment and dedication of numerous LES volunteers including our course instructors, sector, chapter and committee leaders, Board members, and others who, with great agility and enthusiasm for the Society, responded to our call to generate online education courses, webinars and happy hours, and to convert the in-person May meeting “Licensing in the Age of AI” to a virtual meeting. To all those volunteers, thank you.

LES’s recent content offerings have been consumed voraciously by our membership, reinforcing what we anticipated. That is, LES members want to continue to connect and learn from each other—no matter the circumstances or delivery mechanism! Our plan is to continue offering our members the content they are looking for via online platforms until in-person meetings become safe and prudent. If you are interested in sponsoring a webinar or would like to propose a webinar, please contact Susan Houchins (shouchins@les.org). Even after we can meet in person again, it is clear that LES needs to connect with its members where it most suits them, either in person or online from the comfort of their home or office. LES may have been forced into the deep end quickly with respect to online content delivery, but we have quickly learned how to swim.

In addition, we are continuing to expand our on-demand content, for you to learn at a time that is convenient for you. You can find the on-demand content on our website, nearly all of which is available to our members for FREE. Be sure to check out the keynote speech by Vinay Iyengar of Bessemer Venture Partners from the recent “Licensing in the Age of AI” meeting. It is complimentary to our members while the meeting panel sessions are available for purchase individually or as a package.

Under the leadership of President-elect and Chair-elect, Gillian Fenton, LES is preparing a new initiative to serve our members who may be in the midst of a job transition due to COVID-19 or otherwise: Specifically, we are reviewing our Career Center website offerings and developing additional resources and event programming for enhanced Career Resources. We expect the new initiative to kick off with a Career Forum webinar featuring LES members and recruiters who support the diverse licensing professions including legal counsel, BD executives, and Tech Transfer executives. We plan to follow up on the webinar with enhanced content for our website, and a series of virtual, facilitated, member-to-member networking events. If you would like to be a part of this new initiative please contact Christine Nolan, our Operations Director (cnolan@les.org).

The LES IP Protection in the Supply Chain draft standard was published by ANSI on March 27, 2020 starting a 60-day public review period, which expired on May 26, 2020. For other public policy developments including the USPTO’s new Patents 4 Partnerships program, please review LES Sr. VP of Public Policy Brian O’Shaughnessy’s Viewpoints article.

LES will continue to support the needs of our members and most especially during these unique times. We encourage you to share your input as to how LES can work alongside you to support your professional needs by contacting me directly or Christine. Stay healthy and safe.
As the calendar turns to autumn, typically the LES community anticipation for our annual meeting reaches a crescendo pitch. While we cannot meet in person this year due to the interminable COVID-19 pandemic, the enthusiasm for our annual meeting remains high. Under the creative stewardship of Karthika Perumal and David Powersner, our annual meeting has pivoted online with aplomb and assembled a high-caliber program that will deliver the value our members have come to expect.

The meeting will have over 30 hours of content, including interactive sessions ranging from regulatory issues to successful licensing of innovation, to commercializing and protecting artificial intelligence and emerging technologies. Whether you are new to the business of IP or a grizzled veteran, I am certain you will walk away with valuable strategies and best practices that will help you in your career. Nearly all the sessions will be available on-demand to those attending the meeting both during and after the meeting. Last, but surely not least, the meeting committee is planning fun and engaging networking sessions where attendees will have the opportunity to interact with their LES colleagues as well as make new acquaintances. I look forward to seeing you there. We’re offering a group package for Corporations, Universities, National Labs and the like where your organization can essentially pay for three registrations and have an unlimited number of folks in your organization attend! You can register and also learn more about potential sponsorship opportunities here https://lesmeetings.org/am20/. Don’t miss it!

A Favor To Ask

As many of you know, the Society’s Annual Business Meeting is conducted during the Annual Meeting to elect new Board members, approve bylaw amendments and hand the gavel to our new President and Chair. Of course, we will do this virtually this year. In this regard, I have a favor to ask each of you. Whether or not you ultimately decide to attend the Annual Meeting (I hope you do attend), to orderly and efficiently conduct our business meeting and to ensure we obtain the requisite quorum, please fill out a proxy so your vote can be recognized and counted. We have published the new Board slate as well as the proposed bylaw changes which must be voted on by the membership. You can fill out a proxy here https://www.surveymonkey.com/r/9KPJTNG and cast your vote.

A New Website, Updated E-library and a Clause Bank to Help You Succeed

I am pleased that we have accomplished one of this year’s goals with the recent launch of the refreshed LES website. The site refresh has received great feedback for its sleek look and ease of navigation. If you have not visited the new site, check it out! I would like to note with appreciation the contributions of Board member Ann Cannoni and Management Council member, Sr. VP of Communications and Technology, Marc Schwartz for their valuable input and leadership in making this effort a great success.

One of the silver linings of the pandemic has been the large addition of fresh on-demand content for the LES E-library. One of the most valuable member benefits (and even more so during the pandemic) is the ability to attend our standard webinars for FREE. Should you miss a webinar or have an issue that arises in your work, the e-library is a free valuable resource that can help you solve your toughest challenges.

Another valuable initiative in the works is the development of a licensing agreement “clause bank.” This will be a member exclusive benefit and is being spearheaded by Ann Cannoni. Stay tuned! If you would like to be a part of this new initiative please contact Christine Nolan, our Operations Director (cnolan@les.org).

LES will continue to support the needs of our members during these unique times. We encourage you to share your input as to how LES can work alongside you to support your professional needs by contacting me or Christine directly.

I look forward to seeing you at the annual meeting. In the meantime, stay safe and healthy!
As the new Treasurer of LES (U.S.A. and Canada), I am honored to provide this report. The COVID-19 pandemic has made 2020 a year of uncertainty and change for many organizations, and 2020 certainly has presented challenges for LES to overcome, including the complete reworking of the Annual Meeting from in-person to virtual. On the financial side, we were able to terminate our lease obligation, which was one of two legacy cost obligations that were on our balance sheet (the other legacy obligation, the 10-year contract with Marriott for LES Annual Meetings, ended in 2019).

In October, we successfully terminated the lease obligation that was executed by the board in May 2014 for office space in Arlington, VA, as well as the sublease agreement LES had executed to defray the costs of the space. The termination of this agreement ends our lease payments and allows LES to move forward with greater flexibility in operations.

Our 2019 results reflect revenue and expenses that were each 32% lower than 2018. For 2020 year to date, revenue and expenses are both lower due to the global pandemic and its impact on in-person gatherings. The full 2020 results will show we were fortunate to not incur any cancellation penalties for our planned Annual Meeting venue in Philadelphia, because the restrictions on in-person gatherings put in place by the city forced the venue to cancel our contract.

Our budget this year will reflect an expectation that meetings will not return to “normal” for the foreseeable future and our events will continue to be virtual as they have been since the pandemic began. We have learned a great deal about providing education classes, webinars, meetings and other relevant programming online, and we will continue to create opportunities for open exchange of ideas and best practices among our members, while always keeping our focus on providing member value.

I would like to thank Mike Pellegrino for his years of service as Treasurer, and I look forward to serving LES and its members.

### Financial Summary

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LES Leaders And Members Participate In The 2020 LES Virtual Annual Meeting
Gillian M. Fenton, Esq., CLP has been a member of LES (U.S.A. and Canada) since 1992. She has served in a variety of roles, including as member of the LES Insights Editorial Board and later Chair of the Editorial Board; as a volunteer mentor for the LES Foundation International Business Plan Competition, and as Director for Communications and Publications. Gillian is presently a member of the LES Board Executive Committee and serves on a number of other LES Board committees.

Gillian is presently Senior Counsel at GSK Vaccines, where she is the sole North American attorney for significant vaccines pipeline business development transactions (acquisitions, in-licenses, collaborations, out-licenses, and asset divestments). Gillian's practice also includes a wide variety of collaborations and R&D funding agreements with U.S. Government entities (NIH/NIAID, BARDA and DARPA). Prior to joining GSK, Gillian was VP, Associate General Counsel & Chief Intellectual Property Counsel at Emergent BioSolutions Inc., where she founded the IP department and oversaw all IP activities in support of Emergent's IPO and subsequent growth through M&A. Prior to joining EBS, while in-house patent counsel at Biogen Inc., Gillian led all IP activities in support of market launch of a new biotherapeutic product and secured a favorable outcome in a precedential patent interference proceeding. She also has over 12 years' experience in private practice at Boston-based law firms.

Her educational background includes a B.Sc. Biochemistry, Trinity College, and a J.D. cum laude from Suffolk University Law School, Boston, MA. She is admitted to practice in Massachusetts, Maryland, Washington D.C., and is a Registered U.S. Patent Attorney.

Gary has served on the LES Board of Directors since 2012 in multiple roles including Senior Vice President Meetings, Education and Strategic Alliances. Previously, he was the Trustee for Education: Webinars and has served as the Trustee for Sponsorship. Gary also served as President of the LES Foundation from 2014-2016 and Secretary from 2013-2014. Additionally, he was the Co-Chair of the 2012 Annual Meeting and one of the leaders responsible for the strong programming planned for the 2012 Annual Meeting. An active member of the High-Tech Sector (HTS) for over ten years, Gary has served as Chair of the HTS Standards Committee, a facilitator at roundtable sessions and a frequent member of Annual Meeting planning committees. Currently Gary holds the position of President-elect and Chair-elect of the LES Board of Trustees.

Gary is a shareholder with the law firm of Banner & Witcoff, Ltd. He has practiced intellectual property (IP) law for over two decades. He has a broad base of experience in IP including involvement in all phases of the preparation and prosecution of patent applications before the USPTO, participating in patent infringement litigation in U.S. District Courts and post-issuance proceedings including preparation of IPRs. Also, Gary advises clients on IP issues including portfolio management, due diligence, validity and right-to-use opinions and licensing matters. In recent years, Gary has spoken on topics related to the America Invents Act (AIA).

Gary is a Certified Licensing Professional (CLP) and earned a B.S. in Computer and Systems Engineering from Rensselaer Polytechnic Institute and a J.D. from the George Washington University Law School.

Scott is Vice President of Licensing and Technology Ventures at General Electric. Previously, he served as Director, Licensing at InterDigital, a leading mobile technology R&D company. Prior to joining InterDigital, Scott served as Director with Stout Risius Ross, Inc. (formerly Invotex) where he led the transaction services practice area. He was responsible for managing the sale and licensing of clients’ intellectual property assets as well as providing consulting services related to both litigation and the valuation of intellectual property and technology businesses. Scott has more than 20 years of experience in licensing and business development as well as in consulting to technology businesses.

He also served as Vice President in the Strategic Business Development and Technology Commercialization business units of BTG plc, a British technology development and licensing company. Earlier in his career, Scott served as Director of Sales and Marketing for a start-up manufacturer of industrial computers and plant floor workstations where he was responsible for building a national distribution network and leading the company through a period of dynamic sales growth.

As a 18+ year member of LES, Scott has served on the LES Board since 2016, has served in the role of Director of Meetings, was previously also the Chair of the Philadelphia Chapter, and was the 2015 New York Annual Meeting Chair.

Scott received his BS in Mechanical Engineering from the University of Pittsburgh and his MBA from Temple University. He is also a Certified Licensing Professional (CLP) and a Certified Valuation Analyst. Scott is an author and frequent speaker on licensing and IP valuation topics.
Kevin R. Spivak currently serves as Secretary on the LES Board of Directors and is a member of the intellectual property law firm of Vierra Magen Marcus LLP. His experience includes managing and securing intellectual property rights in a wide variety of technologies for domestic and global corporations.

Kevin represents major corporate clients in counseling, prosecuting and preparing both foreign and domestic patent applications, including filings via the Patent Cooperation Treaty. He also advises in support of patent litigation and licensing negotiations, including cases before district and federal courts and the International Trade Commission (ITC), and prepares infringement, validity, freedom-to-operate and patentability opinions. Kevin also conducts due diligence studies in all aspects of intellectual property.

The technologies involved in his daily practice include networks, telecommunications, mobile devices, VoIP, Internet telephony, power generation, semiconductors, optics, display technology, DVD technology and standards, gaming, automotive, computer hardware and software, and business methods.

Before completing law school, Kevin was a Patent Examiner in the USPTO, where he examined patent applications in computer-related technologies. He received a B.S. in Computer Engineering from The George Washington University and a J.D. from The American University, Washington College of Law.

Michele Riley, CPA, CFE, CFF has been a member of LES USA & Canada since 2010. She currently serves as the Treasurer of LES and has volunteered for many years as an instructor for the CLP review course and other valuation classes. She is a Managing Director at Stout Risius Ross, an international financial advisory firm, and she focuses her practice on damages and valuation in intellectual property litigation and transactions. Michele has a BA in Physics from Emory University and an MBA from the University of Maryland. She started her career as a commissioned officer in the National Oceanic and Atmospheric Administration.

Michele is a native of Orlando but has lived in the Washington DC area for over 20 years, and enjoys being very active in her community. She and her husband Jack have two children.

Karen Temple has 15+ years of experience in technology commercialization across a range of sectors. In her current role with the University of Toronto, Karen works with researchers to develop the commercial potential of their technologies and negotiates the technology license deals with companies, including technology ventures. Prior to joining the UT, Karen worked in companies from large corporations to early-stage ventures in technical and business development roles. Over the course of her career, she has published numerous peer-reviewed academic journals and is a co-inventor on a number of patents.

Karen has served on the LES Education Committee and as the LES Toronto Chapter Chair of the LES (U.S.A. and Canada). Ms. Temple received her Ph.D., Materials Chemistry from the University of Toronto.

Ann M. Cannoni, CLP, is a Vice President and Director for The Webb Law Firm. Ann is an Intellectual Property attorney with almost 30 years of experience in patent strategy, preparation, protection and litigation in the chemical and mechanical fields, with an emphasis in pharmaceutical, polymer, and organic chemistry and medical devices. Before joining The Webb Law Firm, Ann served as Senior Director-Patents for Schering-Plough Corporation, where she was in charge of all chemistry patent activities. Her responsibilities included product life-cycle management, patent application preparation and prosecution, preparation of patentability, infringement and validity opinions, due diligence for licensing, as well as attorney and staff supervision. Earlier, as Assistant Counsel Coatings & Resins for the Automotive OEM and Aerospace Business Units of PPG Industries, Inc., Ann supervised all Intellectual Property activities for these business units. Prior assignments included conducting similar activities for the Fiberglass and Biomedical Business Units.

Ann received her B.Ch.E. degree from Villanova University and J.D. from the Catholic University of America, and is a Certified Licensing Professional (CLP).
Evelyn is a Senior Counsel in Ericsson’s IP Rights & Licensing group. In her role, Evelyn supports Ericsson’s patent licensing policies and practices for its industry-leading portfolio of over 49,000 patents.

Before joining Ericsson, Evelyn was a patent litigator and prosecutor at Sidley Austin LLP, representing both national and international clients. She also clerked for the Honorable David Folsom in the United States District Court for the Eastern District of Texas.

Evelyn has an Electrical Engineering degree and a law degree from The University of Texas at Austin. Prior to attending law school, Evelyn worked as a registered patent agent for several years, prosecuting patents in a wide-range of technologies ranging from telecommunications to biomedical instrumentation.

Evelyn is currently serving as a member of the LES Standards Board.

Lalit Gaur, MBA, CLP™ is a seasoned business development and licensing executive with over 20 years of proven track record in leading business development and licensing (BD&L) transactions, alliances, strategy, and deal making.

Currently, as Global Head of BD&L, Lalit leads a team responsible for executing BD&L transactions and strategy for VETOQUINOL, one of the globally leading pharmaceutical companies focused on animal health. Prior to joining VETOQUINOL, Lalit led and founded a management consulting advising clients ranging from governments to startup on BD&L transactions. Lalit has served in many BD&L capacities and across many segments of the life sciences industry. He started his career in human medical diagnostics, then to life sciences research and on to leading BD&L for Novartis AH, then to his current role.

Lalit has been a member of the Licensing Executives Society for more than 15 years and currently serves as Chair of the Life Sciences Sector. Over the last decade or so, Lalit has remained very active with life sciences serving as a mentor, a judge to the business plan competition, and co-chair of many sub-committees in the Life Sciences Sector. He earned an MBA from Rice University and MS in Biology (Molecular) from Texas A&M.

Ian DiBernardo is the Co-Chair, IP & Technology and FinTech practice groups at the law firm of Stroock & Stroock & Lavan. For almost 25 years, he has represented clients across the intellectual capital ecosystem in creating, protecting and monetizing assets. He has been ranked in Chambers USA: America’s Leading Lawyers for Business in the practice area of Intellectual Property: Patent; named an IP Star by Managing Intellectual Property Magazine; named in Super Lawyers in each of the specialties of Intellectual Property, Intellectual Property Litigation, and Information Technology/Outsourcing.

Mr. DiBernardo is currently Chair of the 2019 LES Annual Meeting and Past Chair of the High Technology Sector. He received his law degree from Boston University School of Law, his J.D. from Syracuse University College of Law, and his B.S. in Electrical Engineering from Bucknell University.

Louise Levien has recently retired from a career that included a diverse series of assignments at Exxon and ExxonMobil in Upstream Research. During her career she has performed research in petrophysics, geologic modeling, and visualization, supervised diverse research programs and held several assignments in planning and analysis. After working with IP from the scientific side of ExxonMobil for many years, Louise joined the ExxonMobil Upstream Research Company’s Commercial, Intellectual Property and Licensing group in 2007. She was responsible for IP processes, the intellectual property aspects of agreements, and licensing transactions impacting ExxonMobil’s upstream business.

Louise received the Frank Barnes Mentor Award at the LES (U.S.A. and Canada) Annual Meeting 2018 in Boston. She is also a frequent instructor for LES Education courses.

She holds a ScB degree in Geological Sciences from Brown University and MS and Ph.D. degrees in Geochemistry from Stony Brook University. Louise is a Certified Licensing Professional and co-inventor on two patents.
Eric Victory is Vice President, Global Strategic Marketing at Aurinia Pharmaceuticals in Rockville, MD. Previously, Eric worked at AstraZeneca’s MedImmune unit as VP, Partnering & Strategy—Head for Cardiovascular, Metabolic, & Infectious Disease, leading licensing activities for two of the company’s therapeutic areas. In this role, Eric successfully closed the acquisitions of Spirogen and Amplimmune, brought on Sanofi Pasteur as a partner in developing MedImmune’s MEDI8897 (nirsevimab) next-generation RSV antibody, and led negotiations for multiple other key agreements across the pipeline.

Before that he managed MedImmune’s US Government pandemic influenza contracting, and held other roles in business development and marketing. Eric served over 5 years as a commissioned officer in the US Navy Nuclear Propulsion Program, and he holds bachelor’s degrees in physics and political science from Stanford University, and an MBA from Northwestern University’s Kellogg School of Management.

Karthika Perumal, an LES member for over 15 years, has served as a Co-Chair for the 2018 LES (U.S.A. and Canada) meeting in Boston, and Chair for the LES Life Sciences Sector Executive Committee. Karthika is currently a partner at Womble Bond Dickinson (U.S.) LLP where she specializes in protection and commercialization of intellectual property assets including patents, copyrights, data rights, and trademarks in the technology space. Karthika works with clients in the healthcare and energy sectors to protect, defend and monetize their innovations and to develop strategic IP portfolios.

Her IP transactions practice includes: technology licensing and other commercialization agreements; multiparty collaboration and joint venture agreements; product manufacturing, supply, and distribution agreements; and software development/support and service agreements, among others.

She previously was an Associate Director for Technology Development at the Univ. of Texas Medical Branch (UTMB). In that role, she developed commercialization strategies for various technologies, and led numerous successful technology commercialization deals, including helping to structure six life sciences start-up companies. She has been recognized by Texas Super Lawyers® as a Rising Star in Intellectual Property in 2018 and 2019. In addition to her significant technology transfer practice, Karthika also has experience in the prosecution of patents and trademarks for large corporate entities, research institutions and independent inventors.

Ms. Perumal is a Certified Licensing Professional (CLP) and received her J.D. from University of Houston Law Center and her Ph.D in Pharmacology from Baylor College of Medicine.

Rachel has been a member of LES since 2002 and has served as the Vice President Public Policy and Standards. She has been an active member of LES participating on the Public Policy Committee for the last several years. She currently serves as a Trustee at Large.

Rachel is Senior Assistant General Counsel for Purdue Pharma L.P. in Stamford, Connecticut. She manages patent litigation, primarily Hatch-Waxman cases, and settlements of patent litigation. She also is involved with IP licensing. After law school, Rachel went directly in-house to Purdue. At the beginning of her career, she focused on licensing agreements to support Purdue’s discovery research and other research groups, including licensing agreements with universities.

In 1999, Rachel received her B.S. in Chemistry with a minor in Management (concentrating on Entrepreneurship) from Rensselaer Polytechnic Institute. She attended Chicago-Kent College of Law in its Honors Scholars program and received a J.D. with a certificate in Intellectual Property in 2002. She is admitted to practice in the states of Connecticut and New York and the USPTO.

Mike Perham has been a member of LES since 2009, having served multiple roles on Annual Meeting Committees, the Life Science Sector leadership team, and the Young Members Council. He is currently Chair-elect of the Life Science Sector.

Mike is currently the Director, Innovations and External Relations at the Howard Hughes Medical Institute, Janelia Research Campus, overseeing technology transfer, open science, external relations and library services. His experience includes roles in technology transfer and IP management at UTMB, the University of Virginia, a startup called Microlab Diagnostics, and Health Diagnostic Laboratory. He has spent the last 12 years negotiating and managing a wide variety of out- and in-licensing agreements, Intellectual Property rights transfers from open-source to collaborative development arrangements, managing IP portfolios and leading litigation efforts.

He studied Chemistry at the University of Texas and received a PhD in Biophysical chemistry from Rice University where he was an NIH Biotechnology Trainee and Keck Fellow in the Houston-Area Molecular Biophysics Program.
JULIA BARNES-WEISE

Julia Barnes-Weise, J.D., CLP, the Executive Director of the Global Healthcare Innovation Alliance Accelerator, co-founded the non-profit GHIAA in the spring of 2016 as a spin out of her work at Duke University as a Visiting Associate Professor of the Practice at Duke's Sanford School of Public Policy, and Director of the Sanford Innovation, Technology Policy project.

She is a lawyer, board member, business development executive and Certified Licensing Professional. She has been a member of LES since 1986. Julia has been a Senior Business Development and Legal Consultant to the Coalition for Epidemic Preparedness Innovations (CEPI) for almost three years. She has also been a consultant on partnering for the Pandemic Preparedness Framework initiative of the WHO, during which time she co-authored a paper on the success and failures of the Ebola Outbreak 2014 consortia and created a system for monitoring potential Priority Pathogen development partner matching. Julia is a Collaborator with the Harvard University’s Berkman Klein Center Global Access in Action initiative. She is a member of and co-chair of the Healthcare Sector of the LESI and frequent speaker on healthcare licensing and partnering. Barnes-Weise was a founding member of the Alliance Management Sector of the LES. Julia is also a Consultant and lecturer for the Duke Law School Access to Medicines course; and a Board Member of the Medical University of South Carolina Foundation for Research and Development.

She is a former Director of Business Development at Glaxo Wellcome (now GSK), an attorney at SAS Institute and also founded and has consulted for BioMatch, LLC for many years. She has decades of experience negotiating IP licenses, alliance agreements and advising healthcare companies and institutions on partnering strategies. She has consulted with both US and European start up companies and initiatives, including developing business development plans for venture capitalist backed spin out companies.

Julia has a BA in Economics and Literature from Ohio Wesleyan University, a JD from the University of North Carolina at Chapel Hill, completed a yearlong Notre Dame University Law School program on International Trade, and a course on International Marketing from the Duke University Executive Education program at the Fuqua School of Business.

MIHAELA BOJIN

Mihaela Bojin is an Associate Director at the University of Iowa Research Foundation (UIRF). She has extensive expertise in intellectual capital management (licensing, business and intellectual property assessment, partnerships) in a variety of areas (pharmaceuticals, drug delivery, medical devices, software, etc.)

Mihaela has held numerous leadership positions as a Board member of the LES Standards Development Organization (SDO), Chair and founder of the LES Iowa Chapter, Chair of the LES Standards ISO/TC 279 Innovation Management Committee, VP of LESI Patent and Technology Licensing Committee, University of Iowa committees (Conflict of Interest, IP policy), and the University of Iowa Staff Council (executive committee, HR, university relations). In 2020, Mihaela was selected as a member of the IAM Strategy 300, an elite global group of IP strategists.

Mihaela is a Certified Licensing Professional (CLP) and a registered patent agent with the U.S. Patent and Trademark Office. Prior to joining UIRF, Mihaela was a patent agent at a New York City Intellectual Property Practice Group, where she managed complex patent dockets for U.S. and foreign pharmaceutical, chemical, and cosmetics clients. Mihaela also has extensive research and teaching experience gained 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 at New York University. Mihaela holds a PhD in Theoretical Chemistry from Cornell University, and a BSc in Chemistry from University of Bucharest, Romania.

VINCENT BERGERON

Vincent Bergeron is a Partner, Lawyer and Trademark agent with ROBIC, a Canadian firm focused on intellectual property, where he is the Leader of the national Emerging Technologies Group.

He specializes in the international protection, defense and commercialization of intellectual property assets related to information technology, particularly in the areas of artificial intelligence, big data, blockchain, software, video games, internet of things, virtual reality and other emerging technologies.

Author of more than 160 publications and conferences, Vincent Bergeron has been invited as a speaker on intellectual property and emerging technologies by many prestigious organizations around the world.

He is involved in leadership roles in several international and local organizations, including as International Chair of the YMC Committee (Young Members Congress) for LESI, after serving as Chair of the North American Committee. He has also been President of the Canadian Bar Association, Quebec Division, for the Information, Telecommunications and Intellectual Property Section.

He has been recognized by Best Lawyers in Canada in Technology Law, as well as by Lexpert in Intellectual Property and Technology Transactions, and as a Leading Lawyer to Watch in Computer & IT Law.
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