



**2017 IP DEALMAKERS FORUM
NOVEMBER 15 – 17
THE APELLA IN NEW YORK CITY**

DAY ONE: WEDNESDAY, NOVEMBER 15TH

6:30pm – 8:30pm

Opening Reception at PS450 (Noble Room)

Sponsored by: Shore Chan DePumpo & Soryn IP Group

DAY TWO: THURSDAY, NOVEMBER 16TH

7:15am - 8:15am

Registration & Breakfast

8:15am - 8:30am

Opening Remarks

8:30am - 5:00pm

One-to-One Dealmaker Meetings

Attendees can schedule 30-minute meetings via our online platform

8:30am - 9:30am

Panel Discussion

IP MARKET ROUNDUP: ANNUAL REVIEW & OUTLOOK

- IP Transactions Data and Key Players
- New and Changing Business Models
- What Drove Activity in 2017
- Top Predictions for 2018

Speakers

Michael Nicolas, Co-Founder & Managing Director, **Longford Capital**

Michael Shore, Partner, **Shore Chan DePumpo**

Erich Spangenberg, Managing Director, **SK14 Advisors S.a.r.l.**

Gerhard Tschiedel, Senior Licensing Counsel, **Siemens AG**

Fred Fabricant, Partner, **Brown Rudnick** (moderator)

9:30am - 10:15am

Dealmaker Deepdive

EXAMINING IP POLICY UNDER TRUMP

- Changes at the USPTO
- Legislative and Executive Actions: Review and Predictions
- Interplay with Tax and Trade Policies

Speakers

Ashley Keller, Managing Director, **Burford Capital**

Jamie Simpson, Counsel Detailee, Senate Judiciary Committee, **U.S. Senate**

William New, Editor-in-Chief, **Intellectual Property Watch** (moderator)

10:15am - 10:45am

Networking Break

10:45am – 12:00pm

Panel Discussion

IS PURE PATENT LICENSING DEAD? BACK TO BASICS OR GOING BACKWARDS?

- Business Model: Feature Licensing or Full Product Enablement
- Patents Plus: Packaging Know-how and Show-how
- Knowing How to Optimize Profits
- Moving from a Knowledge Economy Back to Manufacturing?

Speakers

Paul Davis, General Counsel, **Xperi**

William Merritt, President & CEO, **InterDigital**

Michael Petracci, Managing Director, **GE Licensing & Technology Ventures**

Jim Skippen, President & CEO, **WiLAN**

Wayne Sobon, VP of Intellectual Property, **Juul Labs**

Michael Renaud, Member, **Mintz Levin** (moderator)

12:00pm – 12:30pm

Keynote Session

THE REAL IP MARKET IN CHINA: PAST, PRESENT, AND FUTURE

In conversation with David Pridham, CEO of Dominion Harbor Group, Dr. Lulin Gao will share his unique perspective on the creation and evolution of China's IP market. For the first time, the audience will also be presented with current data insights from the Chinese IP courts.

Often referred to as the founding father of the modern Chinese IP system, Dr. Gao was the first Commissioner of China's State IP Office, the longest standing Commissioner of the Chinese Patent Office, and a senior advisor to the World IP Organization. He is the recipient of numerous honors and awards for his contributions in IP.

Speakers

Dr. Lulin Gao, Founding Commissioner of China's State IP Office

In Conversation with David Pridham, CEO, Dominion Harbor Group

12:30pm - 2:00pm

Networking Luncheon

2:00pm - 3:00pm

Panel Discussion

SUCCESSFUL IP DEALMAKING IN CHINA: THE NUTS AND BOLTS

- Examination of Recent Deals
- Real Opportunities and Challenges for Foreign Companies
- Limitations & Lessons Learned

Speakers

Chris Dubuc, Managing Partner, **Longhorn IP**

Erick Robinson, Director of Patent Licensing & Litigation, **Beijing East IP**

Marco Tong, Senior Licensing Director, **ZTE** and President, **Inteq**

Richard Thurston, Of Counsel, **Duane Morris** and former General Counsel, **TSMC** (moderator)

3:00pm – 3:30pm

Networking Break

3:30pm – 4:15pm

Dealmaker Deepdive

IP MONETIZATION STRATEGY IN EUROPE: PENALTIES AND PAYOUTS

- Cross-Border Litigation: Does it Really Pay
- Dealing with Loser Pays
- Particularities of European Forums: Germany, UK, France, Italy
- UPC Update and Changes to IP Strategy

Speakers

Edward Kelly, Partner, **Ropes & Gray**

Boris Teksler, President & CEO, **Conversant IP**

Abha Divine, Managing Director, **Techquity** (moderator)

4:15pm - 5:30pm

Panel Discussion

THE GREAT DEBATE: HOW TO DEFINE PATENT QUALITY

- Software Patents: Patentability & Enforceability
- Impact of Recent SCOTUS & CAFC Decisions
- PTAB and IPR Update
- Legislative Reform and Other Proposed Fixes
- Innovation & Economic Consequences

Speakers

Aaron Fahrenkrog, Partner, **Robins Kaplan**

Hon. Paul Michel (ret.), **Former Chief Judge of CAFC**

John Mulgrew, Global Head of IP, **Uber**

Marian Underweiser, Chair, IPO Section 101 Taskforce & Senior Counsel, **IBM**

David Kappos, Partner, **Cravath Swaine & former Director of USPTO** (moderator)

5:30pm - 6:30pm

Networking Cocktail Reception

DAY THREE: FRIDAY, NOVEMBER 17TH

7:15am - 8:15am

Breakfast

8:15am - 8:30am

Welcome & Day One Recap

8:30am - 5:00pm

One-to-One Dealmaker Meetings

Attendees can schedule 30-minute meetings via our online platform

8:30am - 9:30am

Panel Discussion

ANTICIPATING 5G: AN INVESTOR'S PRIMER ON SEPS AND FRAND

- New Opportunities in Wireless: Developing 5G
- Key Players in the Global 5G Patent Landscape
- Patent Valuation, Royalty Rates and Fee Models
- SEP Licensing Trends, Challenges and Best Practices

Speakers

Hon. James Holderman (ret.), **former U.S. District Court Chief Judge**

Luke McLeroy, VP Business Development, **Avanci**

Suzanne Munck, Chief Counsel for IP, **Federal Trade Commission**

Matteo Sabattini, Director, IPR Policy, **Ericsson**

Matt Larson, Technology Litigation Analyst, **Bloomberg Intelligence** (moderator)

9:30am - 10:15am

Dealmaker Deepdive

EXAMINING FINANCIAL RISK & ROI ACROSS IP DEAL STRUCTURES

- Litigation Funding
- Divestitures and Acquisitions
- Equity Investing
- IP Collateralized Lending

Speakers

Kimberly Klein Cauthorn, IP Leader, **Willis Towers Watson**

James Palmer, Director, **Fortress Investment Group**

Bill Yuen, CEO, **Brickell Key Asset Management**

Jose Estevez, Partner, **Skadden** (moderator)

10:15am - 10:45am

Networking Break

10:45am - 11:30am

Dealmaker Deepdive

CORPORATE PERSPECTIVE ON IP FINANCE

- Exploring Funding Objectives and Options
- Evaluating Deal Structures and Terms
- Selling the Deal Internally
- Finding the Right Partner

Speakers

Valerie Calloway, Chief IP Counsel, **Alltech**

Michael Gulliford, Founder & Managing Principal, **Soryn Capital**

Jon Wood, Executive Director, Innovation & Collaboration, **Bridgestone Americas**

Ian McClure, Director Office of Tech Commercialization, **University of Kentucky** (moderator)

11:30am – 12:45pm

Panel Discussion

GETTING GOOD DEALS DONE: INSIDE THE DEALROOM

- An In-Depth Examination of Two Deals TBA
- What Went Right and What Went Wrong
- Lessons Learned for Future Dealmaking

Speakers

Mike Dansky, Managing Director, **BRG-Capstone**

Michael Friedman, CEO, **Hilco IP Merchant Banking**

Dan McCurdy, CEO, **Provenance Asset Group**

Courtney Quish, VP, Patent Strategy, M&A, **Rovi**

Elvir Causevic, Managing Director, **Houlihan Lokey** (moderator)

12:45pm - 2:00pm

Buffet Lunch

2:00pm - 5:00pm

One-to-One Dealmaker Meetings Continue...

5:00pm

Event Concludes