



The 8th Annual IP Dealmakers Forum
Driving IP Transactions
December 6-8, 2021 · NYC & Virtual

ABOUT THE EVENT

The 8th Annual IP Dealmakers Forum will be held on December 6-8, 2021 at Apella in NYC & virtually. The event will once again bring together a select group of thought leaders and decision-makers at the forefront of the global intellectual property market for discussion, debate, and dealmaking.

Widely considered the industry's "must attend" event for top IP executives, IP Dealmakers' hallmarks include high-quality content, A-list speakers, 1-to-1 meetings, and a curated audience of senior executives, including corporate IP owners, licensing company executives, tech transfer officers, litigation funders, investors, strategic advisors, and other key stakeholders.

Thank you to our generous 2021 sponsors for their support: Fabricant, Acacia Research, Aventurine, Mintz, Robins Kaplan, RPX Corporation, Validity Finance, Akin Gump, Burford Capital, Caldwell IP, Cole Schotz, Curiam Capital, Duane Morris, Fortress, Haley Guiliano, IPVALUE, Longford Capital, Tech + IP, Xperi, Feinberg Day, Soryn IP Capital, Gowling WLG, and CASe Analysis Group.

For more details regarding the event, registration, and our health & safety protocol, visit: [IPdealmakersforum.com](https://ipdealmakersforum.com). Note all in-person participants must be fully vaccinated.

AGENDA

(Times Listed in EST | Topics, Speakers & Timing Subject to Change)

DAY ONE: MONDAY, DECEMBER 6TH

5:30 PM – 7:30 PM

Opening Reception at Flatiron Room

DAY TWO: TUESDAY, DECEMBER 7TH

7:45 AM – 8:45 AM

Registration & Breakfast

8:45 AM – 9:00 AM

WELCOME & CHAIRPERSON'S OPENING REMARKS

9:00 AM – 5:30 PM

ONE-TO-ONE MEETINGS



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Participants can schedule 30-minute meetings in-person, virtually, or hybrid (i.e., between in-person and virtual participants) utilizing our desktop/mobile app. Registered attendees will receive an invitation to login to the app the week prior to the event.

9:00 AM – 10:00 AM

STATE OF THE IP MARKET: ANNUAL UPDATE & OUTLOOK

- Preview of Annual IP Litigation Data & Insights
- Notable Developments & Trends in IP Monetization
- Emerging Areas of IP Market Opportunity
- Predictions for 2022 & Beyond

Speakers:

Elvir Causevic, Co-Founder & Managing Director, **Tech+IP Capital** (moderator)
Robert Heath, Executive VP, **RPX Corporation**
Bill LaFontaine, General Manager IP, **IBM**
Patrick Patnode, President of Licensing, **GE**
Katharine Wolanyk, Managing Director, **Burford Capital**

10:00 AM – 10:45 AM

PRACTITIONER'S GUIDE TO IP POLICY: CHIPS, CHINA & GLOBAL COMPETITION

- IP Under Biden: Approach to IP Policy & Big Tech
- US Innovation & Competition Act + Other IP Legislation
- Semiconductors & the US-China Innovation Race
- Practical Implications for Cross-Border IP Deals

Speakers:

Ian McClure, AVPR, **UK** & Incoming Chair, **AUTM** (moderator)
Vishal Amin, Head of IP Policy, **Intel**
Richard Thurston, Of Counsel, **Duane Morris**
Additional Speakers TBD

10:45 AM – 11:15 AM

Networking Break

11:15 AM – 12:00 PM

U.S. PATENT VENUES: INSIGHTS & STRATEGIES FROM “IN THE TRENCHES”

- Unique Venue & Personal Jurisdiction Challenges
- Eastern & Western TX: Differences & What Cases are Being Filed?
- DE, CA & Other US Forums – Where's Hot & Where's Not?



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- Best Practices for Pursuing & Defending Motions to Transfer Venue

Speakers:

Fred Fabricant, Founding Partner, **Fabricant LLP** (moderator)

Boaz Brickman, Senior VP, Legal, **IPValue**

Elizabeth Day, Partner, **Feinberg Day**

Jon Scahill, President & CEO, **Quest Patent Research**

Jonathan Stroud, Chief IP Counsel, **Unified Patents**

12:00 PM – 12:30 PM

KEYNOTE SPEAKER

12:30 PM – 2:00 PM

Networking Luncheon

2:00 PM – 3:00 PM

INVESTORS ROUNDTABLE: DEVELOPMENTS IN THE IP FINANCE LANDSCAPE

- Evolution of Litigation Finance: Trends & Update
- Debt vs Equity: What's New & On the Horizon in IP-Backed Finance?
- How Insurers are Playing a Greater Role
- What's Getting Funded & On What Terms?

Speakers:

Cyrus Morton, Partner, **Robins Kaplan** (moderator)

Russell Genet, Director, **Longford Capital**

Laina Hammond, Investment Manager & Legal Counsel, **Validity Finance**

Anup Misra, Director, **Curiam Capital**

Additional Speaker TBD

3:00 PM – 3:30 PM

Networking Break

3:30 PM – 4:30 PM

KEY CONSIDERATIONS IN GLOBAL LICENSING & LITIGATION

- Impact of Recent SEP Decisions in the UK, Germany, US, and China
- Determining Global FRAND Royalty Rates
- ITC, Injunctions & Anti-Suit Injunctions
- Evolution of Global Monetization Strategies



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Speakers:

Michael Renaud, Chair of IP Division, **Mintz** (moderator)
Alexandra Brodie, Partner, **Gowling WLG**
Steven Geiszler, Chief IP Counsel (US), **Huawei**
Clemens Heusch, VP, Head of Global Litigation & Disputes, **Nokia**
Julia Mattis, Chief Licensing Counsel, **InterDigital**

4:30 PM – 5:30 PM

INDUSTRY SPOTLIGHT: IP DEVELOPMENT & DEALMAKING IN MEDIA & VIDEO

- How Streaming Has Impacted Video Consumption
- VVC and Next Gen-Technologies & Standards
- Update on Media & Video Consortiums, Alliances & Patent Pools
- Media & Video Patent Licensing Landscape

Speakers:

Greg Lundell, Partner, **Haley Guiliano** (moderator)
Samir Armaly, President, IP, **Xperi**
Noel Egnatios, VP, General Counsel, **DivX**
Heather Faltin, VP & Senior Deputy General Counsel, **Comcast**
Shayne O'Reilly, Head of Licensing & Open Source, **Facebook**

5:30 PM – 6:30 PM

Networking Reception

DAY THREE: WEDNESDAY, DECEMBER 8TH

8:00 AM – 8:45 AM

Registration & Breakfast

8:45 AM – 9:00 AM

CHAIRPERSON'S DAY ONE RECAP

9:00 AM – 5:00 PM

ONE-TO-ONE MEETINGS

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THE SIONYX CASE: AN IP EQUITY INVESTMENT SUCCESS STORY

SiOnyx is a silicon-based photonics company on a mission to provide the most accessible digital night vision technology in the world. With a valuable IP portfolio underpinning its lofty business objectives, the company was able to secure Fortress as an investor and partner to help develop and strengthen its IP portfolio, ultimately, positioning SiOnyx for a successful sale. The speakers will share more about the deal dynamics from initial investment to exit.

Speakers:

Gordie Vap, Managing Director, **William Blair** (moderator)
Joseph Kessler, Managing Director, **Fortress**
Stephen Saylor, President & CEO, **SiOnyx**

9:30 AM – 10:15 AM

LEVERAGING IP AS A BUSINESS STRATEGY IN HIGH GROWTH COMPANIES

- Creating IP Value on a Budget in Startup Mode
- How to Stay Ahead of the Competition & Manage Risk
- Best Ways to Evolve IP Strategy in High Growth Environments
- Using IP as a Driver for Investment and Exit

Speakers:

Keegan Caldwell, Managing Member & Founder, **Caldwell IP Law** (moderator)
Jay Jacobs, Founder, **Rapid Manufacturing & Paperless Parts**
William Klehm, Chief Operating Officer, **Job.com**
Michelle Moreland, Senior Partner & Counsel, **Aventurine**
Christian Wentz, CEO, **Gradient Technologies**

10:15 AM – 10:45 AM

Networking Break

10:45 AM – 11:45 AM

A FRAMEWORK FOR STRATEGIC PATENTING & PORTFOLIO MANAGEMENT

- Strategic Patenting – What Is It and Why Bother?
- Impact on Patent Value in the Marketplace
- How Legal, Business, & Technical Experts Come Together for Portfolio Management
- Case Studies: Instances Where Portfolio Management Been Used Successfully

Speakers:

Charles Eldering, CEO, **CAE Analysis** (moderator)
Gary Sorden, Member, **Cole Schotz**



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Additional Speakers TBD

11:45 AM – 12:30 PM

MAKING DEALS HAPPEN: TOP 5 LESSONS LEARNED IN IP MONETIZATION

- Knowing the IP Portfolio
- Knowing Your Targets
- Knowing the Best Forum
- Knowing Yourself
- Knowing the Story

Speakers:

Bryan Vogel, Partner, **Robins Kaplan** (moderator)

Marc Booth, Chief IP Officer, **Acacia Research**

Cono Carrano, Partner, **Akin Gump**

Michael Gulliford, Partner & Co-Founder, **Soryn IP Capital**

Additional Speaker TBD

12:30 PM – 2:00 PM

Networking Luncheon

2:00 PM – 5:00 PM

ONE-TO-ONE MEETINGS CONTINUE

5:00 PM

Event Concludes