

National Presidents' Council

By James E. Malackowski, Past-President, LES International

Within our 32 LES Member Societies, our local National Presidents, as well as the legacy of Past National Presidents, presents a unique resource for our Society and each of our members. Their leadership also provides an inspirational example for younger members to actively engage in their LES national society or local chapter. From time to time the LESI Board has met with the National Presidents as a group to share updates, but historically we have not empowered the **National Presidents' Council (NPC)** to act. To unlock this resource, the LESI 2011–2012 Board called a first-ever National Presidents' planning retreat immediately following the International Delegates & Management Meeting held in San Diego. This two day retreat provided an opportunity to both gather best practices from other Societies as well as further build this community of interest at a personal level. NPC meetings now take place on a regular basis. A summary of all the NPC meetings can be found on our website, <http://www.lesi.org/about-lesi/national-presidents-council>.

The Board has also created a NPC Community Coin hoping to spawn yet another LES tradition. Challenge coins have been used as a way to honor, encourage, and reward individuals for their personal and professional accomplishments. A symbol of strength and commitment, challenge coins are used to build relationships and cooperative spirit amongst groups of people. We encourage members of the NPC to use their LES Presidents Council Coin as a symbol of an organizational community connection and to carry their LES Presidents' Council coins at all times as a symbol of their commitment to the values and mission of LES.

All past and current Society Presidents as well as past and current LESI Presidents are encouraged to participate in the NPC.

To further recognize and bring together this important group of LES members, the LESI Board has requested this special publication to showcase the National Presidents. The following recognizes many of those who have served as President of our Society chapters or as International President. We will periodically update this important collection as we continue to identify each and every former national president over the more than forty year history of LES. ■



National Presidents' Council Community Coin

Society and International Presidents

The Board of the Licensing Executives Society International wants to recognize the contributions made by all active LES members, particularly the Presidents who have the responsibility of running our Societies. These are volunteers who spend their own time contributing to LES; without them we would not have a successful, vibrant and well-recognized organization.



Abraham Alegria
LES Mexico

Abraham Alegria is a member and former President of LES Mexico. During the year 2007–2008 he was Chair and Vice Chair of the Copyrights Committee of LES International.

Abraham is former Director of the Mexican Patent and Trademark Office in the Ministry of Commerce at the Mexican Government (1982–1986). He was General Counsel of Reader's Digest Mexico (1986–1994), and former International Partner of Baker & McKenzie (1994–2001). He is currently an Attorney at Law and Managing Partner in Alegria, Méndez & Fernández Wong, S.C. His practice focuses on Patents and Trademarks prosecution, Copyrights Deposits; Intellectual and Industrial Property Litigation, Franchise and License Agreements and Trade Secrets Protection.

As LES President, his efforts focused on building links between the LES Mexico Chapter and the Industry and Commerce Organizations in Mexico.

Abraham is Vice Chair of the LES Copy Rights Committee and Chair of the IP Committee in the Mexican American Bar Association. He is a professor at the Universidad Iberoamericana, Universidad Panamericana and in the Escuela Libre de Derecho in Mexico, teaching IP post-graduate courses. ■



Duk Yeul Baek
LES Korea

Duk Yeul Baek has been a member of LES Korea serving from 2002 to 2005 and 2008 to 2011. He has been host to the LES Korea Networking Meeting every year at which various intellectual property topics and issues are discussed. In October 2002 Mr. Baek was involved with the 2002 Seoul International IP Conference and the LES Pan-Asian Meeting. Other involvement includes: August 2003, the networking meeting in Hanoi, enhancing the networking and educational opportunities to licensing professionals in Vietnam; October 2004, the International Conference on the Intellectual Property; October 2008, the 2008 Seoul Intellectual Property International Conference; November 2009, the Seoul Intellectual Property International Conference; April 2010, the first IAM (Intellectual Asset Management) 100 Course; August 2010, opened the CLP (Certified Licensing Professional) Study Group; and January 2011, the second IAM 100 Course. ■



Morten Balle
LES Scandinavia

Morten Balle is a Past-President of LES Scandinavia (President 2010 – 2012). He has been a member of LES since about 1993, and has been on the board of LES Scandinavia since 2007.

Morten is a Partner and European Patent Attorney in Protector Intellectual Property Consultants AS. He has an M.Sci. in biochemistry from the University of Oslo.

Morton was trained as a patent attorney from 2001 at Bryns Patentkon-tor AS. In late 1998, he started Protector together with five colleagues. Since the start Protector has grown to one of the leading IPR firms in Norway.

His main tasks are advising clients in IPR matters, mostly related to patents, FTOs, IPR strategy, conflicts, assessing patentability, in addition to patent drafting, prosecution and foreign filings. His clients are within several technical fields, such as medical technology, equipment for offshore vessels, equipment for industrial treatment of foodstuffs, process chemistry, process equipment, chemistry, biochemistry/life sciences, and CO₂ capture. ■



Dianne Beer

LES Australia & New Zealand

Dianne Beer was the President of LES Australia/New Zealand from March 2003 to March 2005. During this period of time Diane promoted a strong and active executive, ensuring a good succession of potential presidents to follow. She encouraged regional activity, bringing to Sydney, Australia LESI trainers, who conducted a multi-day training course for Australian and New Zealand senior members and this has allowed LESANZ to hold 101 Fundamentals training 3-4 times a year somewhere in the region.

Dianne has substantial experience in commercial and litigious intellectual property and technology matters and in general commercial law. She principally works as a trusted adviser and outside counsel to clients with diverse legal needs that benefit from her long experience and astute advice. She works with clients across a broad range of sectors and specialities, including those with creative or new technology focus and more traditional businesses moving into areas requiring an understanding of internet law and intellectual asset management.

Dianne's principal areas of practice include:

- Intellectual Property
- Technology
- Privacy
- E-Commerce
- Corporate Commercial. ■



Rani Boazz

LES India

Ever since 1997 when Rani started attending LES Conferences, it felt paradoxical that while India has one of the largest storehouses of scientists, technocrats, intelligentsia, and licensing professionals, India did not have a formal licensing forum to represent India. This is what gave her a commitment, a drive, mission to bring India centre-stage. Rani worked ceaselessly since 1999 in organising at least two seminars/workshops on a yearly basis including the FIAM and TTT Program in February, 2006. On satisfying the qualifications set by LES International, LES India (formerly Indian Licensing Association) was accepted into the LES International worldwide family in Oslo in June, 2003.

Rani was the first President of LES India. She has written extensively for *les Nouvelles* including co-authoring a chapter titled 'Software Licensing as a Driver of the Indian Economy' in the LESI publication *LES International Best Practices Guide*.

Rani Boazz founded Boazz Law Chambers, an IP boutique firm located in Mumbai, specializing in litigation and prosecution of intellectual property and all transactional work related thereto. Having been admitted to the Bar in 1994, she has for the past 18 years practised and advised clients and is involved in the whole IP cycle from creation through to licensing, and from valuation to commercialisation of IP assets. ■



Dr. Frédéric Caillaud

LES France

Frédéric Caillaud served as President of LES France for 3 years (2004-2007). He accomplished better visibility of LES France by facilitating the conferences registration process (a global fee paid once a year followed by free conferences) combined with a dramatic increase of the number of "co-branded" conferences with other majors NGOs or governmental entities and active participation of several tech transfer courses. It led to a 30% increase of the membership for the three-year period of his presidency.

His leadership resulted in several actions related to tech transfer in Europe for LES France, including the Council for IP in France leading to the creation of France Brevets.

LES France's participation in the CERTT and EUKTS projects leading to a training program for future tech transfer professionals in Europe and to their certification in close collaboration with CLP.

Frédéric joined L'Oréal in 1994 as Director of the Licensing and Business Development Department in charge of negotiating alliances, licensing and business development opportunities.

Frédéric Caillaud is a medical doctor and received a PhD in Genetic Engineering from the Pasteur Institute of Paris. He is a postgraduate in Strategic Management from HEC School of Management and is one of the first Certified Licensing Professionals (CLP).

He regularly gives lectures and courses (110 until now) related to licensing matters, patent monetization, patent analytics and rating systems in Europe, USA and Japan. ■



Alfred Chaouat
LES France

Alfred Chaouat was President of LES France from 2008 to 2011. Membership increased from 375 to 506 members during his mandate. The number of conferences per year increased reaching an average of one every six weeks. A focus on topics with strong IP/licensing business content was strengthened, which was a key differentiator with other local IP organizations. The IAM 100 was established and now takes place every year, as well as the group of Young Members. For the first time conferences were organized outside of Paris.

LES France was very pleased to be selected to hold the first LES IP100 Meeting outside the U.S. As President of LES France he was able to meet with other members of the LES Societies all over the world; the French local IP organizations, the French Ministries, the French/European Universities and even journalists. He has also been a consultant on many IP public initiatives in France, the most famous being the creation of a French public patent fund, launched last year.

Alfred is Senior Vice President Licensing at Technicolor (ex-Thomson) in charge of developing and carrying out patent licensing programs. He also represents his company in various patent pools and is an agent in Europe for the Blu-Ray BD4C patent pool. Technicolor generates more than \$600 million in licensing income every year. One of the challenges Mr. Chaouat faced during his presidency of LES France, was to be present every month to the board of trustees meeting. Time management is critical to LES Presidents. ■



Peter Chrocziel
LES Germany

Peter was President of LES Germany for five years and in 2006 he served as President of the Licensing Executives Society International (LESI). He is a Certified Licensing Professional (CLP).

Peter Chrocziel joined Freshfields in 1989 and has been a partner since 1991. He advises on all aspects of IT and IP law, with an emphasis on licensing. He regularly works on the interface between antitrust issues and IP/IT law. His clients include major information technology, software and semiconductor companies. He heads the firm's patent litigation practice in Germany.

Peter provides counselling and representation of Microsoft Corporation and Microsoft GmbH on all commercial aspects of their German business, including license, distribution, competition, e-commerce, copyright and data protection issues, as well as representation before German courts.

He was head of the international IP/IT practice group for almost six years following the merger in 2000. Peter is the Office Managing Partner of the Munich office.

Peter was born in 1957 in Nürnberg, Germany. He studied law at the University of Erlangen, Germany. He holds a Doctor of Laws degree (Dr iur) from the University of Munich (1985) and an MCJ degree from the New York University School of Law. He was a research fellow of the Max-Planck-Institute in Munich, and interned as visiting expert with the European Commission (DG IV). He is a professor at the University of Erlangen-Nürnberg, Bavaria, where he teaches patent, trademark and competition law. Peter was admitted to the German Bar in 1983 and to the New York courts, as well as the Court of Appeals for the Federal Circuit. ■



Yvonne Chua
LES China-Hong Kong

Yvonne Chua is currently the President-Elect of LES International, and will be the President starting in September 2013. She was the past Vice President of LESI, past Chair of Asia Pacific Committee, and also President of Asia Pacific Presidents Meeting.

Yvonne is a partner of Wilkinson & Grist, one of the most established law firms in Hong Kong. She is a supervising partner of the IP Department and has over 30 years of practice in all aspects of intellectual property law with particular focus on HK and China. Yvonne has been well recognized internationally as a leading IP expert.

Yvonne is appointed by the HKSAR Government as member of the Working Group on Intellectual Property Trading. She also serves on the IP Committee of the Law Society of Hong Kong and the Design, Marketing and Licensing Services Advisory Committee of the Hong Kong Trade Development Council.

Ms. Yvonne Chua, solicitor and Notary Public, is admitted to practise law in Hong Kong (since 1980), England, Australia and Singapore. ■



Alexander Cizek
LES Austria

Alexander Cizek has been a member with LES since 1999, an International Delegate since 2001 and elected National President of LES Austria since 2003, which position he still holds until to date. His main activities in this function were teaching the licensing course in Austria, relocating and re-organising the national chapter's LES Secretariat, organising and holding a number of seminars and workshops in pertinent LES fields such as valuation of licenses, etc., renewing and re-launching the national chapter's website, and serving as LES liaising contact with Vienna based UNIDO.

Alexander Cizek is a practising attorney at law in Austria. He was admitted to practise law in New York in 1996 and in Austria in 2000. He is a partner with the international business law firm DLA Piper Weiss-Tessbach and heads the Intellectual Property and Technology practice group in the firm's Vienna office. Alexander Cizek specialises in all IP law areas including trademarks, patents, designs, copyrights and unfair competition practices, as well as in IT law and related issues. His practice encompasses both contentious and non-contentious matters as well as licensing and technology transfer deals. He is recommended as an IP-law specialist in reputable publications such as *Chambers Global*, *Legal 500* and the *IAM Magazine*. ■



Shlomo Cohen
LES Israel

Shlomo Cohen was one of the founders LES Israel in 1994. His intention was to promote protection and transfer of technology. He served as President of the Licensing Executive Society Israel between 1997–2006.

LES Israel membership increased every year since LES Israel enables collaboration between IP lawyers, R & D Managers and VC's. LES Israel members hosted guest experts and went abroad to brief colleagues on technology and IP in Israel. They have become an active partner in a large community focused on common goals.

Shlomo Cohen is the founding partner of Dr. Shlomo Cohen & Co., an intellectual property firm based in Tel Aviv, Israel. The firm services all industries and trades and provides IP services to a broad range of local and international clients. ■



Rodney DeBoos
LES Australia & New Zealand

Rodney was the Secretary and then President of LESANZ. Subsequently he held the position of Secretary of LESI for 4 years and was President of LESI in 1998. During those times he also served on many committees in various capacities and is now the Chair of the *les Nouvelles* Editorial Review Board. For his service to LESI he was awarded the Gold Medal.

Rodney was a partner for over 25 years with the well known Australian IP firm of Davies Collison Cave Law. He is now a consultant to that firm and a Certified Licensing Professional (CLP). Rodney's major area of expertise has been commercial law with an emphasis on technology transfer. This has fitted well with the interests of LES.

Rodney has also been involved for some 30 years with the Law Council of Australia on its Intellectual Property Committee and its Competition and Consumer Committee. Both of these committees have been heavily involved in law reform in Australia in their respective areas of interest. He has also contributed to *les Nouvelles* and other publications as an author and is the author of the chapter on the exploitation of patents in the Law Book Company publication: *Laws of Australia*.

For many years Rodney also lectured in the subject of Licensing at the University of Melbourne. ■



Kathleen A. Denis
LES (USA & Canada)

Kathleen Denis came to licensing from a technical background, having been a research scientist in both academia and industry. She felt that she had found the ideal career and quickly became active in both AUTM and LES. Kathleen learned so much from colleagues in those professional societies that she wanted to give back in a serious manner. She became involved with the professional development educational series in LES, co-writing the valuation/negotiation module. She also helped with several meetings, ultimately serving as Meeting Chair for the Spring Meeting in 1999. Kathleen was elected to the Board of Trustees in 1998 and oversaw the transition to a professional office staff with the ability to support many active volunteers.

As President of LES (USA & Canada) in 2003–2004, Kathleen presided over the society at a time of very high membership and participation. She made many friends both in the U.S. and overseas, and the 2004 Annual Meeting in Boston was great fun for all participants with the Talent Show and the Red Sox–Yankees series as entertainment.

After she “retired” from the Trustees, she was asked, with a group of past presidents, to oversee the founding and early years of the Certified Licensing Professional designation. This was by far the hardest work she had done as a volunteer, but today she looks with pride upon the hundreds of Certified Licensing Professionals that exist and feels great satisfaction.

Kathleen has been the Associate Vice President of Technology Transfer at The Rockefeller University since 2000. ■



Ersin Dereligil
LES Turkey

Ersin is the founding member and the first President of LES Turkey and presently the managing partner of the Destek Patent Inc., responsible for foreign affairs.

He counsels clients in all areas of patent and trademark law, including obtaining and enforcing IP rights, avoiding infringement, as well as due diligence and development. His technical experience is in the area of chemistry, with an emphasis in inorganic and organic chemistry and pharmaceuticals.

After the launch of Turkish IP attorneyship as a profession in 1999, Ersin passed the exams and qualified as patent attorney and trademark attorney and then a European patent attorney. He is one of the first Turkish attendees for courses on European IP Law at EPO International Academy in France.

He is advising several national and international companies on IP protection and commercialization. He has produced more than 50 articles on the Turkish IP system in several newspapers and magazines, one book titled “Understanding The Patent For Engineers,” and has attended more than 25 seminars, as a speaker.

Ersin has lectured on patents and industrial designs to engineering departments at Uludag University for seven years. He also serves as an expert before the Istanbul Specialized IP Courts.

He is also founding member of AIPPI Turkey and KALDER Bursa and member of EPI, MARQUES, PTMG, INTA, and CIOPORA. ■



Roberto Dini
LES Italy

Long active inside LES as an International Delegate and speaker at many international IP workshops, Mr. Dini was elected President of LES Italy and Chairman of the LES Patent and Technology Licensing Committee in 2011.

In 2010, with the support of the LES Italy Executive Committee, he promoted a book entitled *Intellectual Property: A tool for economic growth in the third millennium*. The book, which received accolades from the Italian Patent & Trademark Office, was distributed to over 10,000 Italian students. Due to its success, it was also translated into English.

In 2011, as President of LES Italy, Mr. Dini organized an IP essay writing contest open exclusively to young writers. Over 30 submissions from all over the world were received and the winner was awarded a study grant.

His greatest accomplishment within LES was the organization of the 2012 LES Pan European Conference which took place in Rome from Sunday, June 10th to Tuesday, June 12th. A truly remarkable event attracting internationally recognized keynote speakers and almost 400 IP practitioners and industry professionals from all over the world.

With more than 40 years of experience, Roberto Dini began his career with Indesit where he headed the Patent and Trademark Office. In 1982 he founded Sisvel, a world leader in maximizing the value of patent rights, and in 1987 established the IP firm Metroconsult.

He is a Member of the Italian Industrial Property Consultant Association, a registered EPO Patent Attorney, and a Trademark and Design attorney within OHIM. ■



Sergey Dorofeev
LES Russia

Sergey Dorofeev has been a member of LES Russia for many years and is currently President of LES Russia (2013).

He is a Partner in the firm of Gorodissky & Partners and is the Chief of Mechanics Department. Sergey is a Russian patent & trademark attorney as well as a Eurasian patent attorney.

He graduated from Moscow Power Engineering University in 1983 as an electromechanical engineer, and then from the Central Institute of Intellectual Property (Moscow). From 1983 till 1998 Sergey worked in a major IP firm and in 1998 joined Gorodissky & Partners. He specializes in patents related to light and food industries, printing equipment, electromechanics and technology transfer. ■



Theo Doubell
LES South Africa

Theo has been a member of LES South Africa since 2003 and President of the Society in 2011 and 2012.

During his reign, the Society had the LES SA Pan African IP Conference in Livingstone, Zambia, aimed at increasing LES awareness in Africa as well as actively increasing awareness and membership nationally under the historically disadvantaged lawyers in South Africa, in association with the National African Black Lawyers Association (“BLA”), through a national series of lectures, held annually.

Theo Doubell is a chemical and metallurgical engineer, qualified attorney and a patent attorney, with a B. Eng. (Chemical & Metallurgical) engineering degree from the University of Stellenbosch, and B Proc. and LLB law degrees, from the then Rand Afrikaans University. Theo is admitted to the High Court of South Africa, a member of the Law Society of the Northern Provinces and a fellow of the South African Institute of Intellectual Property Law (SAIIPL).

Theo has more than 20 years’ experience in technology and patent related matters, with extensive experience in IP management.

Theo was been involved directly with the drafting of the Technology Innovation Agency Act, the Intellectual Property Rights from Publicly Financed Research and Development Act and their Regulations, and has made various IP related submissions and presentations to the South African Parliament thereon, including Indigenous Knowledge. ■



Thomas J. Filarski
LES (USA & Canada)

Thomas J. Filarski was President of LES (USA & Canada) in 2012 and is a member of the Life Sciences sector. He served on the USA & Canada board for 12 years and has held several officer positions and committee chairs over the years.

Tom is a partner in the Chicago office of Steptoe, where he focuses on Intellectual Property and Life Science litigation. Tom is a recognized leading trial lawyer particularly in patent, Hatch-Waxman, and International Trade Commission matters. He regularly appears in federal district courts throughout the nation and the Court of Appeals for the Federal Circuit. Tom is “highly recommended” as a Leading Life Sciences Patent Litigator by Intellectual Asset Management magazine (2010-2011), and he was featured in the Business Edition of Leading Lawyers Network magazine in January 2009.

Tom also authors the chapter *Patent Defenses* in BNA Books’ Patent Litigation Strategies Handbook (2005), now in its third edition. He is a charter member of the Richard Linn American Inn of Court chapter in Chicago, and serves on the advisory board of the Clean Energy Trust in Chicago. ■



Talal Abu Ghazaleh
LES Arab Countries

Talal Abu-Ghazaleh is the founder and President of Licensing Executives Society-Arab Countries (LES AC) since 1998. During his presidency, LES AC launched the first professional qualification program, the “Arab Certified Intellectual Property Licensing Practitioner (ACIPLP),” to qualify Arab specialists in the field of intellectual assets management and licensing at the technical and professional levels; issued a number of guidelines and publications in the fields of licensing and technology transfer; translated and published the Arabic version of the *LESI Guide to Licensing Best Practices*; in addition to launching the Licensing Opportunities Forum (LOF) organized on an annual basis in the Arab region to spread awareness about IP protection and commercialization of inventions.

He is Chairman and CEO of Talal Abu-Ghazaleh Organization, and is a pioneering businessman in the Arab region and beyond, and a visionary contributor to the cause of socioeconomic development in the Arab world, and developing nations in general.

He was appointed a member of the Jordanian Upper House according to a Royal Decree by His Majesty King Abdullah II on November 25, 2010. He is also the recipient of the Lebanese Presidential Shield, the Decoration of the Republic of Tunisia, Chevalier de la Légion d’Honneur of the Republic of France, Coat of Arms of the Kuwaiti Association of Accountants and Auditors, and the Decoration of Independence of the Hashemite Kingdom of Jordan. ■



Heinz Goddar
LES Germany

Heinz has been a member of LES Germany, since 1977. During 1998–1999 he was national President of LES Germany; after that, President-Elect of LESI in 1998–1999, then President of LESI in 1999–2000. He has also been a Vice-Chair in the Meetings Committee during the years 1994–1995, Chair of the LESIER Committee in 1995–1998, Chair of the Membership Committee of LESI during the years of 2002–2004, Vice-Chair of the Long Range Planning Committee in 2002–2004 and a Vice-Chair of the Awards Committee in 2004–2006. In the year 2005, he was awarded the Gold Medal, the highest honor given by LESI. As a Past President of LES Germany, he is a permanent member of the Advisory Board of LES Germany. For the years 2012–2013, LESI, he has been appointed a Co-Chair of the Awards Committee of LESI by present President-Elect Kevin Nachtrab.

Heinz Goddar is a German Patent Attorney and European Patent and Trademark Attorney and is a partner of Boehmert & Boehmert, in Munich, Germany. He teaches Patent and Licensing Law as an Honorary Professor at the University of Bremen, Germany, a Lecturer at the Munich Intellectual Property Law Center (MIPLC), Munich, Germany, a Visiting Professor at the University of Santa Clara, CA, U.S.A., the University of Washington, Seattle, WA, U.S.A., and the National ChengChi University, Taipei, and as a Consultant Professor at the University of Huazhong, Wuhan, China. He is also an Associate Judge at the Senate for Patent Attorneys Matters at the German Federal Court of Justice and a Director at the Global Institute of Intellectual Property (GIIP), Delhi. ■



Jonas Gulliksson
LES Scandinavia

Jonas Gulliksson has been a member of LES since 1972, President of LES Scandinavia during two terms, 2000 to 2002 and 2008 to 2010; President of LESI 2004; President of the Association of Swedish Patent Law Firms (SEPAF) two terms, 1988 and 1999.

Mr. Gulliksson is founder and Senior Partner of Advokatbyrå Gulliksson AB, founder and Senior Advisor of the patent firm Ström & Gulliksson AB, and shareholder and member of the Board of Directors of Arator a/s, Denmark, parent company of the patent firm Plougmann & Vingtoft, Denmark.

Jonas has 40 years of experience from national and international patent and IP litigation and arbitration, international licensing and transfer of technology and he represents major Swedish and foreign companies in the drafting and negotiation of Licensing Agreements, M&A, due diligence and IP valuation. Jonas has extensive experience from IP litigation, including Marketing Law and Unfair Competition Laws, trademarks, copyright, patents, contracts and licensing disputes, and has served during many years as Chairman of the Dispute Resolution Committee and The Trademark and Character Licensing Committee. ■



J. Cristobal Gumucio

LES Chile

During 2004 and 2005, J. Cristobal Gumucio and a group of Chilean IP practitioners started working to become a new member society of LES International. LES provided a mix of very qualified knowledge and a network involving universities, companies and practitioners all around the world that could foster the Chilean timid awareness at the time, that innovation was a key tool for future development. The group then started forming an embryo of the future LES Chile, inviting people to join. The response was very positive and enabled them to apply to become a full member of LESI. In 2007 they were accepted as LES Chile in Zurich.

Mr. Gumucio became the President of the Society in the foundational period of LES Chile. For him it was a very rewarding experience, not only for the excitement of creating a new society, but also for the friends that were made in Chile, and around the world.

From a professional point of view, LESI and LES Chile are also excellent sources of information and network that he has benefited from as an IP practitioner at Sargent & Krahn. ■



Katsumi Harashima

LES Japan

Katsumi Harashima is the current President of LES Japan. LES Japan was founded in 1972 and is one of the largest regional societies of the Licensing Executives Society. An outstanding feature of LES Japan is that all of its activities are based on mutual trust, volunteer spirit and a friendly personal relationship among the members. LES Japan is currently trying to improve the governance structure and financial characteristic of the Society. The views from the Society members and LESI interaction may help to solve these issues.

Mr. Harashima is the Executive Director of Business Development, Taiyo Nakajima and Kato Intellectual Property Law.

After Mr. Katsumi Harashima received his bachelor's degree in Imaging Science from Chiba University, he joined Fuji Xerox Co., Ltd. in 1969.

From 1996 to 2005, Mr. Harashima managed the Center for Intellectual Resources of Fuji as General Manager after leading the Corporate Technology Strategy Office for 6 years. Thereafter, he became the Senior License Executive, responsible for closing various license negotiations.

At present, Mr. Harashima is the Executive Director of Business Development of Taiyo, Nakajima & Kato Intellectual Property Law and concurrently serves as a Vice President of LES Japan. ■



Katerina Hartvichova

LES Czech Republic

Katerina Hartvichova was the President of LES Czech Republic in 2009–2011. She concentrated on the promotion of the LES mark to the professional public. During her term, the Czech national chapter, in addition to its own events that take place twice a year, also jointly co-organized several events with the national patent office, the Technology Center of the Academy of Sciences of the Czech Republic, and the Czech Association of Inventors. In her work, she very much appreciated the continuous support of her colleagues in the Steering Committee, which was composed almost exclusively of young members.

Katerina is an attorney for Inventia, s.r.o., in Praha, Czech Republic. ■



Omer Hiziroglu
LES Turkey

Omer is the President of the board and President of LES Turkey for the year 2013. He is one of the founding members of the Galata Business Angels Network (GBA) and member of AUTM and ASTP. Omer was involved with the effort to launch LES Turkey from its very beginning in 2006 as a small group of IP professionals got together to create a Turkish chapter to increase awareness on IP rights, licensing, role of intellectual assets in fostering a sustainable economic development. Upon creation of LES Turkey, Omer acted as the general secretary before assuming the role of president. Omer is also active within LESI having assumed roles as vice chair of IUGT, chair of Young Members Congress and is currently one of the vice-chairs for External outreach and chair of Mentoring Task force.

Omer has a BA in Economics and International Relations from Tufts University, Massachusetts. He has a European Union Law master's degree (LL.M) from University of Geneva, Switzerland and a Juris Doctor (J.D.) degree from Suffolk University Law School in Boston.

He is a member of the Istanbul bar, as well as of the bars of both the State of New York and the Commonwealth of Massachusetts.

He joined Inovent as General Counsel and Technology Transfer Director in 2006. Since 2012 he is the General Manager of Inovent. He also advises Sabanci University on Intellectual Property rights and technology transfer.

He is an adjunct faculty member at Yeditepe University Law School (Istanbul) teaching International Intellectual Property courses. ■



Mark Horsburgh
LES Australia & New Zealand

Mark Horsburgh is the current President of LES Australia & New Zealand. He has been involved in LES since first attending an LES lunch in Adelaide in about 1990. Over the years he has been Chair of local organising committees, Trustee at a national level, Secretary, Vice-President and President-Elect. More recently he has been Vice-Chair and Chair of a few different LESI committees. Mark became President in April 2011 for a two year term. The high point in this term will be the LESI Annual Meeting held in Auckland this year.

Over the past few years LESANZ has followed a strategy of profile raising through media targeting and government engagement. The strategy is yielding fruit, but it is due to the work of presidents and executive members before Mr. Horsburgh and will continue after his term is complete.

Involvement in LES has given Mark international connections he would probably not have achieved otherwise. As a Patent Attorney in private practice, LES has undoubtedly been good for his professional development and also good for personal development meeting and becoming friends with people from all around the world.

His firm, Fisher Adams Kelly, has also benefited from the connections made through LES and, therefore, are supporting the next generation of professionals as they commence their involvement in LES. ■



Milos Hraba
LES Czech Republic

Milos Hraba was elected a President of LES Czech Republic in November 2011. Milos became a member of LES Czech Republic Steering Committee in 2010, and President Elect since 2011. Milos actively participated in regular LES Czech Republic national conferences, and also in other events organized by LES Czech Republic together with cooperating partners. Milos is focused on the issues of technology transfer in the field of pharmaceuticals; he has also made presentations on this topic during national and international LES conferences organized locally and abroad.

Milos is striving to develop cooperation among national chapters through joint organization of conferences and seminars with subjects dealing with IP, and to attract new members to the Czech Chapter.

Milos is a Research Associate at In-ventia, s.r.o. ■



Bertram Huber
LES Germany

Bertram Huber was President of LES Germany from 2004 to 2006. The highlight during his term of office was the LES International Conference in Munich 2005. It was a very special reprise, since the very first LES International Conference he had ever attended had also taken place in Munich in 1983, only a few weeks after becoming a member of LES.

Mr. Huber has always cherished the international reach of LES, furthering contacts across boundaries and oceans and enhancing possibilities of fruitful collaboration on a global scale. In a number of occasions, valuable “short-cuts” to resolve business issues were made possible thereby. At the same time, quite a number of close relationships and friendships resulted from being involved in LES.

After decades in industry, last with the global responsibility for intellectual property for the Bosch Group, in 2009 Bertram started working in private practice, in IP*SEVA—Intellectual Property for Sustainable Energy Ventures, concentrating on the field of alternative energy and environmental technologies, and focusing on IP strategy, technology contracts, establishing of partnerships around the globe, and IP educational projects. Today, IP*SEVA is present on three continents: Asia, North America and Europe. Inter alia, he is a lecturer at the University of Tuebingen on International IP Strategy and Management. ■



Guenter Isenbruck
LES Germany

Guenter Isenbruck was President of LES Germany for the years 2007 and 2008 and for four years as its secretary between 2002 and 2006. Other LES activities were Chair of the Patent and Technology Licensing Committee, the SME task force of LES International, a member of the Nominating Committee of LESI and the council of LES Germany. Listening and actively participating in workshops (on the receiving as well as on the presenting side), contributed to his personal improvement.

He is specialized—besides global patent filing and prosecuting—in technology transfer, opinion work (validity and FTO studies), IP litigation (infringement, cancellation and invalidation, arbitration) and co-operations between industry or investors and universities or other non-profit R&D institutes (including start-ups and spin-offs).

Guenter is a chemist, with a Ph.D. from the University of Frankfurt and a degree in U.S. patent law from Catholic University in Washington, D.C. He was a European Patent Attorney with the Hoechst group as its General Intellectual Property Counsel from 1975 to 1996. He was a partner with the law firm Bardehle *et al.* for six years. He was founder and senior partner of the patent attorney law firm Isenbruck | Boesl | Hoerschler LLP until the end of 2010. Beginning in 2007 and up to 2010 he held a Teaching Position at the “Master in IP Law and Management” Program at CEIPI (Centre for International Industrial Property Studies) of Robert Schuman University in Strasbourg. He is member and past Chair of the Scientific Council of the Interdisciplinary Center for Intellectual Property at the Mannheim University (“IZG”). ■



Norman A. Jacobs
LES (USA & Canada)

For many years Mr. Jacobs has provided leadership to the Licensing Executives Society (LES). Norm was an active participant in the establishment of LES International in 1973. He was elected President of LES International in 1995, after previously serving as President of LES (USA & Canada). He is currently a member of the Editorial Review Board of the society’s professional journal, *les Nouvelles*. He also has served as a member of the Advisory Board of the Harvard-MIT Division of Health Sciences and Technology.

Mr. Jacobs co-founded Amicon Corporation in 1962, and served as Vice President, Finance until he was elected President of Amicon in 1971. Mr. Jacobs later served as President of the Amicon Division of W.R. Grace for three years after Amicon’s acquisition by Grace in 1983.

Mr. Jacobs serves as a court-appointed expert on technology licensing and royalty valuation in patent and intellectual property litigation. He also is a collector of contemporary studio glass art, and serves as a Director of the Art Alliance for Contemporary Glass.

From 1990 to 2000, Mr. Jacobs created and directed two new drug delivery businesses for Becton Dickinson & Co. Prior to joining Becton Dickinson, Mr. Jacobs was President and Chief Executive Officer of BioTechnica International, a company that focused on agricultural and microbial biotechnology as well as DNA-probe diagnostics for periodontal disease.

Mr. Jacobs received an MBA from Harvard Business School, where he was a Baker Scholar. He received his BE from Yale and his SM from MIT, both in Chemical Engineering. ■



Melvin F. Jager
LES (USA & Canada)

Mr. Jager's professional activities included positions as the president of LES International in 2003, LES (USA & Canada) and the LES Licensing Foundation. In 2007 he received the LES Gold Medal for his contribution to LES and licensing. Previously, Mr. Jager was chair of the IP Litigation Committee of the American Bar Association, chair of the Patent Trademark and Copyright Section of the Illinois Bar Association and President of the Intellectual Property Law Association of Chicago. He is also a member of the American Law Institute and a Certified Licensing Professional.

Melvin F. Jager is an intellectual property lawyer who began his legal career in Washington D.C. and continued for 35 years as a senior member of the firm of Brinks Hofer Gilson and Lione in Chicago, Illinois. He also practiced law in Chicago with the firms of Lee, Smith and Jager and Niro, Jager and Scavone. He also has acted as an expert witness in patent, licensing and trade secret lawsuits, and as an arbitrator in international licensing disputes. In 2004-2005 he was a Managing Director of Ocean Tomo in Chicago.

Mr. Jager is the author of *Trade Secrets Law*, and *Licensing Law Handbook*, editor of *Trade Secrets Throughout the World*, and editor of *Licensing and the Art of Technology Management*. Mr. Jager has written numerous articles and lectured on patents, trade secrets and licensing. Mr. Jager was an adjunct professor of Patent Litigation at the University of Illinois and taught *Trade Secrets Law* at The John Marshall Law School in Chicago. He also has been an adjunct professor and guest lecturer at the Law School at the University of Victoria, in Victoria B.C. and at St Peters College of Law at Oxford University in Oxford, UK. ■



Allan Jarry
LES Chile

Allan Jarry is the current Vice Chair of the Americas Committee of LESI, Past-President of LES Chile and a past international delegate for LES Chile.

He holds a Masters in Intellectual Property from Franklin Pierce Law Center in Concord, New Hampshire, a B.Sc. in Business Administration, Commercial Engineer School, "Universidad Católica de Chile" and a MBA, "Universidad Católica de Chile" 2006.

He worked at Estudio Harnecker, joining as a partner of the Firm in 1992. In 2009, he led the M&A process to merge Harnecker with Carey in an effort to increase and expand the level of IP services offered to our international clients. He exited the merged firm in December 2010, after successfully transferring all knowhow, professional resources & clients to newly form Firm.

In 2003, he founded NEOS a "private technology licensing office" helping regional Universities in IP protection & licensing. In 2013 NEOS growth plans are being merged with Tremonti LLC.

In 2012, he founded Integra IP a single point of contact IP service firm, to help entrepreneurs, startups and SME's from U.S. and EU, to protect their IP portfolios in all LATAM, including the Caribbean countries. In 2013 he is starting his own IP Boutique named Jarry IP, with base in Santiago, Chile.

He is also an angel investor, having invested in more than 10 startups from Miami to Chile. ■



Nigel Jones
LES Britain & Ireland

Nigel Jones joined LES in the late 1980s, early in his career as an IP lawyer. The encouragement came from his long term colleague, Jeremy Brown. He told Mr. Jones that LES would help him to learn the skills, and meet the people that he would need to know in order to succeed in the IP world. He was right.

Nigel frequently reminds society members at our local meetings, the objectives of LES include education, networking and fun. In addition to those benefits from general membership, Mr. Jones' time on the Council of B&I (from the early 1990s until he stepped down in late 2011) and as Vice-President (2006-2008) and President taught him a great deal about management, finance, chairing meetings, and dealing with economic downturn. Nigel was president when the global financial crisis was starting. This presented many challenges, but it made it even more clear the importance of building and working with teams of people whose support one can count on.

Nigel joined the leading international business law firm of Linklaters LLP in the United Kingdom in 1986, became a partner of the firm in 1995, and has headed the firm's Healthcare Group since he established it in 1998. He has worked as a lawyer in the healthcare and pharmaceuticals sectors for over 25 years. ■



Natalia Karpova
LES Russia

Natalia Karpova was the LES Russia President during the last sixteen years from 1996–2011, inclusively. She was the creator and organizer of the most events of LES Russia.

Ms. N. Karpova has earned a D.Sc. (Econ.) and a Ph.D. (Eng.). She is a Professor and head of the Chair of Foreign Economic Activity at the Graduate School of International Business of the Academy of National Economy under the Government of the Russian Federation. She focuses on problems of knowledge management, valuation of intellectual property and intangible assets, and international technology transfer. She participated in the development of methodical recommendations for the Ministry of State Property of the Russian Federation, on the drafting of the State Standard, “Valuation of Intellectual Property and Intangible Assets,” and the development of the program for training specialists in property valuation.

Natalia Karpova has over 160 research publications to her credit including 16 monographs, references and manuals such as “The LESI Guide to Licensing Best Practices,” published by John Wiley & Sons, Inc. (USA).

Ms. Karpova is a member of the Research Council on Intellectual Property of the Economic Section of the Russian Academy of Sciences, and the Committee of the Chamber of Industry and Commerce of the Russian Federation, an expert of the Innovations Committee of the State Duma of the Russian Federation, an expert of the sub-commission on managing intellectual assets of the European Commission under the UN, an expert of WIPO. ■



Jeong Jeong Kim
LES Korea

Jeong Jeong Kim is President of LES Korea, 2012. He is Vice-President, IP Division of LG Innotec, a U.S. Patent Agent, Commissioner, Presidential Council of Intellectual Property, Certified Licensing Profession, advisor, Fair Trade Commission and advisor, Korea Trade Commission.

Past Presidents of LES Korea include:
1976–1987 Byungho Lee
1987–1990 Yongsik Jang
1990–1993 Jaecheol Choi
1993–1996 Kwanho Shinn
1996–2002 Yoon Bae Kim
2002–2005 Duk Yeul Baek
2005–2008 Kwanho Shinn
2009–2011 Duk Yeul Baek ■



Yoon Bae Kim
LES Korea

Yoon Bae Kim was the President of LES Korea, 1996–2002. He was Vice President of LES International, Inc., 2000–2001, and Chairman of Patent & Technology Licensing Committee, LES International, 1994–1997.

Mr. Kim is the Senior Managing partner at Kims and Lees International Patent and Law Offices in Seoul, Korea. ■



Kwan Ho Shinn
LES Korea

Kwan Ho Shinn was President of LES Korea during 1993–1996. He contributed to opening the LES International Conference in Seoul, Korea in April 2006 where 800 foreign members attended. ■



Christian Klawitter
LES Germany

Christian Klawitter has been a member of LES since 1991. In 2001, he became a member of the board of LES Germany and served, *inter alia*, as an International Delegate. From 2006–2010, he was in charge as a Secretary before he was nominated as National President from 2010–2012.

Christian has been working as a lawyer in Hamburg since 1985. Before he founded his own law firm KNPZ Rechtsanwälte, he was a partner with the law firm Freshfields Bruckhaus Deringer. He studied law at the University of Hamburg, where he worked as a research assistant from 1981 to 1984.

Since 1995 he has given lectures in the field of industrial and intellectual property law at the University Duisburg-Essen, which nominated him as honorary professor in 2007. Christian has published various articles and essays, most recently dealing with questions relating to licensing agreements, competition and antitrust law, and design law. According to the ranking of the renowned Magazine Intellectual Asset Management (IAM 250), Christian belongs to the highly recommended individuals of the “World’s Leading Patent & Technology Licensing Lawyers.”

In 2004 he was appointed to the expert committee for design protection law of the German Association for the Protection of Intellectual Property (GRUR), which drafts expert opinions in the field of national and international design protection. He is also a member of the expert committee on copyright law of the Deutscher Kulturrat. ■



Jana Kuhnlova
LES Czech Republic

Jana Kuhnlova was active in founding the Czech chapter and served as a first President of LES Czech Republic. In 1997, at the LESI conference in Puerto Rico, she received the LESI flag on behalf of the Czech group. Jana was elected a President also in 1998–1999. Finally, Jana worked as a President for a third term in 2006–2008.

Since 1995, Jana has continually devoted a great deal of work to create the national group and keep it vigorous. National chapters in small countries have to deal with specific issues—in a small community of professionals it is difficult to find sufficient numbers of active members willing to work for LES and able to attend international meetings. While always trying to recruit to LES Czech Republic new active young members who would take over the LES work, Jana also stood by and helped when needed. In the Czech Republic, Jana has organized numerous successful educational events including the Pan European Conference in 2002.

Jana is the founding partner and Managing Director of Inventia s.r.o. in Praha, Czech Republic. ■



Michael J. Lasinski
LES (USA & Canada)

Michael J. Lasinski was the President of LES (USA & Canada) in 2010–2011. He is also a founding member of 284 Partners, LLC, a professional services firm focused on intellectual property (IP) valuation, litigation consulting, IP strategy, and transactional services.

Mr. Lasinski was also named one of the “World’s Leading IP Strategists” by IAM 250. He is a Division Chair for the Intellectual Property Section of the American Bar Association and oversees the Committee on Economics. He is the former Chair of the Valuation and Taxation Committee for LES and the former Vice Chair of the Intellectual Property Owners’ Valuation and Taxation Committee. Mr. Lasinski is a Certified Public Accountant and an active member of the American Institute of Public Accountants (AICPA) and the Illinois CPA Society. He is certified in Financial Forensics by the AICPA and is a Certified Licensing Professional.

Mr. Lasinski has been retained as an expert in federal, state, tax and arbitration proceedings. He was instrumental in advising creditors on IP and financial issues related to the sale of Nortel’s patent portfolio for more than \$4.5 billion. Mr. Lasinski’s consulting experience includes a broad cross-section of industries, including the advertising, automotive, chemicals, computer hardware & software, consumer products, e-commerce, food & beverage, Internet, healthcare, life sciences, medical diagnostics & products, semiconductors, telecommunications, and wireless communications. ■



Anita Leung
LES China–Hong Kong

Anita is the Chair/President of the LES China (Hong Kong Sub-Chapter) for 2013/2014. She sits on the Board of Governors (Executive Committee) of the American Chamber of Commerce Hong Kong and is also a member of the Professional Services Advisory Committee of the Hong Kong Trade Development Council (1 April 2013 to 31 March 2015), the Intellectual Property Committee of the Hong Kong Law Society and the Emerging IP Rights Committee of the Asian Patent Attorneys Association (Hong Kong Chapter). Anita was also appointed by the Chief Justice of Hong Kong as a member of the Solicitors Disciplinary Tribunal Panel.

Anita is a partner of Jones Day, an international law firm, and has many years of experience in Intellectual Property. She advises clients in all aspects of licensing. Anita also handles copyright, trademark, patent, design and domain name disputes and infringements and assists clients on IP portfolio management and product market entry issues.

Since 1997, Anita has represented many corporations and institutions in engineering various legislative and policy reforms, including the Copyright Ordinance, the Unsolicited Electronic Messages Ordinance, drug safety issues, patent reform and the company name provisions of the Companies Ordinance. ■



Adam Liberman
LES Australia & New Zealand

Adam was President of LES International in 2008-09, following serving on the Board of LESI for seven years; three years as a Vice President and three years as Secretary. He was also President of LES Australia and New Zealand in 1994–95. He views his Presidency of LESI as one of the most enjoyable and rewarding periods of his professional career. His agenda for his year as President was based on the theme of “Looking to the future—a year of bold new ideas and actions.” Amongst the specifics of that agenda were the following:

- “Regeneration not Recycling,” which resulted in the creation of the Young Members Congress;
- “Identity” which resulted in the tag line “Advancing the Business of Intellectual Property Globally”;
- “Governance” which resulted in a new set of By Laws and in clearer guidelines and roles for the Committees and their Chairs; and
- “Speaking up for IP!,” which resulted in numerous submissions to European authorities regarding the importance of intellectual property.

Adam is currently Director Intellectual Property at Brand Finance. He has been a Professorial Visiting Fellow at the UNSW Law Faculty since 2009, where he developed and teaches “IP Licensing & Commercialisation,” “IP Strategy & Management” and “Commercial Transactions involving IP” for the Graduate Diploma in Applied Intellectual Property and for the Masters’ programs.

Amongst his publications are “International Licensing and Technology Transfer: Practice and the Law,” a Kluwer publication; and “Intellectual Property and Commercialisation,” a chapter in “Emerging Challenges in Intellectual Property,” published by Oxford University Press. ■



Rebecca Lo
LES China–Hong Kong

Rebecca Lo became the founding Chairman/President of LES China-Hong Kong in 2001 and held the position until 2004. Rebecca was instrumental in the initial set up of the Chapter. Through her continuous participation at LES activities, Rebecca is kept abreast of the latest development in intellectual property management and commercialisation, and the licensing and collaborative endeavours relating to technology and other IP have been a main focus of her practice.

Rebecca has been practising the laws of intellectual property, technology, media and telecommunications for more than 20 years. Prior to setting up her own firm, Rebecca Lo & Co., she was the partner heading the Asian intellectual property, technology and communications practice of the international law firm Linklaters for six years.

Rebecca holds office in a number of local and international professional associations in the intellectual property and technology field.

Rebecca studied law in Manchester, U.K. and then read a LL.M. degree in PRC law at the University of Hong Kong. She is admitted to practise law in Hong Kong, England and Wales, Australia, Singapore and California, U.S.A. and is a Notary Public as well as a China-Appointed Attesting Officer. ■



James E. Malackowski
LES (USA & Canada)

Mr. Malackowski has been active in LES locally, nationally and internationally. Prior to his role as President of LESI, he served as the LESI Secretary and Chair of several committees including Membership, Investment, Education, and Long-range Planning. Mr. Malackowski's term as President of LESI is notable for his efforts to create the LESI Global Technology Impact Forum and concurrent Invent For Humanity Technology Transfer Exchange Fair, as well as his leadership to formalize the National Presidents' Council and restructure the leadership of the committees utilizing a Chair, Past Chair, Chair Elect ladder combined with functional responsibilities for committee Vice Chairs.

This later organizational stamp is based largely on Mr. Malackowski's experience as President of LES (USA & Canada) where he led a restructuring of the Board from a regional to a functional focus for each officer and Trustee. Mr. Malackowski served as Treasurer of his National Society as well as Chair of its Annual Meeting in Miami Beach (1998) and Summer Meeting in Chicago (1997). Mr. Malackowski is still the youngest President to hold office at both USA & Canada as well as LESI.

James E. Malackowski is the Chairman and Chief Executive Officer of Ocean Tomo, LLC, an integrated Intellectual Capital Merchant Banc™ firm providing financial products and services related to Intellectual Property (IP) expert services, research, investments, risk management and transactions. Ocean Tomo is the founder of the Intellectual Property Exchange International, Inc. where Mr. Malackowski serves as Co-Chairman. ■



Jose Luis de Miguel
LES Spain & Portugal

Jose Luis de Miguel joined LES Spain and Portugal in 2005 and was elected its President in 2011. Building on the efforts of his predecessor, Angel Ruiz, and assisted by the board of directors, he tried to broaden the profile of the association members, increasing the participation of professionals devoted to innovation within the industry and the universities. LES is a unique opportunity to gather these professionals together, so that cross-fertilization can happen and the R&D & innovation community enriches.

Jose was a physicist at one time, active in research both in public and private organizations, mainly focused on micro and optoelectronics. He worked in Bellcore and in AT&T Bell Labs, both in the USA, and in the research company of Telefonica. While still there, he left the labs to focus on the commercialization of the company's research results and in its international development.

Recognizing that there is little space for innovation in a monopolistic market, Jose gladly saluted the opportunity to form part of the newly created Telecommunications Market Commission; as a Director, he was active in its initial design and in opening up the Spanish telecom market to competition.

In 2005 he joined the Scientific Spanish Research Council (CSIC), the largest Spanish public research performing organization. As Deputy Vice-President, he was responsible for technology transfer, managing an IPR portfolio of over 500 patents and R&D contracts with over 3,000 companies.

Since 2011, Jose has worked as the deputy director of FGCSIC, a private not-for-profit organization seeking to promote and facilitate private-public partnerships in research and innovation. ■



Tatiana K. Moore
LES (USA & Canada)

Ms. Moore is the President of LES (Licensing Executives Society) USA & Canada. In her role as LES (USA & Canada) President for the year 2013, Ms. Moore is focused on re-establishing and messaging the unique value proposition of LES for corporate, research and educational entities. The Society's initiatives and 2013 meeting programming is all about diverse content and appeal to IP owners' engagement and participation.

Tatiana Kaptan Moore is a General Manager of IP Licensing in Microsoft's corporate Intellectual Property Group. Her responsibilities include formulating outbound and inbound technology licensing strategies, identifying and negotiating licensing arrangements in various Microsoft technology areas, including financial valuations, and leading a team of licensing executives. In her IP career, she has led and participated in a wide variety of transactions involving all forms of intellectual property, as well as joint development agreements, asset sales, divestitures and joint ventures.

Prior to assuming her position with Microsoft, Ms. Moore was a key member of IBM's Intellectual Property & Licensing organization. Tatiana Kaptan Moore holds a Bachelor of Arts degree in Mathematics from Fordham University, course work towards a Bachelor of Music degree from Manhattan School of Music, and a Master of Science degree in Computer Science from Polytechnic Institute of New York University. ■



Alice Ngan

LES China-Hong Kong

Alice Ngan was elected to be LES China-Hong Kong's third and current Chair in 2009. Building on the foundation built by the former chairs, Alice's role has been in enhancing collaboration with related organizations to foster networking as well as putting more emphasis on the business aspects of licensing at events that the Chapter organised. Alice has since been invited by various organisations to provide training in the best practice of technology transfer.

Ms. Alice Ngan has a rich and broad experience from academia and business, experience that is unique and useful in bridging the academia with the industry. She was among the first group of managers in Hong Kong who managed intellectual property. She is the Director of the Special Projects Office of The Chinese University of Hong Kong (CUHK). The latest success story is the winner of the Bronze Award and Audience Choice Award of the 2011 Wall Street Journal Asian Innovation Award, ACEHearing™. Alice is also an Associate Professor of the School of Life Sciences at CUHK and enjoys sharing her expertise on the business aspects of technologies with the students.

Alice graduated as an Ivey Scholar with an Executive MBA degree from the Richard Ivey School of Business of The University of Western Ontario. She received her Bachelor's degree in Life Sciences from Queen's University, Ontario, Canada. ■



Kiyohide Okamoto

LES Japan

Kiyohide Okamoto was President of LES Japan in 2006 and 2007. His efforts were directed towards creating a more attractive LES Japan under the slogan, "The Challenge of Becoming an Attractive Organization."

The second joint symposium between LES Japan and China was successfully held in Beijing to improve society friendships in September 2006. Through his efforts, the Asia Pacific President Meeting was also held in Tokyo to strengthen networking among Asia Pacific members in January 2008.

In 2006 the International Symposium LES Japan meeting included top managers from three large companies from the U.S., Germany and Japan to present company IP strategies. In January 2008, the International Symposium meeting was held in Tokyo by co-sponsors of METI and LES Japan prior to the LESI Winter Meeting. Though it was a heavy load for LES Japan, with the cooperation of METI, the meeting was a great success.

Through the efforts of LES Japan there has been success in improving our presence in the Japan Patent Office, and particularly METI, which did not have much contact with LES Japan before 2006.

After retiring from a Japanese company in 2008, he is now doing IP consulting, and is also a professor in Osaka Institute of Technology. Kiyohide's network of friends from his LESI Presidential activities has been a substantial benefit in giving him contacts and opportunities with companies, patent firm, and academia. ■



D. Patrick O'Reilley

LES (USA & Canada)

Patrick O'Reilley has been a member of LES (USA & Canada) since 1979. Because of the LES members worldwide that he has worked with both in LES and in professional matters, he has enjoyed and benefitted from his association with the organization.

Mr. O'Reilley has received the greatest rewards from being active in the organization. In LES (USA & Canada) he held the following positions: Chair for Antitrust Committee, Arrangements Chair for Eastern Regional Meeting, Chair for Placement Committee, Chair for Washington D.C. Local Chapter, Program Committee for Annual Meetings in Boca Raton and Toronto, Chair for Membership Committee, Chair for Summer Meeting Baltimore, Member Board of Trustees, Arrangements Chair for Annual Meeting Puerto Rico, Co-Chair for Strategic Planning Committee, Co-Chair for Administration Committee, International Delegate, VP Administration, Program Chair for San Antonio Annual Meeting, Vice President Eastern Region, Member Executive Committee, Vice President Communications, President-Elect, President, Past-President, and Chair Nominating Committee.

In LES International he held the following positions: Treasurer, President-Elect, President (2010), Past-President, Nominating Committee, Vice-Chair External Relations Committee. He has also had the honor of being on the CLP™ Board of Governors and Board of the LES Foundation. Mr. O'Reilley continues to practice law, primarily intellectual property transactions, with Finnegan, Henderson, Farabow, Garrett & Dunner in Washington, D.C. ■



François Painchaud
LES (USA & Canada)

François is a Past-President of the Licensing Executives Society (USA & Canada), Inc. and was a member of its Board of Directors from 2001 to 2010. He is currently Counsel to the Board of LES International.

He was called to the Québec Bar in 1986 and has been a partner of the firm for more than 15 years. He leads the Business Law group and specializes in the negotiation and drafting of technology transfers, joint ventures and in corporate and commercial law, including venture capital financing and mergers and acquisitions. He has developed a particular expertise in commercial transactions where intellectual property is at the foreground. He participates in the negotiation and drafting of various commercial contracts such as licensing and research and development agreements.

He sits on the board of directors and is treasurer of Certified Licensing Professionals (CLP). He is Director and Secretary General of the Canadian Louis Pasteur Foundation, Corporate Secretary of the Québec Consortium for Drug Discovery (CQDM) and was director and secretary of Axcan Pharma Inc. until March 2008, when it became a closed society in the biggest Life Sciences buyout on the Canadian Stock market at the time. François also serves on the board of directors of various private companies involved in high technology sectors.

He has been recognized by his peers as one of the leading lawyers in technology transfers for several years (ref. *Expert* legal magazine). He was also recognized in 2010 as one of the 250 most influential people in IP by *International Asset Magazine* (IAM). ■



Thomas A. Picone
LES (USA & Canada)

Thomas Picone was President of LES (USA & Canada) from 2007–2008. He received the Frank Barnes Mentor Award in 2010. Significant LES involvement includes: Chair of the Health Care Sector from 2000–2001; Co-Chair of the LES International Health Care Committee 2002–2003 and Trustee from 1999–2009. He is also a Certified Licensing Professional™ (CLP) and was a CLP committee member.

He is currently consulting in biotech and involved in volunteer work for The Michael J Fox Foundation. He was VP, Strategic Alliances Global Licensing with Schering-Plough Corp. He has over 30 years of pharmaceutical experience, including 10 years in Research and Development and 14 years in Business Development, Licensing, M&A, and Commercial Development. He completed 33 in-licensing, five out-licensing and two M&A projects in diverse therapeutic areas including diagnostics, urology, metabolism, pulmonology, vaccines, anti-infectives, gastroenterology, and genomic and medical devices. Dr. Picone was formerly Entrepreneur-In-Residence at the VC firm, Oxford BioScience Partners. Prior to his employment at Oxford, he was Vice President, Global Licensing at Pharmacia. He was also at Abbott Laboratories for 18 years, 10 years in R&D and 8 years in Business Development.

Tom received his Bachelor of Arts in Psychology/Biology from St. Michaels College in Burlington, VT. He received his MA in Psychology and Neuroscience at the University of Hartford, CT, and his PhD in Biochemistry at the University of Connecticut at Storrs in 1980. ■



Jennifer Pierce
LES Britain & Ireland

Jennifer is President of LES Britain and Ireland during the 2012-2013 year. Her aim is to grow the Society and encourage active participation of the Council.

Jennifer is a partner in Charles Russell LLP, where she specialises in commercial intellectual property and associated competition law, more especially in relation to licensing.

Her work is both domestic (UK) and international, ranging from multinational companies to local not-for profits. She has considerable experience in working with both technology and brands as well as copyright and databases. Her technology experience includes healthcare and life sciences, IT and telecommunications, engineering and consumer goods.

Jennifer has a particular interest in the business of licensing, having taken four years out of private practice to work in a licensing company, where she was part of the team that floated the company on the full list of the London Stock Exchange.

She is a co-editor and major contributor to *Working with Technology: Law and Practice* and a contributor to *The Trade Mark Handbook* of the [UK] Institute of Trade Mark Attorneys and the Chartered Institute of Patent Attorneys. She speaks on topics relating to intellectual property and licensing, both for LES and for other organisations, in the UK and overseas. ■



Stephen Powell
LES Britain & Ireland

Stephen Powell was President of LES Britain and Ireland 2004–06; LESI Vice President 2006–08; patent and Trade Mark Attorney at Williams Powell in London. He was a patent examiner at the UK Patent Office and visiting fellow of Cranfield Univ. He encourages the educational and communication functions of LES.

The particular aspect of LES that attracts him is the broad spread of talents of the other members. Although the CLP is an excellent initiative, LES needs to consider how to encourage members for whom licensing is not their prime activity.

At a national level, he is involved in organising the recently introduced mentoring service. The pilot scheme has been completed and is being extended to the entire membership. ■



Johan du Preez
LES South Africa

Johan du Preez was introduced to LES South Africa by Alan Lewis in 1992 and attended his first conference in Swaziland in that year. In the 1990's he arranged a number of national conferences, but his first exposure to the International Body was when Jeremy Brown, President-Elect of LESI, hosted the expanded delegates meeting in Cape Town in 1996.

Johan's first experience in an overseas conference was the LES (USA & Canada) meeting in Toronto, Canada, in 1999 and thereafter in Amsterdam which preceded the 2001 LESI meeting in Cape Town where he was part of the Organizing Committee and also the President of LES South Africa.

From 2001 to date, Johan represented LES South Africa, either as President or International Delegate, at most international meetings. He chaired the organising committee of the 2010 International conference in Sandton, South Africa at which stage he was again President of LES South Africa. Johan is one of the few Past Presidents of a National Society that organized and was National President during two International meetings.

At this stage he is the Vice-Chair of the Trade Mark Designs and Merchandising Committee and have been for a number of years.

The opportunities that involvement of LESI afforded was to meet a number of professionals from throughout the world that are actively involved in licensing which, of course, is a tremendous source of information and valuable contacts.

Johan is a partner in the firm Adams and Adams in South Africa. He specializes in Trade Marks and is located in Pretoria. ■



Alicja Rogozinska
LES Poland

Alicja Rogozinska is the current President of LES Poland for the year 2013. She is a European patent attorney and a professional attorney before the Office for Harmonisation in the Internal Market (OHIM) employed with Polservice Patent and Trademark Attorneys Office. She graduated from the Faculty of Material Engineering at the Warsaw University of Technology, and completed postgraduate studies in intellectual property at the Jagiellonian University, Krakow and the European School of Law and Administration. She is a Registered Translator (in German) by Polish Federation of Engineering Associations. She is a member of the epi Disciplinary Commission and Secretary of the Mazowiecki District Council of the Polish Chamber of Patent Attorneys. ■



Simon Rowell

LES Australia & New Zealand

Simon Rowell presided over LES Australia and New Zealand in 2008 and 2009. During this time he made great professional relationships with fellow LES members throughout the world. He continues to serve LES Australia and New Zealand as the conference chair for the LESI 2012 Annual Conference, hosted by LES Australia and New Zealand in Auckland in April 2012. He is also a Vice-Chair of the LESI Awards Committee.

Simon Rowell is the founder of Innovation Liberation Front, a consultancy focused on intangible asset management and intellectual property commercialisation. Before starting Innovation Liberation Front, Simon practiced for seventeen years as a lawyer and patent attorney, spending nine years as the partner heading the Commercialisation Team of James & Wells Intellectual Property.

In 2012 Simon was listed in *Intellectual Asset Management* magazine's *IAM Strategy 300—the World's Leading IP Strategists and IAM Patent 1000—Guide to the World's Leading Patent Practitioners*.

Simon is well versed in the needs of start-up and entrepreneurial growth companies, and is himself involved as a co-founder of two start ups (www.magicmitten.com and www.crunchouse.com). ■



Angel Ruiz

LES Spain & Portugal

In 2003 Angel Ruiz joined LES Spain-Portugal as a member of the Board of Directors, and in February 2006 he was elected President. His term as President lasted for five years, until March 2011.

His main objectives during this period were:

- To increase the number of associates joining from industry. To that end he organized two or three talks a year about “Innovation in the Company,” inviting speakers to explain their personal experience. He also organized three conferences, one per year, on “Intellectual Property and the Information and Communication Technologies,” each time with about eight speakers (including a roundtable).
- To get closer to the university level, where IP is nearly unknown, courses were organized about this subject and introductions to LES at universities and invited speakers from there to participate in several conferences to discuss the University-Industry relationship concerning innovation, ownership of patents, etc.
- To create a new, dynamic website, with systematically updated information about LESI, news of the sector, and activities, etc.

Angel spent his entire career at the company Siemens, the last few years as Marketing and Planning Manager. He was greatly involved in the innovation processes in the company with regard to product, process and organizational innovation. Angel was in charge of the promotion of Knowledge Management and later of the introduction and setup of the CRM in the entire company. ■



Gonzalo Sánchez

LES Chile

Gonzalo Sánchez was President of LES Chile from 2009 to 2011. During that time notable accomplishments of this Society were the following:

Organized the IP course, IAM 100, given by LESI in Santiago, Valparaíso and Concepción as a form to reduce the excessive centralization of the country in education. This was possible through partnerships with the University of Concepción and Universidad de Playa Ancha. The success of this first experience allows the continuation of this course on an upper level (Module Two).

Several roundtables, conferences and breakfast meetings were conducted, in order to present important issues for the association, and, to establish bonds with the major institutions on intellectual property.

He co-sponsored a seminar with the Chilean Agency of Patents and Trademarks, INAPI, on Intellectual Property for World IP Day. LES Chile also published a manual on licensing for its members based on an LES International production.

Gonzalo is a partner of Silva & Cía. His practice focuses on trademarks, copyrights and domain names. He took part in writing NIC Chile's draft regulations for the Management of ccTLD and he is arbitrator for the settlement of conflicts about domain names at ccTLD.

He founded the corporation “Hacer Chile,” currently chaired by him, that promotes intellectual property as a tool of social and economic development, which earned the first geographic indication for a sea product in Chile: Juan Fernández lobster.

In addition, he is the host of a radio show at the Universidad de Chile's radio station, where subjects related to IP are dealt with, as well as political, economic and cultural current events. ■



Suresh Sachi
LES Singapore

Suresh Sachi is a founding member, Past-President, and currently Vice-President of the Licensing Executives Society Singapore.

Suresh Sachi is currently the Deputy Managing Director and concurrently the General Counsel of the Agency for Science Technology and Research (A*STAR). He joined the Agency in April 2002. He is a lawyer and a qualified Patent Agent. Part of his role is to ensure that A*STAR's resources are deployed in an efficient and integrated manner.

As the Agency's General Counsel, he has charge of all legal and intellectual property matters and is responsible for establishing, implementing and maintaining A*STAR's legal, intellectual property, risk management and compliance policies.

Before joining A*STAR, Suresh Sachi was in private legal practice in a leading law firm where he was a partner in the Technology and Intellectual Property Department.

Suresh Sachi serves on the Boards of a number of A*STAR companies. He was on the Board of Governors of the IP Academy for several years and currently serves as an advisor to the IP Academy. Suresh Sachi is a member of the SingHealth Centralised Institutional Review Board. He has served on various committees including the Ministry of Law IP Hub Master Plan Committee, the Biomedical Sciences Executive Committee, Intellectual Capital Working Group (Intellectual Property Sub-Committee), the Intellectual Property Office of Singapore Mentorship Funding Scheme, Ministry of Health Clinical Trial Working Group and the IP Management Community of Practice. He is a frequent speaker on IP, licensing and technology transfer. ■



Chiew Yu Sarn
LES Singapore

Yu Sarn was President of LES Singapore from 2009–2010. During his tenure, Yu Sarn refocused the activities of LES Singapore on education and networking—the core activities of LES. More events and meetings were held with less financial resources. Events such as World IP Day and joint seminars with the Singapore Agency for Science Technology and Research were well attended by businesses, government agencies and professional firms. Membership of LES Singapore also saw an increase under Yu Sarn's leadership, including members from neighboring countries such as Indonesia and Thailand, due to greater interest and profile of the society with its target audience that was created by the more focused and frequent activities of LES Singapore.

Chiew Yu Sarn is a founding partner and head of the corporate and commercial department of Yusarn Audrey. Yu Sarn is an Advocate & Solicitor of the Supreme Court of Singapore, and is also entered on the rolls as a Solicitor, England & Wales.

Yu Sarn's areas of practice are corporate and commercial law and intellectual property (IP). In his IP consultancy work, Yu Sarn also helps companies, institutions and government agencies plan and design their IP management policies and systems.

Yu Sarn has been accredited as a Certified Licensing Professional™ and is a member of the Singapore Institute of Directors. He is also a member of the Franchising and Licensing Association and the Association of University Technology Managers. ■



Martin Schneider
LES Switzerland

Dr. Martin Schneider is currently President of LES Switzerland in 2013 and has held that office since 2010. He is also the Chair of the Trademark & Character Licensing Committee of LES International.

Dr. Martin Schneider is managing partner with Schneider Feldmann Ltd.—Patent and Trademark Attorneys, and partner with Grüter Schneider & Partner—Attorneys-at-law. Before founding and building up Schneider Feldmann Ltd. and Grüter Schneider & Partner he was the (part-time) legal secretary of the Swiss Federal Appeal Commission in Intellectual Property Matters (8 years), a section head in the Swiss Institute of Intellectual Property (3 1/2 yrs.), an associate in a Zurich based law firm (1 1/2 years), and responsible for licensing projects in a large Swiss industrial group (5 years). He wrote his PhD thesis about the protection of industrial and trade secrets (“Schutz des Unternehmensgeheimnisses vor unbefugter Verwertung” (1989). He has widely published in the field of intellectual property and is a member of a number of professional organisations, including LES, INGRES, AIPPI Switzerland and VSP (association of the Swiss Patent and Trademark Attorneys). ■



Karen Sinclair

LES Australia & New Zealand

Karen Sinclair was President of LES Australia and New Zealand between 2009–2011, and has held many executive roles on the Board over a period of almost 20 years. Her most significant contributions have been in orchestrating a more public profile for LESANZ. Karen established the LESANZ website, edited the *LESANZ Bulletin* for several years, worked with an external PR and communications agency to establish a profile in the national and innovation media for LESANZ, and helped organize several national and two international meetings of LES.

Contributions at the International level have included: working with the Asia Pac group to deliver workshop material for LESI meetings, providing input to the IMDM on the organizations finances in 2010, and attending the IMDM as a Delegate for LESANZ the last several years.

Karen has enjoyed the intellectual stimulus provided by LESI colleagues, and has always found LES to be a great source of leading edge thinking on intellectual asset management and of leaders themselves.

An Australian and New Zealand Registered Patent and Trade Marks Attorney specialising in chemical and biological sciences, she has been Chairman at Watermark in Melbourne since 2008.

Karen is also a lecturer in IP in the Faculties of Law at the University of Melbourne and at Monash University, she is a member of the Professional Standards Board for Patent and Trade Mark Attorneys in Australia, a member of the Advisory Board of the Intellectual Property Research Institute of Australia, a member of the Australian Institute of Company Directors, and a Governor of the American Chamber of Commerce. ■



Zelda Snyman

LES South Africa

Zelda Snyman is the 2013 President of LES South Africa. She has been involved with LES for the past 13 years and served on the LES South African board as Secretary and was part of the Organising Committees for both the 2001 and 2010 LESI International conferences as well as the Pan African Conference in Zambia in 2012.

She is the In-house IP Officer of the AECI Limited's Group of companies and is responsible for all aspects of the management of the Group's Intellectual Property. She has 25 years' experience in Intellectual Property matters.

The AECI Group consists of 15 business units, servicing the mining and speciality chemical manufacturing sectors both locally and internationally. Their operations are supported by leading technology which is developed in-house or is sourced from international partners. The Intellectual property portfolio of the group is substantial. ■



Ramkrishna Subbaraman (Ram)

LES India

Ram was the President of LES India during 2007–09. As the first non-lawyer President, Ram broad-based the Board, conducted the first ever National Conference and International Delegates meeting in Delhi. He made LES India financially sound and visible to industry.

LES India was still a nascent organization in India during his tenure. The challenge then was to enhance both its visibility and its credibility as a professional platform for those engaged in commercializing intellectual capital. LES India did achieve that objective through a number of widely attended events, and also through proactive collaboration with leading chambers of commerce and trade associations. The fact that LES India board members were often invited to speak at IPR related forums attests to the success in establishing LES as a thought leader and repository of IP and licensing expertise. Ram found that his interactions with the government, especially while providing inputs for legislative change in IP laws, were enriched by his position as President of LES India.

Ram is Chief Corporate Officer and Member of the Board, Nokia India Pvt. Ltd. (since April 2011). He was also appointed by the Government of India to the Steering Committee on Industry of the Planning Commission for the 12th Five Year Plan (2012–2017), Chairman of the National Manufacturing Council of ASSOCHAM, First Chairman of the U.S.-India Energy Cooperation Program 2010–11, National President, Multiple Sclerosis Society of India (MSSI). Ram has a bachelor's degree in English and political science with post graduate diplomas in management. ■



Thierry Sueur
LES France

Thierry Sueur was President of LES International in 2001-2002. In 2005, he received the Gold Medal of LESI and was named one of the “50 Most Influential People in IP” by *Managing Intellectual Property Magazine*.

After nine years as an IP counsel in private practice, Thierry joined Thomson as VP, Intellectual Property in 1984. Then, Thierry joined Air Liquide in 1992 as Vice-President, Intellectual Property and since 2001, Vice-President, European & International Affairs.

He is Chairman of the IP Committee of the French business Federation MEDEF and Chairman of the Patent Working Group of BUSINESS EUROPE (European business Federation). He is also Vice-Chairman of the Board of the French Patent Office. He was Chairman of the Program Committee of AIPPI and was also President of the French Group of AIPPI in 2012. He is now Treasurer of Union des Fabricants and Vice-President of ICC France.

In 2007, he was promoted to “Chevalier de la Légion d’Honneur.” ■



Felipe Claro Swinburn
LES Chile

Felipe Claro Swinburn serves as President of LES Chile for the term 2011-13. During his term as President, Mr. Claro has placed particular emphasis on forming network clusters that bring together educational institutions and industry outside of Santiago itself, so as to foster the creation of research and innovation centers in cities once thought to be remote, such as Antofagasta, and on youth programs. Worthy of note is LES Chile’s collaboration with the American Embassy in organizing the workshop, “Promoting innovation among youth: Video game design experts highlight the importance of protecting intellectual property,” which gathered about 200 children between the ages of 12 and 16 and allowed them to design their own video games while learning about IP and the heavy investments made in research and creative efforts, and why it is so important for the industry to protect these designs in making the games they enjoy. Under Mr. Claro’s leadership, LES has also exerted significant influence in the drafting of proposed legislation to amend the current law of trademarks and patents in Chile. Mr. Claro is ranked as a Leading Lawyer by Chambers & Partners and frequently speaks at intellectual property events. ■



Anna Szafruga
LES Poland

Aнна Szafruga was one of the founding members and former President of LES Poland for two terms. She was a European patent attorney and a professional attorney before the Office for Harmonisation in the Internal Market (OHIM) employed with POLSERVICE Patent and Trademark Attorneys Office. Anna graduated from Warsaw University of Technology with a degree in Environmental Engineering. She additionally completed post-graduate studies in Foreign Trade at the Central School of Planning and Statistics in Warsaw. She was an active member of the Polish Chamber of Patent Attorneys, a member of The European Patent Institute (EPI) also being a member of The European Patent Practice Committee (EPPC) for two terms. She also pro-actively participated in numerous Polish and international IP protection organizations. She was a founding member of the Polish National Group of AIPPI and deputy delegate of Union National Group.

Anna passed away on October 17, 2011. She was an exacting individual who always gave her best and expected the best of others. ■



Janet Toh
LES Malaysia

Janet Toh is the current President of the Licensing Executives Society of Malaysia (LES Malaysia) for 2011 and 2012. She has been a committee member of LES Malaysia since 2006.

The main thrust of LES Malaysia is to tap into the resources which LESI has to offer in order to provide greater services to LES Malaysia and to take the lead in guiding the relevant sectors of the public on intellectual property transaction issues.

Janet believes the LES Malaysia Society has achieved these goals: organizing a tea time talk in July 2011 featuring LESI's 2011 president Alan Lewis; organisation of the LES100 Course held on 21 September 2011. The LES100 course featured two LESI trainers, namely John Walker and Hayley French. She also organised a presentation to academicians from HELP University, entitled "Copyright in Universities."

As President, Janet is thankful to LESI for making the world a smaller place, and to the fellow LES committee members and staff who have always been helpful and encouraging.

While her term continues, she hopes to guide LES Malaysia toward becoming a recognized established Malaysian IP association; to increase the membership of the society; and to continue participation in educating the members and the public on issues in IP licensing.

Janet is a Legal Assistant at Shearn Delamore & Co., Kuala Lumpur, Malaysia. ■



Jarmila Traplová
LES Czech Republic

Jarmila Traplová was elected as President of the LES Czech Republic twice, November 2003–2005 and November 2008–2009.

In the first two-year period, she focused on increasing the promotion of LES beyond the membership. This aim was achieved mainly by increasing the number of the seminars during the year, and also by organizing conferences and workshops with other professional organizations such as the Chamber of Patent Attorneys. In this period there was also a major change in the statutes so as to better meet the needs of the management of the National group.

Much of the time was devoted to presentation of web pages that have become an important source of information, not only for members of the LES, which fully replaced the original information letters. During this period, the preparation of the licensing course for the National team got financial support from LESI, the course then took place in 2007.

In her second term, Janet and the Steering Committee were devoted to member and financial matters. It was necessary to make a range of decisions in connection with the transition to double-entry accounting, the establishment of rules in relation to repayment of membership fees. It was also necessary to take steps to ensure that the Group manage a balanced budget and its actions were not at a loss.

During this period, the new modern web pages were launched. At the end of the electoral term, LES began making successful contacts with the institutions that were interested in organizing common projects in education involving technology transfer and IP. ■



Mario Traverso
LES Italy

Mario served as President of LES Italy from 2004 to 2010 and is currently Vice President of LES Italy and Vice Chairman of the IP Committee of the American Chamber of Commerce in Italy.

Serving as President of LES Italy was an incredibly useful and exciting experience. During those years, the activity as President increased the visibility of the firm, but, most of all, gave Mario an opportunity to get acquainted with important and skilled IP professionals from all over the world. What is really interesting is that, on more than one occasion, contact with those professionals helped in avoiding litigation in IP matters. Personal relationships were a crucial tool to help entities involved in potential patent and trademark litigation to find suitable and business sound solutions.

Mario regularly speaks at LES conferences and at meetings jointly organised by LES and AmCham Italy. When he was President he proposed the candidacy of Rome for the Pan European Conference of 2012. Now that he is Vice President he is actively involved in the organisation of the Pan European conference that will take place in Rome in June 2012.

Mario is a lawyer at Traverso Studio Legale in Milan, Italy. ■



Subramaniam Vutha
LES India

Subramaniam Vutha was President of LES India from April 2009 to March 2011. He worked with Ramkrishna, his predecessor, on the January 2009 New Delhi National Conference and International Delegates Meeting—launching *www.lesindia.org* and consolidating LES India's financial position. He was the first LES India member at Train-the-Trainer Program for FIAM, Tokyo, 2003,—inspired by David Braunstein, Willy Manfroy, Chris Goodman, Alan Gordon.

As President he expanded the board to induct representatives from Delhi, Mumbai, Kolkata, Chennai, Pune and Bangalore; adding research, consulting, corporate and governmental perspectives to LES India leadership. Mr. Vutha joined Alan Lewis and Paul Germeraad on FIAM training in India and Prof. Heinz Goddar and Bertram Huber on IPR learning missions—all inspiring role models.

LESI has been the richest single source of knowledge, role models and opportunities to contribute, for Mr. Vutha, as a licensing professional.

Mr. Vutha currently works on advising complex technology contracts, IPR frameworks—strategies, policies, processes and training for harvesting, protecting and leveraging IP assets; for competitive advantage, risk mitigation and new business options. He is the current Chair of LESI Working Group on IP Strategy, with over 16 members to date, and growing. He is Founder-President of Technology Law Forum, *www.technologylawforum.org*, and co-author of “Software Licensing as a Driver of the Indian Economy” in “Licensing Best Practices.” ■



Junichi Yamazaki
LES Japan

Junichi Yamazaki was the 20th President of LES Japan for two terms, 2010 and 2011. He has been an LES member since 1984.

Although deeply shocked and saddened by the 2011 Tohoku earthquake-tsunami disasters and the Fukushima nuclear accidents, these two years were still most rewarding and an enjoyable period for him both professionally and personally. As President, he directed his efforts to increase opportunities for all LES members to participate in the Society's activities and gain more benefits from being an LES member, and emphasized significance of international collaborations, especially with the Societies in the Asia Pacific Region. Junichi is confident that LES Japan, one of the largest Societies of LESI, will keep growing and play a more important role in the global IP scenes.

LES committees that Junichi participated in as a member include: 2000–02 Osaka LESI Conference Organization Committee; 2002 to present—Information Committee; 2003 to 2008—Rules Committee; 2003 to present—Planning Committee (Chair: 2010–11); 2004—External Cooperation Committee (Chair); 2008 to present—Nomination Committee (Chair: 2010–11).

Board member participation from 2000–02; Board member, 2003–07; Vice President, 2008–09; President Elect, 2009–10; and 20th President, 2010–2011.

LESI member participation: 2008–present: International Delegate, Asia Pacific Committee, and 2010–present: Vice-Chair, Long Range Planning Committee.

Mr. Yamazaki is a Senior Partner, Miyake & Yamazaki and Statutory Auditor, Japan Music Publishers Association.

Other memberships and associations: Daini Tokyo Bar Association, Japan Patent Attorneys Association, Japan Arbitrators Association, Law & Computer Association, AIPPI, IPBA. ■



Audrey Yap (Su Ming)
LES Singapore

Audrey served as the Chairperson of the Education and Training Committee and Exco member of the Licensing Executives Society (Singapore) for five terms, from 1999 to 2004 and held this position again in 2009. She was elected the President of the Licensing Executives Society Singapore for 2011/2012. Audrey serves as Co-Chair of the Asia Pacific Committee, LESI.

Her career in law spans over two decades. In 1999 Audrey co-founded a boutique IP & corporate law firm Yusarn Audrey, offering legal and intellectual capital management as part of an integrated suite of IP solutions.

Audrey was the only Singapore lawyer named in 2009 as one of the “250 World's Leading IP Strategists” in a London-based survey conducted by *IAM magazine* (*www.iam250.com*). She was listed again in 2010 and 2011.

She is an Adjunct Fellow of the Intellectual Property Academy of Singapore. The World Intellectual Property Organisation (WIPO) appointed Audrey as Regional Consultant (IP) in 2004 to design and head up a study involving IP as an economic tool for ASEAN.

Audrey is a member of the Association of Singapore Patent Agents of which she served as Treasurer and Exco member for several years until 2009, International Trademark Association (INTA), American Intellectual Property Law Association (AIPLA), the Asian Patent Attorneys Association (Singapore Group), ASEAN Intellectual Property Association (AIPA), the Singapore Franchise & License Association, and International Association of the Protection of Industrial Property. ■



Frank L. Zacharias

LES Germany

Since 2012, Frank has served as President of the Licensing Executives Society (LES) in Germany. He has been a board member of LES Germany since 2008, and previously held the position of chair of the automotive committee. Frank Zacharias is the General Patent Counsel for Porsche in Stuttgart, Germany.

Frank is a registered German and European Patent Attorney, and an expert in patent and design rights, licensing, contract negotiation, and litigation. He has extensive experience managing global patent portfolios and resolving IP litigations on an international level, including high-stakes litigation in the United States and Europe. Frank is a frequent lecturer at the Karlsruhe Institute for Technology and an epi Council member. ■