A Message from the CLP President & Chair

The CLP Board of Governors is pleased to publish the fourth annual CLP Registry of Certificants. The publication serves as a resource to the community of CLP-certified professionals as well as to the licensing and technology transfer profession as a whole. The registry provides data about the roughly 800 individuals in 30 countries who hold the CLP credential. It is important that CLPs keep their contact information current so that you are searchable in the online registry. Review and edit your listing in the online CLP registry by visiting www.licensingcertification.org, or email updates to Cynthia Allen, CLP Certification Manager, at callen@licensingcertification.org.

Since 2008, the CLP certification program has served as a mark of distinction, allowing professionals to demonstrate their knowledge and experience, enhance their credibility, recognize their commitment to professional development and fulfill both their professional and personal goals. CLPs work in a range of settings in academia, research, and industry. Traditionally, the CLP exam is offered during two, month-long testing windows. In 2016, CLP offered an extended testing window for the April session, and it marked the highest number of candidates to test during that exam window. CLP also offered an additional testing opportunity for candidates during the months of June and July this year.

As noted in the data that follows this introduction, the number of CLP-certified professionals who live and work outside the United States and Canada continues to grow and diversify. Today, individuals from 30 countries hold the CLP credential. We look forward to drawing on the knowledge and expertise of our international CLPs to reach our peers who work in licensing and technology transfer throughout the world to continue the advancement and growth of the CLP program.

CLP is the only exam-based credentialing program by which licensing professionals may demonstrate their experience and proficiency in the licensing and commercialization of intellectual property. To ensure that the exam stays current and relevant in all the exam content areas (domains), subject-matter experts (SMEs) are performing a constant cycle of creating, revising and reviewing new exam questions or items. This item development process requires skill, in-depth knowledge and commitment to detail and is pivotal to the continued success of the CLP program.

We believe credentialing plays an important role in enabling and formalizing the professionalism of licensing and technology transfer, and defining standards of knowledge and practice. As always, we seek partnerships with companies and institutions to educate employers and potential certificants about the value of earning the CLP credential. Please contact me or Cynthia Allen to discuss how employing CLP-certified individuals will enhance your organization's licensing/IP role.

CLP is a non-profit organization and all revenues are used in support of the program. We depend on and are grateful for the work of dedicated volunteers who contribute their valuable expertise, experience and time perform the critical work of this program. Thank you to all of you who advance the CLP program! Your work is the reason the CLP program continues to grow, diversify, and advance.

On behalf of the full Board, we thank you for your continued support of the CLP program. Please call or email me at tim.howe.clp@gmail.com with your suggestions and ideas.

Dr. Timothy R. Howe, Esq.
President & Chair, CLP Board of Governors
Vice President, Legal Affairs and Head, Acquisitions and Licensing Transactions, Sanofi Pasteur (retired)
Founder/Principal, Howe Ventures LLC
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Founded in 1978, Sterne, Kessler, Goldstein & Fox P.L.L.C. is a leading intellectual property law firm in Washington, DC, whose 35 years of experience helps companies strategize, and build global IP portfolios.

We have over 160 professionals, most of whom hold an advanced technical degree, including more than 55 master’s degrees and almost 55 doctorate degrees in science and engineering – credentials wide and deep enough to fill the faculty of a science-oriented university.

We deliver integrated IP services including, top-tier patent prosecution, licensing, due diligence, PTAB litigation, design patents, trademark, advertising & anti-counterfeiting, ITC investigations, and district court and appellate litigation.

skgf.com

1100 New York Avenue, NW, Washington, DC 20005
David Chin

David Chin is an Australian commercial and IP lawyer with a specialty in securing, managing, commercialising and enforcing IP. David is also an Australian Registered Trade Marks Attorney.

Private Practice, Industry Perspective

David's private practice experience began at a top tier law firm, Blake Dawson (now Ashurst). David was also a Principal of national IP specialist firm Wrays. David's industry experience includes legal counsel roles at Australian Pharmaceutical Industries, The University of Melbourne and Penguin Random House.

Having experience in industry and working with a diverse range of clients, David understands the value of providing commercially astute advice and legal assistance, and adopting a flexible approach to suit a client's individual style and needs. David has worked with global companies and large Australian organizations, through to Australian start-ups and individual designers/inventors.

David's experience spans across a broad range of clients and industries, including:

- inventors and established technology organizations in life sciences, IT, engineering and physical sciences
- start-ups eg, P2P, fintech, medtech, retail tech, social tech and 3D printing
- manufacturers and suppliers of fast-moving consumer goods
- designers and design consultants eg, industrial design, graphic design, interior design and architects
- creative consultants eg, creative, brand and PR agencies
- creative artists eg, writers and illustrators

Commercial Approach

David is passionate about innovation through commercialization and collaboration within the industry, government, research and start-up sectors. David's advice and assistance are focused on practical outcomes, aligned with a client's business goals.

David's range of commercial services include:

- drafting and negotiating commercialization licence agreements, research collaboration agreements, consultancy services agreements, assignment agreements and royalty sharing agreements;
- conducting due diligence for mergers and acquisitions;
- incorporating start-ups and drafting constitutions, shareholder agreements and developing IP governing policies and management strategies; and
- general commercial matters such as advising on consumer protection and trade practices and drafting distribution agreements, software licence and services agreements, publishing agreements, franchise agreements, privacy policies and website terms and conditions.

Empowering Ideas

David specializes in evaluating and advising on the complete spectrum of IP rights and issues relating to patents, trade marks, designs, copyright and know-how/confidential information, including:

- establishing IP protection and commercial strategies;
- evaluating and advising on IP rights relating to patents, know-how/confidential information, trade marks, copyright and designs;
- portfolio management, searching, local and international patent/trade mark/design registration and oppositions; and
- advising on enforcement strategies and conducting infringement and revocation proceedings.
Dr. Jan M.K. Jaferian
Vice President, Intellectual Property
Manitowoc Foodservice

Dr. Jan Jaferian is an international expert in intellectual asset management, innovation and international business development. She has launched or revitalized businesses for Fortune 500 companies in the telecommunications, computer, electronics, and petrochemicals industries, and is currently focused on the commercial foodservice industry. She has structured global strategic alliances, joint ventures and various forms of technology transfer between companies and universities to leverage R&D as well as accelerate commercialization through open innovation programs. Through her strategic perspective, analytical methods, and wealth of business development and intellectual property experience, she has enabled companies to collectively realize billions of dollars in revenue from licensing, strategic alliances, joint ventures, litigation settlements, spin-outs, and acquisitions. She has been designated Fellow of the National Knowledge and Intellectual Property Management Taskforce, Center for Advanced Technology, in recognition of the work with the United Nations; the U.S. Dept. of Commerce, Bureau of Economic Analysis; and other Taskforce programs. She has been presented two President’s Awards for Innovation by her company, Manitowoc Foodservice. She is a patentee of various technologies.

Currently, Dr. Jaferian is Vice President, Intellectual Property, with Manitowoc Foodservice, an industry-leader in commercial foodservice equipment. In this capacity, she is responsible for the development and implementation of worldwide intellectual property strategies and programs; strategic calibration of the IP portfolio; value generation; and enforcement leadership. She is also responsible for open innovation, including systemizing the assessment, valuation, and importation of external innovations to leverage internal R&D programs. She developed and implemented financial modeling tools for forecasting global patenting costs over 5-year timeframes. These tools are being used for both long-term planning and operational management. She is also responsible for leading technology transfer and litigation settlement negotiations.

Prior to her engagement with Manitowoc, Dr. Jaferian served as President of Lucent Technologies Intellectual Property Business Division; Vice President of Xerox Intellectual Property Operations, Executive Director of Technology Licensing at Amoco; and in a variety of executive positions at Digital Equipment Corporation, including the founding Director of the Corporate Licensing Office, as well as R&D, Strategic Planning, Product Development and Organization Development management.

Dr. Jaferian earned her Doctor of Business Administration degree from Harvard Business School, with focus on decision analytics from the perspectives of operations research, cognitive psychology, artificial intelligence, strategic business analysis, and formal and informal influence networks in her award-winning dissertation Decision Management.
**Mike Lee**

Mr. Lee, a director in the Electronics Group of Sterne, Kessler, Goldstein & Fox, P.L.L.C., focuses his practice on working with companies to strategically protect and leverage their IP assets. He has extensive experience protecting inventions in a diverse range of technologies, including wireless transceivers; analog and digital control systems; computer processor and memory architectures; graphics processing units; expert systems; medical devices; and bioinformatics. Mr. Lee has a particular focus on the software, database, e-commerce and financial services/business method areas with over 20 years of experience protecting such inventions in the United States and throughout the world.

Mr. Lee counsels on a wide range of technology-related transactions, including joint development agreements, strategic alliances, license agreements, asset purchase agreements, contractor and services agreements, shrink wrap license agreements and manufacture/supply agreements. He is a Certified Licensing Professional.

Mr. Lee assists his clients with the analysis of and strategies relating to infringement, validity and enforcement positions in a variety of contexts, including litigation, licensing and acquisition matters; analysis, strategy, and response to assertive licensing claims; due diligence investigations performed in conjunction with mergers and acquisitions; and ex parte and inter partes re-examination proceedings.

Prior to joining Sterne Kessler, Mr. Lee was employed for a number of years as an engineer in the computer and communications industries. He developed and integrated hardware and software for computer-controlled communication systems.

Mr. Lee has been named to IAM Strategy 300 – The World's Leading IP Strategists 2013 - 2016; IAM Patent 1000 – The World's Leading Patent Professionals 2014-2015; and IP Stars 2013 - 2016 (from Managing IP magazine). He was formerly President of the Certified Licensing Professionals Inc. and a Vice President of the Licensing Executives Society (USA/Canada). He is a member of Tau Beta Pi and Eta Kappa Nu.
James E. Malackowski

James E. Malackowski is the Chairman and Chief Executive Officer of Ocean Tomo, LLC, the Intellectual Capital Merchant Banc™ firm providing industry leading financial products and services related to intellectual property including financial expert testimony, valuation, strategy consulting, investment services, innovation management services and transaction brokerage.

Mr. Malackowski is a founding and continuous member of the IP Hall of Fame Academy. He has been recognized annually since 2007 by leading industry publications as one of the ‘World’s Leading IP Strategists’. Significantly, Mr. Malackowski is listed among “50 Under 45” by IP Law & Business™, included in the National Law Journal's inaugural list of 50 Intellectual Property Trailblazers & Pioneers; and, named as one of “The Most Influential People in IP” by Managing Intellectual Property™. Mr. Malackowski was named as 1 of 50 individuals, companies and institutions that framed the first 50 issues of IAM Magazine as well as 1 of 60 leading global Economics Expert Witnesses by the same publication in 2014. In 2013 he was inducted into the Chicago Area Entrepreneurship Hall of Fame by the Institute for Entrepreneurial Studies at the University of Illinois at Chicago College of Business Administration.

Mr. Malackowski has advised clients and counsel on business valuation issues as well as all phases of the technology transfer process. He has substantial experience as a Board Director for leading technology corporations and research organizations as well as companies with critical brand management issues. He is Past President of The Licensing Executives Society International, Inc. as well as its largest chapter, LES USA & Canada, Inc.

On more than fifty occasions, Mr. Malackowski has served as an expert in U.S. Federal Court, U.S. Bankruptcy Court, State Court, the Ontario Superior Court of Justice or the International Trade Commission on questions relating to intellectual property economics including the subject of business valuation, reasonable royalty, lost profits, price erosion, commercial success, corrective advertising, creditor allocations, Hatch Waxman Act market exclusivity, business significance of licensing terms including RAND obligations, and equities of a potential injunction. As an inventor, Mr. Malackowski has more than twenty issued U.S. patents. He is a frequent instructor for graduate studies on IP management and markets and a Summa Cum Laude graduate of the University of Notre Dame majoring in accountancy and philosophy. Mr. Malackowski is Certified in Financial Forensics, a Certified Licensing Professional and a Registered Certified Public Accountant in the State of Illinois.
Dr. Yoriko Morita is Founder and President of Patents Integrated, a Soumei Consulting company. Since founding her own IP consulting company in 2014, Dr. Morita has been setting a variety of clients on a concrete and strategic road to commercialization. Her specialties include intellectual property asset creation, patent licensing, IP strategy and patent portfolio advising, patent portfolio analysis, and due diligence.

Throughout her 20+ year career working with technology companies, Dr. Morita has seen companies struggle to balance the needs of three competing interests, namely: 1) Business (e.g., allocating limited financial resources); 2) Technical (e.g., developing an innovative, marketable product); and 3) Legal (e.g., risk mitigation and compliance). She believes these three interests CAN work together.

Dr. Morita specializes in creating and implementing practical action plans to ensure a company’s business objectives are in alignment with their technology development and intellectual property (IP) strategies. She understands the innovation lifecycle, from innovation, IP portfolio development and transactions, to patent assertion and monetization, because she has been responsible for all of these activities in her previous roles.

Dr. Morita has worked in a variety of settings, ranging from startups, a NASDAQ traded company, a federal laboratory, a nonprofit organization, and a patent assertion entity. She enjoys interpreting between business leaders, technologists, and legal professionals to ensure they are all working together to grow her client company.

Dr. Morita holds a Ph.D. in Electrical Engineering (Optics emphasis), an M.B.A., and a B.A. in Physics. She is also a Certified Licensing Professional, as well as an experienced U.S. Registered Patent Agent. She has native fluency in both English and Japanese, with extensive experience working and negotiating in Asia. Her full bio can be found at: www.PatentsIntegrated.com and https://www.linkedin.com/in/yorikomorita.
Jonathan P. Osha
Jonathan P. Osha is the founding partner of Osha Liang LLP, an intellectual property boutique law firm serving its clients from four offices in the United States as well as offices in France, Japan, and China. Employing attorneys, patent agents, scientists and engineers, the firm emphasizes both technical and legal competence in everything it does. The firm’s international presence and ability to work in more than 15 languages gives it a rare ability to provide hands-on IP advice from a global perspective.

With an engineering background as well as a law degree, John has spent 27 years exclusively in the IP field, working in patent prosecution, trademark prosecution, IP litigation of various types, post-grant oppositions and procedures, legal opinions, and more. John has lived and worked in the U.S., Japan, and France, and maintains a regular presence in each location. John leverages this breadth of experience to provide practical, business-focused solutions to IP issues and to recommend IP best practices for a variety of company profiles and industries.

When it comes to licensing, there is no “one size fits all” – John tailors each deal to the situation at hand, in tune with the client’s particular needs and objectives. Always seeking the “win-win” deal, John has been successful introducing companies with complementary business interests and can act as an IP broker on the buy or sell side through the firm’s independent brokerage company.

John currently serves as Deputy Reporter General of the International Association for the Protection of Intellectual Property (AIPPI) where he is the sole United States member of the international bureau. He has received multiple national and regional recognitions, and has appeared on CNBC and Bloomberg Radio as an expert on IP topics. John received his B.S. in Electrical Engineering from Cornell University and his J.D. from George Mason University School of Law.
CLP Data

States/Provinces with the Most CLPs

- Texas | 52
- California | 92
- New Jersey | 44
- Illinois | 43
- Indiana | 22
- North Carolina | 23
- Maryland | 31
- New York | 33
- Massachusetts | 33
- Pennsylvania | 34
**CLP Data**

**Countries with the Most CLPs**
*(Outside of the United States)*

- United Kingdom: 36%
- Canada: 13%
- Turkey: 11%
- Germany: 8%
- Austria: 8%
- Singapore: 5%
- Korea: 5%
- France: 4%
- Netherlands: 4%
- Australia: 4%
- Austria: 5%
- Turkey: 5%
- Germany: 5%

**Employers with the Most CLPs**

- Eli Lilly and Company: 22
- Merck: 16.5
- Johns Hopkins Technology Transfer: 11
- Stanford University: 9
- Ocean Tomo: 8
- Braxewell & Giuliani: 6
- DSM: 5.5
- General Electric Company: 5
- Stoneturn Group LLP: 4.5
- Montana State University: 4
- Montana State University: 4
CLP Registry
(as of December 15, 2016)
The goal of this publication is to serve as a resource to both the community of CLP-certified professionals as well the licensing and technology transfer industry as a whole. The registry highlights valuable information about the approximately 800 individuals who currently hold the CLP credential from the United States and almost 30 other countries across the globe. Note: individuals may choose to exclude specific information from the registry.

The CLP registry is also available online at www.licensingcertification.org.

Disclaimer: The CLP Registry is intended for use as a networking tool among Certified Licensing Professionals (CLP(s)) and those wishing to employ the services of or otherwise conduct a professional relationship with a CLP. At no time should the registry be used to distribute marketing materials or other unsolicited information to CLPs listed in the registry. Inclusion in the CLP Registry is strictly voluntary.
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