



• 2017 CLP PROGRAM STATUS REPORT

CLP
CERTIFIED LICENSING PROFESSIONAL

OVERVIEW OF THE CLP PROGRAM

MISSION

The mission of Certified Licensing Professionals, Inc. is to assist and serve the public by establishing certification standards for licensing professionals.

VISION

The vision of Certified Licensing Professionals, Inc. is to:

- > Publicly recognize the licensing professional's experience and qualifications;
- > Publicly recognize the licensing professional's education and professional development;
- > Focus the licensing professional's individual development on internationally applicable standards, ethics, and excellence; and
- > Provide greater visibility to the licensing profession with added credibility and prestige.

ELIGIBILITY REQUIREMENTS

- > Bachelor's degree or higher from an accredited college or university
- > At least three (3) years of professional-level work experience in the licensing field within the prior eight (8) years
- > Work in the licensing field at the time of application or within the previous 12 months

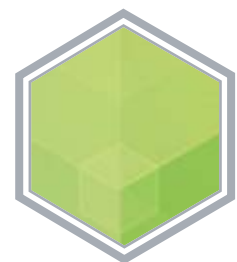
RECERTIFICATION REQUIREMENTS

- > Earn 40 continuing education (CE) credits applicable to the CLP exam content within the three (3) year certification period
- > Be active in licensing
- > Submit the online recertification application and fee

2017 EXAM STATISTICS

The CLP exam is offered during two, month long windows each year (April and October). The 2017 exam statistics are:

- > Total Tested: 93
- > Pass Rate: 69%
- > Current Certificants (a/o 12/1/2017): 859



AN INTERVIEW WITH THE 2018 CLP BOARD OF GOVERNORS CHAIR

Pamela Cox is a partner and Chair of the IP Transactions practice at Marshall, Gerstein & Borun LLP. Ms. Cox is the current CLP Board of Governors Chair-Elect and will assume the position of Chair on January 1. She has served on the CLP Board of Governors since 2014 and has also held the office of Secretary. Her full bio is available on the CLP web site. Below, Ms. Cox shares her thoughts and experiences regarding the CLP program as well as her goals for her tenure as Chair.



- What is your licensing/IP background? What unique professional experiences do you bring to the CLP Board of Governors?

I started in technology transfer more than 20 years ago at Indiana University. I had great mentors in non-profit technology transfer, and IU was a client of Marshall, Gerstein & Borun LLP. I took the opportunity to join the firm in 2000 to learn more about intellectual property and business to business transactions. I became a patent attorney and gained a better appreciation of the ways to derive value from IP assets. I realized that I enjoy the challenge of advising a diverse international client base and the types of projects entrusted to outside counsel. In addition, chairing Marshall Gerstein's IP Transaction practice and my active involvement in teaching and leadership roles relevant to our licensing ecosystem provide me with a strong foundation to serve the CLP Board as we work to ensure the relevance of the CLP program.

- You initially earned the CLP credential in 2008. What first prompted you to earn the credential, and what motivates you to maintain it through recertification?

I was part of the 'grandfathered' group of licensing professionals who, because of their years in licensing and professional development, were able to earn the first awarded CLP designations. When I started in licensing the work that I did was not well understood. While the profession is becoming better understood, the CLP designation is a way to identify myself with others in the licensing profession who have an established and recognized standard of knowledge.

- Tell us about a time you have had the opportunity to use your CLP credential.

I find my CLP credential helpful, especially for new international clients, to show my engagement in the profession and expertise relevant for the work I am being hired to do.

- What are projects or goals you would like to focus on during your tenure as Chair?

My term is during the 10th anniversary of the CLP program! In addition to communicating this milestone, we will continue our marketing efforts about the benefits of the CLP program, which include being part of the community of more than 850 individuals who hold the CLP credential. The CLP Board is supported by the hard-working efforts of more than 45 volunteers serving on our committees. One of these committees, the exam development committee, will continue to be particularly busy as we complete our two-year critical analysis of whether the CLP exam continues to test the skills of the professional community we serve. Lesley Millar-Nicholson, Chair of the Board in 2017 and Director of MIT's Technology Licensing Office, reached out to me during her term to partner our two terms in order to provide more impactful program management. In addition to the on-going analysis of our exam, we are assessing whether the CLP Program is as relevant for those 3 or more years in the profession as those senior members. Many great ideas were generated last year for us to evaluate and act on. I too will seek the 2019 Chair-Elect's partnership in order to ensure that our investments in the CLP program come to fruition.



2017 CLP BOARD OF GOVERNORS

THE 2017 CLP BOARD OF GOVERNORS WERE:

Officers

President and Chair: Lesley Millar-Nicholson, *MIT*

Chair-Elect: Pamela Cox, Marshall, *Gerstein & Borun, LLP*

Secretary: Tanya Moore, *Sonos*

Treasurer: Luis Mejia, *Voter Capital*

Governors

Antoine Bellemare, *Université Laval*

Jim Deane, *University of Oregon*

Pamela Demain, *Merck (retired)*

Milton Grannatt, *Novartis (retired)*

Bruce Harrer, *Battelle*

Malcolm Kaus, *Exxon Mobil (retired)*

Immediate Past Chair: Tim Howe, *Howe Ventures LLC*

Legal Counsel (non-voting): Art Rose, *Knobbe Martens Olson & Bear LLP*

Past CLP Board of Governors Chairs

2016:

Timothy Howe,
Howe Ventures LLC

2015:

Robin Rasor,
Duke University

2014:

Michael Lee,
*Sterne, Kessler, Goldstein,
& Fox P.L.L.C.*

2013:

Paul Stewart,
PASCO Ventures LLC

2012:

David Gulley,
*Puerto Rico Science,
Technology and Research
Trust*

2011: Allen Baum,
*Brinks Hofer Gilson &
Lione*

2010:

Dwight Olson,
V3 Data

2009:

Kathleen Denis,
The Rockefeller University



EXPANDED INDIVIDUAL BIOS



JASON DAHLMAN, PHD, CLP
Senior Technology Licensing Manager

The Ohio State University

Jason Dahlman, PhD, CLP, is a Senior Technology Licensing Manager for life sciences with the Technology Commercialization Office at The Ohio State University. He is part of the Corporate Engagement Office, the university arm that facilitates technology commercialization, strategic partnerships and economic development.



In his role, he manages an extensive portfolio of more than 250 technologies and has leveraged his communication and relationship building skills to establish relationships with internal academic partners to increase faculty engagement with the Ohio State's Technology Commercialization Office.

Dr. Dahlman has more than five years of experience in technology assessment, marketing, intellectual property strategy development, intellectual property management, fostering collaborative relationships and negotiating license agreements for university and National Institutes of Health developed intellectual property.

He previously served as a Licensing Manager and Licensing Analyst in Ohio State's Technology Commercialization Office. He has also been a Technology Transfer Fellow at the National Cancer Institute and a Postdoctoral Research Fellow at the National Institutes of Health.

Dr. Dahlman earned his PhD in Molecular and Cellular Biology (emphasis on the NF-kappa B signaling pathway) from Ohio State and earned his Bachelor's Degree in Biology from Ashland University. He also completed the Advanced Studies in Technology Transfer certification through the Foundation for Advanced Education in the Sciences at the National Institutes of Health in Bethesda, Maryland.

DAVID DUSKI, CPA, CLP, CFE
Director

Davis & Hosfield Consulting LLC

David Duski is a Director at Davis & Hosfield Consulting LLC, a firm that specializes in financial consulting within the litigation and dispute resolution process. He has provided dispute resolution services for cases involving patent infringement, trademark infringement, trade secret misappropriation, false advertising, breach of contract, business interruption, legal malpractice, and product liability, among others. He has also provided financial and economic consulting for attorneys and corporate clients.



Mr. Duski has conducted complex financial analyses involving lost sales, lost profits, incremental profits, manufacturing and marketing capacity, fixed and variable costs, product line profitability, price erosion, reasonable royalties, unjust enrichment, commercial success, and prejudgment and post-verdict interest for both plaintiffs and defendants. He has also served as an expert witness in matters filed in U.S. District Court, state court, and before the American Arbitration Association. Additionally, Mr. Duski has lectured on the topic of intellectual property damages at The John Marshall Law School and the Chicago Bar Association.

His case experience encompasses a broad array of industries including automotive, aviation, biotechnology, cellular, chemicals, consumer products, energy, financial securities, healthcare, HVAC, information technology, internet, medical products, military, network security, online learning, optical, pharmaceuticals, semiconductors, sporting goods, supercomputers, and telecommunications.

Mr. Duski graduated with high honors from DePaul University earning a Bachelor of Science in Accounting and Finance. He is a licensed Certified Public Accountant in Illinois and Wisconsin, a Certified Licensing Professional, and a Certified Fraud Examiner.

For more information, please visit:

www.dhllc.com/team/David-Duski

<https://www.linkedin.com/in/david-duski-50541649/>

ANN MARIE FLAMMANG, PHD, RDN, CLP
Senior Licensing Manager

The Ohio State University

Ann Marie Flammang, PhD, RDN, CLP, is a Senior Licensing Manager in the Technology Commercialization Office at The Ohio State University. She is part of the Corporate Engagement Office, the university arm that facilitates technology commercialization, strategic partnerships and economic development.



Dr. Flammang is a licensing professional with strategic and global experience in development of innovative technologies and ingredients. She has more than 20 years of food industry experience where she led technology scouting and assessment, idea development, alliance management and negotiation and execution of agreements. She has a broad business and technical background and a strong record of developing external alliances and management of cross functional teams.

Previously, Dr. Flammang held positions at Abbott Nutrition including Research Scientist, Manager of Technology Assessment and Senior Manager Licensing and Partnership. There, she led the human milk oligosaccharide development program and identified critical external and internal capabilities to manage issues associated with the development of a new technology on the path to commercialization. She received a Chairman's Award and President's Award for her work.

Dr. Flammang received a Bachelor of Science in Nutrition Science from Purdue University. She earned a Master of Science in Environmental Health Science in Nutrition. She received her PhD in Nutrition and Toxicology from Case Western Reserve University. She is also a Registered Dietitian Nutritionist (RDN) and has led and published clinical nutrition trials and toxicology trials on various novel ingredients.

SCOTT GILLESPIE
Founder and Managing Partner
Jigsaw Group

Scott is Founder and Managing Partner of the Jigsaw Group:

- An investment vehicle ~ with global investments
- Catalysts for growth ~ with regional Growth Guides that design and drive GTM roadmaps
- Ecosystem architects ~ using global innovation labs to realize economic impact
- Investments in social ventures, initiatives, & enterprises for impact & Global Good

Over 2 decades Jigsaw Group has invested in technology enabled, scalable ventures in: EdTech, HealthTech, ICT/mobile, building and construction materials, electric vehicles, media, and the creative industries, across 4 continents; that delivered impact and returns to: stakeholders, ventures, and customers.

As catalysts for growth, the Jigsaw Group utilizes a proprietary growth barometer (suite of assessments) to measure client's growth readiness and potential. Diagnostics, business review and market research are integrated into a tailored Go To Market (GTM) roadmap that Jigsaw Group has developed in partnership with clients in: software, MedTech, building materials, logistics, professional services, SAAS,... companies. As Jigsaw Group is compensated on a minor fee, and success fee arrangement; alignment and results are rewarded. For corporates Jigsaw Group has delivered top line growth (market entry, sales programs and first 90 day roadmaps for investors), channel options, regional headquarter options, plus skilling and sales programs.

For startups, Jigsaw Group has architected programs for: new market entry, startups, women (entrepreneurs), startup competition winners, incubators (BADIR, UAEU SIP, HCT, 1776) and accelerators (IN5, , Sheraa Flat6labs, CONNECT), mentoring, bootcamps, growth (export) stage businesses, plus angel investing. Jigsaw Group has run ecosystem experiments and projects for impact in: MENA (UAE, KSA, Palestine,...), LatAM(Colombia,...), USA (NY, CA..), EU (Georgia,...), South Pacific (Aus, NZ,...). Jigsaw Group has been engaged by T2VC and Rainforest Strategies to architect regional innovation ecosystems and by Crowdfund Capital Advisors to engineer education and engagement solutions. A regular component of Jigsaw Group ecosystem experiments is extending the influence of universities, which we see as hubs for innovation and economic development including: market links, enabling technology transfer offices, developing and delivering courses, and co-creating research centers with global resources. Scott and the Jigsaw Group are ecosystem investors, fostering groups like: UAEU Science and Innovation Park, Sydney Angels, Leading Links, GIST, Sheraa, and AliCloud/DTEC.

Jigsaw Group's support for Global Good includes: mentoring founders, innovators and leaders to be, ArabExcellence (role models and skilling), and Yacht Aid Global (ed aid to disaster areas using super yachts). Prior to the Jigsaw Group, Scott was the General Manager for Smart City Australia, where his team coordinated >\$20M in investments, developed, technology parks, fostered regional business incubators, piloted 'clusters', and showcased Australian innovations. Scott started his career with Unisys Corp. and over 14 years experienced: Chief Financial Officer for the South Pacific, Director for Consulting Asia Pacific, Finance Director for Japan Operations and industrial engineer in a semiconductor fab.

Scott has a BSc, MBA, and Certified Licensing Professional (2008-2020), plus contributed to numerous boards, advisory panels, and mentoring engagements.

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+1 914 826 1313 (cell)



DAVID MESS, MS, JD, CLP
Assistant Director of Licensing

The Ohio State University

David Mess, MS, JD, CLP, is the Assistant Director of Licensing for the Technology Commercialization Office at The Ohio State University. Mess joined Ohio State's Technology Commercialization Office in 2009 and is responsible for managing and licensing intellectual property on behalf of Ohio State Innovation Foundation. Mess is a 2007 graduate of Ohio State's Moritz College of Law. He earned his Master's degree in Biochemistry from Ohio State in 2009 and his bachelor's degrees from Ohio State in Biological Sciences and Natural Resources in 2004.



YORIKO MORITA, PH.D., MBA, CLP **Founder and President, Patents Integrated**

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 my 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>.

www.PatentsIntegrated.com

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DIPANJAN NAG, PHD, MBA, CLP, RTTP
Associate Vice President of Technology Commercialization

The Ohio State University

Dipanjana “DJ” Nag, PhD, MBA, CLP, RTTP, is the Associate Vice President of Technology Commercialization at The Ohio State University. Dr. Nag is part of the Corporate Engagement Office, the university arm that facilitates technology commercialization, strategic partnerships and economic development for the university.



Previously he was an entrepreneur and successfully launched a number of companies in the intellectual property strategy and medical devices space.

From 2009-2012, he was the Executive Director for the Office of Technology Commercialization at Rutgers University. There he successfully led the overall commercialization efforts from a \$430 million research budget, placing Rutgers in top 10 rank in the nation for start-ups.

Dr. Nag was a Vice President at ICAP Ocean Tomo, a subsidiary of ICAP Plc, a \$2 billion+ company. Prior to that, as a Director at Ocean Tomo, he led private sales and auctions of patents. He also led technology transfer at the University of Nebraska-Lincoln as Director of Operations and Interim Assistant Vice Chancellor for Technology Development at. He served on the Board of the Association of Technology Managers (AUTM) as the Vice President for Professional Development from 2012-2014.

In 2005, he received the prestigious Howard Bremer Scholarship in technology transfer. He is currently an adjunct faculty member at Rutgers University and visiting Professor at Shizuoka University. He is a well renowned speaker and has delivered keynote addresses in Japan, Poland, Brazil and many other countries.

CHRIS PASCHALL, PHD, CLP
Director of Licensing

The Ohio State University

Chris Paschall, PhD, CLP, is the Director of Licensing in the Technology Commercialization Office at The Ohio State University. He is part of the Corporate Engagement Office, the university arm that facilitates technology commercialization, strategic partnerships and economic development.

Dr. Paschall and his team are responsible for commercialization of the life science portfolio at Ohio State.



Prior to joining Ohio State, he was a Licensing Manager for the University of Virginia Licensing & Ventures Group, a Licensing Associate in the Emory University Office of Technology Transfer and a Licensing Associate at the University of Virginia Patent Foundation.

Dr. Paschall became a registered patent agent with the U.S. Patent and Trademark Office in 2008, and in 2010, he became a Certified Licensing Professional.

Paschall received his doctorate in biomedical engineering from the University of Virginia, where his research focused on leukocyte adhesion in inflammatory responses and its application to targeted drug delivery.

He has published numerous scientific articles and a book chapter on technology commercialization in the pharmaceutical arena. He is also a frequent speaker and teacher on the subject of university technology transfer.

RICK SMITH, MSEE, MBA, MSEAT, CLP, RTTP
Director of Licensing for Engineering and Physical Sciences
The Ohio State University

Rick Smith, MSEE, MBA, MSEAT, CLP, RTTP, is the Director of Licensing for Engineering and Physical Sciences in the Technology Commercialization Office at The Ohio State University. He is part of the Corporate Engagement Office, the university arm that facilitates technology commercialization, strategic partnerships and economic development.

He has been engaged in many aspects of technology development, commercialization and innovation. Smith previously served as the Director of Technology Commercialization at both Columbia University and Rutgers University.

Smith has held design and development engineering positions in the fields of spectrophotometry instrumentation, optical network design and underwater acoustics analysis. As a corporate financial consultant, he drafted business plans and facilitated the acquisition of growth capital for clients.

He has Bachelor of Science degrees in Applied Physics and Computer Science and his Master of Science in Electrical Engineering specializing in Photonics, both from University of Maryland Baltimore County. He earned his Masters of Business Administration in finance and accounting from the University of Tampa and his Master of Science in Entrepreneurship in Applied Technologies from the University of South Florida.

Smith received his CLP and Registered Technology Transfer Professional Recognition (RTTP) certifications in 2014, and is a member of the Association of University Technology Managers (AUTM).



2017 CLP COMMITTEE AND MARKETING HIGHLIGHTS

Appeals, Ethics, & Discipline (AED) Committee

- Committee Chair: Chris Schulte, *284 Partners*
- Code of Conduct: The committee completed a full review and revision of the CLP Code of Conduct.

Exam Development & Maintenance (EDM) Committee

- Committee Chair: Stephen Selznick, *Cassels Brock & Blackwell LLP*
- Item Writing and Review: The committee focused on writing and reviewing new items for use on the CLP exam.
- Practice Test Revision: Subject Matter Experts completed a detailed review of the current practice test. CLP looks to launch the revised practice test in 2018.
- Core Reference Taskforce: Work began on the consideration of a core reference list for the CLP exam. More information to follow in 2018.
- Job Analysis: In 2018, the EDM committee will contribute to the conduct of a job analysis. A job analysis, or role delineation study, determines the knowledge and skills that define a minimally proficient licensing professional. Results of the job analysis study drive the test blueprint, or exam content domains and tasks. Find out more about the exam development process on the CLP web site.

Standards, Admissions, and Recertification (SAR) Committee

- Committee Co-Chairs: David Gulley, *Puerto Rico Science, Technology and Research Trust* and Tim Seeley, *Intellectual Ventures*
- Application Review: As of December 1, the committee reviewed and processed over 350 CLP recertification applications.
- Eligibility and CE Review: Throughout the year, the committee reviewed and provided guidance on initial eligibility and continuing education review requests.

Other

- CLP Emeritus program: CLP announced the launch of the CLP Emeritus status which will recognize individuals who have earned and held the Certified Licensing Professional (CLP) credential, in good standing, but are now retired from full-time employment. The offering comes at the requests of, and in order to recognize, CLP certificants who have had successful careers in licensing/IP but are no longer able to maintain the credential due to their employment status. Read complete information about the CLP Emeritus status on the CLP web site.

"In our pursuit to become a premier business development supply chain organization, we identified the CLP certification as an objective measure of the effectiveness of our upskilling efforts. I'm happy to say that the investments we made in honing our skills and preparing for the challenging exam was rewarded with 14 new Certified Licensing Professionals within GSBD. I look forward to the day where everyone in my organization can demonstrate this level of mastery in a unique and crucial profession."

Bob Kanuga

Vice President, Global Supply
Business Development, Merck &
Co., Inc.

Earned initial CLP certification in 2017

2017 CLP COMMITTEE AND MARKETING HIGHLIGHTS

Industry Meetings

CLP exhibited at two annual meetings in 2017:

- LES Annual Meeting in Chicago, IL, October 22 - 25
- AUTM Annual Meeting in Hollywood, FL, March 12 - 15

"I became a CLP to affirm and certify that I had the knowledge and expertise of a licensing professional. I maintain my credential as I work in the field, it motivates me to continue to add to my knowledge, and the credential is recognized by external parties as well as my peers.

As a volunteer on the Standards, Admissions, and Recertification (SAR) committee, I benefit from discovering the depth and breadth of CLPs involved and engaged in a diversity of continuing education activities that continue to contribute to our profession."

David L. Gulley, PhD

Director, Technology Transfer Office
Puerto Rico Science, Technology and
Research Trust

Earned initial CLP certification in 2011

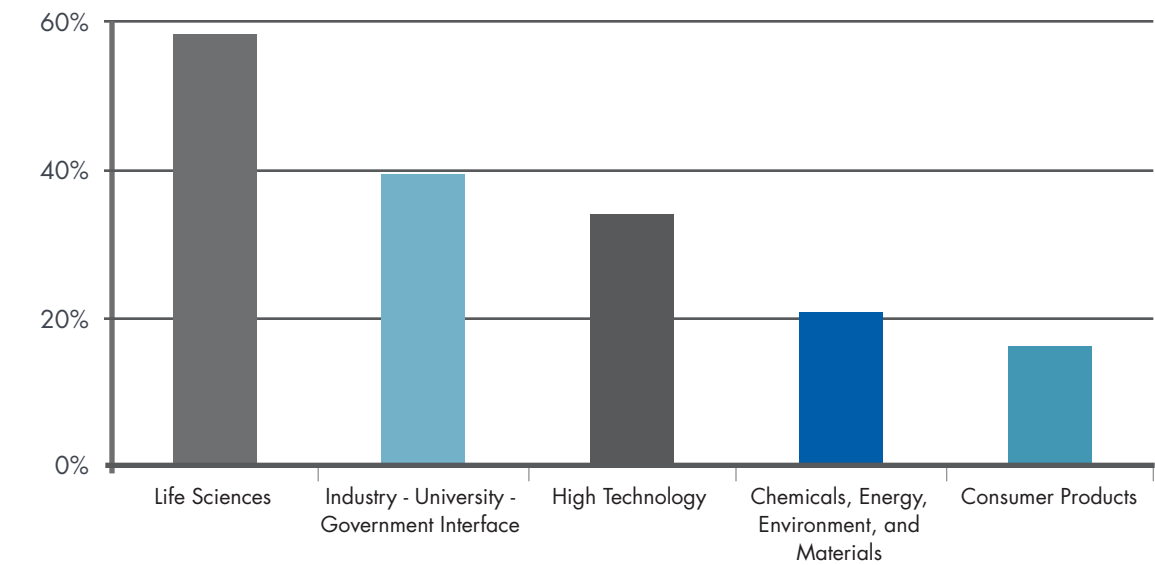


CERTIFICANT DATA

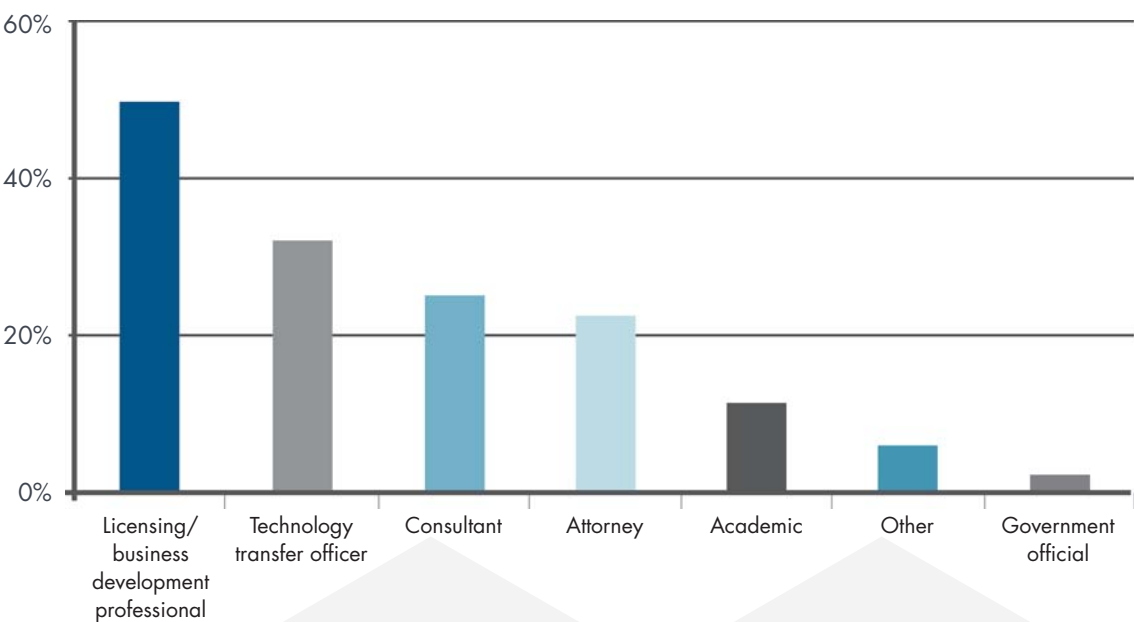
CLP conducts a certificant survey approximately every two to three years to gain additional demographic information and feedback on the CLP program from its certificants. CLP conducted the 2017 survey in August. The following graphs summarize the results of the survey.



CLP EMPLOYMENT BY SECTOR
*(*more than one may apply)*



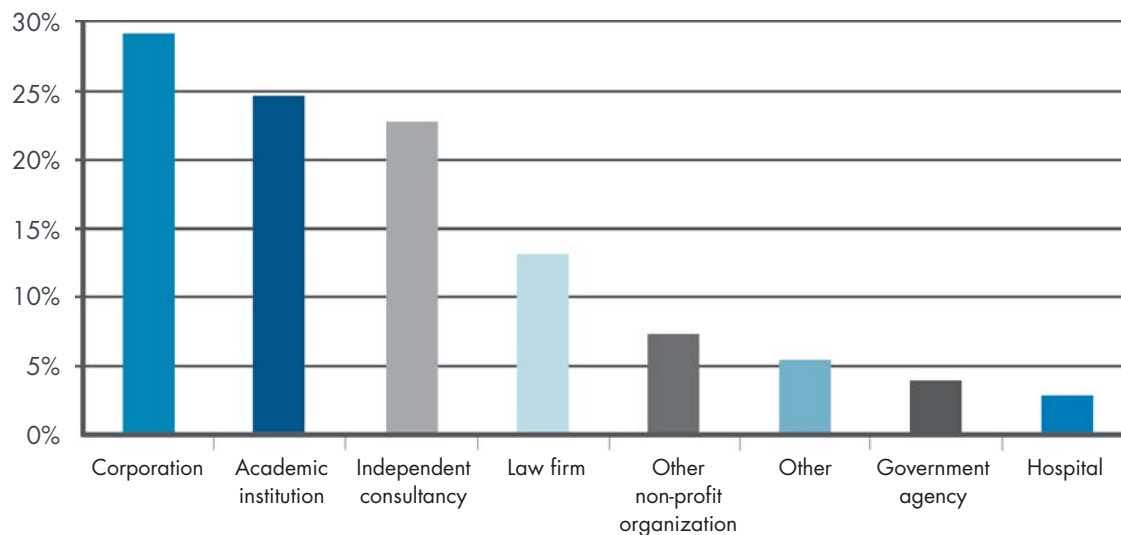
CLP EMPLOYMENT BY PROFESSION
*(*more than one may apply)*



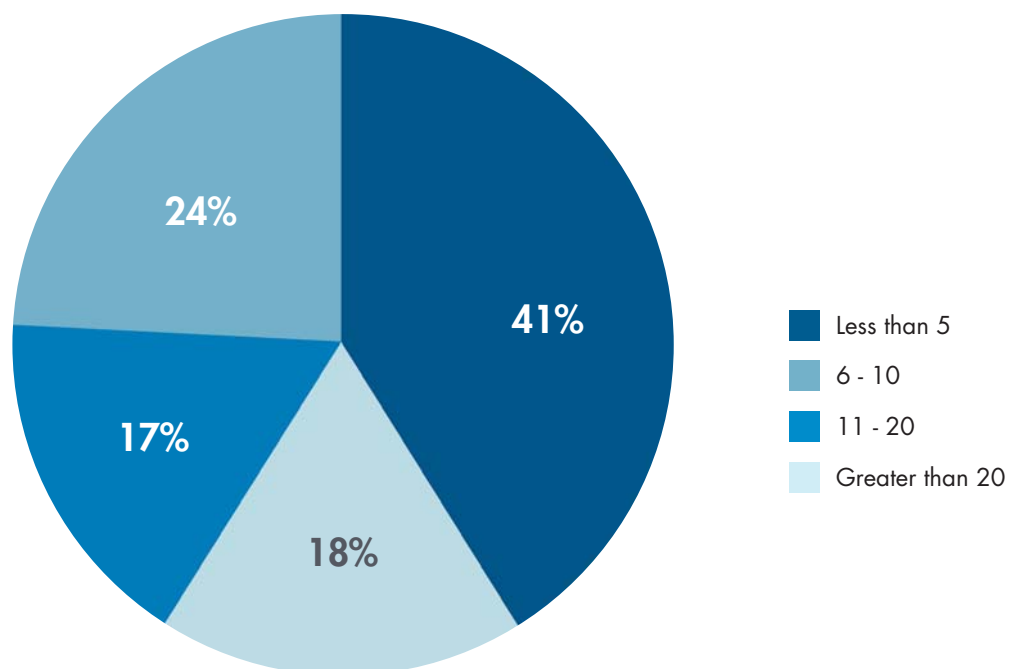
CLP CERTIFICANT SURVEY 2017 RESULTS DATA

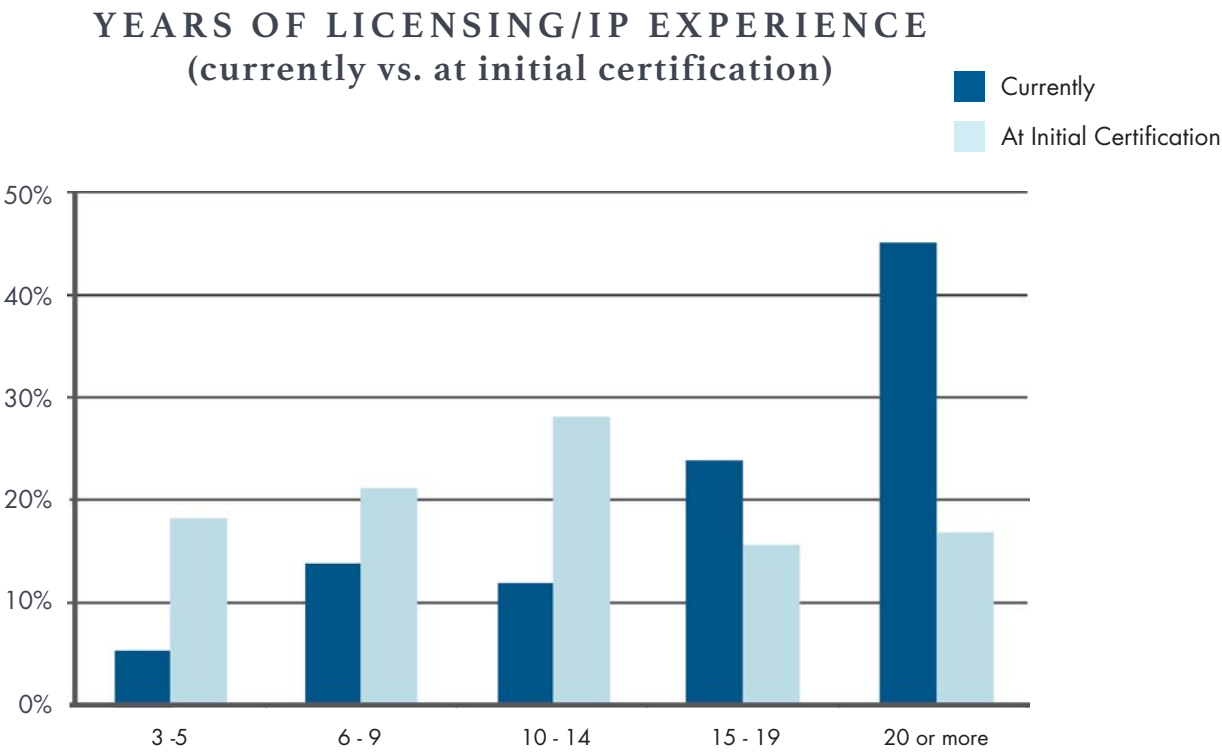
CLP EMPLOYMENT BY JOB SETTING

(*more than one may apply)

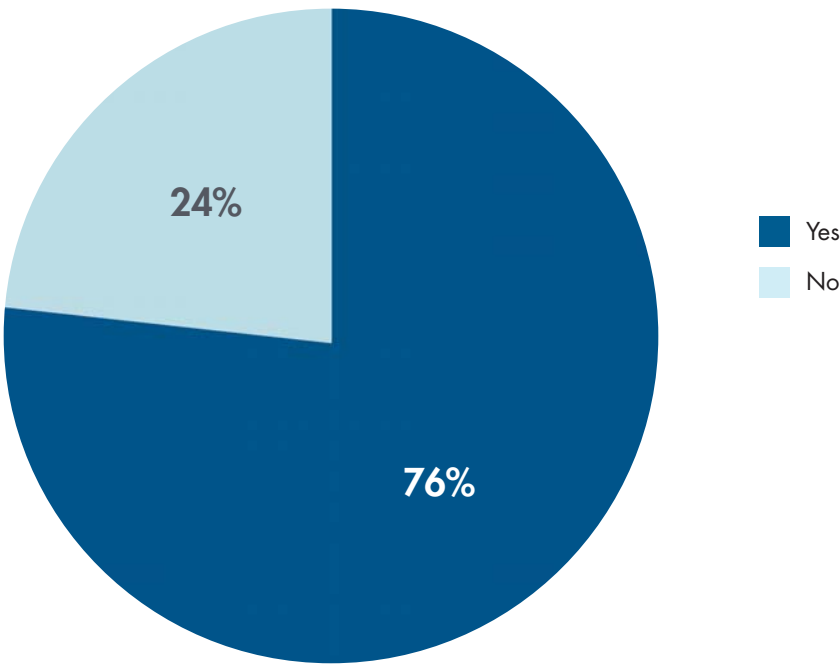


LICENSING/IP DEPARTMENT SIZE BY EMPLOYEE COUNT

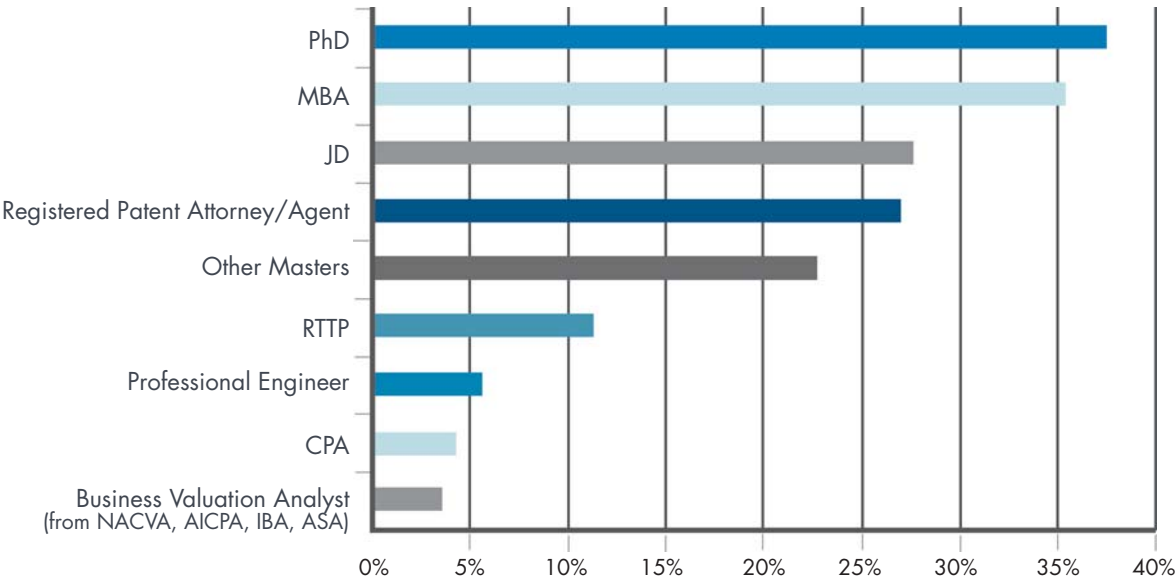




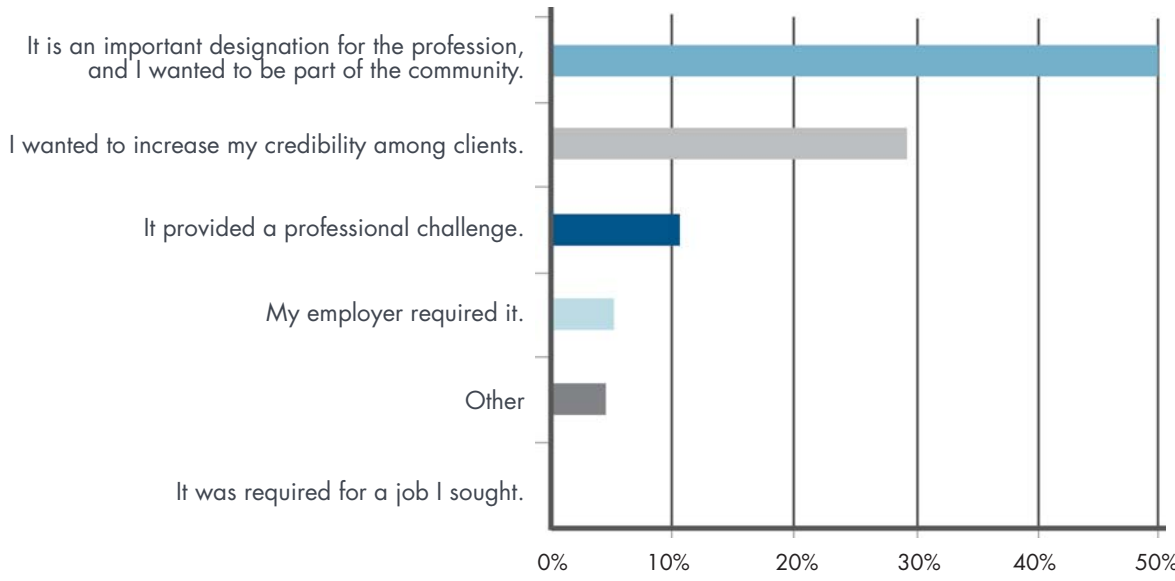
CLPS IN CURRENT MANAGERIAL ROLE



OTHER CREDENTIALS HELD BY CLPS
*(*more than one may apply)*

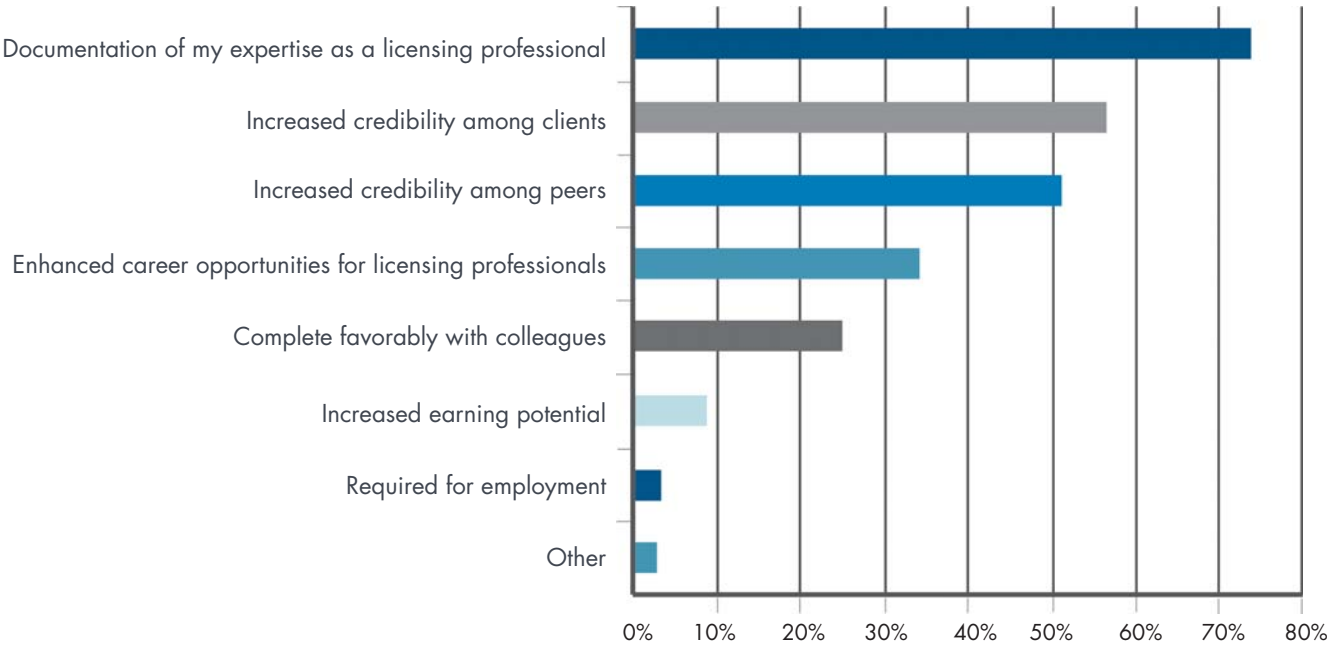


PRIMARY REASON INDIVIDUALS
CHOSE TO APPLY FOR CERTIFICATION

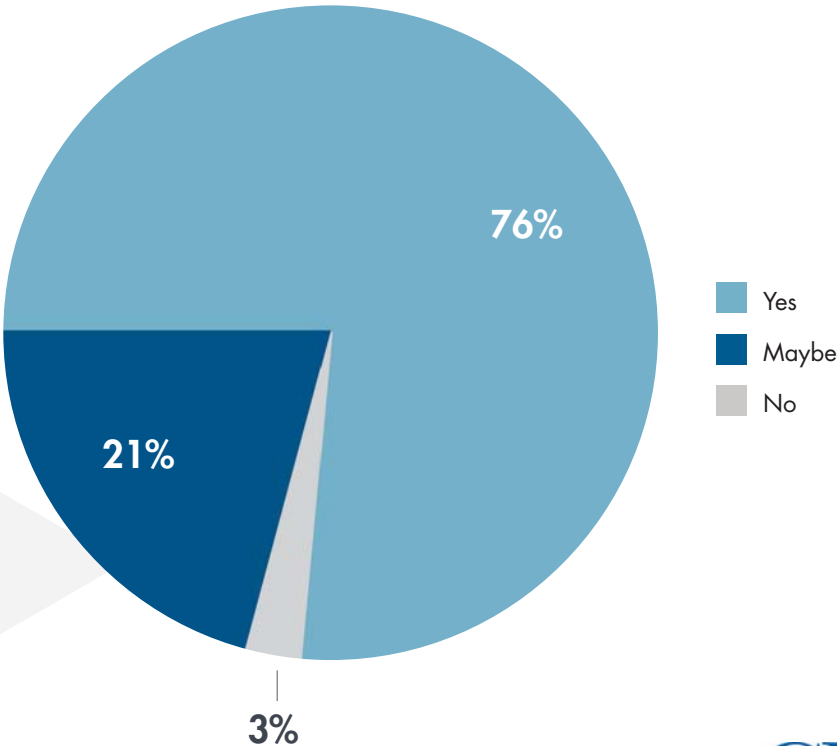


Other includes:
to evaluate one’s own skills, to set an example for staff, to utilize the grandfathering opportunity, to provide credibility to non-US clients

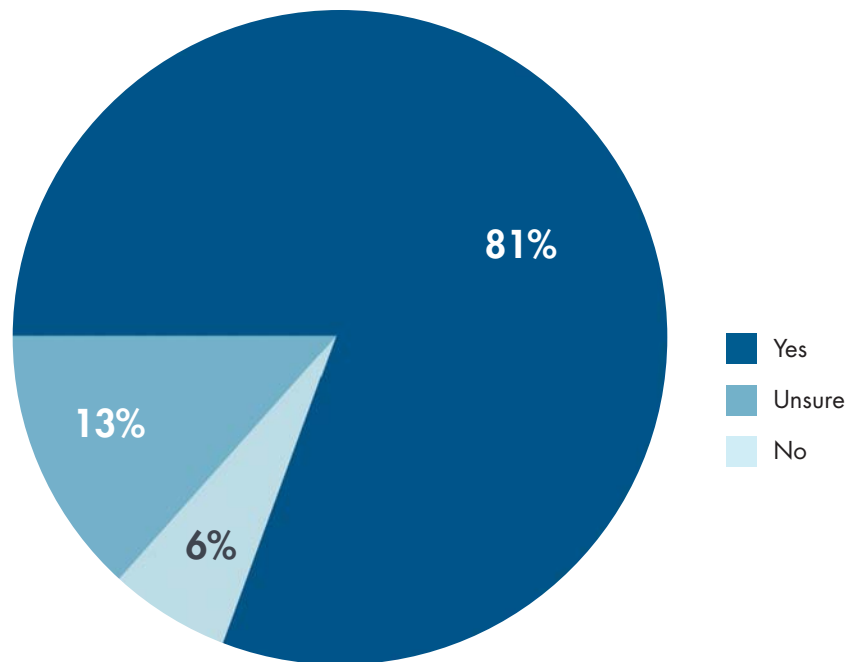
PRIMARY BENEFITS OF EARNING THE CLP DESIGNATION
*(*more than one may apply)*



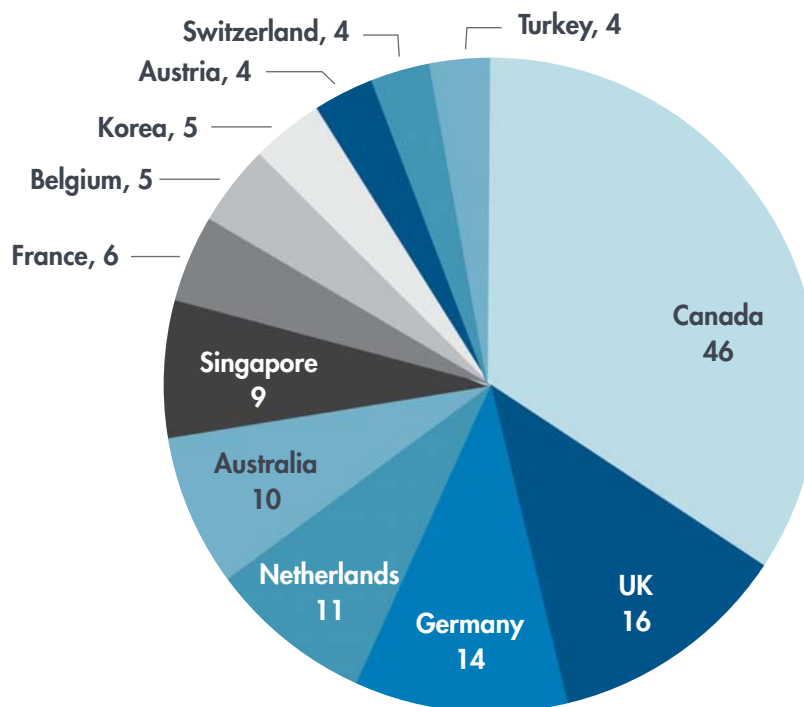
WOULD YOU RECOMMEND
ELIGIBLE PROFESSIONALS EARN THE CREDENTIAL?



INTENTION TO RENEW THE CREDENTIAL WHEN RECERTIFICATION DUE?



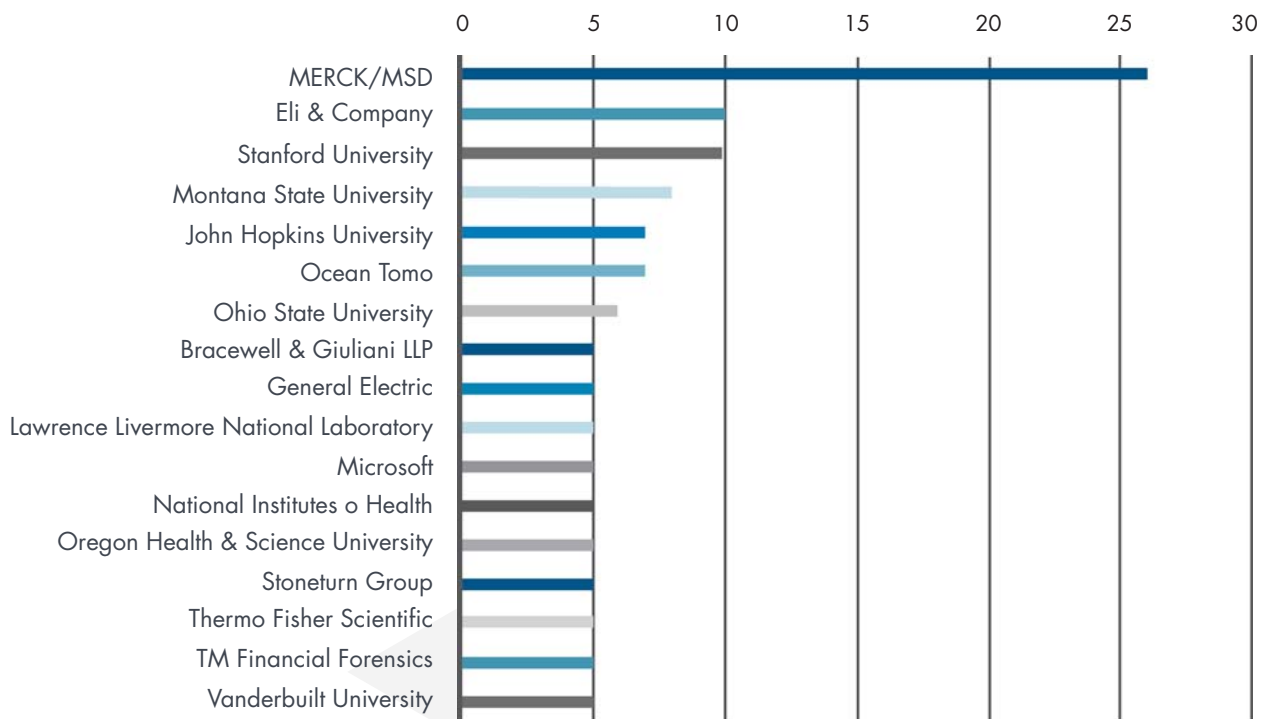
COUNTRIES OUTSIDE OF THE US WITH THE HIGHEST NUMBERS OF CLPS



CLP CERTIFICANT SURVEY 2017 RESULTS DATA

TOP EMPLOYERS OF CLPS

Number of Currently Certified Employees





CERTIFIED LICENSING PROFESSIONALS, INC.

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