

Conversation with a Certified Licensing Professional (CLP) – Adam Falconi, J.D., B.Sc. (Pharmacy), CLP, Torys LLP



Adam Falconi, J.D., B.Sc. (Pharmacy) is an Associate Attorney in the Corporate Life Sciences Group of [Torys LLP](#). Adam's practice focuses on strategic partnering and commercialization for pharmaceutical, biotechnology, medical device, and diagnostic companies, and he frequently advises on complex licensing, venture capital transactions, mergers and acquisitions, and intellectual property monetization. He works closely with his clients to develop, scale, and commercialize their technologies in Canada, the United States, and worldwide.

Mr. Falconi earned the CLP credential in 2020.

What motivated your decision to pursue CLP certification?

My legal practice focuses on counseling biotechnology and life sciences companies. Understanding how to effectively commercialize intellectual property, particularly through licensing, is an essential skill in this sector. I am motivated to continually provide my clients with valuable advice and be in a position to help them create value when negotiating complex licensing agreements. Although licensing interfaces with multiple areas of legal practice such as corporate law and intellectual property, in my experience, very few attorneys have a particular expertise in this area. The intricacies of licensing agreements are not well understood, even among otherwise prominent corporate or IP practitioners. My pursuit of the CLP certification was in an effort to continue to build on my specialized knowledge base and demonstrate my proficiency in this practice area.

What value do you see in maintaining the CLP credential and what role does professional certification play in your industry?

The CLP qualification is the premier credential of the licensing industry and the best way for attorneys and non-attorneys to demonstrate their expertise and competency in this area. For attorneys in particular, the CLP credential can help differentiate your practice and validate your ability to provide value to clients in this continually changing field. In addition to these benefits, the CLP credential is particularly useful in my cross-border practice as it helps me communicate the fact that I can provide licensing advice at a certain international standard in both the United States and Canada.

What would you say to other individuals who are considering pursuing specialty certification, particularly the CLP certification?

In my view, it is important in this increasingly competitive marketplace for attorneys to develop expertise in a particular practice area and pursue ways of demonstrating this proficiency, either through certification or otherwise. The CLP certification presents attorneys with an opportunity to break into the fast-growing technology transactions and licensing practice areas and continue to hone their skills in this complex and interesting legal specialty. For non-attorneys who want to practice in this field or work for companies that are active in this space, the CLP credential is a great way to illustrate your expertise in this area and do increasingly sophisticated licensing work. A key thing to understand for anyone who wants to work in this field is that although the world of technology transfer and licensing involves many different stakeholders, such as universities, companies, and investment funds, everyone needs to be able to speak the same language in order to come to a great result, and the CLP certification is an excellent step toward standard setting in this industry.

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