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Presenters

Moderator: Todd Sigler, Esq., CPA, CFE, Principal, Green Hasson Janks LLP

Panelist: Keith Walker, Founder, Saratoga IP Advisors

Panelist: Tim Grauerholz, Chief Financial Officer / Chief Operations Officer, UCLA Technology Development Group

Panelist: Clifford Michaels, Ph.D., CLP, RTTP, Director of Technology Transfer & Commercialization, Georgia State University

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Agenda

1. Benefits of Working from Home (Lessons Learned). What's Next?
2. Impact of Budget Cuts
 1. Managing patent prosecution
 2. Legal/Operating budgets
3. Staffing Issues
 1. Training
 2. Culture
 3. Recruiting
4. Faculty and Licensee Relationships
 1. Business development
 2. Virtual demonstrations
 3. Increased collaboration



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Todd Sigler, Esq., CPA, CFE

Todd Sigler, Esq., CPA, has over 15 years of experience in royalty audit services with an emphasis in internal investigations and litigation support. As a leader in the Firm's Royalty and Licensing Practice, he provides services in various industries including gaming, high technology, life sciences, consumer products and others.

Prior to joining Green Hasson Janks, Todd worked for RSM as a director in their litigation support and forensic accounting practice. His experience includes. He started his career in consulting at Deloitte in their financial advisory services practice.

Todd holds a Bachelor of Science degree in Accounting and Finance from California State University, Northridge, a Master of Business Administration degree from University of California, Irvine and a Juris Doctor from Loyola Law School. He is a Certified Fraud Examiner and is Certified in Financial Forensics by the AICPA.

Todd can be reached at 213-604-6555 and his email is tsigler@greenhassonjanks.com



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Keith Walker

Keith Walker brings international business development experience in intellectual property licensing, sales, valuation and strategy to the table. His deal experience includes licensing, divestiture and acquisition of patent portfolios; formulating and negotiating patent, trademark and software license agreements; royalty audit settlements; developing business cases supporting valuation and developing financial structures to close the deal.

Keith has worked as a corporate licensing executive with worldwide responsibility for IP licensing business. He has worked with International Game Technology, IBM, General Electric and the Eastman Kodak Company.

Keith received a Bachelor of Science in Management Information Systems/Computer Science from the University of Wyoming.

Keith can be reached at 585-781-0070 and his email is keith.a.walk3r@gmail.com



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Tim Grauerholz, MBA

Tim Grauerholz serves as the Chief Financial Officer and Chief Operations Officer of UCLA Technology Development Group (TDG). He is responsible for the overall financial performance of TDG's portfolio, including the royalty and patent distribution, revenue allocation to campus units, creating and managing the annual budget, oversight of all operational and patent prosecution expenses & forecasts, and establishing the appropriate accounting and financial reporting policies and procedures for the group. Tim also oversees Patent Prosecution, Marketing, and all capital and IT needs for TDG. Additionally, Tim serves as CFO & Treasurer for the UCLA Technology Development Corporation, a non-profit technology company wholly-owned by UCLA focused on better protecting and optimizing the discoveries and inventions developed through UCLA research. Tim serves on multiple committees for TDC, including: Finance, Monetization, Auditing & Litigation, and others as needed.

He brings over 18 years of financial experience and leadership having previously worked in the Aerospace/Defense industry at TRW, Northrop Grumman, and Raytheon. Tim holds a M.B.A. from the University of Southern California and a B.S. from Cal Poly San Luis Obispo in Finance and Economics.

Tim can be reached by phone at (310) 794-2065 or by email at Tim.Grauerholz@tdg.ucla.edu



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Clifford Michaels, P.hD., CLP, RTTP

Clifford Michaels is the Director of Georgia State's Office of Technology Transfer & Commercialization, bringing with him nearly fifteen years of experience in technology transfer, licensing, industry partnerships, and research administration. Cliff is an active member of AUTM, a volunteer on the CLP standards, admissions, and recertification committee and is a board member for Southeast Life Sciences. Cliff regularly speaks about commercialization, technology transfer, and careers in technology transfer at events around Atlanta and elsewhere. Cliff received his Doctorate in Neuroscience from Emory University; it was during his time as a student where his interests in commercializing university discoveries was piqued, and he joined Emory's technology transfer office as an intern during the final year of his studies. Cliff holds a Bachelor of Science degree in Neuroscience from Lafayette College in Easton, PA and is both a Certified Licensing Professional (CLP™) and a Registered Technology Transfer Professional (RTTP™).

Cliff can be reached by phone at 404-413-6687 or by email at cmichaels@gsu.edu



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Thank you!

Questions?



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