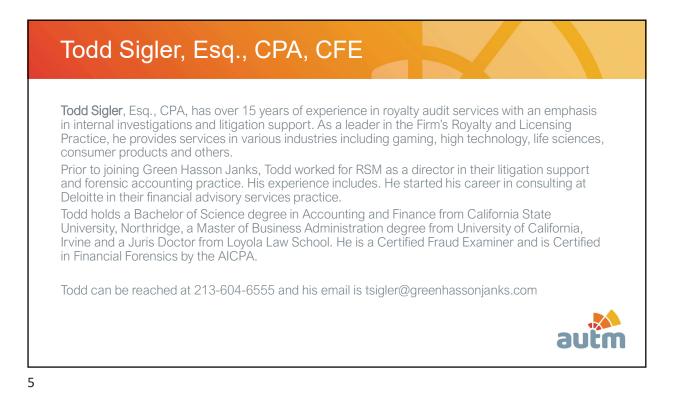


## Presenters Moderator: Todd Sigler, Esq., CPA, CFE, Principal, Green Hasson Janks LLP Panelist: Keith Walker, Founder, Saratoga IP Advisors Panelist: Tim Grauerholz, Chief Financial Officer / Chief Operations Officer, UCLA Technology Development Group Panelist: Clifford Michaels, Ph.D., CLP, RTTP, Director of Technology Transfer & Commercialization, Georgia State University

## 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



## 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.

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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<sup>TM</sup>) and a Registered Technology Transfer Professional (RTTP<sup>TM</sup>).

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