



LICENSING EXECUTIVES SOCIETY
BRITAIN AND IRELAND

Presenters' Details

Course Chairman

Chris Bartlett, Chair of the LES Britain & Ireland IAM Education Committee

Biography

Chris Bartlett has held various roles over the past 20 years covering the whole spectrum in IAM, IP valuation and licensing from the birth of an invention to the generation of commercial licence revenue. He has managed patent prosecution at home and abroad, EPO opposition and commercial infringement disputes.

Previously in international high-tech sales & marketing running the UK sales office for Chicago-based Morton International, and as a development engineer (and patentee) with Pilkington Group, at BTG, BT, QinetiQ, ITI Scotland and others he has closed licence and other IP related agreements in the Far East, Russia, across western Europe and the USA.

He is an LES certified Trainer, a trained negotiator, a trained mediator and on the committee of LES in Scotland. He is also Chair of the Education Committee of the Council of LES Britain & Ireland.

He holds BSc and PhD degrees from Imperial College, and MBA from Durham Business School.

Presenters

Roman Cholij, Cam Trade Marks & IP Services

Biography

Roman Cholij, of the Cambridge-based Cam Trade Marks & IP Services, is a registered UK and European Trade Mark and Design Attorney. He has a background in medical sciences, humanities, law, business, and Intellectual Property (IP) management. He trained in private practice following a period in business as a commercial IP manager and subsequent to taking a Masters degree and Certificate in IP management and IP law from Queen Mary College, University of London.

Roman is multi-lingual, has two doctorates, one from Rome, the other from the University of Oxford, was a former college lecturer, and is the author of numerous publications. He lectures and gives presentations on Intellectual Property and Trade Marks and writes frequently for professional trade mark journals as well as business publications. He is a full Ordinary Member of the Institute of Trade Mark Attorneys and a lecturer on its formalities course, member of the Licensing Executives Society and of

its education sub-committee, and authorised to practice as a Trade Mark Attorney before, among others, the UK Intellectual Property Office, the Irish Patent Office, the European Office for Harmonization in the Internal Market (OHIM) and the World Intellectual Property Office (WIPO) in Geneva.

Colin Hunsley, ClearViewIP Ltd

Biography

Colin is Director of Commercialisation at ClearViewIP Limited.

Before joining ClearviewIP, Colin was Senior VP Technology Commercialisation at BTG where he led the Physical Sciences team. Recognised for his team management skills and patent expertise, he was responsible for revenues of \$100m from 2005 to 2007, realised through either licensing or selling patents in the US and Japan. Colin's experience spans all stages of the licensing process including settlement of litigations.

Colin is a Chartered Engineer and has a BSc. in Mechanical Engineering from Imperial College, London. He regularly presents on Licensing for a range of organisations including Hawksmere, Falconbury and Praxis.

Anne Lane, UCL Business PLC

Biography

Anne is Executive Director of UCL Business PLC. She has a first degree in Applied Biochemistry, a Ph.D. from University College London and an Executive MBA from Molson Business School in Montreal.

After two post-doctoral fellowships at UCL and Harvard Medical School, and teaching at Harvard University, Anne left Boston and spent 3 years in Montreal in Business Development for RTP Pharma Inc., a small drug delivery company, working on out-licensing drug delivery products and preparation for IPO. Anne joined UCL Ventures in January 2000 and was appointed Executive Director of UCL Business PLC in August 2006.'

Sara Ludlam, Ludlams Intellectual Property Specialists

Biography

Sara has specialized in Intellectual Property law for over 14 years since training at a niche IP and litigation practice in London. Her practice covers both contentious and non contentious issues and in particular licensing intellectual property rights worldwide. Sara's expertise in licensing arises further to working as in-house counsel for brands such as LACOSTE, KICKERS, SPEEDO, BERGHAUS, KARRIMOR and LONSDALE LONDON, amongst others. (A recent English court case involving the LONSDALE

LONDON brand was the first time the courts have assessed what is meant by the term “best endeavours” in relation to licensing commitments in licence agreements.)

Mark Wilson, GlaxoSmithKline

Biography

Mark Wilson is Director, Collaboration Management, Europe for the Pharmaceutical Development department of GlaxoSmithKline's pre-clinical development division. He is responsible for the licensing and collaboration activity of the formulation department of GSK, which operates globally and which employs approximately 10% of GSK's R&D headcount.

Mark has worked for SmithKline Beecham and GlaxoSmithKline in a licensing role for the last seven years and has been involved in over 200 commercial transactions and alliances. He originally trained as an engineer and holds a Master's degree and a doctorate in chemical engineering from the University of Leeds, in addition to an MBA from Columbia University and London Business School.

Martin Sandford, Intellectual Asset Consulting

Biography

Martin originally trained as a Civil Engineer. He was a prize-winner whilst taking his MBA at London Business School before roles in strategic planning and venture capital. He held senior executive positions at BTG, the global licensing company, from 1984-2005. On leaving BTG he set up his own consultancy in intellectual asset management. He is a past President of the Licensing Executives Society, Britain & Ireland and is currently serving as Executive Director of The Mission to Seafarers, a registered charity and Missionary Society of the Church of England.