



## **LES B&I Young Members Webinar: Licensing Q&A**

**Wednesday, 15<sup>th</sup> July 2020**

### **Panelists**

#### **Dr Kevin Nachtrab, Senior IP Attorney of Johnson & Johnson**

Kevin is an attorney in the IP Licensing and Acquisition Group of Johnson & Johnson, specialising in technology and IP licensing and acquisition deals and collaborations in the pharmaceutical and biotech sectors on an international level with a particular emphasis on the emerging markets. A Certified Licensing Professional (CLP), Kevin is also a Registered Patent Attorney with extensive experience before both the European and United States Patent Offices. He is also a Past President of the Licensing Executives Society International (LESI).

A member of the Bars of the State of Maryland (U.S.A.), the US District Court for the State of Maryland, the US Court of Appeals for the 4th Circuit, the US Tax Court and the US Bankruptcy Court, Kevin is also a member of the Expert Group of the World Intellectual Property Organization (WIPO) Center for Arbitration and Mediation. He has also served on the Board of Governors of the Certified Licensing Professionals, Inc. and the Board of Trustees for the African Agricultural Technology Foundation (AATF). An Adjunct Professor of Law at Hunan University (P.R. China), a Visiting Professor at Zhongnan University and Xiangtang University (both P.R. China), the National Taipei University of Technology (Rep of China) and the National Law University of Delhi (India), Kevin was also appointed as an International Research Expert for the Wuhan Intellectual Property Office and the Hunan Intellectual Property Office (both P.R. China).

#### **Dr Hayley French, Chief Executive Officer of Apitope International**

Hayley has been with Apitope since November 2010 and has over twenty years' experience of negotiating licences and collaborations and managing alliances in the life sciences sector. Hayley has a B.Sc. in Microbiology from the University of Liverpool, as well as a PhD in Microbiology and a M.Sc. in intellectual property from the University of London and is a certified licensing professional (CLP). Hayley is a regular speaker on IP licensing and negotiation, and she teaches on the LESI Intellectual Asset Management courses.

Prior to joining Apitope, Hayley spent three years at Novartis (based at the Basel headquarters), where she worked closely on all global deals and collaborations in the respiratory division. Prior to Novartis, Hayley worked in the Life Sciences Group of Bird & Bird (London), specialising in advising pharmaceutical and biotech companies. Prior to joining Bird & Bird, she was Head of Commercial Legal Affairs at the Centre for Applied Microbiology and Research (CAMR) in Salisbury, UK. Hayley started her career at University College London Ventures where she was responsible for the development, management, and commercialisation of technologies in the life sciences sector. She is a past president of the Licensing Executives Society Britain & Ireland and is chair of the Licensing Executives Society International (LESI) life sciences committee.

**Colin Hunsley, Director of Inspired Licensing**

Working with clients to help them identify value in their technology and IP is one of Colin's favourite activities. He has a noteworthy track record for generating substantial revenues from IP enabling clients to create tangible value. His experience of technology transfer and patent litigation enables him to accurately assess how value can be realised and, having identified the value, he has a flexible approach for working with clients; from doing it all for them, to training and coaching their own staff to achieve success in this difficult field. Colin's experience spans all stages of the licensing process including settlement of litigations.

Colin was previously Senior VP Technology Commercialisation at BTG where he led the Physical Sciences team, and then Commercialisation Director at ClearViewIP. In 2019, Colin founded Inspired Licensing, an IP consultancy specialising in providing a comprehensive range of services to licensees and licensors, providing a unique blend of commercial and IP experience that carried with it Colin's highly competitive track record of delivering value to businesses. Colin is a Chartered Engineer and has a BSc. in Mechanical Engineering from Imperial College, London. He regularly presents on licensing for universities and the Licensing Executives Society, and has been recognised by his past appointment to the IAM 300 as one of the World's leading IP strategists. Colin is a past president of the Licensing Executives Society Britain & Ireland.

**Simon Chalkley, Commercial IP Lawyer and Partner of Keystone Law**

Simon is a highly-experienced lawyer specialising in IP, with close to 30 years in practice, with particular experience in transactions concerning the commercial exploitation of IP assets including licensing, technology transfer, franchising, and distribution agreements both in the UK and internationally. Simon also advises on contractual disputes relating to IP and technology transactions as well as competition law issues relating to IP agreements. His clients cover a broad range of brand, design, and innovation-led businesses in a wide range of industry sectors including fashion, luxury, computer games, software, engineering, and artificial intelligence.

Simon has worked at many leading IP firms including Jones Day, Redd, and Wiggin. He has been recognised as a leading practitioner in the IP field in all main peer review guides, including the IAM Strategy 300 as well as Managing IP 'IP Stars'. He speaks regularly both in the UK and internationally on topical IP issues, especially those affecting commercialisation of IP. Simon is the immediate past president of the Licensing Executives Society Britain & Ireland.