



A Case Study Oriented Webinar on Licensing/Sale of Technologies/IP

Date: June 19, 2020
Time: 5:30 PM IST / 8:00 AM EST

About the Webinar:

Today, patents are being leveraged/monetized to support business strategies in many diverse and innovative ways across the globe. With business models changing by the day, important trends are emerging that affect patent strategy decisions, ability to win settlements, and in particular, how patents can be leveraged to generate additional value. Technology licensing and sales are becoming increasingly challenging as companies realize that patents can generate revenue rather than being a cost centre, and are accordingly making their responsible IP groups to drive revenue.

Blackhawk Technologies, LLC (Texas US) and IIPRD/Khurana and Khurana (K&K) have planned a joint webinar to discuss various aspects of technology licensing strategies in the United States. Exemplary aspects that the webinar will include are:

- What are your M&A transaction models
- How does Blackhawk value technology for license or purchase?
- What are your best practices for M&A transactions?
- Share a recent case study that demonstrates your process
- How has licensing/technology transfer evolved in the last 5-10 years
- Share tips for Asian companies to monetize their IP

About Speakers:



Nasser Lukmani
(Senior Managing Director at Blackhawk Technologies)

Nasser is a Certified Licensing Professional (CLP) with The Licensing Executive Society and has over 30 years of professional experience in GE, Bosch, Delphi and others. He is an entrepreneur and has owned businesses in Engineering, Manufacturing, and Services such as monetizing Intellectual Property through global M&A transactions. Nasser has a Bachelors in Electrical Engineering and an MBA from Indiana University.

About Speakers:



John Ciannamea
(Senior Managing Director at Blackhawk Technologies)

John has a 30-year career working with emerging companies in New York, Silicon Valley, and Research Triangle Park, North Carolina. John has extensive venture capital experience starting and developing high tech companies and has served in a senior capacity in for-profit and non-profit companies. He has assisted numerous companies with asset sales and intellectual property licenses, and has extensive experience with the commercialization of university intellectual property. John has a BS and an MS degree from Rensselaer Polytechnic Institute and an MBA from Virginia Commonwealth University.



Tarun Khurana
(Partner & Patent Attorney at K&K)

Tarun has over 18 years of experience in a broad range of Intellectual Property subject matters. Tarun is among the top 12 Patent Prosecution Practitioners in India as ranked by IAM 1000 (and also by IAM 300 Strategists). He has executed numerous assignments related to exercises of Patent Portfolio Creation, Protection, Valuation and Commercialization for corporates ranging from Small Start-ups to Fortune 5 companies. Tarun focuses on Patent Preparation, Prosecution and Litigation Opinions for Computer Implemented, Telecommunication, Electronics, and Mechanical subject matters. His education includes Bachelors in Computer Science from Pune University, Masters in Software Systems from BITS Pilani, Bachelors of Law from CCS University, an MBA from the prestigious IIM Lucknow, and is in pursuit of a PhD.

The session is intended not only for Licensing Professionals but would be equally/highly relevant for R&D Professionals, IP/Patent Professionals, R&D Heads, Engineering Heads, and Senior Management

Please click on the image to register or contact events@khuranaandkhurana.com