

Larry Schroepfer, CLP
Principal, Schroepfer Technology Law

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Summary:

Larry is a seasoned legal professional and technology and intellectual property licensing executive. He has with over thirty years' experience, and in the past twenty he has devoted his practice to licensing and technology transactions. A Certified Licensing Professional, he has worked with companies in all technology sectors (including both the life sciences and physical sciences) and in all major and developing countries of the world. Larry is a creative problem-solver with a strong business orientation and the practical skillset to help his clients achieve their goals and get the deal done.

Accomplishments:

- * As Director of Licensing for a Fortune-250 company, managed all licensing and other technology and intellectual property transactions on a global basis for a company with a portfolio exceeding 15,000 patents and pending patent applications worldwide. Supervised Licensing Group consisting of three professionals and one administrative staff.*
- * Successfully concluded hundreds of licensing and technology transactions with companies in all major markets in the world, including the European Union, the Asia-Pacific region, and several developing countries. Negotiated and concluded recent licensing and technology transfer agreements involving companies in the Peoples Republic of China.*
- * Served as expert witness on licensing issues arising in intellectual property litigation.*
- * Key member of company's Ventures Team involved with leveraging technology through company creation and incubation, equity investment, equity-based licensing, and other venturing activities.*
- * Worked with several major US and Canadian Universities and nonprofit research institutions to commercialize their technology through various University-to-Industry technology transfer vehicles.*
- * Spoken on licensing and intellectual asset management issues at professional associations, including American Intellectual Property Law Association (AIPLA) and Licensing Executives Society (LES).*
- * Recognized by the Licensing Executives Society as a Certified Licensing Professional (CLP).*

Professional Experience:

2010 - Present Schroepfer Technology Law, West Chester, Pennsylvania
Founder and Principal

Schroepfer Technology Law is a law practice concentrating in licensing and other technology and intellectual property transactions. The practice focuses on analyzing, structuring, negotiating and closing a wide range of technology transactions, including the following:

- Technology and Intellectual Property Licensing
 - Patent Licensing
 - Technology Transfer/Knowhow Licensing
 - Software Licensing
 - Copyright Licensing
 - Trademark Licensing
- Technology transfer, including University-to-Industry licensing and other early stage licensing and technology transfer transactions
- Technology development, joint development and co-development
- Technology Collaborations, joint ventures, acquisitions and divestitures, strategic alliances, and private equity transactions
- Due diligence
- Other technology and intellectual property related agreements, such as employee and independent contractor agreements, evaluation agreements, material transfer agreements, and confidentiality agreements

2005-2010 InterDigital Communications, LLC, Philadelphia
Senior Director, Patent Licensing (2008 – 2010)
Associate General Counsel, Business Development (2005-2008)

InterDigital is a world leader in wireless telecommunications technology and intellectual property, with an extensive licensing program that generates several hundred million dollars in revenue each year. In my positions at InterDigital, I was responsible for a wide range of technology transactions, including both patent licensing and technology transfer/knowhow licensing. My experience included transactions in all major and developing markets of the world, including significant experience doing business in China.

2000 - BTG International, Inc., London and Philadelphia
2005 Vice President, Intellectual Property Transactions

BTG is a one of the world's leading technology commercialization and intellectual property management companies, with operations primarily in the life sciences sector (pharmaceutical, biotechnology, medical device). As VP of Intellectual Property Transactions, I was responsible for a wide range of transaction activity, including University-to Industry and other early-stage technology transfer transactions, equity investment and equity-based licensing arrangements, and technology acquisitions and divestitures.

1987 - AMP Incorporated, Wilmington, Delaware and Harrisburg, Pennsylvania
1999 Director of Licensing (1994-1999); several prior positions before 1994

AMP (now known as TE Connectivity) is the world's leading manufacturer of electronic, electrical and fiber optic connectors, cable assemblies and related systems and devices. As Director of Licensing, my team and I were responsible for all licensing and other technology transactions involving the company's extensive patent and technology portfolio, including both in-licensing and out-licensing, and standards-based licensing and participation in the standards setting process.

Educational Background:

St. John's University, Collegeville, Minnesota
BA in Government, Magna Cum Laude, 1975

- Ranked in top 10% of graduating class
- National Merit Scholar

University of Wisconsin Law School, Madison, Wisconsin
JD Cum Laude, 1978

- Ranked in top 10% of graduating class
- Member of the Wisconsin Law Review
- Selected by Law School faculty as a Member of the Order of the Coif
- On Dean's List, all semesters

The Wharton School, The University of Pennsylvania, 1998

- "Finance and Accounting for Non-Financial Managers"

Professional Information:

Professional Organizations and Affiliations:

- Certified Licensing Professional (CLP)
- Licensing Executives Society (LES)
- American Intellectual Property Law Association (AIPLA)
- Association of University Technology Managers (AUTM)
- Philadelphia Intellectual Property Law Association (PIPLA)
- American Corporate Counsel Association (ACC)
(Co-Founder and Director, Central Pennsylvania Chapter)
- Benjamin Franklin American Inn of Court
- Admitted to practice in Pennsylvania

Presentations and Workshops:

- Presentation, “Thorny Issues in Knowhow/Technology Transfer Licensing”
Licensing Executives Society New Jersey Chapter, June, 2011
Licensing Executives Society Philadelphia Chapter, October, 2010
- Co-Leader, Licensing and Intellectual Property Transactions Pupilage Session
Benjamin Franklin American Inn of Court, November, 2010
- Panelist, “Mistakes Made & Lessons Learned in 100 Years of Licensing”
Philadelphia Intellectual Property Law Association, September, 2010
- Presentation, “Anatomy of a License”
PBI Intellectual Property Institute, April, 2010
- Presentation, “IP Considerations in Technology Transfer Licensing”
AIPLA On-line Seminar, Spring, 2008
AIPLA Mid-Winter Meeting, January, 2007
- Workshop, “The Two Toughest Issues: Improvements & Unlicensed Infringers”
Licensing Executives Society Annual Meeting, Fall, 2004
- Presentation, “How to Survive the University-to-Industry Early Stage
Technology Licensing Process”
Licensing Executives Society Annual Meeting, Fall, 2004
- Workshop, “The IP Holding Company: A Self-Funding IP Machine”
Licensing Executives Society Annual Meeting, Fall, 2001
- Presentation, “Establishing a Successful Licensing Organization”
American Intellectual Property Law Association Conference, 1999