

NORMAN A. BROWN

1841 Claudine DR
Las Vegas, NV 89156

Tel: 702.452.0578
norm@brownsworthy.com

EXPERTISE:

- TECHNOLOGY EVALUATION & INNOVATION MANAGEMENT
 - INTELLECTUAL PROPERTY PROTECTION & LICENSING
 - PRODUCT DEVELOPMENT & PROJECT MANAGEMENT
 - STRATEGIC PLANNING & OPPORTUNITY ANALYSIS
 - BUSINESS FORMATION, VALUATION & ACQUISITION
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EXPERIENCE:

- 2005 - Current Innovations Group, LLC — [CEO] Manage all aspects of technology commercialization consulting company; clients include Fortune 500 companies, federal agencies, individual inventors / start-up companies, SBIR awardees, universities, venture capitalists, and related organizations. Projects include technology evaluation, marketing and pricing; license negotiation and term-setting; identification and qualification of prospective commercialization partners; and securing venture or public investment capital.
- 1999 - 2005 Science Applications International Corp — [Vice President, Technology Commercialization] Managed technology commercialization and licensing functions for \$8 Billion Fortune 500 R & D company; negotiated licenses cumulating \$400+M in projected income; developed and directed IP Asset Management Program capitalizing over 150 patents, generating immediate cash benefit of \$50M.
- 1998 - 1999 Innovations Law Group, PLLC — [Managing Partner] Ran technology law firm serving clients in patent, copyright, IP protection, and technology licensing / commercialization.
- 1992 - 1997 Technology Targeting, Inc. — [Director] Founded and led technology management and licensing company; negotiated agreements covering over 150 emerging technologies for over a dozen federal laboratories / research universities; formal Affiliate to the National Technology Transfer Center.
- 1986 - 1992 University of Utah — [Director of Technology Transfer] Managed evaluation, patenting and licensing of over 2,000 technologies, converting higher percentage to commercial application than any other US university; grew disclosure rate to highest in nation; grew income from \$87K/year to \$1.1M; overall program performance rated as 3rd-best in nation, behind only MIT and Stanford.
- 1984 - 1986 University of California — [Licensing Manager] Negotiated commercial licenses for technologies emerging from entire UC research network, comprised of five medical schools, nine campuses and three federal labs; negotiated first-ever commercial license for technology from Los Alamos National Laboratory; worked pro-actively with faculty at all campuses; achieved highest deal closure rate in UC's history.
- 1976 - 1984 Miles Laboratories — [Director of Marketing/Product Development] Managed product development and marketing for \$100 million medical products division; introduced 50+ new products, turned around performance, negotiated licenses, invented medical device; achieved 15 – 20% annual growth.

EDUCATION:

- Georgetown University Law School, Washington, D.C. Juris Doctor [LLB]
- George Washington University, Washington, D.C. Doctorate in Business Administration [abd]
- George Washington University, Washington, D.C. Master of Arts, International Relations
- Washington State University, Pullman, WA Bachelor of Arts, Political Science & Economics

BAR MEMBERSHIPS:

- California 1985
- Washington 1998

SELECTED PROFESSIONAL ACTIVITIES:

1. Corporate & Non-Profit Boards of Directors
 - a. Portable Medical Laboratories (Founding)
 - b. Golden Gate Investments
 - c. Puget Sound Research Forum
 - d. University of Utah Research Foundation
 - e. Western Institute for Biomedical Research (Founding)
 - f. Technology Targeting, Inc. (Founding)
 - g. Northwest Technology Council (Founding)
 - h. ITT Technical Institute Board of Advisors

2. Professional Memberships
 - a. Association of University Technology Managers (AUTM)
 - b. NASA Regional Technology Transfer Centers (FWR TTC, MCR TTC)
 - c. Governor's Committee on Technology Development (Utah)
 - d. Intellectual Property Owners Association
 - e. Regional Chairman, Licensing Executives Society (LES)
 - f. Tech Coast Angels
 - g. Consortium for Commercialization of Advanced Technologies (C-CAT)

3. Lectures and Presentations
 - a. 100+ AUTM / LES regional and national conference presentations
 - b. Continuing Legal Education Lecturer, Utah & Washington
 - c. Special session of Utah Legislature
 - d. Regents and Institutional Council, University of Utah
 - e. University of Texas
 - f. International Intellectual Property Institute Roundtable

4. Adjunct Professor, College of Medicine, University of Utah

5. Authored Publications
 - a. *Inventions and Technology Transfer* (booklet)
 - b. *Patent Law Basics for the Technology Enterprise* (booklet)
 - c. *INNOVATIONS* (newsletter)
 - d. *Safeguarding Technology Assets*
 - e. *American - East European Trade* (contributor)
 - f. *Law & Policy in International Business* (founding co-editor, law journal)

6. Inventor
 - US Patent No. 4,207,988 — Medical device

7. Principal Investigator
 - a. Demonstration Project for Federal Technology Transfer (competitively awarded federal contract)
 - b. Commercialization Assistance for Individual Inventors (competitively awarded federal contract)

LANGUAGES: English, German

REFERENCES: Upon Request