

Frank S. Razavi, MSc., MBA

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20+ years of Intellectual Property expertise

Seasoned engineer and business leader with experience in a corporate, university, and startup environment leading intellectual property (IP) and associated business development initiatives. Passionate about helping organizations derive strategic value from their IP and aligning strategy to achieve business objects. Hands on experience working with various technology domains from engineering to life science and leading the end-to-end patent process from invention disclosure through licensing/sale.

Professional Summary - Highlights/Accomplishments**Commercialization Management and Technology Transfer**

- University technology transfer experience- licensed over 100 technologies to industry, government, and startup partners
- Personally, led licensing/commercialization activity resulting in the formation of 32 university-backed startups
- Process improvement: implemented technology transfer process and novel licensing options/terms for faculty resulting in a 12% increase in technologies licensed and a 300% increase in startup formation over a 1-year period
- Skilled in facilitating the interaction between the scientific and business community

Business Development & Partnering

- Business development strategy, market analysis, and customer engagement for the purposes of technology/research partnering
- Negotiated the creation of two formal research consortiums with industry partners: Roll-to-roll printing manufacturing (HP, 3M, and smaller companies) and Integrated Thermal Management of Aerospace Vehicles (Boeing, Honeywell, Rolls Royce, and similar)

Start-up & Funding

- Current team member at early stage medical start up
- Member of start-up advisory board
- Served as business plan judge through Clean Tech Conference (Chicago) and Licensing Executives Society
- Assisted 5 startup companies (provided strategic advice/reviewed proposal drafts for final submission) to apply for and win a total of \$4.3M in SBIR/STTR funding (Phase I & II)
- Assisted numerous university start-ups in developing commercialization and overall business plans

Intellectual Property Development, Management, & Strategy

- Managed corporate patent portfolio of over 1400 technologies
- Corporate resource - consistently requested for technical and IP strategy and analytical advice for select products in the consumer electronics industry
- Experience with IP strategy and valuation for business in Chapter 11 bankruptcy
- IP valuation and analytical efforts in support of a corporate patent portfolio sale
- Responded to 500+ USPTO office actions
- Named inventor on 10 granted US patents in the area of image capture and inkjet printing

Team Leadership and Management

- Direct supervision, 7 staff members including Business Development/Licensing Managers, Finance personnel, and Support staff
- Managed \$6M+ in licensing revenue and licensing groups budget
- Led development and execution of projects including planning, resource allocation, execution and performance review
- Hired, trained, and supported the professional development of business development personnel
- Mentored students and interns (MBAs, PhDs, graduate students, and undergraduate) on the IP, commercialization, business plan formation, & startup formation process

Professional Summary– Focused Experience
HeldIP, LLC Cooksville, MD
Consultant

Sept 2020- Present

- Providing intellectual property strategy and licensing expertise in support of projects for HeldIP clients

Sanatela Medical Inc. Rochester, NY

June 2019- Present

Advisor: IP & Commercialization

- Sanatela Medical, a subsidiary of AT Venture Center, is commercializing an exciting and promising 3-D engineered biological tissue matrix made from Wharton's Jelly with numerous life science applications (Leukemia and regenerative medicine)
- Providing IP strategy, commercialization, and technology licensing direction

AT Venture Center LLC Rochester, NY

Feb 2018- Present

Director of Technology Commercialization & Licensing

- AT Venture Center is focused on technology commercialization education, providing global licensing opportunities, and launching ventures to promote regional economic development
- Conducting market analysis to uncover technology trends and opportunities to launch new ventures
- Technology scouting: led the adoption of nascent technologies via licensing to achieve business objectives
- Coached MBA interns on the IP and commercialization process

Purdue Research Foundation, Office of Technology Commercialization West Lafayette, IN

Aug 2012 – May 2017

Director of Business Development | Senior Licensing Manager

- Recruited by Vice President of Technology Commercialization in 2012 (Promoted to Director in 2014) to manage technology commercialization and licensing for early stage technologies (physical science & medical device)
- **Program management:** Built-out and coached the Business Development & Licensing team including 7 direct reports and various outside IP counsel, patent agents, and consultants based on project. Managed over \$6M in royalty revenue for the team. Defined business case, established technology transfer process, staffing/resource allocation, and performance assessment for each technology project within the program
- **Led out-licensing activities** and commercial pursuits with external partners including deal structure, deal terms, and negotiation approach
- Reduced legal fees by 25% by renegotiating contract with outside patent counsel
- Negotiated the creation of 2 research consortium creation and academic industry partnerships
- **Negotiated the following agreements:** Non-disclosure, material transfer, statements of work, co-development agreements, IP licensing, options multi-party agreements for consortium creation (Deal sheet available upon request)
- Connected Purdue startups to funding opportunities: internal grants, government grants, pitch competitions, SBIR/STTR, VC, and angel investment

Eastman Kodak Company Rochester, NY

Sept 2006 – Aug 2012

Senior IP Analyst & Patent Strategist, Office of Chief Technology Officer

- Managed Kodak's IP portfolio and provide competitive intelligence of products, features, and functions for both the Inkjet and Image Capture Divisions
- Provided analytic consultation (technology gap analysis and technology threat/market assessment) for Kodak's CTO and Chief IP Officer
- Performed market research, technical analysis and proof of concepts
- Extensive IP strategy, patent landscaping, and claim charting activities
- Researched product/technology areas for R&D investment- technology scouting
- Evaluated business units and associated technologies/patents for sale, joint-venture, and M&A opportunities
- Key contributor to competitive intelligence analysis whose efforts generated \$2B in litigation revenue over three years
- Analyzed market trends and valued patent portfolio in support of OLED business/technology sale to LG
- Performed reverse engineering on products to identify IP infringement

Senior Research Engineer, Kodak Research Labs

Nov 2000- Sept 2006

- Defined corporate inkjet technology roadmap focused on IP and product development
- Served as program manager for partnership with Lexmark and Kodak Inkjet Systems for OEM product development; interfaced with design teams for design-to-cost activities

Development Engineer, Kodak Government & Commercial Division

Oct 1995- Nov 2000

- Worked with defense customers to carry out projects relating to satellite imaging and image compression
- Guided the development of CRT settings to minimize eye stress and fatigue, worked with teams on verification of JPEG 2000 standards and JPEG to optimize image quality
- **Security clearance:** TS/SCI with polygraph

Advisory BoardMedNoxa Inc, Austin, TX**Member, Advisory Board (2016-present)**

- Medical device company bringing oxygen delivery bandages to consumers to accelerate the healing process, reduce pain, and reduce scarring.

Professional Development

Licensing Executives Society: Former Vice-Chair Advanced Science & Technology Committee (Part of HTS)

Certified Patent Valuation Analyst**Patents & Publication****Patents:**

Granted

- US 9,462,181 *Imaging device for capturing self- portrait images*
- US 8,957,981 *Imaging device for capturing self- portrait images*
- US 9,686,469 *Automatic digital camera photography mode selection*
- US 8,970,720 *Automatic digital camera photography mode selection*
- US 9,270,882 *System and method for contextual digital photography mode selection*
- US 9,013,604 *Video summary including a particular person*
- US 8,643,746 *Video summary including a particular person*
- US 8,665,345 *Video summary including a particular feature of interest*
- US 8,665,340 *Indoor/outdoor scene detection using GPS*
- US 7,086,731 *Platen assembly for an inkjet printer*

Applications

- 20120050754 *Last page saver*
- 20100281073 *Sequence preserving method for transferring and sharing image*

Publication: Tamme, S., Schott, S., Dogan Gunes, J. W., Boadway, R., Razavi, F., & Pépin, M. (2013). Trends and Opportunities in Semiconductor Licensing. *les Nouvelles*, 229-237.

Education

Purdue University Krannert School of Management, West Lafayette, IN
Master of Business Administration (MBA)

Worcester Polytechnic Institute, Worcester, MA
Master of Science, Electrical Engineering

University at Buffalo (SUNY), Buffalo, NY
Bachelor of Science, Electrical Engineering