

Building Sustainable Relationships through Ethical and Transparent Business Practice

Accomplished innovation leader with strong technical background and recognized business acumen. Expert in establishing and managing external partnerships while maintaining IP protection. Solid reputation for collaboration, decisiveness, and creativity. Succeeds through strong internal and external relationships, team building, and tenacity. Recognized as a top IP Strategist (IAM Magazine), Licensed Chartered Colorist (SDC) and Ph.D. Chemist. 20 issued US patents; multiple commercialized products; lots of technology transfer deals.

PROFESSIONAL EXPERIENCE

President, Lyco works Incorporated, Atlanta GA

2012 – present

Lyco Works provides technical and intellectual property consulting. Client base includes: two F500 Personal Care Companies, a F500 conglomerate, a fragrance company, The Bollman Hat Co., a new Feminine Hygiene startup, and an industrial equipment manufacturing company. Engagements include patent protecting human experiences, IP Strategy, running Think Tanks, new product development, and technical problem solving.

Chief Technical Officer, Heat Technologies Inc., Atlanta GA

2013 – 2016

Transitioned from consultant to CTO of a manufacturing technology firm in Atlanta. We specialize in acoustically assisted thermal and mass transfer. Results include increased equipment sales, expansion into new application areas such as food, nutraceuticals, IP litigation strategy, strengthening HTI's IP estate, and customer service support.

Director, EBD Technology Assets, Newell Rubbermaid, Atlanta GA

2008 – 2012

Director of External Business Development – Technology Assets: Accountable for accelerating Consumer Driven Innovation by leading ad hoc business unit teams through: linking consumer insights to technology, due diligence, initial discussions, acquisition and implementation. Supported all Newell Rubbermaid businesses globally with performance objectives aligned to VPs of R&D. Also responsible for generating value-building partnerships with other enterprises. Strong technical background built credibility with engineers, enabled objective technology assessment, and early identification of non-fit technology.

- Disruptive technologies were sourced from N. America, Africa, Europe, Eastern Europe, and Asia for three higher priority business unit clients enabling third year conservative sales revenue estimate in excess of \$0.5BN.
- Led conception of disruptive product in a competitive product field with third year revenue estimated at \$50MM through creative focus innovation. Identified technology sources and outlined implementation plan for business unit.
- Led technology diligence for Newell Rubbermaid Early Venture Fund, leading to a venture investment (Thorley/4moms), a tech license supporting novel product development, and avoided costs by illuminating bad technology.
- Avoided costs and accelerated innovation by establishing extended third party technology marketplace networks at the corporate level. E.g. yet2.com, Material ConneXions, Enventys, Research Triangle Institute, IP Capital Group.
- Reduced activity costs (~\$300k/yr), litigation risk, and improved tech scouting by specifying an electronic external idea submission and processing system for Newell Rubbermaid. Led 13 business units through development of an enterprise Technology Taxonomy which better focused searches and alignment.

Senior Licensing Manager, Kimberly-Clark Corp, Roswell GA**2002 – 2008**

Accountable for value extraction of Kimberly-Clark intellectual assets through out-license, sale, donation, and business development — often with pennies per share financial impact. Responsibilities spanned IP management, initial identification of licenseable technology through marketing, development of business case, negotiation and deal closures.

Executed deal structures included competitive licensing, equity transfer to K-C in lieu of cash, international licensing, license contribution to patent pool, technology donation to non-profit organizations, stick licensing, and patent sale through live patent auction. Technology licensed included patents used in current products, non-strategic IP, early stage, as well as commercial technology.

- Led Kimberly-Clark's first successful licensing of IP in exchange for equity (Axela Biosensors, Inc.). The license transaction was closed within nine months of first conversations, which accelerated Axela's commercialization program by 12 months, provided K-C access to additional technology as well as a stake in a promising new company and future royalties.
- Judiciously licensed certain IP to direct competitors in exchange for revenue. Licenses a) generated income for the stakeholder business unit, b) mitigated competitive business risk, c) reduced the risk of patent design around by competitors. Supported litigation team with several patent assertion licenses generating income and effecting legal cost avoidance.

Team Leader, Research Scientist, Kimberly-Clark Corp., Roswell GA**1998 – 2002**

Managed four direct reports in Escondido CA in development and commercialization of ink jet ink for digital textile printing, ink jet grade pigment dispersion development, particle size classification; ink formulation, scale-up and production.

- Approximate annual RM cost savings \$2 million, as well as additional ink manufacture capabilities
- Led the development of pigment dispersions and built commercial capability to generate stable 100-200nm particle size aqueous dispersions starting from dry powder, mill base preparation, and dispersion.
- Evaluated, specified, and managed the acquisition of capital assets (~\$1MM) which were necessary for the production of pigment dispersions and pigmented ink jet inks.
- Capabilities were developed in the laboratory and scaled up to production facilities through trials and asset appropriations, working closely with the production process engineering team.
- Commercialized set of 12 pigmented ink jet inks. Dye based ink jet inks for digital fabric printing also commercialized. Novel dye purification processes scaled from laboratory to production.
- Led management of Printing Technology intellectual assets estate (~150 US patents), including invention filing decisions, international IA strategy, competitive patent landscape analysis.

PREVIOUS PROFESSIONAL EXPERIENCE

Postdoctoral Researcher, North Carolina State University, Raleigh, NC

Non-mutagenic light-fast colorant design. Molecular modeling, design, and synthesis of safer novel dyes and pigments including metal complex dyes that pass the Proval modified Ames mutagenicity test.

Intern Laboratory Assistant, Courtaulds Plc, London, UK

New Cellulosic Fiber Development Tencel®. Courtaulds also sponsored my undergraduate studies.
Laboratory Assistant, Imperial Chemical Industries Ltd, Brantham, UK

Laboratory Assistant, Imperial Chemical Industries Ltd, Brantham, UK

Digital imaging and electronic photography research. Dye diffusion thermal transfer imaging. Coating formulation.

EDUCATION

Ph.D., Fiber and Polymer Science, North Carolina State University, Raleigh NC

B.Sc. (Hons.) Colour Chemistry, University of Leeds, Leeds UK

Mutual Gains Approach to Technology Negotiation, Harvard Law School Program on Negotiation

PROFESSIONAL ACTIVITIES

Inventor: 20 issued US Patents; additional US Patents in prosecution

Georgia State University IP Initiative. Co-Chair of the Atlanta IP Think Tank. Output published in IAM Magazine

Newell Rubbermaid steering committee for formation of employee diversity networks for Newell Rubbermaid

Chartered Colorist (C.Col.) since 2002 and member of the *Society of Dyers and Colorists* since 1990;

Member of the *American Chemical Society* since 2000. Alternate Counselor for GA Section of the ACS

Manuscript reviewer for the journal *Dyes and Pigments* 1998-2001; Book Review by request in *Color Research & Application* 27 (5) 376-7 October 2002

IAM Magazine Recommended IP Strategist, 2017