

JOHN LAWRENCE ORCUTT

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ACADEMIC EXPERIENCE

- Aug. 2001 to Present **UNIVERSITY OF NEW HAMPSHIRE SCHOOL OF LAW**, Concord, NH
Professor of Law (granted tenure in 2005)
Associate Dean for Faculty Research (served from March 2009 – June 2012)
- Courses Taught:** Business Associations Sales-Article II Valuation and the Law
 Contracts Securities Regulation
 Mergers & Acquisitions Start-up Company Finance
- Honors:** Selected UNH Law's "Teacher of the Year" six times (2013, 2008, 2007, 2006, 2005, and 2004)
- Mar. 2014 to May 2016 **UNIV. OF NEW HAMPSHIRE PAUL COLLEGE OF BUSINESS AND ECONOMICS**, Durham, NH
Adjunct Professor for the MBA Program
Course Taught: Entrepreneurial Law
- Dec. 2015 and 2016 and May 2017 **EAST CHINA UNIVERSITY OF POLITICAL SCIENCE AND LAW**, Shanghai, China
Visiting Lecturer
Courses Taught: Intellectual Property Valuation, Analytics, and Decision Making
 Advanced IP Monetization and Management Strategies
- Summers 2013 – 14 **AUSTRAL UNIVERSITY LAW SCHOOL**, Buenos Aires, Argentina
Taught in Austral's Regional Master Program
Course Taught: Foundations for Patent and Technology Valuation
- Summers 2002 and 2004 – 06 **TSINGHUA UNIVERSITY LAW SCHOOL**, Beijing, China
Taught in Tsinghua/UNH Law Summer Intellectual Property Institute
Course Taught: Foreign Direct Investment in China

FINANCE EXPERIENCE

- Oct. 1997 to Feb. 2001 **ROBERTSON STEPHENS**, San Francisco, CA
Robertson Stephens was the subsidiary investment bank of FleetBoston Financial (now Bank America) and was a leading investment bank for technology and other rapid-growth companies.
- Principal, Head of West Coast Telecom Services Investment Banking* (Mar. 2000 – Feb. 2001)
- Principal, Chief Administrative Officer for the M&A Group* (Mar. 1999 – Feb. 2000)
- Associate General Counsel* (Oct. 1997 – Feb. 2000)

LEGAL EXPERIENCE

- Sept. 1993 to Sept. 1997 **SHEARMAN & STERLING**, New York, NY and Paris, France
Shearman & Sterling is a leading global law firm.
- Corporate Finance Associate*
I worked in Shearman & Sterling's New York, NY office (Sept. 1993 to Aug. 1995) and its Paris, France office (Sept. 1995 to Sept. 1997). I worked on a wide range of public and private, U.S. and international, equity and debt offerings, representing both issuers and investment banks. My particular specialty was registered offerings of European companies involving dual listings in Europe and the United States.

RECENT IP VALUATION AND COMMERCIALIZATION EXPERIENCE

Jan. 2012 to Present	<p>IP VALUATION ASSOCIATES, Concord, NH <i>Founder and Partner</i> IPVA is an intellectual property consulting firm that provides intellectual property valuations, develops customized valuation models and analytics for intellectual property assets, trains intellectual property professionals, and advises government officials on intellectual property policy matters.</p>
June 2015 to Present	<p>WORLD INTELLECTUAL PROPERTY ORGANIZATION (WIPO) <i>Instructor</i> I teach courses on intellectual property valuation for WIPO in programs it holds throughout the world.</p> <ul style="list-style-type: none"> • <i>Advanced Technology Licensing Program</i>, Ho Chi Ming, Vietnam (Sept. 2017). • <i>Danube Innovation Partnership IP Commercialization and Technology Transfer Summer School</i>, Budapest, Hungary (Sept. 2015). • <i>Advanced Training Program on Successful Technology Licensing</i>, Jakarta, Indonesia (June 2015).
Feb. 2015 to Present	<p>Public Intellectual Property Resource for Agriculture (PIPRA) <i>Instructor</i> I teach courses on intellectual property valuation for PIPRA in its annual license academy as well as some of its overseas workshops.</p> <ul style="list-style-type: none"> • <i>Annual License Academy at U.C. Davis</i>, Davis, CA (June 2012 and 2014-2018). • <i>Chilean Workshop</i>, Santiago, Chile (May 2018). • <i>Argentine Workshop</i>, Buenos Aires, Argentina (June 2017). • <i>Chilean Workshop</i>, Concepcion, Chile (Feb. 2015). • <i>Thai Workshop</i>, Bangkok, Thailand (July 2016 and 2017).
Apr. to Oct. 2015	<p>MINISTERIO DE CIENCIA, TECNOLOGÍA E INNOVACIÓN PRODUCTIVA, Buenos Aires, Arg. <i>Researcher and Adviser</i> I worked with a team that advised the Argentine government on “open innovation” strategies and other techniques to increase innovation commercialization in Argentina.</p>
Apr. 2015 to Dec. 2016	<p>ASSOCIATION OF UNIVERSITY TECHNOLOGY MANAGERS (AUTM), Deerfield, IL <i>Curriculum Developer</i> I helped AUTM with its intellectual property valuation curriculum.</p>

DIRECTOR/BOARD POSITIONS

July 2014 to Present	<p>LIVE FREE AND START <i>Advisory Council</i> The Live Free and Start initiative was launched by Governor Maggie Hassen in 2014 to improve the environment for startups in New Hampshire. I am the only academic on the committee.</p>
Aug. 2001 to Oct. 2016	<p>NEW HAMPSHIRE INNOVATION RESEARCH CENTER <i>Oversight Committee Member</i> The New Hampshire Innovation Research Center provides funding to improve the innovative capacity of New Hampshire businesses by increasing the university/industry linkage in the state.</p>

DIRECTOR/BOARD POSITIONS (CONT.)

Nov. 2004 to Mar. 2014	NEW HAMPSHIRE EPSCoR STATEWIDE COMMITTEE <i>Statewide Committee (served as Chair from Mar. 2008 to Apr. 2011)</i> The goal of EPSCoR, which stands for Experimental Program to Stimulate Competitive Research, is to maximize science and technology resources through partnerships among universities, industries, state government, and federal R&D agencies.
Jan. 2010 to May 2012	GREEN LAUNCHING PAD <i>Management Committee</i> The Green Launching Pad was a business accelerator for emerging green technology companies in New Hampshire.

EDUCATION

Aug. 1990 to May 1993	UNIVERSITY OF CALIFORNIA, BERKELEY, BOALT HALL SCHOOL OF LAW Juris Doctor Degree
Aug. 1986 to May 1990	UNIVERSITY OF CALIFORNIA, BERKELEY B.A. in Legal Studies with Minor in French

ACADEMIC SERVICE

Peer reviewer for the *Stanford Technology Law Review* and the *International Journal of Emerging Markets*.

BAR MEMBERSHIPS

New York Bar, First Judicial Department

LANGUAGES

Fluent in French

VOLUNTEER ACTIVITIES

Special Olympics partner

PUBLICATIONS

Books

SECURITIES REGULATION FOR STARTUPS (Carolina Academic Press – forthcoming).

INTELLECTUAL PROPERTY VALUATION MANUAL FOR ACADEMIC INSTITUTIONS (WIPO – forthcoming) (co-authored with William Murphy and Chris Frerking).

PATENT VALUATION: BETTER DECISION MAKING THROUGH ANALYSIS (Wiley Finance – 2012) (co-authored with William Murphy and Paul Remus).

SHAPING CHINA'S INNOVATION FUTURE: UNIVERSITY TECHNOLOGY TRANSFER IN TRANSITION (Edward Elgar Publishing – 2010) (co-authored with Hong Shen).

Book Chapters

Intellectual Property Valuation in INTELLECTUAL CAPITAL READINESS: THE USE OF INTANGIBLES TO ACCESS CAPITAL MARKETS – AN INTRODUCTION FOR BUSINESS AND INVESTORS (World Intellectual Property Organization – forthcoming) (co-authored with William Murphy).

PUBLICATIONS (CONT.)

Law Review Articles

Using Valuation-Based Decision Making to Increase the Efficiency of China's Patent Subsidy Strategies, 2013 CARDOZO LAW REVIEW DE NOVO 116 (2013) (co-authored with William Murphy).

The Case Against Exempting Smaller Reporting Companies from Sarbanes-Oxley Section 404: Why Market-Based Solutions are Likely to Harm Ordinary Investors, 14 FORDHAM JOURNAL OF CORPORATE & FINANCIAL LAW 325 (2009).

Improving the Efficiency of the Angel Finance Market: A Proposal to Expand the Intermediary Role of Finders in the Private Capital Raising Setting, 37 ARIZONA STATE LAW JOURNAL 861 (2005).

Investor Skepticism v. Investor Confidence: Why the New Research Analyst Reforms Will Harm Investors, 81 DENVER UNIVERSITY LAW REVIEW 1 (2003).

Policy Reports

PLATAFORMAS ABIERTAS PARA TECNOLOGÍAS ESTRATÉGICAS: RELEVAMIENTO, ANÁLISIS DE PRE-FACTIBILIDAD Y PROPUESTA DE DISEÑO DE MODELO CONCEPTUAL (2015) (contributing author on a report submitted to Argentine government on “open innovation” strategies and other techniques to increase innovation commercialization in Argentina).

IMPROVING NEW HAMPSHIRE’S STARTUP ENVIRONMENT (2014) (co-authored study with Ross Gittell).

CENTRO DE GESTIÓN DE INNOVACIÓN Y CONOCIMIENTO: RELEVAMIENTO, ANÁLISIS Y PROPUESTA DE DISEÑO INSTITUCIONAL Y OPERATIVO (2013) (contributing author on a report submitted to Argentine government regarding innovation center strategies).

SCIENCE AND TECHNOLOGY PLAN: SHAPING NEW HAMPSHIRE’S ECONOMIC FUTURE (Oct. 2011) (co-authored study with Ross Gittell).

Blog Posts

Understanding Convertible Notes, LIVE FREE AND START BLOG (April 15, 2018).

From the Dawn of the Information Age to New Hampshire’s Live Free and Start Launch . . . It all Starts with Taxes, LIVE FREE AND START BLOG (September 1, 2016).

SELECT CONFERENCE AND PAPER PRESENTATIONS

IP Finance for Startups, CHINA PATENT ANNUAL CONFERENCE, Beijing, China, Aug. 21, 2018.

Financing Innovation, FORUM OF SHANGHAI ASSOCIATION FOR SCIENCE AND TECHNOLOGY, Shanghai, China, May 12, 2017.

Open Innovation and Collaborative Platforms: Legal Issues, WORKSHOP ON ESTABLISHING AN OPEN PLATFORM FOR STRATEGIC TECHNOLOGIES IN ARGENTINA (sponsored by Argentine Ministry of Science and Technology and Austral University), Buenos Aires, Argentina, July 6-7, 2015.

Building and Protecting Intellectual Property: Valuing your Company’s Most Important Assets, NEW ENGLAND CORPORATE COUNSEL ASSOCIATION, Boston, MA, February 4, 2015.

Patent and Technology Valuation, PROGRAM SPONSORED BY REGISTRO NACIONAL—REPÚBLICA DE COSTA RICA AND UNIVERSIDAD DE COSTA RICA, Curridabat and San José, Costa Rica, December 9–13, 2013.

SELECT CONFERENCE AND PAPER PRESENTATIONS (CONT.)

Seeking IP Protection in Foreign Markets (panel discussion), McDERMOTT WILL & EMORY 2013 INTELLECTUAL PROPERTY SYMPOSIUM, Chicago, IL, June 13, 2013.

Government Support of Innovation in China, CONFERENCE ON CHINA'S NEW ENVIRONMENT FOR INTELLECTUAL PROPERTY—FORDHAM INTELLECTUAL PROPERTY LAW INSTITUTE, New York, NY, Apr. 11, 2012.

Shaping China's Innovation Future, CHINA GOES GLOBAL CONFERENCE—HARVARD KENNEDY SCHOOL, Cambridge, MA, Oct. 10, 2011.

Science and Technology Plan: Shaping New Hampshire's Economic Future (with Prof. Ross Gittell), NH EPSCOR ANNUAL CONFERENCE, Manchester, NH, June 10, 2011.

Patent Valuation and Technology Commercialization Strategies, CONICET PROGRAM (Argentine Ministry of Science), Buenos Ares, Argentina, Sept. 13-17, 2010.

New Hampshire in the Innovation Economy: A Plan to Increase Innovation and Technology-Based Economic Development in New Hampshire (with Prof. Ross Gittell), FORUM ON THE FUTURE, Manchester, NH, April 21, 2010.

Technology Commercialization Strategies for Chinese Universities, INTERNATIONAL SEMINAR ON INTELLECTUAL PROPERTY AND ENTERPRISE COMPETITIVENESS AT THE 9TH HIGH-TECHNOLOGY FAIR (sponsored by the Intellectual Property Development and Research Center of China's State Intellectual Property Office), Chongqing, China April 9, 2010.

Technology Commercialization by Chinese Universities: Lessons for Improving IP Enforcement: Talks given to Chinese delegations at UNH Law on March 16, 2010 and on September 25, 2009.

The Importance of Developing Linkages between Core Innovation System Actors, FIRST ANNUAL NEW HAMPSHIRE EPSCOR STATE CONFERENCE, Plymouth, NH, June 3, 2009.

Why Does Counterfeiting Occur? A Holistic Look at Reducing the Problem, ANTI-COUNTERFEITING SUMMIT (under the auspices of the Egyptian Ministry of Supply and Internal Trade), Cairo, Egypt, May 4, 2005.