

OCEAN TOMO

CONTRACT COMPLIANCE & LICENSE MANAGEMENT



OCEAN TOMO®
INTELLECTUAL CAPITAL EQUITY®

Monitoring compliance with contractual arrangements (License Agreements) and the identification of understated revenues (royalties & licensing fees) related to these contractual arrangements have previously been outside of management's main focus or overlooked during the allocation of resources. In today's licensing environment, these issues coupled with the controls and procedures necessary to facilitate accurate royalty reporting receive significant consideration in the negotiation and execution of a license agreement.

Attention to these issues are front and center as a means of increasing return on research and development investment and thus enhancing either stakeholder or shareholder value. The issues are of great concern to local, national and international companies, universities and research foundations as technological advances and globalization create environments where having a proactive rather than a reactive attitude is not only profitable, but also necessary in order to maximize return on investment.

With revenues from the licensing of intellectual property rights surpassing \$115 billion, our Royalty Audit Contract Compliance and License Management services provide a complete package of strategic license portfolio monitoring and auditing as well as assistance with portfolio management. Ocean Tomo assists its clients in both improving revenue streams by securing compliance with licensing and other related business contracts as well as creating procedures to manage revenue payments and attract additional licensees.

SERVICES PROVIDED:

- Processing of License Agreement Royalty and Fee Remittances
- Auditing and testing compliance with fiscal obligations of license agreements
- Assessment of historical license fiscal compliance and identification of audit opportunities
- Consultation on settlement of claims for unpaid or underpaid royalties/fees and whether or not litigation needs to be considered
- Facilitation of additional licensing opportunities through auction

BENEFITS:

- Reduction of direct out of pocket costs for processing royalty and fee remittances, as well as monitoring licensee compliance with fiscal obligations
- Near term and ongoing positive impact on financial performance
- Allows for internal focus on core competencies and strategic focus
- Enhanced process and controls to mitigate risk of errors due to negligence or breach of fiduciary duty claims

About Ocean Tomo

Ocean Tomo, the Intellectual Capital Merchant Banc™ firm, provides financial services related to intellectual property and intangible assets including financial expert testimony, valuation, strategy consulting, patent analytics, investment advisory, innovation management consulting and transaction brokerage.

Collectively, Ocean Tomo professionals have:

- Executed over 1000 engagements involving IP worth in excess of \$10 billion;
- Successfully closed transactions where disruptive technology played a key role, with cumulative value in excess of \$750 million;
- Conducted over 300 valuation engagements and 500 financial damages expert testimony engagements.

Ocean Tomo assists clients – corporations, law firms, governments and institutional investors – in realizing Intellectual Capital Equity® value broadly defined.

Contact

JUSTIN LEWIS - MANAGING DIRECTOR

Mr. Lewis' over 20 years of consulting experience includes the analysis and quantification of economic damages in over a hundred matters. Mr. Lewis performed audits for two years with a big five accounting firm of the financial statements for both private and public companies. He is an experienced forensic accountant, conducting investigations in securities litigation matters including matters involving fortune 500 companies.

SID RATTNER - SENIOR ADVISOR

Throughout his career, Sid has been responsible for more than 250 royalty and other contract-based compliance engagements or royalty audits. He has served, as an expert witness in both an arbitration and litigation matter involving underpaid royalties. His royalty audit work has been on behalf of Fortune 500 companies, leading US universities and US Federal agencies. His experience in conducting and overseeing royalty audits spans a wide range of technologies, including: consumer electronics and manufacturing, pharmaceuticals, medical devices and software, as well as other licensed products. He has conducted royalty audits in the United States, Japan, China, Taiwan, South Korea, Thailand, Russia and several European countries.



CONTACT

Justin Lewis

Managing Director
+1 415.946.2610
jlewis@oceantomo.com

Justin Lewis is an experienced expert who has testified in both federal and state court. He is a Managing Director in Ocean Tomo's Expert Services practice and leads the firm's San Francisco office, Risk Management and License Compliance practices.



CONTACT

Sid Rattner

Senior Advisor
+1 312.327.8020
srtattner@oceantomo.com

Sid Rattner, Senior Advisor to Ocean Tomo, oversees Royalty and License Compliance services. Sid has over 22 years experience performing royalty audits and their related matters.

