

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

Established in 2003, Ocean Tomo, LLC provides Financial Expert, Management Consulting, and Advisory services related to intellectual property (IP) and other intangible assets; corporate accounting investigations; regulatory and reporting obligations; solvency and restructuring; and contractual or competition disputes.

Practice offerings address economic damage calculations and testimony; accounting investigations and financial forensics; technology and intangible asset valuation; strategy and risk management consulting; mergers and acquisitions; debt and equity private placement; and IP brokerage.

Our services are built upon more than three decades of experience in the most rigorous venues – state, federal, and international courts. Our financial, market, and technical experts provide a unique understanding of the contributory value of proprietary innovation. This is the cornerstone of our business. This insight permeates every practice and client engagement.

Collectively, Ocean Tomo professionals have:

- Completed over 1000 engagements, including over 300 valuation and 500 financial damages expert testimony engagements
- Consulted and provided expert testimony on some of the highest profile matters over the past decades;
- Successfully closed hundreds of IP sale transactions with a cumulative transaction value well in excess of \$1 billion; and
- Originated more successful IP monetization solutions than any other firm, including creation of the world's oldest and most successful live patent auction.

Our track record of results spans more than 150 different industry segments. Because our past success provides the best indication of our capabilities, we are proud to serve more than 80% of the AM Law 100® and encourage potential clients to seek references from past clients.

Intangible assets comprise 90 percent of business value but are also subject to significant impairment due to enterprise and regulatory compliance risk. Ocean Tomo assists clients – corporations, law firms, governments, and institutional investors – in realizing Intellectual Capital Equity® value broadly defined.

Headquartered in Chicago, Ocean Tomo has offices in Greenwich, Houston, Jacksonville, Reston, San Francisco, and Shanghai. Subsidiaries of Ocean Tomo include Ocean Tomo Investment Group, LLC, a licensed broker-dealer under Federal and State securities law (brokercheck.finra.org Broker Check CRD #: 172912), OTI Data Networks, LLC and Patent Marking, LLC.

## 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



#### CONTACT

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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.



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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.

