



VALUATION FEATURED ENGAGEMENTS

BUSINESS UNIT CONTACTS

FINANCIAL EXPERTS

Michelle J. Avery, CPA, CFF
Managing Director
+1 703.654.1479
mavery@oceantomo.com

MANAGEMENT CONSULTING

Gregory Campanella
Managing Director
+1 415.946.2605
gcampanella@oceantomo.com

ADVISORY

Ryan Zurek
Managing Director
+1 312.327.8006
rzurek@oceantomo.com

STRATEGIC PARTNERSHIPS

James E. Malackowski
Senior Managing Director
+1 312.327.4410
jmalackowski@oceantomo.com

Andrew W. Carter
Senior Managing Director
+1 312.327.4420
acarter@oceantomo.com

VALUATION

LICENSE NEGOTIATION

Background

Ocean Tomo was retained by a publicly traded enterprise mobility and networking company in the context of an existing licensing negotiation to provide intellectual property analytics and valuation services.

Engagement

Our client was approached to take a license to a patent portfolio owned by a competitor that focuses on consumer and enterprise mobile hardware and software. The initial phase of the project included a review of both patent portfolios to identify areas of interest to the licensor and licensee.

Results

The goal of our work was to provide the client with a strategic assessment of its current patent position in relation to the potential licensor. We then focused on a quantitative analysis to assist our client in considering various licensing scenarios to prepare for its negotiation. Our client was satisfied that our independent analytics and valuation work product better positioned them for this negotiation process.

Contact

Gregory Campanella
Managing Director
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gcampanella@oceantomo.com



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VALUATION

LENDING

Background

Ocean Tomo was retained by a strategic finance company that had provided debt capital to a private company focused on high performance enterprise storage. To support its annual investment portfolio review process, the client requested that Ocean Tomo provide a valuation opinion regarding the distressed fair market value of the entity.

Engagement

Ocean Tomo has performed numerous patent valuation projects for this client to support its credit investment decisions. In this matter, our analysis was post-investment as our client had spent material time advising the company on its business strategy and was closely monitoring its financial performance in this highly competitive segment of the industry.

Results

We provided our client with a valuation that not only assisted it in meeting the requirements of its investment portfolio review process, but also provided insight into the forward-looking significance of specific financial characteristics of the subject company. Concluding our work, the client maintained its investment position and assisted the company in raising additional capital necessary to continue its business plan.

Contact

Gregory Campanella

Managing Director

+1 415.946.2605

gcampanella@oceantomo.com

DIVESTITURE



Background

Ocean Tomo was retained by a large research and technology foundation to leverage our experience advising clients on the transaction/divestiture of intellectual property related to early-stage technologies.

Engagement

We prepared a valuation of a US patent portfolio related to advanced voice recognition technology as part of a transaction opportunity. Given the nascent stage of the technology, it was imperative that Ocean Tomo work intimately with the client and utilize internal resources to fully comprehend the current and future potential for the underlying technology, as well as the risks inherent in its adoption into discrete commercial and consumer applications.

Results

We provided our client with a valuation opinion that assessed the fair market value of the technology while also advising our client on pragmatically managing the negotiation discussions with the potential acquirer.

Contact

Gregory Campanella
Managing Director
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gcampanella@oceantomo.com



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INTELLECTUAL PROPERTY VALUATION

JOINT VENTURE PLANNING

Background

Ocean Tomo was retained by an electronics components company that would provide capital equal to the intellectual property (IP) contributions of a private flexible electronics company in a newly formed joint venture. The client requested that Ocean Tomo provide a valuation opinion regarding the fair market value of the IP. Ocean Tomo was retained based on our experience in advanced materials.

Engagement

As the technology being considered for the joint venture had only partial proof of concept, it was imperative that the analysis account for risks and expenses related to developing the commercial product.

Results

We provided our client with a valuation assessment that considered a path to commercialization, with financial and technology-related input from both sides of the potential venture. Our client, satisfied with our deliverable, continued to negotiate the appropriate structure of the potential venture.

Contact

Gregory Campanella

Managing Director

+1 415.946.2605

gcampanella@oceantomo.com

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 nearly 90% 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.

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