



INTELLECTUAL PROPERTY SERVICES

SOLVING THE WORLD'S COMPLEX
INTELLECTUAL PROPERTY
CHALLENGES

NATHAN

Outstanding results delivered by deeply experienced intellectual property professionals

Modern businesses face a competitive landscape with numerous intellectual property-related challenges. These include the need to understand the value of their proprietary IP, strategic advice on maximizing the value of their IP, valuation expertise related to the acquisition, sale or licensing of IP assets, and expert testimony for litigation. Very few companies are isolated from these IP challenges. They persist across a broad range of industries and technology sectors, including telecommunications and mobile devices, pharmaceuticals and biotechnology, medical devices, internet services, and consumer products, among others.

Clients seeking impactful, lasting results benefit from Nathan's world-class expertise in intellectual property dispute resolution and advisory services. Our experts have deep experience in the development of rigorous and defensible damages opinions that are used in intellectual property litigation, including patent, trademark and copyright infringement disputes, licensing transaction disputes and Hatch-Waxman (ANDA) cases. Our experts also provide advisory services leveraging our hands-on corporate licensing and strategic IP management backgrounds to provide the business results that clients need.

Nathan's Intellectual Property team includes recognized industry leaders to meet the expanding needs of our clients in the intellectual property sphere. Backed by real-world corporate experience and a deep understanding of the economic and business issues facing our clients, our experts have testified in federal and state courts and numerous arbitration proceedings across the United States and internationally, and in International Trade Commission hearings. We deliver our results efficiently and cost-effectively, and we are proud to have numerous clients who recognize our value with repeated engagements.

STRATEGIC DECISIONS

Nathan's Intellectual Property team has experience working with clients through all stages of a company's intellectual property strategy. With broad experience, Nathan's team advises clients in valuing their intellectual property and making strategic decisions about licensing, purchasing and selling, and litigating their assets.

In litigation matters, Nathan's team has a proven history of helping clients achieve positive results, assisting in all stages of the litigation process, from discovery to expert reports and depositions to trial testimony, and settlement negotiations.

Nathan's Intellectual Property team of industry-leading professionals provides the expertise necessary to meet the expanding needs of our clients across the full complexity of intellectual property challenges.

Michael J. Dansky
Senior Vice President

INDUSTRY LEADING ADVISORS

Nathan's long-standing expertise in economic and market analyses is the foundation of our work in matters related to patent, copyright, trademark, and trade secret infringement, including lost profits and reasonable royalties; FRAND licensing terms; damages in unjust enrichment and unfair competition; false advertising and inventorship disputes; irreparable harm and commercial success; and a wide range of transactional disputes. Also, we advise clients on the strategic deployment and value of their intellectual property assets, including due diligence in transactions and strategic monetization services.

Protect and value your intellectual property

The significance of intellectual property is only increasing over time. The legal requirements for delivering expert testimony is becoming increasingly complex, having rapidly changed in recent years. Nathan's experts are highly experienced and deeply knowledgeable on industry best practices and methodologies that provide lasting results. Our real-world experience sets us apart and enables us to achieve desired outcomes in matters critical to our clients' success.

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Russell W. Mangum III
Senior Vice President

Nathan provided an expert report and deposition testimony for the plaintiff in a case related to technologies used in smartphones, addressing the considerations of the parties at the hypothetical negotiation in a Georgia-Pacific analysis, including the analysis of the benefits enabled by the asserted patents and customary industry licensing practices. Following our work, the case settled favorably for our client.

Nathan provided expert reports and testimony at a preliminary injunction hearing for the plaintiff on the issues of irreparable harm, the balance of hardships, and the public interest related to a pharmaceutical patent. The plaintiff's motion for a preliminary injunction was granted and the case settled favorably for our client.

Our experts advised a private equity investor and performed due diligence relating to the value of an extensive portfolio of cellular infrastructure patents in which the client was considering a significant investment. Based on our analysis, the client ultimately decided to move forward with the transaction.

On behalf of a defendant in a patent infringement suit, we identified an acquisition target patent that enabled the client to file a counterclaim. We negotiated an acceptable transaction price and closed the sale in a matter of weeks. Armed with the acquired patent the defendant was able to settle the litigation on very favorable terms quickly.

WHY NATHAN?

- Deep experience across numerous technologies and market sectors
- Expertise in quantifying reasonable royalty damages and lost profits in design and utility patent, FRAND, copyright, trademark, and trade secret matters
- History of negotiating hundreds of licensing, asset sale, joint development, and other IP-related business transactions
- Expert services provided for both plaintiffs and defendants
- Professional qualifications including Certified Licensing Professional, Certified Public Accountant, and Chartered Financial Analyst designations and academic qualifications including Ph.D. degrees in economics.

With vast, hands-on experience in IP litigation, IP transactions, the development and execution of IP strategies, and the valuation and assessment of a full range of intellectual property, in a wide variety of contexts and in an extensive range of technology areas, Nathan's seasoned team of professionals delivers the concise, robust, and defensible results clients need for their intellectual property challenges.



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ABOUT NATHAN

Nathan is a private international economic and analytics consulting firm that works with government and commercial clients around the globe to deliver practical solutions and achieve lasting results. Whether building frameworks for economic growth or navigating regulatory hurdles, securing infrastructure financing or evaluating and assessing disputes, Nathan's experts serve as trusted partners, offering clients the analysis, technical advice, and strategies they need for sound decision-making. Known for both technical and service excellence, Nathan has corporate offices in the US, UK, and India and more than 40 program offices around the world. More information about Nathan can be found at nathaninc.com



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Trusted for Excellence