

Kumar, Vinod

Vice President, Business Development – Conversant Intellectual Property Management Inc
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Vinod Kumar leads Conversant's patent acquisitions and business expansion activities. He focuses on identifying new licensing markets, developing innovative monetisation and business models, forming partnerships with large IP owners and supporting Conversant's licensing teams in strengthening current licensing programmes.

He is closely involved in the rapid expansion of the company's patent portfolio. In assessing more than 200,000 patents in recent years, Mr Kumar and his team have built deep expertise in the efficient assessment of patents and monetisation potential, spanning multiple technologies and markets.

A well-versed technology and patent generalist, Mr Kumar's expertise and reputation flow from his thought leadership, strategic acumen, business case assessment and renowned negotiation skills. Clear thinking, creative approaches to business challenges, ethical business practices, strong relationships and a sophisticated understanding of industry dynamics are core to his success.

Mr Kumar recognises the importance of developing and supporting the company's teams, which he considers to be among the best in the industry. His career highlights at Conversant include helping to build the company's substantial patent portfolio, starting several new licensing programmes and developing new business models to keep pace with the changing industry.

With over 14 years' IP experience, he is well known in the industry and a frequent speaker at industry events. He joined Conversant in 2005 and assumed his current role in 2012. Prior to this, he worked at Chipworks, a leading IP consulting and reverse engineering firm. He also worked for over 15 years in business development roles for multinationals, including Digital and Philips.

Mr Kumar holds a BE in electronics and communications from the University of Roorkee in India and an MBA in international business from the Australian School of Business.

Sectors

- IP auctions
- IP management consultancy
- Licensing
- Technology transfer
- Valuation



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Leading the Way

Conversant executive team members are among the world's leading IP strategists



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Lindgren, John

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John Lindgren is one of the industry's most experienced and respected licensing executives, with an extensive background in both IP law and electrical engineering.

Under Mr Lindgren's strategic leadership, Conversant has emerged as a world-leading, growth-oriented IP management services company. By focusing on forming partnerships, acquiring patents, providing management services and patenting the company's own inventions, Mr Lindgren has boosted Conversant's portfolio from fewer than 800 patents and applications in 2006 to more than 12,500 under management today.

In 2011 Mr Lindgren guided the company's acquisition by a consortium of investors led by Sterling Partners, a US private equity firm with \$5 billion in assets under management. This transaction marked the first take-private of a publicly traded IP company.

Prior to joining Conversant in 2006, Mr Lindgren enjoyed a 20-year career with Texas Instruments Incorporated (TI). Virtually his entire career at TI involved patent licensing. In his last role, as vice president and assistant general counsel, Mr Lindgren headed TI's asymmetric digital subscriber line patent licensing programme and managed a team of 28 lawyers that supported the Application Specific Products group, including TI's market-leading digital signal processor business. For many years, Mr Lindgren headed the offence portion of TI's successful semiconductor licensing programme. He began as a TI reliability engineer, working on integrated circuits and performing reverse engineering on competitors' chips to help prove patent infringement.

Mr Lindgren holds a JD from Southern Methodist University School of Law, where he graduated *magna cum laude* and was editor in chief of the *SMU Law Review*. He earned an MSEE from Southern Methodist University School of Engineering and Applied Science, and a BSEE from Duke University School of Engineering. Mr Lindgren is a member of the Texas Court of Appeals for the Federal Circuit and the US patent and trademark bars.



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Professional associations

- Ashbury College
- CAIL
- Court of Appeals for the Federal Circuit Bar
- State Bar of Texas
- US Patent and Trademark Bar

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Burt, Scott

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Scott Burt leads Conversant's legal professionals, including the corporate counsel and secretarial functions, litigation and patent prosecution. In that role he keeps his eye on the overall business objectives of any matter and keeps the legal issues in that business context. Mr Burt also heads Conversant's public policy initiatives, and in 2013 led the development of its patent licensing principles. As a participant in many patent licensing negotiations, he understands Conversant's responsibility to be involved in the conversation about the principles underlying responsible patent licensing and to be a part of the solution to the problems caused by the bad apples.

Mr Burt joined Conversant in 2012 and was named to his current role in 2014. He spent 21 years at Jones Day, one of the top IP firms in the United States and globally, where he led a diverse IP and technology practice focused on complex litigation, IP counselling and IP transactions. In the patent enforcement and litigation area, Mr Burt's practice emphasised patent analysis, global litigation and dispute resolution for clients in electronics, software, communications and other industries. In 1992 he drafted the complaint for what is believed to be the first patent infringement case filed in the now-renowned US District Court for the Eastern District of Texas, specifically to take advantage of that court's procedures.

Mr Burt holds a JD, Order of St Ives, from the University of Denver, and a BA in mathematics with computer science from the University of Colorado. He regularly publishes in professional journals and frequently speaks at conferences. Mr Burt belongs to the Licensing Executives Society, the American Intellectual Property Law Association and the Intellectual Property Owners Association, and was named an Illinois Super Lawyer – IP Litigation in 2005 and 2006.



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