

**“Growth financing”**  
**High-growth technology business forum**  
**16 March 2023**  
**17.00-18.00 CET (main event)**  
**18.00-19.00 CET (meet the speaker session)**

**Thursday, 16 March 2023**

**17.00 Introduction**

**Thomas Bereuter**, Programme area manager, Business Support, European Patent Academy, EPO

**Dana Colarulli**, Executive director, LESI

**17.05 Growth financing forum**

Live case study presenter: **Eugene Shteyn**, IP strategist and educator, inventor and entrepreneur, Silicon Valley (USA)

Expert panel chair: **Willem Bulthuis**, Founder and CEO, Corporate Ventures Advisory GmbH (Germany)

Expert: **Stephan Rauscher**, Co-founder and managing director UNI-X, Earlybird Venture Capital (Germany)

Expert: **Sung-wook Kim**, Partner Attorney, NAM & NAM (South Korea, USA)

Expert: **Martin Wilming**, Swiss/European Patent Attorney; Partner, Hepp Wenger Ryffel (Switzerland)

**18:00 Meet the speakers (optional)**

**19:00 End of the event**

## Case-study presenter biography



### **Eugene Shteyn**

IP strategist and educator, inventor and entrepreneur

Silicon Valley, USA

Eugene is an experienced inventor, entrepreneur, IP licensing professional and educator with decades of involvement in developing and implementing intellectual property strategies.

Currently, Eugene is a partner at Blackwood Healthcare Breakthroughs, LLC, a US-based VC firm investing in early-stage startups. He also teaches courses such as Business Model Innovation and Principles of Invention and Innovation for Stanford University's Continuing Studies Program. Eugene has previously held senior positions at several Fortune 500 companies – including as Director, Intellectual Property Licensing at Hewlett Packard, a company with the world's third largest IP portfolio. Eugene is co-author of Scalable Innovation: A Guide for Inventors, Entrepreneurs, and IP Professionals.

## Case study description

At investment rounds and exits, the valuation of a high-growth technology business is heavily influenced by the strength of its IPR portfolio. This forum looks at two key challenges which many technology ventures and their investors face. Firstly, how to build a strong patent portfolio early, fast and within budget, with special focus on the use of "provisional" patent applications. And secondly, how to enable investors to assess the value of a patent portfolio in an emerging technology field.

We are using the real-life case study of the US company Ambature, founded in 2007 and now owner of an impressive patent portfolio in the field of high-temperature superconductivity. Eugene Shteyn, the Silicon-Valley based innovation and IPR expert who drove Ambature's initial patent strategy, presents the case study. He is then joined by venture-capital and IPR experts from around the world for a panel discussion.



**Thomas Bereuter**

Programme manager, Business Support  
European Patent Academy, EPO  
Munich, Germany

**Short biography**

Thomas is a certified licensing professional (CLP) with over 20 years of experience in the international commercialisation of early-stage technologies. He has founded and supported several high-tech start-ups and university spin-offs. He also led the business incubation and technology transfer waves in Austria in the early 2000s.

**Full biography**

Thomas Bereuter manages the Innovation Support programme area of the EPO's European Patent Academy. He is a Certified Licensing Professional (CLP) with more than 20 years' experience in the international commercialisation of early-stage technologies. He has successfully managed international licensing and technology divestment deals and has founded and supported high-tech start-ups and spin-offs as CEO, advisor and coach. Thomas gained initial experience of technology commercialisation as an inventor, founding a venture capital-financed start-up. Leading the business incubation and technology transfer waves in Austria, he established an internationally recognised academic incubator as well as a technology exploitation office. Thomas lectured at several universities before joining the EPO in 2013.



**Dana Colarulli – Host**  
Executive Director at LESI  
USA

### **Short biography**

Dana is an attorney and senior government affairs professional, with more than two decades of experience working on legal-related technology policy and intellectual property issues in and with the private sector, the Executive Branch and the U.S. Congress.

### **Long biography**

Dana is an attorney and senior government affairs professional with more than two decades of experience working on legal-related technology policy and intellectual property issues in and with the private sector, the Executive Branch and the U.S. Congress. He is currently serving as the Executive Director of the Licensing Executives Society International (LESI), a global organization of 33 national and regional associations throughout the world and as a Partner at the DC-Based Consulting firm the American Continental Group (ACG).

Most recently, he served as the Director of the Office of Governmental Affairs as a member of the Executive Management team at the U.S. Patent and Trademark Office (USPTO) from 2009 - 2019. Prior to that role, Mr. Colarulli served as Director of Government Relations and Legislative Counsel for the Intellectual Property Owners Association (IPO). He was born in Rhode Island and is a member of the Massachusetts Bar.



**Willem Bulthuis** – Expert panel chair  
Founder and CEO of Corporate Ventures Advisory GmbH  
Munich, Germany

### Short biography

Willem has more than 30 years of executive experience in the global high-tech industry. He is founder and CEO of Corporate Ventures Advisory and venture partner at several VCs. He is also himself a co-founder and board member of multiple ventures.

### Long biography

Willem has been working over 30 years in the global high-tech industry, at companies such as Philips Electronics, NXP Semiconductors, Giesecke & Devrient, and secunet AG. He has held positions such as Global Sales Executive and CTO and has been a member of various management boards. He always has been focused on bringing innovations to market. During his career, both in Europe and in Silicon Valley, he has negotiated complex patent-related deals with leading global high-tech corporations and has himself been granted several patents.

Currently based in Munich, Willem is founder and CEO of Corporate Ventures Advisory, offering curated matchmaking between global B2B ventures and corporate customers as well as investors. He is also co-founder and board member at several high-tech and sustainability start-ups. He works as venture partner and investment manager for VCs and is on the board of the Business Angel Network Germany (BAND).

Willem regularly promotes the importance of IPR for startups and their investors, for example at the EPO high-growth technology business conferences where he is on the steering committee.



## Stephan Rauscher

Co-founder and managing director UNI-X  
Earlybird Venture Capital,  
Germany

### Biography

Stephan is co-founder and managing director of the Earlybird UNI-X Venture Capital Fund, dedicated to Seed Fund investing in the most promising deep-tech startups in Europe. Before that, he founded a regional VC fund at RWTH Aachen and worked in wealth management at UBS Investment Bank in Switzerland, where he had first-class access to the Swiss startup ecosystem. Since 2010, he has been active as investor / business angel in various startups.



**Sung-wook Kim** – Expert panel representative Asia

Partner Attorney, NAM & NAM  
Seoul, Korea

**Short biography**

Sung-wook Kim is partner patent attorney at Nam & Nam, the IP law firm with the longest history in Korea. He has been in charge of technology commercialization projects for SMEs and research institutes. IAM Patent 1000 has selected him as one of the World's Leading Patent Professionals since 2019.

**Long biography**

Sung-wook Kim is a partner patent attorney at Nam & Nam, which is an IP law firm located in Seoul, Korea having the longest history in Korean IP field. He has represented a number of companies from America, Europe, and China before Korean Intellectual Property Office over 15 years and has handled multiple patent dispute cases for domestic and multinational companies.

He has been in charge of technology commercialization projects for Korean SMEs and research institutes for overseas market. During the projects, he was chosen as an IP expert by International Technology Transfer Network established by Chinese government. While working closely with Korean start-ups for IP related matters, he participated in Korean Start-up Forum as one of patent expert members.

Sung-wook Kim has given lectures on topics related to IP and technology commercialization for domestic/multinational companies and universities. He has been selected as one of the World's Leading Patent Professionals by IAM Patent 1000 since 2019.



## **Martin Wilming**

Swiss / European Patent Attorney; Partner  
Hepp Wenger Ryffel

### **Biography**

Martin Wilming is a Swiss and European patent attorney with a PhD in bioorganic chemistry. He is a member of the epi's European Patent Practice Committee and of the Standing Advisory Committee before the EPO. Martin is also one of the founding fathers of I3PM, the International Institute for IP Management.