



# **Growth financing with IP**

## **High-growth technology business forum**

Monday, 17 March 2025



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17.00-18.00 CET main event

18.00-19.00 CET optional meet-the-speakers session

### 17.00 Introduction

*Thomas Bereuter*

*Innovation Networks Manager, European Patent Academy, European Patent Office (EPO)*

*Dana Colarulli*

*Executive Director, Licensing Executives Society International (LESI)*

### 17.05 Growth financing forum

Live case study presenters:

**Boris Goranov**

*Founder and CEO of Ubiqu, The Netherlands*

Expert panel chair:

**Willem Bulthuis**

*CEO Corporate Ventures Advisory, Germany*

European expert panel representative:

**Martin Wilming**

*Partner, Hepp Wenger Ryffel AG, Switzerland*

Asia-Pacific expert panel representative:

**Sung-wook KIM**

*Partner / Patent Attorney (KR) / U.S. Attorney at Law (IL)  
NAM IP Group, Seoul, Korea*

North American expert panel representative:

**James E. Malackowski**

*Senior Managing Director, Ocean Tomo, USA*



### 18.00 Meet the speakers (optional)

## Case-study presenter biography

**Boris Goranov**

**Founder and CEO of Ubiqu**

**Delft, The Netherlands**



Boris Goranov has been involved in security since 1999, starting as a white hacker at the Dutch TNO Institute, where he specialised in hacking smart cards. He holds a master's degree in electrical engineering from the Delft University of Technology. Before founding Ubiqu, Boris was responsible for identity-related topics for smartcards and Public Key Infrastructure (PKI) within the security practice of Siemens IT Solutions & Services.

In 2020, Boris founded Ubiqu to develop a security solution that brings smart card-level security to mobile phones in a user-friendly way. Under his leadership, Ubiqu has grown to a team of over 25 people, providing scalable and secure authentication tokens to leading identity providers, telecom operators, banks, and governments. He is also actively involved in setting international standards in this field.

### Live case study description

A strong intellectual property (IP) portfolio is a key asset for fundraising and can also serve as a foundation for licensing, creating revenue streams. This forum offers unique insights into the growth journey of a cybersecurity venture - how it built its IP portfolio as a software company and the role this played in securing investment enabling growth and negotiating licensing agreements.

This live case study will be presented by Boris Goranov, founder and CEO of Dutch company Ubiqu, established in 2010. Ubiqu has developed innovative mobile phone security software components to support compliance with the new eIDAS 2 EU regulations on "electronic identification and trust services for electronic transactions", enabling, for example, government-issued digital passports on mobile devices.

Over its 15-year deep-tech journey, Ubiqu has made IP a cornerstone of its business strategy. Boris Goranov will share insights into how the company developed and implemented its IP strategy and how IP supported both fundraising efforts and licensing of its technologies.

A global panel of venture capital and IP experts will discuss key takeaways for leaders of high-growth tech businesses, offering valuable perspectives on the role of IP in scaling software ventures that are protecting their computer implemented inventions.

**Thomas Bereuter**

**Innovation Networks Manager, European Patent Academy, EPO**

**Munich, Germany**



Thomas Bereuter is a Certified Licensing Professional (CLP) with over 25 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. Thomas was also one of the driving forces behind the wave of business incubation and technology transfer in Austria in the early 2000s.

**Dana Colarulli**

**Executive Director, Licensing Executives Society International (LESI)**

**Washington, USA**



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

**Willem Bulthuis – Expert panel chair**

**CEO, Corporate Ventures Advisory**

**Munich region, Germany**



Willem was 30 years in key positions at global high-tech corporations like Philips, NXP Semiconductors and Giesecke & Devrient, in Europe and Silicon Valley. He now brings together ventures, investors and corporates to drive innovation with scalable impact, especially in sustainable energy, transport and construction sectors. Willem organises Venture Capital events, is co-founder and board member at numerous ventures. He developed Teamaturity, a state-of-the-art tool to assess the maturity of founder teams and co-leads the European Innovation Council D2XCEL program.

## **Martin Wilming**

**Swiss / European Patent Attorney**  
**Partner at Hepp Wenger Ryffel**

**Wil, Switzerland**



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.

## **James E. Malackowski**

**Senior Managing Director**  
**Ocean Tomo**  
**North Miami Beach, USA**



James E. Malackowski is a Co-founder and Senior Managing Director of Ocean Tomo, a part of J.S. Held. Ocean Tomo 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.

Mr. Malackowski has substantial experience as a Board Director for leading technology corporations and research organizations as well as companies with critical brand management issues. He is Past President of The Licensing Executives Society International. As an inventor, Mr. Malackowski has more than twenty issued U.S. patents. He is a frequent instructor for graduate studies on IP management and markets. Recently, Mr. Malackowski has lectured on application of intangible asset valuation models to corporate Environmental, Social, and Governance (ESG) standards, including applicability of United Nations Sustainable Development Goals (SDGs) to investment decisions.

**Sung-wook KIM**

**Partner / Patent Attorney (KR) / U.S. Attorney at Law (IL)**  
**NAM IP Group**  
**Seoul, Korea**



Sung-wook Kim is partner at the NAM IP Group, the IP law firm with the longest history in Korea. Skilled in Patent Litigation, Patentability, Intellectual Property, Patent Prosecution, and Patent Law. Strong legal professional focused in Computer Engineering, Electronics and Physics. 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 in 2019.