



SORYN 
IP GROUP, LLC

Soryn IP Group is a patent advisory and litigation finance firm dedicated to building value at every stage of the patent lifecycle. Through a unique combination of business, legal and financial acumen, we create, manage, monetize and finance the IP operations of clients ranging from promising start-ups to prestigious universities to billion dollar corporations.

Introduction

Welcome to Soryn IP Group, a patent advisory and litigation finance firm led by a former partner at one of the world's most prestigious law firms and one of the most accomplished innovators in the patent and technology spaces. In response to today's patent market dynamics, our team provides a host of patent-centric services to innovation intensive entities in all technology areas. A testament to our expertise, the Soryn advisory client roster includes Fortune 20 companies, elite universities and award winning technology companies in a host of fields, both in the U.S. and abroad. On the financing front, we continue to deploy significant capital in the IP monetization endeavors of innovators such as universities and corporations, both public and privately held. Given our track record as a principal investor in significant patent-centric financings, and healthy advisory client roster, Soryn continues to lead as one of the few true dealmakers in the IP space.

Whereas many entities in the intellectual property space specialize in only one area (for instance, patent brokering), Soryn's expertise and deal making abilities span several disciplines. The result is bespoke advice and execution tailored to the specific needs of each individual client.

What We Do

Patent Advisory

No matter a company's size, a successful patent operation requires a strategic approach to growing, managing and monetizing the patent portfolio. How should a patent portfolio be developed? How can a patent portfolio be leveraged to raise valuations and promote fundraising? Which patents in a portfolio are valuable and should be further developed, and which patents should be abandoned? What monetization strategies are available, what considerations underlie such strategies and what are the likely outcomes?

Because we specialize at the intersection of patent law, business and technology, these are the questions that Soryn's clients routinely call upon us to answer.

We build patent portfolios. The ability to build substantial patent portfolios that are not only aligned with the business and strategic goals of an organization, but that also evolve with the organization, has traditionally only lied within the largest and most sophisticated technology companies. Why? Because sophisticated patent operations require expert personnel, a robust patent strategy and the financials necessary to execute — characteristics not typically associated with many companies not within the Fortune 500.

As an important initiative of Soryn IP Group, we build the patent portfolios of innovative companies in an array of industries. We typically direct the filing of hundreds of patent applications for clients each year in an array of industries. And in doing so, we not only provide our clients with an elite level of expertise, we also provide them with significantly preferred pricing from nationally recognized patent prosecution counsel. Value, quality and expertise don't typically go hand in hand, especially when it comes to patents, we're proud to be changing the status quo.

We manage patent portfolios. Once patents begin to issue and a portfolio reaches a critical mass, the real heavy lifting must begin. Patents that no longer add strategic value should be abandoned to avoid amassing significant maintenance fee costs. Patents that show promise should be strategically developed through continued prosecution. And certain segments of a portfolio should be strategically monetized, whether through sales, licensing campaigns or other innovative strategies.

Indeed, implementing the right patent strategies is a necessity to not only protect products and minimize expense, but to turn the patent department from a cost center to a profit center. And given the recent regulatory and legal changes in the patent arena, never has there been more of a need for a partner with an expert understanding of the nuanced patent ecosystem. Soryn is proud to be that partner.

We advise on monetization. Given a host of recent legislative and judicial developments, patent monetization has become more difficult than ever. Only a small subset of patents possess monetization potential, and even then all must be done right from the start, as licensing, sales and litigation all possess

very different expense and risk profiles. Through decades of experience in the patent monetization realm, Soryn counsels clients on identifying the most promising assets for monetization, strategically crafting those assets and executing the monetization strategy that most aligns with business objectives of an organization.

We conduct portfolio audits. Many of Soryn's engagements begin with a patent portfolio audit, an indispensable first step in developing patent portfolio action plans. Through this exercise, we take a deep dive into a patent portfolio in order to unearth its strengths and weaknesses, and to understand whether the portfolio achieves alignment with the requisite business objectives. What are the strengths and weaknesses of a portfolio? Are there gaps in the portfolio? Do patent claims suffer from certain esoteric legal problems? Are white spaces and adjacencies being properly captured? These are necessary questions that any technology company, CFO or financial investor with patent specific interests should be asking. And once these questions are answered, actionable steps can be taken to remedy deficiencies, close gaps and chart a course for success.

IP Monetization Finance

In light of recent legislative and political developments it has become exceedingly difficult for innovative companies to leverage their valuable intellectual property to attract investment, defend products and protect market share. And whereas patent licensing deals used to happen in the boardroom, they now happen primarily in the courtroom. Inefficient yet true. That's why we are here to help.

Soryn Capital, a subsidiary of Soryn IP Group, partners with innovative companies possessing valuable intellectual property through a variety of financing arrangements, particularly litigation finance. The advantages of our litigation finance offerings are several-fold. For instance, such structures allow companies to undertake IP and licensing related activities without negatively impacting the income statement or depleting the balance sheet. In many instances, our financing offerings are what make a company's patent licensing program possible in the first place.

We are able to create flexible deal structures and tailor deal terms that fit the specific priorities and circumstances of a company. This makes our investments in patent litigation an attractive option for both companies with limited resources, and entities with ample resources that desire to control expense and share risk.

Soryn Capital is highly selective in choosing cases. We typically do not consider cases where the plaintiff is not the original inventor or assignee of the patents being litigated.

Transactions

Patent Sales

Unlike many patent brokers, Soryn IP Group generally avoids open market sales or “shopping” of patent portfolios. We instead maintain a network of proprietary relationships that rely on Soryn’s expertise to identify assets for sale that match their specific buying criteria. By starting the process with a potential buyer and working backwards to source the relevant portfolios from our sell side clients, we not only cut down on inefficiency and internal distractions to our clients, but also bring better opportunities for successful sales to our clients. To date, Soryn IP Group has established formal relationships with many of the world’s leading patent holders, allowing us visibility and the opportunity to “pull” relevant assets when sale opportunities arise. We call this model “demand driven patent divestitures.”

Patent Acquisitions

In addition to facilitating patent portfolio sales, Soryn IP Group actively assists a number of companies in the strategic acquisition of patent assets. Whether to enlarge a portfolio, build defensive and offensive positions or add a new dimension to a licensing program, such acquisitions are a key element of our clients’ patent programs. More often than not, clients engage Soryn to identify promising acquisition targets that are not on the open market.

When engaged to find promising assets for our clients, Soryn relies on a host of old and new. Our proprietary analytics allow us to search the entire United States Patent Office database based on select criteria, map relevant patent landscapes and identify the most promising patents for potential acquisition. But the heart of our efforts are long standing relationships among the most sophisticated operating companies, investment banks, hedge funds, NPEs and patent brokers. It is these relationships, combined with Soryn’s analytics, which allow us to identify valuable patent portfolios that are not on the open market.

Our Team

Michael J. Gulliford



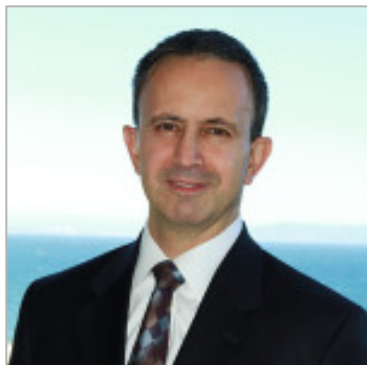
Repeatedly recognized as one of the Leading IP Strategists in the World, Michael is the Founder & Managing Principal of Soryn IP Group. Although formerly a partner in the intellectual property group at Kirkland & Ellis LLP — one of the most respected and feared such groups in the United States — Michael left his lucrative law practice to found a company 100% committed to innovators reliant on strong patent protection.

As a patent litigator, Michael represented and defended the world's most prestigious companies, in nearly every industry, in their patent matters. Whether representing these companies in court, negotiating IP-based business deals, mining patent portfolios for the most valuable patents, or advising on strategic patent issues, Michael's core passion has remained the same — seeing to it that innovation is protected and rewarded.

A testament to his wide-ranging scientific abilities, Michael continues to be entrusted with the patent matters of the most renowned companies in nearly every technology sector, including computing, wireless communications, pharmaceuticals, biotechnology, medical devices, material sciences, semiconductors, routers, data compression and financial technologies.

Michael holds an undergraduate degree in Neuroscience from Columbia University and a law degree from the Seton Hall University School of Law. Michael is also regularly asked to speak and publish on the latest patent developments. His most recent articles have appeared in Forbes, TechCrunch, Intellectual Asset Management and IP Watchdog.

Fatih M. Ozluturk, PhD



Repeatedly recognized as one of the Leading IP Strategists in the World, Fatih has decades of experience in technology, finance, intellectual property and entrepreneurship.

Prior to Soryn, Fatih played a significant role in the research, development and invention efforts of InterDigital Communications, where he was recognized as the company's most prolific inventor. The inventor on over 400 U.S. patents and patent applications, including many foundational patents in the mobile communications industry, his inventions have been licensed by the who's who of elite wireless communications companies, generating multi-billion dollar revenue.

Because of his unique experience in creating and managing IP in one of the world's most successful licensing companies, and later on as an entrepreneur and founder of multiple tech startups, he understands the asymmetric balance of power in IP matters between large companies and small innovators.

Fatih also devotes extensive time to the startup community. He is an angel investor and venture partner at the ER Accelerator, and regularly teaches workshops on patents and technology in the New York City startup community and Columbia University.

Fatih holds a Ph.D. in Electrical Engineering from University of Massachusetts, Amherst, and an M.B.A. from the Wharton School. He is also the author of the book *"Patents. Simplified. Entrepreneur's Guide to US Patents and Patent Applications"*.

John White



Recognized as one of the top patent educators in the United States, John has over 30 years experience in all phases of the patent field. As a Director at Soryn, John is principally responsible for outreach to the technology community and advising Soryn clients on a host of strategic issues.

John began his technical career as a Field Engineer with the Federal Highway Administration specializing in bridge rehabilitation. Later, he worked as a Patent Examiner and the Special Assistant and Speech Writer to the Commissioner of Patents, Donald J. Quigg. Post law school, John founded what would become the largest patent searching and documentation entity in the U.S., supplying the needs of clients across the globe. He also founded the patent law firm, Berenato & White, and a patent education company. After selling the education company to the Practising Law Institute in the mid-90's, John remained the author and principal lecturer for the course he created.

Since 1995, John has taught 25,000+ fellow patent practitioners in preparation for the Patent Office registration exam. He has also taught more than 400 Patent Examiners patent law and evidence, and has been qualified as a Patent Procedure Expert in several Federal District Court lawsuits. In addition, John served as an Adjunct Professor for the University of Virginia School of Law, and John Marshall Law School and has created numerous patent education programs and publications.

John has examined, written, and prosecuted thousands of patent applications in the United States and around the world.

Born in Bern, Switzerland, John graduated in Civil Engineering from Virginia Tech, and obtained his law degree from George Washington University. He regularly speaks and publishes on a host of patent topics.

Soryn In The News

2016/2017

Soryn IP Group Launches Soryn Capital; Announces the Close of More Than \$20 Million in Litigation Finance Deals

Soryn IP Group Announces Multiple, Successful Patent Portfolio Sales, Including On Behalf of Fortune 100 Client

Soryn IP Group Principals Again Named to Intellectual Asset Management's List of the World's Leading IP Strategists

Soryn IP Group Retained by Several of World's Leading Technology Companies and Universities To Advise on Patent Strategy & Monetization

Soryn IP Group Principals Speak Throughout the Country on IP Monetization Topics

How Can Our Expertise Bring Your Company's
Patent Value To the Next Level?

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