

# AFTAB BAIG

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## Semiconductor Patent Acquisition | Patent Portfolio Management | Technology Licensing Negotiation | Legal Review & Compliance

Utilizes a deep understanding of patent law and regulations and extensive technological knowledge to execute effective licensing strategies in the semiconductor industry. Develops and maintains intellectual property portfolios to safeguard and leverage technological innovations. Coordinates with cross-functional teams, including R&D, legal, and business development, to align patent licensing initiatives with broader organizational strategies. Employs data-driven insights to make informed licensing decisions, manage patent disputes, and drive revenue growth. Assumes responsibility for the ethical and compliant execution of licensing agreements.

- **Strategic Patent Negotiation:** Facilitated business growth at *Wibro* by negotiating a \$20M transaction with a patent risk management services company; leveraged a sizable patent portfolio with 1400 patents, primarily within the semiconductor space.
- **Portfolio Enhancement:** Facilitated multiple settlements at *Accost* through 2 Dynamic Voltage Scaling and Localized Power Management and 2 network-based storage portfolios; elevated patent licensing claims through reverse engineering and testing.
- **Effective License Negotiation:** Negotiated with legal firms to secure beneficial terms for patent acquisitions and licensing agreements at *Levi Capital*. Worked with internal legal experts to monitor new and existing licenses to ensure compliance.

Licensing Campaign Leadership	Patent Analysis & Valuation	Negotiation & Contract Management
Strategic Business Development	Contract Drafting & Interpretation	Cross-Functional Team Collaboration
Regulatory Compliance & Risk Management	Market Research & Patent Landscaping	Stakeholder Relationship Management

## PROFESSIONAL SUMMARY

### Independent Intellectual Property Specialist, Levi Capital

01/2019 – Present

Increased intellectual property portfolio by acquiring high-value patents in the semiconductor and 5G industries. Led an operational team, fostering a productive environment and driving project advancements. Crafted financial models leveraging Excel and utilizing 10k filings to perform rigorous technical and financial research; validated business cases and facilitated informed investment decisions.

- Secured \$10M in funding by networking with patent investment companies, and rigorously analyzing and presenting potential infringements on patent acquisitions and litigations; initiated multiple projects for licensing proprietary technology.
- Diversified technology portfolio by innovating and developing a network-based storage solution; executed technical assessments, claim chart development, and prior art explorations in the high-tech sector.
- Enhanced defense outcomes by spearheading defense strategies during Inter Partes Review (IPR), collaborating with legal counsel to prepare responses and demonstratives for the PTAB (Patent Trial and Appeal Board).

### Vice President of Licensing Technologies, Wibro

07/2013 – 12/2018

Led litigations/licensing negotiations with industry leaders, including Samsung, Linux, and Freescale, emphasizing licensing agreements and their effective management; drove successful outcomes based on thorough business case analysis and strategic negotiation tactics. Supervised global licensing initiatives, managing litigation across multiple jurisdictions, including the US, China, and Germany. Coordinated comprehensive technical analyses and implemented effective licensing strategies, collaborating with both in-house teams and external consultants, including reverse engineering firms, to orchestrate successful licensing campaigns.

- Partnered with the executives to generate \$50M+ revenue by building engineering, business development, and analytical teams, and managing patent assets effectively. Led the expansion of Wibro's international reach by establishing the California office.
- Pioneered business development by strategically leveraging industry relationships to secure multiple portfolios, including 2 semiconductor portfolios focused on DRAM, NAND Flash, and packaging/process, which significantly boosted quarterly revenue.
- Enhanced team productivity and communication by implementing regular project meetings; improved collaboration across multiple teams; grew the licensing business by hiring, training, and leading a team of dedicated engineers.
- Contributed to significant revenue growth by successfully acquiring a NAND Flash portfolio from Western Digital Sandisk; leveraged established industry relationships and utilized extensive knowledge of the semiconductor space.

- Oversaw \$MM project budgets, and improved financial management of the patent acquisition and enforcement projects by effectively controlling costs; successfully completed projects within budget through impactful resource allocation.

**Chief Technology of Officer – Senior Vice President of Engineering**, Navigation Group

10/2012 – 05/2013

Partnered with the executives to develop a successful semiconductor licensing program. Added 10¢ to the company stocks by conducting a full portfolio review and working with hedge funds to identify potential areas of improvement. Acquired 10+ patent portfolios by taking on multiple business development projects. Led a team of 6 and increased \$MM licensing revenue by working with the licensing team. Successfully collaborated with in-house licensing attorneys and outside law firms on various licensing campaigns by providing infringement and licensing support, reviewing claim construction rulings, and infringement contentions.

**Vice President of Engineering**, Abacus Research Group

07/2006 – 10/2012

Enhanced the efficiency of the patent licensing lifecycle by executing a robust methodology, involving the identification, acquisition, technical and legal due diligence, and licensing of patents. Effectively built a strong technical basis for patent infringement cases, strengthening the company's licensing position, by conducting detailed datasheet and circuit analysis. Streamlined patent acquisition process by integrating business development with technical expertise, improving patent portfolio quality and growth. Optimized the allocation of resources by strategically selecting and directing junior engineers from a resource pool to enhance project delivery.

- Generated \$30M in revenue through strategic patent acquisition and licensing; worked with executives, junior engineers, and attorneys to govern patent licensing campaigns; drove success by overseeing all aspects from inception to completion.
- Enhanced intellectual property monetization strategy by identifying assets within diverse fields, including Microprocessors, Flash Memory, Chipsets, Storage Systems, and Power Management; utilized technical expertise to determine the patent market value.
- Promoted compliance throughout the patent licensing process by actively liaising with internal and external legal representatives; analyzed claim construction rulings and infringement allegations, and meticulously prepped expert witnesses for litigation.
- Boosted profits by \$MM through strategic partnerships with universities for patent acquisitions; collaborated with Caltech to develop and oversee a successful patent licensing campaign, and procured and licensed groundbreaking technologies.
- Bolstered patent acquisition and licensing efforts by conducting the litigation for a chipset portfolio concerning cache coherency issues in a multi-bus system; offered technical and business expertise, prepared claim charts, and dissected complex legal issues.

**Senior Engineer – Engineering Group**, Accost

06/2000 – 07/2006

Boosted revenue by ~\$1M annually by taking on licensing projects for high-profile semiconductor clients. Oversaw Texas Instruments' microprocessor portfolio, bolstering market competitiveness by providing technical due diligence and patent infringement insights. Achieved a 95% utilization rate on billable projects through data sheet analysis and circuit testing. Secured a \$5M patent sale for a startup client and obtained a \$MM venture capital investment for a MEMS-based company by conducting comprehensive technical analysis. Pioneered new analysis techniques for DSPs, computer architecture, SOC, and Bus Interfaces.

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## PROFESSIONAL DEVELOPMENT

**Master in Engineering Management**, University of California, Irvine

**Master in Electrical Engineering**, University of Michigan

**Bachelor in Electrical Engineering**, University of Engineering and Technology