



Scott J. Williams, AVA, CLP, MBA

Director

Mr. Williams is a Director with Invotex Group. He is responsible for managing the sale and licensing of clients' Intellectual Property assets as well as providing consulting services related to both litigation and the valuation of Intellectual Property and technology businesses.

Professional Experience

Mr. Williams has more than 18 years experience in licensing and business development as well as consulting in technology businesses. Over the past ten years, he has been specializing in Intellectual Property assets.

Mr. Williams has managed Intellectual Property acquisitions and commercialization campaigns. He has concluded numerous patent based transactions encompassing both in and out licensing. This work included developing and executing commercialization strategies that involved evaluating the strength of patents; determining the commercial valuation for patented technologies; developing targeted correspondence for prospective licensees; and negotiating deals to successful conclusion.

In addition, Mr. Williams has managed patent infringement litigation, including evaluating litigation targets, developing litigation strategy, evaluating and selecting litigation counsel and experts, constructing damages models, determining optimal settlement points and leading settlement negotiations.

Mr. Williams has prepared damage analyses relating to patent and copyright infringement and breach of contract claims. He has also provided valuations for clients in the areas of computer software, telecommunications, video streaming, online marketing, mobile commerce, medical devices and consumer electronics.

Prior to joining Invotex Group, Mr. Williams worked at BTG plc, a British technology investment and development company where he served as Vice President in both the company's Strategic Business Development business unit and Technology Commercialization team. He most recently led the company's efforts in a patent litigation and subsequent license transactions involving several major Internet retailers. He also worked in executing new business initiatives including developing new programs for prospecting valuable patent portfolios.

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Education and professional

- Bachelor of Science Mechanical Engineering, 1992, University of Pittsburgh
- Master of Business Administration, 1998, Temple University
- Accredited Valuation Analyst (AVA)
- Certified Licensing Professional (CLP)

Employment

- Invotex Group
- BTG International, Inc
- Strongarm Designs, Inc
- Harold Beck and Sons, Inc
- Dwyer Instruments, Inc

Professional associations

- Licensing Executives Society - Chairman: Philadelphia Chapter
- National Association of Certified Valuation Analysts

As the director of sales and marketing for a start-up manufacturer of industrial computers and plant floor workstations, Mr. Williams was responsible for building a national distribution network and developing strategic partnerships with private label resellers and OEMs. These activities along with the deployment of a strategic marketing plan resulted in a significant increase in revenues during his tenure there. His background also includes experience in industrial process control and instrumentation.

Papers, Publications and Presentations

- “Using Financial and Economic Analysis for IP Litigation, Licensing and Profit” (panel discussion), ABA Section of Intellectual Property Law 24th Annual Intellectual Property Law Conference, April 2009.
- “Building a Licensing Team: Optimization of the Deal Process by Assembling Cross-disciplinary Expertise” (with Brian Cummings and Scott Marty), Licensing Executives Society Winter Meeting, February 2009.