The Business Development Academy

THESE TESTIMONIALS ARE ONLY FOR PURPOSES OF DETERMINING WHETHER OR NOT YOU WISH TO DO BUSINESS WITH US.

DO NOT SOLICIT OUR CLIENTS.

THESE ARE CONFIDENTIAL CORRESPONDENCES.
From: Heather Flanagan [mailto: ]
Sent: Saturday, September 08, 2018 1:31 PM
To: David Wanetick <dwanetick@bdacademy.com>
Subject: RE: Drafting Patent to Sustain IPR Challenges - Webinar

Thank you, David. I'm so inspired and impressed by your vast knowledge and the presence you have created.

Regards,
Heather

Heather L Flanagan PhD :: Principal :: Fish & Richardson P.C. ::

From: fauv@yahoo.com.ph [mailto: ]
Sent: Wednesday, September 05, 2018 5:02 PM
To: David Wanetick <dwanetick@incrementaladvantage.com>
Cc: 
Subject: Re: RE: DOST TAPI Valuation Training - Request for Copies of Worksheet

Hi David,

We hope to invite you again soon for our organisation at Mapua University.

Thank you very much.

Dr. Francis Uy
Dean & Professor
School of Civil, Environmental and Geological Engineering
Mapua University

From: Marion Ivy Decena [mailto: ]
Sent: Sunday, September 02, 2018 5:46 PM
To: dwanetick@incrementaladvantage.com
Subject: Re: Patent Valuation Training in Manilla

Dear David,

It was a pleasure having you in the Philippines to do the training. I believe there will be a repeat of this given the positive feedback from the participants. Hope to see you again in the future. God bless you always!

Best Regards,
Marion
From: abie flores [mailto:  
Sent: Friday, August 31, 2018 4:45 PM  
To: David Wanetick <dwanetick@incrementaladvantage.com>  
Subject: Re: Patent Valuation Training in Manilla

Thank you very much Sir David for sharing your knowledge and expertise with us!  
I learned a lot! 

Abigail Gueco  
Science Research Specialist II  
Technology Transfer and Promotion Division  
DOST-PCAARRD

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From: aries calam [mailto:  
Sent: Friday, August 31, 2018 4:53 PM  
To: David Wanetick <dwanetick@incrementaladvantage.com>  
Subject: Re: Patent Valuation Training in Manilla

Dear Mr. David,  

It was an honor to attend of such a one of a kind training and speaker.  
Thank you so much for the privilege. 

Sincerely, 

Aries Mae P. Calam  
Project Staff, DOST-TAPI

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From:  
Sent: Friday, August 31, 2018 7:49 PM  
To: David Wanetick <dwanetick@incrementaladvantage.com>  
Cc: dwanetick@patentfairnessopinions.com  
Subject: Re: Patent Valuation Training in Manilla

Likewise to you, David. The 2 says were full of learnings that are very applicable in my line of work. 

If possible, I would be very grateful to see sample Patent Valuation Reports for agritech, food tech,  
medical device, and drug discovery. 

Is it possible to invite me directly to the CPVA group in LinkedIn? I only see a blank page whenever I click the  
link. 

Best regards,  

Gregory Giocson, M.T.M.  
Technology Transfer and Business Development Officer
Dear David,

I would like to thank you for some enlightening thoughts on IP valuation, negotiation & BM validation.

During the training, the experience we had at KTTO office of MSU-IIT came out fresh the way we valued 1 technology/product molecule for food supplements that was successfully launched to the market via licensee at 2% royalty per SKU. The negotiation went so fast due to familiarity of the license & the licensor. I’m glad that the contract we made was not lousy (a win-win) despite the weak knowledge on IP valuation & negotiation. Now that 10 derivative products of said technology came, I guess from the training we had with you, we need to revisit the contract we have with the licensee to strengthen the future contract/s for the derivative products that use the said molecule/technology. Your talks are very helpful in the actual scenario.

I would like to ask if it is possible to have few actual samples of IP valuation report/s from you.

Thanks for reminding. Certainly, no circulation of the copyrighted excel file you gave.

Looking forward to seeing you in the future.

Best regards,
Rey

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From: Bryan James E. Erfe [mailto:]
Sent: Sunday, September 02, 2018 6:35 PM
To: David Wanetick <dwanetick@incrementaladvantage.com>
Subject: Re: Patent Valuation Training in Manila

Dear David,

Thank you for conducting a wonderful Patent Valuation training. I gained lots of valuable insights from it which I can use to better assist the researchers here at my university.

Would it be okay if I availed some of those Patent Valuation Report samples? Our technology management office has only been recently established so it would be really useful in helping us conduct basic IP valuations of the works that our university researchers wish to commercialize.

I hope you enjoyed your time here in Manila!

Regards,

Bryan Erfe
Business Development Officer I
Technology Management Office
Ateneo de Manila University
From: Joshua Garcia  
Sent: Sunday, September 02, 2018 7:42 PM  
To: David Wanetick <dwanetick@incrementaladvantage.com>  
Subject: Re: Patent Valuation Training in Manila  

Dear David,

I had a blast last Thursday-Friday during the training. It might not seem that I was paying attention during the sessions; I apologize for my classroom demeanor.

It was both fun and nostalgic for me to be learning and hearing stuff that has given me perspective in the field of IP valuation. Some of the lessons were discussed during my grad school days which made the two days fun. Hearing your experience was good.

Thank you for the opportunity to be your student even if it were just for 2 days. And thank you for the See's; nobody seemed to appreciate the chocolate you brought or probably they are just not aware of that brand.

Anyway, I will take you up on your offer to see sample patent valuation reports. Also, I don't seem to have a copy of the copyright-protected excel models; would it be too imposing if I were to ask for a copy, kept in strict confidence ofcourse.

Thank you very much,

Joshua

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From: Ermel Delima  
Sent: Sunday, September 02, 2018 10:24 PM  
To: David Wanetick <dwanetick@incrementaladvantage.com>  
Subject: Re: Patent Valuation Training in Manila  

It's a pleasure hearing your lecture David.  
God bless you on your activities.  
Thank you for sharing and bearing with us.

Ermel Delima, Ed.D  
university Director  
knowledge and Technology Management Office  
isabela State University  
Echague, Isabela
Hi David

Thank you very much too for the new insights on valuation. It will be very much helpful to the tech transfer activities that we are doing with TAPI right now.

As mentioned, I really would like to have a copy of sample valuation reports. I hope that I will be able to make a report on our technologies with loud and better sounding "acoustics". Rest assured that materials you have/will provide will be for my team's consumption only and will not be disseminated.

I hope you can visit the Philippines again and maybe see some of our beaches and sights in other provinces.

Many thanks,

Girlie Millo  
Supv. SRS, TABDS-TDD  
Metals Industry Research and Development Center

Good day sir,

Thank you very much for your time and effort in sharing your expertise with us during the Advanced IP Valuation Training, I learned a lot about the other methods of valuation. I would like to request for a copy of a sample Patent Valuation Report for further reading.

Thank you sir.
From: Shippam, Cynthia [mailto:]
Sent: Wednesday, May 09, 2018 9:15 AM
To: David Wanetick <dwanetick@incrementaladvantage.com>
Subject: RE: CPVA Training in San Diego

Hi David,

My apologies for the delay in response – I came back to the office at year-end, and the pile was amazing. I’m digging out how and having a look at what happened in late March!

I did enjoy the workshop – it was something I’d wanted to get into for a while now. I may use a couple of my past firms as examples to use the various models presented in the course. It is a ‘use it or lose it’ sort of thing.

I would very much appreciate seeing a couple sample Patent Valuation Reports. Of course I will keep them in confidence, and I will not circulate the Excel models.

Neomi has sent the links to the webinar portion of the workshop, as well, so I’ll have all the parts in place.

Kind regards

Cynthia

Cynthia Shippam – PhD, MBA, Patent Agent
Industrial Technology Advisor

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From: Herndon, Joseph A. [mailto:]
Sent: Thursday, June 21, 2018 11:16 AM
To: David Wanetick <dwanetick@incrementaladvantage.com>
Subject: RE: CPVA Training in Chicago

Hi David,

Thank you for the course. It was very helpful.

I would like to see a few sample Patent Valuation Reports, and if you can forward to me, that would be great! I will keep these sample Patent Valuation Reports in confidence.

Kind Regards,

Joe

McDonnell Boehnen Hulbert & Berghoff LLP
Intellectual Property Law

Joseph A. Herndon | Partner

www.mbhb.com

Connect with MBHB!
From: Amir Shenouda
Sent: Thursday, June 21, 2018 5:34 AM
To: David Wanetick <dwanetick@incrementaladvantage.com>
Subject: Re: CPVA Training in Chicago

Hi David,

Thanks for the additional material. I enjoyed the class as well and I learned a lot. Yes, I would like to see a sample report to see what goes into an full analysis presented to a client. It will certainly be kept in confidence as well as all the material you sent us.

With regards,
Amir

From: Duggan, Claire (C)
Sent: Friday, August 10, 2018 3:04 AM
To: David Wanetick <dwanetick@incrementaladvantage.com>
Subject: RE: CPVA Training in London

Dear David

I enjoyed attending your course in London and am sure that the learnings therefrom will be beneficial to me in my daily work.

Thank you for sharing your Excel models. I would also appreciate if you would share a few sample Valuation Reports.

I have joined your CPVA group on LinkedIn.

Many thanks and kind regards
Claire Duggan

Claire Duggan
Senior Manager IP: IP Commercialization
Patent Attorney
Legal, Intellectual Property & Regulatory Services
Tel
Mobile
E-mail

Sasol Place, 50 Katherine Street, Sandton, 2090
www.sasol.com
From: Kevin Hart [mailto: ]
Sent: Thursday, August 02, 2018 2:13 AM
To: David Wanetick <dwanetick@incrementaladvantage.com>
Subject: RE: CPVA Training in London

Dear David,

Thank you for your time and expertise. The training for IP and Patent valuations has allowed me to sharply focus my prior knowledge of valuation modelling, and I now understand the subject matter better and where I need to gather more information and approaches to valuation.

Thank you and kind regards
Kevin
From: Kathleen De Belder (imec) [mailto:]
Sent: Wednesday, August 01, 2018 12:09 AM
To: David Wanetick <dwanetick@incrementaladvantage.com>
Subject: RE: CPVA Training in London

Dear David,

Thank you for your email. The article is helpful as guideline because the training material is quite dense. I will certainly apply the learnings in my job.

Please send me some sample reports. I am hoping to pass the exam and I guess these samples will be helpful.

It was nice meeting you.

Kind regards,
Kathleen

From:
Sent: Wednesday, August 22, 2018 8:01 AM
To: dwanetick@incrementaladvantage.com
Subject: RE: [External] CPVA Training in Silicon Valley

Dear David – thank you very much indeed for the additional information. I found the class very useful .. particularly the wide range of methodologies ... It a huge amount of material and I feel like I should spend a few more days reviewing and digesting the material.

I would like to see some example valuation reports.

I also do plan to take the additional class and take the CPVA exam.

Best regards and Thank you, Chris

Christopher G. Talbot, Ph.D.
Senior Director, Strategic Licensing | Applied Materials, CTO
FW: CPVA Training in Silicon Valley

To: David Wanetick

David:
Very nice to have met you and to spend some quality intellectual time together. Now that I am largely "retired" such time is very much enjoyed. The discussions were quite stimulating and gave me much to ponder in my role as a Board member for an early stage technology company. The company is Momentum Dynamics located in Malvern PA. You might Google it. I think you would find it interesting. The company, I believe, truly has the potential to be a market disruption. Would love to see a copy of one of your reports. And of course everything you have sent to me I will keep confidential. It is clear you have put an enormous amount effort in their creation and I will treat them accordingly.
Best regards,

Curtis A. Burr, CPA/ABV
Burr Pilger Mayer
Founder and CEO, Retired

From: Peter Immanuel Tenido <peter.tenido@incrementaladvantage.com>
Date: September 11, 2018 at 2:27:12 AM PDT
To: dwanetick@incrementaladvantage.com
Subject: Re: Patent Valuation Training in Manila

Thank you for running the program, David. I learned a lot and look forward to putting my new knowledge to practice.

I'd like to ask for a few samples of Patent Valuation Reports; I'd like to learn how such reports could be prepared.

Thank you.

Peter
Dan,

Thank you for your note. This is great news! I enjoyed the course very much and look forward to taking other courses.

Terrence

Thank you, David.

I must say that I thoroughly enjoyed your webinar and admire your knowledge of the subject and your ability to communicate that knowledge.

I look forward to meeting you sometime.

Steve Smoot | Lead Decision Science Analyst | IP Commercialization
Corporate Development, Enterprise Strategy & Marketing, USAA

Dear David,

Great meeting and learning from you. I have joined the LinkedIn group. Appreciate if you can forward a few sample patent valuation reports just for me to get an idea of how such reports can be prepared.

Thank you.

Warmest Regards,
Terence Goh (Dr)
Intellectual Property Management Consultant

Maximizing the Value of Your Intangible Assets
Tyler Capson

RE: CPVA Training in Singapore

To: David Wendt

Subject: The Business Development Academy

Dear David,

I appreciate the course. You did cover a few methods I hadn’t used in practice but remembered from MBA courses that I may re-visit this year. I think it was like drinking from a firehose for most of the room. Wow.

If you could send me a copy or redacted copy of a previous report I would like to review to see if we can add you to our list of partners in the USA as most of our work there we do end up teaming up with consultants for specialty areas. We don’t have a strong team in the US right now.

I hope you enjoyed your trip to Singapore. Drop me an email next time you come out for a course and I can send some of my other staff members here.

Regards,

Tyler Capson | Managing Director | Asia

EVER EDGE
Intangible Asset Specialists
Advisory | Valuations | Transactions

Cass W. Christerson, Cass W.

RE: Trends in Reasonable Royalty Rates and Apportionment - Webinar

To: David Wendt

Subject: The Business Development Academy

David, it was a pleasure to work with you on this course. Thank you for the opportunity— you asked outstanding questions and I hope that the discussion will be useful to your audience. Also, thank you for providing more information concerning your expertise and capabilities, I will certainly look for ways that we can work together in the future.

I look forward to meeting in person sometime.

Best regards,

Cass

Cass W. Christerson
Partner

Cesar Angelito Esteban Arco

RE: CPVA Training in Singapore

To: David Wendt

Subject: The Business Development Academy

Hi David! Thank you for your email. I just had the chance to catch up with my wife (very late for this reply). Our Singapore training was very fruitful and is worth the investment (and the waiting) for us. I also look forward to seeing you again as I intend to maintain CPVA continuing education requirements even in my personal capacity. As shared with you, we’ve been preparing to participate in your CPVA program for years. Now we have to prepare for the examinations, which I hope we will pass!

I could only pledge that I will not circulate your copyrighted Excel models and all other materials that you sent as will send us in confidence.

Please send us sample Patent Valuation Reports, so, as we will incentivize patent valuation for the next few years. I am new inclined to develop my portfolio along this field, and hope I will have an opportunity to collaborate with you in the future.

With warm regards from the Philippines,

Cesar

Cesar Angelito Esteban Arco
Supercharging Science Research Specialist
Innovation Development Division (IDD)
Technology Application and Promotion Institute (TAPI)
Department of Science and Technology (DOST)
Dear David,

Thank you very much for the email and the documents provided. I am very sorry for the delayed reply as I was out of town without proper communication network during the past week.

I enjoyed very much of the course conducted by you. It was very informative and I gained many valuable insights from you regarding patent valuation. I am pretty sure that the knowledge gained will be very useful in my career as a cross-border IP lawyer.

May you kindly share with me a few sample Patent Valuation Reports so that I may have some ideas on how such reports should be prepared and how much details need to be in them.

I am very sure that our paths will soon cross again, and may be we may even have the opportunities to work together on certain projects.

I look forward to hearing from you;

Thank you very much.

Best regards,

Mr. Rohit (Mr.)

[Email content]

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Thu 2/1/2018 8:38 AM

Editha Hechanova

Re: CPVA Training in Silicon Valley

To: David Wanetick

Dear David,

Thanks so much! It was a pleasure being your student. I learned a lot and met terms and methods, paradigms and company histories, for the first time. I had taken note of your copyright notices. I am still reading your book and making notes on your ppt presentation. I am scheduling myself to go thru the patent valuation webinar this afternoon.

Kindly send me some samples of your valuation reports.

Thanks again and best regards,

Editha

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Editha R. Hechanova, Esq.
HECHANova & CO. INC./
HECHANova Bugay Vilchez & Andaya-Racadio
Dear David,

Thank you very much for the information. I really enjoyed the training and it was a pleasure meeting you. The information you shared and presented was very interesting and will definitely come in handy in the future.

Thanks again for coming down. I’ll be sure to keep your contact information for any future valuation project that comes along.

Sincerely,

Renzo

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Wed 2/28/2018 10:49 AM

Raymond Wagenknecht

RE: CPVA Training in San Diego

To: David Wagenknecht

Dear David,

Thanks for your course! I plan to implement some of the strategies I learned to help with start-ups and will definitely keep you in mind for valuation services.

I joined the LinkedIn group the other day and will read more of your articles.

Yes, I would really like to see a few sample valuation reports.

Best regards,

Raymond Wagenknecht
US Patent Attorney

WAGENKNECHT IP LAW GROUP, PC

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From: Monica Alamede-Saez
Date: January 10, 2018 at 10:11:46 PST
To: Neomi Barazani <neomi@bdacademy.com>
Subject: Re: Advanced Patent Valuation - last webinar

Dear Neomi,

I have concluded all four CPVA required courses. The material was very interesting and will certainly help me in my professional career. Please mail the certificate to the address:

Monica Alamede-Saez

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Best regards,

Monica Alamede-Saez, PhD.
Director, Analysis & Education
IPRRA, University of California, Davis

Science & Technology Transfer Associate, Davis Programs
UC Davis, Center for Innovation

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Chirag Patel

Re: CPVA Training in Houston

Hi David,

Hope you had a great holidays and happy new year. Thanks a lot for the excellent training for the CPVA in Houston last December. I learned a great deal from the conference and from the Webinar.

I have one request. I am not sure if this is possible, but do you have any example valuation report for patent that you may be able to share with me? May be something that is already public or may be a redacted version?

Again, thank a lot for your help and best regards.

Chirag

Chirag Patel | Shareholder

www.HPDLaw.com

From: Malek Fahad Ahmed [Email]
Sent: Tuesday, December 28, 2021 10:15 AM
To: Neomi Banazan <neomi@tds academy.com>
Subject: Re: CPVA Course Info.

Dear Ms. Neomi,

Merry Christmas and happy new year 2022!

I hope you are fine. Kindly note, I finished the four course, yesterday. Please convey my sincere thanks to Mr. David Warchlick for designing and developing this wonderful program.

Kindest regards,

Malek Fahad Ahmed, PhD, CPA, MAFP
Assistant Professor & Director of TE
School of Management
New York State of Technology, Alus Dabi Campus
CERT Technology Park
Dear David,

I am sorry it has taken me so long to reply to you! Your presentation was fascinating and Mark and I have been talking about it with the other Deputy Commissioners and our Commissioner, Drew Hirshfeld.

Perhaps we can speak sometime soon. Drew is very interested in learning more and I would like to know if there are more materials you could send us—perhaps your presentation or other information that describes the Gauntlet in a bit more detail than is available on the web. We are in many quality discussions and looking at patents from the valuation perspective—in terms of what we can control or influence at the office—is of great interest to our leadership team. Perhaps we could even arrange a call of some kind.

Please let me know your thoughts on all of this and if you are able to take a quick call from me at some point to discuss further.

Best—

Maria

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Eric Khoo
Group Head - Global Executive Institute at IP Academy Singapore

Wednesday

Hi David,

Thank you for a the great CPVA session last week in Singapore. I look forward to working with you on further future collaborations.

Cheers,

Eric

8:49 PM

Today

Eric Khoo is now a connection.
Mon 7/17/2017 12:44 PM

Rien Broekstra <brinkhof.com>  
RE: Calculating Damages Course  
To: David Vanetick  

Dear David,

Likewise. Very interesting course with a lot of ingredients for a successful patent damages case. Thank you.

Best regards,

Rien Broekstra  
Brinkhof  
Brinkhof N.V.  
Rien Broekstra | advocaat  
De Lairessestraat 111-115 | 1075 HH Amsterdam | the Netherlands

Wed 3/29/2017 4:40 PM

Gianneschi, Allison L. <draper.com>  
RE: CPVA Training in New York  
To: David Vanetick  

Hi David,

Thanks so much for this additional info. I cannot stress how much I enjoyed your course! It was probably the best training course I've had in my professional life. When I came back, I immediately asked for budget to send two of our staff members to the DC course in May (and at least one will go onto get the Analyst credential). Their registrations will come through in the next week or two.

You mentioned sending sample Patent Valuation Reports -- would you mind sending a few so that I can get a better idea of what they usually look like? Don't worry -- I won't distribute any of the tools/info/samples (even internally at my company). The good thing about Contracts people is they take these IP restrictions seriously!

I'll read through your articles, as well. I'm very excited to learn all about emerging technology valuation.

Best,

Allison  
Allison Gianneschi | Manager, Commercial Contracts & Strategic Technical Opportunities  
The Charles Stark Draper Laboratory, Inc.  
665 Technology Square, MB 97 | Cambridge, MA 02139-3503  
www.draper.com
Tue 7/18/2017 1:59 PM

Donal O’Herlihy < @intven.ie >

RE: CPVA Training in Eindhoven
To: David Vaneck

Hi David,

Thanks for your time, I found the course very beneficial coming from a non-IP background. I believe this will enable me to put some more substance behind the business cases we prepare for our internal options. I would be very interested in viewing a sample valuation report.

I will also be in touch shortly to pursue the CPVA exam.

Many thanks,

Donal

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Tue 10/2/2017 1:59 PM

Robert Brakaj < @yahoo.com >

Re: CPVA Training in Houston
To: David Vaneck

You forwarded this message on 10/2/2017 1:53 PM.

Hi David,

Thank you for the email and the course.

I enjoyed it and learned from it. I found it very informative, organized and included very well real life cases and examples.

Thank you for the information provided, and yes I would be very interested in samples of patent valuation report and they would be very confidential, even they are for small simple project (valuation) to a more moderate one, it would give me a good idea of a structure of the report.

I hope our paths will cross again.

I will keep you in loop with full intention to collaborate at any capacity, including diverting them too you.

Thank you
Robert Brakaj

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Mon 6/1/2017 2:03 PM

Geoff White < @SilcoTek.com >

RE: CPVA Training in Silicon Valley
To: David Vaneck

You replied to this message on 6/1/2017 1:41 AM.

Thank you, David. I thought that it was an excellent course and have already recommended it to a few contacts that I have.

You had mentioned that you might have some licensing agent contacts. If you could share them, that would be much appreciated to refresh your recollection, we discussed ThinkFire, Basile Group, and someone named Carlos in Texas.

Best Regards,

Geoffrey K. White, JD, LLM
General Counsel and Chief Intellectual Property Counsel
SilicoTek Corporation
Game-Changing Coatings™

www.SilicoTek.com
Thu 10/6/2017 10:21 AM

Dossa, Aly < @chamberlainlaw.com>

RE: CPVA Training in Houston

You replied to this message on 10/6/2017 10:21 AM

David--

I enjoyed the course and learned a great deal about the patent valuation modeling. It would be appreciate if you could circulate a couple Patent Valuation Reports. Also, can you please send me a link to the webinar when you get a chance. I am hoping to complete the remainder of the CPVA training in the next month or so.

Thanks.
-Aly

Thu 5/18/2017 10:07 AM

Pierre, Daphnie < @draper.com>

RE: CPVA Training in Brussels

To: David Wanetick

Hello David,

Thank you for sending these additional materials along. I learned a lot and can't wait to go through the exercises. Yes, please send me the sample reports.

Best,
Daphnie

Daphnie Pierre | Contracts Administrator, Commercial Programs
555 Technology Square, MS 07 | Cambridge, MA 02139

@draper.com | www.draper.com
Dear David,

It was a pleasure meeting you as well. Your seminar was very informative and interactive. Definitely worthwhile.

I certainly hope our paths cross again soon. In the meantime, I wanted to introduce you to my partner, David Higgo (e’d). I believe there could be significant opportunities to cross refer clients based on both of your backgrounds and expertise.

I will leave it to both of you to hopefully connect at a mutually convenient time and place in the Bay Area.

Best regards,

Lynne

Lynne M. Brennan
Partner
Progress LLP
San Diego, CA 92101

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Ronald Baker

Re: CPVA Training in Washington DC

Hello David,

I would love for you to send me a few sample Patent Valuation reports. To review the samples will greatly assist my efforts and I promise that I will keep such reports in confidence.

Thanks for everything! The course was well done and I learned a lot.

Will be in touch.

Regards,

Ron Baker
Sr. QE & IP Coordinator

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John T. McEntire

Re: CPVA Training in Eindhoven

Thanks David, I thought the course was beneficial and that I was able to add tools and different ways of thinking to my skill base. Yes, please send me several of the patent valuation reports that you mentioned it would be great to see more than one to see different perspectives and case study.

Best regards,

John

Sent from my iPhone
Seibert, Joachim

RE: CPVA Training in Eindhoven

To: David Vanek

Dear David,

Thank you very much for the experience. I learned a lot, that is for sure. The seminar went beyond my expectations. I will certainly recommend to my colleagues to participate, should they be given the opportunity. No worries about copyrighted materials. I am a patent attorney (in training) and as such bound to respect all intellectual property and trade secrets shared with me.

Concerning the linkedin group, I am a member since a few days already.

Indeed it would be great if we meet again.

Have a good trip home!

Kind regards,

Joachim Seibert, PhD
Trainee Patent Attorney

NLO

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Joost Eggen

Re: CPVA Training in Eindhoven

To: David Vanek

Dear David,

Thank you very much for your course and information. I really enjoyed the course and it enriched my knowledge about valuation. So, the course matched my expectations. Of course I will keep everything confidential.

I would really appreciate if you are willing to share a sample about a patent valuation report. It will help me in understanding the structure and typical topics covered in such a report. I will most probably step in the next course of the CPVA program next year. So, our roads will cross again. For now I wish you all the best.

Best regards, Joost

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OZOUIAN Grégory

RE: CPVA Training in Washington DC

To: David Vanek

Hi David,

It was a pleasure for me to attend the training, I learned a lot, that’s for sure!

Thank you for the documents, I will keep them confidential of course. I would gladly accept a few samples of reports, since I will have to prepare such reports in the near future.

Best regards,

Gregory Ozuian
Responsible Marketing Communications
Marketing Communications Manager
2740, Einstein
Dear David Wanetick,

I have undertaken the CPVA course presented by you via BDA Academy. The course was very informative with hands on experience in the field.

I have recently completed Intellectual Property Law in India and the CPVA course provided by you has been a great opportunity to delve into the financial & valuation intricacies of the Patents.

Thank you for the webinars and the various valuable insights provided during the course.

Regards,
Divani Bhuvanagiri.
-----Original Message-----
From: Francesca Brizzi [brizzi@univr.it]
Sent: Sunday, April 23, 2017 1:19 PM
To: David Wanetick <dwanetick@incrementaladvantage.com>
Subject: Re: CPVA Training in London

Dear David,

It was a good experience to attend your course. It was very well organized. I learned so much.

Yes I really appreciated if you could send the sample of a report for patent evaluation and the metrics for patents because for university is really important.

Many thanks,
Best Regards,
Francesca
Hi David;

Very much enjoyed the course. Look forward to hearing about your upcoming book when completed and maybe attending a negotiating course in the future. Yes please send some sample reports and I confirm that I appreciate these are confidential materials and only for my private study.

Best Regards;

Mark

Dr Mark Graves  MEng(oxon), PhD, MIET, PG Cert IP Law.
For and on behalf of 1851 Technology Group

Dear David,

For some unknown reason your e-mail was in my spam filter.

Anyhow, I got it finally and the pleasure is on my side that I attend the training.

Please send me the sample Patent Valuation Reports.

I also would like to ask you if you have the possibility to do some work for SHL in valuating some trademarks and a patent family.

I am looking forward to hearing from you.

Best regards.
Antonio

Antonio Farieta
Director Intellectual Property

www.shl-group.com
SHL Group AB
PO Box 1240, Augustendalvägen 7, SE-131 28, Nacka Strand, Sweden
Dear David,

Likewise, very nice meeting you. It was certainly a very interesting and professionally worthwhile submission into this field, ringing bells on various aspects but with also a lot of things that were entirely new to me, even on basic things I thought I understood, such as the interpretation of the hypothetical buyer in a right of first refusal deal.

All electronic information that was provided is safely kept on personal folders.

Yes, I would very much appreciate to have a look at some patent valuation reports, to see how it’s all brought together and presented. I will obviously also keep these confidential.

Request to the LinkedIn group was sent, I look forward to following/participating in the discussions.

With best regards,

Frederik
Dear David,

It was a pleasure meeting you too. I enjoyed the course and learned many things that I can use in our valuations.

Thank you very much for the additional material. In particular the Excel models may be very useful. It would be very much appreciated if you could send samples of Patens Valuation Reports. I am sure that they could serve as inspiration for improving our way of reporting.

Kind regards,
Kristian

Kristian Henningsson
Patent Attorney, CPA
LLM (Intellectual Property Law)
MSc (Electrical Engineering)
HOFBERG
LDH Copenhagen K
Copenhagen

---

Fri 3/1/2017 10:34 AM
Becky Rich < @brewersscience.com>
Re: CPVA Training in Silicon Valley
To: David Winstead

David,

Thanks! We really enjoyed the training, and definitely learned a lot. I’m excited to apply some of these things to our group immediately!

Becky Rich
Intellectual Property Manager
Brewer Science, Inc.
Dear Mr. Wanetick,

Thank you for being a wonderful teacher to us! I will be great if I can attend your seminar again in Singapore. I hope to get some friends to join this CPVA program.

Yes, I wish to listen to the two elective webinars. I also appreciate it if you would send to me the sample valuation reports that you mentioned for our reference.

Best regards,
Tay yk (Mr)

Hi David,

Thank you for the opportunity to participate in the CPVA program. I found our small group dialogue extremely beneficial, and I look forward to using my new skills as a CPVA to help organizations who realize the significance and value of patent valuation. FYI I did review your Advanced Valuation webinar last week, but will view again next that I have a firm grasp on the subject matter due to the last 2 days in Atlanta.

Yes, please share with me a few sample Patent Valuation Reports, which I know I will find extremely helpful. Further, I recognize the need to protect “all” the documents you have provided which I will guard.

Lastly, later this weekend I will go through my LinkedIn contacts and my colleagues to source potential individuals or group who might be resource for you in establishing the CPVA program in Korea.

Let’s stay in touch.

Cheers,
Aris

Aris Despo, MS, MBA
Principal & Managing Director

Web: www.2gfordune.com
Dear David,

Hope you had a safe and comfortable journey back home.

Thanks for your mail. I really enjoyed the course and the two days. I learnt a lot and see opportunity in the field.

Yes I would be keen to see a few valuation reports. That’s very helpful.

I have noted your note regarding not to circulate the excel models. Will follow through.

Looking forward to seeing you again soon. Please let me know if you will be in HK and we should catch up.

Kind regards
Mayank
Thu 11/8/2013 10:13 AM

Justin Tan < @ylplegal.com

RE: CPVA Training in Singapore
To: David Vaneck
Cc: This message was sent with High importance

Hi David,

Sorry for this late reply as I've been on medical leave.

So glad to have been trained by you at last week's CPVA training. Thank you so much for making the sessions intellectually stimulating yet practiced-focused at the same time!

I would also appreciate if you could send me a few sample Patent Valuation Reports. As requested, I will keep them in confidence. Thank you for your generosity in this regard.

Finally, I would like to wish you and your family a Blessed Christmas and a Happy New Year! God Bless America!

Keep in touch!

Best Regards,
Justin Tan
Partner

YLP

YAP LOH & PARTNERS LLP
Advocates & Solicitors - Commissioners for Oaths - Notaries Public - Trade Mark & Design Agents

Tel: | 6733 7222 | Fax: 6733 7223

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Wed 12/7/2016 1:36 AM

KOH Cindy (R&I) < @rd.oreal.com>

RE: CPVA Training in Singapore
To: David Vaneck

Cc: You forwarded this message on 12/7/2016 4:21 AM.

Dear David,

The pleasure is also mine. Thanks for all your sharing during the training, it was excellent!
It will be great if you can kindly share a couple of sample patent valuation reports. I’m interested to see how the valuation and analysis is captured in these reports.

Hope to see you in Singapore again at another training course.

Best regards,

Cindy
Dear David,
It was my pleasure to meet you again, too and I had some useful points in the training class. For confidential of your information please do not worry that I will not extend it to other persons. I would like to appreciate if you send me some sample of reports in advance, again I would like to say thank for your inviting me to join the CPVA Link in and read the useful articles.

Regards
Sukhum

---

Dear David,
Likewise, pleasure to meet you. Thank you for the provided insights.

Best regards
Thomas Roessler
Licensing & IP Investment Manager
SISVEL GERMANY GmbH
Gropiusplatz 10 | D-70563 Stuttgart
TEL | FAX
www.sisvel.com

SUCCESSFULLY FOSTERING AND VALORIZING INNOVATION SINCE 1982

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Dear David,

Thank you very much for the interesting course! It was very insightful & I would hope to apply as much as possible. If you could kindly send me some sample reports, that would indeed be helpful.

Thank you and best regards,
Christine
Fri 12/6/2015 12:02 AM

SOMNUKJABOONJITSATHIAN < pitplc.com>

RE: CPVA Training in Bangkok

To: David Mawick

You replied to this message on 12/6/2015 12:50 AM.

Dear David,

It's very nice to have a chance learning the CPVA course, especially with you! Even though I can't catch up all of the lesson, but I know at least how to calculate the value of IP. I will read through your document while trying to calculate the value of Patent in my company portfolio. For sure, I will contact you later for consulting about the future question.

Once again, many thanks for your training!

Regards,

Somnuk J.

---

Fri 12/6/2015 10:32 AM

Lionel Ser < razerzone.com>

Re: CPVA Training in Singapore

To: David Mawick

You replied to this message on 12/6/2015 10:00 AM.

Hi David,

Thank you for the materials. It was a great pleasure learning from you during this course. There are lots to learn and to apply in the course of my work and I appreciate your sharing of many practical experiences we could all learn from.

I would love to have the sample patent valuation reports for reference and will keep them confidential.

Have a safe flight back home and may our paths cross again!

Best regards,

Lionel

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Fri 12/6/2015 10:31 AM

Lionel Ser < razerzone.com>

Re: CPVA Training in Singapore

To: David Mawick

You replied to this message on 12/6/2015 10:00 AM.

Hi David,

Thank you for the materials. It was a great pleasure learning from you during this course. There are lots to learn and to apply in the course of my work and I appreciate your sharing of many practical experiences we could all learn from.

I would love to have the sample patent valuation reports for reference and will keep them confidential.

Have a safe flight back home and may our paths cross again!

Best regards,

Lionel
Thanks David,

I would love to take a look at the Patent Valuation Samples. Thanks for doing such a great job. Everything was well thought out and executed.

Best,
Doug

Doug Rupert
Partner
BakerHostetler
505 N Lake Shore Dr. Suite 3100
Chicago, IL 60611-3041
Hi, David,

It was a great pleasure to learn from you in the last two days. It’s a great course and I learned a lot.

Please send me a couple of valuation reports so that I can see how a real report can be structured.

Regarding the CPVA on Linkedin, I believe I have joined that group.

Thanks and regards,

Ming Chow

---

Dear David,

Thank you for sharing the information, I learned many things from your presentation. I would love to have few samples of your evaluation if you don’t mind to share it with me. Thanks again & have a nice trip back home.

Best regards

Frank

---

Dear David,

Thank you for excellent training! In the meantime I have also looked into your Business Model Validation book and I can tell you that I am really fascinated! It is well written and clearly shows the crucial issues. Congratulations!

Of course, I would be interested to have some sample Patent Valuation Reports. There is nothing better than learning from a master in the art!

Best personal regards!

Werner Roshardt, Patentanwalt
Keller & Partner Patentanwälte AG (Bem + Winterthur)
CH-8051 Winterthur
Switzerland
Re: CPVA Training via Webinar

To: David Wanstock

Hi David,

Thank you for the course and the Excel. I thoroughly enjoyed the course and meeting you in person and did indeed learn a lot. Hope to see you again soon and hope that you had a good trip home!

BR
Hannes
Hannes Kankaanpää
Senior IPR Officer
VTT Technical Research Centre of Finland Ltd

---

Frederic DE CONINCK
Head of IP Valorization and Valuation Team
GEVERS
European Intellectual Property Architects
Holidaystraat 5 – B 1831 Diegem (Belgium)
Bouma, Barend < @nlo.eu>

RE: Negotiating Licenses Course

To: David Waseck

You replied to this message on 7/20/2016 9:20 PM.

Dear David,

Thank you for your kind message. It was a pleasure being able to take the course, which indeed proved to be very helpful, as expected at forehand. Also the book is very worthwhile reading. To my opinion, the book could be an interesting gift for several of our clients who are in the process of raising capital.

Met vriendelijke groet, / Kind regards,

Barend Bouma
Octrooigemachtheidje in Ophoeding/Trainee Patent Attorney

NLO
Nederlandsch Octroibureau

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James Bennett < @inovativsolutions.org>

Re: CPVA Training in Chicago

To: David Waseck

Cc: James Bennett

Thank you David for this information, the course and sharing your experiences and wisdom with us over these last 2 days...The exposure has proven to be very enriching and informative as well as instructive...

I would indeed appreciate it if you would share a few sample Patent Valuation Reports with me as I could use some guidance as to how such reports should be prepared...I will keep an eye out for them...

I will certainly keep all the information shared under the strictest of confidence...

Again thank you for the course...I'm sure our paths will cross again...Looking to hear from you soon...

Safe travels and

Best regards,

James D. Bennett, II P.E.
Engineer Consultant/Patent Agent
Phone: | Fax:
Mon 4/15/2016 4:51 PM
Byron Bilicki < @bilicklaw.com>
Re: CPVA Training in Tampa

Dear David,

Thank you, again, for your efforts in delivering the Patent Valuation seminar. I thought it was very informative and thought provoking.

I would be very interested in seeing any sample Patent Valuation Reports that you’d be willing to provide me. I will keep them in strictest confidence and will not copy or disseminate them.

I have joined the CPVA group on LinkedIn and look forward to participating in same.

Lastly, I will be completing the webinar portion of the course this week and taking the exam.

Best regards,

Byron A. Bilicki

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Tue 4/19/2016 9:33 AM
Castiglione, Anthony < @usaa.com>
Re: EXTERNAL: CPVA Training in Tampa

David,

The course was of tremendous value and well taught. Thank you for the two days of learning. Please do forward a few of the sample Patent Valuation Reports. They will prove very useful as a template for our own valuation reports on our portfolio.

I will reach out if I have any follow on questions.

to:

Tony Castiglione | Executive Director - Attorney | Intellectual Property
Institutional Property, General Counsel, USAA
San Antonio, Texas 78280

---

Mon 4/18/2016 1:55 PM
Heather Flanagan < @fr.com>
Re: CPVA Training in Tampa

David,

I learned a lot – and I have much, much more to learn! Your materials are a fabulous resource for self-study. I would definitely like to see the sample Patent Valuation Reports. I will keep them in confidence.

Regards,

Heather

Heather L. Flanagan JD PhD :: Fish & Richardson P.C.
Fri 4/15/2016 9:53 PM
Eugenio Torres < @ferraiuoli.com>
To: David Waneck

Re: CPVA Training in Tampa

Thanks David, the course was great! I would really appreciate some sample reports. I already joined linkedin group. Best, eugenio

Fri 4/15/2016 9:42 PM
Newmark, Jordan < @usaa.com>
To: David Waneck

We removed extra line breaks from this message.

David,

Many thanks for leading a valuable course. I look forward to speaking with you in the future.

Kind regards,

Jordan

Jordan Newmark | Assistant Vice President | Chief Intellectual Property Counsel

Thu 2/3/2016 16:35 PM
Angela Grayson < @precipiceip.com>
To: dwanick@incrementaladvantage.com
Cc: Business Development Academy

Hi David,

Meeting you this past week was a real pleasure. Your expertise is very impressive, and what’s more, you created an environment of collaboration and engagement among the students. I look forward to furthering my studies with your organization.

Nerani was kind enough to provide the Advanced Patent Validation video link ahead of the class. I’ve watched the video and provided the code: CAIIPA. I look forward to your confirmation that I have met the qualifications for certification. If you require any credentials for publication in the directory please don’t hesitate to let me know.

Thank you and safe travels back to California

On 03/5, 2016, at 5:29 AM, Angela Grayson - Legal < @walmartlaw.com> wrote:

Angela L. Grayson, Principal Member
Precipice IP, PLLC

g: jgrayson@precipice.com
w: www.precipice.com
Thank you David. I am sorry I had to bail out in the last hr. It took 2hrs to reach airport barely made it. I thoroughly enjoyed your talk and look forward to go through the material and will reach out to if I have questions. Hope the Lucy funded the George at last.

Ramesh

David,

Thanks. You did a great job. The excel models are well worth the price of admission. Of course, I will honor your copyrights.

When will I receive a link to the final webinar? I forgot to ask before I left.

--Ray
Sent while mobile

Dear David,

Thank you very much for your email and the materials used during the workshop. I had a great time during the workshop and learned tremendously on patent valuation from you. I believe that when the time is right, we will seek out to you for consultation on this matter.

Hope all is well with you.

Best wishes,

Akharawit
Dear David,

Thank you for your email.

It was indeed a fruitful 2 days session going through so many valuation models, which I personally never knew existed. 😊
Sure, we will definitely keep you in mind while developing IP tools for our business community in Singapore.
Stay in touch and we look forward to seeing you again.

Warm Regards,
Jessie Ong
Senior Assistant Director

Dear David,

It was indeed a good and valuable training session although I would have appreciated to be in a larger group to share knowledge and experience. The extensive supporting documentation provided is also quite helpful and interesting. In this respect, I have tried to open the Patent Valuation Gauntlet file with the password indicated but without success. Could you check if the password is correct?

Thank you in advance.

Kind regards,

Patrick
David:
It was a pleasure meeting you. Thank you for the crash course in valuations as well as the tools and continued learning resources you made available. I look forward to our paths crossing again in the future.

Best regards,

Jerad G. Seurer  |  General Counsel, Multi-Source Pharmaceuticals
Mallinckrodt Pharmaceuticals
T:  |  M:  
@mallinckrodt.com  |  www.mallinckrodt.com

Sun 10/18/2015 3:29 PM
Razmig Keletian@intven.com>
RE: Patent Valuation Reports

Dear David;
Thank you so much for sending the attached, I’m already half through your Business Model Validation book, most of it read in the plane. It’s very smooth and to the point read.

I also sent notification to join the CPVA on LinkedIn.
I shall profess these courses to my colleagues and friends, asking them to attend.

Very nice to meet you again

Best,
Razmig

Fri 10/16/2015 9:09 AM
Cholewa, Brian@roche.com>
RE: CPVA Training in New Mexico

Hi David,
Thank you so much for forwarding the Excel file, as there are many helpful examples. I truly enjoyed the class and have lots to learn; however, you really helped us establish a great framework from which we can start.

I would love to see a few examples of your PVW’s ... thank you.

Kind regards,
Brian
Hello David,

It was a pleasure meeting you as well. I hate that I missed the negotiation exercise. Thanks so much for the offer, I would love to receive some sample valuation reports which will be closely held.

I will definitely utilize the CVPA group as a resource to leverage when developing terms in agreements.

I look forward to the reviewing the licensing and valuation webinars.

Best,

Karen Presley

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Dear David,

Thank you so very much for teaching a truly excellent course - I am greatly looking forward to incorporating what I learned into my practice!

And, I would absolutely like to receive a few sample Patent Valuation Reports - thank you!

Best of luck for continued success!

Susan

---

Dear David,

Thank you for your time and expertise while providing training and sharing different method of valuation.

Course was great and will need additional time and exercise on daily bases to get more familiar in it.

Thank you and hope to attend few more courses in near future.

Thank you

Yuriy
Thanks David. It was great to meet you as well. I definitely enjoyed the training sessions and took away some good knowledge.

J. Scott Womack, PMP
Deloitte Transactions and Business Analytics LLP

Hi David,

I will let Nemoli know I have officially finished Course #4 for my certification as a Patent Valuation Analyst. Wooo hooo. I will do a LINKEDIN post, is there anything on BDA you want me to link to in case other people are interested?

I also want to offer a testimonial comment for you and BDA. Here’s my draft: if there are other aspects you want me to highlight or emphasize please let me know and I will revise:

I have attended three courses by David Waniek of the Business Development Academy. David’s thorough knowledge of the subject and engaging style were very effective in transferring fundamental principles in patent valuation. He provided tangible examples to provoke thought and encourage the attendees to apply their knowledge. His teaching style promotes retention and makes the material directly applicable to daily challenges with IP management. I appreciated his encouragement of interaction with the attendees and making the experience practical and relevant. The courses, as presented by David, have been engaging and relevant to daily challenges. The course materials are instructive and supplement the in-course experience. Thank you David and BDA for the excellent experience and depth of knowledge imparted on patent valuation. I will watch the BDA curriculum for updates and plan to attend more courses.

As for the XLS, at the start of the Montreal session there was a XLS worksheet with a NPV calculation in summary of the current value of a potential claim for patent damages via litigation. That’s where you and I had the discussion of the impact of the 80% success rate of IPRs and how to factor that in. I don’t see that NPV summary calculation in the Multivariate Decision Tree Analysis.xls.

Murray

Thanks Dave. I enjoyed the program and submitted a request to join the LinkedIn group.

Best,
Matt
Hi David,

The pleasure is mutual. Thanks for conducting the Certified Patent Valuation Analyst training—I definitely learned a lot. Yes, if you have some sample Patent Valuation Reports that you are willing to share, I would definitely appreciate that. I can confirm that I would not circulate them.

Thanks again,
Sonnet

By all means, please share some actual reports. I understand and I accept the limitation on confidentiality. I hope to make good use of your valuable information.

Best regards
Hello David,
Thank you for the fantastic class. Could you please forward some of the spreadsheets you showed in class. I didn’t take a lot of notes on those topics - but I wrote down the names of the worksheets you referred to. I don’t believe any of the ones I am interested in were in the Gauntlet.

Regards,
Joe Polimeni
Program Director, Software Intellectual Property & Patent Licencing

---

David
Very interesting seminar. please send the excel spreadsheet with the formulas for various models which you demonstrated during the class.

Thanks Beth

Beth S Handzo
Pricing Program Manager
Intellectual Property Finance
Office: 914-785-6002 / 251-6092
handzo@us.ibm.com
MBA 001 NYU Stern School of Business
North Castle Drive
Airmont NY
handzo@us.ibm.com

---

Dear David:

Thank you very much for your email and the material.

Thanks again for these sessions. It was really interesting. I specially appreciated the one on infringement [Friday morning].

Have a nice week.

Audrey

Audrey Pratt, Ing. / Eng.
Conseiller Technologique en brevets / Patent Technological Advisor
Dear David,

Thanks so much for the excel file, Patent Valuation Gauntlet and links.

I truly enjoyed participating in the training, and am certain that I can apply what I learned to my job. Thanks for putting together such thoughtful and concise training materials.

Best regards,

Pamela

Pamela M Guy PhD | Senior Manager IP

---

Hi David,

Thanks so much for your help!

I really appreciated your extensive experience in the course. It was incredibly helpful. I hope that I have the opportunity once again to be in another one of your courses!

Take good care and have a great 2015! I would like to keep in touch if that is okay with you.

Talk to you soon!

---

From: Michael Bernadicou
Date: Wed, Aug 27, 2014 at 12:55 AM
Subject: RE: CPVA Training in Silicon Valley
To: David Wanetick <dwanetick@incrementaladvantage.com>

Thank you David.

I very much enjoyed the CPVA training. It was extremely informative.

I look forward to learning more.

Thanks again,

Michael
Dear David,

Thank you for the thoughtful note.

Rest assured that all the information is for my use only and I will not share with anyone.

The training was very informative and useful for certain aspects of my current job function and there are aspects of the training that I can use for future engagements.

The second day was my favorite, due to the interactive nature of it, and it showed me the complexity of IP licensing [Loved it].

Best wishes with your endeavors, and if you decide to approach RPX for potential alignment between the two companies, please feel free to tag me and I will help with the introduction.

Kind Regards,

Sabih Sabih

From: Serena Morones  serena@moronesanalytics.com
Date: Wed, Aug 27, 2014 at 3:13 PM
Subject: RE: CPVA Training in Silicon Valley
To: David Wanetick <dwanetick@incrementaladvantage.com>

David-

Thank you for providing these valuable templates, for the excellent job you did teaching the courses, and for taking the big initiative to develop the credential.

I wish you the best growing this endeavor.  I gave you a plug on LinkedIn yesterday.

Serena Morones

From: Dr. Dr. Alfred Tan  alfred@bku.edu.hk
Date: Fri, Oct 24, 2014 at 2:28 PM
Subject: Re: CPVA Training in Hong Kong
To: David Wanetick <dwanetick@incrementaladvantage.com>

Dear David,

Many thanks for conducting your interesting CPVA program.

With the aid of jetlag, I have completed the last of your courses, being the webinar on Advanced Patent Valuation, which was conducted by Paul Hickman, Joel Bootzin and Lynda Calderone.

For your record and my authentication of course completion, the verification code is CAILPA, which was derived from the States of origin for each speaker, California, Illinois and Pennsylvania.

Can you verify that with this successful completion of the CPVA program, I am now a Certified Patent Valuation Analyst and can claim my designation of CPVA as such?

Thank you.

Alfred
Dear David,

It was a privilege to have you delivering such awesome material to us.

My only remorse is that some office chores did not allow me to be 100% with you. But we have to live with it!

I am sure we will keep in touch.

N.B. Can you pass me the link to the webinar you mentioned?

---

Dear David,

Thank you for your training in Hong Kong. I will now look further into deepening my learning in IP Valuation.

I look forward to meeting you again in the future. Should you have the chance to visit Manila, please feel free to let me know so I can show you around.

Kind regards,

Ed
From: Joyce A. Tan <@joylaw.com>
Date: Thu, Oct 23, 2014 at 1:49 AM
Subject: RE: CPVA Training in Singapore
To: David Wanetick <dwanetick@incrementaladvantage.com>

Dear David,

Thank you for this and for the course. I enjoyed it and look forward to keeping in touch.

Regards, Joyce A. Tan

---

From: Li Tao <ltao@cpahktd.com>
Date: Fri, Oct 24, 2014 at 11:39 AM
Subject: Patent Valuation Analyst Program course
To: dwanetick@incrementaladvantage.com
Cc: Luo Hong <lhoue@cpahktd.com>

Dear David,

Thank you very much for your two-day's seminar course about Patent Valuation Analyst Program held on October 23-24, 2014 in CPA meeting room (Hongkong).

My colleague Mr. Hong LUO and I are very interested in the topics in your seminar course and find the seminar course really informative and helpful. We are also glad to get to know you.

Thank you once again for your great input in the seminar course.

Enjoy your trip and have a good weekend in Hongkong. Hope to meet you again in the near future!

Yours sincerely,

Tao Li

---

From: Byunghyun <byunghyun@awac.org>
Date: Mon, Oct 27, 2014 at 4:53 AM
Subject: RE: FW: CPVA Training in Hong Kong
To: David Wanetick <dwanetick@incrementaladvantage.com>

Dear David

It was a great time to learn a lot about patent valuation and tech transfer. Thank you for your lectures and sharing your valuable materials with me. I will never circulate them out. I also hope to see you again by some ways in near future.

Best wishes,

Byunghyun
From: Foà Paolo <@ngpatent.it>
Date: Wed, Nov 19, 2014 at 5:28 AM
To: David Wanetick <dwanetick@incrementaladvantage.com>
Cc: Casati Roberto <@ngpatent.it>

Hello David,

I wish to thank you for inviting me and Roberto at London meeting last Monday.

It has been very interesting and well organized.

It was also a good networking event.

I hope to have further chances to meet you again in the future.

With best regards,

Paolo

---

From: David Scott <pharmaconsulting.co.uk>
Date: Tue, Nov 18, 2014 at 6:34 AM
Subject: BEST PRACTICES FOR SELLING YOUR PATENTS
To: dwanetick@incrementaladvantage.com

Dear David

I should just like to thank you for yesterday – it was one of the most enjoyable conferences I have been to for some time. I think the open style with lots of interesting debate was largely down to you and went a long way in contributing to its success. I hope you will be able to run it again next year!

Kindest regards

David

David Scott
Licensing & Business Development Consultant
Pharmaconsulting
From: Chhavi Bhandari  
Date: Thu, Nov 20, 2014 at 6:30 AM  
Subject: RE: CPVA Training in London  
To: David Wanetick <dwanetick@incrementaladvantage.com>

Dear David,

It was a pleasure to meet you and learn from your invaluable experience in the field.

I found the CPVA course content to be very informative and it was a great learning experience and exposure for me. I hope to be able to apply this knowledge to my work.

Thanks you and I do hope our paths cross again!

Hope you enjoy the rest of your trip in the UK.

Kind Regards,

Chhavi

---

From: Roy Rhee  
Date: Thu, Jun 19, 2014 at 10:44 PM  
Subject: Re: CPVA Excel Models  
To: David Wanetick <dwanetick@incrementaladvantage.com>

Hi Dave - OK, will do, and thanks for the Excel file. Enjoyed meeting you as well and look forward to crossing paths with you again. As discussed, could you please send me the links to the recordings for the courses that we covered in Chicago? I’d like to go over them starting this weekend along with the last course.

Thanks,

Roy
Dear David,

It was a pleasure meeting you and attending the course and thank you for following up and sending the excel.

I hope you enjoy the rest of your trip.

Best regards,

Emmanuel

Hi David

It was a pleasure meeting you too. The course was great – extremely informative and well presented. It had a good balance between good academic methodology and practical experience and know how.

Thank you very much, and perhaps we will meet again sometime in Israel!

Best Regards

Yuval
Dear David,

Yes, I learned indeed. And thank you for making it possible for me to follow, despite my lack of background in business.

---------- Forwarded message ----------
From: David Ziel (daviel) @cisco.com
Date: Tue, Jul 8, 2014 at 3:16 PM
Subject: RE: CPVA Program - Excel Files
To: David Wanetick <dwanetick@incrementaladvantage.com>

Thanks David! It was a great course (although I felt that perhaps I should have gotten an MBA first; I learned by osmosis working at the University of Chicago Graduate School of Business, now "Chicago Booth"). – David ("dav-VEED")
From: Armony Shlomo <@elbitsystems.com>
Date: Tue, Jul 8, 2014 at 12:37 PM
Subject: RE: CPVA Program - Excel Files
To: David Wanetick <dwanetick@incrementaladvantage.com>

Dear David,

It was a pleasure learning from you so much.

Patent valuation seems to be important and quite complicated subject I knew nothing about.

I enjoyed the course very much. Thank you.

I believe we will meet again soon enough.

From: Crichton, Michael <ugrowlings.com>
Sent: Friday, May 09, 2014 11:32 AM
To: David Wanetick <dwanetick@incrementaladvantage.com>
Subject: RE: CPVA Excel Models

David,

It was a pleasure meeting you, too. I thoroughly enjoyed the course and appreciate the opportunity – thank you. I also hope our paths cross again in the future.

Best,
Michael

Michael Crichton

From: Charles-André Caron <@benoit-cote.com>
Sent: Friday, May 09, 2014 10:20 AM
To: David Wanetick <dwanetick@incrementaladvantage.com>
Subject: RE: CPVA Excel Models

Hi David,

Thank you very much. You are an excellent teacher.

I know I did not talk much, but I indeed learned a lot about very valuable tools and considerations to take into account for valuating patents. I am sure it will help offer our clients a better service, such as more business-oriented advice.

Sincerely,

Charles-André Caron, ing. Jr
Conseiller technique en brevets / Patent Technological Advisor

BENOÎT & CÔTE

#300 – 1560 Massachusetts
Montréal (Québec) H3A 1X6 Canada
From: Murphy, Kieran  
To: dwanetick@incrementaladvantage.com

Subject: Certified Patent Valuation Course

David,

It was a pleasure meeting you over the last two days. The course was very interesting and has certainly expanded my knowledge base. I look forward to receiving the login information to complete the course.

Thanks again and best regards,

Kieran A. Murphy LLC DBA SC

From: Tarek Al-Khabb  
To: dwanetick@incrementaladvantage.com

Subject: Re: CPVA Excel Models

Dear David,

Thank you very much for your email below.

I would like to seize this opportunity to thank you for the wonderful and fruitful experience.

I have surely learned a lot from the training and I look forward to attend more relevant courses and trainings in the near future to enhance my experience and build on the knowledge that I have acquired so far from attending your course.

I shall be joining the group on Linkedin shortly.

Please rest assured that I will not under any circumstances circulate the excel sheet to anyone as I know it is only designated for CPVAs and CPVA candidates.

Finally, I understood from an email received from Ms. Neomi Barnzani from Incremental Advantage that I still need to listen to an archived webinar entitled “Advanced Patent Valuation” for which the charges are US 450 to become a Certified Patent Analyst. Please confirm that my understanding is correct.

Best regards,

Tarek Al-Khabb (Mr.)
AGIP Egypt Manager

From: Ece Civelek  
To: dwanetick@incrementaladvantage.com

Subject: Re: CPVA Excel Models

Dear Mr. Wanetick,

Thank you very much for your e-mail and thank you for the Excel file. It will be really helpful.

The training created awareness for me about the IP valuation which is a moderately new topic for me.

I have already joined the CPVA group in Linkedin, thank you.

I hope to meet you again, too.

Kind regards,

Ece Civelek
From: Helen Burt  
Sent: Friday, March 14, 2014 3:10 PM  
To: David Wanetick <dwanetick@incrementaladvantage.com>  
Subject: Re: CPVA Excel Models

Thank you David.

It was a truly invaluable and informative course.

I do hope our paths do cross again.

Kind regards
Helen

From: Thomas Torounidis  
Sent: Wednesday, March 12, 2014 4:27 AM  
To: 'David Wanetick' <dwanetick@incrementaladvantage.com>  
Subject: RE: CPVA Excel Models

Dear David,

The pleasure was mine. Hope to see you soon again.

Best regards,
Thomas Torounidis
From: Pär Hjalmarsson [p_hipaa.se]
Sent: Sunday, March 09, 2014 2:53 PM
To: David Wanetick <dwanetick@incrementaladvantage.com>
Subject: RE: CPVA Excel Models

Thank you, I very much enjoyed the course.

Best regards,
Pär Hjalmarsson

From: BBBU (Birgitte Bjørn Budde) @novozymes.com
Sent: Sunday, March 09, 2014 4:39 AM
To: dwanetick@incrementaladvantage.com
Subject: Patent valuation

Dear David,

Thank you for a good course. I enjoyed it and learned a lot.

Will you please send me the link to your papers? Thank you.

Kind regards,

Birgitte

From: sukibardhu @hotmail.com
Sent: Wednesday, February 26, 2014 6:37 PM
To: dwanetick@incrementaladvantage.com

Dear David

Nice to hear from you.

The negotiation course was great fun and I was glad that it provided me with some new insights in IP negotiations which, as you know, is an endless and dynamic learning process.

Well, I do possess a considerable academic knowledge coupled with practical experience handling Trade Secret issues culminated from employment in a variety of start-ups and multinational organisations, principally through corporate policies and due diligence either for M&A or contributing to raising venture capital. Therefore, I would be delighted to share my insights regarding Trade Secrets Management.

Of course, as you may imagine, because I currently report to Corporate Legal Counsel at Amazon Inc., I would have to seek clearance from HQ in Seattle. This may take a few weeks. Can you bare with me until I receive approval from HQ? I do not foresee any issues but I must comply with the corporate policy.

In the meantime, is there a particular aspect of Trade Secret Management you wish me to present, or am I purely on a panel for a plenary session for two days? Could you kindly elaborate?
From: James Leonlak  @hotmail.com
Sent: Wednesday, January 29, 2014 5:36 PM
To: Business Development Academy
Subject: RE: Advanced Patent Valuation Webinar

Thank you. I just completed this course which was the last in the program.

All four courses were excellent.

I am finishing your CPVA program and I have really enjoyed it. I'd like to add you to my professional network.

- Bob Eisler

From: Barbara Yal [  @dunlapcoddning.com]
Sent: Tuesday, January 14, 2014 5:38 PM
To: David Wamerick  <d.wamerick@incrementaladvantage.com>
Cc: Anne Burns  @dunlapcoddning.com
Subject: Available for a presentation in June?

Hi David,

I was able to take several of your Patent Valuation webinars last year. You gave an awesome presentation - thanks. I am e-mailing you because I am President of the IP Law Section of the Oklahoma Bar Association this year, and we are looking for speakers for our Annual Meeting in Dallas this summer. The directors and I are hoping to talk you into giving a 55 minute presentation (CLE). We will be at the Four Seasons Resort at Las Colinas, TX, for the weekend of June 20-22. I know we would all benefit from your insights into patent valuation processes.

I attached last year's agenda so you get a feel for what it is like. It really is a wonderful venue. Please let me know if you could be available, and feel free to call if you have questions.

Thanks so much.

Barbara

From: Derek de Last  @ip-rockstar.com
Sent: Monday, December 23, 2013 10:28 PM
To: David Wamerick  <d.wamerick@incrementaladvantage.com>
Subject: RE: CPVA Excel Models

Thanks David,

I really enjoyed the training. I replied to Naomi and said that Gowlings would be a great law firm to host training sessions and to please let me know if you are planning something in Ottawa as I may know some people who want to attend.
Hi David –

Thanks for an invigorating course last week. Your command of the subject matter was bar none. I look forward to reviewing the related webinar and doing a bit more “foundational building” re: valuation in the very near future. I’ve inquired as to a good contact for your upcoming manuscript. Once I hear back I’ll follow up with you. Due to the holidays, it may not be until early January. If you’re still interested, I’d very much appreciate you including a slide or two in your materials covering PatentOptimizer. From the substantive side of the valuation analysis, I believe it is very relevant. I’d be happy to provide whatever you like ... screenshots, bullet points, narratives, etc. Please let me know what you prefer.

Also, as discussed, I believe there may be a consulting opportunity for you to engage our IP group. I suspect the timing would be sometime in Q2 2014. The likely venue would be Philly. I’ll investigate with the relevant stakeholders. Given your world travel schedule, does that time frame seem feasible?

All the best for a joyous holiday season !!!!

I look forward to talking again soon.

Thanks,

Brian
From: LauraSusnik
Sent: Monday, December 16, 2013 12:40 PM
To: Business Development Academy
Cc: Carla Otto
Subject: RE: Certified Patent Valuation Analyst

Neomi,

We would like to thank the Business Development Academy for putting this seminar on. I received positive feedback from all involved in the webinars.

All 5 certificates can be mailed to the following address:

Alberta Innovates – Technology Futures
250 Karl Clark Road, Edmonton,
Alberta, T6N 1C4, Canada

Also my associates were wondering if we can receive the recording of the sessions for further review.

Regards,
Laura Susnik

From: Susan Robinson
Sent: Thursday, December 12, 2013 5:00 PM
To: David Wanetick <dwanetick@incrementaladvantage.com>
Subject: Re: CPVA Excel Models

Hi David - thank you for the excel sheets. I enjoyed the webinar. It gave me an introduction to a number of additional ways to look at valuation than I have used in the past.

I wonder if I could ask for a followup conversation to discuss valuation on a recently announced biotech/Pharma product deal and to understand how I might interact with your firm for specific valuation projects like this recent deal in the future. Could we schedule about 20 minutes on your calendar at your convenience?

I look forward to hearing back from you.
Regards,
Susan Robinson

From: Michael Manente
Sent: Wednesday, December 11, 2013 11:08 AM
To: David Wanetick <dwanetick@incrementaladvantage.com>
Subject: Re: CPVA Excel Models

Thank you, David

The class was very well put together, and well presented. I appreciated the real world examples to bring it into appropriate context. It was nice to hear “official names” for some of the valuation techniques that I’ve applied in the past - but had just assembled into my models because they made sense to do. There were also a few new techniques that might come in handy for the future. I had to miss some of the end of your talk, but I will ask Neomi for the audio link so that I can catch up.

I also plan to attend your talk this afternoon on calculating damages. “See” you then.

Thanks again,
Mike Manente
Hello David,

I thoroughly enjoyed yesterday’s CPVA training.

It was like drinking from a fire hose but I am very much looking forward to absorbing the material over the next few weeks. I will definitely make use of the excel document that you provided (and I will not distribute).

Thank you very much once again.

Sincerely,
Mark

MARK SENYSHYN  MBA, P.Eng

From: William O'Donnell  @conversantip.com
Sent: Tuesday, December 10, 2013 8:25 PM
To: 'David Wanetick' <dwanetick@incrementaladvantage.com>
Subject: RE: CPVA Excel Models

I really enjoyed myself today and thought the presentation was great.

I'm a South Jersey native so we'll have to find sometime to meet in the near future.

Thanks again.

Will

Rameela Babu Vishwanathula  CPVA Course in Bangalore

David Wanetick, it was a wonderful training program in Bangalore recently. Enjoyed your presentations and the way you have expressed the method of patent valuation. It's good feeling for me in joining this group.
Hi Wendy,

Thanks for the follow-up. My testimonial as below. 

It's really impressive that Mr. Wanetick had shown us a variety of calculating methods for patent valuation in different scenarios with accounting cases during the 3 days on-site course. I believe it will be of great help in my future daily work in both M&A projects and licensing/litigation programs since this course provides me with very practical toolkits to evaluate the amounts of relevant deals/transactions on reasonable basis. It's a good way to work in a real world with such international methods; however, I need put more efforts to make use of them adapting to actual situations in China.

Hi David,

Hope you have already returned to New Jersey after a safe and secure trip. And many thanks for your share in Shanghai with the first batch of CPVA attendees in China. I recall you said you would send the exercise of damage calculating material [excel] to us, look forward in receiving that soon. As you requested, I will keep this material strictly for my own use.

Best regards,

Sean Ke
Director, IPbL GC

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From: Yanru LIAN (IPOS)
Sent: Monday, November 18, 2013 9:53 AM
To: David Wanetick
Subject: RE: FW: CPVA Excel Models

Hi David,

Thanks for the email.

I do enjoy the course and do learn a lot from you.

Thank you and hope to see you again soon.

Regards,

Yanru
Dear David,

Well received and thanks. Today I learned some patent valuation methodologies and found interesting and useful in the “goal seek”, “probabilistic calculation”, “volatility weights”, and “Bayes’s Theorem”. I would like to join the CPVA member to learn more information from CPVA group. Also very nice to meet you and share the CPVA information with me.

Hope you have time to enjoy the Shanghai night life.

Best Regards,

Anita Liang

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From: [email protected]  
Date: Thu, Nov 21, 2013 at 3:59 AM  
Subject: RE: FW: CPVA Excel Models  
To: David Wanetick <dwanetick@incrementaladvantage.com>

Dear David,

I’m glad to have the opportunity to understand the way how Business Development Academy did in technology and patent infringement valuation in Singapore.

I’m also very pleased to meet you because the evaluation of technology and patent is the field that I am learning and I expect more discussion with teacher! thank you!

Karen Juin

--- Forwarded message ---

From: Green, Anthony L   
Date: Wed, Nov 20, 2013 at 11:59 PM  
Subject: RE: FW: CPVA Excel Models  
To: David Wanetick <dwanetick@incrementaladvantage.com>

David, the course was quite informative and I learned a great deal. What I learned in your training was validated by the IP Business Congress that I attended on Monday and Tuesday. It is quite clear that companies all over the world are focused on IP but more importantly how to leverage their IP either through licensing, selling, etc. As you know, valuation is at the foundation of all of this. I definitely, would like for us to stay in touch and please keep me in your email loop. Thanks again.

Anthony L. Green
From: David Meadows
To: David Wanetick
Subject: RE: FW: CPVA Excel Models

Hi David,

Many thanks for these models.

It was a very interesting two days and many things to absorb. Being a new topic, I have really got to try and get my head around many of the variations and nuances of the skill of analysing patents.

Enjoyed it very much and I will definitely join the LinkedIn.

Kind regards

David Meadows
Director
FINEXSOL Pte Ltd

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From: Muhamad Nasir Raki [gmail.com]
To: David Wanetick <dwanetick@incrementaladvantage.com>
Subject: Re: FW: CPVA Excel Models

Hi David,

Thank you very much David and I really enjoyed your training. I have not opened the excel attachment yet due to I am still on flight back to my country Malaysia.

I will be in touch again with you soon. Best regards

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From: M V, Venkataramanan [MEDIN] <gits.uni.com>
To: David Wanetick <dwanetick@incrementaladvantage.com>
Subject: RE: CPVA Excel Models

Dear David,

It was great meeting you this week and thanks again for all the knowledge and expertise you shared on the Patent Valuation. I hope to apply the learning out of this training and deep dive on this topic. Look forward to receiving the details regarding the webinar that you mentioned in order to complete the training.

Best regards,
Venkat

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From: Bustaman [gmail.com]
To: David Wanetick
Subject: Re: Sample Patent Valuation Reports

Thu 5/23/2013 8:29 PM

Dear David,

Thank you for the sample reports. It is surely beneficial for me in my course of work.

I thank you also for the excellent session we had at CPVA Course in Hong Kong and I surely look forward to working with you in future.

Regards

Bustaman
Dear David,

Thank you for sharing the information with me. Please rest assured that I will keep it confidential.

Also, thanks to you for your courses on patent valuation and damage calculations. It’s indeed helpful.

Kind regards,

Ben

P. Benjamin Kao, Esq.

Hi, David:

So nice to receive this great file and I'd believe this would be an important milestone of my carrier. Furthermore, will you send the webinar code and address to me also? Thanks!

Best regards,

Joseph Du
Hey David,

Thanks for the interesting and, occasionally, entertaining webinar. I found it quite useful.

And thanks for the files,

I’m going to send a separate email introducing you to a few members of the IP Street team. I think you’ll find its capabilities pretty interesting, particularly with respect to assessing the scope and quality of large numbers of patents.

Again, thanks and I hope our paths cross again too. Dan

Hi David,

Thank you for the material and this will be for my use only.

Your presentation was excellent and it was a great experience learning from you. Looking forward to the next sessions.

Best regards,
Anand

Hi David,

We collectively at Lee & Hayes really enjoyed your program today. I think we may have some folks continue to take more courses. Thanks for your time, and for answering Dan’s/ Pat’s questions.

Thanks, Lewis

David,

Thanks for a great course and thanks again for the Excel Models. I also hope our paths will cross again soon.

Alexis Stowe
Thanks David for the Excel models. Yes, I enjoyed meeting you and learning the many valuation methods you showed us this week. Let’s stay in touch.

Best regards,

Kris Mohan
DuPont Intellectual Assets and Licensing

Hi David,

Thanks for your support on Tuesday. I learned some great methods that I think will help me in developing a valuation process for Boeing IP. I was working the project as I received your email!

Thanks again!

Best,

Chris McMenamy
Intellectual Property Planning
From: Saksa Taina
Sent: Wednesday, March 27, 2013 5:38 AM
To: David Wanetick <dwanetick@incrementaladvantage.com>
Subject: RE: Checking In

Dear David,

thank you for your email and the excel sheets and other information. It is very useful to me! The workshop was excellent and I have reverted to this material already several times.

I shall be in contact with you when our next valuation of IP for a spin off company will takes place.

Best regards,

Taina

From: Durham Grigg
Sent: Monday, March 11, 2013 7:42 AM
To: David Wanetick <dwanetick@incrementaladvantage.com>
Subject: Re: CPVA Excel Models

Dear David,

I hope you are well.

Thank you for your email. I confirm that I will fully respect the copyright / IP in the EXCEL models and all of your course training materials.

I very much appreciate the opportunity to have been able to meet with you, and learn so much from you last Thursday and Friday - albeit that I felt a little overwhelmed by how much there was to learn and take in.

There is so much to go back over and to learn from the materials you went through with us and I am very keen to do so, and to complete the webinar through BDA.

I will also join the LinkedIn group and, hopefully, stay in touch with you and others with an interest in IP valuation.

I wish you a safe flight back to the USA, and genuinely hope we can stay in touch and cross paths again soon. I would be very happy to help to pursue opportunities in the Midlands and North West (Greater Manchester) region of UK. In fact, I am undertaking two IP Reviews at the moment, one of which (involving a company with a platform technology software hardware system) in avionics for the 'Eurofighter' - looks particularly interesting.

Kind regards,

Durham GRIGG

From: Melle, Johannes van
Sent: Saturday, March 9, 2013 3:50 AM
To: David Wanetick <dwanetick@incrementaladvantage.com>
Subject: Re: CPVA Excel Models

Dear David, many thanks. For me it was excitingly new territory. I will certainly look forward to a next time. Best regards, J

Vereenigde
Johannes van Melle
Thank you David, I really appreciated your course and your experience in the licensing and valuation area. I learnt a lot even if I am already familiar with some of the techniques you presented, I had the pleasure to discover other ways to interpret these techniques. Thanks a lot for patience. I have now to work on your documentation and file.

Best Regards

ALAIN KAISER
Thanks a lot David

The training was indeed very insightful and the models will help us a lot in our day to day valuation exercises.

Regards......Anu

Anuradha Shroff
Financial Controller

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From: Heiny Tan @transpacificip.com]
Sent: Sunday, February 03, 2013 8:27 PM
To: David Wanetick <dwanetick@incrementaladvantage.com>
Subject: RE: Excel Models

Dear David,

Thank you. It was a pleasure meeting you too.

Yes, I did learn new things from your course, although I definitely need a lot more practice with the calculations.

I look forward to applying what I have learnt from the course to my work. Thank you for organising the course!

Best Regards,
Heiny

Heiny Tan | Manager, Business Development | Transpacific IP Group Limited

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From: Matilda Wu @transpacificip.com]
Sent: Sunday, February 03, 2013 2:27 AM
To: David Wanetick <dwanetick@incrementaladvantage.com>
Subject: RE: Excel Models

Hi David,

File received with many thanks! Your course was very informative and interesting. Looking forward to attending more seminars from Incremental Advantage in the future.

Cheers,
Matilda
Dear David, albeit that I still have to do some work to go through it all in depth, I would like to thank you very much for the inspiring training.

Kind regards,
Ron

Ron C. de Vos

Hi David,
Thank you very much and apologies for having to leave early for my flight.

I found the course very interesting and believe I can use many aspects of what I've learned to help my day to day job.

Good luck in Amsterdam

Seamus

Thank David. I received all the materials you sent...will go through them when I get a chance. Tis course is really helpful. Thanks for the nice presentations

Regds
Mujeeb

Dear Brock,

I had good time and learned a lot with the three courses on the 5th and 6th in San Diego. The course instructor David Wanetick was excellent.

I understand to complete the CPVA program I now need to take the 'Advanced Patent Valuation' webinar. Could please provide me the details and course materials. I am anxious to complete the certification.

Thanks
Brock
Dear David,

I very much enjoyed the seminars. They were intense, but very informative. Also great meeting you and getting to know more about EDA and your company. Would appreciate if you could forward again the articles and the excel spreadsheets that we discussed today.

Look forward to the next session on Friday.

Best,
Joe

From: Carrie L Mouritsen
Sent: Monday, November 01, 2010 5:21 PM
To: David Wanetick
Subject: Re: Negotiating Transactions Course

Thanks David, we enjoyed the training and did learn some new things. Will check out your blog.

Carrie

Thanks David,
Likewise my pleasure to meet you. I did learn many things and I really appreciated the two days.

Thanks for the excel sheets and I’ll make sure to join the linkedin group.

Best Regards,
Marcus
Dear Mr Wanetick,

Thank you for providing me with this Excel file, which I am sure is a precious tool.

I will positively consider your invitation on LinkedIn as well.

Thank you again for your useful and thorough training of last week.

Kind regards,

Véronique

Véronique Taverne
IP Agreements Counsel

Hello David,

Thanks for your kind message and excellent seminar last week.

I really enjoyed it and am now in the process of updating my profile with the mention of the skills set and title, thanks to you again!

To that end, I cannot express how much I appreciate the tool and information that you are sharing with us and will endeavor to put it towards good use.

I will definitely join the LinkedIn group very shortly and will keep you informed on developments from Geneva.

Warm regards and keep in touch,

Marc
From: Dennis McCullough  
Date: October 14, 2011 9:02:19 PM EDT
To: neomi@innovativeadvantage.com
Subject: Re: Featuring You in the CPVA Directory

Dear Neomi,

I was very impressed with the quality of the instructors and the amount of effort they put into the preparation. Thanks to them all and I can heartily recommend the courses. I definitely will take other courses in the program.

Please list my data as follows:

- **Name:** Dr. Dennis W. McCullough
- **Title:** Director
- **Company:** InnovCore Technology Management Consultants LLC

Thanks again & Regards

Dennis

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Thu 7/26/2012 6:31 AM

Abhinav Goyal  
@stellarix.com>

To: David Havelock

Dear David,

Accept my sincere appreciation for the wonderful course, though it was tough but I am sure after a revision and detailed study I’ll be able to catch up with your course material. Also, thank you for the attached excel sheets. These calculators are certainly going to be very useful.

I was wondering about the webinar session you talked about. Can you please hint me out the day and time so that I can arrange that in my calendar.

Best Regards,

Abhinav Goyal
Chief Executive Officer
Stellar Consultancy Services Pvt. Ltd.
Dear Mr. David,

Thanks for your mail.

I enjoyed and learnt a lot during CPVA training session.

Looking forward for the log in information.

Regards,

Sujay S. Upalkar

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Dear David,

Thanks for the mail and wishes.

The training program conducted by you is really useful and will definitely help me and our organization in our Licensing efforts.

Nevertheless, I would like to add that two days program is not sufficient. I believe, if you had shared some reading materials about the procedures to calculate the value before attending the program, then the grasping would have been much better. Moreover, if you can add some practice negotiations and infringement suit then it can help the participants to use the techniques learnt.

Best regards,

Sameer Panda

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Hi David,

Thanks for the Excels – it was a wonderful two days of training.

I look forward the login information.

Best regards,

Anindya.
Dear David,

Many thanks for your email. It was an absolute pleasure to work with you and the training was an opportune and good learning experience.

Please the sheet having email ids of the participants. Please feel free to contact me in case you need any clarifications or more information.

The participants have started writing to us regarding Excel sheets and the link to the webinars.

Thanks again and Kind regards,

Bhavya Mehta
Vice President [Corporate Services],
Global Institute of Intellectual Property (GiIP),
David,

It was a pleasure to attend the CPVA training conducted by you in Bangalore. It was quite insightful, and will help me and UnitedLex provide high-quality services to our clients.

I would like you to meet Joe Root, Chief Patent and Trademarks Counsel at UnitedLex. Joe has several years of experience training professionals in India on US patent preparation and prosecution. Joe heads the IP Vertical at UnitedLex and is also deeply involved in training UnitedLex Patent Engineers.

Further, as discussed, I would like to seek an opportunity to work together on a project. I believe that UnitedLex should be able to help you take on larger projects and also expand your service capabilities. If you think a call will be helpful to understand our capabilities better, I will be happy to speak with you.

We look forward to working with you.

Best regards,
Darshan

Darshan Mujumdar
AVP - Intellectual Property

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From: Elena Canetti [mailto:marqers.com]
Sent: Sunday, January 01, 2012 8:33 AM
To: dwanetick@incrementaladvantage.com <dwanetick@incrementaladvantage.com>
Subject: RE: CPVA Programs

Dear David,

Thank you for sending me the excel table with the valuation models.
I enjoyed the course very much and surely learnt a lot from your experience and background.
I will be glad to cooperate with you in the future and keep this channel of communication open between our companies.
Regarding your friend in Brazil I appreciate this introduction.

I hope you will enjoy the rest of your time in Israel with your family.

Best regards,
Elena
From: Jason Loh   jlong@panasonic.com
Sent: Tuesday, August 16, 2011 5:58 PM
To: David Wanetick <dwanetick@incrementaladvantage.com>
Subject: RE: Valuation of Emerging Technologies Course

Dear David,

Thank you for sending the worksheets. The course indeed is very helpful providing knowhow and insights into this new area of patent valuation to my team.

I am looking forward to the Oct 14 lesson. Just for your information, my colleague Alfred will be joining the upcoming seminar at San Diego. He too is looking forward to it.

Meanwhile thanks and stay in touch.

Best Regards
Jason

From: Beth Stewart   bethstewart@limore.com
Sent: Tuesday, July 26, 2011 2:23 PM
To: dwanetick@incrementaladvantage.com
Subject: BDA reference

To Whom It May Concern,

While working for General Electric’s Corporate Licensing division, I led a team of people focused on technology transfer and licensing in order to develop new business opportunities based upon Healthcare and Energy related technology.

Along with some of the people on my team, I had the opportunity to participate in two Business Development Academy training courses led by David Wanetick. These courses were Negotiating Licensing Terms and Valuing Emerging Technologies.

We found his courses to be an incredible return on our investment. While working with complex concepts and content, David Wanetick provides a fast paced and simplified outline of material with memorable real life examples from his own experience across a number of industries and countries. He creates a professional and conversational environment for the classroom and encouraged dialogue while staying focused on demonstrating the key topics.

I highly recommend his courses in Business Development topics to busy professionals who are seeking new ideas for growth and open to learning new creative perspectives.

Beth Stewart

From: Lovejoy, Juanita L [OIPTT]   @iastate.edu
Sent: Thursday, July 14, 2011 5:01 PM
To: David Wanetick <dwanetick@incrementaladvantage.com>
Subject: RE: CPVA Course Follow-Up

David,

Thank you. It was well worth the time and the trip and a pleasure to meet you also.

Nita Lovejoy
Iowa State University
Dear David,

It was a pleasure meeting you as well. I want to apologize once again for missing your session on Negotiations yesterday morning. I know I was going to be late but my appointment ended up taking longer than I expected. I meant no disrespect to you or the rest of the group and I sincerely apologize.

I have read over the slides from the negotiation session, I don’t have any immediate questions but if you have any insights beyond the slides, I would appreciate the time for a phone call to discuss them.

Thank you again for the effort you put in to this course. The material was more exhaustive than any other valuation seminars/courses I have attended (with the exception of the semester long course I took last semester@). My only suggestion, which you address in the negotiation slides, is doing a comparison of the different valuation models with the same technology and discussing the differences in the final numbers. This would potentially give a real world look at the significant differences between the values from the various models and how to use them in the negotiation process (again this is addressed in the negotiation session which I missed).

Again, it was a great meeting you and I enjoy the course and look forward to the opportunity to discuss the negotiation session if you have are available.

Thank you and kindest regards,

Eddie

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From: Hippen, Renate V [OIPPT]  
Sent: Thursday, July 14, 2011 1:21 PM  
To: David Wanetick <dwanetick@incrementaladvantage.com>  
Subject: RE: CPVA Course Follow-Up

David,

Thank you for all the information you provided during the CVPA course this week. It has been an exceptional learning experience!

I look forward applying the knowledge learned,

Kind Regards,

Renate Hippen

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From: Bob Goldsmith  
Sent: Wednesday, June 01, 2011 8:05 PM  
To: David Wanetick <dwanetick@incrementaladvantage.com>  
Subject: RE: Valuing Emerging Technologies and Intangible Assets

David –

You presented incredibly well. Thank you again.

I do think there may be opportunities to work together. I’ve forwarded the information you sent to our MID in Texas and we are going to give some future thought to present / future clients.

Best,

Bob

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From: On Behalf Of Tom Strauss  
Sent: Wednesday, June 01, 2011 8:22 PM  
To: David Wanetick <dwanetick@incrementaladvantage.com>  
Subject: Re: Valuing Emerging Technologies and Intangible Assets

David,

Thanks. You did a great job this morning. Very informative.
I look forward to working with you sometime, hopefully, soon.
All the best,

Tom

Thomas J. Strauss
Dear David,

Thanks for a wonderful workshop training yesterday. You gave us much to mull over, and we appreciate your indulging our many questions. We hope we'll have the opportunity to connect again.

All the best,

Anthony
From: Bourne, Mary Lou - bournem@imu.edu
Sent: Friday, April 29, 2011 8:06 PM
To: David Wanetick <dwanetick@incrementaladvantage.com>
Subject: RE: Valuation of Emerging Technologies Course

David,

Thank you very much for the training and the quality materials. The timing is excellent for what I need to know.

Have a great weekend,

Mary

From: Jean Jacques Mortens (b) @edbc.vic.gov.au
Sent: Tuesday, March 15, 2011 3:05 PM
To: 'David Wanetick' <dwanetick@incrementaladvantage.com>
Subject: RE: Valuation of Emerging Technologies Course

Hello David,

Thank you very much.
The pleasure was reciprocal.
Yes, I learned several things about the "architecture of valuation" since in most approaches ingredients are identical or similar.
The split questions are interesting as well: we allow people to use our generic system to develop a specific application. We sell it through our e-shop and revenues are split 45/55. But obviously here we provided the generic solution and the marketing; developers provide their solution.
Thank you again and I will not hesitate calling on you if we are in doubt.
Best regards,
Jean Jacques

From: [Name] @L3COM.COM
Sent: Friday, January 21, 2011 9:23 AM
To: David Wanetick <dwanetick@incrementaladvantage.com>
Subject: RE: Negotiating Licenses Course

Thanks, David,

Yes, I appreciated your seminar very much. I haven't been in the business of negotiating a lot of licenses yet, but do need to be aware of the high points as we begin to license some of our products and technology. And the information you provided is helpful in other areas of business as well.

Thanks, too, for the link to your articles. I appreciate it. I apologize for not being able to talk to you; I think I was just too far away from the computer for the mic to pick up my voice. And I hope our paths cross again, too.

Best regards,

[Name]

From: King, Brett A. @unu.edu
Sent: Friday, September 10, 2010 4:53 PM
To: David Wanetick <dwanetick@incrementaladvantage.com>
Subject: RE: Valuation of Emerging Technologies Course

David,

I was so happy to meet you and hear your thoughts and approach to valuation issues that I had not yet been exposed. I will be in touch about potential partnership opportunities. I would also like to speak with my partners about our meeting and potential referral/publishing projects.

Thanks for your time. I look forward to speaking with you again in the near future.

bk

Brett A. King, Ph.D.
Professor of Finance &
State Farm Endowed Professor of Risk Management
From: Richard Roadway

Sent: Wednesday, August 04, 2010 2:00 PM

To: David Wanetick

Subject: RE: Book Supplements

Thanks, David

What was mangled in my book of materials was the sections F, G, H, and I. I have the other sections. My section D starts with a Widget World P+I, then has "The value examiner next." E starts with a page called The patent Board, but the rest is shredded (by a photocopier I think). Then I have a section, presumbale section J that starts with Black Scholes. So if you can fill in the blanks with emailed inserts that would be good.

I liked the presentation, I did take off for about 10-15 minutes in the thing, but was pretty attentive otherwise. Presentation good. Materials good. The format of doing it online was good for me.

Thanks for the learning opportunity.

Regards

Richard

Richard Roadway
Vice President, Patent Brokerage
URM Technisights

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From: Leal, Alan

Sent: Thursday, June 10, 2010 7:05 PM

To: David Wanetick

Subject: RE: Valuation of Emerging Technologies Course

Thanks David,

Enjoyed the course and the density of info on valuation models. I'm sure I'll definitely find the accompanying spreadsheets useful for future transactions.

Hoping all is well with you both in travel and back home in NJ.

Alan

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From: Gillespie, Thomas

Sent: Tuesday, May 18, 2010 3:52 PM

To: David Wanetick

Subject: RE: Negotiating Transactions and Negotiating Licenses Course

David,

It was my pleasure to talk with you and to take your course. I wish you and your company continued success and I hope we can speak again soon and swap more lessons learned, etc.

Take care.

Tom

Thomas F. Gillespie III
IP Transactional Counsel
From: Jim Bechtel  
Sent: Monday, May 10, 2010 11:57 AM  
To: David Wanetick  
Subject: RE: Valuation of Emerging Technologies Course

Hi David - Yes, it was a pleasure meeting with you again, and I thank you for the valuable information you presented in your course. In fact, I just now downloaded the article you wrote on "The Value of Withheld Indemnifications." Very interesting.

And, thank you for the opportunity to work together. Let's stay in touch. I sometimes do run into prospective clients that are in the stratosphere where you operate and I want to learn more about the process and services you can provide.

Best regards,

Jim Bechtel

From: Clyde Hanson  
Sent: Friday, July 30, 2010 12:01 PM  
To: [Personal Email]  
Subject: RE: Valuation of Emerging Technologies Course

The course was just what I needed now. I've been using techniques I learned for policy analysis in city planning graduate school layered with direct response advertising statistics, so now I have a better feel for what potential buyers or licensees are likely doing.

Cheers!
Clyde
From: messages-noreply@bounce.linkedin.com [mailto:messages-noreply@bounce.linkedin.com] On Behalf Of Brian Boyer
Sent: Saturday, April 24, 2010 3:45 PM
To: David Wanetick <dwanetick@incrementaladvantage.com>
Subject: Join my network on LinkedIn

LinkedIn

Brian Boyer has indicated you are a person they’ve done business with at Syndicated Law.

I’d like to add you to my professional network on LinkedIn. I finally read your valuation article in its entirety, and I really like your analyses. Thanks so much. Its great to have you in my network, David.

Please stay in close touch, thx.

- Brian Boyer

From: Detran, Alexander G.  
d@ornl.gov
Sent: Monday, March 29, 2010 5:38 PM
To: dwanetick@incrementaladvantage.com
Subject: Re: Valuation Course

David,

Thanks very much for teaching the course, and for the additional materials. I am certain that the material will be helpful to me in my job. I hope to be in touch soon about the possibility of additional work with my group in Oak Ridge.

Best regards,

Alex

From: Perera, Viraj  
@warwick.ac.uk
Sent: Monday, March 29, 2010 7:31 AM
To: David Wanetick <dwanetick@incrementaladvantage.com>
Subject: Re: Negotiating Licenses Course

Dear David,

It was great meeting you too. Thank you for the attachment.

I certainly did learn many things and the course was very useful. I will be in touch should we need assistance in valuing intangibles or developing negotiating strategies.

Kind regards,

Viraj
From: Wim Hermens  
Sent: Sunday, March 28, 2010 6:06 AM  
To: David Wanetick <dwanetick@incrementaladvantage.com>  
Subject: RE: Valuation of Emerging Technologies Course

Thanks David,

It was a very helpful and challenging course. We'll keep in touch.

Best, Wim

Wim Hermens, PhD
Patent Portfolio Manager
AMT

From: Ursina Christen  
Sent: Wednesday, March 24, 2010 8:46 AM  
To: David Wanetick <dwanetick@incrementaladvantage.com>  
Subject: RE: Valuation of Emerging Technologies Course

Dear David,

Thank you for sending me the additional worksheet. It was an exciting pleasure to meet you in London and I can assure you I learned a lot not only about valuing technology but also about very smart negotiation scenarios.

If you plan to do a workshop in Switzerland in the future do not hesitate to contact me. I can certainly help you with addresses of people who might be interested.

Best regards,

Richard A. Egli

From: Lock, Michael  
Sent: Monday, October 05, 2009 11:01 AM  
To: David Wanetick <dwanetick@incrementaladvantage.com>; @exxonmobil.com  
Subject: RE: HIPLA Conference

David,

Thank you. We were very pleased as well with the results. I enjoyed your talk very much. It was a great way to kick off the Institute.

I will talk to Sindee and ask her to pass along the comments.

Mike
From: DELAVIER, Franck
To: David Wanetick <dwanetick@incrementaladvantage.com>
Subject: RE: Valuation of Emerging Technologies Course

Dear David,

Thanks for the model and the worksheets and above all thanks for the course.

No doubt I will use the ideas and advice soon.

Regarding litigation and the amount of damages, I mentioned yesterday an annual report from a firm regarding litigation in the US: it's published by PWC. You will find it attached.

Regards,

Franck DELAVIER

From: Ober, N Stephen @bu.edu
Sent: Wednesday, December 09, 2009 9:25 PM
To: David Wanetick <dwanetick@incrementaladvantage.com>
Subject: RE: Valuation of Emerging Technologies Course

David-

Tx. That was a great course. Well worth the time.

Will spread the word to my colleagues.

Best-

Steve

From: Couretas, Jerry M @lmco.com
Sent: Saturday, March 20, 2010 8:07 AM
To: dwanetick@incrementaladvantage.com
Subject: Course

David - thanks again for the course - lots of info to work with.

Jerry Couretas
Lockheed Martin
From: Keane, Paul R. (CDC/NIOSH/DSR) @cdc.gov
Sent: Monday, March 22, 2010 8:38 AM
To: dwanetick@incrementaladvantage.com
Subject: Thanks

David, thanks for a very instructive and informative class.

Perhaps we could enter into a dialogue in the future about potential acceptance factors by the marketplace? This might influence valuation.

At any rate, great to meet you, and thanks for sharing your knowledge.

Paul

From: Tim Donoughue
Sent: Monday, October 05, 2009 10:21 AM
To: David Wanetick <dwanetick@incrementaladvantage.com>
Subject: Join my network on LinkedIn

LinkedIn

Tim Donoughue has indicated you are a person they're done business with at Baker Hughes.

David:

Good to meet you last week at HIPLA in Galveston. Thanks for speaking—good job with that. May I add you to my network on LinkedIn?

-tim

From: Yitzhak (Zachi) Turkelbaum @ntt-inc.com
Sent: Tuesday, September 08, 2009 2:04 AM
To: David Wanetick <dwanetick@incrementaladvantage.com>
Subject: RE: IP Courses

Dear David,

Thank you for your kind note and thank you so much for the seminar which was an eye opener Via a Vis alternative prospective of our day to day Modus operandi, I would be grateful if any of the information given, can be sent in soft copy.

This is just for practicality—I tend reading during my long business flights and this helps me travel light weight....

If there is anything I can do for you, please don’t hesitate and contact me.

Kindest regards,
Zachi
-----Original Message-----
From: Lord, Bryan  [@amberwave.com]
Sent: Wednesday, November 05, 2008 7:56 PM
To: dwanetick@incrementaladvantage.com
Subject: Thank you

David,

Thanks for a very educational session today. It was extremely helpful!

Very best wishes,

Bryan Lord

From: Remsen Harris  [@jumpstartinc.org]
Sent: Monday, October 20, 2008 9:16 PM
To: Dwanetick@incrementaladvantage.com
Subject: Valuation Seminar

David–

I wanted to let you know how much I enjoyed the valuation seminar in Chicago last Friday. The information covered was very interesting and relevant to what we do at Jumpstart. While we don’t typically get involved in negotiating valuations with future portfolio companies we do sometimes find ourselves weighing in on valuations when they are set by the Angel or Series A investors or when assessing IP licensing agreements. I’m sure that we will find it useful in the work that we do at Jumpstart.

At the seminar concluded you indicated that some materials are available electronically. As electronic storage is the most convenient method to save useful information please forward any documents that you are permitted to distribute electronically.

Many thanks—

—Rem

From: Raman Venkatesh  [@acs.org]
Sent: Friday, October 10, 2008 4:34 PM
To: Dwanetick@incrementaladvantage.com
Subject: RE: Recent Course on Valuation of Early-Stage Technologies

Dear David,

Thank you for your kind words and I enjoyed your course very much. It always helps to learn the different methodologies for valuing IP being practiced in different markets. As we discussed, please send me a softcopy of your course presentation.

Best regards,

Raman
From: Halbrook, Michael L.  
Sent: Friday, October 10, 2008 1:42 PM  
To: David Wanetick <chwanetick@incrementaladvantage.com>  
Subject: RE: Recent Course on Valuation of Early-Stage Technologies

David –

Thanks. Your course was most informative and has already proven to be valuable. I will keep your contact information handy.

Michael

From: Greenbaum, Kim  
Sent: Monday, September 22, 2008 1:41 PM  
To: David Wanetick <chwanetick@incrementaladvantage.com>  
Subject: RE: Recent Course on Valuation of Early-Stage Technologies

David,
Thank you so much for a great course last Sunday! It was worth coming in on a Sunday afternoon!

Please keep me posted as to other courses that you may be offering in the San Diego area. Next time while in San Diego give yourself some time to enjoy the city!

Thanks again for the great class! Let me know if I can ever be of assistance.

Regards,
Kim Greenbaum

From: Rachel Diamant  
Sent: Thursday, September 18, 2008 11:09 AM  
To: David Wanetick  
Subject: RE: Recent Course on Valuation of Early-Stage Technologies

Dear David,

Thank you for your mail, it was good getting to know you and IncreMental Advantage.
I found the course comprehensive and informative.
I believe that I now pretty much know the state of the art in technology valuation.

Rachel

From: Kevin Schoeb  
Sent: Wednesday, September 17, 2008 8:09 PM  
To: David Wanetick <chwanetick@incrementaladvantage.com>  
Subject: RE: Recent Course on Valuation of Early-Stage Technologies

Dear David,

Thanks very much for forwarding the excel model. I'm a bit of a hands-on learner so it will be great to begin working through this. I enjoyed the course very much and will likely take another one if I can escape the confines of this office! In particular, I do a lot of market projections so the course below could be very useful. I'll definitely keep IncreMental advantage in mind as we develop additional needs and capabilities in business development.

Kind regards,
Kevin
Dear David,

Your seminar was very good. I would be very interested in the "Financial Modeling and Projections" seminar. Please let me know when and where you will give that seminar.

Thanks for the excel-sheet!

Regards,

Devora
From: Gaur, Lalit [gaur@ibm.com]
Sent: Wednesday, September 17, 2008 1:47 PM
To: David Wanetick <dwanetick@incrementaladvantage.com>
Subject: RE: Recent Course on Valuation of Early-Stage Technologies

Dear David,

Thanks for your email. I enjoyed the course very much. The course was well prepared, well attended and I found CAV as an interesting methodology that will soon pickup. I will certainly keep Incremental Advantage in mind should appropriate opportunities present themselves.

Best regards,
Lalit

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From: Ora Horovitz [ora@bg.ac.il]
Sent: Wednesday, September 17, 2008 1:34 PM
To: David Wanetick <dwanetick@incrementaladvantage.com>
Subject: Re: Recent Course on Valuation of Early-Stage Technologies

Dear David,

Thanks for an enjoyable and usefull course. I am sure I will use at least part of what I learned.

Regards and Shana Tova,

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From: Jo Dolan [jodolan@alum.mit.edu]
Sent: Tuesday, September 16, 2008 6:00 PM
To: dwanetick@incrementaladvantage.com
Subject: Thank you

Dear David,

It was a pleasure meeting you at the Early-Stage Tech evaluation course yesterday. I hope your stay in Seattle last night was pleasant and you got to roam around the city a bit on such a beautiful day.

Thank you for sharing with us truly valuable information. I am looking forward to putting it in good use during negotiations with Universities about their early-stage technologies.

Please do not hesitate to contact me at any time if I can be of assistance.

All the best,
Jo

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From: Alka Mehta [akal@ipilo.com]
Sent: Saturday, February 09, 2013 12:16 PM
To: David Wanetick <dwanetick@incrementaladvantage.com>
Subject: RE: Excel Models

Dear Mr. Wanetick,

Many Thanks for sending this file.
Also I wanted to thank you again for giving an insight of Patent valuation in the simplest possible way...Many thanks for spending your valuable time and teaching us these methodologies.

Regards,
Alka