

BRADLEY C. FACH

PROFESSIONAL HIGHLIGHTS

- Over eleven years of patent filing and strategy
- Registered United States Patent Agent and Certified Licensing Professional (CLP)
- Chair and Founder – Licensing Executive Society Charlotte Chapter
- Launched successful company to prepare and file patent applications

EDUCATION

2004 – 2006	Johns Hopkins University Master of Business Administration GPA 3.96	Baltimore, MD
2002 – 2004	Johns Hopkins University Master of Science Biotechnology GPA 3.93	Baltimore, MD
1996 – 2000	James Madison University Bachelor of Science, Integrated Science and Technology Minor: Business	Harrisburg, VA

EXPERIENCE

2007 - Present **University of North Carolina at Charlotte** **Charlotte, NC**

Assistant Director - Office of Technology Transfer

Manage daily operations and office staff for the Office of Technology Transfer. Responsible for the commercialization of intellectual property developed at the university. Interact with faculty and staff researchers and outside patent counsel to manage a portfolio of over 500 diverse intellectual property assets. Provide patent searching, patent analyses, and patentability opinions for new technologies. Negotiate non-disclosure agreements (NDAs), license agreements, material transfer agreements (MTAs), and sponsored research projects with industry partners.

Key Responsibilities:

- Manage small team of office staff to identify, protect, and commercialize university intellectual property
- Prepare patentability assessments, patent landscape maps, non-confidential summaries, and market analytics for newly developed technologies
- Draft and file patent applications for newly developed technologies
- Create and manage proprietary intellectual property and agreement tracking databases
- Prepare early stage product valuations using market comparables and DCF techniques

2006 - 2007 **Destum Partners, Inc.** **Charlotte, NC**

Project Manager

Managed high profile consulting and research projects within the pharmaceutical and biotechnology sectors. Directed a team of analysts to complete projects for multi-national and start-up companies, including; Bayer, BASF, Pfizer, Merck, and Stiefel/GSK.

Key Responsibilities:

- Provided financial forecasting and modeling services for novel and generic pharmaceuticals, including; unit forecasts, peak sales, market penetration, and net income projections
- Assisted companies with M&A and transactional work, including; in and out-licensing, divestitures, and sponsored research investments
- Conducted primary and secondary market research and competitive analysis studies in multiple therapeutic areas. Presented key findings to industry executives
- Designed effective commercialization plans for US and international product launches including value chain analysis, distribution channels, pricing recommendations, and reimbursement strategies
- Prepared financial valuations using DCF and NPV calculations in addition to composite valuations based on market comparables and financial statement analysis

BRADLEY C. FACH

2003 – 2006 PatentSeq, LLC

Falls Church, VA / Charlotte, NC

President/Founder

Launched successful Washington, DC area consulting firm specializing in biological patent sequence listings as well as patent sequence searching and analysis. Generated sales and attracted major clients to become a leading outsourcing provider for in-house patent counsel and intellectual property law firms specializing in biotechnology related patenting and patent searching.

Key Responsibilities:

- Increased company sales by over 200% and gained 30% market share of top IP law firms servicing life science companies
- Prepared DNA and amino acid sequence listings for US and international law firms as well as in-house patent counsel for pharmaceutical and biotechnology companies
- Wrote custom programs to generate large patent sequence listings with over 3 million unique sequences per file
- Conducted biological sequence searching of major patent and scientific databases for patentability and freedom to operate analysis
- Developed databases and custom dashboards to track and manage patent applications and the related patenting costs for individual client portfolios
- Provided consulting services to intellectual property law firms and life science companies in the areas of patenting strategy, patent drafting, patent filing, and patentability analysis

2000 – 2003 Birch, Stewart, Kolasch & Birch, LLP

Falls Church, VA

Registered Patent Agent

Prepared and analyzed patent applications in the life sciences group at a top three intellectual property law firm as a registered USPTO patent agent. Responsible for preparing all patent sequence listings and conducting biological patent sequence searching. Managed the firm's largest patent portfolios and created specialized databases and dashboards to track documents through the USPTO.

Key Responsibilities:

- Consulted with international pharmaceutical clients to provide patent prosecution related services, including; patentability analysis, patent sequence searching, and the drafting of new patent applications
- Prepared highly technical responses to USPTO office actions, restriction requirements, and anticipation/obviousness rejections
- Coordinated and received multi-million dollar contracts with the National Institutes of Health for patent prosecution work

CORE COMPETENCIES AND TECHNICAL SKILLS

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| - Product forecasting and modeling | - Patent Sequence Listings and Searching |
| - Project management | - Patent analytics |
| - Competitive analysis | - Market analysis |
| - NPV, DCF, and IRR analysis | - Licensing and transactions |
| - Excel, PowerPoint, Access, HTML, SQL | - Marketing of new technologies and services |