



WWW.TANGIBLEIP.BIZ

FOR IMMEDIATE RELEASE

TANGIBLE IP EXPANDS ITS MANAGEMENT TEAM

Several renowned industry experts join premiere patent brokerage and IP advisory firm

Seattle – October 3, 2014. TANGIBLE IP, LLC, an international patent brokerage and Intellectual Property advisory firm headquartered in Seattle, with offices in San Francisco and Montreal, announced today that several senior and well respected industry experts have joined its management team. These additions will allow the firm to add varied and deep technical expertise to its core bench and to continue its growth in its flagship activities, *i.e.*, patent brokerage and IP advisory services.

Tangible IP was founded in 2011 by former GM IP Licensing at Microsoft Louis Carbonneau who still heads the firm. In a short span of time, it has become the gold standard in patent brokerage with over 2000 patents sold and a stellar reputation in the IP community, as well as a providing strategic advisory services to several technology companies and investment firms.

"I am delighted to add such a roster of respected experts to our growing team", said founder and CEO Louis Carbonneau. *"All of these individuals have a proven track record in the industry and are sought after by their peers. Our mission is to always have the most qualified people to work with our clients and the addition of Dan, Alan, Reed and Byron to our team will further strengthen our capabilities and allow us to take on more ambitious projects going forward. We are just getting started!"*

Alan Burnett **VP, Technology – Software and Networking**

Alan Burnett is a seasoned patent attorney with 30 years combined legal and engineering experience. Alan is formerly the Senior Licensing Attorney and Portfolio Administrator for Intellectual Ventures, where for 8 years he was involved with acquisitions of over \$100M of patents and responsible for management of prosecution for IV's wireless, networking, and computer architecture portfolios. He was a lead attorney for software licensing, and also provided licensing support for the wireless portfolio. Prior to IV, Alan was a partner with Blakely, Sokoloff, Taylor, and Zafman, one of the leading patent firms on the West coasts. Mr. Burnett graduated from Washington State University with a B.S. in Mechanical Engineering. He received his Masters of Science in Mechanical Engineering from the University of Washington and his J.D. from the University of Washington School of Law.

To read Alan's full bio, click [here](#).

Dr. Daniel Whittle **VP, Technology – Hardware & Systems**

Dr. Daniel Whittle is a USPTO registered patent agent, a patent consultant and testifying technical expert witness in patent litigation with broad IP asset technical and commercial analysis experience. His perspective is rooted in over two decades of product and technology development and manufacturing experience. He has been active in due diligence on both the buy and sell side as a tech company executive during acquisitions. Previously, Dan was President of Cymbolic Sciences and Sr. VP of R&D and Manufacturing at Oce Display Graphics Systems where he led the development of several award-winning wide-format systems in the LightJet laser photo printer and Arizona solvent and UV inkjet printer lines. Prior to that, Dan spent 12 years with IBM, where he worked on technology and product development and advanced manufacturing process development projects around various technology areas. He has been issued patents in high-speed electronic connectors, 3-D photolithography, laser scanning systems, LCD backlights, magnetic electrical connectors and LED lighting systems. The majority of these have been licensed. He has patents-pending in magnetic connectors, solid-state lighting systems and consumer products. Dr. Whittle earned his Ph.D. in Physics from the University of Pennsylvania and a B.S. from Lebanon Valley College.

To read Dan's full bio, click [here](#).

Dr. Reed Thorkildsen **VP, Technology – Telecom and Media Content**

Dr. Reed Thorkildsen counts over three decades ranging from managing teams in hardware, software and algorithm development, domestic/international standards development, business development and sales to, most recently, intellectual property strategy

TANGIBLE IP

Aligning IP With Business™

and acquisition. Since 2009, Dr. Thorkildsen has focused on maximizing the return on investment in intellectual property for Intellectual Ventures as Portfolio Director, Fund Strategy & Investment in Media and Telecommunications, Consumer Electronics, and Enterprise Computing. Previously, Dr. Thorkildsen was Sr. Vice President of Technology and R&D at Motricity and Infospace Mobile where he led the development of the platforms providing web content and services to smartphones. Prior to that, he spent 20 years with Bell Labs. Dr. Thorkildsen earned his Ph.D. in Physics from the University of Virginia and a B.S. from East Tennessee State University.

To read Reed's full bio, click [here](#).

Byron Sanders *Director, Business Development*

Byron is an international business developer with nearly 20 years of experience working in sales and operations for large public corporations to small startups in the financial, telecom, manufacturing, transportation, logistics, environmental, entertainment and legal sectors. Byron began his career in IP as a Business Developer for patent market exchange Tynax and helped launch the Silicon Valley Business School (SVBS Co), which focuses heavily on Intellectual Property curriculum. Byron studied computer science at Trident Technical College.

To read Byron's full bio, click [here](#).

Tangible IP, LLC specializes in selling high quality unencumbered patents and has now brokered the sale of over 2000 patent assets since its inception and has returned tens of millions of dollars back to inventors, shareholders and patent owners.

ABOUT TANGIBLE IP, LLC. Founded in 2011 by former Microsoft GM of IP & Licensing Louis Carbonneau, Tangible IP offers full service patent brokerage and strategic IP advisory services. For more info, visit www.tangibleip.biz or contact us via email at info@tangibleip.biz or by phone at +1 (425) 868-9280.
