



INFORMATION FOR PATENT OWNERS

INPRO LICENSING SARL
Carré Bonn 20
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Luxembourg



Executive Summary

**Inpro owns and manages
portfolios of intellectual
property worldwide.**



Executive Summary

Inpro is exclusively engaged in the business of generating revenues from third parties' use of Inpro's and its partners' technology.

Inpro focuses primarily on computing, display, electronics, internet, mobile/wireless, life science and nanotechnology.

Inpro has a significant track record in large, complex combinations of IP prosecution, litigation and licensing strategies.



Inpro History

Inpro is the former Intellectual Property Division of Elonex plc, now spun-off and existing as a group of separate, Luxembourg-based concerns. Inpro owns the former Elonex IP portfolio, acquires interests in other technologies developed by third parties, and works with corporate “partners” in realizing the value of IP. Inpro comprises the same team as devised and implemented the plan to realize the value of Elonex’s Power Management Patents.

In the 1990’s, Elonex developed an extensive patent portfolio in a number of areas, including Power Management. Power Management is the means by which a pc monitor “goes to sleep” while not in use, and “wakes up” quickly when required. Power Management is valuable because monitors consume a lot of power, and waste energy when not in use. Government programmes such as ENERGYSTAR required that energy be conserved.

The Video Electronics Standards Association (VESA) adopted the “DPMS” standard as a means of achieving the required energy conservation. Elonex considered that the VESA DPMS standard read on its Power Management patents.



Inpro History

After licensing HP (US), Hitachi (Japan) and Nokia (Europe), Elonex launched two phases of Delaware proceedings against selected parties; and pursued a parallel licensing programme concurrently. Ultimately, licensees included the following companies and yielded over \$100 million:

USA

Apple
Compaq
Dell
Gateway
Hewlett Packard
Micron
PB/NEC
Princeton Graphics
Viewsonic

Japan

Choumusen
Fujitsu
Hitachi
Iiyama
Matsushita
Mitsubishi
NEC
Sanyo
Sharp
Sony
Totoku

EU

Nokia
Philips

Taiwan

Acer
ADI
Amtran
AOC
BenQ
Compal
Delta
Envision
Lite-On
Mag
Proview
Tatung
TPV

Other

Capetronic
Daewoo
KDS
LG
Samsung



Inpro Today

Inpro is currently at work on technologies of its own and its partners.

Proxy	Laptops	DDC Plug & Play	WLAN	Stem Cell Transplants
		 	 	



Inpro Today

Inpro is currently at work on a number of projects, including:

- **Proxy**
 - Patents relating to a proxy-server system enhancing functionality of computers accessing servers on the internet
 - Currently subject of proceedings against T-Mobile in Germany
- **Portable Computing**
 - US and other patents relating to way screens of laptop computers are assembled with the rest of the unit
 - Potential revenue sources include laptop computer suppliers
- **DDC Plug & Play Patents**
 - Agent for a major electronic manufacturer to arrange licenses with Taiwan monitor companies
 - Patents relating to the VESA DDC standard for computer monitors to enable “plug and play” functionality
- **WLAN Power Management Patents**
 - Agent for a major electronic manufacturer to arrange licenses with WLAN product companies
 - Patents relating to the power saving in mobile wireless units operating in an IEEE 802.11 specified LAN
- **Stem Cell Transplant**
 - Patents relating to patient conditioning for Stem Cell Transplant treatment for cancer
 - Inpro has identified and is in contact with potentially interested licensees



Management Team - Executive

Inpro has a mature, world-class team of executive employees. In order to ensure constant access to requisite cutting-edge professional expertise, but without taking on the very large fixed cost that would be required to include it as part of its infrastructure, Inpro has also made key outsourcing arrangements.

- **Michael Spiro, Managing Director**
- **Philip Cardman, Business Development, USA/Asia**
- **Yona Shoham, Business Development, Israel/Europe**
- **Andrew Margolis, Chief Technology Officer**



Management Team - Executive



Michael Spiro, Managing Director

Based in London, Michael is responsible for overall project management and evaluation, and also for finance and administration. Michael was Elonex's Financial & Commercial Director for 13 years, and was the head of Elonex's intellectual property division throughout its life. South African-born, Michael graduated from Tel Aviv University with a BA/BSc in Accountancy and Economics, and is a qualified Certified Public Accountant in Israel.



Philip Cardman, Business Development, USA/Asia

Based in California, Phil is responsible for searching for and identifying opportunities to acquire technology in the USA and Asia. Prior to joining Inpro, Phil held a variety of senior legal and executive positions at Intel, Tandem, Convex and Objective System Resources. He has a BA from Washington University, has a JD from Duke and is a member of the California and Texas Bars.



Management Team - Executive



Yona Shoham, Business Development, Israel/Europe

Based in Israel, Yona is responsible for searching for and identifying opportunities to acquire technology in Israel and Europe. Yona is a well known figure in Israeli corporate life. Before joining Inpro, Yona was the Managing Partner of Momentum Management, the CEO of Onyx Technologies, and the Israeli Managing Director of National Advanced Systems and Control Data Crop. Yona is has a BA in Mathematics & Statistics from the Hebrew University of Jerusalem, and completed the AMP-Business programme at the Harvard Business School.



Andrew Margolis, Chief Technical Officer

Based in London, Andrew has over 25 years experience working in leading edge technology areas. Prior to joining Inpro, he spent 11 years at Symbian, where he was Chief Patent Engineer. He's also a well-known author, having written the leading textbook on fax modems and protocols. Andrew has an MA from Cambridge University, an MSc from London University and a PhD from Edinburgh University.



Management Team - Outsourced Professionals

Dan Kikinis, Lextron Systems - Technical Consultant

Dan has more than 20 years of experience in the development of high-technology products and intellectual property, with more than 250 registered patents worldwide in PCs, Net/Web, networks and systems. Dan was the chief IP officer of iSurfTV, the CEO of Lextron Systems, the head of R&D at Elonex and is a member of Silicon Ventures' advisory board. Dan has Bachelors and Masters degrees in Electronics and Computer Science from the Swiss Federal Institute of Technology.

Mike Waters - Business Consultant

Mike has over 28 years experience in the electronics businesses. He has held various management positions with Mullard Ltd, Royal Philips BV, Delta Electronics Inc, Mesophotonics Ltd, Cambridge FPD Ltd as well as with his own consulting company. Mike is a materials science graduate and chartered engineer.

Martyn Postle , Cambridge Healthcare and Biotech - Consultant on Biotech Opportunities

Cambridge is a healthcare and biotech consulting firm based in Cambridge, England. Martyn assesses and evaluates life science opportunities that Inpro generates. Martyn was previously in research at Eli Lilly, a Principal consultant at KPMG and Coopers & Lybrand, and the Senior VP of Cambridge Pharma.



Partners

Inpro seeks technologies (1) mainly in the following areas: computing, display, electronics, internet, mobile/wireless, life science and nanotechnology; and (2) which are currently being and/or will increasingly be used by a multitude of companies and in a multitude of jurisdictions.

Inpro works closely with inventors, in-house counsel and IP licensing groups to evaluate, structure and monetize existing intellectual property portfolios on a global basis.

Inpro is flexible in structuring its cooperations with third party patent owners.

The cooperations may take the form of acquisitions, joint ventures or agencies. While Inpro is willing to engage vigorously in legal proceedings, it does not invest in third party IP simply with a view to litigation. Inpro brings creative business solutions to the IP value realization process.

Interested patent owners should contact Michael Spiro, or Philip Cardman if in the US or Asia or Yona Shoham if in Europe or Israel.



Contact

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