



Philadelphia Section IEEE Consultants Network

<http://www.phila-ieee-consultants.org>

Conet.phila@ieee.org

CONET Newsletter September, 2008

Meeting Announcement for Tuesday, October 7, 2008

- Date:** Tuesday, October 7, 2008
Place: Sheraton Hotel, 36th & Chestnut Streets
Dinner: 6:30 PM (Network / Social time starts 5:30 PM)
Presentation: 7:15 to 9:00 PM
Topic: ***Mistakes Technology Companies Make In Their Intellectual Property And Commercialization Strategies***
Speakers: Margie Beard, owner of M. Beard Consulting, and Ken Nigon, IP Attorney with RatnerPrestia
Parking: Sheraton indoor lot parking is FREE, if you have your parking stub validated at registration. Enter Sheraton parking lot from 36th Street.

Mistakes technology companies make in their Intellectual Property And Commercialization Strategies

This workshop will focus on how the mistakes that technology companies make can result in costly delays in commercializing their technologies and achieving success, weaken their competitive positions, impact their ability to obtain funding, and even lead to disastrous results, including failure. The workshop will offer strategies for avoiding these common mistakes.

Margie Beard has over thirty years experience advising entrepreneurs and company executives on a broad range of business issues. For the past ten years, Margie has specialized in helping technology companies develop commercialization and technology transfer strategies, conduct due diligence on prospective licensees and strategic partners, develop business points for agreement negotiation, and obtain funding. Margie has also provided consulting services to PA SBDC technology company clients and conducted due diligence on funding applicants for the Ben Franklin Technology Partners. Margie was the featured speaker at a previous IEEE CONET event at which she provided insights about the federal Small Business Innovative Research grant programs. She has also served on the Science Center's Business Advisory Team, supervised Temple MBA students on their consulting projects for Israeli technology company entrepreneurs, and taught business courses at area colleges. Margie was previously a Vice President at Mellon Bank where she structured multi-million dollar credit facilities and advised companies on business issues. Margie has a B.A. in Economics from Stanford University and an MBA in Marketing Management from the Yale School of Management.

Ken Nigon, is a shareholder at RatnerPrestia. For over 25 years, he has helped large and small businesses determine how to most effectively protect their products and services using patents, copyrights and trademarks. He also drafts consulting and licensing agreements and performs due diligence investigations. Ken is the current treasurer of the American Intellectual Property Association and a member of IEEE. He is a contributing author to *Electronic and Software Patents, Law and Practice* published by BNA Books. Ken has a B.S. in Electrical Engineering from the University of Notre Dame, an M.S.E.E. in Electrical Engineering/Computer Engineering from Stanford University and a J.D from Temple University Law School. Before entering the legal profession, Ken worked for nine years as an engineering programmer and systems programmer for Burroughs Corp., now a part of Unisys.

Mark your calendars. RESERVE ASAP! CONET is ALL ABOUT NETWORKING. Bring any promotional literature or business cards you wish to display or distribute. We have a back table set up for this purpose.

To reserve, send an e-mail to: locasale@ieee.org, no later than 5 PM on Thursday, October 02. Include your evening phone number, indicate whether you will be attending dinner or just the meeting, and list any special vegetarian dinner requirements.

Price for dinner and the meeting is \$35.00. The fee for attending only the presentation is \$15.00; however, CONET and IEEE Student members can attend the presentation at no charge. Please bring your check, made payable to CONET, and give it to the registration people who will sign you in at the door. Also have them stamp your parking ticket. Those without reservations will not be admitted until all those who have reservations have been seated.

Reservations not canceled by 2:00 PM on October 06 are responsible for the fee and will be billed accordingly.

WE LOOK FORWARD TO SEEING YOU THERE!

For more information about CONET visit our website:

<http://www.phila-ieee-consultants.org>

Your thoughts and comments relative to CONET activities or consulting can be voiced to other members and officers through the CONET forum:

<http://www.engineeringforum.org/forum/forumdisplay.php?s=&forumid=16>

For additional information on CONET visit our website: <http://www.phila-ieee-consultants.org>

For Philadelphia IEEE Section activities the section Almanack is now available on line at <http://www.ieeephiladelphia.org>

Jim Walsh
CONET Secretary

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Dave Horowitz	– Director, Special Projects	d.horowitz@ieee.org

News from the Chemical Consultants Network (CCN)

The Philadelphia Section of the Chemical Consultants Network (CCN) invites all area consultants to participate in their November Networking Event:



Present your consulting business to experienced, senior individuals from a wide variety of large and small chemical companies, and also from the financial, consulting, and academic communities ~
Exhibit tables are now available in limited number for a

CONSULTANTS NETWORKING EVENT AND RECEPTION

at a joint meeting of

**THE JOSEPH PRIESTLY SOCIETY
AND**

THE CHEMICAL CONSULTANTS NETWORK

10:00 AM ~ Thursday, November 13, 2008

**Chemical Heritage Foundation
315 Chestnut Street
Philadelphia, PA**

- PLEASE CONTACT JOHN NEWPORT AS SOON AS POSSIBLE WITH REQUESTS AND FOR MORE INFORMATION: jflnewport@yahoo.com**
- PLEASE INCLUDE YOUR PROFESSIONAL ORGANIZATION AFFILIATION**