



SILICON VALLEY CHAPTER EVENT

PROGRAM

Panel discussion with: Sun Microsystems Inc., KPMG, First Street Analysis, Inc.

“Identifying Unrecorded Revenue in the Area of License Agreements”

If there was a million dollars on the ground would you pick it up? Of course you would, but then reconcile the fact that most companies are not receiving the correct amount of royalties from their customers and are being underpaid by millions of dollars. Why does this happen? Mostly because the company that owns the technology is unaware that there is a million dollars on the ground. Statically we have observed that 40% of royalty calculations are inaccurate. There is 12% to 20% underreporting and the underpayments range from \$5,000 to millions of dollars.

DATE

Wednesday, May 28, 2003

11:30 – 1:00: Lunch + 12:30 – 1:30: Speakers

LOCATION

Microsoft Corporation

1065 La Avenida, Building 1 in the Jupiter and Saturn Conference Rooms

(Off Highway 101 – Please see the attached map)

Mountain View, CA 94043

(650) 693-4000 main office

COST

Luncheon & program: \$ 35.00 Paid Pre-registration by May 23rd
Luncheon & program: \$ 40.00 Paid after May 23rd (note: seating is limited)

Please let me know if you have any special dietary requirements.

The Licensing Executives Society (USA and Canada), Inc. is a State Bar of California approved MCLE provider.

If you require MCLE credits, please sign attendance sheet at the door.

REGISTRATION FORM : LES – SVC : May 28, 2003 Event

PLEASE TYPE OR PRINT LEGIBLY - - -

Name: _____ Title: _____
Company: _____ Address: _____
City: _____ Zip: _____
Phone: _____ Fax: _____ Email: _____

Please make check payable to: “LES – Silicon Valley Chapter”

Or charge to **Visa** , or **MasterCard** Cardholder: _____
Account #: _____ Exp: _____ Billing Zip Code: _____
Signature: _____ Amount \$ _____ Receipt # _____

For office use only

No refund of registration fees will be given after May 23, 2003.

Mail to: Julie Alsing, LES Silicon Valley Chapter Coordinator, P. O. Box 21027, El Sobrante, CA 94820-1027
Fax to: Julie Alsing at (510) 669-1645, or contact Julie at: Phone: (510) 223-7810, Email: julie@alsing.net

Speaker Bios:

CHRIS NADAN

Chris Nadan is Associate General Counsel for Sun Microsystems, Inc. and Director of Software & OEM Sales for Sun's Global Sales legal department. He heads the legal group responsible for supporting worldwide software licensing and also OEM sales of Sun products and technologies. In addition, he is an Adjunct Professor of Law at the University of California Boalt Hall School of Law, teaching a course on Intellectual Property Transactions. Before joining Sun, Chris was an intellectual property attorney at Farella, Braun & Martel in San Francisco, and he received his undergraduate degree from Stanford University and law degree from Boalt Hall.

DOUGLAS (“DOUG”) AGUILERA

Doug is a Director in the KPMG's national Forensic practice and is located in San Francisco and Mountain View. He has 12 years experience as a consultant and has been specializing in royalty audits for the past seven years. Doug also has significant expertise in litigation consulting.

His current work includes IP due diligence projects, including royalty audits, compliance audits and analyzing damage issues on patent infringement cases. Doug also assists Stanford, M.I.T., The University of Texas System and other top licensing schools and organizations with their IP.

Doug is a graduate of San Jose State with a degree in accounting and is a CPA. Doug has been a member of LES for five years and spoke at last year's national conference about royalty audits. He is also a member of the Association of University Technology Managers.

DAVID SARASUA

David holds a Bachelor of Science in Business Administration from San Jose State University. He also holds a Master of Business Administration from Golden Gate University and is a CPA. David has more than 25 years of experience in manufacturing, software, and high technology companies. Prior to joining Deloitte and Touche he was the controller for Precision Monolithics Inc. David did system integration and was also responsible for initiating the Royalty Management Program at Oracle Corporation.