

SANDRA J. FRANKLIN, ESQ.
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CAREER SUMMARY

Intellectual Property Attorney with broad business strategy and technology development experience, often functioning as In-House Counsel for small to mid-size companies. Particular expertise in:

*Trademarks, Domain Names	*Licensing/contracts	*e-Commerce
*Copyrights	*Software	*Corporate Policies & Procedures
*Patents	*Technology Development	*Arbitration and Mediation

CAREER HISTORY

Franklin & Associates, Principal **2003-Present**
TechnologyADR.com, Principal **2000-Present**

Corporate Counsel and Intellectual Property Manager for a variety of businesses. Technology-related Arbitration and Mediation. Special Counsel for IP litigation.

- *Expert in domain name disputes, trademark rights.
- *Software development; high-tech start-ups.
- *International joint venture license Mediation.
- *\$100 million patent infringement Arbitration.
- *Routinely negotiate IP licenses.
- *Routinely establish client policies and procedures pertaining to protection of trademarks, copyrights, patents and trade secrets.

Wise Solutions, Inc., General Counsel **2001-2002**

Responsible for all of the legal affairs of a Wise Solutions, Inc. a software company with a broad trademark, copyright and patent portfolio, and global customers, licensees, partners and employees.

- *Established international distributorships.
- *Negotiated and drafted major partnership agreements.
- *Established contract bank including software licenses and employee agreements.
- *Chaired Patent Committee. Established Corporate Intellectual Property Policies and Procedures. Conducted related training.
- *Due Diligence for purchase by Accenture.

Sills, Law, Essad, Fiedler & Charboneau, Associate **1995-2001**

Corporate Counsel and Intellectual Property Manager for a variety of businesses. Specialized in technology transfer and joint development agreements.

- *IP Counsel to the Michigan Economic Development Corporation, the Michigan Biotechnology Institute and other technology incubators.
- *High-tech start-ups; University spin-offs.
- *Due Diligence in support of mergers, acquisitions, equity financing.
- *Intellectual Asset Management: patents, trademarks, copyrights, trade secrets.

Franklin & Associates, Principal
Beaver Precision Products, Inc., part-time General Counsel **1991-1995**

In-house Counsel to Beaver Precision Products, Inc., and other defense contractors and software companies. Responsible for a wide variety of corporate legal affairs.

- *Negotiated contracts with the Army, Navy, Air Force, Marine Corps, overseas government and corporate customers.
- *Negotiated union contracts.
- *Advised on general corporate matters, such as leases, insurance, human resources, etc.

KMS Fusion, Inc., General Counsel, Manager Contracts Department **1990-1991**

Responsible for the computer and aerospace contracts, trademarks, copyrights, patents, licenses, agreements and general corporate legal matters for KMS Fusion, Inc., a research and defense contracting company.

- *Negotiated and drafted major technology transfer and teaming agreements.
- *Restored all existing contracts to full compliance levels on technical, financial and contractual requirements.
- *Established archive of master agreements.
- *Chaired Patent Committee. Established Corporate Intellectual Property Policies and Procedures. Conducted related training.

General Dynamics Land Systems, Assistant General Counsel **1988-1990**

Responsible for all intellectual property matters, contract and license negotiations and managing outside litigation counsel for General Dynamics Land Systems, a manufacturer of armored vehicles.

- *Structured spin-off semiconductor development company.
- *Established Patent Committee, and Inventor Incentive program. Established Corporate Intellectual Property Policies and Procedures. Conducted related training.
- *Counsel on Executive Board project to overhaul use of \$30 million in discretionary/new business funds; drafted corporation-wide policy reforms.
- *Directed corporate Due Diligence team for acquisition of research and development company.

U.S. Army, Communications & Electronics Command, JAG Officer (Captain) **1984-1987**

Responsible for legal support for computer software, hardware, maintenance and support procurements, including litigation and intellectual property. Also responsible for base construction contracts. Part-time magistrate for probable cause determinations.

- *Orchestrated command-wide response to first automatic data processing protest against the Army.
- *Constructed and trained interdisciplinary legal team to handle multi-million dollar computer procurements.
- *Identified pattern of procurement fraud in local construction industry.

EDUCATION/PROFESSIONAL DEVELOPMENT

Juris Doctor, Thomas M. Cooley Law School, 1983
Bachelor of Arts, Education, University of Michigan, 1979

World Intellectual Property Organization Neutral Arbitrator and Mediator, Advanced Training
Asian Domain Name Dispute Resolution Centre
CPR International Institute for Conflict Prevention and Resolution, Neutral Arbitrator and Mediator
American Arbitration Association Neutral Arbitrator and Mediator, Advanced Training
National Arbitration Forum Neutral Arbitrator and Mediator, Advanced Training
FINRA Financial Industry Regulatory Authority, Neutral Arbitrator and Mediator
Copyright Arbitration Royalty Panel, Library of Congress
National Center for Dispute Settlement, Arbitrator
Former eResolution Arbitrator
Advanced Training for Certification in Mediation through the University of Michigan Institute
for Continuing Legal Education
Mediator/Case Evaluator on Michigan District, Circuit and Federal Court Panels
Hearing Officer for the City of Traverse City, and the Ripoff Report

Michigan Bar, Past Chairperson of the Information Technology Law Section
Washington, D.C. Bar
Conflict Resolution Services, Inc.: Board of Directors for several years, ADR Coach
National Contract Management Association: Area Board of Directors for several years
SCORE Small Business Counselor