

LOUIS P. BERNEMAN, EdD, CLP, RTTP
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BUSINESS EXPERIENCE

Texelerate, LLC, Philadelphia, PA 2005 - present
Managing Director

Texelerate is a technology transfer consultancy focused on licensing, investing in start up ventures, and royalty monetization. Principal engagements:

- Founding Partner, Osage University Partners; and
- Member, Strategic Advisory Board, HealthCare Royalty Partners.

University of Pennsylvania, Philadelphia, PA 1995 - 2005
Managing Director, Center for Technology Transfer (CTT) and IP Administrator

CTT obtains and manages patents, copyrights and trademarks derived from the University's academic research enterprise. CTT creates relationships with companies and investors to commercialize Penn intellectual property. From 1995-2005, CTT assessed ~ 3000 technology disclosures, filed and prosecuted ~ 1500 patents and patent applications, entered into ~ 600 commercialization agreements including creating and launching ~ 80 start up ventures, secured tens of millions of dollars in industry funded research and generated ~ \$100 million in license income.

Virginia's Center for Innovative Technology (CIT), Herndon, VA 1989 - 1995
Director, Licensing and Business Development

CIT promotes Virginia's science and technology-based economic growth by creating industry-university-government partnerships and commercializing discoveries from the University of Virginia, Virginia Tech, William and Mary, Virginia Commonwealth University, George Mason University, Old Dominion University, James Madison University and the Eastern Virginia Medical School.

Innotech, Inc., Roanoke, VA 1990 - 1993
Co-Founder and Director

Innotech developed multi-focal ophthalmic lens manufacturing systems for eye care professionals.

Biotherapeutics, Inc., Franklin, TN 1984 -1989
Co-Founder, President, and CEO

Biotherapeutics was a provider of cancer biotherapy services to patients, physicians and hospitals.

Immuno Modulators Laboratories, Inc., Houston, TX 1982 - 1984
Consultant and Vice President, Sales and Marketing

IML was a development-stage veterinary biotechnology company.

University of Houston, Houston, TX 1976 - 1982
Assistant Professor, Department of Curriculum and Instruction, College of Education

PROFESSIONAL AFFILIATIONS

Association of University Technology Managers (AUTM) Past President and Board member
Licensing Executives Society (LES) USA & Canada Former Trustee, VP Education, Meeting Chair
Associate of European Science & Technology Transfer Professionals (ASTP) Member
Licensing Executives Society Foundation (LES) USA & Canada Former Trustee, Chair Licensing Survey
Greater Philadelphia Venture Group Former Director
Pennsylvania Biotechnology Association Former Director

EDUCATION and CERTIFICATION

Registered Technology Transfer Professional	2010
Certified Licensing Professional	2008
Darden Graduate School of Business Administration, University of Virginia Executive Program, Innovation and Technology Management	1991
Doctor of Education, Teachers College, Columbia University	1977
Master of Education, Teachers College, Columbia University	1975
Master of Arts, Teachers College, Columbia University	1974
Teaching Credential, University of California at Santa Barbara	1972
Bachelor of Arts, Pennsylvania State University	1970

SELECT PUBLICATIONS

Christopher F. Wright and Louis P. Berneman, "The University as a Venture Investor: Models and Challenges for Equity Licensing, Direct Investment and Partnering Methods" in the American Bar Associate Technology Transfer Law Handbook, 2014.

Louis P. Berneman, Todd C. Davis, D. Patrick O'Reilley, and Matthew Raymond, "Maximizing the Value of Licensing Agreements," in *les Nouvelles*, the Journal of the Licensing Executives Society, March, 2014.

Louis P. Berneman and Christopher F. Wright, "Venture Capital 101: Financing Mentality, Jargon, Term Sheets, and Documents - Primer for Academic Technology Transfer Managers and Industry Licensing Executives," in *les Nouvelles*, the Journal of the Licensing Executives Society, March, 2014.

Berneman, Louis P. and Todd C. Davis. "Making Licenses Bankable." *Viewpoints: The Newsletter of the Licensing Executives Society (USA and Canada), Inc.* Vol. XVII No. 2 April 2010.

Berneman, Louis P., Cockburn, Iain, Agrawal, Ajay and Iyer, Shankar. "US/Canadian Licensing in 2007/2008: Survey Results." *les Nouvelles: Journal of the Licensing Executives Society International, March 2009, Volume XLIV No. 1: 1-8.*

Berneman, Louis P. "Royalty Monetization: A Post-License Value-Creation Strategy." *Tomorrow's Technology Transfer: The Journal of the Association of University Technology Managers, Vol 1 (2009): 44-54.*

Leone, John R. and Berneman, Louis P. "Revenue Interest Financing: A Strategic Alternative to Accessing Capital through Licensing in the Life Sciences." *les Nouvelles: Journal of the Licensing Executives Society International*, December 2008, Volume XLIII No. 42 285-292.

Berneman, L.P., Denis, K.A. and Wright, C.F. 2003. Using Term Sheets to Get What You Need and Negotiate for What You Want in Industry-University Licenses. *Association of University Technology Managers Technology Transfer Practice Manual (M. Forster, ed.)* 2003.

Berneman, L.P. and Denis, K.A. 2002. University Licensing Trends and Intellectual Capital. *The LESI Guide to Licensing Best Practices (R. Goldscheider, ed.) John Wiley and Sons, Inc., New York*, 227-249.

Berneman, L.P. and Denis, K.A. 1998. Evolution of academic-industry technology transfer in the USA. *Industry & Higher Education*. 202 – 205.