



## **CHRISTOPHER SCHULTE**

### **CURRICULUM VITAE**

July 2018

Christopher L. Schulte is a Managing Director at 284 Partners, LLC, a professional services firm dedicated to advising clients and counsel on financial aspects of intellectual property, including valuation, litigation consulting, IP strategy, and IP transactions. Prior to joining 284 Partners, Mr. Schulte was a Senior Associate at Charles River Associates, an economic consulting firm.

Mr. Schulte has been a consultant focused on financial issues pertaining to intellectual property since 2003. His practice concentrates on the valuation of intellectual property and the determination of economic damages in intellectual property litigation. Mr. Schulte has consulted with clients regarding licensing, damages, and valuation issues associated with many types of intellectual property, including patents, trade secrets, trademarks, and copyrights. While the specific issues have varied from case to case, many of his past engagements have included an evaluation and analysis of financial and accounting data in order to quantify lost profits, reasonable royalties, price erosion, unjust enrichment, or diminished business value. Mr. Schulte has also provided analytical, strategic, and corporate finance support to clients engaged in licensing negotiations and other business transactions.

Mr. Schulte holds a BBA with an emphasis in Finance from The University of Michigan Business School (now the Stephen M. Ross School of Business), where he graduated in 2002 with high distinction. Mr. Schulte is a Certified Licensing Professional (CLP) by the Licensing Executives Society (LES), one of the nation's largest intellectual property trade associations. Mr. Schulte is a Past Chair of the *Valuation and Taxation Committee* of LES, Chair of the *CLP Appeals, Ethics, and Discipline Committee*, and Co-Chair of the *Michigan Chapter* of LES. Mr. Schulte also serves on the Editorial Board for *LES Insights*, a weekly licensing newsletter distributed to the LES membership. Mr. Schulte has also published articles and lectured about IP licensing, valuation, opportunity assessment, and damages issues.

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#### **PROFESSIONAL EXPERIENCE**

Managing Director, 284 Partners, October 2016 – Present

Director, 284 Partners, December 2010 – October 2016

Senior Associate, Charles River Associates, 2009 – December 2010

Consulting Associate, Charles River Associates, 2007 – 2009

Associate, Charles River Associates, 2004 – 2007

Analyst, Charles River Associates, 2003 – 2004

Trading Assistant, Wolverine Trading, 2002 – 2003

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**EDUCATION / DESIGNATIONS / PROFESSIONAL ASSOCIATIONS**

The University of Michigan Business School (now the Stephen M. Ross School of Business)  
*Bachelors of Business Administration, Finance Emphasis, with High Distinction*

Certified Licensing Professional, Licensing Executives Society, Certificate No. 2203

Past Chair, *Valuation and Taxation Committee* for the LES USA and Canada (2014-2015)

Chair, *CLP Appeals, Ethics, and Discipline Committee*

Co-Chair, *Michigan Chapter* of the LES USA and Canada

Former Member of the *CLP Exam Development Committee*

Member of *LES Insights* Editorial Board

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**EXPERIENCE – SELECT CAUSES OF ACTION**

- Breach of Contract
  - Business Valuation
  - Copyright Infringement
  - IP Valuation
  - Patent Infringement
  - Licensing Advisory
  - Trademark Infringement
  - Trade Secret Misappropriation
  - Valuation for Bankruptcy
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**EXPERT ENGAGEMENTS*****Western Plastics, Inc. v. DuBose Strapping, Inc.***

Expert Report, Deposition

Primary Action: Patent Infringement

Venue: Eastern District of North Carolina, Western Division

***SSL Services, LLC. v. Cisco Systems, Inc.***

Designated as Expert

Primary Action: Patent Infringement

Venue: Eastern District of Texas, Marshall Division

***Lazer Kraze, Inc. v. Hughes Entertainment d/b/a Laser Craze***

Designated as Expert

Primary Action: Trademark Infringement

Venue: District of Massachusetts, Boston

***Central Garden & Pet Company v. Aquatic Life, LLC et al.***

Expert Report

Primary Action: Trade Secret Misappropriation, Unfair Competition

Venue: State of Wisconsin Circuit Court, Milwaukee County

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**SPEECHES / TEACHING OPPORTUNITIES / PUBLICATIONS**

“CLP Exam Review Course” (Class Instructor – Valuation), Vancouver, BC, October 2016

“Cost, Market, Income – Valuation Frameworks for Licensing” (Class Instructor) LES Annual Meeting, New York, October 2015

“Technology Valuation Concepts, Methods, and Applications – Part II” (Speaker) LES Webinar, December 2014

“Everything You Need to Know About IP Valuation Theory & Practice” (Class Instructor) LES Best Practices in Licensing Seminar, Chicago, November 2014

“Valuation Techniques for Early Stage Technologies” (Class Instructor) LES Annual Meeting, San Francisco, October 2014

“Technology Valuation Concepts, Methods, and Applications – Part I” (Speaker) LES Webinar, May 2014

“Valuation as a Tool in Negotiations” (Class Instructor) LES Mid-Year Meeting, NY, March 2014

“Valuation Tools and Methods for Assessing IP Litigation Risk” (Speaker) LES Mid-Year Meeting, New York, March 2014

“*Convolve, Inc. v. Dell, Inc., et al.: Profit Apportionment Post Uniloc,*” LES Insights, July 2011, co-authored with Philip Kline

“*Oracle America, Inc. v. Google, Inc.: Profit Apportionment Post Uniloc,*” LES Insights, August 2011, co-authored with Philip Kline

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**CONTACT**

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