

SANDRA J. FRANKLIN, ESQ.
Certified Neutral Arbitrator
Certified Neutral Mediator

CAREER SUMMARY

Corporate attorney with broad general counsel and intellectual property experience, and a penchant for comprehensive problem solving. Particular expertise in:

- *Trademarks, Domain Names
- *Patents, Copyrights
- *Licensing/Contracts
- *Arbitration & Mediation
- *Technology Development
- *Corporate Policies & Procedures

CAREER HISTORY

PRIVATE PRACTICE

Corporate Counsel and Intellectual Property Manager for a variety of businesses. Heavy involvement in technology-related Arbitration and Mediation. Special Counsel for IP litigation.

- *Expert in domain name disputes, trademark rights.
- *Software development; high-tech start-ups.
- *Conducted pharmaceutical patent infringement arbitration for billion dollar drug.
- *Conducted International joint venture license Mediation.
- *Routinely negotiate IP licenses.
- *Routinely establish client policies and procedures pertaining to protection of trademarks, copyrights, patents and trade secrets.

GENERAL COUNSEL

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

- *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.

PRIVATE PRACTICE

Corporate Counsel and Intellectual Property Manager for a variety of businesses. Heavy involvement 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.
- *Corporate Policies and Procedures.

GENERAL COUNSEL, Manager Contracts Department

Responsible for computer and aerospace contracts, intellectual property matters, 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.

ASSISTANT GENERAL COUNSEL

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.

ASSISTANT STAFF JUDGE ADVOCATE (CAPTAIN)

JUDGE ADVOCATE GENERAL (JAG) CORPS

UNITED STATES ARMY, Fort Monmouth, New Jersey COMMUNICATIONS & ELECTRONICS COMMAND (CECOM)

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
Bachelor of Arts, Education, University of Michigan

Founder and Principal of TechnologyArbitration.com
World Intellectual Property Organization Neutral Arbitrator and Mediator, Advanced Training completed
CPR International Institute for Conflict Prevention and Resolution, Neutral Arbitrator and Mediator
Asian Domain Name Dispute Resolution Centre
American Arbitration Association Neutral Arbitrator and Mediator, Advanced Training completed
National Arbitration Forum Neutral Arbitrator and Mediator, Advanced Training completed
Copyright Arbitration Royalty Panel, Library of Congress
National Center for Dispute Settlement
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 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
Founder, The Association for Objective Law
SCORE Small Business Counselor