

Ehrlickman, Richard

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Richard Ehrlickman has 30 years of general management and IP transaction experience. He has extensive expertise in IP strategy and business development, licensing negotiations, asset portfolio management and financial operations.

During a 30-year career at IBM, Mr Ehrlickman spent the last 15 years as vice president of intellectual property and licensing. He defined and executed IP and licensing technology strategies, and implemented a comprehensive patent and technology IP organisation and programme that included the IP law department, programme management and negotiating teams, business development and alliance teams, technical licensing and acquisition teams and the engineering analysis group. He was responsible for all technology IP licensing deals, development and manufacturing alliances, acquisitions and divestiture of assets. IBM increased IP income by greater than 10 times in this period, exceeding US\$1.7 billion in IP income in Mr Ehrlickman's last year.

Mr Ehrlickman served as chief executive officer at Automated Resource Group, a software and service company specialising in database and subscription management solutions, and later as executive vice president of IP transactions at TAEUS International Corporation.

Mr Ehrlickman founded IPOfferings LLC in 2009 as an IP transaction brokerage and consulting firm that has helped clients to identify IP asset value, and to leverage and monetise those assets to increase shareholder value. Mr Ehrlickman is active in all IP transaction areas, specialising in negotiating and closing licences and sales involving Fortune 50 companies, small and medium-sized companies, IP law firms, universities and individual inventors.

In 2010 IPOfferings was acquired by General Patent Corporation (GPC) and merged into the GPC group of companies, putting Mr Ehrlickman in the dual roles of president of IPOfferings, in charge of patent brokering and consulting services, and vice president at GPC, responsible for new business development.

Mr Ehrlickman holds a BS in electrical engineering from CCNY and a master's in computer engineering from Syracuse University. He is a Certified Licensing Professional™, and he serves on the National Advisory Board of DeVry University and Keller Graduate Business Schools.

Sectors

- Brokering
- Defensive patent aggregation
- IAM/IC
- IP management consultancy
- Licensing
- Technology transfer
- Valuation



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