



## Julie M. Watson

Special Counsel

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Julie M. Watson concentrates on counseling related to intellectual property transactions with a particular emphasis in technology startups and university technology transfer. A licensing professional with over 25 years of experience structuring complex intellectual property transactions in-house, Ms. Watson has a deep appreciation of client needs and knows how to deliver strategic solutions.

### Practices

- IP Transactions

### Industries

- Biotechnology & Life Sciences
- Non-Profit Technology Transfer

### Representative Experience

- Developing deal strategies and leading negotiations for both in-licensing and out-licensing transactions for biopharma and university clients.
- Managing high-profile university out-licensing portfolios, including invention evaluations and strategy development, identifying potential targets and negotiating intellectual property agreements.
- Advising, drafting IP agreements, and performing due diligence for corporate acquisitions based on technology assets developed under the National Institute of Health's National Center for Advancing Translational Sciences through its Therapeutics for Rare and Neglected Diseases Program.
- Counseling on intellectual property policies, related revenue-sharing agreements, consulting agreements, invention disclosure forms and compliance with non-profit grant funding.

- Structuring and leading the transaction team for contracts and extensive portfolio of subcontracts under Department of Defense funded programs.
- Developing proforma confidentiality, material transfer and research agreements for university clients; developing a portfolio of service and IP contracts for clinical translation program.

## Background and Credentials

Prior to joining the Firm as special counsel, Ms. Watson was Director of Intellectual Property and Legal Counsel at the Wake Forest Institute for Regenerative Medicine; the Director of Intellectual Property Services at the American Medical Association; and a client of the Firm while Vice President of the Advanced Research & Technology Institute, the technology transfer arm of Indiana University.

Ms. Watson holds a J.D., *cum laude*, from Wake Forest University Law School and is admitted to practice law in Illinois, North Carolina, and before the United States Patent and Trademark Office. She also holds an MA in biopsychology from Johns Hopkins University and completed advanced graduate work in neuroscience at Northwestern University. She is a Certified Licensing Professional™ (CLP), a credential issued by the Licensing Executives Society (LES) (USA and Canada), Inc. to recognize licensing professionals who are committed to professional development and the attainment of the skills and knowledge necessary to perform at the highest level of quality.

*\*The Supreme Court of Illinois does not recognize certifications of specialties in the practice of law and the CLP™ certification is not a requirement to practice law in Illinois.*

## Education

- Wake Forest University School of Law (J.D., *cum laude*)
- Johns Hopkins University (M.A., *NIH Training Grant, Johns Hopkins Fellowship*)
  - Biopsychology
- Coe College (B.A., *magna cum laude*)
  - Psychology, Biology

## Bar Admissions

- Illinois
- North Carolina

## Publications and Presentations

October 16, 2019

**"Patent & Licensing Strategy"**

*Association of Corporate Counsel, RTP Chapter, Research Triangle Park*

September 9, 2019

**"Functional Framework of a License"**

*AUTM 2019 Essentials Course*

June 17, 2019

**"State University Patents Are Not Immune from Inter Partes Review"**

*Marshall Gerstein Alert*

September 24, 2018

**"Negotiation of IP Licenses"**

*LES University North*

June 28, 2018

**"Boost Your Success with Better Negotiation Skills"**

*Women In Bio—Chicago*

May 14, 2018

**Action Items: Implementing Bayh-Dole Act Updates**

*Marshall Gerstein Alert*

November 13, 2017

**"Contract Negotiation Strategies"**

*University Industry Demonstration Partnership*

August 16, 2017

**"IP Update 2017"**

*Association of Corporate Counsel, RTP Chapter, Research Triangle Park*

August 15, 2017

**"Post-Contract Monitoring"**

*AUTM Online Professional Development Program Webinar*

August 3, 2017

**"Protecting and Licensing Mobile Applications"**

*Code for the Mission Lunch-N-Learn Seminar*

July 20, 2017

**"Business Development in IP Licensing"**

*LES University*

May 16, 2017

**"University Industry Collaboration Agreements 101"**

*AUTM Online Professional Development Program Webinar*

April 4, 2017

**"Ownership of Data in a Global Licensing and Development Agreement"**

*Global Health Drug Development Workshop*

April 4, 2017

**"Global Health Licensing"**

*Global Health Drug Development Workshop*

March 15, 2017

**"Communication Skills for Licensing Professionals"**

*AUTM Annual Meeting*

March 13, 2017

**"Are You Wasting Too Much Time on Non-license Agreements?"**

*AUTM Annual Meeting*

April 1, 2016

**"Alliances and Incentives in the Era of Outbreaks"**

*Global Healthcare Innovation Alliances Symposium*

March 16, 2016

**"Licensing and University Partnerships"**

*LES Emerging Enterprises Committee Webinar*

November 17, 2015

**"Overview of Medical Device Market and Technology Transfer Experience"**

*AUTM Business Development Course – Medical Devices*

October 28, 2015

**"Developing a Uniform NDA for LES"**

*LES Annual Meeting*

October 2015

**“Researcher merry-go-round: Best practices for handling departing faculty” (featured quotes)**

*Technology Transfer Tactics*

September 1, 2015

**“Show me the money” (featured quotes)**

*InsideCounsel*

June 23, 2015

**“Supreme Court Decision Today: Post-Expiration Patent Royalties are Unenforceable”**

*Marshall Gerstein Alert*

March 2015

**“IP Transaction Trends and Takeaways: What We Learned in 2014, and What to Expect Going Forward”**

*Intellectual Property Today*

July 2014

**“What Do You Mean My Idea Did Not Make Millions and Change the World?: The Art of Saying No Well”**

*AUTM Central Region Meeting*

July 2014

**“Securing IP for Regenerative Medicine: IP 101”**

*Regenerative Medicine Essentials Course, Wake Forest Institute for Regenerative Medicine*

September 2013

**“Negotiating with Style: Using Negotiation Styles and Other Communications Tools for Better Results”**

*LES Webinar*

January 2013

**“Practical IP for Scientists”**

*Wake Forest Institute for Regenerative Medicine*