

André-Pascal CHAUVIN

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EXECUTIVE **Intellectual Property Value Creation**

Executive successful at creating value with patents (offensive and defensive). Seasoned negotiator with a deep knowledge of the IT sector issues such as FRAND.

Leader, business developer and team worker in multi cultural environments.

Expert witness for Intellectual Property international arbitration.

LES France Board Member.

Strong background in Finance.

PROFESSIONAL EXPERIENCE

From March 2011 to present

AVALUE (SAPH company)

Founder

SAPH delivers high added value tailored made services in Intellectual Property value creation:

- Patent Strategy, IP organization and positioning.
- Patent Brokerage (purchasing, selling)
- Patent and Technology Licensing

2007 to Feb 2011

ALLIACENSE (TPL Group)

Vice President, Licensing

Creation and lead of Licensing Programs in Europe.

Main achievements:

- Generated several tens of M\$ over 3 years in spite of declining corporate business growth
- Negotiated numerous licensing agreements in multiple industry sectors
- Built an efficient well known and recognised European structure
- Structured and prioritized the market
- Defined various financial approaches

2000 -2006

ALCATEL (13.5Bn €)

Vice-President, IPR Strategy and Valorisation Department (Corporate function)

Responsible for maximising the value of the Group IP assets (circa 17 000 patents and applications).

Main achievements:

- Signed during 7 years several hundred million Euros in new revenue
- Created the Department (15 top experts in negotiations, technology, marketing, patents)
- Built specific Licensing Programs
- Joined patent pool, implemented Technology Licensing and Patent Sales
- Engaged several strategic litigations with huge benefits for Alcatel

- Motivated Business Division Presidents and built an intra-group project based organisation
- Refocused the Intellectual Property Group on Business value

1999

ALCATEL cable (today NEXANS)

Country Product Line Manager for Specific Cables (3 plants, 1000 people, 150M € sales)

Responsible for developing new products, sales and manufacturing.

Main achievements:

- Launched new R & D program based on competition reverse engineering
- Started 10% cost reduction program in manufacturing
- Defined and started merger of two sales teams
- Developed new export sales channels

1996 -1998

ALCATEL (13.5Bn €)

Secretary General for Alcatel Labs subsidiary (800 people)

Responsible for HR, Finance, Purchase, Communication, Facility Management, Labour Unions and Employee Representative relationship, directly reporting to the Group CTO and to the CEO of the Labs

Main achievements:

- Implemented the 1st Facility Management organisation in the Group resulting in more than 20% cost savings
- Streamlined activities by displacing 100 persons.

1989 -1995

ALSTOM GROUP(4Bn €)

**CFO, Heat Exchange Group (3 subsidiaries in USA, France and Belgium; 200 M€, 400 people)
CFO and HR Director, French subsidiary**

Main achievements:

- Increased the cash balance up to 100 millions Euros
- Structured and implemented outsourcing procurement from Taiwan, Mexico
- Implemented the merger of 2 acquired companies in the US and in Belgium

1979 - 1988 SPIE –BATIGNOLLES Civil Engineering (1.5Bn €) HQ, South Africa, Morocco

1988 **Corporate Deputy Director, HQ Management Accounting Department**

1984 - 1987 **Corporate Director, International Financing Department**

1979 - 1983 **Finance/Administrative Director, South Africa and Morocco subsidiaries**

1977 **Internal auditor, Group audit Dept.**

CREDIT MUTUEL BANK

EDUCATION

- Finance and Economy, Institut d'Etudes Politiques
- Languages: French, English (fluent), Spanish (written)

INTEREST AND PERSONAL INFORMATION

- Board member of the **Licensing Executive Society** France
- **Speaker, Panelist and Instructor** in Licensing international conferences and training
- Accreditation as **Mediator** for ADR Chambers UK in 2004. Former **Magistrate**, Paris area Labour Court