

David W. Phillips
Senior Manager

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Industry Experience

Aerospace/Defense
Computer Hardware
Financial Services
Healthcare
Insurance
Internet/E-Commerce
Oil Field Products & Services
Medical Devices
Semiconductor
Software
Telecommunication

Employment History

Compaq Computer/HP
CRA International, Inc.
Ocean Tomo, LLC
IPFC Corp.
Duff & Phelps, LLC

Education

Masters of Business
Administration
Texas A&M University
College Station, TX

BA Economics
Texas A&M University
College Station, TX

David W. Phillips is a Senior Manager with Novum Consulting Group. Mr. Phillips has more than 15 years of experience in the evaluation and quantification of economic damages arising from commercial disputes, including patent, copyright and trademark infringement, and trade secret misappropriation. Mr. Phillips has worked with numerous companies, including Fortune 500 companies in a wide variety of industries including semiconductor, telecommunication, energy, consumer products, and computers (hardware, software and the internet). Mr. Phillips' background includes education and training in business and economics, and experience in business operations, finance and economics.

**Intellectual Property Valuation Experience:
*Patents, Copyrights, Trademarks, Trade Secrets***

Mr. Phillips has participated in and managed numerous valuation projects related to patents, trademarks and trade secrets. This work has been performed within and outside of the context of litigation. A significant portion of his work has focused on the determination of royalty rates and terms for licensing agreements.

Mr. Phillips has performed market analyses/studies wherein the patented or copyrighted product is sold, assessed the contribution of the patented process/method to the end product and established the economic value of the underlying intellectual property.

Mr. Phillips is skilled in the application of the *Georgia-Pacific* factors to the determination of reasonable royalty rates. He has determined reasonable royalty rates within patent infringement suits on many occasions and in numerous industries. Over the course of his career, Mr. Phillips has reviewed hundreds of license agreements, providing a broad frame of reference for reasonable royalty damages analyses.

In addition to reasonable royalties, Mr. Phillips has also conducted numerous analyses related to the quantification of lost profits and unjust enrichment.

In the process of assisting clients in the valuation of intellectual property assets, Mr. Phillips has participated in the identification and review of business plans, market studies, marketing materials, financial documents and other related information.