

PERSONAL INFORMATION

Roberto Dini



✉ roberto@dini.com

WORK EXPERIENCE

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- 2003–Present **Senior Consultant in IP**
- 1987–2012 **Founder and Manager**
Metroconsult Srl, Turin (Italy)
- Filing, prosecuting and registering IP rights
 - Assisting patent IP owners in enforcing their IP rights
- 1982–2003 **Founder and Manager**
Sisvel Group
- Drafting contracts for the acquisition or licensing of patents
 - Negotiating with multi-national companies
 - Assisting patent owners in enforcing their patent rights, especially in the consumer electronics field.
 - Setting up and managing patent pools and other forms of IP aggregation, especially for SEPs
- 1972–1990 **Intellectual Property Manager**
Indesit S.p.A., Turin (Italy)
- Filing, prosecuting and registering patents and trademarks
 - Drafting contracts for the acquisition or licensing of patents
 - Negotiating with multi-national companies

EDUCATION AND TRAINING

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- Master Degree in Electronic Engineer**
Polytechnic of Turin, Turin (Italy)
- Registered Patent Attorney**
European Patent Office (EPO)
- Registered Trademark and Design Attorney**
European Union Intellectual Property Office (EUIPO)
- Registered Patent and Trademark Attorney**
Italian Patent and Trademark Office (UIBM)

PERSONAL SKILLS

Mother tongue(s) Italian

Foreign language(s)

	UNDERSTANDING		SPEAKING		WRITING
	Listening	Reading	Spoken interaction	Spoken production	
English	C2	C2	C2	C2	C2
French	B2	B2	B2	B2	B2
German	A2	A2	A2	A2	A2

Levels: A1 and A2: Basic user - B1 and B2: Independent user - C1 and C2: Proficient user
Common European Framework of Reference for Languages

ADDITIONAL INFORMATION

Memberships

Mr. Dini is member of the most prestigious IP Associations

▪ **LES (Licensing Executives Society) Italy and Switzerland**

From 2011 to 2016 he was President of LES Italy.

In 2013, well aware of the fact that globalization has led to an increasing integration and interdependence of the market, Mr. Dini, as president of LES Italy, cured the translation of the Italian Code of Industrial Property into English to allow a worldwide dissemination and understanding of the national IP laws. 1.500 copies of the Code have been printed. WIPO itself asked to publish the English version of the Italian Code of Industrial Property translated by LES Italy on its web site:
<http://www.wipo.int/edocs/lexdocs/laws/en/it/it204en.pdf>

In 2010, to increase IP awareness among students and researchers and with the support of the Italian Patent and Trademark Office (UIBM), Mr. Dini within LES Italy published the booklet "Proprietà Intellettuale: uno strumento per la crescita economica nel terzo millennio" ("IP: a tool for economic growth in the third millennium"). 11.000 copies of the booklet have been printed and one third of them have been distributed to Italian students, researchers and university tutors. For a broader distribution, the booklet was translated also into English.

- **Ordine dei Consulenti in Proprietà Industriale (Italian Industrial Property Consultants Institute)**
- **AICIPI (Association of Patent and Trademark Attorneys in Italian Industry)**
- **ECTA (European Communities Trade Mark Association)**
- **AIPPI (International Association for the Protection of Intellectual Property)**
- **EPI (European Patent Institute)**
- **AIPLA (American Intellectual Property Law Association)**
- **IPLA (International Intellectual Property Law Association)**

Since 2016, Mr. Dini is also **Vice President of DVB-IPRM (IP Right Module)** – IP Committee of one of the major Standard Setting Organization in Europe (DVB).

Citations

Acknowledgment by the Joint Research Center (JRC) of the European Commission for Mr. Dini's support in the development of the report "*Patent Assertion Entities in Europe: Their impact on innovation and knowledge transfer in ICT markets*"

*This report has been developed in close collaboration with Patent Assertion Entities (PAEs), companies affected by PAEs, companies that are clients of PAEs, and experts in the field. Most of the insights and the added value we provide derive from the fruitful exchange with the stakeholders involved. The authors and editors would like to express special thanks to **Roberto Dini**, Sir Robin*

Jacob, Thomas Kramler, Ruud Peters and Heinz Polsterer for their very helpful suggestions and contributions in the process of drafting this report.

<http://publications.jrc.ec.europa.eu/repository/bitstream/JRC103321/fna28145enn.pdf>

Conferences & Publications

Mr. Dini is a **recognized and appreciated IP expert by the main IP Institutions** and a **preeminent speaker and author** all around the world.

In addition to highlight the main benefits of patent pools and joint licensing agreements, among the main focus of Mr. Dini's speeches we can list:

- Inventive loop

As R&D activities are becoming more and more expensive, very few companies can finance new innovation exclusively through sales. It has indeed become extremely important to exploit IP rights to fund new business development. Through licensing, revenues from royalties for the use of a trademark or patent can be re-invested in the company. This creates a self-sustaining cycle in which the fruits of previous innovation can fund new research, generating a "inventive loop" in which the intangible assets acquire a real economic value.

- How to reward the inventor and foster innovation
- Enforcement and compliance

Enforcement and compliance are not only in the interest of patent owners, but also in the interest of all licensees to ensure that others do not gain an unfair advantage in the marketplace.

Mr. Dini also coined the term **Patent Elf**, who suggests that there is kinder and gentler sort of licensing company that a troll, that **acts to propagate technology and encourage R&D by allowing researchers to profit from their labours** (<http://www.ipglossary.com/glossary/elf-patent/#.VwKtF4q-mM8>).

His longstanding expertise has been also **recognized by the main national and international Universities and Polytechnics, as well by firms and industry associations which constantly ask him to hold lessons to their students or employees.**

In 1986 Mr. Dini was the creator of the Master MOPI (Master Operativo in Proprietà Intellettuale), the first specialized IP course in Italy and second in Europe with the aim of training patent and trademark attorneys to work in IP consultancy firms or IP departments of companies and universities.