

## Contact

[www.linkedin.com/in/raghuramv664b8642](http://www.linkedin.com/in/raghuramv664b8642) (LinkedIn)

## Top Skills

R&D  
Patents  
Strategy

## Languages

English (Native or Bilingual)  
Telugu  
Hindi  
Kannada

## Honors-Awards

Institution of Electronics and  
Telecommunication Engineers  
All India Management Association  
National Institute of Advanced  
Studies (NIAS, IISc, Bangalore)  
Member of Expert Panel: WTO cell  
Member of IP Advisory Committee

# Raghu Ram V

Senior Adviser Origiin IP Academy LLP  
Bengaluru, Karnataka, India

## Summary

# Over 25 years' experience, predominantly in Technology & IPR Management  
Consulting, Technology Commercialization and Business Development

# Professional Electronics Engineer, Masters Degree in Business Administration with  
Specialization in International Marketing

# Hands-on expertise in conducting IP Audits and writing IP Policy for Research focused Industries and Academic Institutions.

# Expertise in commercializing intellectual assets and creating value, by transforming  
Intangible intellectual assets into tangible cash flows

# Worked with Public & Private Sector: Technology Business Consulting and Product Engineering

# Reliable relationship with Industry, Research & Academic Institutions, Regulatory authorities and leaders in mid to large Organizations.

# Functional expertise in Technology Licensing and IP Management

# Strong aptitude to understand the commercial aspects of a Technology Transfer transaction to facilitate successful closure of deals

# Expertise in Screening new Research Projects and conducting feasibility studies and risk analysis to determine the financial viability of new ventures.

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## Experience

### Origiin IP Solutions LLP

#### Senior Advisor

March 2012 - Present (11 years 5 months)

Bangalore

Raghu is a Senior Advisor at Origiin IP Solutions LLP, Bangalore with over 30 years of experience in the Technology Management & IP. As a Senior Advisor at Origiin IP Solutions LLP, Raghu works with a range of global and domestic companies, across sectors, helping them in technology and IP Management issues as a part of their business-market strategy. Areas of expertise include technology transfer, IP licensing techniques, business planning and value creation, entrepreneurial finance, technology funding strategies, IP valuation, IP audit and policy.

He has wide experience in evaluating and understanding a variety of intellectual property assets (patents, designs & technologies) in a business context. He has hands-on-experience in executing turnkey projects globally and is responsible to revenue focused licensing project needs.

His expertise in technology business consulting, product engineering, IP valuation for industry and start ups is well supported by a lively work culture and interest in training young minds. He has vast experience in screening new research projects and conducting feasibility studies and risk analysis to determine the financial viability of new ventures.

He is also in the advisory role for many large technology-based corporates as a management consultant and advises them on various aspects of business strategy and operations, including market entry, technology landscape, freedom to operate studies and international product rollouts.

### Indian Institute of Management Bangalore

#### Visiting Professor

August 2021 - Present (2 years)

Bangalore

Raghu is a visiting faculty at IIM-Bangalore and teaches entrepreneurs on strategy at the prestigious IIMB-Goldman Sachs 10,000 Women program, which is a CSR initiative of Goldman Sachs. This program is a global initiative of Goldman Sachs that fosters economic growth by providing woman entrepreneurs around the world with a business and management education, mentoring and networking and access to capital. As an extension to the

teaching assignment, Raghu mentors' entrepreneurs pan India who come with varied experiences and a variety of businesses.

## National Institute of Design

### Visiting Faculty

January 2013 - Present (10 years 7 months)

Raghu has been teaching as visiting faculty for graduate and post-Graduate students in the prestigious National institute of Design in, Bangalore, Andhra Pradesh, Bhopal, and Assam campuses. Over the past 7 years he has taken full credit courses on Design Management at NID Bangalore, NID Vijayawada, NID Bhopal and NID Assam. He is also a member of the selection panel for National Design Business Incubator at Bangalore, an initiative of NID for encouraging entrepreneurship and start up culture for professional designers.

## MERALD TECHNOLOGIES PRIVATE LIMITED

### Co-Founder

August 2015 - Present (8 years)

Bengaluru, Karnataka, India

## NATIONAL RESEARCH DEVELOPMENT CORPORATION

### Head, Regional Office

April 1990 - November 2011 (21 years 8 months)

Delhi

NRDC is a premier public sector organization of Govt. of India involved in technology transfer, turn-key projects, IPR management and commercialization of indigenous technologies

- o Worked closely with manufacturing industry, Govt. funded R&D institutions like CSIR, CSB, Universities and other policy making institutions
- o Developed large clientele from the industry for technology licensing
- o Managed a team of highly qualified technical personnel in day to day operational and tactical aspects of creating an independent regional office as a strategic business unit
- o Responsible for strategic advice on a range of commercialization approaches, as appropriate, from IP rights assertion to technology licensing and enablement to spinouts, new venture formation and new market building activities.

- o Associated with IP management and consultancy division of NRDC and has taken a lead role in raising awareness of the importance of IPR, its protection, commercialization and management across the country.
- o Successfully set up an intellectual property facilitation centre (IPFC) for MSME in Bangalore
- o Responsible for setting up a design office at Mumbai for creating value addition to some of the strategic technologies
- o Responsible for planning and execution of several international technology transfer projects in Egypt, Malaysia, and Indonesia etc.

### ITW Signode India Limited

#### Senior Engineer

April 1989 - March 1990 (1 year)

Hyderabad Area, India

- Associated with the development of non-destructive test equipment like ultrasonic testing, magnetic particle inspection, x-rays for various metals
- Worked on designing an on-line non-destructive line for rail wheels and axles
- Undergone training at M/s. Magnaflux, Chicago for non-destructive testing of metals.
- Visited some of the world renowned defence and aerospace establishments to study their specialized radiography methods, ultrasonic testing etc.

### Blue Star Limited, Medical Electronics Division

#### Product Engineer

November 1987 - March 1989 (1 year 5 months)

Delhi

- Job involved close interaction with doctors and also keeping abreast with the latest developments in the field of medical electronics
- Installation, commissioning of CT scan, ultrasound, path finder etc.
- Trouble shooting and upgrading the existing equipment to the next level of sophistication

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## Education

### Bangalore University

Master of Business Administration (M.B.A.), International Marketing

### Delhi University

Bachelor of Engineering (B.E.), Electrical, Electronics and Communications  
Engineering