

# DealMakers

## COUNTRY AWARDS

# 2011

**Alpine Equity Management AG**

**Saxinger, Chalupsky & Partner**

**Fonds de solidarité FTQ**

**KPMG**

**Montefiore Investment**

**Cabinet Ratheaux**

**Ambit Holdings**

**RW Capital Y Estrategia**

**Gregory P. Joseph Law Offices LLC**

**BMO Capital Markets**

**Stradling Yocca Carlson & Rauth**

**Raposo Bernardo & Associados, Sociedade de Advogados, RL**

**Baião, Castro & Associados**

**PricewaterhouseCoopers (Vietnam) Limited**

**Arthur D. Little AB**

**Viterra Inc**

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## WINNER

## Intellectual Property Management and Evaluation Firm of the Year – United Kingdom

Coller IP specialises in all aspects of the commercial management of IP. This ranges from providing IP analysis and commercialisation services including competitor landscaping, through IP case management – drafting filing and prosecuting patents, trademarks and registered designs – to brokering IP deals, and providing formal IP opinion and IP valuation services.

The founding Partners of Coller IP, Dr Jackie Maguire and Dr Jim Asher, have both corporate and small business management experience, together with a firm grounding in IP matters, including IP strategy and valuation. This allows Coller IP to investigate the IP behind deals from the full range of perspectives.

“Coller IP brings together an unusual combination of technological, legal and commercial experience, which we refer to as our ‘TLC for IP’ approach,” says Dr Maguire. “The Coller IP team includes patent and trade mark attorneys, IP analysts, licensing executives and business development expertise. Having all of these skills in one team provides a unique perspective on the value of the intangible assets that underpin a deal.”



Coller IP has successfully acted for a number of entrepreneurs and investors, including WHEB Partners with whom they have built a good relationship and helped conclude the recent Resysta International deal.

“We understand how investors and businesses work, what makes them tick, and what they are looking for in advice ahead of closing a deal. We believe that our advice and conclusions give clarity to the IP position of the investment and the confidence to close the deal, knowing that key commercial IP issues had been investigated and clarified,” states Dr Maguire. “We work across all sectors and all aspects of due diligence”.

**coller ip**  
MANAGEMENT

“In today’s businesses, IP will have been created through many different mechanisms probably both internal and external to the firm. The intangible assets under investigation could therefore have been created to meet a range of purposes according to the business strategy that existed at that time. They may or may not now be relevant to the current deal that is being struck. This means that greater sophistication is now required in valuing IP and assessing the robustness of the assets that underpin the business strategy going forward” says Maguire.

“Whilst we are based in the UK, good investments often involve IP assets that extend globally. Understanding global IP strategy is therefore paramount and Coller IP has developed robust processes with a global outlook to meet that requirement”. **DM**

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## WINNER

## Specialist Advisory Firm of the Year – Energy United Kingdom

**Douglas – Westwood**  
energy business advisors

We would like to thank all our clients and sponsors who voted Douglas-Westwood:

### Specialist Advisor of the Year – Energy

We look forward to supporting our corporate and financial clients within the oil & gas, power generation & transmission and renewable energy sectors, providing our core services;

#### Advisory

**Transactions** – commercial and market due diligence  
**Strategy** – strategic planning processes  
**Executive Briefings** – specialised presentations and workshops

#### Research

**Commissioned Research** – bespoke research, analysis and market modelling  
**Market Reports** – far ranging market studies  
**Market Services** – quarterly market updates

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