

## **Black Stone IP Adds Two Top Patent Professionals to its Team**

**San Francisco** (June 11, 2015)—[Black Stone IP LLC](#), the leading boutique investment bank focused on valuing and trading intellectual property (IP) and technology assets, today is pleased to announce the hire of two senior executives.

Joining the company are Pallavi Shah, senior vice president, IP transactions, and Ian McClure, vice president of IP strategy and business development. Both come to Black Stone IP with extensive experience in IP and transactions. Shah formerly was the IP sales lead at Hewlett-Packard Co., while McClure was a co-founder and head of the corporate development team at the Intellectual Property Exchange International (IPXI).

“We consistently hear from our operating company clients that their IP businesses need transaction advice and services that match the insights, sophistication and execution levels that leading global investment banks bring to the traditional M&A market,” said Elvir Causevic, CEO of Black Stone IP. “With the addition of Pallavi and Ian to the team, Black Stone IP is further solidifying its position as the only company that can offer this kind of expertise to the IP market at scale.”

These two hires represent important steps toward building a sophisticated service designed to help innovative companies make optimally informed transaction and strategic decisions concerning their technology and intellectual property assets.

At Black Stone IP, Shah’s responsibilities include patent and technology sales and acquisitions. She also will engage in strategic IP assessments across a wide range of technologies, such as digital media, software and digital devices.

“I’m excited to join the world-class team at Black Stone IP and am looking forward to assisting operating companies with their IP strategies and monetization,” Shah said.

Prior to Black Stone IP, Shah served in various senior management roles at HP for more than a decade. She monetized HP’s intellectual property through patent sales, technology transfer, channel/partner development and new business incubation.

Her previous experience also includes managing alliances at Sun Microsystems and working with Stanford Research Institute (SRI) in groundbreaking work developing the first interactive high-definition television (HDTV).

McClure’s responsibilities at Black Stone IP will include taking leadership of the company’s core business development team and running its IP strategy initiatives.

“Leveraging my background in corporate M&A law, IP transactions and business development, Black Stone IP is an optimal firm for me to continue to create value for operating company IP owners,” McClure said.

As a co-founder and director of business development from the earliest days at IPXI, McClure led worldwide business and partner development and was responsible for corporate and new licensing program development. He also was in charge of managing the strategic identification, origination, evaluation and execution of new technologies and patent portfolios for licensing through the exchange.

Prior to IPXI, McClure was a corporate and securities and intellectual property attorney at Wyatt, Tarrant & Combs LLP. He is also a professor at Chicago-Kent College of Law, where he teaches Global IP Management.

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### **About Black Stone IP (<http://blackstoneip.com/>)**

Black Stone IP LLC, headquartered in San Francisco, is a boutique investment bank that advises operating companies on trading intellectual property (IP) and technology assets. Our team creates “IP Smart Value” business arrangements that leverage IP and technology to enable our clients’ core business strategies. Employing deep market, financial and intellectual property expertise, Black Stone IP’s experienced transaction specialists and multi-disciplinary teams support each deal scenario with detailed market research and extensive analytics.