

***Kelly Hollowell, Ph.D., J.D.***

***Managing Partner, Patent Attorney & Consulting Expert***

***Email: kelly@21stcip.com; Phone: 757.222.8032***

**Capsule Biography:** Kelly Hollowell, Ph.D., J.D., is a patent attorney and technology analyst. After >20 years of building IP platforms and practices for large general corporate law firms, Dr. Hollowell founded 21<sup>st</sup> Century IP LLC.

Century is a national and international IP firm led by an experienced team of highly effective partner-level attorneys working with over a dozen technical experts, engineers and bench scientists worldwide. They operate in all 50 states and in all 153 PCT participating countries around the world.

At Century there are no overpriced partners and no associates, no overhead and no charge for routine phone calls or email updates. Century attorneys provide a full range of IP services from early stage to worldwide protection, licensing and IP defense. Together with her team at Century, Dr. Hollowell provides the full spectrum of IP centered services.

**Subject Matter Proficiencies:**

<b>Medical Devices</b>	<b>Consumer Products</b>
<b>Renewable Energy Systems</b>	<b>Mechanical Systems</b>
<b>Fitness, Health and Beauty Products</b>	<b>Food Technology</b>
<b>Pharmacology and Drug Delivery Systems</b>	<b>DNA, Cloning and Stem Cell Technology</b>

**Legal Expertise:**

<b>Patent Drafting &amp; Prosecution</b>	<b>USPTO Proceedings /IPRS</b>
<b>Portfolio / Business Strategies</b>	<b>Infringement Analysis</b>
<b>NDAs/Non-Compete/Contracts</b>	<b>Deposition / Expert Prep and Cross</b>
<b>Patent Litigation Support</b>	<b>Licensing</b>

---

---

**PREVIOUS PROFESSIONAL EXPERIENCE**

**Patent Agent/Attorney practicing/telecommuting**

**Virginia Beach, VA**

<b>GreenspoonMarder (Nashville, TN / San Diego, CA)</b>	<b>10/2/16-2/8/2019</b>
<b>Stites &amp; Harbison (Nashville, TN / Alexandria, VA)</b>	<b>7/1/14-10/2/16</b>
<b>Waller Lansden Dortch &amp; Davis (Nashville, TN)</b>	<b>3/1/12-6/30/14</b>
<b>Williams Mullen (Virginia Beach, VA)</b>	<b>10/1/06-2/28/12</b>

- **Patent experience:** Proven track record in building patent and intellectual property practices for varying sized law firms having between 50 and 100 equity partners. Specifically, I've built a patent practice for Waller Lansden, an IPR proceedings practice for Stites & Harbison; and entire IP platform for GreenspoonMarder. I used the opportunity of building these IP platforms for each of these firms to also build to my own national and international practice. Each of these platforms was built from zero to multiple millions in under two years for each project; while simultaneously maintaining a personal average book between \$1.2-2.5mm over the last 6 consecutive years. Each of these practices was built telecommuting from my home office in Virginia Beach.
- **Currently Of Counsel / Formerly Chair of IP Group** for GreenspoonMarder, LLP an AMLaw 200 firm: Responsibilities include building and managing a nationwide IP team that includes patent and TM prosecutors, litigators, paralegals, docket support and IT staff; interfacing with management regarding IP trends, growth strategies, budget projections and hires; working with marketing department to address current events and case law review for IP related publications; and maintaining an individual practice ~\$1.2-2.5mm. (Note - responsibilities were similar while at Stites and Waller; while at Williams Mullen, I largely focused on building my individual patent practice within the group.)
- **IP Prosecution & Portfolio Management:** Guiding clients through the patent process, providing business strategies and patent prosecution for clients across a range of technologies and industries domestically and internationally through the Patent Cooperation Treaty. Representative work by subject matter:
  - 1) **Medical assays / small molecule therapeutics:** TGFb quantification and bioactivity assays in milk and infant formula, Antibody detection assays, assays for quantification of coagulation-related molecules as markers for disease, neurotransmitter technology for treatment of alcoholism; HIV diagnostics / therapies / vaccines, compositions for cancer treatment, stem cell technology, cloning and cryopreservation of cells, food technology using transcription-factor modified cell lines
  - 2) **Medical devices:** pharmaceutical lab equipment, blood flow and circulation monitoring devices, orthopaedic bone plates for fixing bone fractures, bariatric devices for treating obesity, low-level light therapy transcranial cap for ischemic stroke, drug delivery systems for pharmaceutical compositions
  - 3) **Renewable energy technology:** wastewater and biofuel devices and systems; industrial gas purification and collection devices and systems; water purifiers

- 4) **Mechanical devices:** flywheels, gasifiers, pumps, dispensers, beverage gear, fitness equipment, e-cigarettes, musical instruments, artificial nails and systems of manufacture
- **Litigation & USPTO Proceedings:** Providing litigation support and defense of client IP including drafting petitions, deposition prep and cross, preparing responses, opinions, proposed findings of fact and conclusions of law under 28 U.S.C. § 1498(a); Participating in **14 IPRs** before the Patent Trial and Appeal Board: 9 settled, 5 Final Written Decisions with 4 winning decisions; 2 are currently on Appeal before CAFC. **Sample IPR Experience using Experts:** IPR2016-01875 <https://ptab.uspto.gov/#/external/proceeding/1470714/view>

**Adjunct Professor / IP & Technology Consultant**

**2000 – 2006**

- **Adjunct Professor of Bioethics & Biotechnology:** T.C. Williams School of Law, Univ. of Richmond, Richmond, VA; Regent Univ. School of Law, Virginia Beach, VA; Patrick Henry College, Purcellville, VA
- **Legislative Writing:** Assisting in legislative drafting and creating client-specific strategies to effect local, state and national public policy in the area of biotechnology. **Examples:**
  - 1) Testimony provided to the Virginia State Subcommittee on Virginia Senate Bill 1194: “Christopher Reeve Stem Cell Research Fund,” February 2005;
  - 2) Virginia House Bill 1414 “Distribution of Emergency Contraceptives on the Campuses of Publicly Funded Colleges and Universities,” Delegate Robert Marshall, State Representative 13<sup>th</sup> District of Virginia, 2003;
  - 3) “Human Genetic Engineering” Revised Statutes of Missouri Chapter 565.314 Section A, Congressman Michael J. Reid, State Representative 78<sup>th</sup> District of Missouri, 2002;
  - 4) “The Fetal Tissue Research Accountability Act of 2001” Section 498 of the Public Health Service Act (42 USC 289g), United States Senator Robert Smith of New Hampshire, 2001.
- **Public Speaking:** Guest lecturer at universities and colleges providing scientific, legislative and public policy information on biotechnology and the law.

**Patent Attorney**

**Kaufman & Canoles, P.C.**

**1998 – 2000**

**Norfolk, VA**

- **Prosecution & Management:** Providing full-time legal services as a junior associate related to matters in Intellectual Property including preparing, filing, and prosecuting patent and trademark applications, copyright law, contracts, and licensing.
- **Litigation:** Providing litigation support and defense of client Intellectual Property portfolio including drafting of proposed findings of fact and conclusions of law.

- **Opinions:** Conducting prior art searches for new idea evaluation; infringement opinions, performing patentability assessments and providing patent clearance opinions.
- **Contracts:** Drafting various documents including non-disclosure, employee confidentiality, and non-competition agreements.

---



---

## PUBLICATIONS

- Developing a Patent Strategy – *Proactive Planning Can Diminish The Challenges and Risks Posed By Competition, Trolls And Changes In The Patent Laws*: Aspatore 2014 Edition.
- Legal Blogs: *Judges May Consider New Patent Evidence in Challenges to USPTO Rejections* April 2012; *Limitations in the Preamble* September 2010, The Department for Defense Proposes New Rules for Commercial Software and Technical data Acquisitions, December 2010.
- White Paper: *Adult Stem Cell Collection And Storage From Peripheral Blood To Treat Individual Medical Needs In The Event Of Nuclear Terror Radiation Exposure*; The study was used to launch a new business, 2004.
- *Defining a Person under the Fourteenth Amendment: A Constitutional and Scientifically Based Analysis*, Regent University Law Rev. Vol. 14 2002.
- *Cloning: Exposing Flaws in the Preembryo-Embryo Distinction and Redefining when Life Begins*, Regent University Law Rev. Vol. 11 1998.
- *CRYP-2: A Receptor-Type Tyrosine Phosphatase selectively expressed by Developing Neurons*, Journal of Neurobiology, co-authored with John L. Bixby, Oct.1996.

---



---

## CIVIC INVOLVEMENT / PRO-BONO SERVICE / RECOGNITIONS

- Board member of Pete Decker Children’s Charity for fundraising and distributing 100% of raised proceeds for St. Jude’s Children’s Hospital and local children in need; 2016 – present
- Inside Business Magazine of Hampton Roads 2019 Award Recipient for Women in Business
- Led pro bono effort to prepare and file a patent application for a potentially life-saving door lock device invented by a student horrified by the mass shooting at Stoneman Douglas High School; April 2018
- Lead Hampton Roads – A Program of the Hampton Roads Chamber of Commerce, *Member Class 2011*; Award Recipient “Challenging the Process”
- MS Benefit Performance of the Great Russian Nutcracker by the Moscow Ballet, *Chair 2009 and 2010*; raising 28k and 35k respectively in charitable donations
- JT Walk Stem Cell Research Grants Ceremony, *Chair – Grant Review Committee 2010*; ~\$500,000.00mm raised and awarded for stem cell research related to ALS;

served as judge and MC for award ceremony; also provided an integral role in the re-release of an ALS drug removed from the U.S. market due to a patent infringement suit

- Hampton Roads Magazine's Super Lawyer and Rising Star Award Recipient: Areas Outstanding Young Lawyers, 2009
- National Multiple Sclerosis Hampton Roads Chapter, *Board Member 2009-2010*
- American Belarusian Relief Organization, *Coordinator 2008*; coordinating a local medical relief program for children living in the areas surrounding the damaged nuclear reactor at Chernobyl, Belarus through the American Belarusian Relief Organization; raising >125k in charitable donations and services
- Joint Subcommittee Studying Stem Cell Research and Medical Ethics for the Virginia General Assembly, *Three consecutive one-year appointments 2005-2007*

---

---

### **ADMISSIONS**

- United States Patent and Trademark Office
- United States Court of Appeals for the Federal Circuit
- United States Court of Appeals for the Fourth Circuit
- United States District Court for the Eastern District of Virginia
- United States Bankruptcy Court for the Eastern District of Virginia
- United States District Court for the Western District of Virginia
- Virginia All Courts
- Tennessee All Courts

---

---

### **PROFESSIONAL AFFILIATIONS**

- American Intellectual Property Law Association, *Member*
- American Bar Association, *Member*
- Virginia Beach Bar Association, *Member*
- Virginia State Bar Association, *Member*
- Tennessee State Bar Association, *Member*

---

---

### **EDUCATION**

- **J.D.**, Regent University Law School, Virginia Beach, 1999
- **Ph.D.**, *Molecular and Cellular Pharmacology*, University of Miami School of Medicine, Miami, *Thesis: DNA Technology, Cloning; Protein Analysis*, 1996
- **B.A.**, Biology / Mathematics, USF - New College, Sarasota, 1987