

**LANCE J. McNALLY**  
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## HIGHLIGHTS

- In-depth processor, computer and telecommunications/data communications technical background, coupled with patent prosecution and litigation experience, provides the basis for effective and efficient patent non-infringement and invalidation analysis.
- Familiarity with technology, standards organizations and key industry contributors, resulting in high value prior art searches, not limited to patent databases, and claim construction.
- Multi-discipline development experience (Hardware, Software, Product Verification and ASIC) facilitates review of clients' product implementations at the schematic, RTL, and source code levels for non-infringement positions and discovery support.
- Technical and litigation experience facilitates expedient patent prosecution as well as patent portfolio analysis in M&A activities or IP asset procurement.
- Ten patent awards.

## EXPERIENCE

### FOUNDER

Oct 2007-Present

### HARBOR FALLS, Inc.

### IP Litigation

Key areas of Responsibility: Consultant firm supporting law firms and enterprise clients with intellectual property.

Eight years of litigation experience with multiple clients involving numerous patent suits and licensing negotiations.

I have worked directly with inside and outside counsel on patent litigation and prosecution. My main focus has been working with Multiple Service Operators (MSOs) in a defensive position focused on video (VOD/MPEG/IPTV), data (DOCSIS) and VoIP (PacketCable) communication services.

Primarily, I have performed the following patent litigation activities:

- Immediate review, analysis, and preparation of executive summary upon notification of filed suits.
- In depth patent and file history review.
- Development of patent non infringement positions.
- Translation of technical non infringement positions for understanding by a layman.
- Identification of key patent terms and claim construction.
- Extrinsic anticipatory and obviousness patent invalidation through prior art searching and claim chart generation.
- Expert Witness.
- Intrinsic U.S.C. § 112 patent invalidation.
- Discovery.
- Involved in the formulation of legal case strategies.
- Generation and delivery of numerous external presentations summarizing patent positions.

Additionally, I'm performing patent prosecution and responding to office actions.

Lastly, I have reviewed patent portfolios in support of procurement and M&A activities as well as strategic business and technical analysis supporting proactive "patent harvesting".

### VICE PRESIDENT ENGINEERING

Sept 2005-Sept 2007

### OPVISTA, Inc.

### Metro Optical Transport

Key areas of Responsibility: All Engineering responsibilities of Hardware, Software and Product Verification of Metro Optical products including Optical Node, Element Management System (EMS) and Network Planning Tool.

Significantly increased manufacturing capacity and gross margin improvements through product yield, test process and design change improvements.

Established and set in place engineering processes, including software unit test plans, functional and design specifications, bug tracking system, source control, and defect metric tracking. Aggressively drove the automation of Product Verification testing.

**DIRECTOR ENGINEERING  
NORTEL NETWORKS, Inc.  
Data & Telecommunications**

**June 1997-Sept 2005**

Key areas of Responsibility: Led development of 10G Network Processing Units (NPU) and processor based networking units. The NPUs were comprised of multiple custom processors operable to perform packet analysis and packet manipulation. The multiple packet analysis processes were multi-threaded with a custom instruction set. The packet manipulation processor was pipelined based. Multiple NPUs were developed with first pass Silicon success.

Managed the Hardware, Software and Product Verification of DOCSIS Cable Modems and CMTS products.

Participated in numerous M&A activities. Served as the Design Authority for NPU development in Nortel.

**DIRECTOR ENGINEERING  
HONEYWELL/HONEYWELL ERICSSON/ZENITH DATA SYSTEMS, Inc.  
Data & Telecommunications/Computer Servers**

**Oct 1983-June 1997**

Key areas of Responsibility: Led development of Intel based server and computer products. Software, Hardware, ASIC and Integration/Test teams in the development of Private Branch Exchange (PBX), X.25 Packet Switches, Mini-Computer Communication Protocols (SNA, X.25, TCP/IP), ASIC, and Intel based server and storage products. As corporate representative, participated in Telecommunications standard organizations.

Was a key management team member that developed the Server Business Unit at Zenith Data Systems. This effort resulted in a new Product line of Intel Based Servers creating a greater than \$400M annual business with the highest divisional gross margin.

Responsible for leading the R&D team developing, OEM'ing and validating Intel based server products.

Post merger, drove the integration of the NEC Computer Systems division.

Worked jointly with Intel in the development of an ASIC based Pentium chipset used to implement symmetrical multi-processor systems. The chip set implemented a split transaction, dual data bus using MESI cache coherency.

**SENIOR HARDWARE DESIGN ENGINEER  
TEXAS INSTRUMENTS, Inc.  
Semi Conductor**

**Oct 1982- Oct 1983**

Key areas of Responsibility: Led a team, working jointly with IBM to implement a gate level model used to validate the Token Ring chipset prior to tape out.

Parallel teams working two overlapping fourteen hour shifts, seven days a week, for a period of two months were required for on-time delivery.

**HARDWARE DESIGN ENGINEER  
MOSTEK, Inc.  
Micro Processor Based Designs**

**Jan 1980-Sept 1982**

Key areas of responsibility: Design and Implementation of various STD and VMEbus hardware modules based on Z80 and 68000 processors that were sold to end users to implement control systems.

Worked jointly with Motorola and Signetics as an architectural team member in the design and specification of the VMEbus. As corporate representative, participated in SASI/SCSI and Future Bus standards organizations.

**EDUCATION**

Masters in Business Administration - University of Dallas 1985

Bachelor of Science in Electrical Engineering - Purdue University 1979

**OTHER**

U.S.C.G. Master Licensed Captain