

Robert Stillerman

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Chronological Summary of Professional Experience

RS International Consulting Inc (formerly RS International), Palo Alto, CA, *President* **2001-present**

Expert witness – investigations, analyses, reports, depositions and court testimony
Software development in a cloud computing environment for mobile and web applications, and backend
Consulting advisor to a software as a service company offering virtual event platforms
Website and web application development (workflow)
International business development, distribution and partnerships
Advisor to small companies on strategy and tactics
Technical sales training, including VoIP equipment
Project and team management
Mergers and Acquisitions consulting specifically related to post-merger integration

VoiceTip, Palo Alto, CA, *CEO* **2005-2007**

Introduced voice conferencing and webcasting services targeted at small to medium-sized enterprises.

Wireless Dynamics, Palo Alto, CA, *CEO* **2003-2005**

Developed a product targeted at manufacturing and process industries to collect and deliver sensor data for customers' enterprise software applications using Zigbee wireless technology

Harris, Redwood Shores, CA, *Vice President, Marketing, Business Development* **1995-2001**

While primarily responsible for market and business development, I also led teams in technical marketing, regulatory affairs and product management for microwave radio products

Developed a radio and network management tool that became a standard in the microwave industry.

Developed complex tools for signal path analysis and planning

Evaluated and architected for new radio products.

Led Harris into the Broadband Wireless Access business, including the acquisition of Wavtrace Corporation and the launch of an internally developed product. Oversaw the architecture and cost/performance tradeoffs

First Pacific Networks, San Jose, CA, *Director of Marketing* **1992-1995**

Responsible for overall marketing, product management, product requirements and communications activities within the company for the cable telephony product line

Wrote product requirement documents, specifications and marketing plans for the FPN system, including network management, subscriber equipment and the overall system

Repositioned FPN's cable-telephony product line to the residential market, expanding FPN's addressable market multifold

RS Consulting, Palo Alto, CA, *Marketing Consultant* **1991-1992**

Provided marketing and technical services

Assisted a variety of clients with business planning, channel strategy, competitive analysis, market analysis such as Xerox's Palo Alto Research Center (PARC), Performance Processors, Inc., and First Pacific Networks

Assisted a start up with C-language programming

Taught software courses in an adult education program

UNISYS Europe-Africa Limited, Slough, England, *Manager, Product Programs* **1989-1991**

Responsible for industrial applications of products such as CAD/CAM, MRP, shop floor management and electronic document management solutions

Led a team of professionals in the Industrial and Commercial line of business for the company responsible for selecting, introducing and promoting products throughout Europe

IBM, ROLM Systems, Santa Clara, CA, Manager Product Planning **1979-1989**

Led Engineering, Product Development and Product Marketing functions for ROLM's PBX
Developed telephone line circuits, controllers and software on a standalone product for defense applications
Managed automated testing of ROLM's voicemail system and accelerated life cycle testing of hard disk drives
Led the development of hard disk driver software, diagnostic tools and power on startup test routines
Organized and led field trials for product introduction
Led an engineering team developing products for applications of the CBX to the defense, hospitality, health care, financial services industries

BNR Inc (subsidiary of Nortel), Palo Alto, CA, Engineering Manager **1977-1979**

Developed Hotel/Motel applications for an electronic PBX platform, including software and hardware
Led a team in the development of hardware and software enhancements of the base product
Wrote specifications for Northern Telecom's future Office Communications System

ITT Telecommunications, Paris, France, Engineering Supervisor **1973-1977**

Led the software development of features and administrative tools on ITT's electronic central office switching
Developed software productivity tools, such as a reverse compiler and an automated patch integrator, to shorten the development time in implementation programming changes
Assisted in the design of a telephone line and trunk test panel
Participated in field trials and on-site test of software and hardware

Bell Telephone Laboratories, Holmdel, NJ, Member of Technical Staff **1967-1973**

Responsible for programming and design of parts of an electronic switching system for the public switched telephone network
Developed procedures for expanding an in-service communications system without disruption of service
Designed and implemented software for the diagnosis of in-service equipment

Affiliations

Member, President, Board of Directors, The Learning Center, Palo Alto, CA, 1993-1995
Member, Telecommunications Advisory Panel, City of Palo Alto, CA, 1996-1997
Member, Board of Directors, Wavtrace Inc, Bellevue, WA, 1999-2000
Member, Telecommunications Industry Association Global Network Marketing Committee, 2000-2001
Volunteer Head of Wireless Data Initiative on behalf of the Wireless Communications Alliance, 2004-2005
Commissioner, Florence Sister County Commission, Santa Clara County, 2006-2007
VP Communications and Webmaster, US INSEAD Alumni Association, 2005-2010
Jury Member, Intelligent Community Forum, 2010-present
Member Executive Committee, INSEAD International Alumni Association, 2010-2013
Commissioner and Committee Chair, Palo Alto Infrastructure Blue Ribbon Commission. 2010-2012

Education

MBA with distinction, INSEAD, International Business School, Fontainebleau, France
MS in Electrical Engineering and Computer Science, University of California, Berkeley, CA
BS in Electrical Engineering, Columbia University, NY; Honor societies: Tau Beta Pi, Eta Kappa Nu

Languages

French: fluent, Italian: conversational, German: some fluency, Spanish: basic

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Litigation Support and Related Experience

Type of Matter: Breach of Contract, Negligent Misrepresentation
Law Firm: Brown Rudnick LLP
Case Name: Alorica v Fortinet
Services: Analysis of Call Center and Data Center technologies and practices
Disposition: In litigation
Date (of retention): Dec 2020

Type of Matter: Patent infringement
Law Firm: confidential
Case Name: confidential
Services: Analysis of mobile device accessories
Disposition: In litigation
Date (of retention): Mar 2020

Type of Matter: Contract dispute
Law Firm: Ropes & Gray
Case Name: TA v. COMDATA et al, 12954-CB, Chancery of the State of Delaware
Services: Analysis of an RFID System installation on behalf of plaintiff.
Disposition: Verdict in favor of plaintiff
Date (of retention): Feb 2017

Type of Matter: Contract dispute
Law Firm: Witten Law
Case Name: Ampro Computers v. LXE, 1:13-CV-01937-LPS, Northern District of Delaware
Services: Requirements analysis, fulfillment of contractual obligations relating to a tablet computer.
Disposition: Settled
Date: Aug 2016

Type of Matter: Patent infringement
Law Firm: Alston & Bird
Case Name: Verint v. Red Box Recorders, 1:14-cv-05403-KBF-GWG, Southern District of New York
Services: Invalidity analysis of patents relating to call monitoring and recording. Deposited.
Disposition: Settled
Date: Aug 2015

Type of Matter: Patent infringement
Law Firm: DLA Piper LLP
Case Name: Fortinet v. Sophos, 14-cv-00100-GMS, District of Delaware
Services: Infringement and validity analysis of patents relating to network management on behalf of Sophos. Deposited.
Disposition: Settled
Date: Aug 2015

Type of Matter: Misappropriation of Trade Secrets, Hacking

Law Firm: Foley Hoag LLP
Case Name: Telesocial v. Orange, 3:14-CV-03985-JD, Northern District of California
Services: Analysis of software, log files and system architectures and operation on behalf of defendant. Deposed; testified at trial.
Disposition: Jury verdict favorable to defendant
Date: Aug 2015

Type of Matter: Patent infringement
Law Firm: Baker Botts
Case Name: Metaswitch Networks v GENBAND, 2:14-cv-744-JRG-RSP, Eastern District of Texas, Marshall Division
Services: Non-Infringement and invalidity analysis of patents relating to communications systems and networks on behalf of defendant. Deposed, testified at trial.
Disposition: Defendant was found not to infringe; patents were found to be invalid. Court cited my testimony in upholding the jury verdict upon appeal.
Date: May 2015

Type of Matter: Patent infringement
Law Firm: DLA Piper LLP
Case Name: Fortinet v. Sophos, 3:13-cv-05831-EMC, Northern District of California, San Francisco Division
Services: Infringement and validity analysis of patents relating to security systems on behalf of Sophos in counterclaim. Deposed.
Disposition: Settled
Date: May 2015

Type of Matter: Inter Partes Review of Patent
Law Firm: Ropes & Gray LLP
Case Name: Confidential client
Services: Analyzed and wrote report on the patentability of an issued patent relating to message notification.
Disposition: Settled
Date: Jan 2015

Type of Matter: Patent infringement
Law Firm: Greenberg Traurig LLP
Case Name: MTEL v. Amazon, 2:13-CV-883-JRG-RSP, Eastern District of Texas, Marshall Division
Services: Non infringement and invalidity analysis of patents relating to tracking on behalf of defendant. Deposed.
Disposition: Settled
Date: Dec 2014

Type of Matter: Misappropriation of Trade Secrets
Law Firm: Carr & Ferrell LLP
Case Name: AgJunction v. Agrian et al, 2:14-CV-2069, District of Kansas
Services: Source code analysis, hard drive forensic analysis on behalf of Plaintiff, deposed, testified at preliminary injunction hearing before the judge.
Disposition: Court ruling did not extend injunction.
Date: May 2014

Type of Matter: Negligence
Law Firm: Lombardi, Loper & Conant
Case Name: National Railroad Passenger Corporation v John Davis Trucking, Case No. 3:11-CV-00461-HDM-VPC, District of Nevada

Services: Analysis of file metadata on behalf of NPRC to demonstrate the accuracy of a video file in evidence
Disposition: Jury found in favor of NPRC, based on the accuracy of the video file in evidence.
Date: Mar 2014

Type of Matter: Patent infringement
Law Firm: Weil Gotshal & Manges LLP
Case Name: MTEL v. Apple, 2:13-CV-258-JRG-RSP, Eastern District of Texas, Marshall Division
Services: Non infringement and invalidity analysis of two patents relating to tracking and messaging on behalf of defendant. Deposed, testified at trial.
Disposition: Jury found that Apple did not infringe the patent I testified to at trial.
Date: Nov 2013

Type of Matter: Patent infringement
Law Firm: Alston & Bird
Case Name: MTEL v. UPS, 1:12-CV-03222-AT, Northern District of Georgia
Services: Non infringement and invalidity analysis of a patent relating to tracking technology on behalf of defendant. Deposed
Disposition: Ongoing
Date: Oct 2013

Type of Matter: Wrongful Termination
Law Firm: Mesirow and Fink
Case Name: Zhu v. Intel. 112-CV-219940, Superior Court of California, County of Santa Clara
Services: Analysis of thermal and performance characteristics of microprocessors on behalf of Plaintiff
Disposition: Settled
Date: Sep 2013

Type of Matter: Patent infringement
Law Firm: Bunsow & DeMory LLP
Case Name: NXP v. Research in Motion. 6:12-CV-498-ACC-TBS, Middle District of Florida
Services: Validity analysis of a patent relating to 802.11 technology on behalf of Plaintiff
Disposition: Judgment in favor of defendant
Date: Aug 2013

Type of Matter: Patent infringement
Law Firm: Bunsow & DeMory LLP
Case Name: Cassidian v. MicroData et al. 2:12-CV-162-JRG, Eastern District of Texas
Services: Validity analysis of an emergency services call routing patent on behalf of Plaintiff. Deposed, testified at trial.
Disposition: Jury verdict in favor of defendant
Date: Dec 2012

Type of Matter: Product Defect
Law Firm: Affeld Grivakes Zucker LLP
Case Name: Flextronics et al v. US Merchants Financial, 72 117 Y 00973 11 American Arbitration Association
Services: Evaluate tablet computer for product defects on behalf of defendant.
Disposition: Settled
Date: Oct 2012

Type of Matter: Breach of contract
Law Firm: Greenberg Traurig, LLP

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