



A Sound Practice of U.S.-China Technology Collaboration at EcoKMC Global Accelerator

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EcoKMC LLC (US)

Nov. 4, 2019





Agenda

- 01. The Most frequently asked question
- 02. Answers & practice
- 03. Case studies
- 04. where are we





01 ▶

The Most frequently
asked question

How do you protect our IP?

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Catherine Zhou, FEMBA '04, helps organize both the Merage School and UCI Alumni chapters in Shanghai.

**Lasting connections:
Merage Alumna
Catherine Zhou
Forges New
Partnerships Between
the U.S. and China**



Why the question

➤ Main business :

- Established in July 2017, Suzhou, Wuzhong
- EcoKMC LLC invests in "EcoKMC Global Accelerator"
- Committed to bringing US and global innovations to
 - help traditional Chinese companies to transform and upgrade
 - help American start-ups to enter Chinese market

➤ Honor and recognition :

- "Suzhou international Entrepreneur & Innovation Center"
- Wuzhong Overseas Talent Work Americar. Liaison Station
- Suzhou City level creation space
- Suzhou City Internationalization Creation Space
- Wuzhong District Talent Workstation
- China ambassadors for Univ. Of California, Irvine' s Merage Business School

► 1.1 The global Accelerator in Suzhou

- focus on 3.5 industries :
 1. Medical device & health
 2. Advanced Manufacturing
 3. Education & IT
 4. 3.5Cleantech
- Focus only on late stage start-ups :
 - completed R&D
 - Finished product, mass production
 - Entered the US market
- What we provide:
 - Funds
 - Sales & Marketing Channel
 - Manufacturing resources
- Purpose :
 - Latest technologies, high survival rate after landing, and highest investment value





02 ▶ Answers & practice



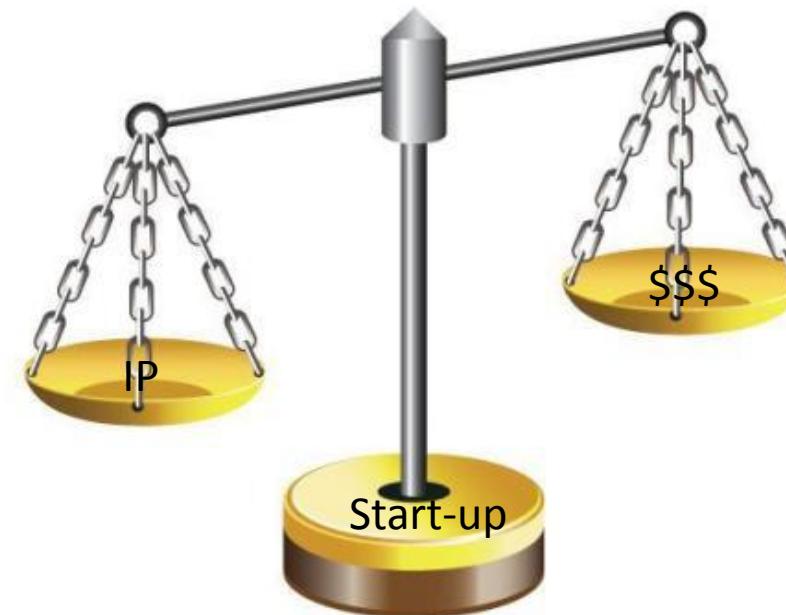
answers

- Hiring U.S. and local attorneys
- Create a basketful of IP rights
- China Customs' can-do
- Two layers of protection
- Take advantage of U.S. gov. resources
- Other good practices
 - NDA
 - Employee hiring practice
 - Copyrights
- and more...



practice

How to strike a balance?



Hiring U.S. and local attorneys



崔律师知识产权行政和司法保护和诉讼实践
Layer-Mr. Cui, IP Adminstration,
Protection and Court Practice



美国律师培训 艾珀庞兴浦律师事务所
U.S. Lawyer's Training, by IPO Pang Xingpu-Attorneys at Law



Create a basketful of IP rights

- 1st layer of protection

- Patents
 - Patents filed?
 - China Patents Covered?
 - 12-month coverage
 - Valuation consideration
 - Trademarks
 - Registering by EcoKMC
 - Domain registration
 - .cn, .com.cn, .hk, etc



A	B	C	D	E	F	G
序号	企业	域名	所属注册机构	费用	到期日期	备注
1	3D Infotech	3dinfotech.cn	阿里云计算有限公司		19/5/11	
2	3D Infotech	3dinfotech.com.cn	阿里云计算有限公司		19/5/11	
3	3D Infotech	3dinfotech.hk	深圳互联先锋科技有限公司		19/9/20	
4	Massive U	massiveu.com.cn	北京新网数码信息技术有限公司		19/7/24	
5	Meepertbot	meepertbot.cn	北京新网数码信息技术有限公司		19/7/8	
6	Relish	relishcareers.cn	北京新网数码信息技术有限公司		19/7/20	
7	SIA	surgicalinnovationassociates.cn	北京新网数码信息技术有限公司		19/7/20	
8	Sparrow	sparrowpharma.cn	北京新网数码信息技术有限公司		19/7/20	
9	Diaognostic Photo	diagnosticphotronics.cn	已被其他公司注册		2018/7/30已被注册，注册者：GoDa	
10	Innobaltive	innobaltive.cn	腾讯云		19/11/1	
11	Meta Health	metamehealth.cn	腾讯云		19/11/1	
12	Meta Health	metamehealth.com				2011/06/03已被注册，注册者：GoDa
13	VitaHeat	vitaheatmedical.cn	腾讯云		19/11/1	
14	Edge Surgical	edgesurgical.cn	腾讯云		19/11/1	

China Custom's can-do

- General Administration of Customs of China
 - Chinese Customs regulations ban both the import and the export of goods that infringe IP rights
 - China Customs will seize shipments on the basis of a specific complaint filed by a rights holder
 - The Customs Service also can act if a right holder's patents, trademarks, or copyrights are recorded with the agency.



Two layers of protection:

- judicial & administrative protection

- administrative protection
 - CNIPA, NCAC, CPCC, SAMR, GACC, Ministry of Public Security
 - These officials are empowered to conduct broad investigations into cases of alleged trade secret misappropriation, including
 - (1) raiding the business location of the entity or person allegedly responsible for the misappropriation;
 - (2) reviewing and making copies of relevant documentation, including sales records, accounting books, and so on;
 - (3) seizing or freezing relevant assets; and
 - (4) interviewing individuals under investigation.





Take advantage of U.S. gov.
resources

U S government resources :

- the China Team at the U S Patent and Trademark Office (USPTO) headquarters in Alexandria, Virginia
- the USPTO's IP attachés posted in China
 - one in the U.S.Embassy in Beijing
 - one in the U.S.Consulate General in Shanghai
 - one in the U.S.Consulate General in Guangzhou

Other good practices



Compartmentalize the production process and design products and packaging (and the equipment that produces them)



Manage supplier, vendor, and distributor relationships through multiple personnel



Insist on CRM software, Admin APP, Company phone, company email id



To protect trade secrets: Run background checks on key employees and include nondisclosure and nonuse obligations in contracts



Use nondisclosure agreements (NDAs)



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03 ▶ Case studies

Case study:



- Infringe on marketing material:
 - Website
 - Brochure
 - Case photos
- Solution:
 - 3-tiered strategy
- Results?





04

► Where we are



► 4.1 Project list

序号	企业名	申请项目名称	项目负责人	学历	毕业院校及专业
1	MEEPER	STEM教育机器人项目	Liz Eversoll	硕士研究生	University of Houston 休斯顿大学
2	NANOTEX	NanoTextile新型纺织预处理设备	Shuki Hershkovitz	硕士研究生	Tel Aviv University MBA
3	AICPS	AICPS-信息物理系统智能工厂方案	唐道贵	博士研究生	巴黎萨克雷大学 工业工程
4	Adaptive Green	清洁技术-Adaptive Green	Sulman Usman	硕士研究生	Embry-Riddle Aeronautical University 会计学
5	PAF	清洁技术-PAF空气过滤	Igor Krichtafovitch	博士研究生	Ukrainian Academy of science 动力学
6	Akeagen	免疫单域抗体	Libin Sun	博士研究生	哈佛大学 神经科学专业
7	PEQISH	功能性食品	Anthony Marotta	博士研究生	英属哥伦比亚大学 实验医学
8	Motion solutions group	智能穿戴功能性鞋垫	Michael Kocourek	硕士研究生	Iowlowa State University



4.1 Project list

序号	企业名	申请项目名称	项目负责人	学历	毕业院校及专业
9	RenalSense	急性肾衰竭监测设备	Jean-Paul Benhamou	硕士研究生	ix-Marseille University 生物技术
10	CORBONE	Corebone生物活性珊瑚 体移植体	Ohad Schwartz	硕士研究生	Tel Aviv University MBA
11	SPARROW	新药-皮质类固醇项目	David Aaron Katz	博士研究生	Yale University 生物化学
12	EDGe Surgical	骨科手术测量仪	Christopher Wilson	硕士研究生	Northwestern University 工商管理
13	DIGONOSTIC	肿瘤外科手术成像仪	Adam Zysk	博士研究生	伊利诺斯大学 生物学
14	Innoblative	癌症射频手术消融仪	Tyler Wanke	硕士研究生	Northwestern University MBA
15	Loren Medical Device	VENPORE新型注射针头	Riccardo De Stefano	博士研究生	Università degli Studi di Palermo 药剂专业
16	VITAHEAT	医用石墨加热保温垫	Peter Farmakis	硕士研究生	Northwestern University MBA

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17	PepVax, Inc	基于DNA的药物输送和开发平台	Mahesh Narayanan	硕士研究生	University of Pennsylvania 生物技术
18	Concievex	Health Care IT Concievex	Michael La Vean	硕士研究生	Georgetown University 生物技术
19	Stratice Healthcare	Healthcare IT Stratice Healthcare	Jason Farmer	硕士研究生	University of Louisville MBA
20	Atlas Volumetrics Inc	Health Care Atlas Volumetrics Inc	Chris Dunn	硕士研究生	University of Central Oklahoma 生物技术
21	Otraces, Inc	血液检测设备	Keith Lingenfelter	博士研究生	芝加哥大学 生物技术
22	CORAnet Solutions	CORAnet Solutions	Cora Alisuag	硕士研究生	Antioch University 专业
23	4D Healthcare	4D Healthcare	Star Cunningham	硕士研究生	Northwestern University MBA



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24	SciTech Development LLC	SciTech Development LLC	Earle Holsapple	硕士研究生	St. Lawrence University 心理学
25	Eniware	医疗设备-Eniware	James Bernstein	博士研究生	Cornell University 药学
26	Kestrel Labs	医疗设备- Kestrel Labs	Jonas Pologe	硕士研究生	he George Washington University 生物技术
27	Biolife Diagnostics Photonics	Biolife Diagnostics Photonics	Ben Goldberg	硕士研究生	Colorado State University MBA
28	metaMe Health	metaMe Health	Daniel Bernstein	硕士研究生	molecular biology分子生物学
29		BioAerosol Monitoring System	Deward Manzer	硕士研究生	医学
30		基于激光的脉冲血氧计	Jonas Pologe	硕士研究生	芝加哥大学 electrical engineering
31		Remote patient monitoring for chronic disease management	Jordan Dolin	硕士研究生	Marketing and communications www.ecokmc.com

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32	-	Ag/ZnO-TiO2基高纯度短波（UV）发射纳米复合薄膜	蒋显武	博士研究生	巴黎萨克雷大学 工业工程
33	POP Diesel Fuel Systems	POP Diesel Fuel Systems	Claude Convisser	博士研究生	University of Virginia School of Law 法学
34	Enerize	电池-Enerize	Dr. Elena Shembel	博士研究生	Russian Academy of Sciences Institute of Electrochemistry 化学
35	Elegus	纳米芳纶科技-更安全、更耐用的锂电池	John Hennessy	硕士研究生	
36	TESTAVG	基于AI教育解决方案	Jason Song	硕士研究生	芝加哥大学 教育学
37	Padcaster	新型影音录制数码硬件-配合IPAD	Jon Goldberg	硕士研究生	芝加哥大学
38	Relish	全球招聘平台	Sarah Rumbaugh	硕士研究生	University of Virginia Darden MBA www.ecokmc.com

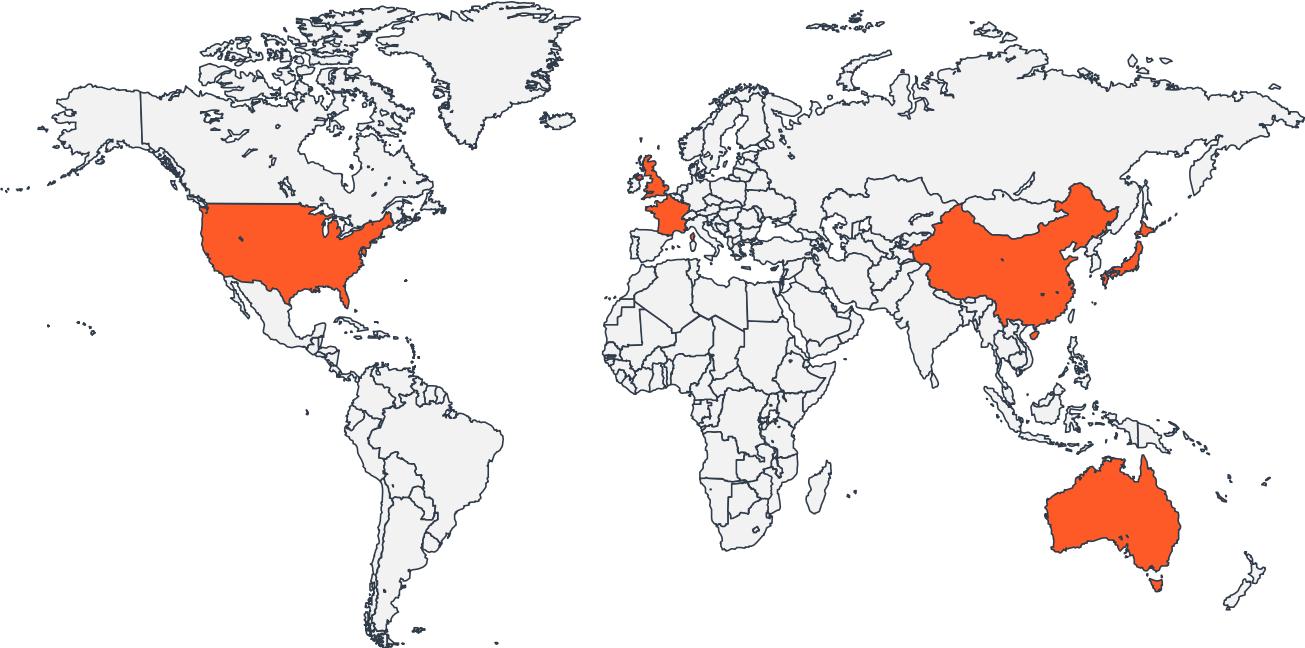
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39	eCommerce Digital	医疗软件-- 健康营养监测	Fredric Abramson	硕士研究生	University of Michigan 社会学
40	Factory Picus	信息技术-Factory Picus	Anthony DiGiulio	硕士研究生	University of Massachusetts Lowell 信息技术
41	Language Zen	教育-Language Zen	Micah Greenberg	硕士研究生	University of Southern California 国际关系
42	TransX Systems	物联网-TransX Systems	Hung-Tran	博士研究生	University of Iowa 计算机科学
43	Kaizen Secure Voiz	语音识别-Voice Biometrics Kaizen Secure Voiz	Ashok Krish	博士研究生	California Coast University MBA
44	Build1x	社交软件-Build1x	Troy Stephenson	硕士研究生	芝加哥大学 MBA
45	Bevite, Inc.	电子商务平台 Bevite	Jamie Driver	博士研究生	University of Virginia IT

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46	Statebook International	Statebook International	Calandra Cruickshank:	硕士研究生	University of Colorado Boulder 新闻学
47	DiliVer	金融科技--M&A DiliVer	Neil Kleinberg	硕士研究生	he Johns Hopkins University 计算机科学
48	Eventrio	展会营销平台- eCommerce Eventrio	Eric Schaumburg	硕士研究生	The University of Kansas 社会学
49	Combo	票务营销平台 Combo	Saroosh Gull	本科	Hunter College 计算机科学
50	Dittach	邮件管理软件-Dittach	Dan Gelernter	本科	Yale University 音乐
51	3Fuel	天然气双燃料技术	Michael La Plante	硕士研究生	The University of Kansas 机械设计
52	Peqish	智能食品存储系统	Ty Thompson	硕士研究生	工商管理





THANKS
For Being with us!

