



**Licensing Executives Society of Australia and New Zealand**

TAX INVOICE - ABN 82 835 251 814

**NSW SEMINAR INVITATION**

**TOPIC**

**“ICT Commercialisation in Australia: *Here Be Dragons!*”**



**SPEAKER:**            **Paul Hoff,**  
                                 **Manager of NIPR, NICTA’s IP rights management subsidiary**

Paul Hoff has over 15 years experience in the IT industry; primarily in the software, Internet and telecommunications domains. His passion is to launch new companies, and found new business lines within established organizations. Paul is the Manager of NIPR, NICTA’s IP rights management subsidiary. In this role he supports NICTA research projects that are preparing to spin-out of, or have already left NICTA. He is also responsible for building and maintaining relationships with NICTA’s domestic and international funding partners.

Prior to migrating to Australia in 2005, Paul was based in the Silicon Valley and held senior business development roles with several early stage Internet and telecommunications companies. His experience includes a founding role at BrightPath Wireless, a wireless Internet service provider, and over six years with a “top 5” consulting firm. He holds an MBA from the Haas School of Business at UC Berkeley.

Commercialisation in the ICT sector offers unique challenges. The funding required for new IT ventures is large, they demand large markets, the underlying intellectual property depends upon key people, and the pace of the market is extreme. On top of that, Australia’s corporate and research ecosystems have characteristics that can further complicate the effort. Paul will draw upon examples from NICTA and his background in the Silicon Valley to discuss how NICTA is addressing these challenges.

LES ANZ NSW  
Regional Chair: Mark Allen  
Bartier Perry

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**About NICTA:** NICTA houses the largest concentration of world-class ICT researchers in Australia: 237 researchers and 281 NICTA-enhanced PhD students of its partner universities.

**VENUE:** NICTA  
Bay 15 of the Locomotive Workshop, on Locomotive Street,  
Australian Technology Park, Eveleigh NSW 2015 (Map attached)

**DATE:** Tuesday, 17 June 2008

**TIME:** 5.45pm Registration; 6.00pm Presentation; 7.00pm Refreshments  
Bay 15 of the Locomotive Workshop, on Locomotive Street,  
Australian Technology Park, Eveleigh NSW 2015

**COST:** LES ANZ Members: \$40.00 (including GST)  
Non-Members: \$50.00 (including GST)

**RSVP:** Wednesday 4 June 2008  
Ana Dumanic, Bartier Perry  
Level 18, 133 Castlereagh Street, Sydney NSW 2000  
Tel: 8281 7812 Fax: 8281 7838  
Email: [adumanic@bartier.com.au](mailto:adumanic@bartier.com.au)

**Seating is limited - book early**

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I/We \_\_\_\_\_ of \_\_\_\_\_

Tel \_\_\_\_\_ Email \_\_\_\_\_

will attend the **LES ANZ** function on **Tuesday 12 February 2008**.

Member LES ANZ / Non-member [PLEASE CIRCLE].

I am paying by Cheque \$ \_\_\_\_\_ is enclosed (**cheques payable to LES ANZ**)

Credit Card: MasterCard OR Visa ONLY

Credit Card No \_\_\_\_\_ / \_\_\_\_\_ / \_\_\_\_\_ / \_\_\_\_\_ Expiry Date: \_\_\_\_ / \_\_\_\_

Amount: \$ \_\_\_\_\_

Cardholder's Signature: \_\_\_\_\_

Cardholder's Telephone number: \_\_\_\_\_

(Due to catering costs, payment is required despite non-attendance or cancellation after the RSVP date).

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### By Train

Frequent services run from the Sydney CBD to Redfern. Redfern Station is adjacent to the ATP and about 10 minutes walking time from NICTA (Bay 15 of the Locomotive Workshops).

### From Redfern Station

Exit Redfern Station via the far end of Platform 10 (which is closest to the ATP). Walk past the WaterTower apartment block and follow the signs and the walkway through to the Australian Technology Park.

NICTA is located in Bay 15 of the Locomotive Workshops, at the western end.

### By Taxi

The entrance to the ATP for taxis, is via Garden Street "Deliveries" (See blue arrow on Map). Taxis can go all the way to Bay 15.

### By Car

The entrance to the ATP car park is from Garden Street, next to the RTA, (although an additional entrance has recently opened (May 2008) at the intersection of Henderson Road with Mitchell Road). A Pay and Walk ticketing system has been installed for your convenience. Collect a ticket from the boom gate and drive through to the car park.

To gain access to the disabled parking area please contact the security office on Tel: (02) 9209 4666.

### Parking

Parking Fees Apply. Prior to leaving the ATP please ensure your parking has been paid and validated at any of the ticket pay stations. These can be located in the following areas:

- Bay 8 - Locomotive Workshop
- Bay 4 - Locomotive Workshop
- Bay 16 - Locomotive Workshop
- Biomedical Building on Central Ave

Please note Parking Ticket Pay Stations accept: \$20, \$10, \$5 notes and \$2, \$1, 50c, 20c, 10c coins only.