

**LAWYER**  
MONTHLY

# Women

IN LAW AWARDS 2019



Protecting Brands and IP Successfully  
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**Welcome to the 2019 edition of the Lawyer Monthly Women in Law Awards.**

The legal sector is no stranger to carrying predisposed notions on the battle of the sexes. With the legal profession traditionally being male-dominated, our female lawyers often comment on the struggles they face when trying to crack the industry.

Thus, in accordance with celebrating the women who work hard to not only conquer the legal world, but also for the betterment of their clients, Lawyer Monthly is pleased to present its annual Women in Law Awards. In this edition, we not only celebrate and highlight the achievements of women in the legal profession across the globe, but also recognise the challenges they overcame.

As a result of several months of research and preparation, the Lawyer Monthly Women in Law Awards recognise female legal experts that have influenced the wider legal profession in their jurisdiction. The winners include all areas of the legal profession from high achieving junior associates to long serving barristers.

Inside this publication, we have exclusive interviews from the winners themselves, where they reveal their secrets to success and how they hope to further their recognition and achievements in the legal sphere.

We hope you enjoy this special publication and we would like to congratulate all winners on their hard work and dedication to the legal sector.

# DR. KATRIN WINKELMANN

Patent Attorney, Partner at Eisenführ Speiser

[www.eisenfuhr.com](http://www.eisenfuhr.com)

## ABOUT KATRIN WINKELMANN

Katrin Winkelmann combines legal and technical expertise with an entrepreneurial perspective on intellectual property. Her particular focus is on strategic IP consultancy for hidden champions and innovative medium-sized enterprises. Katrin Winkelmann provides her clients with comprehensive support in all matters relating to patent law. This also includes freedom-to-operate and infringement analyses, patent portfolio and patent mapping analyses, transaction consulting and IP due diligence, as well as patent valuation.

Katrin Winkelmann has many years' experience in drafting technical patents and in designing international patent portfolios. Another core area is attacking and defending patents, not only in German and European opposition and appeal proceedings, but also in revocation proceedings. Her work to safeguard competitive advantages also includes legal action against rights infringements and the enforcement of claims. She also advises clients on employee inventions issues, in particular on innovation programmes and employee incentive arrangements.

Her background includes engineering studies at international technical universities and a PhD (Dr.-Ing.) in Mechanical Engineering at RWTH Technical University of Aachen as well as several years of professional experience as strategy consultant at international strategy consultancy Boston Consulting Group (BCG) in the area of industrial goods, innovation and process management.

**Katrin Winkelmann advises clients in particular with the following technical focus:**

- Mechanical Engineering
- Packaging Technology
- Renewable Energies
- Automation Technology, Additive Manufacturing
- Agricultural Technology, Precision Farming
- Industrial Services, Predictive Maintenance, Condition Monitoring
- Medical Technology, Medical Devices, Minimally Invasive Surgery
- Filter Technology
- Construction Technology
- Digitization, Industry 4.0, Internet of Things (IoT), Connected Smart Solutions
- Laboratory Equipment, Bioprocess Technology, Hygiene Systems

## SELECTED CLIENT WORK

**IP due diligence and patent portfolio analysis and evaluation**

- Advising on the acquisition of a hidden champion by a financial investor as a strategic investment and the successful continuation of the company.
- Advising innovative medium-sized company on investment in technology start-up for strategic further development of client technology.
- Designing technology-oriented patent portfolio analyses for business intelligence insights in clients' own patent portfolios in comparison with those of competitors.

**Preparation and guidance for market entry**

- Advising international technology companies on the preparation of market entry in Europe with new innovative products, in particular analysis of patent risks through freedom-to-operate, validity and infringement analyses as well as clarification of interfering patent situations through combined strategies of licensing negotiations and selective attacks on validity of third party patents.
- Close involvement in product development and innovation management processes for creating viable design around solutions avoiding third party IP early on.

**Creation of tailored strong patent portfolios also with focus on digitization/Internet of Things**

- Long lasting close support of technology driven companies to form patents and patent portfolios which are particularly valuable due to their individual tailoring to client and competitor products and which are strong with regard to enforcement.
- Advising and implementing active and passive protection strategies for connected/smart solutions in digitization and Internet of Things (IoT) contexts, in particular related to special challenges regarding cross-border issues in process inventions and indirect patent infringement in distributed systems implemented by multiple parties.

**Patent enforcement strategies for technology driven medium-sized companies**

- Careful design of strategies for patent enforcement in the environment of medium-sized, often family-owned companies with individually tailored combinations of negotiation and licensing strategies with escalating extrajudicial and judicial steps against infringing competitors.

**Design of company-specific innovation programs for employees' inventions**

- Concept and implementation of company-specific programs for improved invention harvesting and pragmatic, efficient and legally secure handling of the complex requirements of the German Employee Invention Act.



## FIRM PROFILE

Eisenführ Speiser is a full-service IP law firm with a mixed team of specialists, including both patent attorneys and attorneys at law. The firm serves a growing demand of its IP strategy counselling, especially as regards extensive freedom-to-operate and IP landscape analyses and is increasingly involved in complex litigation matters.

Eisenführ Speiser's approach to IP counselling is strongly business minded and considers intellectual property to be an integral part of companies' assets, to be strategically used within the framework of attaining corporate objectives. The firm's range of services covers individual IP services – including IP-related analyses and expertise – to long-term strategic counselling and implementing tailored IP strategies.

## CONTACT

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