



# Daniel L. Scales

## Of Counsel

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Daniel Scales' practice focuses on technology transactions and the strategic development, management and protection of intellectual property portfolios, with an emphasis on domestic and international trademark portfolios.

Prior to joining Choate, Daniel was IP Counsel, Avid Technology, Inc. In his role he advised Avid on all types of commercial transactions relating to intellectual property, including software licensing, patent licensing, and Internet and marketing matters; served as Avid's trademark counsel, advising the company on all clearance and prosecution matters and disputes; advised the company on all aspects of its global rebranding; managed a patent licensing program for a standardized video compression technology; negotiated international technology licenses and OEM agreements; developed and implemented marketing and technology-related policies.

### EDUCATION

Boston College Law School  
*cum laude*, JD, 2003

Yale University  
BA, 1997

## PRACTICE FOCUS

### Technology Transactions

Drafting and negotiating all types of technology-related transactions, including intellectual property licenses and transfers, service agreements, intellectual property asset sales, distribution and channel agreements, and strategic alliances.

### Corporate Transactions

Advising clients on intellectual property aspects of mergers and acquisitions, as well as venture capital and private equity investments, with a particular focus on intellectual property due diligence and open source compliance issues.

### Intellectual Property Counseling

Advising companies on all aspects of intellectual property protection and asset management.

### Trademark Prosecution

Search and clear new trademarks; file and prosecute trademark applications.

## REPRESENTATIVE ENGAGEMENTS

- Negotiated mission-critical software reseller agreement.
- Performed open source diligence and analysis on software company that was sold for \$180 million.

**ADMISSIONS**

Massachusetts

U.S. District Court,  
Massachusetts

**PRACTICE AREAS**

Business & Technology

Intellectual Property

Technology

- Negotiated off-shore software development agreement for telecommunications equipment company.
- Implemented business plan for financial services company through series of customer and services agreements.

**PUBLICATIONS AND PRESENTATIONS**

- “Open Source, Issues and Opportunities,” *speaker, Practising Law Institute*, New York, October 2011.

**PROFESSIONAL AND COMMUNITY INVOLVEMENT**

Mr. Scales is a member of the Boston and Massachusetts Bar Associations. He is also a member of the International Trademark Association. Mr. Scales previously served on a Free Software Foundation Discussion Committee responsible for reviewing comments on Version 3 of the General Public License.