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ADVANCING THE BUSINESS OF INTELLECTUAL PROPERTY GLOBALLY  
CREATING, PROTECTING, AND COMMERCIALIZING INNOVATION | MANAGING AND MONETIZING INTELLECTUAL PROPERTY

### President's Message:

## Sustainable Innovation And Sustainable Collaboration To Support IP Business Goals

By Ichiro Nakatomi, President, LES International



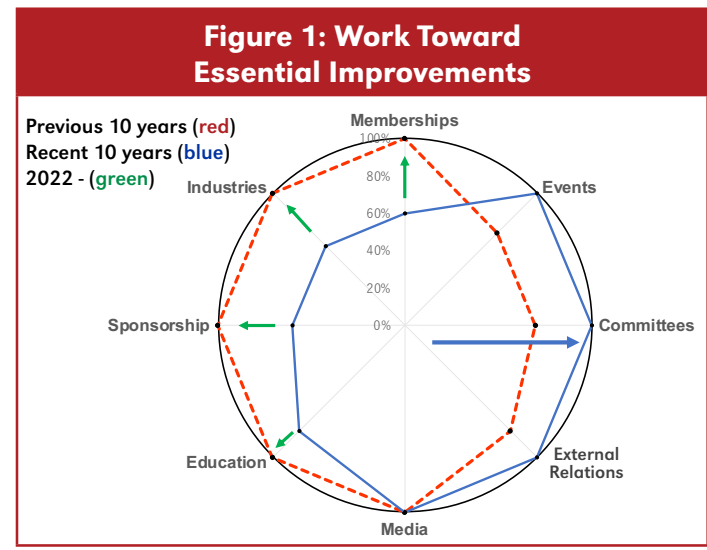
Dear LESI Family,

It is my pleasure and honor to address you as President of LESI. LES is an integral part of the IP landscape. As a corporate entrepreneur, I have negotiated various contracts with many universities, industries, and financial institutions for business development using IP, and I have learned that LES has such a diverse range of businesses and ideas. As I take over as President on our 50th anniversary, I am mindful of how we should welcome the IP business to the next 50 years. It is not only a plan, we have to verify whether we can efficiently execute, check the execution, and improve it. It is a very steady path, but I will do my best during this year, and it would be great if we could achieve our goal at next year's Montreal Conference. I challenge you to see if we can act on this with the LESI Board.

Three years ago, at the 2019 Yokohama Conference was the last time I saw many of you before this year's Venice Conference. I very much appreciate the leadership of Fiona Nicolson, Audrey Yap, and John Paul during the COVID Pandemic. The Presidency of LESI changes every year, and I have not been able to meet directly with Society and Committee leaders since February 2020, when the Winter Planning Meeting was held in Padua, although we were fortunate to have the first Hybrid Winter Meeting in Hawaii in February 2022. We were able to understand each other's plans better by direct communication, which I believe led to the success of the Venice Conference. I was struck by how different it was to go from a virtual conference to a real one. The hard work of my

predecessor, Immediate Past President John Paul, Organizing Committee Leader Mattia Dalla Costa, and LESI Executive Director Dana Colarulli came to fruition at the long-awaited real conference in Venice. I think they should be thanked for sacrificing their regular jobs to lead the LESI activities. Also, I would like to thank all the supporters and sponsors for their actions at the event.

Now, my work has begun to set the stage for the next 50 years, including identifying what should be improved. It will be steady work toward essential improvements that cannot be avoided (see Figure 1). It is something that I feel as a business owner should be carried out even if there is some pain. At the Board meeting this June, I presented the 2022-2023 Action Initiatives,



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### Quick Links:

[www.lesi.org](http://www.lesi.org)

[www.lesi.org/les-nouvelles](http://www.lesi.org/les-nouvelles)

[www.lesi.org/les-societies](http://www.lesi.org/les-societies)

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### Call For Content

We request contributions from all societies and individuals about important events, changes in the law in your country or region, conferences, annual meetings, board changes, and the like. You can submit articles or announcements to the editor or use the form on the website at the following address: [www.lesi.org/les-societies/les-global-news/submission-form](http://www.lesi.org/les-societies/les-global-news/submission-form).

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some of which are partially described below. It is not merely a motto-like platitude but involves actionability. I would like to carry out this agenda with the idea “Plan-Do-Check-Act” (PDCA). This approach to solving problems has long been enforced in quality control in companies.

### (1) Improvement of Committee Activities

Each committee should be organized so that more members can actively participate. Over 30 committees consist of approximately 100 Chairs and Vice Chairs. They are basically divided into three types: 1) Management Committees; 2) Industry, Professional, and Regional Committees; and 3) Ad Hoc Committees. Ideally, each of these committees will have many active members. Some of the committees are very active, while others are not as active. My expectation is to get as many of them to be as active as possible. A bottom-up protocol is desired, one in which the committees are driving the change that the Board then implements. For example, there are some committees whose names do not correspond to their actions after 50 years of history. I would also like to see more committees think proactively about future needs. It is also important to enable more women and young members to be more active in committee work. In response to this, I requested that I become a board liaison and let the Long-Range Planning Committee manage and operate the other committees. The Board members will act as chairs and manage and operate the committee. It must be coordinated from a medium-to long-term perspective.

### (2) Improvement for Sponsorships

Until now, sponsorships have been utilized only for the Annual Conference. With the Pandemic, company and firm budgets have become even tighter so corporate donations have become more difficult to obtain. LESI is made up of members who utilize intellectual property in their everyday activities. We need a measure that will allow us to take advantage of that knowledge and experience. Toward this end, Sonja London has come up with the idea of the Thought Leadership Program. Simply put, we would work with sponsor companies on a daily basis and report the results to the media. Through this, IP business reviews, foresight, and leadership are conducted. We need to be in regular contact with many relevant companies to carry out our committee activities.

### (3) Increasing Membership

While requiring an action within the scope of the by-laws, LES USA & Canada has introduced the concept of group membership, which is helping LES USA & Canada reverse the loss of members it has suffered in the past. They have been working toward a rapid recovery since the end of last year. It is a win-win situation, as one group (company, university, non-profit, etc.) can admit multiple members, and the membership fee is less expensive on a per-member basis. In addition, I would like to consider how small societies can increase their membership effectively by

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motivating each other through cooperation with the large societies. Increasing overall membership benefits LES through increased member participation, broader industry and organizational support, and increased revenue.

#### **(4) Improved Promotion**

There is an intangible asset of general knowledge among many members in the activities we do have in LESI. We need to create opportunities to make this known to more members, non-members, and younger people. The question is whether this is being effectively utilized in LESI. We will work through videos and social networking sites to make more members aware of the activities that take place at the Annual Conference and committees.

#### **(5) Improvement of Savings**

LESI needs to aim for more efficient daily operations. We will also continue to work toward digitizing the publication of our journal to reduce publication and delivery costs.

The Pandemic caused by COVID has brought various

concepts and ideas to the forefront of the world's attention. I believe that we should consider the warning against trading everything in the world for the sake of human development and act accordingly. All people should strive to protect the earth and make it peaceful. I also believe that the values of innovation should change how we conduct our business. Accordingly, I have established the SDG-IP Index Committee where innovation and sustainable development goals (SDG) can work together. I believe that the most appropriate thing to do for the next 50 years is for LES members to agree on such valuable actions together, and it is important to create that momentum for the members without becoming complacent. In this sense, we are committed to the development of IP business.

I will make an effort to contribute to the development of IP business with “Sustainable Innovation and Sustainable Collaboration to Support IP Business Goals.”

Thank you very much.

**Ichiro Nakatomi,**  
**President, LES International**



Above left: Ichiro Nakatomi accepts the gavel from Past President John Paul.



Above right: LESI Conference attendees enjoy networking and lunch in the Venetian sun.

Right: John Paul, Ichiro Nakatomi and Mattia Dalla Costa conclude the meeting.

