

## Ahmad Saleh

Partner, Head of Patents & Designs (R&D and Innovation)

Intellectual Property, Education, Healthcare

Innovation, Technology & Entrepreneurship

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### Biography

Ahmad is a Canadian attorney and engineer with over 12 years of higher education studies in law, engineering and management and over 15 years of international and regional experience in Intellectual Property, Innovation and commercial law. Prior to joining Al Tamimi in September 2013 as Head of Patents & Designs (R&D Innovations), he worked for reputable Canadian and International law firms.

In addition to his Legal and engineering backgrounds, Ahmad has education in General Management, Innovation & Technology from Massachusetts Institute of Technology (MIT), Sloan School of Management, which adds a substantial plus value to his already very heavy kit of qualifications and skills. Ahmad has also earned a certificate in Artificial Intelligence for Business Strategies from MIT. Ahmad brings to the benefit of clients a rich three-dimensional expertise combining legal, technical and business.

Ahmad's experience and knowledge extend to a wide range of technologies, with a special focus on high technology industries including ICT, computer/software, electrical/electronics, telecommunications, healthcare, aerospace & defence, optics, biomedical, mechanical, transport, education, energy, financial, artificial intelligence, blockchain and oil & gas. He represents a wide range of clients in these sectors, ranging from individual inventors and entrepreneurs to multinational companies and Universities, in the protection, management and enforcement of their innovations locally and internationally.

Ahmad regularly advises governmental entities, research institutions and consultancy firms in a wide range of innovation related matters including, high level innovation strategies, legislative, regulatory, innovation policies, processes, innovation fostering, and setting legal frameworks for the implementation and deployment of innovation projects and organizations inside the country.

He also assists clients in the private sector in a wide range of IP and commercial-related matters, including advising on regional and international patent protection strategies, advising on the patentability, freedom-to-operate and the validity/infringement of inventions, conducting due diligences in the frame of technology transfer and rights acquisitions, negotiating and drafting technology transfer and other innovation related agreements, advising in dispute resolution matters involving IP conflicts including patent litigation, managing global patent portfolios, and drafting and prosecuting patent applications worldwide including, MENA, the US, Europe, Canada and the Far East.

Ahmad is one of the most experienced patent lawyers and innovation councils in the Middle East and is widely recognized for his strategic and visionary thinking and leadership. Ahmad sits on various committees and advisory panels including, the Global Advisory Panel of the UAEU Science & Innovation Park, the UAEU Pavilion World Expo 2020 Advisory Board, the Global Entrepreneurship Monitoring (GEM) UAE Steering Committee, the Innovation Advisory Board of the Dubai Healthcare Authority, and Herriot Watt Advisory Board. Ahmad is the founder and chair of the Technology Transfer Business Group (TTBG) regrouping key members from Academia, Governments and Innovation Parks with the objective of strengthening R&D driven innovation and its monetization/commercialization inside the UAE. He regularly mentors start-ups throughout their business cycles, from the incubation stage to advanced maturity stages. Ahmad is regularly invited to speak at innovation events and has been interviewed on various television channels, newspapers and magazines in relation to innovations, entrepreneurship and intellectual property, including Dubai TV, Emarat TV, Fujairah TV, the National, International Bar Association, Thomson Reuters and has an extensive library of publications.

### Recent experience

- Advising on and **drafting IP laws** associated to a **UAE free zone authority**;
- Advising on the adoption of **Blockchain regulations** for a **UAE free zone authority**;
- Advising a top tier **University** on the **establishment of an Innovation Free Zone and an Innovation Fund** for promoting R&D and Innovation in Academia;
- Assisting a **UAE investment company** in negotiating and drafting a big number of **R&D and innovation related agreements** with commercial partners, and advising them on IP and particularly patent protection strategies for various types of technologies;
- Assisting a **major gaming company** in a complex **IP litigation** case in the UAE involving disputed rights on a sophisticated gaming software;
- Assisting an **international pharmaceutical company** in a **patent litigation** case in KSA against the importation of generic drugs, and on procedures with SFDA and MOH.
- Assisting an **international pharmaceutical company** in a **patent litigation** case in Jordan against the importation of generic drugs, and on procedures with JFDA and MOH.
- Assisting a **number of local and regional innovators** including universities in the **protection of innovations** leading to drafting, filing and managing the prosecution of hundreds of patent applications in different technological sectors across a wide number of countries worldwide.
- Assisting **foreign corporations** in patent protection strategies of their innovations and in prosecuting of more than **1500 patent applications** throughout the MENA region.
- Assisted in **fostering and protecting more than 150 inventions** coming out from the United Arab Emirates.
- Assisting **local and regional clients including universities** in the preparation and negotiation of IP agreements, including license agreements and R&D collaboration agreements.
- Assisted the **UAE Ministry of Interior** with **IP protection** of their assets.
- Mentoring and advising R&D and Innovation based **start-up companies**.
- Assisting a **multinational company** in a sophisticated **patent infringement** case in the UAE.
- Assisting a **multinational company** in an industrial **design infringement** case in the UAE.
- Assisting a **multinational company** in a **patent invalidation case** in the UAE.
- Assisting a **multinational company** in a **patent invalidation case** in KSA.
- Assisting a **regional company** in defending against the **opposition of the grant of a patent** at the GCC Patent office.
- Assisting a **Saudi patent owner** in a **patent infringement** case against a telecom operator in KSA.
- Advising an **employer company** in **patent ownership** and in setting a recompense scheme with employee inventor.
- Assisting a **defence company** with the technology **transfer of know-how and other IP assets** in the frame of a technology transfer transaction.
- Assisting a **US pharma company** in a contentious matter against a generic pharma company related to the deployment of a generic drug in Jordan.
- Advised a **governmental entity** about **recommended revisits of labour law** for encouraging and fostering innovations.
- Advising a **governmental innovation incubator** about various legal aspects related to innovation projects.
- Assisting a **pharmaceutical company** in the frame of patent clearance searches and Freedom-To-Operate opinions in a large number of countries across the MENA region.
- Assisting a **large local company** in setting out **internal IP policies** and guidelines.

## Thought Leadership

### Speaking Engagements

- Presenter, Webinar on Digital Innovation and Disruption at the wake of the COVID-19 Outbreak: have you prepared your patent weapons, April 2020;
- Chairman, Technology Transfer Business Group, Dubai, 23/01/2020
- Speaker, 2nd Edition of The IPR Gorilla, Dubai - 19/11/2019
- Speaker, American University of Cairo, Innovation Conference - Cairo - 22/10/2019
- Panelist, Higher Education Conference 2019- 10.10.2019
- Board Meeting, the Advisory Board of UAEU Pavilion at World Expo 2020 Dubai,- 03/10/2019
- Speaker, Global Legal IP ConfEx, Dubai- 25/09/2019
- Speaker, Middle East Healthcare Revolution Summit - Abu Dhabi - 18/06/2019
- Speaker, Additive Manufacturing Middle East Conference - Dubai - 10/06/2019
- Speaker, Smart Health Conference - Dubai (Speaker) - 13/11/2018
- Speaker, American Intellectual Property Law Association (AIPLA) - 26/10/2018
- Speaker, Global Legal & IP ConfEx Conference - 17/10/2018
- Speaker, Global Innovation Summit - Dubai - 11/10/2018
- Speaker, Mohamed Bin Zayed Majlis for Future Generations - 8/10/2018
- Speaker, GCC Healthcare Innovation Congress - Dubai - 25/4/2018
- Panellist, Judge, Harvard Arab World Conference - Beirut - Healthcare Innovation - 21/4/2018
- Panellist, Innovation Management Forum: Innovation for GCC Social Economic Development - Bahrain - 10/4/2018
- Speaker, Judge, Arab Innovation - Dubai - 28/02/2018
- Speaker, UAEU: Protection of Innovations - Al Ain - 28/02/2018
- Speaker, Economic Development Bank Event - Protecting IP Rights - Bahrain - 01/22/2018
- Speaker, World IP Forum 2018 - Dubai - 01/16/2018
- Judge, Seedstars MENA Summit - Bahrain - 12/13/2017
- Panellist, GCC Blockchain Conference - Dubai - 11/22/2017
- Panellist, Global Legal & IP Conference - Dubai - 11/15/2017
- Panellist, Mena Private Equity & Venture Capital Summit - Dubai - 10/31/2017
- Speaker, 4th GCC Healthcare Innovation Congress- Innovations in Healthcare - 04/26/2017
- Speaker, GITEX - Science Fair - 04/20/2017
- Speaker, Energy & Environment Breakfast Seminar - Dubai Science Park - 04/18/2017
- Speaker, Technology Transfer Roundtable Event - Dubai - 03/22/2017
- Speaker, IIPLA 3rd Dubai IP Congress 2017 - Patent Reforms and Future of Innovation - 01/17/2017
- Organiser, Saudi Vision 2030 - ATCO - Healthcare Breakfast Briefing - 10/04/2016
- Panellist, Dubai Science Park Life Science Discussion - E-Health and IP in Healthcare - 06/01/2016
- Speaker, Global Legal & IP ConfEx 28th Sept 2016, Dubai, UAE - 09/28/2016
- Speaker, Defence, Space & Security (DSS) Working Group, Innovation Commercialization, Legal Vehicles & Strategies for the Protection and Commercialization of Innovations in the Defense, Space & Security Sector - 09/28/2016
- Speaker, IIPLA 2nd Dubai IP Congress 2016 - IP Methodologies in the Oil & Gas Sector - 19/10/2016

### Key Publications

- Digital Innovation and Disruption at the wake of the COVID-19 Outbreak: have you prepared your patent weapons, Ahmad Saleh, March 2020;
- Protection of Software of Innovations, Ahmad Saleh, Sura Al Samid & Jincy Thomas, March 2020;

- Patents: Inventorship vs Ownership, Ahmad Saleh & Jincy Thomas, March 2020;
- Innovation & IP at the Core of the 4th Industrial Revolution, Ahmad Saleh & Bachir Abu Chakra - April 2018
- Innovation & IP Protection in Transport: From Industrialization to Digitalization, Ahmad Saleh - Jan 2018
- R&D and Innovations in the GCC Countries: Recent Updates by Ahmad Saleh / Diana Al Adel / Sura Al Samid - Dec 2016 - Jan 2017
- Leading an R&D Innovation SME: Are you on the right track - by Ahmad Saleh - Dec 2016 - Jan 2017
- Design Protection... What Businesses Need to Know - by Ahmad Saleh & Mariam Sabet - Dec 2015 - Jan 2016
- Eureka! Monetising Research in the Education Sector - August 2016
- Achieving Innovation through 3D Printing by Ahmad Saleh & Sadaf Nakhaei Dec 2015 - Jan 2016
- Protecting Medical & Pharmaceutical Inventions in the GCC Countries by Ahmad Saleh & Houda Meliani - November 2015
- Establishing innovation-based commercial entities in Dubai by Samer Qudah / Ahmad Saleh / Noff Al-Khafaji - March 2015
- UAE Officials declare 2015 “Year of Innovation” by Ahmad Saleh & Omar Obeidat - Feb 2015
- UAE starts stage two of patent protection initiative with South Korea by Ahmad Saleh & Sharaf Al Hijazin - September 2014
- Intellectual Property Valuation: A Must in Commercial Transactions - by Ahmad Saleh & Sadaf Nakhaei - July 2014
- Construction Contractors & Engineers in Saudi Arabia: Protect Your Innovation - by Ahmad Saleh & Daniel Goodwin - April 2014
- Patent Protection in the UAE - by Ahmad Saleh - March 2014
- The Middle East: IP issues resulting from government led initiatives to boost technology development, by Ahmad Saleh & Sara Holder, The In-House Lawyer - December 2011
- Extraterritorial dimension of patent infringement, by Ahmad Saleh & James Anglehart, Bereskin & Parr, Canada - 2006

#### Languages

- Arabic

- English

- French

#### Education

2019 - *Executive Program in General Management, Innovation & Technology*, Massachusetts Institute of Technology (MIT), Sloan School of Management

2019 - *Certificate in Artificial Intelligence for Business Strategies*, MIT, Sloan School of Management

2010 - *Common Law (DESS)*, University of Montreal

2005 - *Civil Law (L.L.B.)*, University of Montreal

2004 - *Electrical Engineering (M.A. Sc.)*, Ecole Polytechnique de Montreal

2002 - *Computer Engineering (B.Eng)*, Ecole Polytechnique de Montreal

#### Admission

2006 - Quebec Bar

2002 - Orde des Ingenieurs du Quebec