

# Nandini Comar

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## SUMMARY:

Experienced Lawyer with a strong background in **technology agreements (SaaS, IP licensing)**, contract negotiation, **IP portfolio management and Risk Consulting**. Proven skills in **advising companies** on complex legal issues, risk mitigation strategies, and compliance. Seeking to leverage this expertise in a dynamic legal team within the **software and technology** field, providing strategic legal guidance.

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## SKILLS:

Contract Compliance & Negotiation | Cross-functional collaboration | Advisory & Audits | Open-Source Licensing | IP Advisory | Stakeholder management | Commercial contracts | Litigation Management

## BAR:

Admitted Attorney in New York

## EDUCATION:

### Fordham Law School

LLM Intellectual Property & IT Law | GPA: 3.67/4.0

### Indian Institute of Technology – Rajiv Gandhi School of Intellectual Property, India

LL.B. with Honors in Intellectual Property Law | CGPA: 3.9/4.0

### University School of Biotechnology, India

Bachelor of technology, Biotechnology

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## WORK EXPERIENCE:

### Intellectual Property Associate | Adelman Matz, New York | Jan 2024 - Present

- **Negotiated, drafted, and provided legal counsel on more than 50 contracts**, including SaaS agreements, data licenses, technology partnership agreements, services and maintenance contracts, DPAs, SLAs, and joint research agreements. Conducted detailed contract analysis to identify critical terms, standard/non-standard clauses, and provide strategic advice to clients during negotiations
- **Advised clients on potential liabilities**, devising strategic solutions that **mitigated risks by 27%** and enhanced contract value; simplified complex legal issues into clear terms, strengthening relationships and ensuring informed decision-making.
- **Scrutinized client documents**—including NDAs, employment agreements, exit policies, IP policies, data sharing policies, and IT policies—to highlight material risks during a takeover
- **Develop and execute comprehensive IP strategies for over 20 clients**, integrating their business models with IP protection, licensing, and usage rights. Provide legal advice on IP ownership, open source, data usage rights, and fair use to ensure alignment with business objectives and compliance with relevant legal framework
- **Managed IP portfolios for over 25 clients across 10 industries** coordinating and leading international legal counsel in multiple countries to track patents and trademarks across multiple jurisdictions; navigated USPTO objections by drafting legal arguments against non-final office actions, achieving a **success rate of 35% and saving clients over \$15M**.
- **Developed and implemented anti-counterfeiting strategies**, reducing infringement incidents by 90%. Drafted multiple cease and desist letters and negotiated with opposing counsel to reach settlements, effectively enforcing clients' intellectual property rights and resulting in a 25% increase in the value of their IP assets.
- **Addressed cybersquatting concerns** by filing WIPO complaints, winning at least 3 decisions, leading to successful domain transfers for clients. Secured clients' digital assets through legal actions that protected their online presence and brand identity.
- **Facilitated effective client communication**, by explaining issues and addressing concerns promptly and effectively providing timely, which **improved client satisfaction**; built and maintained strong client relationships by offering tailored IP strategies and strategic advice.
- **Developed a comprehensive copyright policy** for an HR solutions company to protect against potential risks arising from IP ownership, licensing, use rights and provided strategic legal advice to ensure compliance with relevant laws and alignment with business objectives

### Associate | Lynn, Gartner, Dunne & Frigenti LLP, New York | Jul 2023- Dec. 2023

- **Negotiated more than 3 out-of-court settlement** in a patent infringement lawsuit, leading to dismissal and avoiding trial; **drafted legal documents** including pleadings, motions, and responses aligned with client objectives.
- **Collaborated on litigation discovery**, working with senior associates to draft interrogatories and requests for production; **assisted in more than 30 deposition preparation** by briefing clients to refine legal strategies.
- **Spearheaded comprehensive IP due diligence** for a client's strategic acquisition, identifying critical IP assets and potential risks, facilitating a well-informed purchase that mitigated post-acquisition legal disputes.

- **Negotiated and drafted IP licensing agreements and assignment contracts**, safeguarding client interests and strengthening their intellectual property portfolios.
- **Analyzed and assessed clients' existing IP policies, providing strategic recommendations on key issues** including IP ownership, licensing, fair use, data usage rights, and open source compliance.
- **Conduct patentability searches by closely liaising with inventors to understand the technology** (novelty, non-obviousness, and utility) and **advise on potential next steps**.

#### Senior Associate | Gartner | June 2020 –June 2021

- **Reviewed and negotiated a broad range of contracts**, including SaaS contracts, technology partnership agreements, services and maintenance contracts, DPAs, SLAs, and joint research agreements; conducted thorough analyses to pinpoint key terms and standard/non-standard clauses for client negotiation.
- **Handled all aspects of contract management**, ensuring compliance and efficiency throughout the contract lifecycle; performed contract benchmarking to assess performance, identify areas for improvement, and ensure optimal outcomes.
- **Collaborated closely with the sales team** to comprehend client leverage and devise effective negotiation strategies; cultivated long-term partnerships by managing relationships with key clients.
- **Ensured client compliance with content-related legal requirements**, including copyright, trademark, and open-source licensing, strengthening relationships and mitigating legal risks.

#### Associate | KPMG | June 2018 - June 2020

- **Stakeholder management**: Facilitated effective client communication and management by providing clear, timely updates and addressing concerns promptly.
- **Facilitated effective client communication** by providing clear, timely updates and addressing concerns promptly; **conducted trainings for non-lawyers** on IP protection and theft issues.
- **Scrutinized client documents**—including NDAs, employment agreements, exit policies, IP policies, data sharing policies, and IT policies—to highlight material risks.
- **Conducted comprehensive intellectual property audits** to detect and mitigate risks of IP theft and leakage; analyzed legal compliance, engaged with legal experts, identified vulnerabilities, and benchmarked organizational policies against industry standards.
- **Guided clients on patent filing strategies** and executed patentability and FTO searches to enhance their IP protection; **collaborated with US-based law firms** in filing patent applications at the USPTO and coordinated responses to examiners' objections.
- **Develop a copyright policy** for a HR solutions company

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#### VOLUNTEER:

##### Research Assistant | Fordham IP Institute, New York | Jan 2023 – May 2023

- Led comprehensive research on IP issues such as fair use, moral rights, technological protection measures, criminal and civil liability in copyright infringement, and safe harbor provisions, informing decision-making processes.

##### Volunteer Legal Counsel | New York Legal Assistance Group, New York | Jan 2022 – Jun 2022

- Assisted attorneys in the Immigration Protection Unit, enhancing case management efficiency.
- Facilitated filing of asylum requests, naturalization applications, adjustment of status applications, T and U visa applications, and prosecutorial discretion requests, supporting clients' immigration status transitions.
- Crafted compelling character affidavits for asylum seekers, boosting their chances of success.

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#### INTERNATIONAL CONFERENCES AND SEMINARS

##### VII International Summer School on Cyber Law, Moscow

- Presented Article, '*Cyber security Concerns with Internet of Things*' that explained the challenges and risks associated with IoT and need for legal regulation

##### Students exchange program, George Washington Law University, USA

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#### ACHIEVEMENTS

- Registered attorney in the State of NY, US; Reg no: 6079511
- Registered Indian Patent Agent- IN/PA 3575
- All India Rank 01 in the professional category of India's first IPR Olympiad (2019)