TOKUO KIKUCHI

Matsugaya 4-10-2, Taito-Ku,

Tokyo Japan

03(3842)0950 e-mail: [tkk0619@yahoo.co.jp](mailto:tkk0619@yahoo.co.jp) (home)

# **WORK EXPERIENCE**

**PROFESSIONAL QUALIFICATIONS:**

* Excellent handling of commercial transaction and IP matter under either Japan or U.S. laws
* Excellent establishment of legal process including approval and signature by the management
* Strong & Speedy draft, translation, negotiation and communication skills
* Excellent management of outside law firms(Japan, Korea and Singapore)
* Excellent problem solving skills for conflict
* Excellent written and verbal communication skill in English and Japanese
* Excellent team working together with other legal staffs as well as across other functions.
* Greatly contributed to growth of license/royalty revenue stream

**SGI Japan, Ltd.**

**Director, Legal for Japan & Korea (June 2011- present)**

* Managed Legal Organization
* Managed and Established Legal Process b/w U.S. and Japan
* Drafted, Reviewed, Translated, Negotiated, Consulted Contracts
* Managed SOX and Corporate Governance
* Managed Conflict and litigation
* Managed Outsourcing law firms(Japan, Korea and Singapore)
* Managed Patent, TM and Copyrights
* Administrated Privacy Mark Certification and environment ISO for audit and renewal
* Worked closely with Finance, Global staffs & Management team
* Supported Korean legal issues

**RSA Security Japan, Ltd.(Currently EMC Japan KK)**

**Director, Legal (including HR)(May 2000- June 2011)**

* Reviewed, drafted(including translation and localization), negotiated and filed all of agreements
* Reporting to General Counsel of U.S.
* Conducted the patent litigation
* Conducted and negotiated business deal with the clients
* Management and operation for export control issues under US laws and Japanese laws.
* Filing and managing patent and TM application
* Dual reporting line to Japan President (directly) and General Counsel (SVP)
* Advised and consulted on labor issues under the Labor laws-J
* Assisted to revise Employee Regulation in accordance with Japanese labor laws

**Computer Associates Japan, Ltd. (Currently CA Japan)**

**Director, Legal (May 1997-May 2000)**

* Reviewed, drafted(including translation and localization), negotiated and filed all of agreements
* Conducted M&A(Platinum Software Ltd, Sterling Software Ltd)
* Reporting directly to General Counsel & Senior Vice President
* Litigation and/or settlement.
* Drafted corporate legal issues(Corporate minutes, shareholders minutes)
* Organized legal department and contract internal review system
* Communicated with HQ and outsourcing law firm
* Advised general corporate issues (labor, leasing, etc.)
* Responsible for legal issues in CA Korea as well as Japan

**Novell Japan, Ltd.**

**Manager, Legal (August 1993 - April 1997)**

* Conducted M&A and Business Transfer(WordPerfect Ltd, Unix Laboratory Ltd, SCO Ltd, BEA Ltd)
* Reviewed, drafted (including translation and localization), negotiated and filed all of agreements
* Initiated litigation and/or settlement.
* Drafted merger agreement and filing application to Fair Trade Commission
* Drafted corporate legal issues(Corporate minutes, shareholders minutes)
* Advised IPO general corporate issues
* Communicated with HQ and outsourcing law firm
* Designed and made the material of guideline for TM
* Educated IP Right and License Agreement for internal
* Drafted and negotiated UNIX and DR DOS source code license

**Matsushita Graphic Communication System, Ltd**

**(Currently Panasonic Communications, Inc.)**

**Supervisor, Legal (April 1985 - July1993)**

* Drafting legal documents in either Japanese or English for OEM, Distribution, License, Joint development and NDA, etc.)
* Negotiated with the clients for the agreement
* Educated contract laws and related laws for employees.

**Managed Outsourcing Law Firms Period Work Place**

Nishimura & Asahi Law firm 16 years Novell, CA, RSA

Momo-o, Matsuo & Namba Law firm 24 years Matsushita, Novell, CA. RSA

Andersen, Mori&Tonotsune Law firm Spot base CA, RSA

Tani & Abe patent office 16 years Novell, CA, RSA

Others

## Languages

* Native in Japanese
* Fluent in English

**EDUCATION**

* Law degree, SOKA University, Tokyo, Japan 1985

**Date of Birth and Family**

* 1962/6/19, Married with two children