

HARLAN STRATEGIES, LLC

Standard essential patent, FRAND and technical standards advisory

CAPABILITY STATEMENT

Overview

Harlan Strategies, LLC is a small business providing expert advisory services on standard essential patents (SEPs), Fair, Reasonable and Non-Discriminatory (FRAND) licensing, and technical standards policy. Principal James Harlan is a registered U.S. patent attorney with more than 20 years in intellectual property practice focused on telecommunications standards, including ten years at InterDigital in standards and competition policy and licensing.

Core Competencies

- **SEP portfolio and landscape analysis:** declaration review, family mapping and standard-to-claim assessment for 4G, 5G, Wi-Fi and video codec standards.
- **FRAND and reasonable-royalty analysis:** top-down valuation, comparable license analysis and patent pool benchmarking.
- **Standards body IPR policy:** IEEE, ETSI, ITU and oneM2M patent policy history, interpretation and governance.
- **Litigation support:** expert and fact witness services, including royalty analysis relevant to 28 U.S.C. § 1498 claims.
- **Licensing strategy:** licensing program design, damages and valuation models, and negotiation support.
- **Emerging standards:** standards strategy and IPR policy design for AI assurance and other new technologies.

Differentiators

- Registered U.S. patent attorney (USPTO, 2002); JD, MBA and MA in Computer Science.
- InterDigital, 2015-2025: Director, then Senior Director, Standards and Competition Policy; later licensing with continuing standards policy responsibility.
- Practitioner in Residence, IPPI: The IP Policy Institute (2026-present), volunteer.
- Private Sector Advisor, U.S. Department of State (2016-2025), volunteer.
- IP Counsel, Siemens (2005-2009); Standards and Licensing, BlackBerry (2009-2011).
- Named to the IAM Strategy 300, 2024-2026.

Past Performance (Commercial)

- **5G SEP licensing program, portfolio owner (2025-present):** valuation model, target analysis and licensing outreach as authorized licensing agent.
- **Executive management, patent monetization company (2026-present):** President, responsible for portfolio strategy and licensing.
- **SEP advisory, patent licensing advisory firm (2025-2026):** portfolio assessment and licensing program support.

COMPANY DATA

UEI: S8LKYN37D335

CAGE: 25W66

Small business

SAM.gov active through Sept. 2027

Texas limited liability company

NAICS CODES

541690 Other Scientific and Technical Consulting (primary)

541611 Administrative and General Management Consulting

541990 All Other Professional, Scientific and Technical Services

PSC CODES

R406 Policy Review/Development

R418 Legal Support

R425 Engineering/Technical Support

R499 Other Professional Support

CONTACT

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