



Karl W. Means

12505 Park Potomac Avenue
6th Floor
Potomac, MD 20854

T (301) 230-6573
F (301) 230-2891
kmeans@shulmanrogers.com

Karl W. Means's practice concentrates on technology transactions involving technology transfers and licensing, software licensing, and the commercialization of products and services. As part of that practice, Mr. Means regularly advises clients on licenses of all kinds, open source software, Internet and e-commerce issues, and domestic and international manufacturing and distribution deals.

Mr. Means is a shareholder in the Firm and leads the Intellectual Property Practice Group. In that role, Mr. Means guides his clients on the selection and protection of trademarks in both the U.S. and internationally, domain names and web-based advertising, and brand development. He also works with clients on identifying and protecting copyrights in a wide variety of subject matter including web-based content, computer programs, product packaging, music, and published texts.

Having earned a Masters in Business Administration in addition to his law degree, Mr. Means frequently acts as an advisor to start-up and emerging businesses on issues ranging from business formation and general corporate matters, to unfair competition, confidentiality, and web site best practices. As an undergraduate at Oklahoma State University, Mr. Means ran his own small business designing and printing custom t-shirts and party favors for various campus organizations.

PRACTICE AREAS

Biotechnology Law
Business and Financial Services
Entertainment Law
Intellectual Property
International Practice

EDUCATION

University of Oklahoma
College of Law, Norman,
Oklahoma, 1988, J.D.
Price College of Business,
University of Oklahoma,
1988, M.B.A.
Oklahoma State
University, 1985, B.S.,
Major: Finance

BAR & COURT ADMISSIONS

District of Columbia
Maryland
Oklahoma

Karl W. Means (Continued)

Mr. Means also advises professional sports leagues on matters concerning sports gambling, copyright royalty distribution, and national legislative and regulatory issues.

Before joining Shulman, Rogers, Gandal, PorDY and Ecker, Mr. Means was the Senior Attorney for Intellectual Property Rights at the United States Customs Service. In that capacity, he served as the Chairman of the Customs Intellectual Property Enforcement Committee which administered service-wide the Customs Service Intellectual Property Anti-Counterfeiting and Enforcement Program. He also served as a delegate to the World Customs Organization in Brussels, Belgium, and represented the Customs Service at bilateral and multilateral international trade negotiations.

Mr. Means is a regular speaker on intellectual property and entertainment law issues, including the convergence of licensing, media content and technology. He has chaired programs and been invited to speak at seminars for the Maryland Technology Development Center, the District of Columbia bar and the D.C. Film Society.

NEWS

DOJ sues Apple over e-books price fixing

Karl Means on Apple's China trademark problem

SHULMAN ROGERS HONORED WITH 2011 MONTGOMERY COUNTY BOARD OF EDUCATION AWARD

Redskins Stadium Captioning Decision:

Karl Means expands the reach of communications for the DC Bar

Karl Means Elected Chair of DC Bar AEMS Steering Committee

PUBLICATIONS

Trademark Counterfeiting: Customs Enforcement, Aspen Law & Business (Co-Author with B. Miller and A. Mazza)

HONORS & AWARDS

Maryland Super Lawyers, 2007, in Intellectual Property

University of Oklahoma College of Law - Oxford University Program

American Jurisprudence Award, Federal Securities

American Jurisprudence Award, Wills and Intestate Succession

ADDY Award, Northeastern Oklahoma Region, 1985

Karl W. Means (Continued)

EVENTS

Business Contracts A to Z
December 15, 2011

Intellectual Property Roundtable: Protecting Your Company's Intellectual Property in the Age of
Social Media
April 21, 2011

The Basics of Patent, Trademark and Copyright
October 19, 2010

Creative Entrepreneurs Series
October 18, 2010

SEMINARS & SPEAKING ENGAGEMENTS

Speaker, *Independent Filmmakers: Protecting Your Rights*

Speaker, *A-B-C's and 1-2-3's of Intellectual Property on the Web*

Speaker, *Licensing Basics*

Speaker, *6 Deadly Mistakes for Entrepreneurs*

Moderator, *Incubator Luncheon Series*, Maryland Technology Development Center

Law School for the Public, *Intellectual Property*

Speaker, *Intellectual Property for Musicians*

Speaker, *Copyright and the Arts*

Speaker, *The Uniform Computer Information Transactions Act*

PROFESSIONAL & COMMUNITY AFFILIATIONS

Chair, District of Columbia Bar Section on Arts, Entertainment, Media & Sports Law

General Counsel, Montgomery County Students Information Technology Foundation

Board of Advisors, Maryland Technology Development Center

Member, Maryland Industrial Partnerships Economic Review