



## Karl W. Means

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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.

### PRACTICES 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

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)

#### 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*

#### 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)

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