

# Snell & Wilmer

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## Kyle W. Graves

Counsel | Dallas

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## Main Bio

Kyle Graves provides a practical approach to intellectual property counseling, IP-related business transactions, and the enforcement and defense of IP rights. Kyle works with clients to develop individually-crafted combinations of patent, trademark, trade secret, copyright, and contract strategies in the US and worldwide.

**Kyle helps protect inventions.** He assists in obtaining patents globally, prepares freedom-to-operate opinions, and asserts, defends, and licenses patents depending on the demands of each business scenario.

**Kyle helps strengthen brands.** He guides clients through the brand selection and clearance process and uses trademark law to secure exclusive rights to brands. Once brands are established, he uses a variety of enforcement tools to preserve the integrity of brands depending on a client's goals and budget.

**Kyle understands deals.** He helps clients execute technology and brand-related transactions. He helps early-stage clients develop internal processes that may allow future exit events to proceed more smoothly.

**Kyle represents artists.** He licenses music and other types of creative content and negotiates on the behalf of talent in connection with participation in live and recorded media, including podcasts and emerging media. Kyle assists high-profile individuals with personal branding and risk management and works with artists' estate planning teams to safeguard creative legacies in this and the next generation.

**Kyle fights online misconduct.** Kyle helps clients develop enforcement programs that aggressively target phishing and other unauthorized websites that hurt companies and their customers. Kyle leverages cost-effective tools to shut these sites down.

## Representative Experience

### *IP Counseling*

- Developed and executed global patent prosecution and enforcement strategies in over 20 countries for various implantable technologies and devices.
- Advised one of Dallas-Fort-Worth's largest employers on IP strategies for research and development initiatives across their organization.
- Developed time-sensitive freedom-to-operate positions and global IP protection strategies for developer of COVID-19 disinfectant sprayer systems.
- Developed and managed trademark portfolio for international non-profit organization concerned about regional political concerns and brand integrity.

- Assisted in a cross-border copyright infringement dispute after politically-motivated foreign actors misappropriated large amounts of trade secret material from client's servers.

### **Technology Transactions**

- Managed patent diligence efforts in connection with multi-billion dollar subsidiary divestment and handled related international IP considerations.
- Conducted deep-dive technical diligence on IP portfolio of multiple startups on behalf of potential acquirers and prepared go/no-go recommendations to investors.
- Prepared multiple startups for due diligence review by investor's counsel.
- Prepared comprehensive intellectual property policies for a university governing faculty research and associated commercialization rights.
- Developed standard SLA agreements for startup hosting provider to manage long-term risk landscape associated with offering co-located IT hosting.

### **Representing Artists**

- Represented Grammy award winning musician to develop estate plan managing competing copyright and tax issues.
- Managed all aspects of emerging musician's business from obtaining licenses, managing royalty programs, preparing public appearance contracts, managing agreements with podcast distributors, negotiating royalty splits with bandmembers, and handling contract dissolution issues.
- Represented estate and IP trust for a founding musician behind the "Red Dirt Music" movement to resolve posthumous royalty, ownership, and IP clearance issues.

### **Education**

- The University of Texas School of Law (J.D., with honors)
  - Associate Editor, Texas Review of Law and Politics
- University of Texas at Dallas (B.S., Electrical Engineering, *magna cum laude*)

### **Professional Memberships & Activities**

- Dallas County Bar Association

### **Representative Presentations & Publications**

- "How Startups Can Avoid Pitfalls as They Grow", Presenter, Dallas Startup Week (September 12, 2023)
- "Intellectual Property in North Texas: Yesterday and Today", Speaker, Richardson Rotary Club (July 10, 2023)
- "[Cost-effective IP Strategies Can Lead To Massive Exit Valuations](#)," Author, TechCrunch+ (January 17, 2023)
- "[All I Want for IP in 2023: Kicking off the New Year with the IP Community's Wildest Dreams](#)," Quoted, IPWatchdog (January 2, 2023)
- "[Avoiding the Top Mistakes Made by Tech Startups](#)," Quoted, InformationWeek (October 6, 2022)
- "[8 Best Practices For Global Medical Device Patent Protection](#)," Author, Med Device Online (September 8, 2022)

- Numerous confidential client training seminars and executive team briefings regarding invention harvesting and IP policies
- "IP for the Small Business Owner," Presenter, City of Sachse Library Adult Education (2019)
- "IP Basics for Entrepreneurs," Guest Lecturer, University of Texas at Dallas (2019, 2017)
- "IP for Business," Guest Speaker, DeVry University (2013)
- "Using Intellectual Property Strategically to Accomplish Your Business Objectives," Co-Presenter, Center for Entrepreneurial Innovation at Gateway Community College (2013)

## **Professional Recognition & Awards**

- Snell & Wilmer COACH Award (2023)

## **Community Involvement**

- Dallas Entrepreneur Center
  - Volunteer Mentor
- Venture Development Center, University of Texas at Dallas - Institute for Innovation and Entrepreneurship
  - Volunteer Mentor
- Venture Mentoring Service of North Texas
  - Volunteer Mentor
- City of Sachse Library
  - Board Member (2017-2020)
- School of Interdisciplinary Studies, University of Texas at Dallas
  - Lecturer (2017-2018)

## **Previous Professional Experience**

- Foley & Lardner LLP, Associate
- Snell & Wilmer L.L.P. (Phoenix), Associate
  - Summer Associate

## **Bar Admissions**

- Arizona
- Texas
- United States Patent and Trademark Office

## **Court Admissions**

- Supreme Court of Arizona
- Supreme Court of Texas