

**MICHELE HUFF  
ARCHER LAW GROUP, LLC  
369 MONTEZUMA AVENUE #249  
SANTA FE, NEW MEXICO 87501**

**EMPLOYMENT HISTORY**

April 2004-Present

**Managing Partner, Archer Law Group, LLC  
Santa Fe, New Mexico**

Assisting in the development of the Locals Care program by raising funds, doing legal research, protecting intellectual property and licensing technology. Drafting end user and services agreement for search engine company, and online financial record-keeping service company. Filing trademark registrations for various arts and technology companies. Providing advice on software development and work for hire issues to film technology client. Conducting non-patent intellectual property due diligence for institutional investor. Revised and negotiated CEO employment agreement for atmospheric plasma company. Created set of license and employment agreements for financial application start-up. Negotiated VAR and other development and distribution agreements for mobile child services company. Training Fair Measures' high tech management clients in employment law fundamentals. Facilitated mediation sessions with various clients. Advising numerous clients on business and strategic matters.

January 2008-May 2008

**Adjunct Professor, University of New Mexico Law School  
Albuquerque, New Mexico**

Taught a class covering the basics of intellectual property law and the protection, commercialization, and licensing of creative properties.

March 2002 –April 2004  
January 1997-July 2000

**Legal and Business Consultant  
Taos and Santa Fe, New Mexico**

Developed and negotiated international software development and distribution agreements for Japanese genomics company. Created branding, licensing and training program for conflict resolution non-profit. Guided application software start-up in licensing its notebook program to Apple Computer. Negotiated early stage technology company's license for J2EE source code and first international OEM agreement with Dutch licensor. Supervised the opening of global French media company's (CANAL+) first U.S. technology subsidiary in California. Adapted European technology license and other agreements for use in American markets. Acted as liaison with French legal team to implement policies and procedures for U.S. office. Negotiated company's first interactive television technology deal with major U.S. media customer.

August 2000-February 2002

**Founder and Chief Operating Officer, Kalepa Networks, Inc.  
Palo Alto, California**

In concert with the CEO, set product direction and formulated corporate vision. Assumed day-to-day operations and management functions for a ten-person team. Participated in fund-raising presentations and closed Series A-1 funding in January 2001. Identified potential strategic business relationships, including corporate investments. Responsible for overseeing engineering, marketing, and product planning process. Developed legal policy, implemented protection for intellectual property, drafted and negotiated technology and other license agreements, and supervised outside legal counsel on corporate and patent matters. Managed M&A process in merger with Semio Corporation.

October 1988-September 1996

**Associate General Counsel and Director, Sun Microsystems, Inc.  
Mountain View, California**

Held a variety of positions supporting engineering and marketing groups for leading Silicon Valley workstation manufacturer, including the original Java development team. Specializing in intellectual property, with an emphasis on transactional law in the areas of multimedia, Internet, digital technology, electronic commerce, and interactive television. Served as advisor to executive management on a multitude of legal and business issues, negotiated complex international licensing and distribution agreements, coordinated joint venture activities with a French multimedia company. Conducted technology due diligence for several acquisitions. Created in-house seminars and conducted quarterly employee education programs on issues of intellectual property, hardware and software development, and commercial transactions.

March 1988-October 1988

**Corporate Counsel, Oracle Corporation  
Belmont, California**

Acted as counsel for major relational database software vendor. Drafted and negotiated a variety of license agreements including end user, VAR, OEM, consulting and nondisclosure. Advised senior management on intellectual property issues. Assisted in evaluating litigation and employment claims.

May 1985-March 1988

**Associate, Brown & Bain  
Palo Alto, California**

Served as associate in nationally recognized intellectual property litigation firm. Litigation work included pleadings, motions, briefs and legal research in areas of antitrust, copyright, trade secret, patent and trademark law; high technology clients included Apple, Intel, and Zilog. Transactional work included drafting and negotiating software licenses, domestic and international dealer agreements.

**ADMISSIONS**

Admitted to practice in California December, 1985

Admitted to practice in New Mexico April, 2004

Certified as a mediator in New Mexico August, 2004

**EDUCATIONAL BACKGROUND**

Arizona State University College of Law, Tempe, Arizona  
 J.D. awarded May 1985, *Magna Cum Laude*  
 Admitted to practice in California 1985

**Honors**           Order of the Coif  
                       Sandra Day O'Connor Constitutional Law Award, Spring 1984  
                       Law Journal Board of Editors, Topics Editor, 1984 -1985  
                       Alan Matheson Award for Service to the Law School, May 1985

Colorado College, Colorado Springs, Colorado  
 B.A awarded June 1980. Major: French

**Honors**           Dean's List 1977-1980

**VOLUNTEER ACTIVITIES**

January 2003-Present           Flywheel Ventures (Acceleration Partner); Coronado Ventures Forum (Board Member & ex-Program Chair); Santa Fe Business Incubator (Council of Business Advisors, Board Member); Santa Fe Public Library (Board Member & President); Silver Bullet Productions (Strategic Advisor); Santa Fe Human Rights Alliance (Board Member); The Trust for Public Land (volunteer); Santa Fe, New Mexico.

August 2001-June 2002        Literacy Tutor, East Palo Alto Literacy Project, East Palo Alto, California.

Spring 2001                    Mediation/Negotiation Tutor, East Palo Alto Tennis and Tutoring Program, hosted by Stanford University, Palo Alto, California.

March 2000                    Mediation/Negotiating Tutorial, Ramsey Junior High School, St. Paul, Minnesota.

**LECTURES AND PRESENTATIONS**

April 2008                    **“The Art of Negotiation”** presented at the San Juan College Enterprise Center, Farmington, New Mexico.

December 2007               **“The Art and Technique of Negotiation”** presented at the “Attracting Equity Investors and Lessons Learned” CCET seminar hosted by TVC, Albuquerque, New Mexico.

April 2007                    **“Licensing Creative Capital”** presented to the IP Matters Law Student Group at UNM Law School, Albuquerque, New Mexico.

March 2007                    **“What Every Lawyer Should Know About IP”** presented to the Center for Legal Education at the New Mexico State Bar, Albuquerque, New Mexico

- February 2007                    **“Strategies for Protecting Creative Capital”** presented to the WESST MarketLink Perfect Pitch program and Santa Fe Business Incubator, Santa Fe, New Mexico.
- June 2006                        **“Negotiation Seminar,”** presented at the Santa Fe Business Incubator, Santa Fe, New Mexico.
- March 2006                       **“Five Strategies for Improving Negotiation Success,”** presented at Santa Fe Community Foundation, Technical Assistance program, Santa Fe, New Mexico.
- August 2005                      **“Creativity and the Law Intellectual Property, Part II: Licensing,”** presented at Santa Fe Community Foundation, Technical Assistance program, Santa Fe, New Mexico.
- June 2005                         **“Creativity and the Law Intellectual Property, Part I: Protection,”** presented at Santa Fe Community Foundation, Technical Assistance program, Santa Fe, New Mexico.
- March 2005                        **“Five Strategies for Negotiation Success: Leverage”** presented at the Santa Fe Business Incubator, Santa Fe, New Mexico.
- February, March 2005           **“Strategies for Protecting Creative Capital”** presented to the WESST MarketLink Perfect Pitch program and Santa Fe Business Incubator, Santa Fe, New Mexico.
- January 2005                      **“Intellectual Property Rights Overview”** presented at the CCET’s Entering the Entrepreneurial World, Los Alamos, New Mexico.
- April 2004                         **“Intellectual Property Rights Overview”** presented at the Santa Fe Business Incubator, Santa Fe, New Mexico.
- January 2000                      **“Protecting Your Company’s Cyberproperty”** presented at the Working Woman Entrepreneurial Excellence Awards, Denver, Colorado.
- May 1998                         **“Java Development”** lecture given to the Student Originated Software Project at Evergreen State College, Olympia, Washington.
- June 1996                         **“Intellectual Property and Software”** lecture given to the Student Originated Software Project at Evergreen State College, Olympia, Washington.
- May 1996                         **“Alternative Distribution Strategies for Internet”** presented at the 5th Multimedia Law Institute, Santa Monica, California.
- March 1996                        **“Proactive Strategies for Protecting Technology and Information,”** presented at the Online Services Law Institute, San Francisco, California.
- July 1995                         **“Gauging the Impact of Digital and New Communications Technologies on Software Protection, Copyright and Neighboring Rights,”** presented at the Second Annual Software Protection and Litigation Institute, Monterey, California.

## **PUBLICATIONS**

- May 1996                                    **"New Methods for Protecting Cyberproperty"** article written for The Multimedia Law Report, Vol. 2, No. 7.
- December 1994                            **"Electronic Licenses on the Internet,"** article written for The Multimedia Law Report, Vol.1, No. 2.
- June 1994                                    Invited to Editorial Advisory Board of Multimedia Law Report.

## **REFERENCES**

Available on request

## **INTERESTS**

Writing, travel, and martial arts. Fluent in French and have a working knowledge of Spanish.

## **PERSONAL INFORMATION**

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