

NICK PSYHOGEOS

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SUMMARY

I'm a technology and intellectual property (IP) executive currently serving as Co-founder and CEO of Fork, Inc., an AI-based workforce development application, and Instructor at the Harvard Extension School.

- Author of [Confessions of a Global Negotiator](#), winner of a Gold Award from the Nonfiction Book Awards.
- Recognized among the top IP Strategists by Intellectual Asset Magazine (IAM) for the past 6 yrs.
- Served as Fellow, Weatherhead Center for International Affairs Scholar's Program, Harvard University.

PROFESSIONAL EXPERIENCE

FORK, INC. – [Home | Fork \(forkcareers.com\)](#) (February 2020 - present)

CEO & Co-Founder (Cambridge, Massachusetts)

Lead technology start-up that uses machine-learning to advance the careers of the under-employed. Responsible for all aspects of business.

HARVARD EXTENSION SCHOOL (August 2021 – present)

Instructor of “Management of Technology: Strategies for the Digital Economy” course taught in the fall 2021 along with two colleagues: [Management of Technology: Strategies for the Digital Economy \(harvard.edu\)](#). Earned Instructor rating of 4.7/5.

PATTERN COMPUTER, INC. – [Pattern Computer Inc](#) (2017 - 2021)

Chief Growth Officer & General Counsel (Redmond, Washington)

Served as exec officer of bio-med machine learning start-up heading up the company's business development, new markets and revenue. As General Counsel, led all legal, regulatory, employment, privacy, and IP matters.

MICROSOFT CORPORATION (1998 – 2017)

President, Microsoft Technology Licensing, LLC (Redmond, Washington; 2013 - 2017)

Led Microsoft Corp's (MSFT) patent subsidiary. Owned revenue accountability for \$1Bn business, heading all activities for the monetization of MSFT's 50,000+ patent portfolio. Lead negotiator of marquee deals w/ cash value over \$250M.

Vice President, Windows Pricing & Licensing, OEM Division (Redmond, Washington; 2005 - 2013)

Led team of 50+ individuals responsible for all contracting, pricing, and incentive programs covering the \$20Bn business between MSFT and its Original Equipment Manufacturers (OEMs).

Director, Regional General Counsel, No. Europe (Reading, UK; 2001 - 2003) and Central & So. Europe (Paris; 2003 - 2005)

Served as regional general counsel across nearly half of MSFT Europe's business. Responsible for all legal and regulatory matters including large enterprise software & services deals, litigation, anti-piracy, privacy, employment and IP.

Corporate Attorney, Legal & Corporate Affairs (Washington, D.C.; 1998 - 2001)

Led MSFT's IP enforcement program across the U.S. East Coast Region, initiating over 100 federal IP cases against counterfeit manufacturers and distributors and driving over \$100M in incremental revenue from corporate software audits.

ADDITIONAL EXPERIENCE

HOLLAND & KNIGHT (1993-1998)

Litigation Associate, specializing in IP (Boston, Massachusetts)

RHODE ISLAND SUPREME COURT

Law Clerk (Providence, Rhode Island)

EDUCATION

- **HARVARD UNIVERSITY**, Graduate School of Arts & Sciences, Fellow at Weatherhead Center for International Affairs
- **SUFFOLK UNIVERSITY LAW SCHOOL**, Juris Doctorate
- **BOSTON COLLEGE**, Bachelor of Arts

OTHER PUBLICATIONS: [Our Labor Market in Crisis: Paving A New Path to the Future of Work | Epicenter \(harvard.edu\)](#)