

FINANCIAL & ECONOMIC EXPERTS

Dan Salah**Director**

Direct Line: 650.282.4405

dsalah@litinomics.com

PROFESSIONAL PROFILE

During a professional career that spans nearly 30 years, Mr. Salah has held senior positions in both industry and consulting. He currently serves as an expert witness and consultant in litigation matters with respect to damages, finance, valuation, financial accounting and managerial accounting issues. He has served as a vice president of a national management consulting firm, and as the executive director of strategic and financial planning at AT&T. Mr. Salah has also achieved success as an entrepreneur, growing a small business to \$50 million in annual revenue over a nine year period before selling it. In addition to his work as an expert witness, he currently serves on the business and accounting faculty at De Anza College in Cupertino, California.

EDUCATION

The Wharton School, University of Pennsylvania (1990)

M.B.A., Concentration in Finance

University of California, Berkeley (1986)

B.A., Political Economy of Industrial Societies

PROFESSIONAL AND BUSINESS HISTORY

LitiNomics, Inc. (Mountain View, CA)**Director, 2007 - Present****Chief Financial Officer, July 2015 – January 31, 2017**

Provide consulting services and expert testimony for an array of complex litigation issues. Consulting experience spans industries such as wireless communications services and devices, semiconductors, computers, software, network equipment, e-commerce, financial services, pharmaceuticals, and medical devices. Have been designated as an expert witness and delivered testimony on matters involving breach of contract, fraud, misrepresentation, wrongful termination, unjust enrichment and patent infringement. In addition to providing consulting and expert witness services, also served as CFO with responsibility for all accounting, finance and tax matters.

FINANCIAL & ECONOMIC EXPERTS

De Anza College (Cupertino, CA)

Instructor, Business and Accounting Departments, 2001 - Present
Department Chair, Business Department, 2005 - 2008 and 2013 - 2015

De Anza College enrolls approximately 22,000 students annually, and is consistently ranked among the top 5 community colleges in the country. Business is the single largest declared major at the college.

Led a team of over 25 full and part-time instructors as department chair. Scheduled all courses. Hired and evaluated adjunct faculty. Worked with faculty on curriculum development and teaching quality. Advised students on a wide variety of academic and professional issues. Worked with college President to develop and lead a strategic planning process for the entire college which resulted in the implementation of four major campus-wide strategic initiatives. Member of the De Anza College Academic Senate. Served as an Advisory Board Member to the De Anza Business Incubator, and as a mentor to start-up businesses accepted by the Incubator.

Emerald Solutions / Alliance Consulting Group (San Jose, CA)

Vice President, 2000 – 2001

Co-led the Western US operations of Alliance Consulting Group. Led multiple engagements focused on business strategy development, valuation, mergers and acquisitions, merger integration, turn-arounds and new venture development. Clients included Disney, Peregrine Systems, Hasbro, the Recording Industry Association of America, and Symantec among others. Helped increase the firm's value before executing its acquisition by Emerald Solutions.

Naser Distributing, Inc. (San Jose, CA)

Vice President & Chief Financial Officer, 1997 - 2006

Purchased a 50% interest in a wholesale food, beverage and sundries distribution business. Implemented changes resulting in higher sales and profitability with lower investment requirements. Grew the company from a local business with \$12 million per year in annual sales to a regional competitor with over \$50 million in annual sales. Managed all finance, accounting, tax, legal, human resource and IT functions.

AT&T (San Francisco, CA)

Executive Director, Strategic & Financial Planning, 1996 - 1997

Reported to the Chief Financial Officer of Pacific Bell (now AT&T). Managed a team of professionals responsible for financial planning, industry and competitive analysis, and business case development for new products and services. Supported senior management decision making across all of Pacific Bell's business units. Supported the merger negotiations between SBC Communications and Pacific Bell. Managed the post-merger integration of corporate finance functions across both corporations.

FINANCIAL & ECONOMIC EXPERTS

KPMG (San Francisco, CA)**Director, 1994 - 1995**

Provided management consulting services to information, communications, and entertainment industry clients. Projects focused on assessing market opportunities and competitive threats from new entrants and emerging technologies. Clients included AT&T, GTE/Verizon, MCI, and Pacific Bell.

Putnam, Hayes & Bartlett, Inc. (Palo Alto, CA)**Principal, 1994****Senior Associate, 1990 - 1993**

Provided management and economic consulting services to clients across a broad range of industries. Management consulting projects focused on assessing market opportunities and developing financial projections for new businesses and technologies in the communications, energy, and high-tech industries. Clients included DirecTV, General Electric, EchoStar, Iridium and StarTV among others. Economic consulting services focused on lost profits, reasonable royalties, and unjust enrichment analyses in intellectual property and breach of contract cases. Clients included Advanced Micro Devices, Microsoft, and General Electric among numerous others.

Bank of America (San Francisco, CA)**Corporate Banking Officer, 1986 - 1988**

Managed a portfolio of approximately 30 corporate banking clients with over \$50 million in deposits and \$20 million in credit commitments. Analyzed the financial position and on-going business operations of portfolio companies.

TEACHING HISTORY

De Anza College (Cupertino, CA)

- Business Law
- Investments
- Personal Finance
- Introduction to Financial Accounting
- Intermediate Financial Accounting
- Managerial Accounting
- Business Mathematics
- E-Commerce
- Introduction to Business

FINANCIAL & ECONOMIC EXPERTS

EXPERT ENGAGEMENTS

Smith et al. v. American General Life Insurance Company

U.S. District Court, Central District of California (2017)

RICO, Fraud, Unfair Competition

Designated Expert

Submitted Expert Report

Provided Deposition Testimony

California Dental Association v. Delta Dental

Superior Court of San Francisco (2017)

Breach of Contract

Designated Expert

Submitted Expert Report

Provided Deposition Testimony

Asokan et al. v. American General Life Insurance Company

U.S. District Court, Middle District of Florida (2016)

RICO, Fraud, Unfair Competition

Designated Expert

Submitted Expert Report

Provided Deposition and Trial Testimony

Stout v. DLA Piper

American Arbitration Association, Los Angeles, CA (2017)

Employment Discrimination, Wrongful Termination

Designated Expert

Submitted Expert Report

Provided Deposition and Arbitration Testimony

Ulti-Mate Connectors, Inc. v. American General Life Insurance Company

U.S. District Court, Central District of California (2016)

RICO, Fraud, Unfair Competition

Designated Expert

Prepared Damages Model and Expert Report

Provided Deposition Testimony

Ehrlich v. Zlot

Superior Court of California, County of San Francisco (2016)

Breach of Contract

Designated Expert

Prepared Damages Model and Expert Report

Provided Deposition Testimony

FINANCIAL & ECONOMIC EXPERTS

Zodiac US v. Francois Vigier

Superior Court of California, County of Orange (2015)
Fraud, Misrepresentation, Breach of Contract, Promissory Fraud
Designated Expert
Prepared for Deposition and Trial Testimony

Moe v. Bard

Judicial Arbitration and Mediation Services, San Jose, CA (2015)
Fraud, Misrepresentation, Breach of Contract, Conversion
Designated Expert
Submitted Expert Report
Provided Arbitration Testimony

Civolution v. Doremi Labs

U.S. District Court, Central District of California (2015)
Patent Infringement
Designated Expert
Submitted Expert Report
Provided Deposition Testimony

Sigma Designs v. Marvell

Judicial Arbitration and Mediation Services, San Jose, CA (2015)
Misrepresentation, Breach of Contract
Designated Expert
Submitted Expert Report
Provided Deposition and Arbitration Testimony

Emulex v. Marvell

Superior Court of California, County of Santa Clara (2015)
Breach of Contract, Express Indemnity
Designated Expert
Submitted Expert Report
Provided Deposition and Arbitration Testimony

Silicon Valley Solutions v. PNY Technologies

Superior Court of California, County of San Mateo (2014)
Breach of Contract, Fraud, Wrongful Termination
Designated Expert
Provided Deposition and Trial Testimony

PNY Technologies v. Silicon Valley Solutions

U.S. District Court, District of New Jersey (2014)
Breach of Contract, Fraud, Breach of Duty of Undivided Loyalty
Designated Expert
Submitted Expert Report and Declaration

FINANCIAL & ECONOMIC EXPERTS

Curriculum Associates v. Let's Go Learn

U.S. District Court, Northern District of California (2011) Case Moved to Arbitration (ADR Services, San Francisco, CA)

Breach of Contract

Designated Expert

Submitted Expert Report

Provided Deposition and Arbitration Testimony

Schiffeler v. Rabkin

ADR Services, San Francisco, CA (2010)

Breach of Contract, Unjust Enrichment, Breach of Fiduciary Duty

Designated Expert

Submitted Expert Report

Provided Deposition and Arbitration Testimony

DAN SALAH
LITIGATION CONSULTING CASE LISTING
Current as of April 2018

LAWSUIT	CLIENT	TYPE	WORK PERFORMED	LAW FIRM
Smith v. American General Life Insurance	Plaintiff	Fraud, Unfair Competition, RICO	Damages Analysis, Testimony	Gibbs Law Group
California Dental Association v. Delta Dental of California, Inc.	Plaintiff	Breach of Contract	Damages Analysis, Testimony	Arnold & Porter Kaye Scholer
Asokan v. American General Life Insurance	Plaintiff	Fraud, Unfair Competition, RICO, Misleading Advertising	Damages Analysis, Testimony Pending	Morgan & Morgan
Stout v. DLA Piper	Defendant	Employment Discrimination, Wrongful Termination	Damages Analysis, Testimony	Arnold & Porter Kaye Scholer
CCE v. Sprint et al.	Defendant	Patent Infringement	Damages Analysis	McGuireWoods
CCE v. HTC et al.	Defendant	Patent Infringement	Damages Analysis	Pillsbury
Ulti-Mate Connectors, Inc. v. American General Life Insurance	Plaintiff	Fraud, Unfair Competition, RICO	Damages Analysis, Testimony	Gibbs Law Group
Ehrlich v. Zlot	Defendant	Breach of Contract	Damages Analysis, Testimony	Arnold & Porter
Teva Pharmaceuticals and Mayne Pharma v. Forest Laboratories	Plaintiff	Patent Infringement	Damages Analysis	Calfee, Halter & Griswold
Zodiac US v. Francois Vigier	Plaintiff	Fraud, Misrepresentation, Breach of Contract, Promissory Fraud	Damages Analysis, Testimony	Kilpatrick, Townsend & Stockton
Moe v. Bard	Defendant	Breach of Contract, Fraud, Misrepresentation, Conversion	Damages Analysis, Testimony	Silicon Valley Employment Law Firm
Foreign Exchange Antitrust Litigation	Plaintiff	Antitrust Litigation	Damages Analysis	Scott & Scott
Civolution v. Doremi Labs	Plaintiff	Patent infringement	Damages Analysis, Testimony	Mayer Brown
Enovsys v. AT&T Mobility	Defendant	Patent Infringement	Damages Analysis	Baker Botts
Sigma Designs v. Marvell	Defendant	Breach of Contract, Misrepresentation	Damages Analysis, Testimony	Mayer Brown
Emulex v. Marvell	Defendant	Breach of Contract, Express Indemnity	Damages Analysis, Testimony	Mayer Brown
Adaptix v. Alcatel Lucent, et. al.	Defendant	Patent Infringement	Damages Analysis	Quinn Emanuel
PNY Technologies v. Silicon Valley Solutions	Plaintiff	Breach of Contract, Fraud, Breach of Duty of Undivided Loyalty	Damages Analysis, Testimony	McCarter & English
Silicon Valley Solutions v. PNY Technologies	Defendant	Breach of Contract, Fraud, Wrongful Termination	Damages Analysis, Testimony	McCarter & English
Rovi v. Amazon	Plaintiff	Patent Infringement	Damages Analysis	Durie Tangri
Confidential	Defendant	Patent Infringement	Damages Analysis	Pillsbury Winthrop
Confidential/No case filed to date	Plaintiff	Patent Infringement	Damages Analysis	Susman Godfrey
Confidential	Defendant	Patent Infringement	Damages Analysis	Kilpatrick Townsend
Confidential/No case filed to date	Plaintiff	Patent Infringement	Damages Analysis	McKool Smith
Tracbeam v. AT&T Mobility	Defendant	Patent Infringement	Damages Analysis	Baker Botts

DAN SALAH
LITIGATION CONSULTING CASE LISTING
 Current as of April 2018

LAWSUIT	CLIENT	TYPE	WORK PERFORMED	LAW FIRM
Motorola v. Apple	Plaintiff	Patent Infringement	Damages Analysis	Quinn Emanuel
eTool v. National Semiconductor	Defendant	Patent Infringement	Damages Analysis	Morrison Foerster
Curriculum Associates v. Let's Go Learn	Plaintiff	Breach of Contract	Damages Analysis, Testimony	Mayer Brown
Infostream Group, Inc. v. Avid Life Media	Defendant	Trademark Infringement	Damages Analysis	Beck, Ross, Bismonte &
Innovative Sonic v. RIM	Plaintiff	Patent Infringement	Damages Analysis	Cooley, LLP
St. Claire v. Acer, et al.	Plaintiff	Patent Infringement	Damages Analysis	Robins, Kaplan, Miller & Ciresi
NTP v. AT&T Mobility	Defendant	Patent Infringement	Damages Analysis	Baker Botts
Motorola v. Microsoft	Plaintiff	Patent Infringement	Damages Analysis	Ropes & Gray
EMSAT v. AT&T Mobility	Defendant	Patent Infringement	Damages Analysis	Baker Botts
Celltrace v. AT&T Mobility	Defendant	Patent Infringement	Damages Analysis	Baker Botts
Wellogix v. Accenture	Plaintiff	Breach of Contract, Theft of Trade Secrets	Damages Analysis	Laminack, Pirtle & Martines
HTC v. IPCom	Defendant	Patent Infringement	Damages Analysis	Kilpatrick Townsend
T-Mobile v. Danger	Plaintiff	Patent Infringement	Damages Analysis	Quinn Emanuel
Wi-Lan v. LG	Defendant	Patent Infringement	Damages Analysis	Ropes & Gray
TPL v. AT&T Mobility	Defendant	Patent Infringement	Damages Analysis	Baker Botts
Parallel Networks v. Netflix, et al.	Plaintiff	Patent Infringement	Damages Analysis	Susman Godfrey
REAL v. Move	Defendant	Patent Infringement	Damages Analysis	Alston & Bird
Schiffeler v. Rabkin	Plaintiff	Breach of Contract, Unjust Enrichment, Breach of Fiduciary Duty	Damages Analysis, Testimony	Howard, Rice, Nemerovski, Canady, Falk & Rabkin
Wellogix v. British Petroleum Plaintiff	Plaintiff	Breach of Contract, Theft of Trade Secrets	Damages Analysis	Laminack, Pirtle & Martines
Motorola v. Vtech	Plaintiff	Patent Infringement	Damages Analysis	Ropes & Gray
ICON v. True Fitness	Plaintiff	Patent Infringement	Damages Analysis	Workman Nydegger
Payment Card Interchange Fee Antitrust Litigation	Plaintiff	Antitrust Litigation	Damages Analysis	Scott & Scott
Advanced Thermal Sciences v. Applied Materials	Defendant	Fraud, Breach of Contract, Unfair Competition	Damages Analysis	Orrick, Herrington & Sutcliffe
Keystone v. Sirius	Defendant	Patent Infringement	Damages Analysis	Kramer Levin Naftalis & Frankel
Medtronic v. AGA Medical	Defendant	Patent Infringement	Damages Analysis	Alston & Bird
AMD v. Samsung	Plaintiff	Patent Infringement	Damages Analysis	Robins, Kaplan, Miller & Ciresi
Intelligraphics v. Marvell	Defendant	Breach of Contract	Damages Analysis, Testimony	Mayer Brown
Certicom v. Sony	Plaintiff	Patent Infringement	Damages Analysis	Ropes & Gray
Dow Jones & Company v. Ablaise Ltd.	Defendant	Patent Infringement	Damages Analysis	Robins, Kaplan, Miller & Ciresi
epicRealm Licensing v. Herbalife	Plaintiff	Patent Infringement	Damages Analysis	Baker Botts

DAN SALAH
LITIGATION CONSULTING CASE LISTING
 Current as of April 2018

LAWSUIT	CLIENT	TYPE	WORK PERFORMED	LAW FIRM
epicRealm Licensing v. Various, Inc.	Plaintiff	Patent Infringement	Damages Analysis	Baker Botts
Oracle v. epicRealm Licensing	Plaintiff	Patent Infringement	Damages Analysis	Jenner & Block
Sony v. Microsemi	Plaintiff	Patent Infringement	Damages Analysis	Knobbe, Martens Olson & Bear
Silicon Graphics, Inc. v. ATI	Defendant	Patent Infringement	Damages Analysis	Robins, Kaplan, Miller & Ciresi
Apple, Inc. v. Burst.com	Defendant	Patent Infringement	Damages Analysis	Susman Godfrey
Altana Pharma v. Teva	Defendant	Patent Infringement	Damages Analysis	Merchant & Gould
UniRam v. TSMC	Plaintiff	Trade Secret Theft	Damages Analysis	Susman Godfrey
Nova v. Nanometrics	Defendant	Patent Infringement	Damages Analysis	Beck, Ross, Bismonte & Finley
Yield Dynamics, Inc. v. Cypress	Plaintiff	Breach of Contract	Damages Analysis	Russo & Hale
State Farm Insurance Co.	N/A	Insurance Fraud	Forensic Accounting	N/A