Claudia Brind-Woody, J.D.

IP Monetization Consultant · Board Director · Executive Coach · Keynote Speaker

Columbus, NC, USA • Blewbury, England, UK • Dual Citizen • +1 276-952-7023 • +44 7787-952-338
claudiabrindwoody@outlook.com • claudiabrindwoody.com • linkedin.com/in/claudia-brind-woody

Built IBM's IP monetization engine, tripling its profits and personally delivering $8 Billion in incremental profit. A dealmaker who turns around troubled accounts, builds high-performance teams, and leads with the discipline of an international athlete and coach. Now leads IP Consulting Practice at Linden Park Partners, coaches executives and athletes, and has selective board, advisory, and speaking roles.

$8 Billion	**3×**	**$2.3 Billion**	**307%**	**143%**
incremental IP profit, personally delivered	IBM profits from IP monetization	IBM Software divestitures orchestrated	growth in IBM's GSI ecosystem	revenue growth on a turnaround account

Expertise IP monetization & management · high-performance teams · board governance · executive coaching · public speaking & thought leadership · technology solutions · AI governance & ethics · diversity & inclusion · sports & academia

EXPERIENCE

Linden Park Partners — 2025 – Present

Partner, Intellectual Property Consulting

Leads the IP monetization practice, treating intellectual property as a business asset with a revenue plan. Finds where others can create value from technology a company already owns, which rights it can grant without weakening its position, and which deal structure captures the most value.

Brind-Woody Advisory — 2025 – Present

Managing Partner

Leadership coaching and keynotes for executives, organizations, and athletes worldwide, building confidence, clarity, and presence. Draws on legal training, executive leadership, and competitive sport.

IBM — 1996 – 2025

VP, GSI & Strategic Partnerships | MD, Kyndryl Partnership — 2022 – 2025

- Grew the Global Systems Integrator business 307%, building the team and pipeline from scratch across AI, AI governance, cybersecurity, quantum, mainframe, cloud, and automation.
- Created Repeatable Industry Solution Patterns for IBM and GSIs to co-create client solutions.
- Stabilized the $200M Kyndryl business in the UK and Ireland after the spin-off, resolving client, operational, and employee issues.

Managing Director, Walgreens Boots Alliance Integrated Account — 2019 – 2022

- Turned around a struggling global account across Europe and North America: grew revenue 143% and negotiated a settlement that averted a lawsuit.

VP & Managing Director, Global Intellectual Property Licensing — 1996 – 2019

Led a global team of business development executives, IP attorneys, and patent engineers licensing IBM patents and source code to clients, partners, and competitors.

- Tripled IBM's IP monetization profits, personally delivering **$8B** in incremental profit.
- Created the IP Partnership model for source code licensing, generating **$3B+** in profit in three years.
- Pioneered patent licensing models: auctions, cluster purchases, and defensive purchase options.
- Grew the Small Divestiture Practice 400% (20 major clients, 35 patent deals) and led 2019 IBM Software divestitures of $1.77B and $545M.

EARLIER CAREER

IBM VP, Business Development and other leadership roles, USA and Helsinki

Atlanta Committee for the Olympic Games Director, Technology Results System

CenturyLink VP, Business Development; COO; General Manager, Dallas

University of Texas at Austin Assistant Dean, McCombs School of Business; Assistant Athletics Director. Grew corporate giving 500%+, raised national rankings, helped launch the Austin Technology Incubator and International Moot Corp.

University of Tennessee Assistant Basketball Coach under Pat Summitt (Final Four); Assistant Athletics Director; Coach, USA Women's National Basketball Team.

SPORT

British team, 2023 and 2024 MCI European Dressage Championships; bronze medal, 2023. Mary Baldwin University Athletics Hall of Fame, basketball and equestrian.

BOARDS & ADVISORY

Toyota Motors Europe Advisory Board · **Lambda Legal** Board of Directors · **Stonewall** International Corporate Advisory Board · **Workplace Pride** Advisory Board · **Out & Equal Workplace Advocates** Board of Directors · **IBM LGBTQ+ Executive Taskforce** Co-Chair (20+ years), now Co-Chair Emeritus

EDUCATION

J.D., Georgia State University College of Law · **MBA**, University of Texas at Austin · **Ph.D. coursework**, Organizational Development, UT Austin · **M.S.**, Higher Education Administration, University of Tennessee · **B.A.**, Liberal Arts, summa cum laude, Mary Baldwin College

Advanced Negotiations Certificate, Harvard Business School · **Project Management Professional** (PMI) · **Technology/Tools:** AI Governance, Revenue Storm, EQ-i 2.0 & EQ-360, Risk Type Compass

SPEAKING & PUBLICATIONS

Keynotes: Stonewall Leadership Forum (London) · Berlin Conference on the Diversity Business Imperative · Out & Equal Corporate Conference (Los Angeles) · Workplace Pride (Amsterdam) · Diversity at Work European Seminar (Copenhagen) · European Commission Program on Diversity (Brussels) · IICF Global Inclusion Conference (New York) · The Business Forum (Prague) · EuroPride Business Leadership Conference (Warsaw)

Contributor: *The Glass Closet: Why Coming Out Is Good Business*; *Out & Equal at Work: From Closet to Corner Office*

RECOGNITION

Financial Times LGBT+ Hall of Fame; Outstanding in Business LGBT Role Models (#6, #10) · **Telegraph Media Group** Out at Work LGBT Top 50 (#2) · **Women in IT Awards** Global Leader of the Year shortlist · **Enterprise Management 360** Top 10 LGBTQ+ People in Tech · **National LGBT Bar Association** Out & Proud Corporate Counsel Award · **Out & Equal** Trailblazer Award · **Workplace Pride** Ambassador Award · **IBM** Chairman's Award