

**Philip Ray**



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**EMPLOYMENT:**

- **PhilRay-IDR Services since 2013.**
- **Senior Counsel, Siemens AG, Erlangen, Germany / Siemens Corporation, Alpharetta, GA, USA, 1989-2012.** Head of global legal support for Siemens AG's Energy Transmission's High Voltage Products business unit's worldwide business (2008-2012) and key support for other business units in Energy, Healthcare, Industry, Infrastructure and Cities Sectors or predecessors (1989-2012).
  - **Key dispute resolution support:** (1) international arbitrations in Latin America and Europe; (2) mediations in Africa and Europe; (3) litigation in USA and Europe.
  - **Key transactional support:** (1) intellectual property right (IPR) risk mitigation for cross-border licensing and documentation; (2) international commercial sales risk mitigation for sales and documentation; (3) corporate secure e-business; (4) private-financed infrastructure projects in emerging markets (e.g., India, Kenya, Korea and Vietnam) for power generation, power transmission, telecommunications and rail transportation systems; (5) Healthcare Board-requested purchase contract audit, development of model contracts: OEM and R&D, sales/purchase, agents/distributors; and contract termination (China, Iran); (6) mergers & acquisitions (Australia, U.K., USA) and joint ventures (India, China); (7) Siemens-US: Japanese steel mill project; Israeli energy management system; Puerto Rican energy authority project; consultant contracts; software licensing; trade secrets; environmental protection.
- **Digital Communications Associates ("DCA"), Network Group Counsel, Alpharetta, GA, USA, 1988-1989.** Key support for DCA's Network Group: (1) software licensing; (2) agent-distributor contracting and termination; (3) IPR; (4) arbitration (Europe)
- **Troutman Sanders, Associate, Atlanta, GA, USA, 1985-1987.** Key support for: (1) banks (Japanese and domestic): trade finance; and (2) companies (domestic): international regulatory issues, e.g., anti-boycott; foreign equivalents of Hart-Scott-Rodino reporting; and commercial

transactions, e.g., treasure trove rights in Belize, distribution in Saudi-Arabia.

- **U S Commerce Department, Attorney Adviser, Washington, DC, USA, 1978-1985.** Legal Adviser: anti-boycott; export controls (e.g., Soviet gas pipeline); Export Trading Company Act (co-author, antitrust guidelines); bilateral investment treaties; GATT, e.g., finance subsidies; and import relief.

#### **PROFESSIONAL ACTIVITIES:**

- 2017-Present: Fellow, Chartered Institute of Arbitrators (FCIArb)
- January 2015-Present: Member, DIS (German Institution of Arbitration); Co-Editor, *Journal of Technology in International Arbitration* (Juris)
- August 2014-Present: ICDR (International Center for Dispute Resolution), International Panel of Arbitrators
- February 2014-Present: Dean Rusk International Law Center, University of Georgia Law School, Counselor
- January 2014-Present: Arbitrator Intelligence, Special Advisor, Member
- October 2013-April 2016: Remote Coach, Vis International Commercial Arbitration Moot Court ("Vis Moot")
  - 21<sup>st</sup> Vis Moot, University of Georgia Law School, Athens, GA, USA
  - 22<sup>nd</sup>, 23<sup>rd</sup> Vis Moot, Allameh Tabataba'i Law School, Tehran, IRAN
- 2008-2016: International Mediation Institute ("[IMI](#)"), Member, Independent Standards Commission, User's Council.
- 2000-2012: Coordinator, Siemens AG Legal Coaching Team support for Vis Moot (since 2009) and Jessup Moot Court (since 2000)
- 2005-2011: Annual WIPO-sponsored 1-day International Mediation Interest Group ("IMIG") workshops: Panelist (3 times). Geneva, SWITZERLAND.
- 2004, 2005, 2007: Siemens AG representative, CPR European Business Mediation Congress (2004 The Hague, THE NETHERLANDS; 2005 Brussels, BELGIUM; 2007 Paris, FRANCE).
- 1996-97; 1989-1991: Adjunct Professor, International Business Transactions Law
  - Uni-Erlangen, *Jura Fakultät*, Erlangen, GERMANY
  - Georgia State University ("GSU") College of Law, Atlanta, GA, USA
- 1990-2008: Board of Advisers, *Corporate Counsel's International Adviser* (Thomson West), USA
- 1985-1995: State Bar of Georgia, USA
  - Institute of Continuing Legal Education presentations: export-import laws; arbitration and enforcing international contracts.
  - Chair, State Bar of Georgia's Drafting Committee, Georgia International Transactions Arbitration Code of 1988.

#### **EDUCATION:**

- LL.M. (International Trade), Georgetown University Law Center. Washington, DC, USA. 1984.
- J. D., University of Georgia Law School, Athens, GA, USA. 1978.
  - Editor-in-Chief, *Georgia Journal International & Comparative Law* (Vol. 8)
- M. A.T. (English Education), Converse College, Spartanburg. SC, USA, 1971.

- A.B. (German), Davidson College, Davidson, NC, USA. 1969.
  - Junior Year Abroad, Uni-Marburg, Marburg/Lahn, GERMANY (1967-68);
  - President, Delta Phi Alpha (German Honorary) (1968-69).

**BAR ADMISSION:**

State Bar of Georgia, USA; Fellow, Chartered Institute of Arbitrators (FCIArb).

**PUBLICATIONS:**

- Author, *Book Review: Private Dispute Resolution in International Business: Negotiation, Mediation, Arbitration* (3rd ed. 2015) by Klaus Peter Berger, 32 *Arbitration International* 388-396 (2016)
- Author, *Book Review: Arbitration and The Constitution* by Peter B. ("Bo") Rutledge, *SchiedsvZ* (Issue 4/2013)
- Author, *My Journey to Mediation*, Core Solution Group's 10th Anniversary Book THINKING DIFFERENTLY: MAKING A DIFFERENCE USING MEDIATION: A COLLECTION OF CONTRIBUTIONS (2011)
- Initiator/Co-author, Association of Corporate Counsel ("ACC"), [Leading Practice Profile: The Use of Mediation in the United States and Western Europe to Add Value to Transactions and Effectively Resolve Commercial Disputes](#) (5 US- and European-based multinationals 2006)
- Author, *Enforcement of International Contracts*, INTERNATIONAL QUARTERLY (October 1996)
- Co-author, GUIDE TO EXPORT CONTROLS (1990)

**LANGUAGES:**

- English (native proficiency);
- German (full professional proficiency);
- French (limited working proficiency);
- Spanish (limited working proficiency);
- Cantonese Chinese (limited working proficiency)

**REFERENCES:** On request