

Daniel Enzminger (Dan)
DanEnzminger@gmail.com | LinkedIn: [linkedin.com/in/DanielEnzminger](https://www.linkedin.com/in/DanielEnzminger) | (626) 590-0841
San Francisco, CA 94102

PROFESSIONAL SUMMARY

Experienced litigation consultant with a strong background in economic analysis, financial modeling, and expert report development for complex patent, insurance, and business interruption cases. Former Senior Associate at Berkeley Research Group, supporting over \$5B in damages valuations and collaborating with top experts across high-profile litigation. Skilled in synthesizing legal, financial, and technical data into strategic insights, with additional experience in product design, user research, and cross-functional stakeholder communication.

WORK EXPERIENCE

Berkeley Research Group, Emeryville, CA *Senior Associate Consultant - Patent Litigation and Business Interruption Claims* | April 2019 – April 2022

- Intellectual Property & Damages Analysis: Supported expert testimony across high-stakes IP litigation, including patent infringement and trade secret cases. Built damages models, royalty bases, and lost profits calculations for over \$5B in claimed damages across federal and ITC cases.
- Strategic Research & Market Analysis: Applied economic frameworks to assess competitive landscapes, product life cycles, and market trends—informing damages positions and providing strategic insights for expert reports and legal teams.
- Synthesized technical, financial, and legal data from discovery materials to support expert reports—evaluating product life cycles, license agreements, market trends, and company strategies to determine reasonable royalty rates and hypothetical negotiation timelines.
- Policy & Claims Evaluation: Assessed COVID-19 and wildfire-related business interruption and homeowner claims by analyzing insurance policies and projecting but-for financial performance across diverse industries.
- Expert Report Development & Stakeholder Communication: Synthesized financial, legal, and technical data into clear, compelling narratives for expert reports. Authored sections on industry context, licensing practices, and company strategy. Presented findings to senior stakeholders.
- Team Leadership & Mentorship: Managed junior team members on large-scale litigation projects, providing training, feedback, and oversight on deliverables, analysis, and report contributions.

IDS Real Estate, Los Angeles, CA *Real Estate Investment Management Intern* | June 2017 – August 2017

- Financial Modeling & Valuation: Conducted valuations of commercial real estate assets using Excel and ARGUS, including retail, industrial, and office properties.
- Real Estate Research: Researched submarket trends and property-level performance in CoStar to support acquisition strategy and underwriting.
- Communication & Presentation: Created investment summaries, DCF models, and pitch decks for internal investment committee and joint venture partners.

ADDITIONAL EXPERIENCE

Away Travel, San Francisco, CA *Sales Supervisor* | August 2023 – December 2024

- Stakeholder Management & Customer Success: Deliver exceptional customer experience, serving as the voice of the company and building strong client relationships.
- KPI Achievement: Led the sales team to exceed KPIs such as conversion, UPT, and AOV through proactive client engagement and strategic product knowledge.

Early Startups, Remote, CA *Contract Product Designer* | August 2022 – February 2024

- Market Research & Trend Analysis: Researched and synthesized trends in Web-3 and e-commerce to inform strategic design decisions, demonstrating strong market research and analysis capabilities.
- User Feedback & Product Improvement: Conducted user research and synthesized feedback to inform product design decisions, directly contributing to improved user experience and product adoption.

- Cross-Functional Collaboration: Collaborated with diverse clients and stakeholders, ensuring successful project execution and alignment with business objectives.
- Secured funding through Nvidia Inception and UC LAUNCH Accelerator with research findings and design deliverables.

EDUCATION

Claremont McKenna College, Claremont, CA
Bachelor of Arts in Economics | May 2018

General Assembly
User Experience Design Immersive Certification | May 2022 – July 2022

SKILLS

Data Analysis & Modeling: Financial Modeling, Forecasting, Business Analytics, DCF Valuations, Due Diligence, Report Creation, Data Visualization.

Research & Analysis: E-Discovery Production Search, License and Document Interpretation, Legal Research, Product Lifecycle, Market Research, Trend Identification, Competitive Analysis, Emerging Technology Research, Mixed Methods Research, Critical Thinking, Auditing.

Communication: Deposition Preparation, Report Writing, Stakeholder Communication, Collaborative Problem Solving, Presentations, Time Management

Software & Tools: Excel, STATA, Bloomberg, Capital IQ, Relativity, Ringtail, PACER, LexisNexis, Statista, Tableau, Google Sheets, Salesforce Reports, Looker, Kustomer (CRM), D365, Figma, PowerPoint

Litigation Consulting Casework:

University v Semiconductor Company

Prepared royalty base by consolidating datasets from discovery documents. Performed research tasks to gather insight on chip-level advancements. Identified key documents to support damages calculations, date of hypothetical negotiation, product lifecycles, and company strategy to strengthen analyses and expert report.

University v Semiconductor Company II

Prepared financial supporting schedules and researched license agreements, audit of royalty and expert report, and preparation of supplemental schedules and figures.

Steaming Media Company v Semiconductor and Set Top Box Producer

Consolidated and managed royalty base from discovery documents. Created tables, visualizations, and prepared deposition questions to evidence incomplete sales data provided.

Biopharma Leader v Biopharma Leader

Created report schedules and charts outlining blockbuster drug development timelines and funding for biosimilars. Analyzed comparable license and development agreements.

Technology Patent Holder vs Internet and TV Providers (5 reports)

Managed discovery of key documents, prepared damages calculation, wrote background report sections, drafted deposition questions, and summarized testimony. Created schedules for five expert reports. Organized junior staff for analysis, report content, and audit.

Trading Software Company v. Trading Software Company

Assisted with deposition preparation and created schedules for expert reports. Audited financial schedules and damages calculation.

Connected Fitness vs Connected Fitness & Technology Company

Managed discovery of key documents, prepared royalty base, wrote report background content on connected fitness and product development, researched license agreements, drafted deposition questions with relevant documents to support expert report. Prepared supporting schedules and audited work-product.

Smart Home Company vs Smart Home Company

Researched home smart home industry and product lines, created schedules, and wrote company background sections for preliminary injunction report.

International Steel Company v. International Steel Company

Document discovery for report and analysis, researched automotive steel industry, audited key report analyses.

Business Insurance:

Hotel Business Interruption

Analyzed impact of COVID-19 business hospitality closures for business interruption claims. Projected but-for business performance and compared to actual revenues and expenses.

Kincaid, Camp, Tubbs Fire Wildfire Insurance Claims

Prepared insurance claim analysis for business and homeowners for trust submission. Claims included personal property appraisal, structure and land valuation, lost wages, additional living expenses, and insurance policy analysis. Prepared 30+ claims.

Football/Multisport Stadium Construction

Analyzed construction insurance policy for a multibillion dollar stadium construction project and prepared interruption claim for submission.

Energy and Gas

Performed research and policy analysis on major Gas company insurance policies for various climate, energy, and liability suits.

*This is a non-exhaustive list of my casework. Additional work performed in ITC Cases, Antitrust, ad-hoc analyses and audit work.