

**COPELAND G. BERTSCHE**  
Attorney-at-Law  
**Mediator | Arbitrator**  
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## PROFILE

Attorney with over 25 years corporate law and business management experience with major technology and telecommunications companies now dedicated exclusively to providing mediation and arbitration services. Strong background and experience, particularly in transactional, commercial and finance areas. Substantial international experience. As managing corporate counsel, also had responsibility for most of the types of issues facing any company—labor, employment and ERISA; litigation; tax matters; intellectual property; regulatory and standards issues; real estate development and leasing; securities matters; corporate governance. Differentiating qualification is insider understanding of how corporate decision-making works, doesn't work, and can be made to work. Basic belief is that most issues that reach the dispute resolution process are primarily business, rather than legal, matters and should be resolved as such. Mediation style is essentially facilitative.

## EXPERIENCE

*COPELAND G. BERTSCHE, ESQ.*

*2003-Present*

### **Mediator | Arbitrator**

Providing professional mediation and arbitration services to business and industry

*LUCENT TECHNOLOGIES, INC.*

*1996-1999*

### **Managing Corporate Counsel-Wireless Networks Group, Whippany, NJ (1997-1999)**

Chief counsel to Wireless Division. Engaged principally in creating and troubleshooting domestic and international partnership arrangements and acquisitions; negotiation and maintenance of sales, licensing and procurement contracts; dispute resolution and litigation management. Also responsible for legal support of Global Manufacturing and International Joint Venture Organization and Saudi Arabia operations. Member, Executive Management Steering and Strategic Planning Committees; member, subsidiary companies' boards of directors.

### **Managing Corporate Counsel-International, Warren, NJ (1996-1997)**

Lead Lucent international lawyer. Responsible for worldwide coordination and delivery of legal support. Designed and implemented reorganization of international subsidiary structure. FCPA compliance issues. Responsible for multi-million dollar arbitration with Saudi company before ICC in London. Led development of political and legal strategy to exit lines of business in France and The Netherlands.

*AT&T CORP.*

*1976-1996*

### **Managing Corporate Counsel-Fiber Optic/Copper Cable & Professional Services Divisions, Morristown, NJ (1989-1996)**

Chief Counsel to two of AT&T's operating divisions: Network Cable Systems Business Unit (AT&T's fiber optic and copper cable manufacturing unit). Responsibilities included structuring and negotiation of joint ventures (Japan, Denmark, Venezuela, PRC, Saudi Arabia, India), acquisitions and divestitures, patent and technology licensing, antitrust counseling, labor and personnel matters, litigation management. Also chief counsel to Professional Services Business Unit, AT&T's organization responsible for execution of large-scale multi-Division projects worldwide.

**General Counsel, AT&T Real Estate Subsidiary**

**General Attorney, AT&T Procurement Organization**, Berkeley Heights., NJ (1986-1989)

General Counsel, AT&T Resource Management Corporation, AT&T's real estate subsidiary;  
Chief Counsel, AT&T Contract Services Organization, AT&T's global procurement organization.

**General Attorney, Corporate Finance & Securities, Corporate Governance,  
ERISA Asset Management**, New York, NY (1981-1986)

Corporate Finance & Securities Division. Corporate and securities law practice, including Corporate Secretary responsibilities. Chief Counsel to AT&T Investment Management Division in negotiation, management and administration of real estate and other non-equity ERISA plan assets.

**Attorney, New Jersey Bell Telephone Company**, Newark, NJ (1976-1981)

Regulatory and commercial practice.

*McELROY, CONNELL, FOLEY & GEISER, ESQS.*, Newark, NJ

*JOHN B. M. FROHLING, ESQ.*, Newark, NJ

1966-1971

Private practice of law

*LAWYERS' & MERCHANTS' TRANSLATION BUREAU*, New York, NY

1966-1971

Manager, language translation company specializing in the translation of patents and other legal documents

A F F I L I A T I O N S

*Professional Affiliations*

[CPR Institute for Dispute Resolution](#), *Distinguished Panel of Neutrals*

Mediator, Arbitrator, Technology Panel

[United States Council for International Business \(USCIB\)/International Chamber of Commerce \(ICC\)](#)

International Dispute Resolution Services

Justice Marie L. Garibaldi ADR Inn of Court

New Jersey Association of Professional Mediators

New Jersey Courts Roster of Mediators for Civil, General Equity and Probate Cases

American Bar Association

New Jersey State Bar Association

Essex County (NJ) Bar Association

New York State Bar Association

Association of the Bar of the City of New York

*Civic Activities*

Bloomfield College (Bloomfield, NJ): Board of Trustees; Chair, Academic Affairs

Committee; Member, Finance and Enrollment Management Committees

Mountainside Hospital (Montclair, NJ): Advisory Board; Co-chair, Emergency

Department Task Force; Member, Business Development Committee

Senior Care & Activities Center (Montclair, NJ): Board of Trustees; Capital

Campaign Committee

*State Bar Admissions*

New Jersey

New York

E D U C A T I O N

MBA, Finance, NYU Stern School of Business, 1976

JD, Seton Hall Law Center, 1971

BA, Colgate University, 1963

The Pingry School, 1959