

IoT (Internet of Things) Intellectual Property (Patent) Strategy Consulting Services

O V E R V I E W

Goldman Sachs defines the IoT (Internet of Things) as the third wave of internet revolution: by connecting to the internet billions of devices, the IoT opens up a host of new business opportunities and challenges. According to McKinsey, the IoT has the potential to create up to \$6 trillion economic value annually by 2025. TechIPm provides the expert consulting services for the IoT IP (Intellectual Property) strategy.

A C C O M P L I S H M E N T S

- Over 20 years of experiences in technology research, business development, strategy consulting, and intellectual property management
- Consulted IP strategy to diverse industry players (Fortune 500 companies, Patent monetization firms, Law firms, Investment firms, Research institutions) in the field of electronics, IT and telecommunications
- Can coordinate across multiple job functions including patent experts, engineers, and business professionals
- Can provide integrated IoT strategy for patent portfolio development and exploitations for new products/services development and monetization

R E F E R E N C E

Internet of Things Business & Technology & Patent Integrated Strategy

Link: <http://techipm-innovationfrontline.blogspot.com/2015/08/internet-of-things-business-patent.html>



C O N S U L T I N G S E R V I C E S

Strategic Patent Value Creation & Portfolio Development

Well tailored value creation methodology combined with patent prosecution strategy can develop new patent portfolios for maximum ROI from existing patents. Many patent applications and newly issued patents can be further developed for creating new values by amending and creating claims and generating family patents to encompass emerging technology and products/services trends, market demands, and strategic exploitation goals (e.g. cross-licensing, monetization etc.).

A client's patents are reviewed for selecting patents relating to the IoT. The IoT related patents are categorized as standard relevant and application specific patents. The categorized IoT patents are evaluated to select good candidates for value creation. For the standard relevant IoT patents, the selected patents are further analyzed to find candidates for the IoT standard essential patents (SEPs) and development as the IoT SEPs with respect to the specific standards. For the IoT SEPs candidates, the claim-standard specification mapping is performed to generate EoU claim charts. For the development candidates as SEPs, the model claims are constructed which can make a candidate as a IoT SEP with respect to a specific standard. Additional claims are constructed to capture the unclaimed embodiments in the candidates' detail descriptions.

For the application specific IoT patents, the selected patents are further analyzed to find candidates for commercial essential patents (essential for commercial product/service implementation), patents for market platforms (dominant designs), and patents for disruptive technologies (for future market generation potential). Existing claims are amended and additional claims are constructed to capture the unclaimed embodiments in the candidates' detail descriptions to reinforce the protectability (against invalidation), enforceability (against potential infringement), and marketability (for monetization, new products/services etc.).

Patent Evaluation for Investment

Understanding the true value of patents becomes very important step in investment decision making processes as the patents became an important investment asset class. Investment professionals are frequently involved in patent valuation during M&A activity, buying and selling patents for bankruptcy cases, patent secured debt financing deals, sale & license-back transactions, securitizations using patent as the underlying asset, (long or short) stock investment for IP based business entities etc. To understand the true value of patents, however, accurate evaluation of patents under investment consideration is need. Therefore, accurate evaluation of patents became the essential part for investment professionals to figure out feasibility of investment involving patents.

To evaluate of patents accurately, and thus, to get an accurate read on any investment opportunities, legal expertise in additional to technical and business expertise are required due to legal rights nature of patents. Therefore, involvement of expert with the technical, business, and legal expertise is crucial to evaluate patents accurately, and thus, to understand the true value of patents. TechIPm LLC provides the expert patent evaluation services for investment professionals exploiting the technical, business, and legal expertise and many years of experience in evaluating more than ten thousand patents relating to over hundred million dollars of investments in patent investments.

A client's IoT patents are reviewed to provide overall qualities and investment values in alignment with client's investment goal. Upon client's request, selected patents or patent portfolio(s) are analyzed utilizing well known valuation methods (e.g. income, market, cost method) in detail to provide ROI based on the high level evaluation.

Strategic Patent Acquisition & Licensing Program Development

TechIPm provides the expert advice for strategic IoT patent acquisition for diverse clients including business corporations, research institutes, investment organizations, and patent management firms. TechIPm can align diverse clients' business purpose (e.g. competitive intelligence, offensive, defensive, and monetization) with strategic IoT patent acquisition process. With the specific business goal in mind, TechIPm can classify the field of acquisition target by the IoT market/product/service/technology. TechIPm also can evaluate the value of acquisition target. TechIPm can decide the best sourcing method among potential options: patent search and mining, close/open patent market place, internal auditing and patent development process. TechIPm also can coordinate the deal/transaction process collaborating with brokers.

TechIPm also provides consulting service for developing profitable patent licensing program exploiting the IoT patents. TechIPm closely works with client for developing patent licensing program until the closing of the licensing agreement. TechIPm provides strategic planning in alignment with client's business goal, due diligence for licensable patent portfolios, strategic patent prosecution for monetization value creation, analysis for target market, potential licensees and revenue generating potential, and licensing enforcement (including litigation) strategy.

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