

Case Studies

FTE Engagement Model

Case Study 1 - FTE Model

Patent practitioners



The Client:

A Law Firm based in the US

The Case:

Client has engaged three professionals from Sagacious in the Full-Time engagement model. It provides patent drafting and patentability search projects on a regular basis, and also provides one or two invalidation/FTO search projects a month.

The client wants quick turn-around of projects in a preferred pre-defined style.

The Project Conduct:

- ❑ FTE Selection: Resume of professionals were sent to the client, as per client's requirements. The client selected three FTEs out of these professionals.
- ❑ Preferences Training: Client sent some samples of their work and their preference/style sheet. The FTEs developed an understanding of preferences and confirmed them over a conference call with the client.
- ❑ Standardization of processes: During the first week, all the processes, deliverable formats, delivery timelines, conference call schedules and weekly report format were finalized.
- ❑ Ongoing Relationship for the last one year: The client has been providing us continuous work for the last one year, completely utilizing the three FTEs. It now plans to increase the number of FTEs to five.

Advantages:

Each FTE can usually complete nearly two patent drafting assignments and one search assignment per month.

This amounts for a saving of **nearly 60%** w.r.t getting the same tasks done in house, and **nearly 15%** savings w.r.t the on-demand model.

Additionally, the client can now also operate in some domains for which it does not have a big in-house team.

Case Study 2 - FTE Model

Patent practitioners



The Client:

A Patent Search firm based in the US

The Case:

The client used to receive novelty/invalidity searches on a regular basis and its business was expanding. It was looking for a reliable partner to provide back-end patent search support. *(This client charged USD 800 to its end clients for novelty searches)*

The Project Conduct:

- ❑ Initial understanding of requirements: Sagacious had a conversation with the client, understood its requirements and provided sample templates for the Novelty Search Reports. Client appreciated the templates, which were then finalized with some customizations as per the client's needs.
- ❑ Phase I: Building Trust: Sagacious suggested the client to follow the on-demand model for two search projects. The aim was to develop a mutual understanding, finalize methodologies and establish mutual trust before getting into the long term agreement. Sagacious Charged USD 400/ search for these quick & standardized searches, as per the on-demand rates.
- ❑ Phase II: Long term agreement: On successful completion of the two on-demand searches, the client decided to engage two FTEs (~34 novelty searches /month) at USD 11,500 per month for one year.
- ❑ Phase III: Smooth Sailing: So far, we have been working on this model for 4 months and now the client wants to add one more FTE starting July, 2009.

Financial Aspect:

In the FTE model each search costs ~USD 340 to the client.

The client then charges ~USD 800 to its end clients making over USD 450 per search project he sources from us.

Further, engaging with us helped him get substantial free time for business development activities, which led to additional business for which he wants to engage one more FTE with us.