

Case Studies

Investors

Case Study 1 - Investors

Landscape Analysis

The Client:

An investment firm operating in biotechnology domain

The Case:

Client was looking to invest in the area of 'Gene Therapy based Treatments for CNS Disorders', and wanted to have an overview of the players, current state & trends of the technology, patents expiring in near future, licensing/ acquisition targets, etc.

The Project:

Sagacious analyzed nearly 5,000 patents to provide a report detailing the:

- ❑ Trend of the technology: Path followed by the technology to reach the current stage.
- ❑ Players in the technology domain: Who are the major players, what are their strengths, weaknesses, strategies and current focus
- ❑ Good Investment Targets: A detailed overview of small and emerging players, independent inventors, emerging technologies, expiring patents, ongoing M&As, litigations, etc was provided to help client decide the immediate strategy to invest in the domain
- ❑ Threats: Sagacious identified and presented certain major threats for the client in coming years, e.g., patent filing by some players suggested exploration of alternative treatment methods for CNS disorders
- ❑ List of all the patents categorized as per the technical indexing schema along with the most recent Bibliographic data (Legal Status, Expiry Dates, Standardized Assignee Information, etc)

Financial Gain:

Sagacious completed the study in USD 4,800.

This meant at least **50% of savings** to the client w.r.t. getting the same study done in the US.

Case Study 2 - Investors

IP Due Diligence



The Client:

A hedge fund operating in energy and infrastructure domain

The Case:

Client was in talks about investing in a company that had eight patents claiming a coke substitute material and the corresponding steel-making process. Before investing into the company, client wanted to confirm the validity of these patents and the IP protection scenario of widely used competing steel-making process.

The Project:

The project involved analysis of patents, technical literature, SEC filings, and free sector reports to provide a report detailing the:

- ❑ Validity of 8 patents: Whether any prior-art existed that disclosed what these patents claimed, and hence posing a threat to the validity and enforcement of these patents.
- ❑ Alternatives to the claimed technology: Possible alternative technologies that achieve the same objectives, and their overall trends.
- ❑ Trends of the technology: The path taken by the technology to reach its current stage - emerging technologies, and possibility of acceptance of the patented process
- ❑ Market presence of competitive steel-making processes: In-depth secondary and primary research to identify various processes used in the market. Interviews with domain experts regarding the market-acceptability of the patented process.

Financial Gain:

Sagacious completed the study in USD 8,000.

This meant at least **50% of savings** to the client w.r.t. getting the same study done in the US.

Case Study 2 - Investors

IP Due Diligence - Methodology

METHODOLOGY

Validity of 8 Patents

Required the following activities:

- Patent Research
- Non-Patent Research

Technologies, Trends and Alternatives

Required the following activities:

- Patent Research
- Non-Patent Research
- Market research

Market presence: Competitive Processes

Required the following activities:

- Non-Patent Research
- Market research

Patent Research

Step 1: Developing a search strategy

- Identifying a comprehensive list of keywords, terms and concepts related to the patented technology.
- Devising alternative complimentary strategies to capture all the patents pertaining to the patented technology.

Step 2: Preparing a technology classification matrix

- Preparing a multi-level classification matrix, in which the information will be captured from the patents

Step 3: Technical analysis of patents

- Analyzing the patents extracted as per the search strategy, analyzing them vis-à-vis the key features of 'patents to be acquired', and classifying them according to the classification matrix

Non-Patent Literature Research

Step 1: Conducting searches on various non-patent databases, as per the comprehensive search strategy already developed.

Step 2: Detailed analysis of the literature

- Vis-à-vis the key features of the 'patents to be acquired'
- To gather information about various processes, their relative merits, and their market & geographical acceptance

Market Research

Step 1: Secondary Research

- Analyzing the SEC filings, annual reports, news articles and white papers of main steel-manufacturers to gather information about the steel-making processes they use, and any indication of related costs/ advantages.

Step 2: Primary Research

- Identifying market/ business and technical experts on steel and coke making in various geographies
- Preparing questionnaire for interviews
- Conducting interviews with experts to validate the already conducted research findings, and to add value to it based on their analysis.