

Case Studies

Businesses

Case Study 1- Businesses

Business and Scientific Intelligence



The Client:

A large European drug manufacturer

The Case:

Client was developing its business strategy for next 10 years to operate and dominate the Oncology domain. Client wanted Sagacious to conduct an in-depth patent research to gather various actionable insights

The Project:

Sagacious worked with the client closely to formulate a detailed search strategy and a technical classification scheme to categorize patents. Sagacious then analyzed nearly **21,000 patents** to provide the following to the client:

A searchable database containing the following:

- ❑ List of all the patents categorized as per the technical indexing schema with the most recent Bibliographic data (Legal Status, Expiry Dates, Standardized Assignee Information, etc)

An insights report based on the gathered data detailing the following:

- ❑ Competition: Who are the major players, what are their strengths, weaknesses, strategies and current focus
- ❑ Product to Patent Mapping: Highlighting various patents mapping on to client's and its competitor's products
- ❑ Acquisition, Hiring or 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 operate in the domain
- ❑ Threats: Sagacious identified and presented certain major threats for the client in coming years, e.g., patent filing by competitors suggested exploration of alternative treatment methods (gene therapy, etc)

There were many other actionable insights presented based on the comprehensive analysis of all the IP in the domain that really helped the client develop a robust strategy. Sagacious is currently providing half yearly updates to keep the database (currently being used by R&D team) and client's knowledge up-to-date.

Financial Gain:

Sagacious completed the study for Euro 12k.

This meant at least **80% cost savings** to the client w.r.t. getting a similar (and lesser comprehensive) study done in the Europe

Case Study 2 - Businesses

Freedom to Operate Study



The Client:

A Europe based biotechnology firm

The Case:

Client had developed a new recombinant vector for facilitating the cure of cancer. Client wanted to evaluate whether the feature of their product were covered by any active patent in the US and Europe, to be aware of any potential legal issues.

The Project:

With the help of the client, Sagacious identified various features of the product (and corresponding manufacturing process) for which patents might potentially exist. Sagacious then formulated comprehensive search strategies to cover active patents w.r.t each identified feature and conducted a comprehensive **Freedom-to-Operate study** by analyzing over 2,500 patents/ published applications to prepare a report detailing:

- ❑ Relevant patents: Patents that may potentially affect client's freedom-to-operate (manufacture or sell) in the US/ Europe w.r.t the new vector.
- ❑ Mapping: Presenting the mapping between the claims of relevant patents and the features of the product
- ❑ Their Legal Status and Expiry Date: Indicating for each of the relevant patents, their active, lapsed, or pending status, and the corresponding expiry dates.

PS: In this case Client introduced Sagacious to their Law firm. Sagacious then worked closely with their law firm as a backend support team. Sagacious continually obtained feedback on Search Strategy, analysis parameters, etc from the attorneys and provided them all the required information to base their final opinion and suggestions.

Financial Gain:

Sagacious completed the study in Euro 4,500.

This meant at least **60% cost savings** to the client w.r.t. getting the entire study done by their law firm in Europe.