

Case Study – Complex Patents Sale

Subject:	IP (patents) sale
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Client:	A lone inventor
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Background:	<p>The inventor had and enormous amount of licensing experience, but very little or no experience of patent sale.</p> <p>In building up his (small, but valuable) portfolio of patents, the inventor had come to be <i>extremely</i> suspicious of <i>anyone</i> who had any interest at all in his patents or, indeed, in purchasing them.</p> <p>An added complication was the existing encumbrances on the patents, some of which would have been fatal to a deal with certain prospective buyers.</p>
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Objective:	To compile a list of interested parties and ascertain which of them were credible buyers, whilst simultaneously assuaging the various fears and suspicions of the inventor.
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Result:	After a very short time, we had established interest from two entities who were interested in acquisition, one of whom moved to completion in short order.
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Value Result:	\$2M in cash.
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