

## Case Study – Patents Sale

<b>Subject:</b>	IP (patents) sale
-----------------	-------------------

<b>Client:</b>	A small software and services company
----------------	---------------------------------------

<b>Background:</b>	<p>The company at its creation was focused on a highly specialised field of DRM, and had developed a viable technology based on a small patent group, allowing for secure publishing and distribution of materials over certain kinds of networks.</p> <p>But over the course of the past 2 years, the company had moved into development in new areas. The DRM patents had in effect been “left behind”, though they continued to be owned and maintained by the company.</p> <p>It was felt by the company that perhaps – as the patents were unencumbered and in a technology field that was still “hot” – they may potentially be attractive to other companies.</p>
--------------------	--

<b>Objective:</b>	To assess the potential interest from third parties in the possibility of purchasing, or perhaps licensing, the patent group.
-------------------	---

<b>Result:</b>	After a very short time, we had established interest from several operating companies and a small number of IP investment firms, all of whom were interested in pure assignment (acquisition), not a license.
----------------	---

<b>Value</b>	\$450K in cash and approximately \$180K saved in maintenance
<b>Result:</b>	fees over the remaining life of the patent group.

\* \* \*