



Pitch book – Part 1

property rights ai.gents

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Welcome!

To the digital revolution in patent business

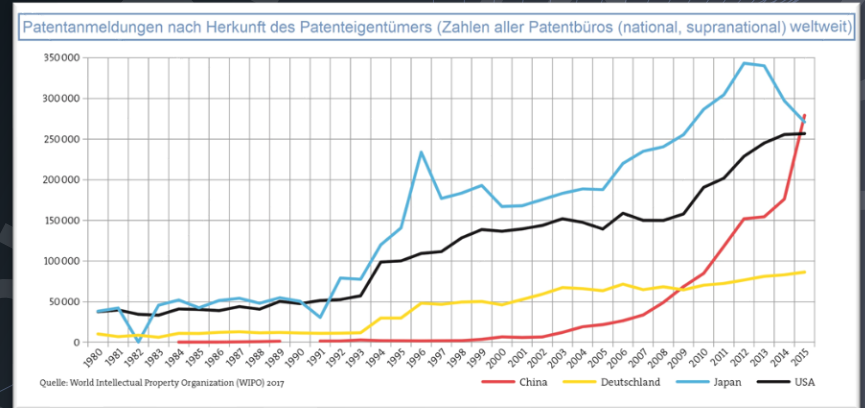
1.

Current Situation

Patent trading & related commercial sector

Unbowed trend of increasing patent applications worldwide

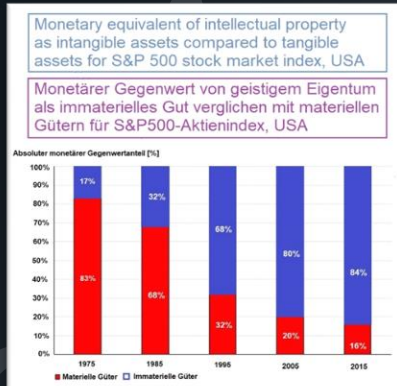
- In total more existing valid patents than those expired
- Patent trading including judicial proceedings are an own commercial sector



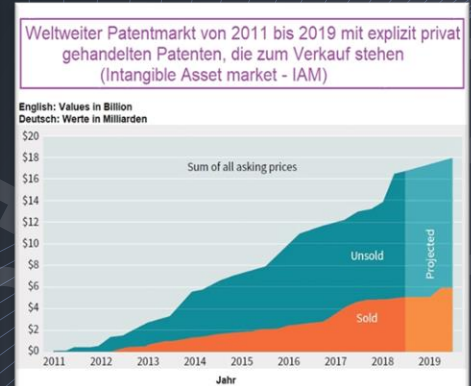
Patent applications from 1980 to 2015 in China, Germany (Deutschland), Japan and USA (Zenglein & Wübbecke, 2018) – Slide is shown in German

Unbowed trend of increasing patent applications worldwide

- In total more existing valid patents than those expired
- Patent trading including judicial proceedings are an own commercial sector



Components of Standard & Poor's 500 (S&P500) Market values – Blue bars are intangible assets such as patents (Staff members of OceanTomo, 2017) – Slide is shown in German



Worldwide patent trading from 2011 until 2019 with estimated projections from the 2nd quarter 2018 (Richardson & Oliver, 2019, S.4) – Slide is shown in German

“ The patents, worth millions or billions of US dollars in terms of market turnover, are directly related to their broadly written patent claims and high resulting infringement and litigation risk. Every company is affected.

Prof. Dr. Toshiko Takenaka

Correlation of patent value, patent claims & patent infringement (Staff members of OceanTomo, 2017), (Takenaka, 2018a, S.16)

Patent trade and patent litigation are state-related

- Germany is Europe's largest patent applicant, industrial producer, patent market and sales market at the same time.
- Germany is the seat of the European Patent Organisation (EPO), the European Patent Office (EPO) and its Boards of Appeal.
- Germany is almost always the first state-related starting point for patent litigation or patent nullities in Europe.

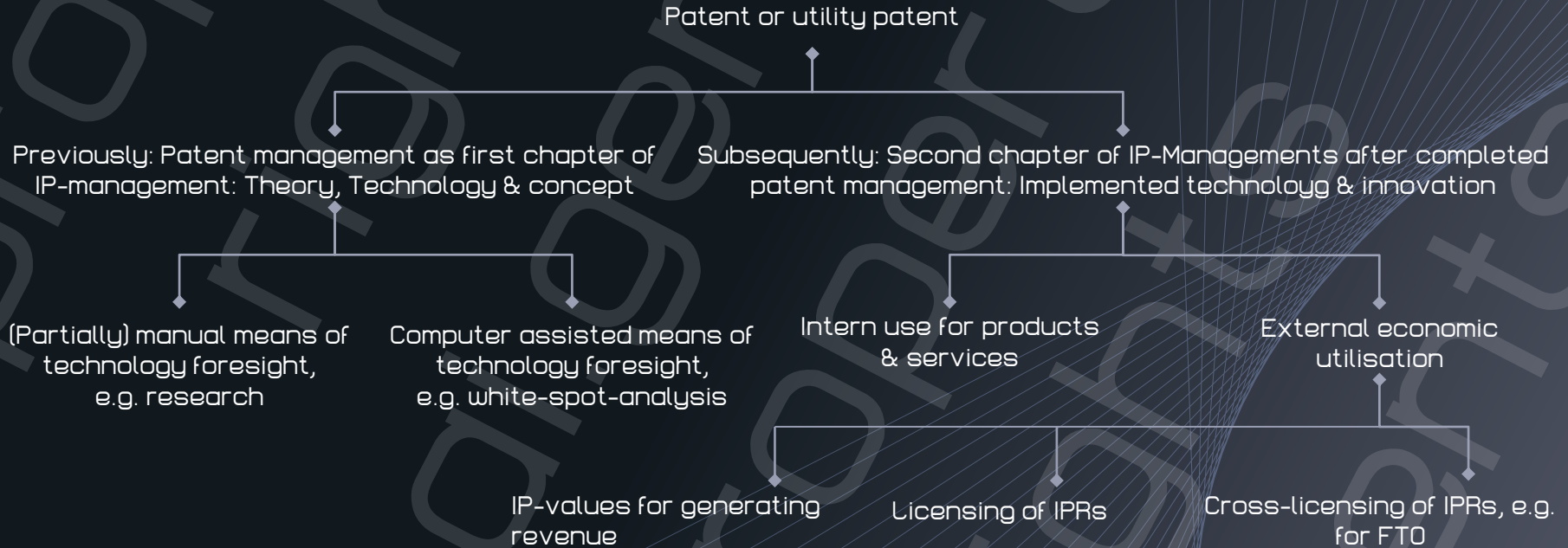
[Horn, 2018] , [Eckardt & Klett, 2016, S.747], [Staff members of JUVE.de, 2018]

2.

Patent systems

IP-Management and the judicial world

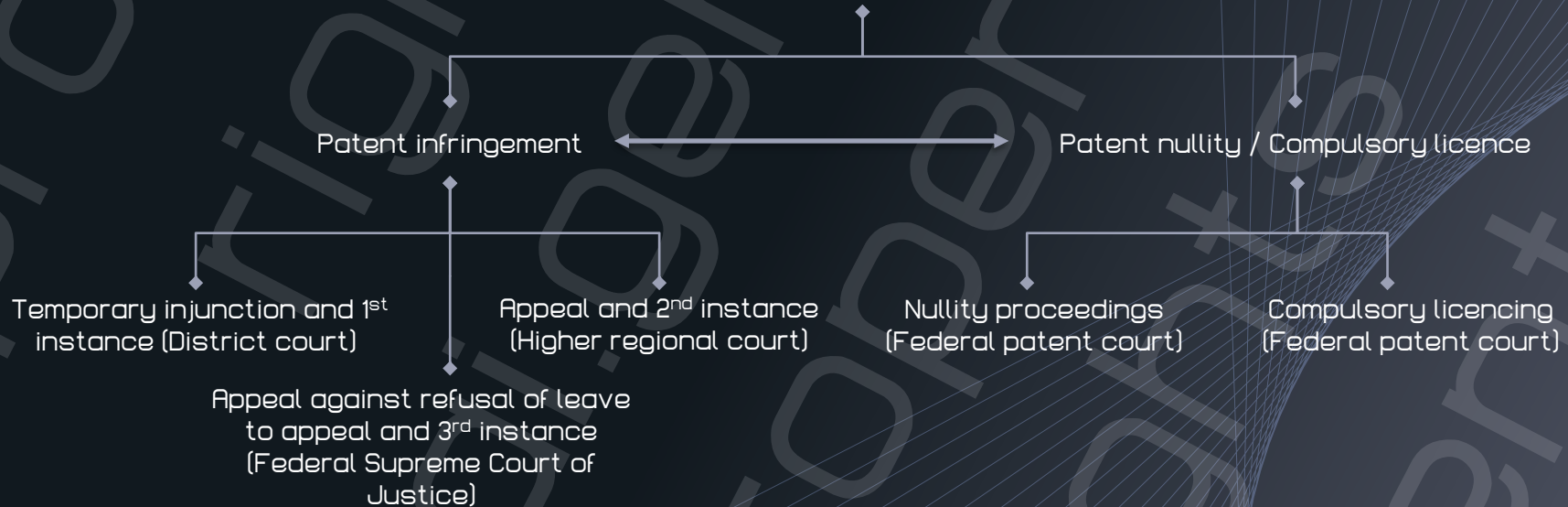
The two patent worlds before and after application



(Wich, 2016), (Ann, 2018c, S.9)

The two patent worlds in court in Germany

Patent court system (state-based – Germany as example)



(Kirtley, DiBenedetto, Karakawa, Verstrepen, Martinitz, Azzouni, 2019)

3.

Digitalisation

Automisation of processes and linking of the protagonists

How is everything connected?

Digitalisation of the patent sector



Connections of processes and protagonists

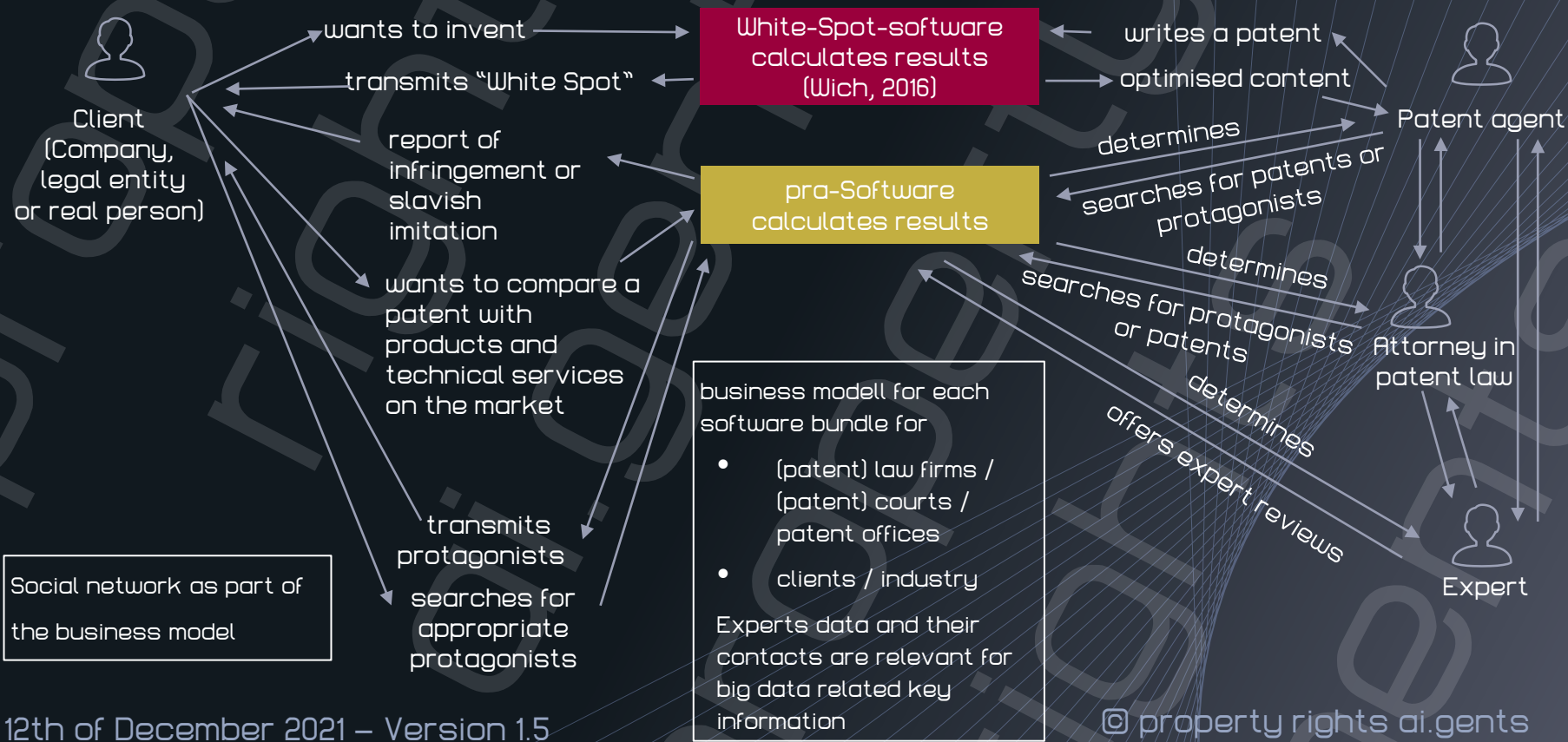
Unidirectional: Row influences or needs column	PSC	PIP	PID	PNA	PNS	SIP	SID	CT	PA	AP	ET
PSC: New problem-solution-combination: Invention								X	X		
PIP: Patent infringement proceedings				(X)				X	X	X	X
PID: Patent infringement detection		X						X			
PNA: Patent nullity action		(X)						X	X	X	X
PNS: Patent nullity search				X					X		X
SIP: Slavish imitation proceedings								X	X	X	X
SID: Slavish imitation detection						X		X			
CT: Client / Inventor / Patent (co-)owner or holder	X	X	X	X		X	X		X	X	X
PA: Patent agent	X	X	X	X	X	X	X	X		X	X
AP: Attorney in patent law & resp. commercial law		X		X		X		X	X		X
ET: Expert / Person skilled in the art		X		X	X	X		X	X	X	

4.

Business models

Digital produkt-service-systems

Processes of digital business models I



Processes of digital business models II

KEY PARTNERS

- (Patent) law firms
- Partner-Start-ups
- Research institutes

KEY ACTIVITIES

- Visiting customers face-to-face
- Videoconferences with customers
- Cloud-based software (SAAS) for customers

CHANNELS

- Pitches & conferences
- Holistic marketing

KEY RESOURCES

- Own unique methods, skills and software of property rights ai.gents
- IT experts
- Sales experts

CUSTOMER RELATIONSHIPS

- Digital & online (SAAS)
- Face-to-face-meetings
- Videoconferences
- E-Mail service
- Telephone service
- Correspondence

VALUE PROPOSITIONS

- Based on a patent or a utility patents a statistical range of (theoretical) experts are derived from and presented to the customers
- New real experts for improved and best possible expert reviews are determined worldwide
- Increasing chance of winning a court case
- Saving money and time
- Improvement of judicial decision

CUSTOMER SEGMENTS

- Commercial law firms in patent law
- Patent law firms
- Courts & patent courts,
- Companies holding patents
- Private patent owners
- Patent offices

COST STRUCTURE

- Software development
- Staff of IT & sales

REVENUE STREAMS

- (Semi-)manual tasks
- Software-as-a-Service (SAAS)

Market revenues

100.000€

are the average costs for the 1st instance of a court case in Germany. It mostly ends up in a range of millions of euros of law cost and multiple expert reviews. Usually the 2nd instance will be reached.

More than 1000€ up to 10.000€

are the cost for a single expert review.

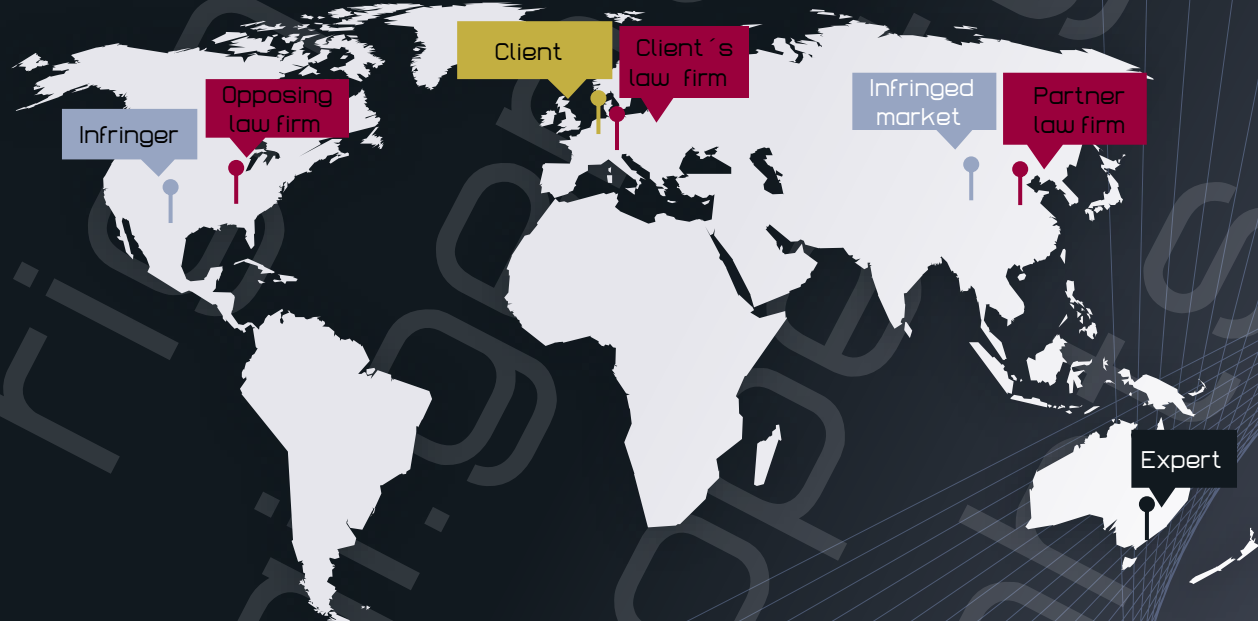
2 million US\$

are the costs for 1st instance of a court case in the USA.

Millions up to billions of US\$

lost of share of the market are the consequences. In court companies and patent owners are prepared to do anything.

The right expert is somewhere in the world



The better expert review wins the court case

Expert reviews, transparency, costs

hessenschau

TV-Sendung Wetter Verkehr Ort oder Thema suchen

Start Regionen Politik **Gesellschaft** Wirtschaft Kultur Sport Panorama Freizeit

hessenschau.de > Gesellschaft > Millionen-Aufträge für Gutachten: Oberstaatsanwalt in Frankfurt festgenommen

ORTE
Frankfurt

Millionen-Aufträge für Gutachten Oberstaatsanwalt in Frankfurt festgenommen

Aktualisiert am 24.07.20 um 16:20 Uhr

Eigentlich soll er in der Generalstaatsanwaltschaft Recht und Gesetz schützen - auch als ihr Sprecher. Jetzt sitzt der Frankfurter Oberstaatsanwalt in U-Haft. Es geht um krumme Geschäfte mit Gutachter-Aufträgen in Millionenhöhe.

(...)


12,5 Millionen Euro verdient

Aufgrund von Aufträgen des beschuldigten Beamten soll das Unternehmen in den letzten zehn Jahren mehr als 90 Prozent seiner Einnahmen aus Gutachtenvergütungen von Justizbehörden in Höhe von mehr als 12,5 Millionen Euro erzielt haben. Als Gegenleistung habe der Staatsanwalt von August 2015 bis Juli 2020 mehr als 240.000 Euro erhalten.

Laut Staatsanwaltschaft soll der 54-Jährige im Jahr 2005 das Unternehmen auf Initiative des Beamten gegründet und seitdem geleitet haben. Geschäftszweck sei überwiegend die Erstellung von Gutachten für Justizbehörden gewesen.

(...)

Audio 00:44 Min. | 25.07.20 | Udo Langenohl
Ermittlungen gegen Frankfurter Oberstaatsanwalt [Audioseite]



German director of public prosecutions resp. attorney general of the federal state of Hesse arrested due to overpriced expert reviews from his corrupt expert network (July 2020 & July 2021)

Bild © picture-alliance/dpa (Archiv)

Hessenschau (2021).

Your solution: property rights ai.gents



1) Your client experiences patent infringement due to a product or owns a product which infringes a patent? Or are you a judge who needs assistance in patent infringement proceedings?



3) Use your chosen patent related experts to write expert reviews for court hearings for every level of jurisdiction. Increase your chance of winning the respective court case. Or improve your judicial decision as a judge.



5) The deep-tech method and the AI-software of "property rights ai.gents" are the first ever of their kind to digitalise court cases in patent infringement proceedings through deriving the right experts from respective patents.



2) We analyse the relevant patents with our experts & AI-algorithms for identifying the right experts in theory and practice.



4) Have the best possible expert reviews for a better & transparent price. Enlarge your network of experts for now and the future.



6) Protect yourself from unsuitable experts from old or unwanted insider networks. Win the case. Improve the judicial decision.

property rights ai.gents is an AI-supported service to consult you to find the right expert with the best possible expert review for a patent related court case.

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Thank you!

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Want to invest?

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