

IP Licensing Opportunities



Our client (FTSE 250 listed) is a world leader in its sphere of activities. It is involved in providing a range of products and services for every stage of the life cycle associated with its customers' needs. The company's strategy is to focus strongly on delivering key innovations to its customers worldwide which add value to their businesses.

Like many large companies its success is based on its ability to innovate and bring new products to market – not only to secure its own market positioning, but also to allow their customers to become more efficient. Much of this innovation is underpinned by a strong and growing patent portfolio comprising several hundred patents and patent applications.

As with any organisation managing a large patent portfolio, the company was seeking to establish whether or not new commercialisation opportunities exist for its inventions. In particular, it was keen to understand which parts of its portfolio had wider application.

We were commissioned to provide an independent review of the company's patent portfolio and to assess which technologies had potential licensing opportunities.

Using a range of analytical methods we identified the most promising inventions and identified several patent clusters that might offer licensing opportunities. The work that we undertook resulted in our providing a report encompassing market and company information, which enabled the company to take the first steps in a process towards identifying licensing opportunities and the markets in which they potentially exist.

“Coller IP Management has taken us a step forward in helping us to understand how we might leverage greater value from our IP” - IP Director

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