

* IP Portfolio Out-licensing Opportunities* Excavator Attachment Division

Overview

One of the leading European excavator attachment manufacturer approached Ingenious e-Brain Solutions to identify companies to whom they can out-license their portfolio in order to increase their revenue growth.

Approach

In-Depth analysis of client portfolio were performed. Patents are then categorized according to technical features and applications. Various analysis like patent strength calculation, patent life term, patent infringement were performed.

Outcome

We identified **six assignees whose products are infringing** upon the patents of our client . Complete **infringement claim charts** were provided for each assignees. **Financial insights** of all six assignees were included in the final report to help client in judging the companies before reaching to any licensing agreement.

Methodology



Activity-A

- Conducting Patent Portfolio Analysis
- Categorizing Patents According to Technologies
- Conducting Patent Strength Analysis
- Identification of Patents to Out-Licence

Activity-B

- Conducting Patent Landscape in Technology Domain of Patents to Out-Licence
- Identification of Emerging Players in each Technology Domain
- Identification of Key Players in each Technology Domain

Activity-C

- Conducting Primary Calling with the Identified Potential In-Licensors
- Providing the List of Companies Interested in Licensing Opportunities

Potential Licensees




Assignee Strength Analysis

Assignee	Strength Index	No of Patent Families
Bobcat	89.00	350
Kamatsu	78.00	279
Rockland	69.00	240
Verga	58.00	200
Felco	43.00	190
John Deere	35.00	100

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Claim Feature Mapping

Key Independent Claim Features	Rockland Model EB20
<p>1. an attachment for an excavator bucket</p>	<p>Rockland SS Severe Service Excavator Buckets are guaranteed against failure due to defective design, materials, or workmanship for a period of one year or 2,000 hours.</p>
<p>2. The attachment shown is steel bar, support at the bottom of the teeth</p>	 <p>IEBS Comment: It can be shown from the image that the excavator bucket has a steel bar at the bottom.</p>
<p>3. The attachment is a plastic coated or rubber coated.</p>	<p>IEBS Comment: Type of coating done on the attachment is not mentioned.</p>
<p align="center">Infringement Comment</p>	
<p><i>Rocklands excavator bucket attachment model EB20 is having a steel bar attached at the bottom hence found to be infringing upon the independent claim of the patent.</i></p>	