

PATENT^{PLUS}

PATENT SPEND VALUE IMPROVEMENT PROGRAM

ARE YOU
SIGNIFICANTLY
OVERPAYING FOR
PATENT RENEWALS?



THE CHALLENGE

- Maintaining an organization's patent portfolio is critical to its future prosperity
- The highly-specialized supply base plays on the risks of allowing a patent to lapse
- Suppliers can conceal unauthorized charges in their invoicing
- Many patent owners pay significantly more than they need to each year for renewals

THE SOLUTION

For companies with a large portfolio and high patent spend, the right intervention can typically deliver more than 20% cost reduction – potentially returning millions each year to the bottom line without compromising IP protection. This is where the Patent^{Plus} program can help.

THE PATENT ^{PLUS} PROGRAM

The Patent ^{PLUS} program is a high impact results-based program that can deliver immediate and significant cost savings at no risk to your business. Our program will review your patent renewal spend (also known as ‘annuities’) with your current suppliers and identify opportunities for cost reduction. It will also equip and enable your team to better manage these suppliers moving forward.

The program is delivered through a collaboration between procurement and negotiation experts Positive Purchasing Ltd and patent renewal experts Patent Annuity Costs Ltd. Together we combine best practice procurement category management with proven patent market and cost analysis expertise to create a winning solution with an exceptional return on investment.

HOW IT WORKS

The program operates across two phases:

Phase 1: Diagnostic

Reviews your current situation and identifies the potential benefit opportunity for cost reduction and better patent renewal management in your organization.

Phase 2: Delivery

Should you decide to proceed with our recommendations, we will deliver these benefits into your organization and, where appropriate, establish new contracts with your providers.

DEVELOP YOUR CAPABILITY

This program is designed to equip your teams with an understanding of how suppliers gain advantage. It provides key tools to better manage suppliers and spend, as well as develop a plan for the future.

This 1-day workshop includes:

- Pre-work: delegates will be given a pre-work brief covering what data and information to collect prior to the workshop
- Introduction to patents, patent renewals, the patent annuity payment provider market and how it works
- How suppliers gain advantage
- Determining business requirements for patent renewals
- Determining the value levers for patent renewal spend
- Data and information to collect - develop a data plan, assign actions
- Current spend analysis and the journey ahead
- Supplier risk analysis
- Selecting the right patent annuity payment provider
- Managing the relationship with your chosen supplier
- Getting the rest of the business on-board
- Planning next steps

Contact us at

team@positivepurchasing.com

PHASE 1: DIAGNOSTIC	1 DISCOVERY KICK-OFF TRAINING WORKSHOP	<p>Project kick-off, training and data round up</p> <ul style="list-style-type: none"> • 1-day best practice patent supplier management training course for key staff and stakeholders (up to 16 delegates) • Provide patent annuity spend data, records, supplier contracts and information as per ‘required data list’ or as we agree
	2 ANALYSIS	<p>Data review and opportunity analysis</p> <ul style="list-style-type: none"> • Deep dive analysis of information provided • Analysis of historic supplier invoicing • Opportunity analysis and prioritization • Identify scope for new value and enhancements • Review current ‘state of things’
	3 REPORT	<p>Phase 1 report</p> <p>Outlining scale of opportunity, review and detailed recommendations</p>
PHASE 2: DELIVERY	4 IMPLEMENTATION SUPPORT	<p>Optional/on-demand support for implementation of Phase 1 recommendations</p> <ul style="list-style-type: none"> • Develop and/or run a competitive tender • Managed negotiations with suppliers (using our Red Sheet[®] negotiation approach)
	5 CONTRACT	<p>Optional/on-demand support to agree new contracts with providers</p> <ul style="list-style-type: none"> • Agreeing new core terms and conditions • Agree new forms of contract (or develop existing)

The Patent ^{PLUS} program is developed in collaboration with Patent Annuity Costs Ltd, experts in patent renewal cost reduction and specialist supplier management.

Patent Annuity Costs

Investigate - Pursue - Recover