



Service Catalogue

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Content:

1. Project objectives, plan, and business proposal
2. Next generation patent renewal system
3. Results

Files that accompany this document:

- Standard workflows
<https://drive.google.com/file/d/1Ri0OUVVRNDyRPTKYU3M279HNhwhJxx0k/view?usp=sharing>
- System catalogue
https://drive.google.com/file/d/1af6YA6Oz2EfYSyJ_Cwg1PBdGm6PprRm3/view?usp=sharing



Objectives

1. Lower your risk of losing clients to other IP law firms or renewal providers by providing you with a global optimised payment system that lowers the total costs of IP renewals to your clients.
2. Lower your operational risks and optimise the efficiency of your internal resources by automating most of the day-to-day tasks that would normally require the actions of a patent administrator.
3. Grow through using a white label service and online system that you can use to positively differentiate from competitors, attract new clients and grow your recurring revenue on IP renewals.

Business offer

We offer you a flat fee per renewal that is inclusive of:

1. Full data verification.
2. Onboarding of your client and patent portfolio to patentrenewal.com.
3. Personalization of the platform to your specific workflows.
4. Training and support during onboarding.
5. White label platform and service stamped with your brand.
6. Price quotes for existing and new clients.
7. Online and offline support with dedicated account manager.
8. Operations consulting to help you optimize your workflows.
9. Commercial support to help you expand your recurring revenue on renewals.

Project implementation phases

There are three main phases of the partnership and the setup. For a detailed description of the onboarding and expansion stages, contact us.

1. Agreements and alignment of the commercial partnership.
2. Onboarding and initiation of the procedures, platform and portfolio handover.
3. Renewals support services start and on-boarding of your clients.

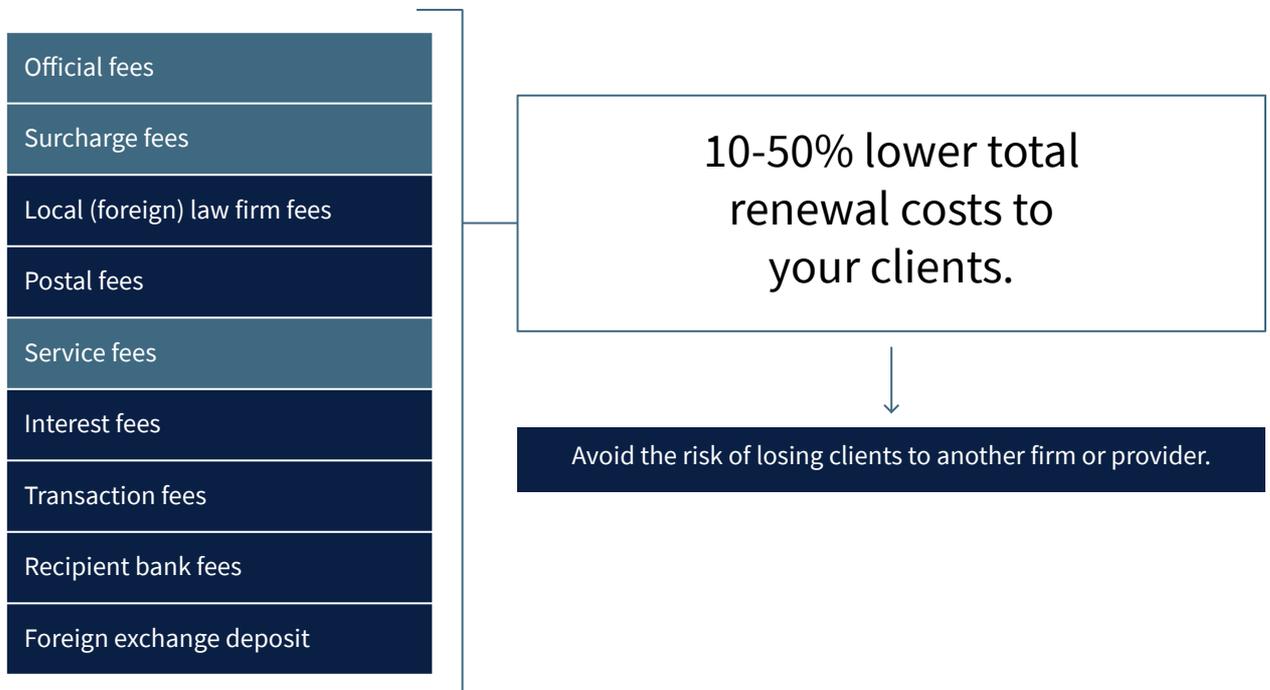


Focus on total renewal cost

You can lower your risks of losing clients to another firm or provider by leveraging our global optimised payment system. With the platform, you can lower the total costs of renewal of your clients while leaving room to optimize your fees.

How does it work?

We pay directly to national patent offices and use fintech to lower all your clients' transaction costs like postal fees, interest fees, transaction fees, etc. This optimisation exercise accounts for 10-50% of client invoices depending on the jurisdiction.



Flexibility that fits your existing workflows

You can centralize the management of your clients' renewal payments while enabling client specific workflows and schedules. For a detailed description of the onboarding and expansion stages contact us.

How does it work?

You can choose whether you want to be responsible for receiving instructions from your clients, or grant them accessibility to instruct renewals online. With the same flexibility, you can decide if you want to retain exclusive contact with all your clients, or have us fully support you with direct client notifications and invoices on your behalf.



Efficiency growth

All our customers experience a steep growth in efficiency thanks to a more intuitive and leaner way of implementing their same workflows.

“Patentrenewal.com brings a 10x multiplier in terms of both ease of use and speed of use. We’re able to quickly and easily execute on renewal instructions, and transfer relevant and new case data.”



Gerard van Walstjin
Managing Partner at Nordic Patent Service

Full IP renewal service

“They take full responsibility and make both me and my partners feel totally at ease, knowing that everything concerning patent renewals is well under control and easily managed by our administrators. They emphasize focusing on total yearly costs reductions instead of “just” talking about fees, which I find is spot on and what every company needs to be fixated on. Lastly, I always receive effective expediency and fast response time. Patentrenewal.com has my highest recommendation for any patent holder or IP law firm.”



Peter Koefoed
CEO at Inspicos A/S

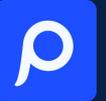
Deeper client relationships

Offering your clients a more competitive service will help you positively differentiate and strengthen you position to fend off competitors and attract new business.

“Changing to patentrenewal.com has saved us more than 50% on our yearly patent annuity costs and at the same time given us a very helpful overview of portfolio, cost and timing. This is an overview we could not easily obtain with our former provider. The level of service is great and the transfer of patents has been easy. I would absolutely recommend patentrenewal.com”



Thomas Binzer
VP R&D at Sophion Bioscience A/S - client of IP law firm using patentrenewal.com



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Articles if you are curious

- Shortening the value chain of patent renewals.
<https://www.patentrenewal.com/navigating-patent-renewals-shortening-the-value-chain/>
- 5 reasons why your clients are moving to a new patent renewal service.
<https://www.patentrenewal.com/5-reasons-why-your-clients-are-moving-to-a-new-patent-renewal-service/>
- 146 due diligence questions to audit your next patent renewal provider.
<https://www.patentrenewal.com/navigating-patent-renewals-146-due-diligence-questions-to-audit-your-next-patent-renewal-provider/>