



# \*TRUST

trʌst/  
*noun*

firm belief in the reliability, truth,  
or ability of someone or something.  
*"relations have to be built on trust"*

TRUSTED\* PARTNER



## Who are we?

Nordic Patent Institute is a partnership between the patent offices of Denmark, Norway and Iceland. Our Prior art Search services draw upon the expertise of patent examiners in the Danish Patent and Trademark Office and the Norwegian Industrial Property Office. Furthermore, we have been appointed by WIPO as a PCT Authority. We offer a wide range of Prior art Search services based on the philosophy of delivering high quality and customized products that meet the customer's need.



## USING PATENT EXAMINERS FOR PRIOR ART SEARCHING

The unique skills of patent examiners can provide useful and valuable benefits to business, R&D efforts and strategies because:

- patent examiners are well educated in sciences and technologies
- they are highly trained in search and examination
- they have access to state of the art searching tools and databases
- they have excellent language skills

## DECADES OF EXPERIENCE IN WORKING WITH COMPANIES

We have decades of experience in working with companies, from SMEs to some of the world's largest technology driven companies.

Together we have developed a cooperation model based on tailor-made solutions, helping each customer to better identify his needs and us to better understand his business.

### Do you experience a lot of fluctuation in your workload?

We work with a number of companies that have realized that workload fluctuations put undesirable pressure on their internal search departments. Too much fluctuation in workload can:

- highly effect flexibility
- bring unintended high fixed costs
- add undesired pressure to the work environment of the searchers
- Increase the risk of low search quality

- Increase the risk of haste decision making with regards to outsourcing, leading to lower quality, higher costs and incompatible products.

## OPTIMIZE INTERNAL RESOURCES WHILE MAINTAINING HIGH FLEXIBILITY & QUALITY

Instead of increasing the internal capacity these companies chose to cooperate with Nordic Patent Institute. Thereby they optimise their internal resources while maintaining flexibility and quality.

With close cooperation we can provide the same product as your internal searches. We will follow your guidelines and deliver in your desired report frame. We can appoint a technical account manager that

## Patent Watch Services with IPsurvey®

IP Survey® is an electronic watch tool which you can use if you want to keep an eye on the patent activity in your business area. You define the area and IPsurvey® will give you periodic overviews with new relevant documents. The results are kept in a database where you can search and add comments to the documents.

Data is presented with bibliographic information, figures and abstracts. With a single click you can see the whole document. You can also add your own information to each document in the form of actions, comments or index words. They will then be searchable in line with the rest of the database. Everyone in your company, whom you give access, can use the database and provide it with additional input. In this way IPsurvey® is an excellent tool for knowledge sharing.



will learn to know your business, meet with your searchers and make sure that everything delivered is in accordance with the agreed guidelines. During each search there will be direct communication between your technical contact and the actual examiner performing the search.

Finally, some of our clients have chosen the option of having our examiners working at their own premises for shorter or longer time periods in order for them to familiarize themselves fully with their technology and search methods.

### **Do you find it time-consuming and complex to use external search resources?**

Companies that outsource searches on a more *ad hoc* basis often find that they use a lot of resources in defining the search scope and purpose, negotiating price and delivery time and general administration.

A framework agreement with Nordic Patent Institute predefines this, providing you with a smooth, cost effective way to secure predictable cost and deliverables. You can even have pre-assigned examiners that understand your business and technical area in depth.

Using our experienced patent examiners for your search and analysis will provide you with a targeted and concise result without irrelevant references.

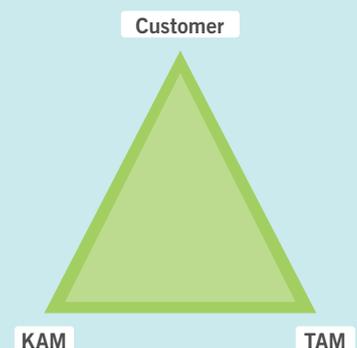
### **Do you encounter searches that fall outside the core competence of your internal search team?**

In a dynamic business environment many of our clients experience that they sometimes lack search competences in specific technical fields. This can be due to technological development outside the company's main technology area, a result of a merger/acquisition or simply a change in the search staff.

By utilizing the 150 experienced examiners at the Danish and Norwegian Patent Offices, we can perform high quality searches in all technology areas. The exceptional language skills and the diversity of our examiner group gives us capability to search in over 30 languages, thus we are often able to help with native language searches.

### **The trusted partner triangle.**

Customers who have signed a Framework agreement with Nordic Patent Institute are assigned both a Key Account Manager (KAM) and a Technical Account Manager (TAM). The KAM acts as the key interface between us and the customer, making sure that the customer's needs are met at all times, while the TAM manages all technical aspects of the relationship, learning the technology and making sure that everything delivered is in appliance with the agreed guidelines.





### **Do you encounter a growing number of legal challenges from competitors or Non Practicing Entities?**

Some of our clients experience that legal conflicts demand an increasing amount of resources. Legal conflicts are impossible to predict and they will always put significant pressure on internal resources. This draws attention and focus from R&D and other important core business activities.

Invalvidating threatening patents can save huge amounts in litigation cost, possible damages and royalty payments.

We have a proven track record and reputation of delivering quality invalidity searches. In more than 70% of these searches we find either new novelty destroying or obviousness type of prior art.

Through feedback from our customers, we know that our searches have proven to have high credibility in legal proceedings.

### **Are you confident that your business secrets are kept confidential when outsourcing?**

It is critical for all our clients that business secrets are handled in a proper and secure manner. We know that loss of rights and leak of information can be financially devastating for a company.

As patent offices, we know how to handle business secrets. Our searches are performed on-site, by patent examiners using approved databases via secure lines.

All our employees have signed non-disclosure agreements and we can exchange documents through a fully secure, encrypted SSL-enabled (https) web server solution.

### **A pragmatic solution to deal with workload peaks**

“The cooperation between Nordic Patent Institute and our in-house search team has proven to be a valuable instrument in gaining a better control of the workload peaks without putting additional pressure on our searchers. Thereby we have managed to preserve the quality of the work and maintain a healthy work environment. It has been an excellent partnership where Nordic Patent Institute has become an extension of our work group.

*- Head of IP at a leading US Chemical manufacturing Company.*

