

Global communications company extends standards-based licensing program with potential to generate hundreds of millions in licensing revenue

“By supplementing standards based documentation with technical evidence of use, Chipworks helped us strengthen our negotiating position. In light of their responsiveness and ability to run parallel programs, they continue to support us in related licensing campaigns.”

— Senior Licensing Executive

SITUATION

A world leader in communications and networking was seeking to generate additional licensing revenue, by asserting a number of wireless networking patents potentially being infringed by a number of large players in an adjacent market. The company initially used internal resources to document evidence of use on the standard. However, given the relative size and sophistication of its opponents and the likelihood of litigation, it sought additional technical analysis to solidify its evidence and ensure it could negotiate from a position of strength. The company turned to Chipworks for independent third party analysis, and its capabilities in documenting evidence of use based on standards literature, as well as multiple technical techniques.

CHALLENGES

- Identify and document technical evidence of use to supplement standards-based results
- Find an objective third party capable of providing technical evidence of use beyond standards-based literature

CHIPWORKS SOLUTION

- Delivered over 10 claim charts in six months
- Mapped relevant patent claim elements to the results of technical analysis involving functional testing and lab observations
- Performed functional verification of several devices, including computer-based products and networking equipment

RESULTS

- The client was able to substantiate its internal findings with technical evidence of use provided by Chipworks
- Armed with Chipworks’ claim charts, the client has moved to litigation with select targets
- The client has the potential to earn hundreds of millions in licensing revenue