

## Law firm helps negotiate royalty reduction for global computing giant

“Without Chipworks our case would have been much weaker. Chipworks helped us prepare for litigation by providing credible third party analysis, which is what you need going into a courtroom. Both my client and I were very pleased with their work.”

— Senior Partner,  
Patent Litigation,  
Global Law Firm

### SITUATION

One of the world’s computing giants, with revenue exposure in the billions of dollars, was served notice of patent infringement by a smaller player. It decided to make offense part of its defense, i.e., find patent infringement by the smaller player. Its law firm trusted Chipworks’ Patent Intelligence Services to help identify and fully leverage their best patents and develop a successful IP strategy.

### CHALLENGES

- Reduce royalty payments to the aggressor
- Provide credible third party evidence of infringement of seven patents by a wide range of the aggressor’s product lines, and support it in court with a credible and professional third party fact witness

### CHIPWORKS SOLUTION

- Proceeded in two phases: phase one produced sufficient evidence to serve notice to the aggressor and phase two provided the detailed infringement evidence required for the court
- Within four months, conducted a variety of tests including electrical, environmental, and physical testing to document infringement
- Many of the tests required a custom testing apparatus, which Chipworks conceived and built
- Acted as fact witness to the court

### RESULTS

- The outside legal counsel trusted Chipworks world class technology analysis to mine their portfolio and prepare for litigation
- Delivered a total of 39 reports over a period of 18 months
- Provided the giant with the evidence it needed to reach an acceptable agreement with the aggressor, significantly reducing its royalty payments
- Reduction in royalty payments paid for the investment in Chipworks many times over