# Confidential Intake Patent Listing Questionnaire

Thank you for your interest in having us assist you monetizing your patent (s). In order to proceed with our complimentary initial evaluation, we need you to answer a few questions.

This form is designed to gather the information required to create the proper documentation to be used for evaluating and eventually marketing the patent(s) you place with us. Please fill out the form as completely as possible. Use one form for each patent family if appropriate.

Upon receipt of this information, we will perform an initial technical and commercial evaluation of your patent(s) and confirm whether we believe the have a potential for sale, licensing or any other monetization program that may be available. We will treat anything you tell us in confidentiality and destroy this document as soon as it is no longer needed.

Please return the completed questionnaire to info@tangibleip.biz.

## Seller Contact Information

Provide name, title (if applicable), company name (if applicable), address, phone and email. If contact is not

authorized to sign legal agreements on behalf of Seller, please also provide contact information for authorized

signer.

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## How Did You Hear About Us?

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## Patent Number(s)

List all patents, issued AND pending as well as all foreign counterparts thereof. Group by families when applicable. If you have a table or spreadsheet, you can simply insert it below or attach it as an Appendix. **\*Please note, we do not broker portfolios with less than 2 issued US patents.** You can read more about our criteria and reasoning on our website: <http://tangibleip.biz/patents-wanted>

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## Prior Art

For each patent or asset listed above, was a prior art search conducted to find related patents or non-patent literature filed prior to the priority date of the asset?

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If you answered in the affirmative to the above, was the prior art search conducted in-house or did you hire a professional?

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## Potential Infringement

Have you done any research to ascertain whether someone is practicing the invention?

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Based on the information you currently have, is anyone to your knowledge practicing your invention? In order to establish infringement, one must demonstrate that each element of a patent claim is practiced by a third-party product or service (*e.g.*, if claim 1 of your patents has 5 steps, each of these 5 steps must be present in the infringing product/service).

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List all companies or entities that you suspect are currently practicing the invention and explain how and what products or services embody the patents. Provide links to all relevant datasheets, product description, etc.

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For each potential infringer (if any), how long have they been selling an infringing product/service to the best of your knowledge?

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When did you first find out about the said alleged infringement and how?

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How easy/difficult is it to detect the infringement in each case? ("easy" means you can detect infringement simply by looking at the product or related marketing literature; "difficult" means nothing is readily ascertainable and you need to perform reverse engineering to be able to understand how the product is using the patented technology)

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## Technology Area

Use less than 5 words. (e.g. “Content workflow management system”)

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## Patent Ownership and Inventors

Who owns the patent(s)? Do you have authority to sell or license those? Who is the current assignee of the patent(s)?

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Are all named inventors on the patent(s) employees (present or past) of the entity owning the patents? If yes, were they all under an obligation to assign their inventions to that entity?

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Has there ever been any dispute as to the ownership or inventorship of the patents? (e.g., inventor name(s) removed from an application that led to an issued patent)

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If the owner of the patents is a corporation or company, is the company still in good standing with the proper authorities and has it paid all taxes due?

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## Encumbrances

Are there any licenses, lien or security interests, etc. that could diminish the value of the patent, your ability to monetize it, or be an impediment to the sale? List all current licensees, lien holders (e.g. banks, investors, etc.) If yes, please provide details.

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## Litigation/Notice of Infringement

Have any of the assets or patents ever been litigated, or has anyone been put on notice of infringement? If yes, please provide details.

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## Maintenance Fee Payments/Deadlines

Are there any maintenance fees due in the next 3-6 months to maintain an issued patent or pending application, or a deadline to respond to a patent office action? If yes, please provide details.

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## Reasons for Exploring a Sale/License

Explain the reasons that motivate why you want to monetize these patents (e.g. not being used, company is no longer in operations, patents are infringed, etc.)

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## Summary Description of Technique Described in Patent(s):

Use 15 words or less (e.g. “This improves the way people can search the web using location as a filter to only see relevant results”)

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## Invention/Reduction to Practice

Please provide the context in which the invention was made? When was it reduced to practice for the first time, i.e. you could confirm the solution you found actually worked? Is regulatory approval (e.g. FDA) required before a product implementing the patent(s) can be brought to commercialization?

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## Underlying Technology

Have the patents been embodied in a product or service? If yes, since when and please provide details? Are the products/services still offered commercially? If yes, please point to website detailing such activities.

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## Patent Marking

Have you marked your product or service with the patent information, either on the product or virtually (e.g., "Pat. #,###,###" or "Pat. Pending")? If yes, please provide details.

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## Sales Generated to Date

Have you generated sales with any product practicing the patent(s)? How much? If this is confidential, indicate “yes” but otherwise leave this blank.

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## Problem Solved by the Technology

Please describe the problem that the technology embodied by the patent(s) is designed to solve. Or explain what the technology is capable of doing that cannot be achieved by other means.

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## Before & After the Technology

Please describe how the industry standard of practice was changed by the introduction of your technology to the space (e.g. how was it being done before, and how did it change after your technology was introduced)

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## Competitive Advantage

Describe why the technology is superior to the competition.

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## Standards Body Participation

Has the inventor, patent owner of any employee thereof been involved in any participation with a standards setting organization related to the technology embodied by the patent(s)

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## Past Sales or Licensing Efforts

Have you approached third parties or been approached by others with respect to either selling or licensing the patents? If yes, please provide details.

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## Past Brokerage Activities

## Have you worked with any patent broker or other type of intermediary in the past regarding these patents? If yes, please specify who and whether their contract is still in place. Also, please identify any company or entity that would have seen the listing as a result of past brokerage activities.

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## Primary Commercial Application

Identify the primary target market & how the technology is productized or otherwise delivered to customers:

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## Other Potential Applications

Describe additional markets, products in which the technology could be deployed:

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## Potential Licensees

List all companies or industries that might benefit from practicing the invention and why.

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## License Back

Will the seller require a license grant back to the patents after the sale? In other words, will you need to continue commercial activities that require the patents to be licensed along with a product or service?

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## Patents Additional Information

If you have any additional information that you would like to provide in relation to these patents, please do it here and provide links to appropriate resources.

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## Price Expectations

What would be a reasonable transaction value for the seller?

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Patents sales are very market driven and several patents end up not selling, oftentimes because the asking price is perceived as too high. Although we do our best in all cases to help you sell your assets for the highest possible price, flexibility is key. In that context, what is the minimum price you would be willing to accept?

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