

Propriété et Communs

Les nouveaux enjeux de l'accès et de l'innovation partagés

Séminaire international - Paris 25-26 avril 2013

Yann Dietrich

France Brevets

A new approach of create value with patents



France Brevets

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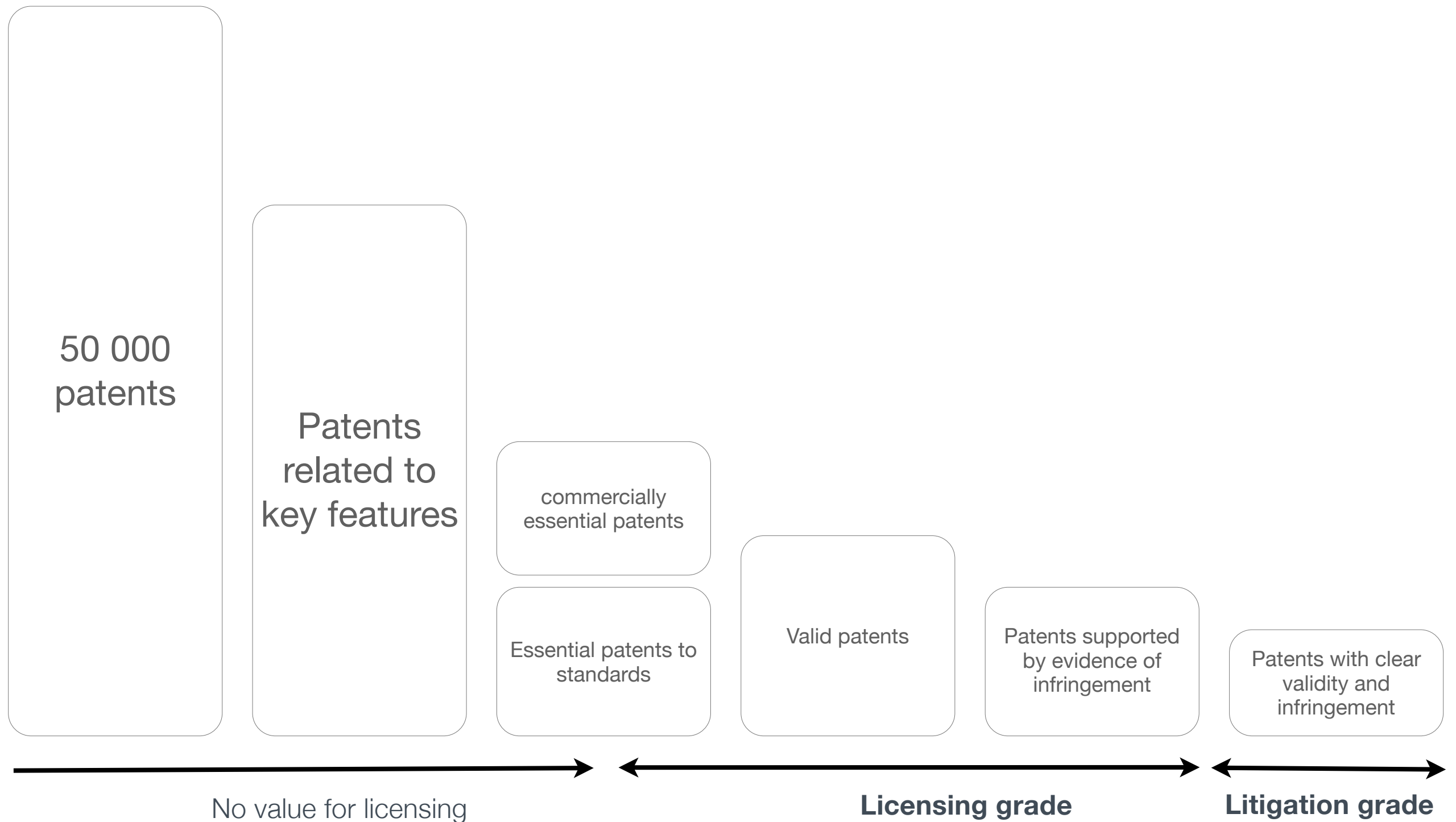
AGENDA

Do we know what a patent is?

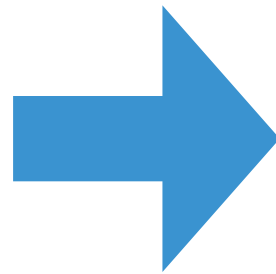
France Brevets, a new
approach of create value with
patents

DO WE KNOW
WHAT A PATENT IS?

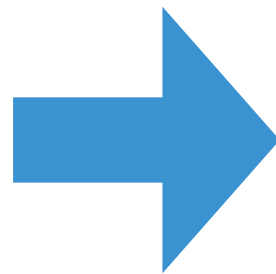
All the patents are not equal



$$V_{\text{alue of a Patent}} = S_{\text{trength}} \times B_{\text{usiness}} \times D_{\text{etermination}} \times T_{\text{ime}}$$



SMEs vs. Large companies



Territory

Patent becomes a business model for company

PHILIPS
sense and simplicity

QUALCOMM


NOKIA
Connecting People

ERICSSON 
TAKING YOU FORWARD

Patent emerges as an investment opportunity

INTELLECTUAL
VENTURES

ACACIA
RESEARCH
CORPORATION

MOS
AID


IPVALUE
Return on Invention™

Patent is an asset

NORTEL



MOTOROLA

AOL 

1990

2000

2010



FRANCE
BREVETS



IP investment & licensing
company

with 100M EUR fund available
through investors

Operational since January 2012

IP as a new form to finance new innovation cycle



How do you find financing & skills to kick off this cycle?

IP investment fund: how do they help?

financing

Financial risk of developing a licensing programs and litigation if required

Optimizing returns through revenue sharing and reduced time to monetization

Skills

Defining a licensing strategy compatible with the business model of the company

Executing & delivering a licensing programs

Fields of intervention

Cloud Computing.....wireless ...video coding ...UI & HMI ... GNSS



Smart Grid / Smart Devices ... Batteries ... LEDs Electric vehicle



MedTech ... biofuels ...materials



OUR FIRST PROGRAM



NFC PATENT
LICENSING PROGRAM

inside
SECURE

orangeTM

REPUTATION

Establish Inside Secure technological
leadership through licensing of their
patents



FUNDS & SKILLS

The licensing effort is funded by France
Brevets, incl. enforcement if required

Profit sharing model with time-bounded
objectives

Personal track records of FB individuals
in licensing



BUSINESS COMPATIBLE

Compatibility with their chips business
was critical

We set-up a model we think can
enhance their business



MERCI