Inlecom 2022 Patent Tender

Overview and Q&A Session

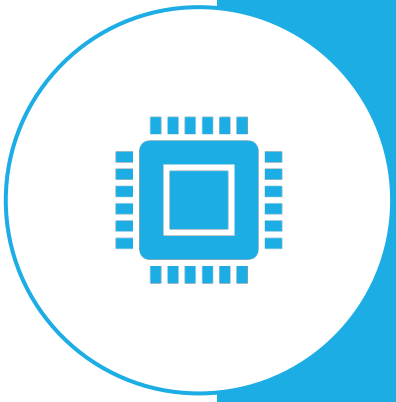
Yash Chadha, Jenny Rainbird, Angela O'Sullivan, Bremini Sudarshan, Dr. Pat O'Sullivan

20th July 2022, 9am-11am GMT

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Purpose of the meeting

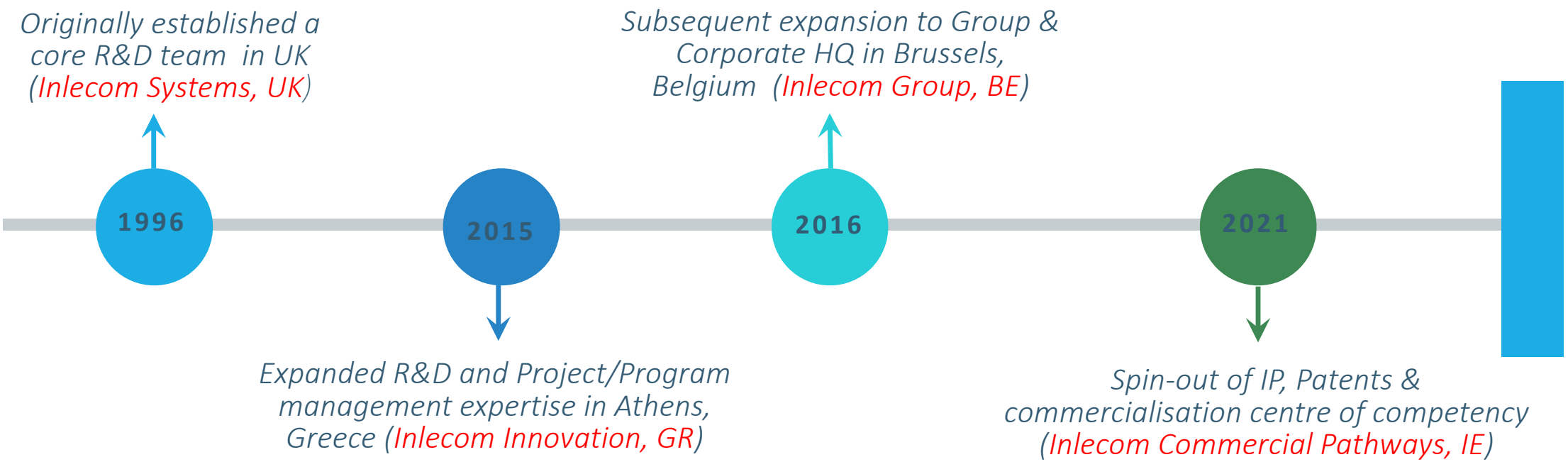
- *Quick Introduction of Inlecom Offices across EU*
- *Background on patents in the context of EU projects*
- *Line by line explanation of the Inlecom 2022 patent tender quotation template*
- *Summarize important considerations, particularly timelines and why final quotes needing to be absolute*
- *Take any final Qs attendees may have*



Feel free to ask Qs at any stage, through the chat or through raising your hand, the purpose of this session is Q&A

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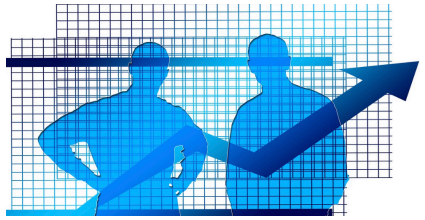
INLECOM
Research & Innovation Management Consultants



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INLECOM Group Mission

Research & Innovation Management Consultants



Understanding the EU's strategic innovation needs/imperatives and advancing these through ideation, consortium building, proposals submission in support of the EU Industry and SME Sectors

Guiding operational, executional and technical direction through project management oversight in European Commission funded Research & Innovation projects

Building Proof of Concepts, Prototypes, Demonstrators that can seed and incentivise industry adoption

IP protection to retain strategically and commercially sensitive IP "within Europe" for "for Europe" and to underpin commercial and competitive opportunities/advantages for EU SMEs

Consultancy & support to EU SMEs on how to leverage project outcomes towards incentivising and achieving business value

Supporting EU Industry (EU SMEs) in advancing commercial outputs from EC funded R&I through consultancy, support, spinouts and continuity funding support

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INLECOM & EC Funded R&D Patents

- *Successful patents are a growing interest and priority at the EC - for various reasons this is growing in importance at the EC year to year*
- *From the EC's perspective, patents protect strategically and commercially sensitive innovation "within Europe" and "for Europe"*
- *EC studies show IP-intensive activities account for 39% of EU GDP (circa EUR 5 trillion annually) and help generate 35% of all EU jobs*
- *Of particular emphasis at the EC is EU SME's benefiting from EC expenditure on patents – to help/support SME growth, SME competitive advantages, SME reputational advantages*
- *The collective Inlecom staff have >450 granted patents from our collective professional work*
- *To date all patents that we have filed across all EC funded projects have been successfully granted, i.e., thus far a 100% grant/issuance success rate*
- ***Success in granting is an important KPI** – EC funded R&D is it's EU taxpayers funding, a failed/rejected patent does not credit the project, has no value to the assignee, does not credit the EC, and is reputationally damaging on a few key axes to Inlecom as the leader in this area*

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Important background – before we go into the Tender details

- *EC Projects are typically funded for 3-4 years in duration*
- *The funding landscape is very competitive - researchers compete across Europe for EC funded projects, circa 1 in 10 applications succeed*
- *Typically, projects range in size from 10 partners/€5M to 40 partners/€20m*
- *Typically, projects allocate a **fixed budget** in the "Grant Agreement" for Patents - - we absolutely have to live within these budget clips, there is zero room for increasing budgets, **and this is why we have insisted in fixed price quotes in the tender***
- *Typically, the number of patents in a given project is a contractual commitment, we have to deliver this number - - depending on the budget allocated we then decide how many filing regions we can afford so as not to exceed allocated budget*

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Let’s now dissect the quotation template and go through this line by line and in detail

Feel free to ask Qs at any stage, through the chat or through raising your hand, the purpose of this session is Q&A

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Inlecom 2022 Framework Tender

The following table captures commital pricing and cost information in connection with the described services for patents in European R&D Projects during 2022-2026

EU Projects - upper limit of 28 Patents
1) PROBONO, 2) DTG4S,
3) 5G-Timber, 4) CISUTAC,
5) ETERNAL, 6) CHORIZO,
7) DIVINE, 8) URBANE,
9) RENEW, 10) SynAir-G,
11) AI4CCAM

Attorney Fees We expect these fees/costs to be consistent and accurate for the duration of the 2022-2026 calendar years, and we assume full filing protocol includes handling assignment signatures, declarations, required POAs and associated paperwork from inventors.	COST €
Innovation Dev and Portfolio Mgt Protocol, including meetings with consortium and with inventors/assignees, full Patent Application Preparation including Preparation of Formalized Drawings comprising Minimum 3 sheets and Full Filing Protocol (Primary Jurisdiction)	€XXX
Novelty Study/Search Report (comprehensive search report summarizing the background/prior patent and relevant published art)	€XXX
Additional admin & handling costs for each subsequent filing jurisdiction (where > 1 filing jurisdiction is involved)	€XXX

Additional Fees/Costs (Incl Translation Fees if required) We expect costs to be reasonably accurate estimates based upon a 30-35 page application and based on empirical actual costs adapted for a current currency exchange rate where applicable and that actual costs may vary by small amounts according to fluctuations in pricing by different agencies of record in different jurisdictions and by different governmental patent offices.	File Only See Note 1	Utility Model See Note 2	C-2-G See Note 3
Belgium	€XXX	*Not Applicable*	€XXX
Canada	€XXX	*Not Applicable*	€XXX
France	€XXX	€XXX	€XXX
Germany	€XXX	€XXX	€XXX
Greece	€XXX	€XXX	€XXX
Italy	€XXX	€XXX	€XXX
Netherlands	€XXX	*Not Applicable*	€XXX
Spain	€XXX	€XXX	€XXX
United Kingdom	€XXX	*Not Applicable*	€XXX
USA	€XXX	*Not Applicable*	€XXX

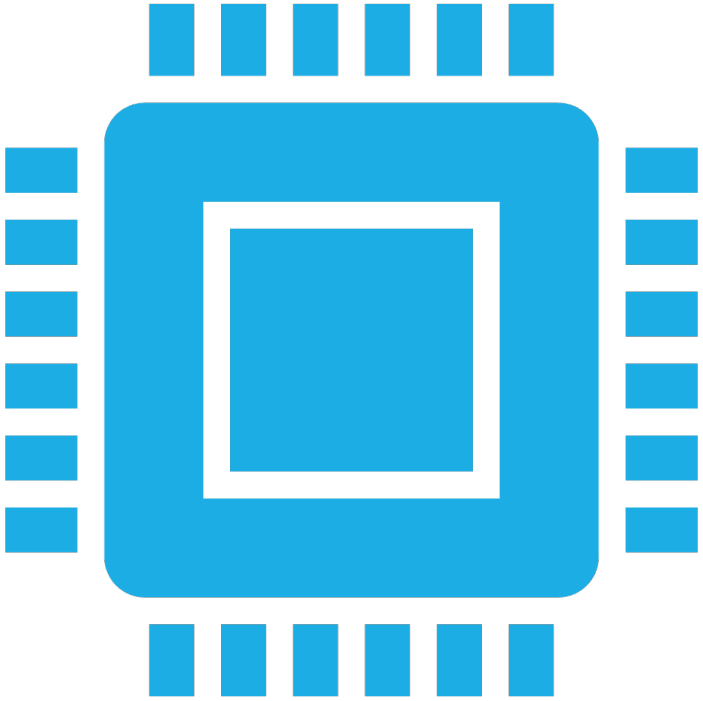
Pre-Negotiated Flat Rate Costs (inclusive of fees in Rows 5 & 6 as well as any required translation fees/costs where relevant) We expect costs to be reasonably accurate estimates based upon empirical actual costs adapted for a current currency exchange rate where applicable and that actual costs may vary by small amounts according to fluctuations in pricing by different agencies of record in different jurisdictions and by different governmental patent offices.	
*EPO - File Only - See **Note 1***	€XXX
*EPO with Unitary Effect - Fully Costed/Fully Loaded C2G to achieve granted/issued patent in all participating EU Member States thereby achieving a Unitary Patent providing uniform patent protection in participating EU States - See **Note 3***	€XXX
EU PCT (<=5 pages) filed in any one of BE/FR/DE/SP/IT/UK incl EPO search & request transmittal and presuming no amendments under Articles 19 and 34 and no Chapter II demand	€XXX
EU PCT (fully developed circa 30 page application) filed in any one of BE/FR/DE/SP/IT/UK incl EPO search & Novelty Study & request transmittal, and presuming no amendment under Article 19 and no Chapter II demand with Amendment under Article 34	€XXX
Belgium+USA (filing to grant, fully Loaded/Fully Costed/Cradle-to-Grave)	€XXX
Belgium+Greece+USA (filing to grant, fully Loaded/Fully Costed/Cradle-to-Grave)	€XXX

Notes/Guidance

Note 1 - "File Only" where the assignee independently addresses post filing costs such as office actions at the patent office, prosecution and any subsequent costs in the stated juristictions

Note 2 - "Utility Model" where there is no examination, no prosecution, and where pricing should include end to end costs such as filing and registration in the stated juristictions

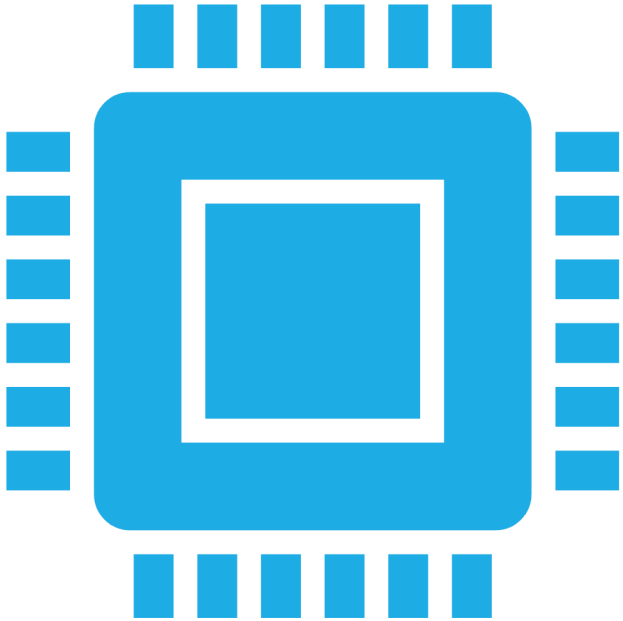
Note 3 - "Cradle to Grave (C-2-G)" - Fully Loaded/Fully Costed for "Formal Patents" including all costs for filing, handling and addressing office actions at the patent office, as well subsequent prosecution costs up to and including formal issuance/granting in the stated juristictions



Important Considerations

- *This is an Inlecom Company led open tender – all quotes must be received by COB 29th July 2022*
- *Owed to fairness & transparency to other actors, we cannot accept quotes beyond July 29th*
- *After July 29th once again, and owed to fairness & Transparency to other actors, we cannot accept changes/revisions to quotes submitted*
- *Feel free to send your quotation to angelaosullivan@inlecomsystems.com*
- *If you have additional questions and/or require additional clarification on anything after this meeting, then feel free to reach out to angelaosullivan@inlecomsystems.com and she will be happy to assist you and/or schedule a follow up call with one of the technical experts in the team*

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Thanks for your time and for your interest in attending

We will update the slide deck with any questions and answers discussed, and re-post to the web site for everyone to access.

Any final Questions before we close?

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Questions and Answers Slide 1 of 3

Q1. Do you want non patent literature search? (how long is a piece of string)

PoS –Yes please, it's important that we file in the knowledge that we understand both the background art and the patent art and file claims that we believe have a high possibility of granting

Q2. Search might be done after you have drafted patent?.

PoS - Search typically happens prior to formal filing, at a point where the attorneys feel best i.e. to understand or to amend claims when you are drafting. Once again, this exercise is all about confidence in finalized claims having a high chance of grating/issuing at the patent office

Q3. Are lines 5 to 7 from the 2022 Framework Tender table intended to include official fees?.

PoS- Lines 5-7 are intended to cover any and all costs that lead to fulfilling a finalized patent application that is approved for filing. Official fees that include filing fees, patent office fees, prosecution fees are to be captured in the rows further down

Q4. Just to reconfirm which lines do we use in a typical scenario from the 2022 Framework Tender table?. You have answered my Q when you reconfirmed a previous Q. All the official fees 9-18?.

PoS-Yes correct, all official fees that include filing fees, patent office fees, prosecution fees are to be captured in 9-18 as well as the pre-negotiated flat rates further down

Q5. Are you always drafting in English?.

PoS-Yes English is correct, For example the inventor could be Greek so if filing in France you would draft in English such that the inventors can reasonably review/amend as needed, and then subsequently translate thereafter as needed



Questions and Answers Slide 2 of 3

Q6. Row 23 from the 2022 Framework Tender table are you imagining that this stage follows on from a first filing?.

PoS- No, the PCT is the principal filing, after which we allow the inventors 24 months to decide if they want to broaden and/or nationalize at their own expense.

Q7-It can take a long time to grant at EPO. Are renewal fees included?.

PoS-We would like to see all costs getting through the EPO and culminating in a final grant included in the quote, so if this needs to include renewal fees at the EPO then these costs should be included.

Q8 - Row 23 from the 2022 Framework Tender table, will costs vary?

PoS- Costs include those to get PCTs filed and all costs thereafter are on the partner to take forward, nationalize, turn in to an EPO application etc etc

Q9. Row 21 from 2022 Framework Tender table are they just validated in countries that have officially endorsed the unitary patent, or would this include nonparticipating members should as UK and Spain?.

PoS- Just those countries that have officially endorsed the unitary patent treaty/agreement apply, if assignees wish to add Spain or UK then the assignee needs to pay these costs

Q10. What happens after the 29th?.

PoS- A panel within Inlecom will meet to review all quotes with a view to making a team decision. There maybe a follow up meeting with some of the attorneys who have quoted if we feel additional clarification is needed. It will likely take us a couple of weeks to finalise a decision as we're aiming to do this in a fair, diligent, unbiased way



Questions and Answers Slide 3 of 3

- Other
  - JR advised that if need any information etc check the Ted Tender portal and also the Inlecom website
  - Yash-Thanked everyone for attending. Yash re-iterated budget is important, the budget is the budget and is fixed, no margin to play with for increasing budgets. Yash also pointed out that EC auditors scrutinize everything up to and including €50 taxi claims, so precision and accuracy in all that Inlecom do in relation to expenditure is essential from the point of view of Inlecom internal processes



Meeting concluded at 10.30am GMT