

Boutique IP Law Firm Realizes Big Client Benefits with MultiLing

Brinks Gilson & Lione Leverages Best Practices in Patent Translation Services to Save Client Money, While Increasing Scope

CHALLENGE:

European Patent Validation Costs Too High for Patentee

With 160 attorneys, scientific advisors and patent agents who specialize in intellectual property, Brinks Gilson & Lione (Brinks) is one of the largest IP law firms in the United States. Clients around the world use Brinks to help them identify, protect, manage and enforce their intellectual property. Brinks lawyers provide expertise in all aspects of patent, trademark, unfair competition, trade secret and copyright law. Based in Chicago, Brinks has offices in Washington, D.C.; Research Triangle Park, N.C.; Ann Arbor, Detroit; Salt Lake City; and Indianapolis.

In 2013, a small pharmaceutical company working with Brinks had successfully obtained European patent rights, which meant its patent needed to be validated in each country where the company wanted its rights preserved. The client initially felt it could afford to validate the patent in 10 countries (a handful of which required translations), but the initial quote by a foreign agent was significantly higher than the patentee believed it should invest. The client was concerned it would need to cut back on the number of countries in which it was seeking validation, consequently forgoing IP protection in some countries. The client wasn't ready to give up, however, so it asked Brinks to find an alternative solution: an IP translation service that also offers validation services.

"An effective IP translation service provider can leverage its resources and best practices in more jurisdictions than possible with one foreign agent, in part enabling patent rights in more geographic cases for the same cost — or even significantly lower," said Ryan Marshall, a patent attorney and managing shareholder of Brinks' Salt Lake City office.

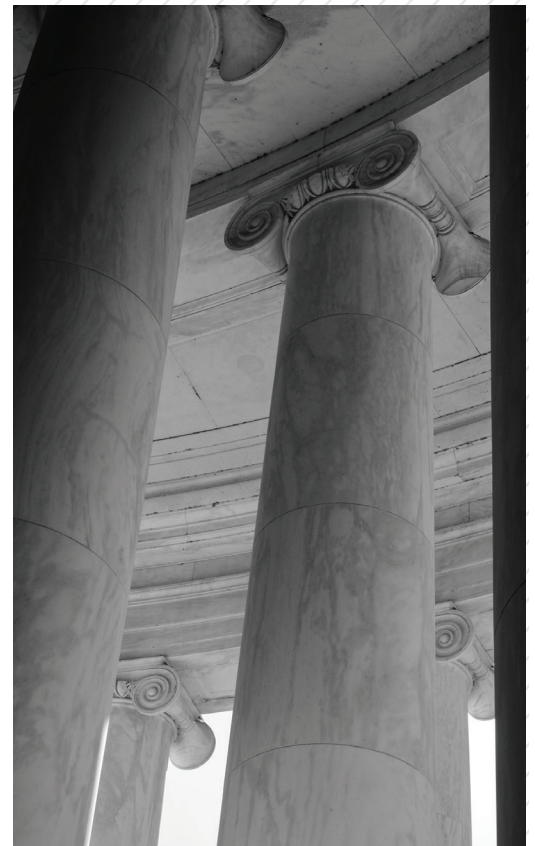
SOLUTION:

Back to the Drawing Board

Attorneys at Brinks contacted MultiLing, an innovative leader in IP translations and other IP foreign patent filing services. In addition to patent translations, MultiLing works with many of the world's largest patent filers — as well as law firms that file few, but lengthy patents for their clients — to make European Patent Office (EPO) filings, including validations, simple and accurate.

After receiving the request for a quote from Brinks, MultiLing knew it could apply the industry best practices it has defined and driven throughout the years to satisfy the needs of Brinks and its client. MultiLing also knew it could do this work at a significantly lower cost, enabling the client to validate its patent in even more countries than it originally thought possible.

BRINKS
GILSON
& LIONE



The best practices that guide MultiLing include utilizing in-country native linguists, scientists, engineers and legal specialists who interact through processes and technologies to increase quality, consistency and on-time delivery at a fair price. This streamlined model is efficient with patents filed broadly (in many jurisdictions), large quantities of patents, or when working with lengthy patents, such as the one Brinks' client needed to validate.

"With our streamlined model, boutique IP law firms like Brinks, and their clients with only one or two patents a year, can realize the same economies of scale as we produce for our enterprise customers, who often file hundreds of patents annually," said MultiLing's senior vice president of sales, Michael Degn. "In fact, by consolidating the work to interactive and specialized translation teams that then report to a single project owner, the validation process is much more consistent across all jurisdictions and much less costly than if isolated foreign agents worked on the project in multiple jurisdictions."

RESULTS: Savings Ensure Satisfied Client, Firm

According to Marshall, this consistency is especially important when a client wants to file a single patent in multiple languages.

"When the quote came back from MultiLing, my client realized it could afford to validate the patent in 15 countries, five more than originally planned," Marshall said. "The overall project still realized savings of more than 30 percent. This resulted in a very satisfied client eager to work with us on future projects, which meant we were very satisfied as well."

How Streamlined Best Practices Can Help IP Firms – and Clients

Not only can an IP translation service provider like MultiLing leverage its streamlined model to help manage your clients' budgets, but our services and expertise can also help the variety of clients your law firm serves. The following additional expertise services can give your firm super-star status with your clients:

- Assisting in the validation of patents in each target country by filing a translation of the claims or the entire patent specification in multiple languages
- Working with in-country patent agents (or MultiLing's network of IP professionals)
- Creating docketing records
- Translating and preparing validation documents
- Submitting notices of application
- Delivering filing receipts and other official documentation, including the notice of change in patent number by the national patent office
- Providing an in-country address for correspondence from the national patent office for the life of the patent
- Working with partnering agents to ensure patents are kept active by reminding clients to pay the yearly annuities, as requested

Contact MultiLing now to discuss the specific needs of your IP law firm.



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RYAN MARSHALL
PATENT ATTORNEY & MANAGING
SHARE HOLDER OF BG&L



(801) 377-2000
request@multiling.com
multiling.com

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