



Sagacious

RESEARCH

The Patent Search Experts

RELIABLE  
GLOBAL  
FIXED-COST  
SERVICE

An ISO 9001 : 2008 and ISO 27001 : 2005 Certified Company



Company Overview



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ABOUT SAGACIOUS

# THE HISTORY

# THE HISTORY



## Brief Overview

Sagacious Research was **founded in 2007** with a vision of providing **improved and efficient multi-lingual Patent Searches** and **in-depth Licensing Support** services to its clients, globally.

Since its inception, Sagacious has worked with many **Innovators, Patent Practitioners, Businesses, and Investors** to earn the reputation of a firm that **clients can rely on** and expect an easy and **pleasurable experience** each time.

Our value proposition is uncomplicated – **Top-quality work product, timely delivery, Fixed and cost-effective rates**. This is further evident by an impressive **100% client return rate**.

ABOUT SAGACIOUS

# THE SERVICES

# THE SERVICES



## Brief Overview

The company's key service offerings include Searching Services, Licensing Support, Alerts & Watches and Patenting Support. An exemplary list of our services is illustrated below:

### Searching Services

Novelty/Patentability

Invalidity/Opposition

Freedom to Operate

State-of-the-Art

Sequence/Structure

### Licensing Support

Mining Licensable Patents

Licensee/Infringer Identification

Claim/EoU Charting

### Alert & Watches

Prosecution Monitoring

Competition/Tech Watch

Infringement Watch

### Patenting Support

Patent Drafting

Illustrations

IDS Preparation

Proof Reading

Filing + Prosecution in India

WHY SAGACIOUS?

# THE DIFFERENTIATORS

# THE DIFFERENTIATORS

## A Comparative Snapshot



WHY SAGACIOUS?

ASPECT		OTHERS
Cost Effectiveness	✓	✓
Technically Sound Professionals	✓	!
High Quality	✓	!
<b>ISO Certified</b> Confidentiality & Data Security	✓	!
Timeliness	✓	!
Patent & NPL Searches In 92+ Countries	✓	X
Multi Lingual Search Capabilities	✓	X
<b>ISO Certified</b> Processes	✓	X
Unique 'Fixed Cost' model	✓	X
Special Provisions For Urgent Matters	✓	X
100% Client Return Rate	✓	X
Access to India's Traditional Knowledge Digital Library (TKDL)	✓	X



SAGACIOUS GROWTH STORY

# THE TEAM

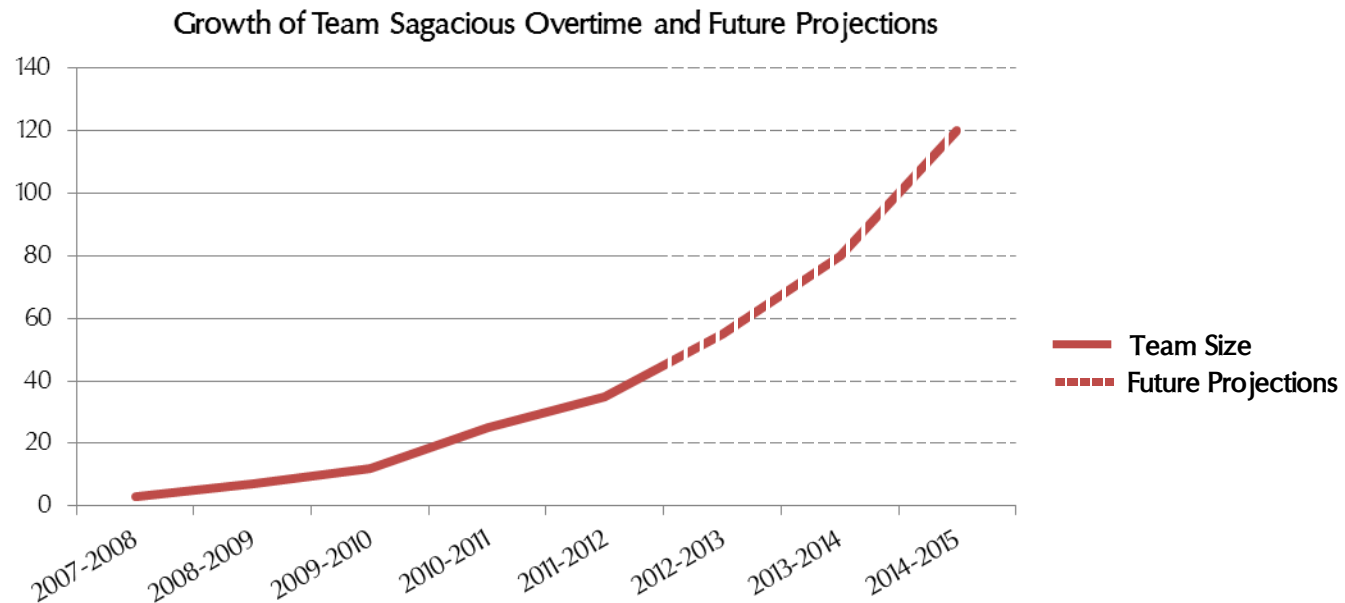
# THE TEAM



## Growth Statistics

Starting with just 3 people during the **recession of 2007**, over the time, Sagacious has grown into a team of **45 dedicated techno-legal experts** sharing a common vision of providing global IP community with **reliable IP support services**. This growth is attributed to the **quality output combined with trust and loyalty of our clients**.

Our growth plans for the coming years are also organic and the entire past and future growth story has been summarized below:



# THE TEAM

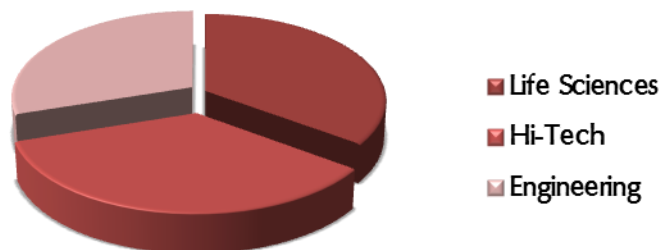


## Break-Up

Sagacious believes in grooming **domain experts** for ensuring quality output on each assignment it undertakes. Accordingly, 'The Sagacious Team' is organized into **three major technology verticals** as follows:

LIFE SCIENCES	HI-TECH	ENGINEERING
<ul style="list-style-type: none"> <li>• Biotechnology</li> <li>• Pharmaceuticals</li> <li>• Chemistry</li> <li>• Foods &amp; Beverages</li> <li>• Medical Devices</li> </ul>	<ul style="list-style-type: none"> <li>• Electronics</li> <li>• Telecommunication</li> <li>• Computer Science &amp; IT</li> <li>• Software</li> <li>• Others</li> </ul>	<ul style="list-style-type: none"> <li>• Automobiles</li> <li>• Mechanical</li> <li>• Electrical</li> <li>• Chemical</li> <li>• Metallurgy &amp; Materials</li> </ul>

Distribution of Sagacious Team among Three Tech Verticals



# THE CLIENTELE

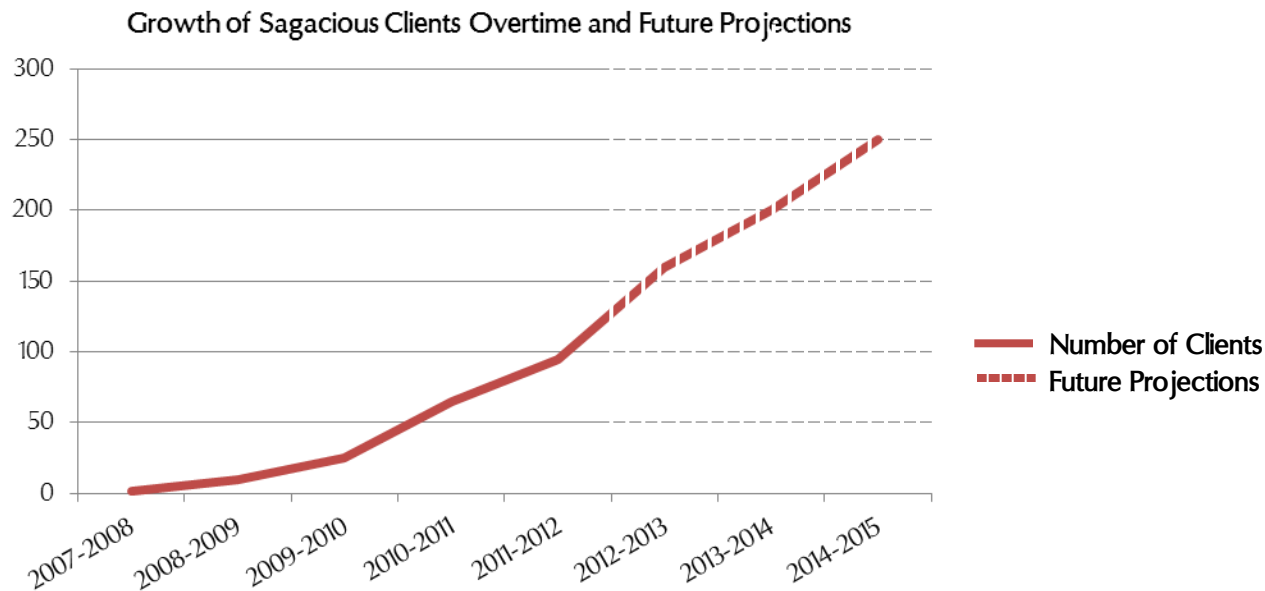
# THE CLIENTELE



## Growth Statistics

Within a small span of 5 years, Sagacious has significantly grown its client base in terms of **numbers, type of clients as well as geographical spread.**

We attribute this growth to our focus on clear and continuous communication with our clients and delivering a pleasurable experience each time. Our **unmatched client retention rate** coupled with **vast effort at Marketing and Sales** have been additional important factors in this organic growth.



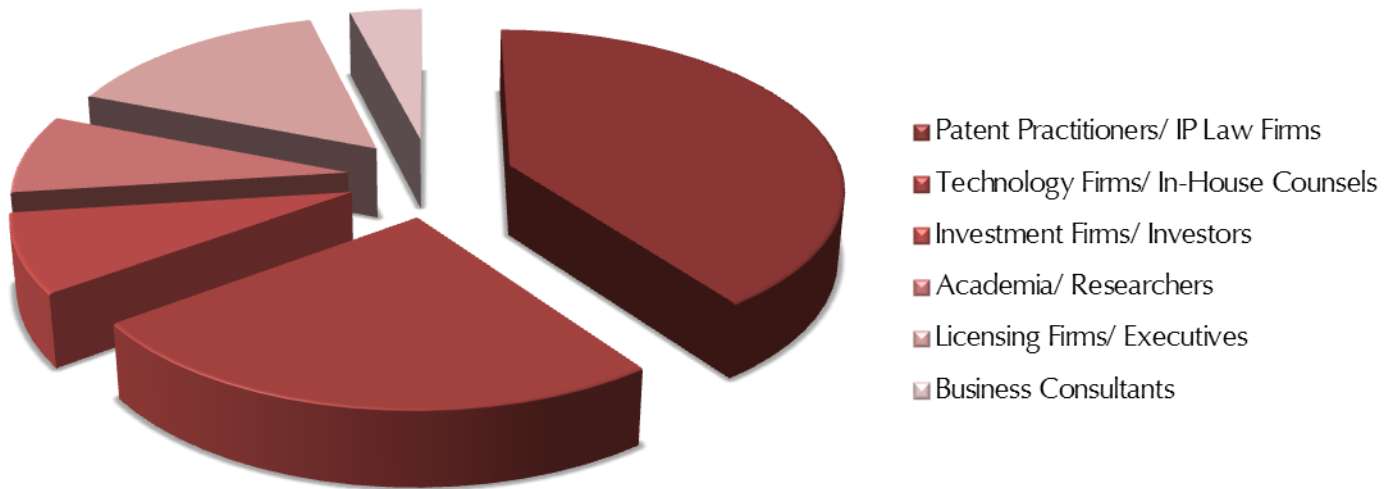
# THE CLIENTELE



## Break-Up

Sagacious mainly serves the clients belonging to the **six categories** below and has a clear understanding of highly variable requirements and expectations of each of its client.

Distribution of Sagacious Clientele by Client Type



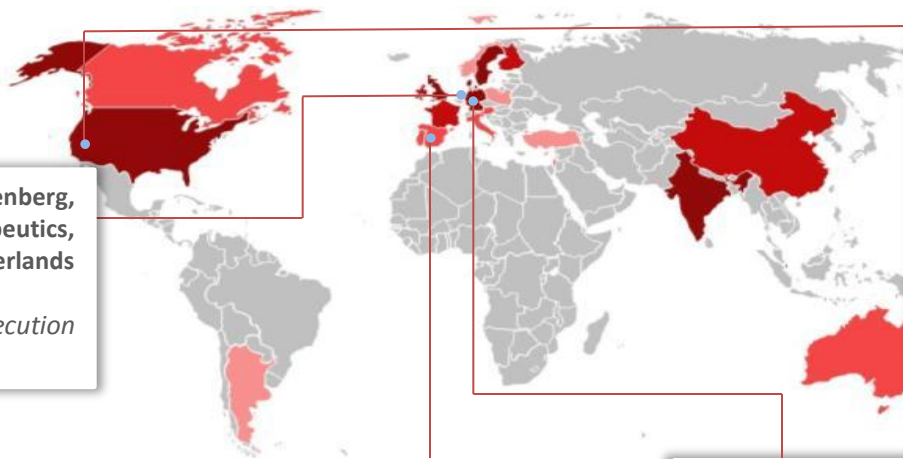
# THE CLIENTELE



## Geographical Coverage

Sagacious has successfully been delighting its clients and has satisfied customers spread globally in a number of countries from five major continents. Sagacious clearly understands the different cultural backgrounds, mind-sets & work approaches and can accordingly deliver the best suited quality.

Geographical spread of Sagacious current clientele is summarized in the illustration below.



**Janneke Meulenberg,**  
CEO, Orca Therapeutics,  
Amsterdam, The Netherlands

*"I am very satisfied with the execution and outcome of the project."*

**ACACIA**

-Marc Booth, Acacia Technologies  
California, USA

*"I highly recommend Sagacious. They have done work for me for three years and I have always been pleased with their capability, dedication and thoroughness. If you need an outsource partner that provides reliable, quality work at a very fair price then Sagacious are the ones for you."*



-Izaskun Ibarbia,  
Biobide S.L., Spain

*"Sagacious quickly developed a very good understanding of our prior art search needs and we highly recommend their cost effective and well done work. We also highly appreciate their respect for delivery timelines while maintaining easy and fast communication."*

**ABITZ**

-Dr. Oliver Dannenberger  
Abitz & Partner, -Munich, Germany

*"Quality of Summary of Search Results was better than expected. Flexibility in order to customize both the search and the presentation of results was above average. Sagacious can be recommended to other companies with respect to quality and price."*

# THE CLIENTELE



## More Testimonials

*"We engaged Sagacious for protection of our inventions related to location based mobile services. They provided great support in suggesting the right path, providing a detailed search report followed by a good quality patent application. They impressed us with their thoroughness and eagerness to understand the technical aspects and our business perspective behind it. We feel good to recommend Sagacious."*

- **Mukesh Jaiswal, COO, Mobile Nirvana Technologies, New Delhi, India**

*"I would like to thank you for the remarkable analysis and patent map you recently created related to the nutraceutical company I am considering establishing. The data was thorough and complete. I had the document reviewed by an expert in the field and he felt it was completely encompassing. I look forward in continuing our relationship as the data you provide is invaluable in making decisions on the potential value of intellectual property, the freedom to operate and possible interference by competing patents."*

- **Robert Naismith, Chairman & CEO, Roosevelt Capital Partners, LLC, Pennsylvania, USA**

*We are very satisfied with the service Sagacious Research provided to us. The provided material assisted greatly in the realization of our project."*

- **Patent Attorney, Pharmaceutical Division, IP Law Firm, Munich, Germany**

*"Sagacious is our first choice in outsourcing patent analysis and market research. They have their competition beat in all categories: knowledge, responsiveness, quality and cost. We have used them on nearly a dozen engagements and have been pleased with their work on every one of them. I highly recommend them! "*

- **Vice President – Engineering, A leading Patent Consulting Group, California, USA**

**Direct References in Major Jurisdictions Available on Request**



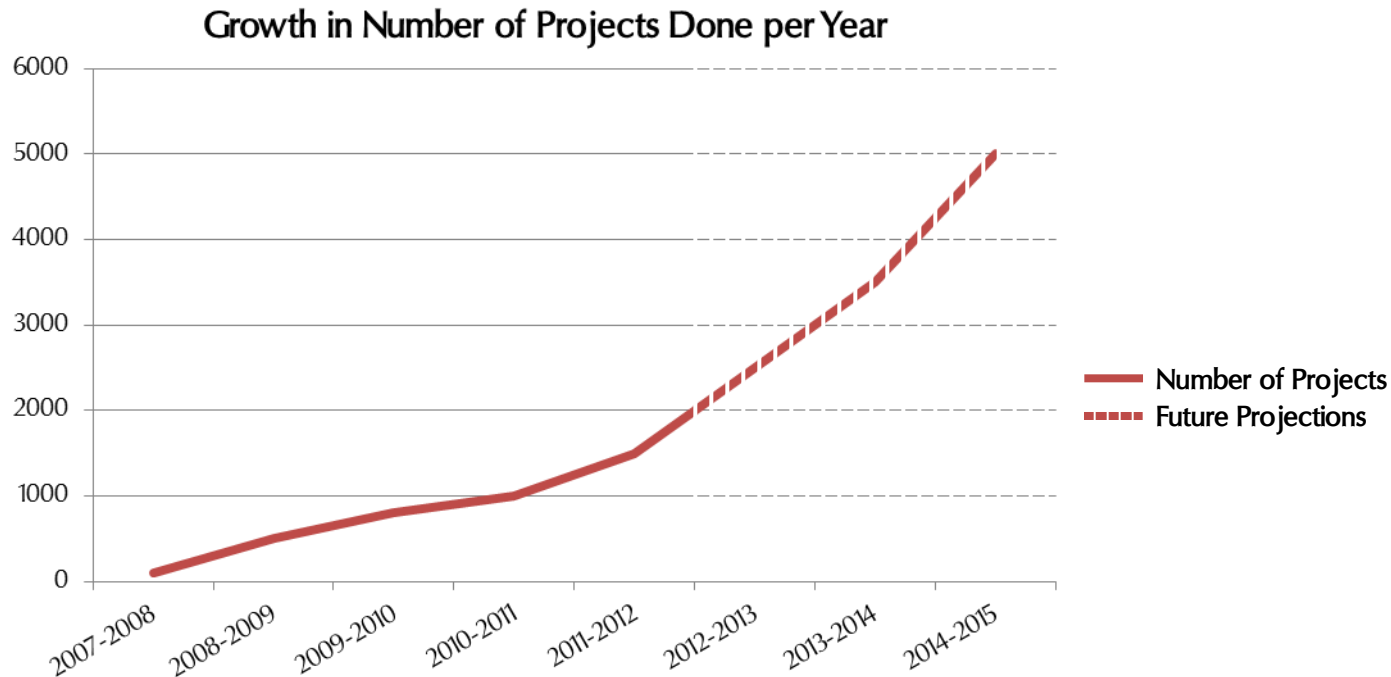
# THE PROJECTS

# THE PROJECTS



## Growth Statistics

Increasing clientele coupled with Increasing efficiency of Sagacious manpower [based on their experience and standardized process] is leading Sagacious to turnaround more and more projects at a faster rate. Over the years, Sagacious has well established itself as a team of **“The Patent Search Experts”**.



# THE PROJECTS



## Recent Assignments: Life Sciences

- **Complete Patent Research Support to Formulate Generics Launch Strategy for over 100 Products in a number of Emerging Markets** such as Latin America, Asia Pacific, MENA, and CIS
- **Validity Search for an Organic Chemistry based Method for Preparing a Compound to be Used as an API**
- **A Freedom-to-Operate Study in the Domain of Oncolytic Adenoviruses**
- **Fortnightly Technology and Competitive Watch in the Domain of Certain Ocular Drugs**
- **A complete Landscape in the Domain of Adeno-Associated Viruses (AAV)**
- **A Freedom-to-Operate Study in the Domain of CNS Disorders Treatment Using Amyloid-beta**
- **Patent Application Drafting in the Domain of Synthetic Neuro-Active Peptides**
- **Complete State-of-the-Art Search in the Domain of an Anticonvulsant Drug Used for Neuropathic Pain**
- **IP Landscape to Help Formulate Competitive, R&D and Investment Strategy in the Domain of Certain Food Components including Low Calorie Sweeteners**

# THE PROJECTS



## Recent Assignments: Hi-Tech

- Complete **Invention Protection Support** in the Domain of '**Location Based Mobile Services**'
- **IP Landscape** to Help Formulate **Competitive, R&D and Investment Strategy** in the Domain of '**Eco-Friendly Components for Semiconductor Industry**'
- **Complete Licensing Support** including Infringer Search, Claim Construction and Claim Charting in the Domain of **Media Gateways**
- **Multiple Validity Searches** in the Domain of **Data Security and Data Processing**
- **Validity Searches** in the Domain of **Organic Photovoltaic Devices**
- **Complete Litigation Support** in the Domain of **VoIP**
- **Freedom-to-Operate Study** in the Domain of '**Computer-based Visual Data Evaluation**'
- **Patent Applications Drafting and Patentability Searches** for a Portfolio in '**Internet Telephony**'
- **Validity Search** in the Domain of **Network Manager for Controlling Workstations Within a Computer Network**

# THE PROJECTS



## Recent Assignments: Engineering

- **Patentability Search** in the Domain of **Solar Energy Illuminated Enclosures**
- **Freedom-to-Operate Study** in the Domain of **Heat Exchangers**
- **Complete Licensing Support** including Infringer Search, Claim Construction and Claim Charting for a Portfolio in the Domain of **Medical Imaging**
- **Technical Due Diligence** of a **Company Having Eight Patents** Claiming a **Coke Substitute Material** and **Corresponding Steel-Making Process** for a **Hedge Fund**

SAGACIOUS GROWTH STORY

# THE CAPABILITIES



# THE CAPABILITIES



## Current Jurisdictional Coverage Details

### EUROPEAN COUNTRIES

Austria, Belgium, Denmark, Spain, EPO, WIPO, Sweden, Finland, France, Germany, Switzerland, Britain, Hungary, Italy, Netherlands, Luxembourg, Norway, Poland, Turkey, Belarus, Bosnia, Bulgaria, Cyprus, Czech Republic, Czecho-slovakia, Greece, Iceland, Ireland, , Latvia, Lithuania, Malta, Moldova, Monaco, Romania, Russia, Serbia, Montenegro, Slovakia, Slovenia, Ukraine, Yugoslavia

### ASIAN COUNTRIES

China, Taiwan, Japan, Korea, India, Singapore, WIPO, Indonesia, Israel, GCC, Malaysia, Pakistan, Kazakhstan, Philippines, Eurasian Patent Office, Hong Kong, Mongolia, Tajikistan, Vietnam

### SOUTH/NORTH AMERICAN COUNTRIES

United States of America, Brazil, Canada, Mexico, WIPO, Colombia, Argentina, Costa Rica, Cuba, Dominican Republic, Ecuador, El Salvador, Guatemala, Nicaragua, Panama, Peru, Venezuela, Uruguay

### AFRICAN COUNTRIES

Algeria, Aripo, Egypt, Kenya, Malawi, Morocco, OAPI, South Africa, Zambia, Zimbabwe

### AUSTRALIAN (OCEANAIN) COUNTRIES

Australia, New Zealand

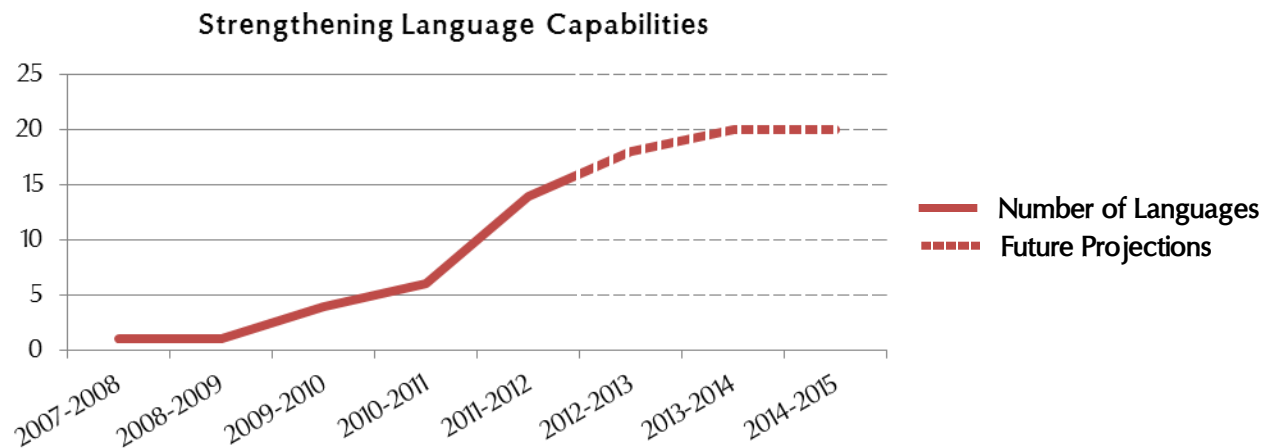


# THE CAPABILITIES



## Language Coverage Statistics

A blend of in-house language experts and a network of well-trained translators enables Sagacious to offer quality yet cost-effective multi-lingual IP support to its clients worldwide. Search & analysis in original languages ensures highest accuracy & comprehensiveness both in Patent and Non-Patent sources. The chart below shows how we have been strengthening our language capabilities over the time.



### CURRENT LANGUAGES COVERED BY SAGACIOUS

- English
- Major Asian Languages (Chinese, Japanese, Korean, Hebrew, etc)
- Most European Languages (German, French, Spanish, Italian, etc)

# THE VISIBILITY

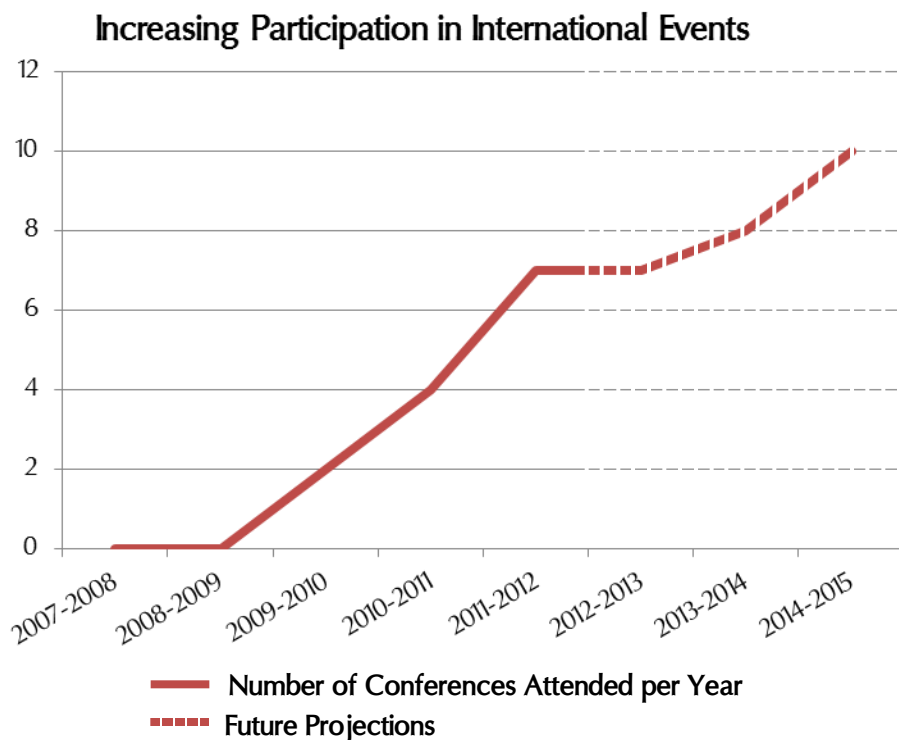
# THE VISIBILITY



## Exhibiting / Sponsoring Events and Conferences

Recognizing it as a great platform to understand the needs of its clients and share its ideas with the IP fraternity at large, over the years, Sagacious has made sure that an increasing number of international IP conferences witness its presence as exhibitors/sponsors/speakers.

### Snapshot of Events Calendar : 2012-2013



### Meet us at International Conferences

Date	Sponsored Event(s)
18-19 Apr 2012	International Patent Forum, 2012 (London, UK)
24-26 Jun 2012	IP Business Congress 2012 (Lisbon, Portugal)
11-12 Oct 2012	CIPA Congress 2012 (London, UK)
11-12 Oct 2012	LES US Canada 2012 Annual Meeting (Toronto, Canada)
14-17 Oct 2012	ICIC (Berlin, Germany)
25-27 Oct 2012	AIPLA Annual Meeting (Washington, USA)
6-8 Nov 2012	Patent Information Conference 2012 (Hamburg, Germany)
March, 2013	AUTM 2013 (USA)

\*The event calendar shown above is tentative and subject to change.

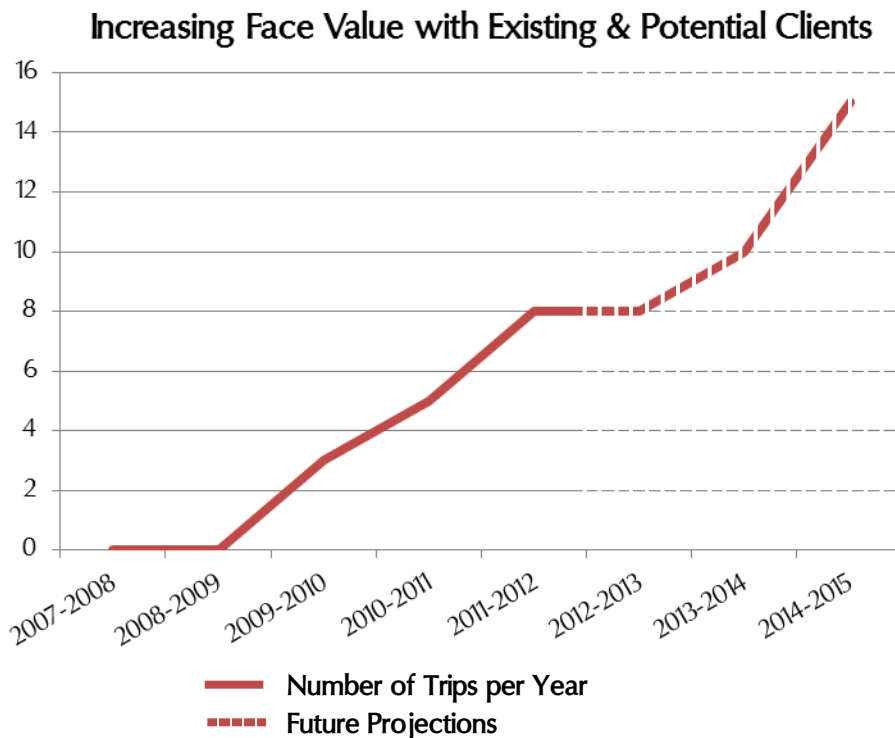
# THE VISIBILITY



## On-site Client Visits

Recognizing the importance of regular face-to-face interactions in providing more comfort to its prospective clients and in obtaining timely and detailed feedback from its existing clients, Sagacious representatives are increasingly and regularly visiting various international destinations.

### Snapshot of Sagacious Client Visits: 2012-2013



### Meet Us in the Comfort of Your Own Office

Month	Countries Visiting
Apr, 2012	UK
Jun, 2012	USA, Portugal, Spain
Aug, 2012	Sweden, Denmark, Finland, Norway
Oct, 2012	UK, Germany, Austria, USA, Canada
Nov, 2012	Germany, Switzerland
Mar, 2013	USA

# Contact Sagacious



## ADDRESS

SAGACIOUS RESEARCH  
303-B, Enkay Town Plaza, I- block,  
Palam Vihar, Gurgaon - 122017  
India

## PHONE

+91 11 4761 5700

## EMAIL

[info@sagaciousresearch.com](mailto:info@sagaciousresearch.com)

## WEBSITE

[www.sagaciousresearch.com](http://www.sagaciousresearch.com)