

# Response charts for 'SME PANEL SPECIFIC ACTION: questionnaire on patent valorisation'

▶ Current search:

## Query definition

All data requested

## Result pages

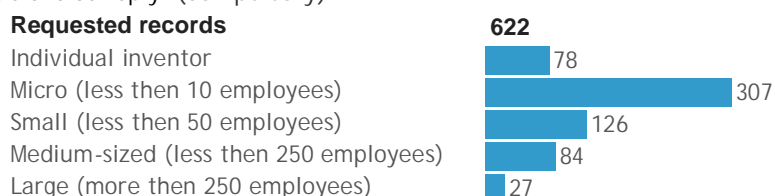
▶ There are 622 responses matching your criteria of a total of 622 records in the current set of data.

Sorted answers  Original order

## Section1: Identification of the company

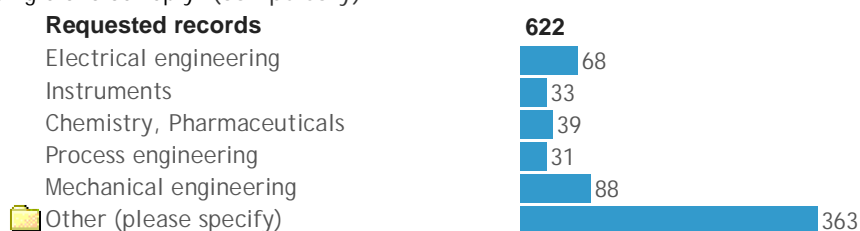
1A. Please specify the size of your company:

-single choice reply- (compulsory)



1B. Please specify your sector:

-single choice reply- (compulsory)



2. What is the size of your patent portfolio (including patent applications and granted patents)?

Please count all patents in the same family (i.e. for the same invention in different countries) as one patent.

-single choice reply- (optional)

**Requested records**

**622**



## Section 2: Questions for all SMEs

3A. Are you aware of patents owned by third parties that could represent a development opportunity for your business?

-single choice reply- (optional)

**Requested records**

**622**

Yes

238

No

371

3B. Would you be interested in entering a patent transaction (buy/license) to develop such opportunities?

-single choice reply- (optional)

**Requested records**

**622**

Yes

363

No

244

4. Are you primarily interested in developing your own patents or in obtaining licences from other entities?

-single choice reply- (optional)

**Requested records**

**622**

Developing my own patents

316

Obtaining licences from third parties

41

Both obtaining patents for my own innovations and obtaining licences from third parties

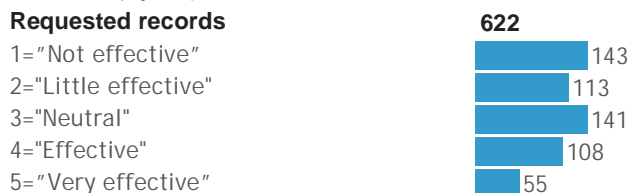
164

None of the above

73

### 5. Which transfer mechanism do you consider effective to acquire technology?

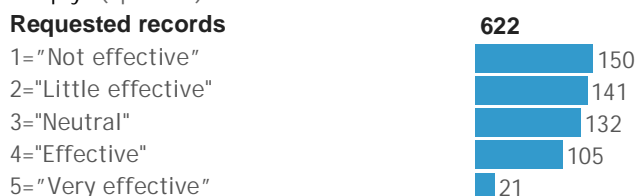
Outsourcing R&D to third parties, (possibly in view of filing patent applications at a later stage) - single choice reply- (optional)



Joint R&D with third parties (possibly in view of filing patent applications at a later stage) -single choice reply- (optional)



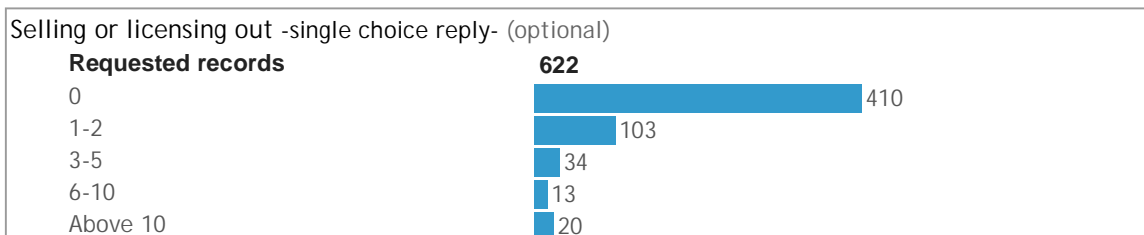
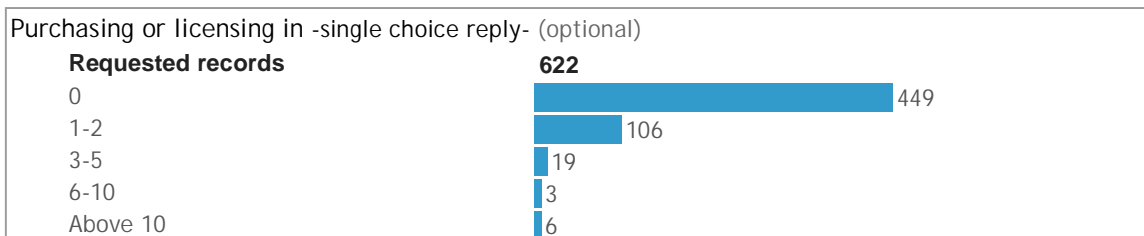
Buying or licensing patent rights without any additional transfer of related know-how -single choice reply- (optional)



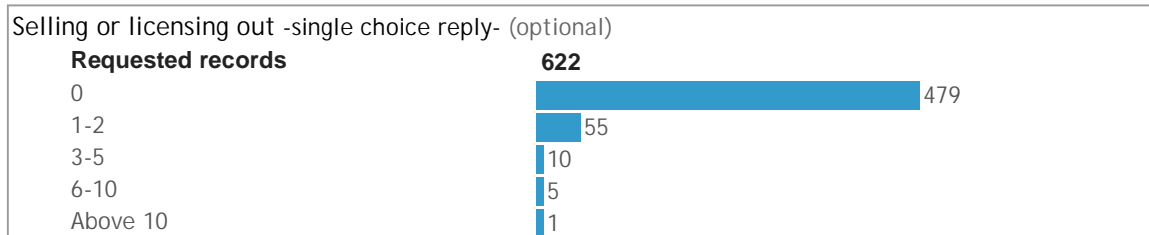
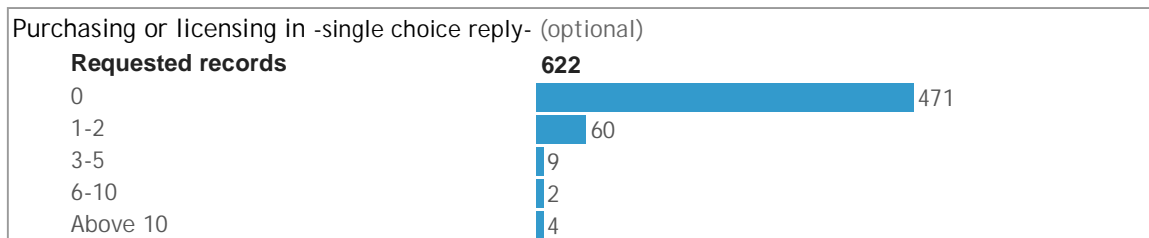
Buying or licensing patent rights along with the related non-patented know-how -single choice reply- (optional)



**6A. How many times did your organisation try to purchase or license patents in the last five years?**



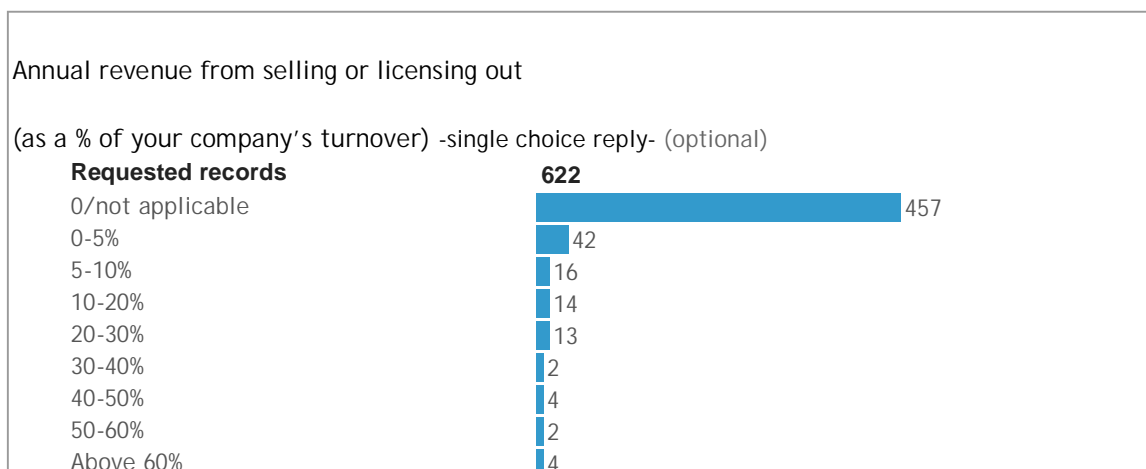
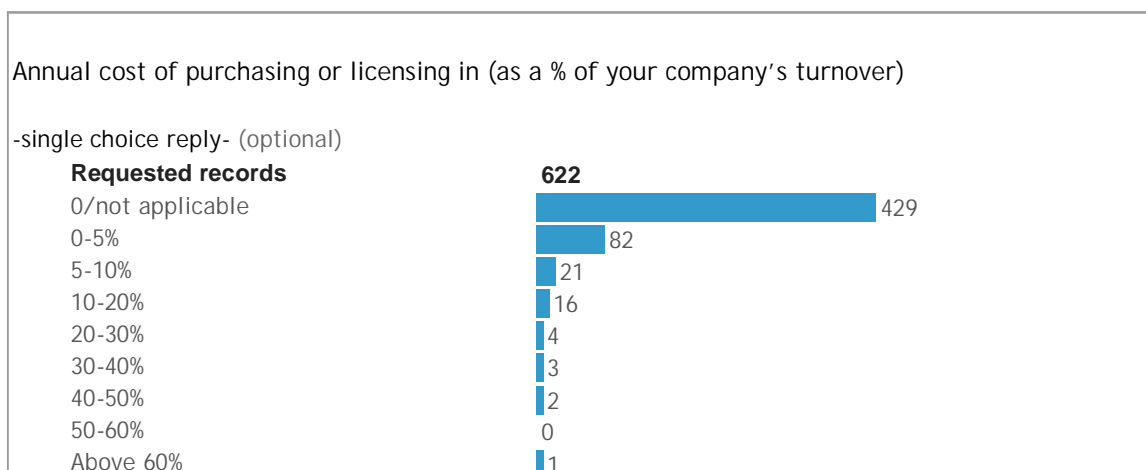
**6B. How many of these attempts have eventually succeeded in the last five years?**



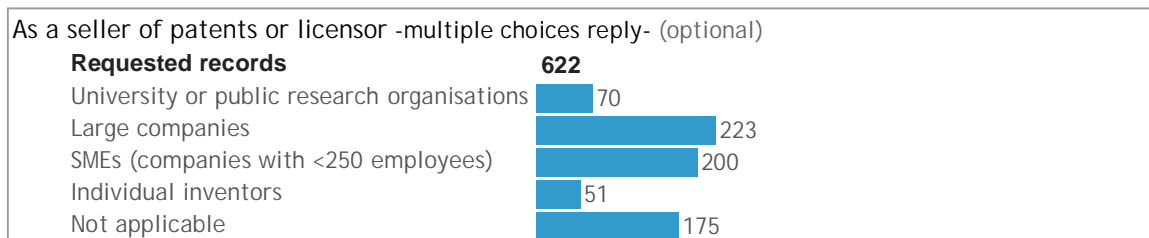
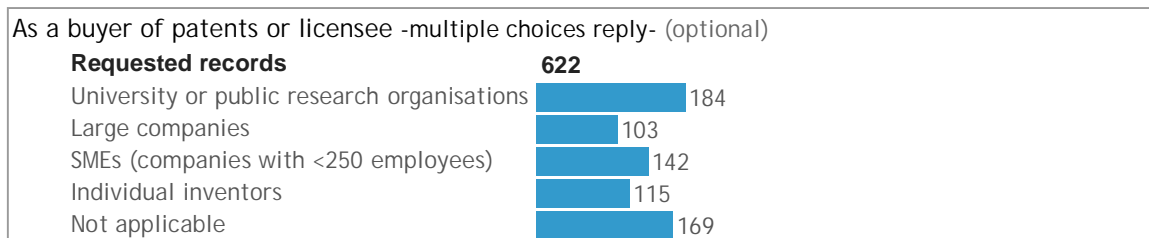
**7. Please give a rough estimation of**

**i) your annual cost of purchasing or licensing in patents as a % of your company's turnover**

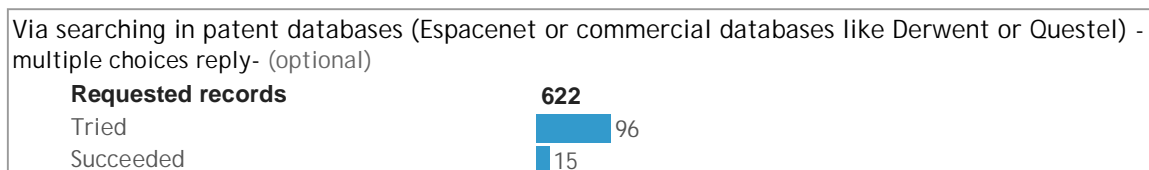
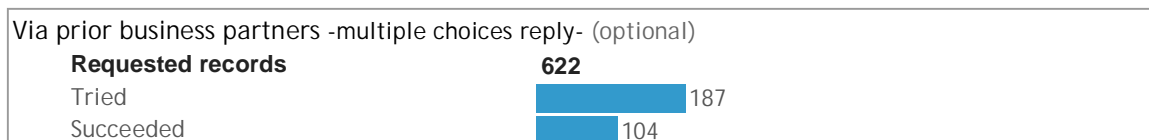
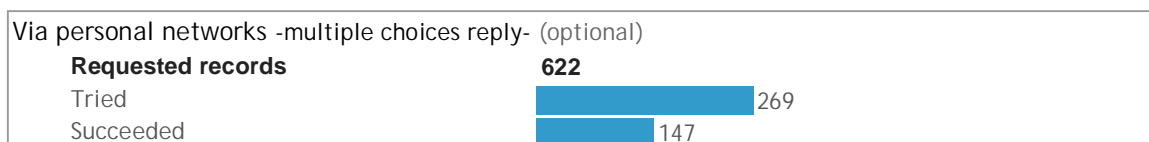
**ii) your annual revenue of selling or licensing out patents as a % of your company's turnover**

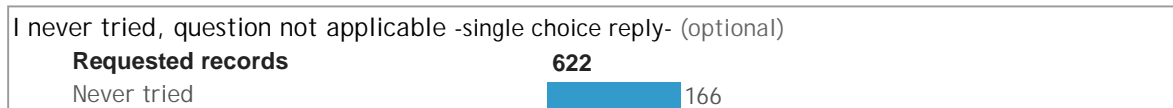
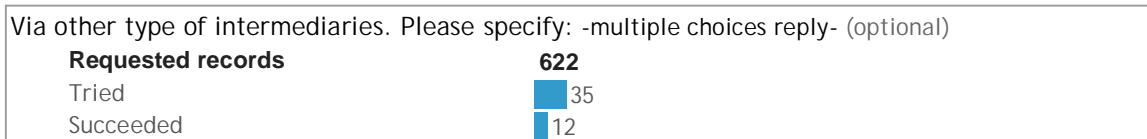
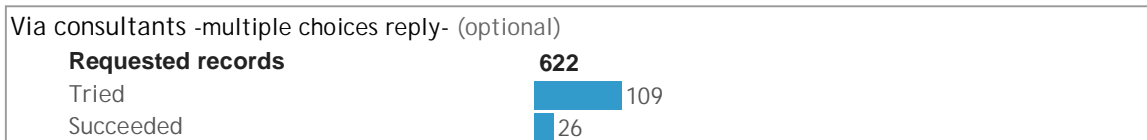
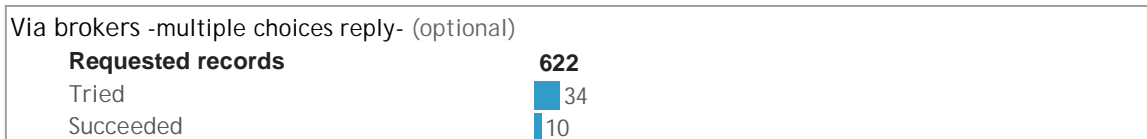
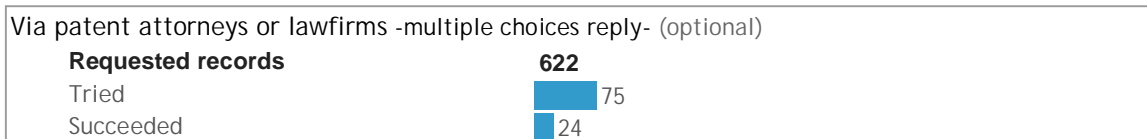
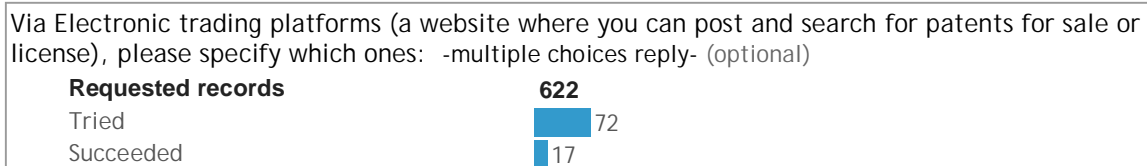


### 8. What target audience are you most interested in for patent transaction purposes?



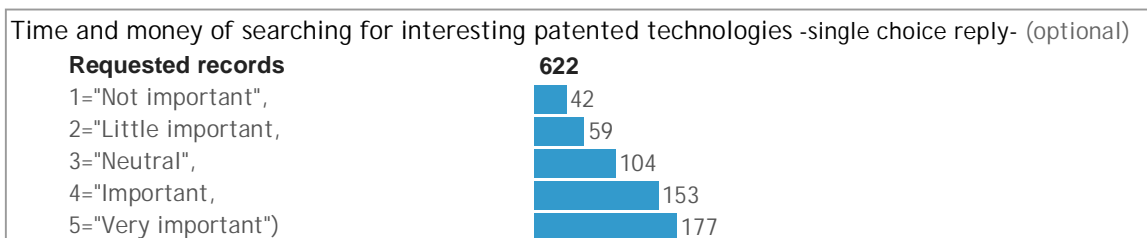
### 9. How did you try to find potential partners, and which solution was successful?

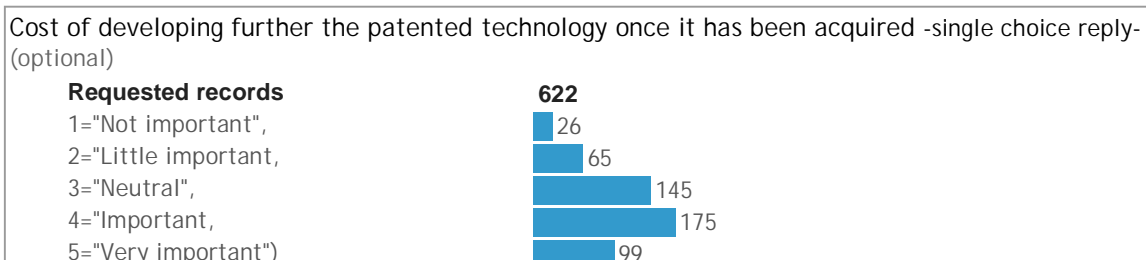
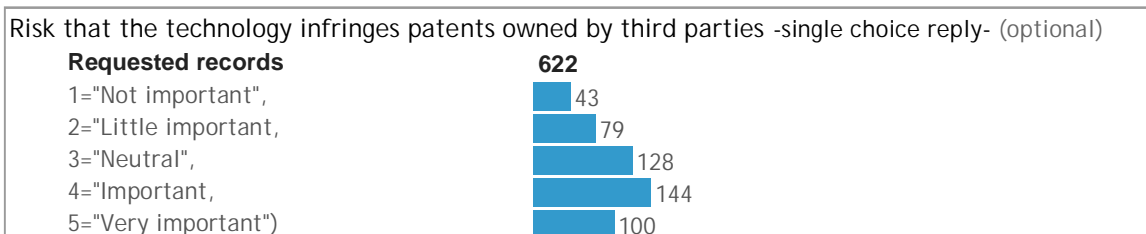
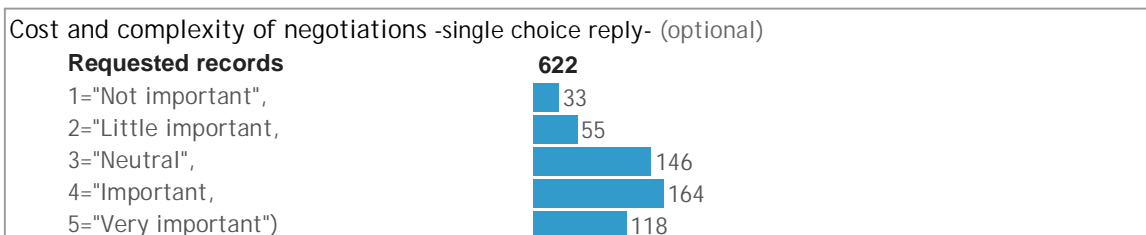
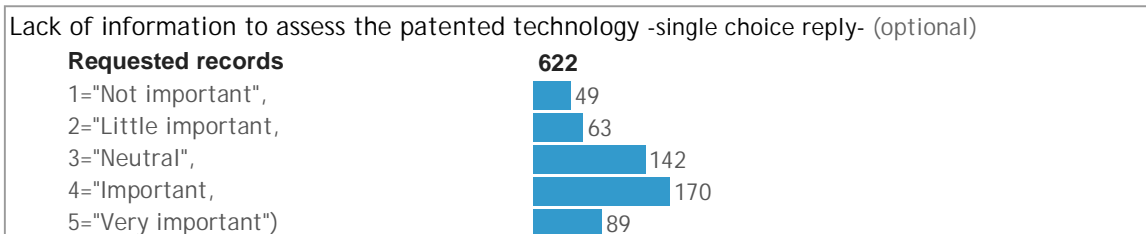
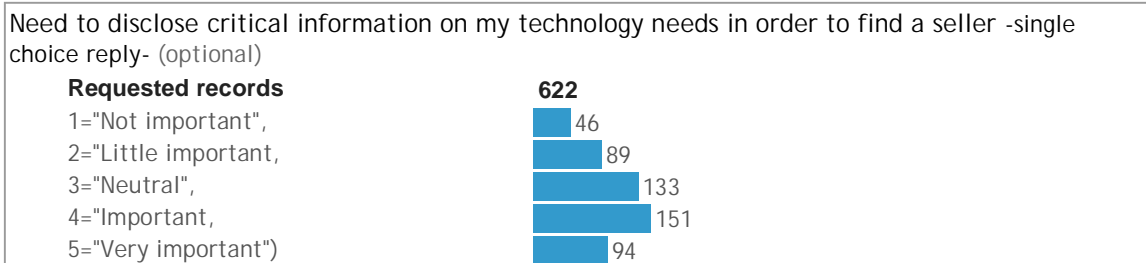


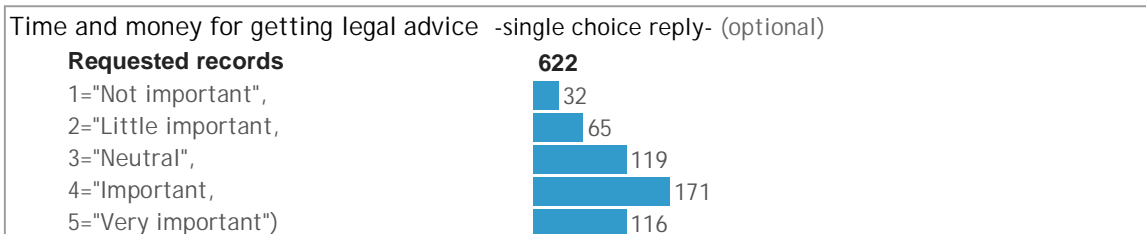
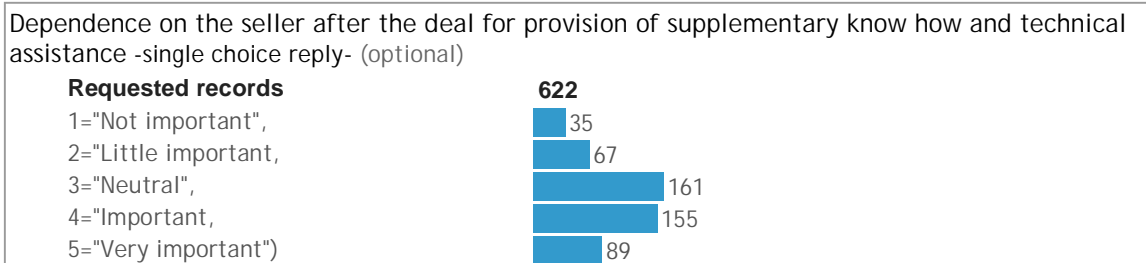


**10. Based on your experience, which of these factors are significant obstacles to buying or licensing-in patents?**

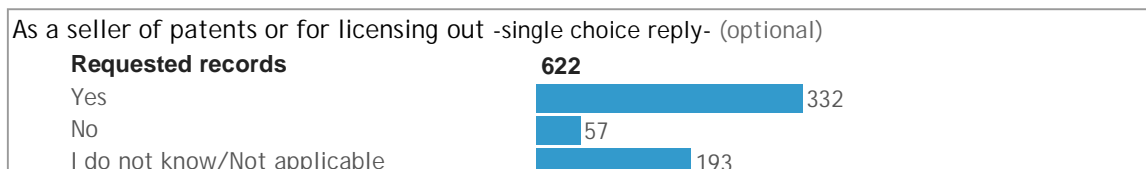
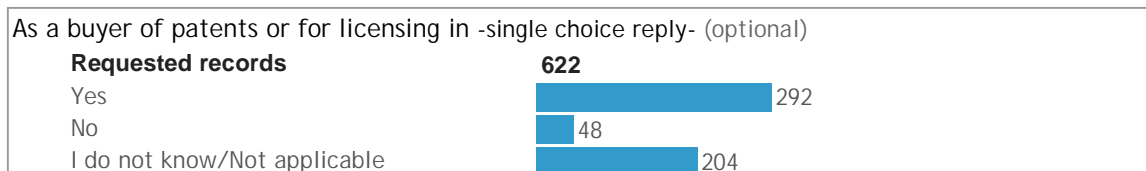
(rate importance between min=1 and max=5 with 1="Not important", 2="Little important, 3="Neutral", 4="Important, 5="Very important")





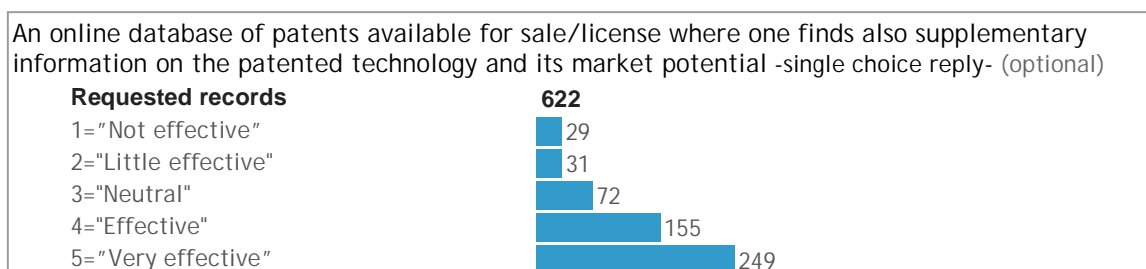
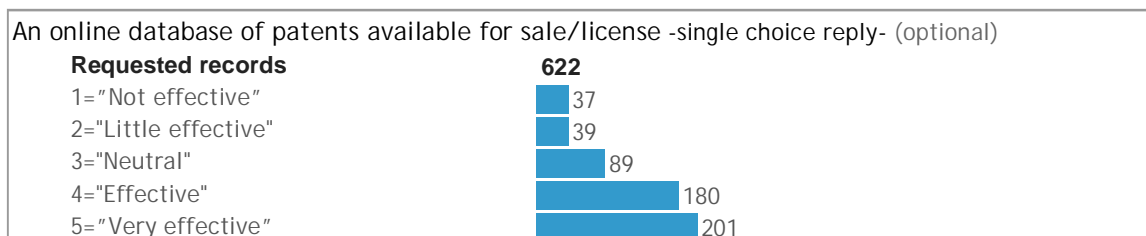


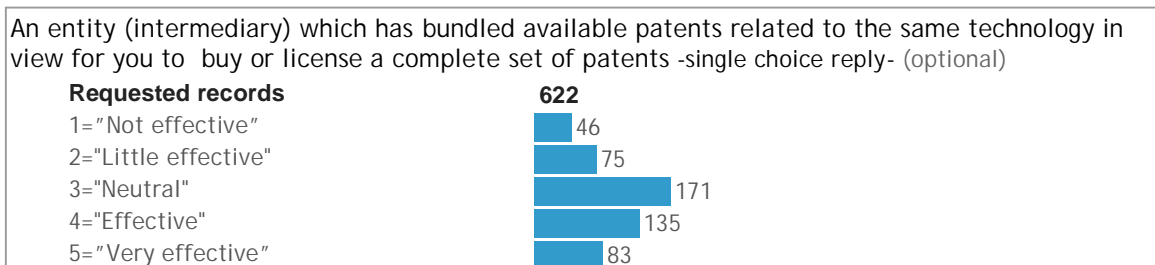
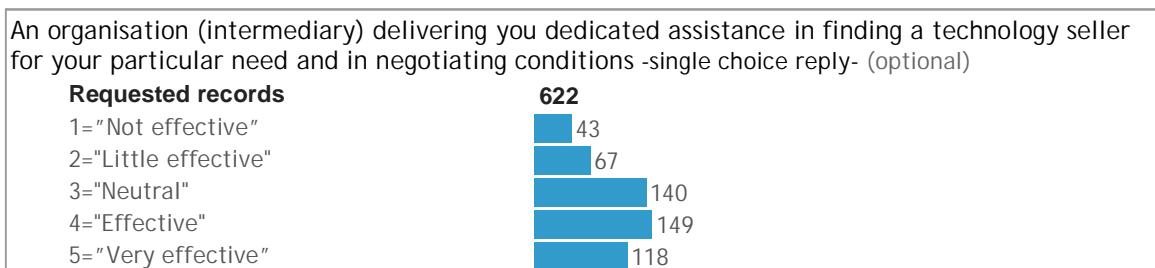
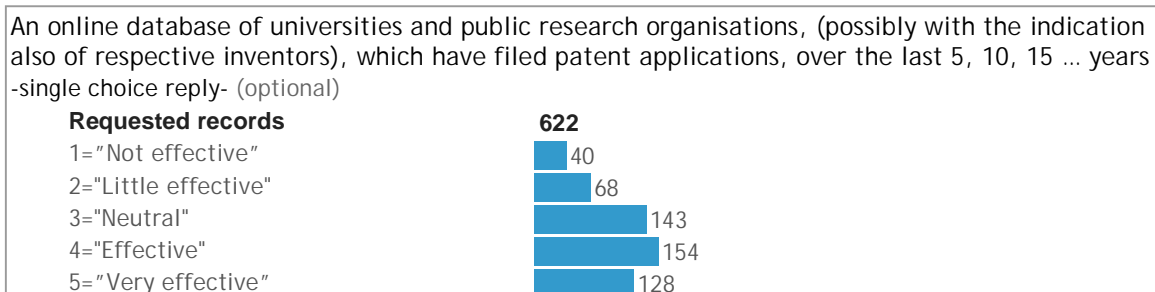
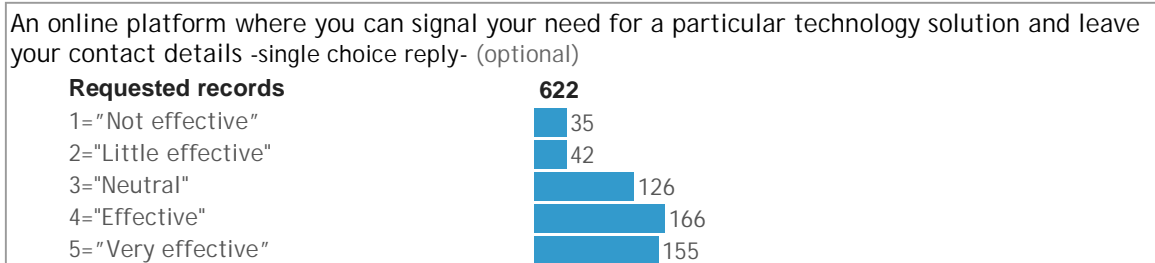
**11. Do you think that facilitating transactions in patents (i.e. making it easier to sell or buy patents & license in or license out) would be beneficial for your business and for your access or monetisation of innovation?**



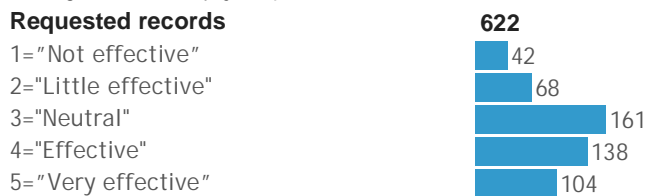
**12. What kind of public support would best help you to acquire or license in patents from third parties?**

(rate effectiveness between 1 and 5 with 1="Not effective", 2="Little effective", 3="Neutral", 4="Effective" and 5="Very effective")

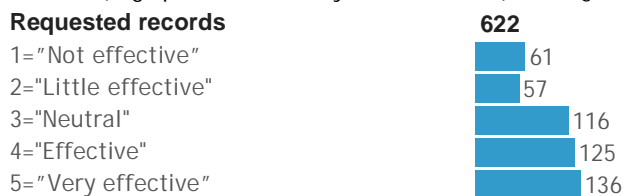




A repository of standard contracts for selling/licensing patents that you could adapt to your needs -single choice reply- (optional)

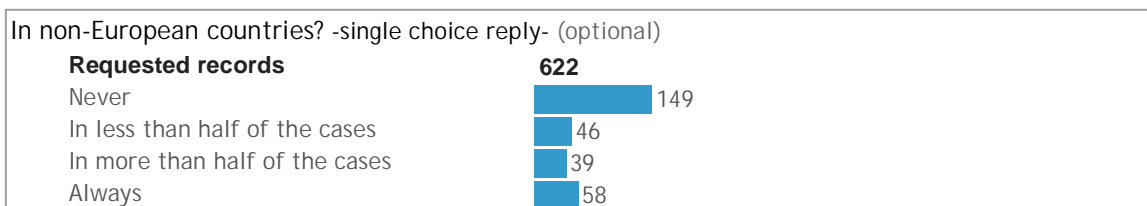
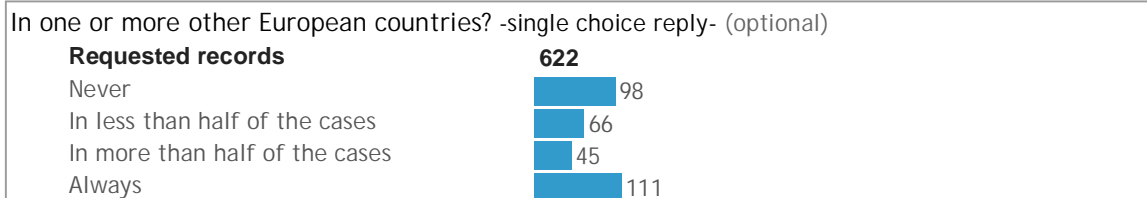


A financial voucher to get the professional advice of your choice (If yes, please specify which professional (e.g. patent attorney, broker, etc.)) -single choice reply- (optional)

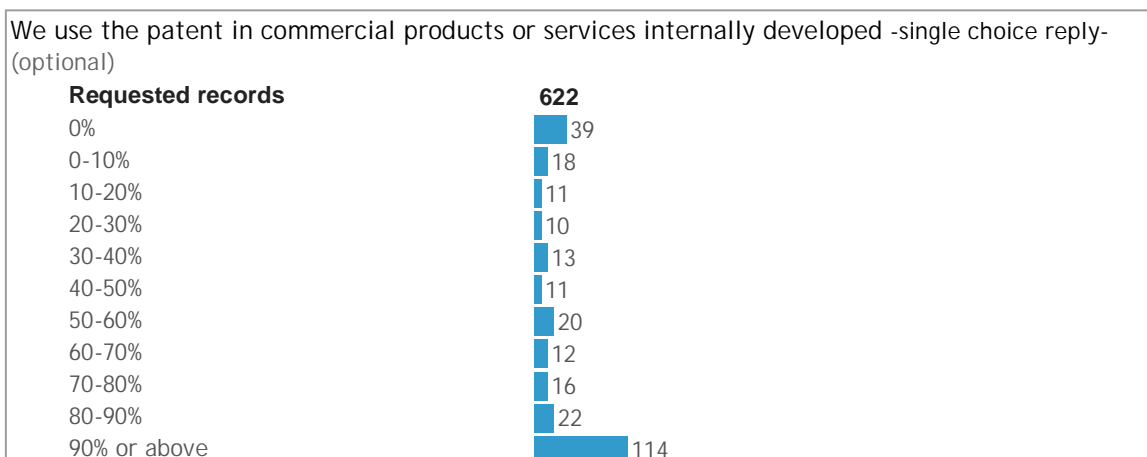


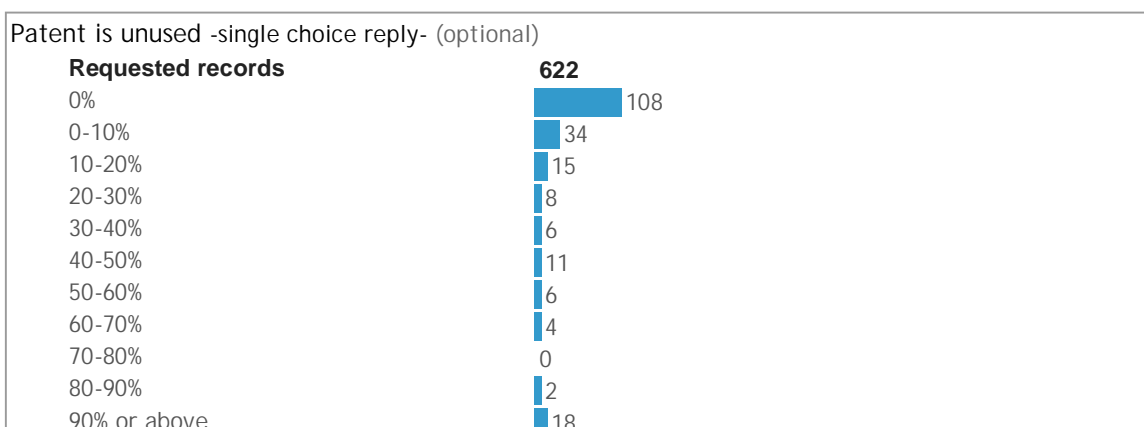
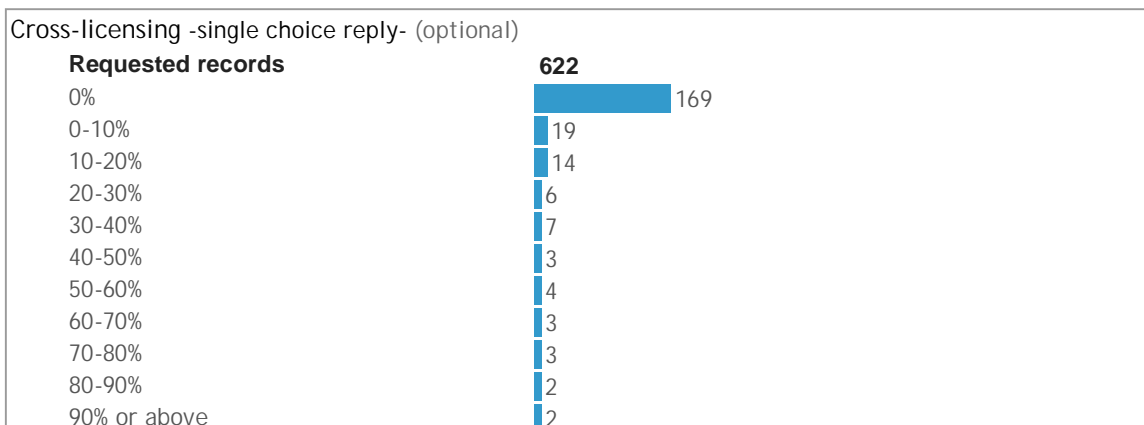
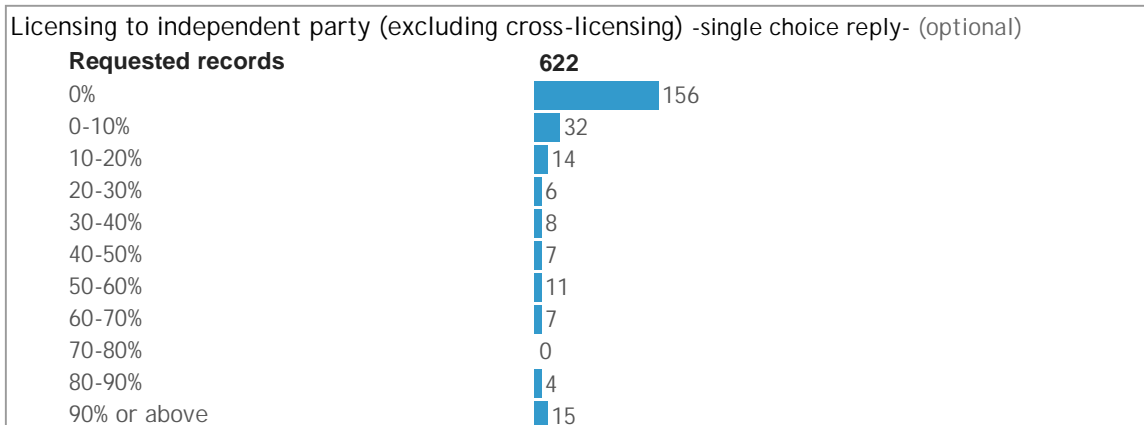
### Section 3: Questions only for SME with a patent portfolio

#### 13. When you file a patent in your country, do you also file patent applications:



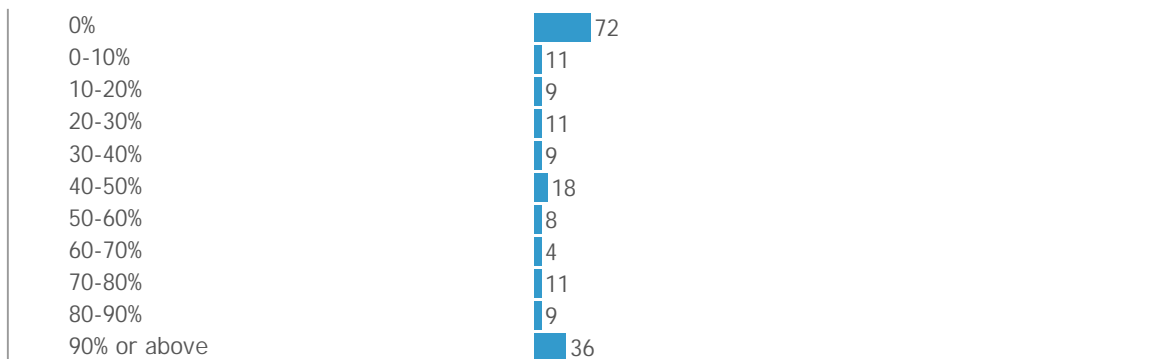
#### 14. How do you use your patents? (Give a rough percentage of your patents concerned by each use. Please note that the sum of the percentages -%-can be higher than 100 if some patents have multiple uses)



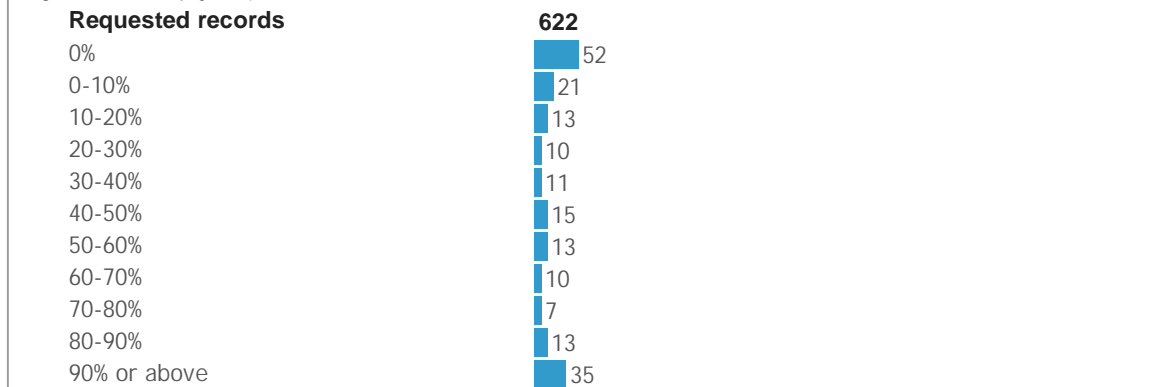


**15. If some of your patents are unused (i.e. neither exploited internally nor licensed or cross-licensed) why do you keep them?**

For blocking competitors -single choice reply- (optional)



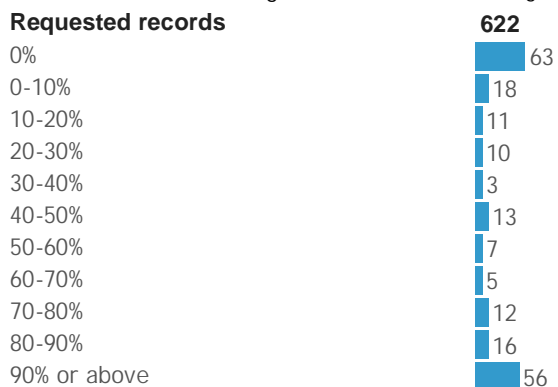
Because patents enhance reputation (towards possible investors and to set up collaborations) - single choice reply- (optional)



Because we may use the technology covered by the patent in future -single choice reply- (optional)



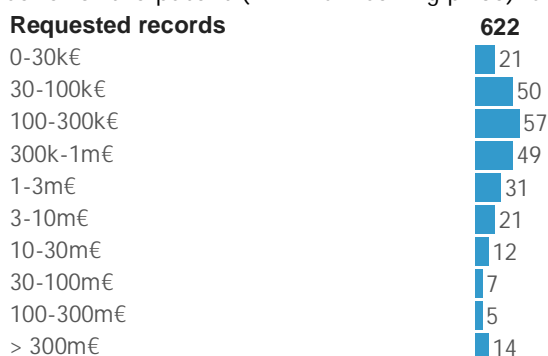
We would like to sell or license out the patent but we have not succeeded yet to find a buyer/licensee and/or to agree on conditions -single choice reply- (optional)



**16. Take the most valuable patent (for you) of your portfolio. Consider the following hypothetical situation. Suppose that the patent was granted today (and you have all the information about this patent that you have now). What is the minimum price (in euros) at which you would sell this patent?**

**Suppose that the same patent was owned by someone else instead of you. What is the maximum price (in euros) at which you would buy this patent?**

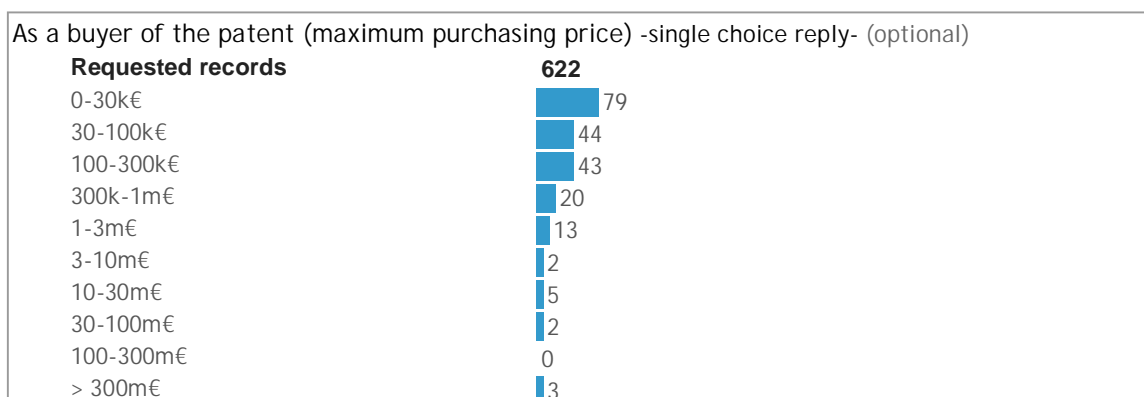
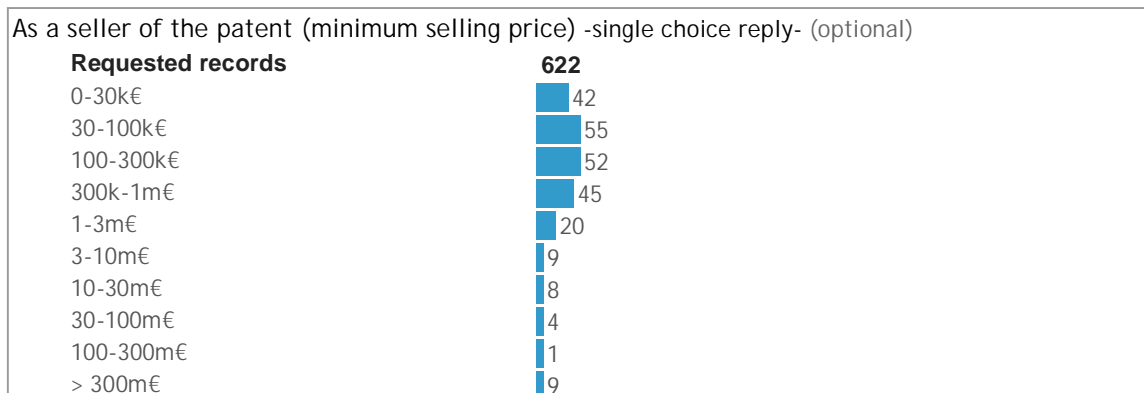
As a seller of the patent (minimum selling price) -single choice reply- (optional)



As a buyer of the patent (maximum purchasing price) -single choice reply- (optional)

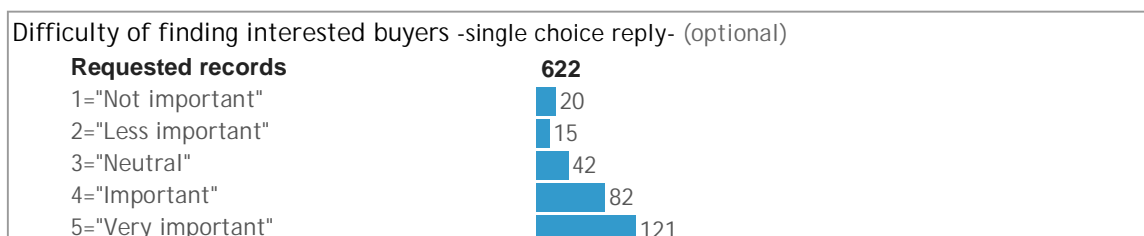


**17. Please respond as in question 16 considering the average valued patent in your portfolio (Please mark one of the intervals)**

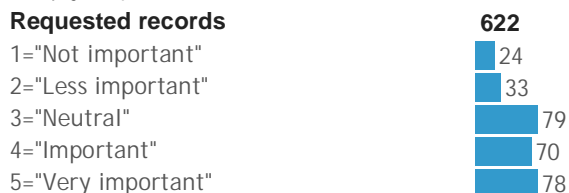


**18. Based on your experience, which of these factors are significant obstacles to selling or licensing out patents?**

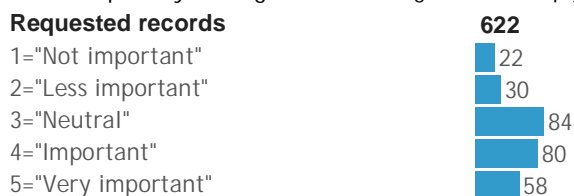
(rate importance between min=1 and max=5 with 1="Not important", 2="Less important", 3="Neutral", 4="Important, 5="Very important")



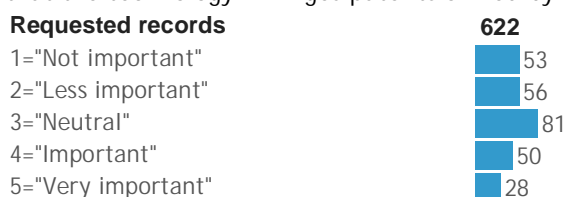
Need to disclose critical information on my patented technology in order to attract buyers -single choice reply- (optional)



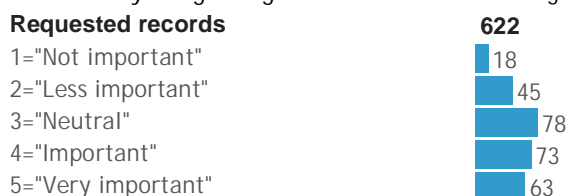
Cost and complexity of negotiations -single choice reply- (optional)



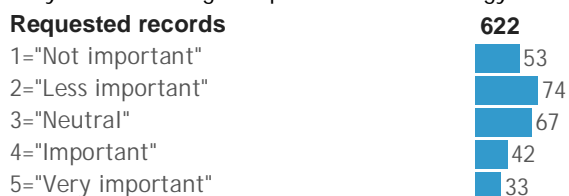
Risk that the technology infringes patents owned by third parties -single choice reply- (optional)

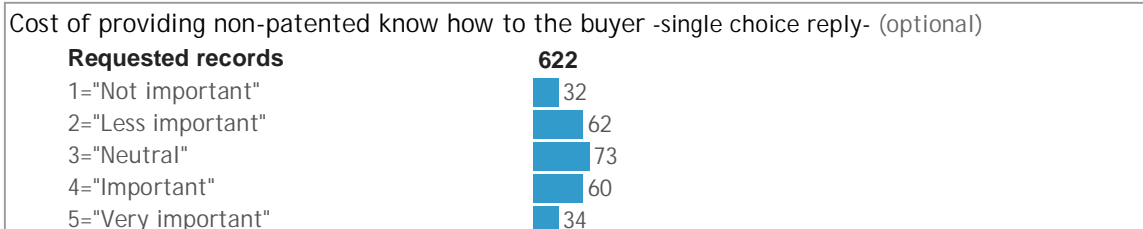


Time and money for getting consultant's advice -single choice reply- (optional)



Difficulty of describing the patented technology in an appealing way -single choice reply- (optional)





**19. What kind of public support would best help you to commercialise your patents?**

(rate effectiveness between 1 and 5 with 1="Not effective", 2="Little effective", 3="Neutral", 4="Effective" and 5="Very effective")

