



ktMINE[®]

Intellectual Asset Management CASE STUDY

A leading consulting firm specializing in intellectual asset management came to ktMINE seeking to supplement their royalty rate data and support client engagements within the physical sciences, engineering, and innovative technology markets.

CHALLENGE

After relying on internal data for years, the firm experienced challenges uncovering IP data across niche industries. The firm had a great understanding of the life sciences market and common physical science technologies but needed to diversify and supplement its internal data. In order to continue supporting clients within the physical sciences, engineering, and technology space, they turned to ktMINE for help.

SOLUTION

The consulting firm needed a reliable and flexible solution that provided direct insight into deal structures as well as royalty rate data and analytics across all industries.

To expand their internal data, the firm needed:

- ▶ **Expansive data and analytics**
- ▶ **Agreement and royalty data across all technology areas**
- ▶ **Intuitive searching functionality**

OUTCOME

After leveraging ktMINE's IP products and global data, the consulting firm is now able to swiftly overcome negotiation statements on typical terms and IP valuations by seamlessly searching within the ktMINE platform for readily available deal comparisons and royalty rate data to present to its clients.

As a result, the consulting firm is able to engage clients regardless of technology area.