

# Questel's Patent Portfolio Pruning Process

## Step 1

Identification of core and non-core patent

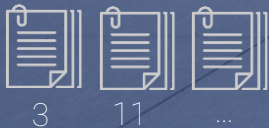


Company

Data from ad hoc solution



Patent Families Clusterization...



## Step 2

Qualification of the key variables analyzed

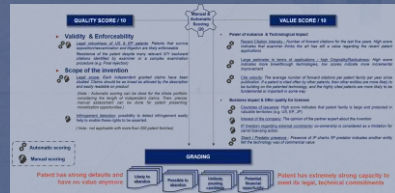


**QUALITY**  
Validity  
Enforceability  
Claimed scope



**VALUE**  
Power of nuisance  
Technological impact  
Business impact

List of key variables



## Step 3

Scoring of each patent family



Orbit Intelligence



Automatic scoring



Manual scoring

(key variables requiring manual review)



Patent family ranking

score



Patent distribution

## Step 4

Evaluation of the patent family's essentiality and/or associated opportunities

score



Patent distribution

Manual validation



Company policy



Essentiality matrix

Pruning analysis	Estimated future costs		
	Low	Medium	High
Most likely to abandon / Likely to abandon	If not related to a product, competitive advantage or business relationship > Should be kill	If not related to a product, competitive advantage or business relationship > Should be kill	If not related to a product, competitive advantage or business relationship > Should be kill
Possible to abandon	If not related to a product, competitive advantage or business relationship > Should be kill or reduce	If not related to a product, competitive advantage or business relationship > Should be kill or reduce	If not related to a product, competitive advantage or business relationship > Should be kill or reduce
Usefully pruning candidate	To conserve (e.g. patent expirations...)	If not related to a product, competitive advantage or business relationship > Should be kill or reduce	If not related to a product, competitive advantage or business relationship > Should be kill or reduce

COMMUNICATION