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Trading Ideas IP Symposium

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Singapore

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Critical Outsourcing Drivers

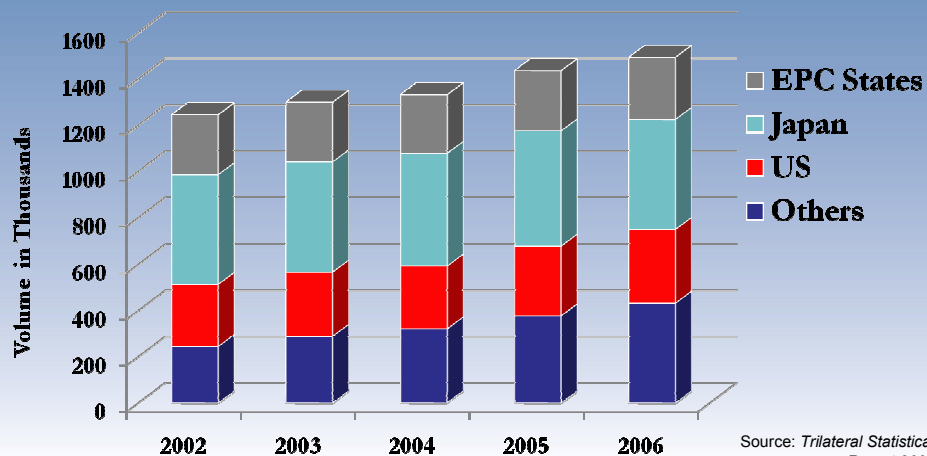
- **Workload Demands**
- **Price – Performance Value Proposition**
- **Adequate Ethical Controls**
- **Advanced Information Technology**

Infrastructure



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Global Patent Filings by Geography



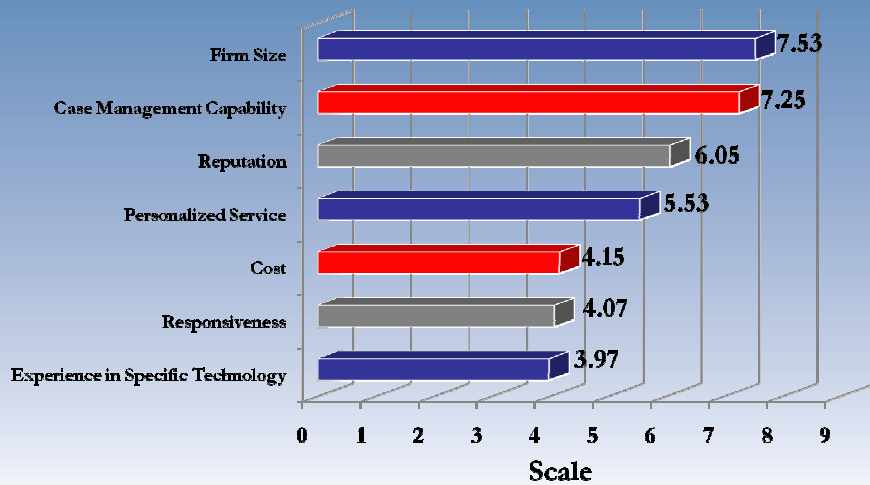
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Outsourcing Concerns

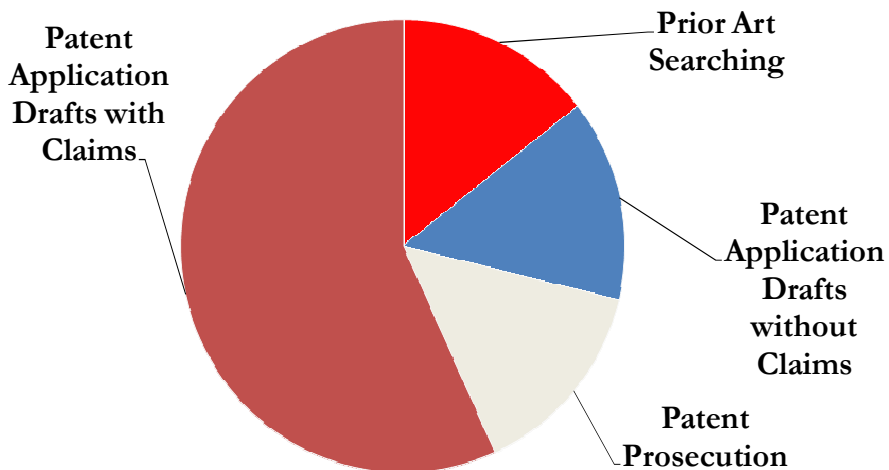
- Potential Loss of Property Rights
- Language Barrier
- Inadequate Service Procedures
- Limitations Imposed by US Export Control Laws
- Low-Volume Transactions Unattractive
- Loss of Domestic Jobs



Outsourcing Selection Criteria



Prime IP Business Opportunities





Conclusions

- **The IP service industry has potential for growth**
- **Delivering IP services effectively is a key factor**
- **Small and medium sized enterprises must have an agile, flexible and value-based business plan**
- **Professional standards and ethics are top priorities for both service providers and customers**