



IP Cost-O-Meter™

Automating Patent Cost Estimation

White Paper

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Table of Contents

- Table of Contents 2
- Executive Summary 3
- Automate Patent Cost Estimation 3
- Business Challenges 3
- Create Patent Cost Estimates with IP Cost-O-Meter for Salesforce 3
- Leverage IP Cost-O-Meter for IP Financial Planning 4
- Increased Productivity 5
- More Control and Visibility 5
- Getting Granular to Track Cost Items 6
- Save Time 6
- Benefits 6
- Conclusion 6
- Further Information 7
- About VajraSoft Inc. 7
- About the Author 7

Executive Summary

A major challenge for customers managing Intellectual Property (IP) is to quickly and accurately generate patent cost estimation quotes. Typically, customers are looking to get away from Excel spreadsheets and manual tasks. IP Cost-O-Meter for Salesforce provides the answer – Automating Patent Cost Estimation. You can now generate patent cost estimate quote in just few clicks. Another distinct advantage of using IP Cost-O-Meter™ is that IP Executives can achieve IP Financial planning – estimating patent filing & maintenance costs globally, ahead of time of filing patent applications and making IP budget forecasts.

Automate Patent Cost Estimation

IP Cost-O-Meter for Salesforce automates global Patent Cost Estimation, enabling you to easily make patent filing decisions in IP Protection and gain business advantage. You can put an end to using Excel spreadsheets and create patent cost estimate quotes using IP Cost-O-Meter.

Business Challenges

Several challenges are encountered due to lack of automation of patent cost estimation. Some of the key business challenges include:

- Creating patent cost estimates using Excel spreadsheets
- Create patent cost estimates manually
- Track and update worldwide patent costs and update them in spreadsheets

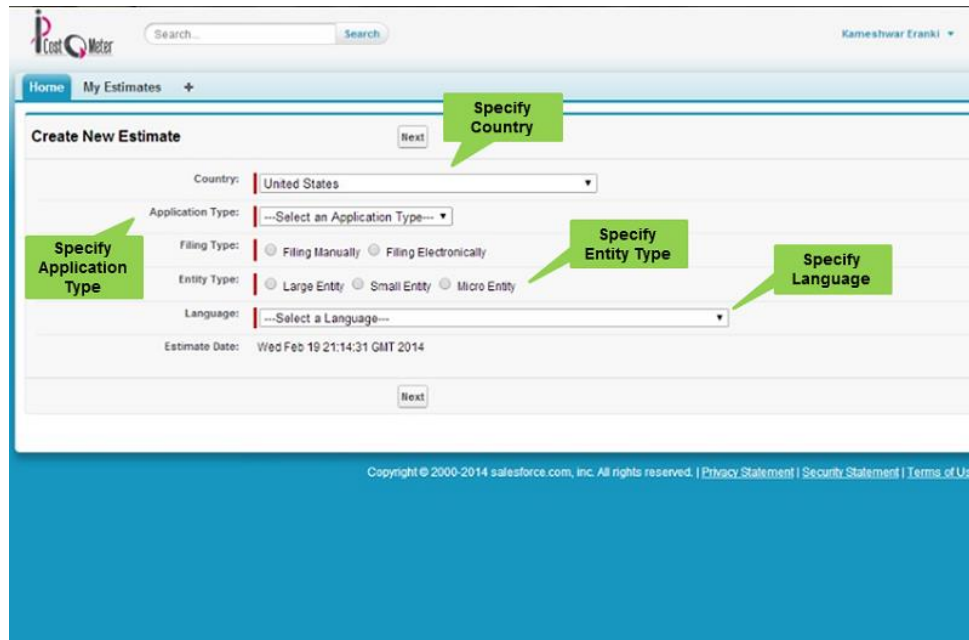
VajraSoft Inc. IP Cost-O-Meter™ – addresses each of these issues and provides valuable solution to automate patent cost estimation process and create patent cost estimates in few clicks.

Create Patent Cost Estimates with IP Cost-O-Meter for Salesforce

- Using IP Cost-O-Meter for Salesforce you can generate Patent cost estimates globally in few clicks and within minutes. IP Cost-O-Meter for Salesforce supports all Patent application types -

IP Cost-O-Meter – Automating Patent Cost Estimation
Country Applications, Patent Cooperation Treaty (PCT) Applications, EPO Applications, and Provisional Applications etc. Patent Attorneys, Patent agents or IP Law firms can generate the

quotes / cost estimates for patent filing in few clicks and respond to their customers quickly and onboard customers faster and increase productivity.



Leverage IP Cost-O-Meter for IP Financial Planning

IP Cost-O-Meter also serves as IP Financial Planning tool and helps you in IP budget forecasting to maintain your global IP Patent portfolio as well as planning for future patent filings and make strategic IP investments for business.

Patent Attorneys, Legal counsels, Patent Agents, IP Executives & Managers can use IP Cost-O-Meter to automatically generate global patent filing cost estimates.

Leveraging IP Cost-O-Meter for Salesforce you can:

- Create and send Patent filing cost estimates globally within minutes.
- Patent Attorneys, Patent agents or IP Law firms can generate the quotes / cost estimates for patent filing in few clicks and respond to their customers quickly.

IP Cost-O-Meter – Automating Patent Cost Estimation

- Automate the Patent filing cost estimation process
- IP Executives can plan ahead for making IP budget forecasts

- Granularly track - Patent filing & Search costs, Translation costs, Prosecution costs, Attorney fees and Patent Maintenance costs
- Reduce resource costs
- Onboard customers faster
- Increase productivity

Increased Productivity

Generating patent cost estimate using IP Cost-O-Meter is very easy. Just in few clicks you can quickly create your filing cost estimation quotes. It is so simple and easy like never before. Put an end to keying in data and using spreadsheets to create customer quotes for filing patents. Just make click few clicks and generate patent filing cost estimates globally. IP Cost-O-Meter for Salesforce handles:

Different patent application types including - Country Applications, Patent Cooperation Treaty (PCT) – International Applications, National phase Applications, Provisional applications

- Patent filing costs
- Search costs
- Publication costs
- Grant costs
- Maintenance costs
- IP Attorney, Patent agent costs
- Create downloadable cost estimates in pdf document format
- Track all generated quotes in My Cost Estimates

More Control and Visibility

IP Cost-O-Meter for Salesforce provides options to add cost line items with granularity. This helps in generating thorough patent filing cost estimation quotes and ability to plan accurate IP budget forecasting for maintaining global patent portfolio.

Getting Granular to Track Cost Items

Granularly track Patent filing & Search costs, Translation costs, Prosecution costs, Attorney fees and Patent Maintenance costs.

Save Time

The global pricing engine provides all the cost items. User can simply select requisite cost items from the list and in few clicks quickly generate the estimates. User need not key any data, saving you time and eliminating any manual errors.

Benefits

Key benefits of using IP Cost-O-Meter for Salesforce include:

- Automation of Patent cost estimation process
- Serve as IP Financial Planning tool – for IP Budgeting & Forecasting
- Easy to use
- Faster Time-To-Value
- Faster Time-To-Market
- Improve productivity

Conclusion

IP Cost-O-Meter for Salesforce *sunsets use of Excel spreadsheets and manual tasks* and **automates patent cost estimation process**. Using IP Cost-O-Meter you can generate patent cost estimation quotes globally for all patent application types – Country Applications, Patent Cooperation Treaty (PCT) – International Applications, National phase Applications and Provisional applications. Additionally, IP



IP Cost-O-Meter – Automating Patent Cost Estimation

Executives can achieve **IP Financial planning** – estimating patent filing costs globally, ahead of time of filing a patent application.

Further Information

Salesforce AppExchange Listing of IP Cost-O-Meter for Salesforce:

<https://appexchange.salesforce.com/listingDetail?listingId=a0N3000000B4m6GEAR>

IP Cost-O-Meter for Salesforce Free Trial Download:

http://www.vajrasoftinc.com/trialforce_ipcm.html

IP Cost-O-Meter Web page on VajraSoft Inc. website:

<http://www.vajrasoftinc.com/sf-ipcostometer.shtml>

About VajraSoft Inc.

VajraSoft Inc. is Intellectual Property (IP) Management Software Company, helping customers **manage innovations and monetize IP's**. VajraSoft Inc. products won several Cloud awards including – UP Start Cloud Award for **Best Industry Application for 2012** and TiE50 2013 Finalist in Software (Cloud computing) category. *Silicon India magazine* listed VajraSoft Inc. as **Top 100 Technology companies in US for 2013**. VajraSoft Inc. is also Finalist of StartmeupHK Venture Program, conducted by the Govt. of Hong Kong and UP Start Cloud Award for **Best BI / Analytics Application for 2013**.

About the Author

Kameshwar Eranki is CEO of VajraSoft Inc. & Chief Product Architect of award winning Cloud applications, and driving the growth of Product portfolio. He has over 21 years of Software Product Development and Business Development experience. Kameshwar is responsible for spearheading Intellectual Property (IP) Software development, process improvement, technology adoption and delivering customer value. He is recognized leader in Cloud Computing and as global IP expert.

IP Cost-O-Meter – Automating Patent Cost Estimation

Kameshwar is experienced in providing innovative IP solutions to the industry. These include *IP Assets Strategic Management*, **PatFolio**[™] – Global Patent Portfolio Management system, **IP Cost-O-Meter**[™] – automating global IP filing cost estimation, **IP Monetizer**[™] – automating IP license management and Royalties management, **PatentTrak**[™] and Patent Prosecution Highway Automation. His prior experience

includes working at Hitachi Consulting, Oracle Corporation, Cisco Systems and Sun Microsystems. Kameshwar is experienced in providing solutions to Life Sciences, Retail, Banking & Finance, Automotive, Manufacturing, Glass & Chemicals and Aerospace Industries.

Kameshwar holds Master of Science in E-Business Systems and Technologies from Golden Gate University, San Francisco, USA and Master of Science in Electronic Commerce, Golden Gate University, San Francisco.