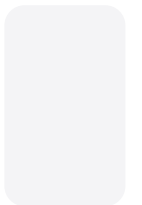
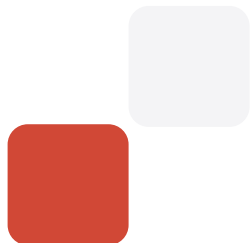
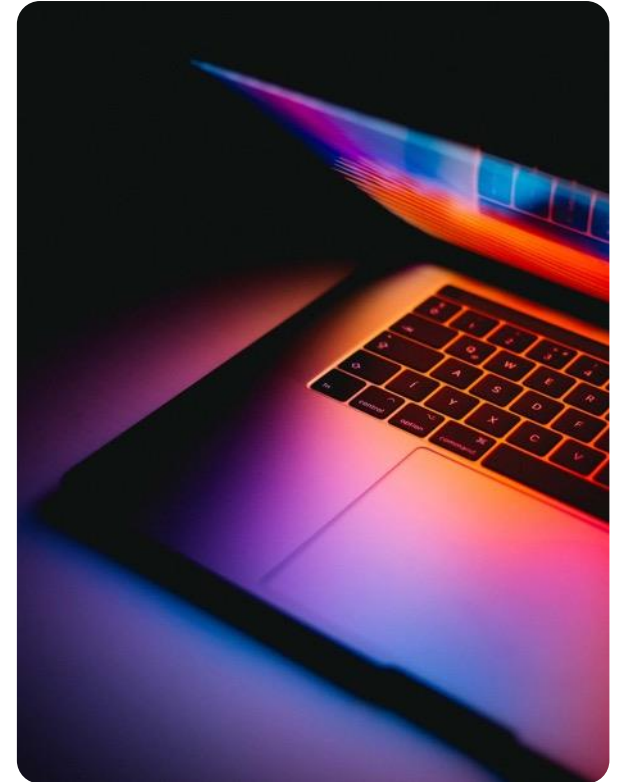




*Questel*

# Unlocking Commercial Potential: Industry Perspectives on ASEAN IP Data Value and Service Offerings

6th ASEAN IP Register Coordinator Meeting



QUESTEL

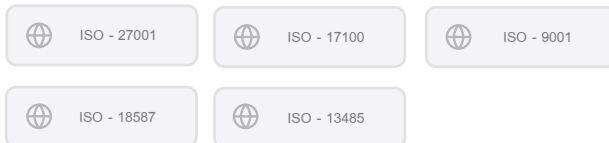
*Questel*

# Who are we?

→ **Questel is a global provider of tech-enabled professional solutions for managing all types of intellectual assets.**

→ **Our mission** is to help **our client succeeding in the modern knowledge-based economy**, in an efficient, secure and sustainable way.

→ **We apply high standards** in quality, security and corporate social responsibility.



## Shareholders

- CEO : Charles Besson
- 400+ employees are shareholders
- Private-equity backed Eurazeo, IK Partners, Paragon, Raise

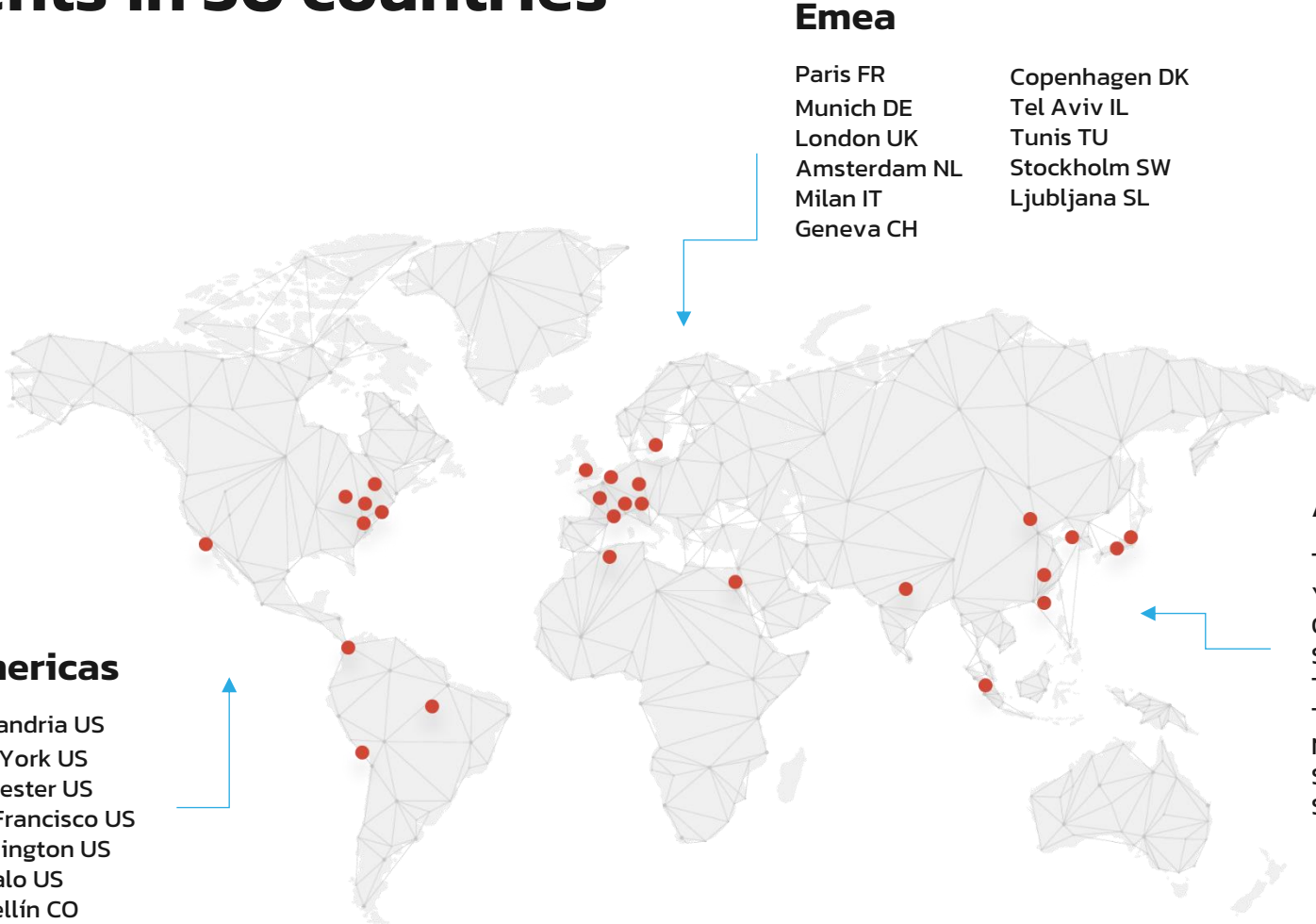
### IPO / LBO5



# We serve 20,000 clients in 30 countries

## Key metrics

- 1,700 Questel employees
- 300+ local agents
- 1,200+ local translators
- 3 Questel Labs (AI & Big Data)
- 15 million users
- Petabytes of hosted data
- Daily update from 500+ sources



### Americas

- Alexandria US
- New York US
- Rochester US
- San Francisco US
- Wilmington US
- Buffalo US
- Medellín CO
- São Paulo BR
- Arequipa PE

### Emea

- Paris FR
- Munich DE
- London UK
- Amsterdam NL
- Milan IT
- Geneva CH
- Copenhagen DK
- Tel Aviv IL
- Tunis TU
- Stockholm SW
- Ljubljana SL

### Apac

- Tokyo JP
- Yokohama JP
- Osaka JP
- Shanghai CN
- Tianjin CN
- Taipei TW
- New Delhi IN
- Singapore SG
- Seoul KR

# Our Platforms in a nutshell

## Search, Watch & Analysis

### Orbit

Patent, NPL, scientific and business data

### Markify

Trademark, design and domain names

### Innosabi

Innovation trends and ecosystems mapping

## Process Management

### Equinox

IP rights management

### Innosabi

Innovation management

## Tech-enabled Services

### IP Services Portal

Filing, validation, translation, renewals and recordals

### Morningside Hub

An advanced client platform for all translation projects



# ASEAN IP Data Value for Questel

## ASEAN IP Data Value for Questel (1/2)

- ❖ **ASEAN as a Global Innovation Hub\***: Steady growth in R&D investments across ASEAN is positioning the region as a key player in global innovation, with emerging technologies and new market opportunities
- ❖ **Strategic value of ASEAN IP Data**: Essential for commercial providers targeting global markets, like Questel, ASEAN patent data offers competitive intelligence and insights into regional trends, helping our clients strengthen their IP strategies
- ❖ **Top IP offices**: 6 of the 9 ASEAN IP offices rank among the top 45 IP offices for direct patent applications and PCT national phase entries\*, highlighting the region's significance in global IP activity

## ASEAN IP Data Value for Questel (2/2)

- ❖ **Demand vs accessibility:** Although requested by clients, ASEAN patent data can be difficult to access, making it a valuable resource for informed decision-making
- ❖ **Support for informed decision-making:** Leveraging ASEAN patent data enables our clients to minimize legal risks, identify emerging technologies, and make more strategic decisions regarding R&D, investments, and partnerships

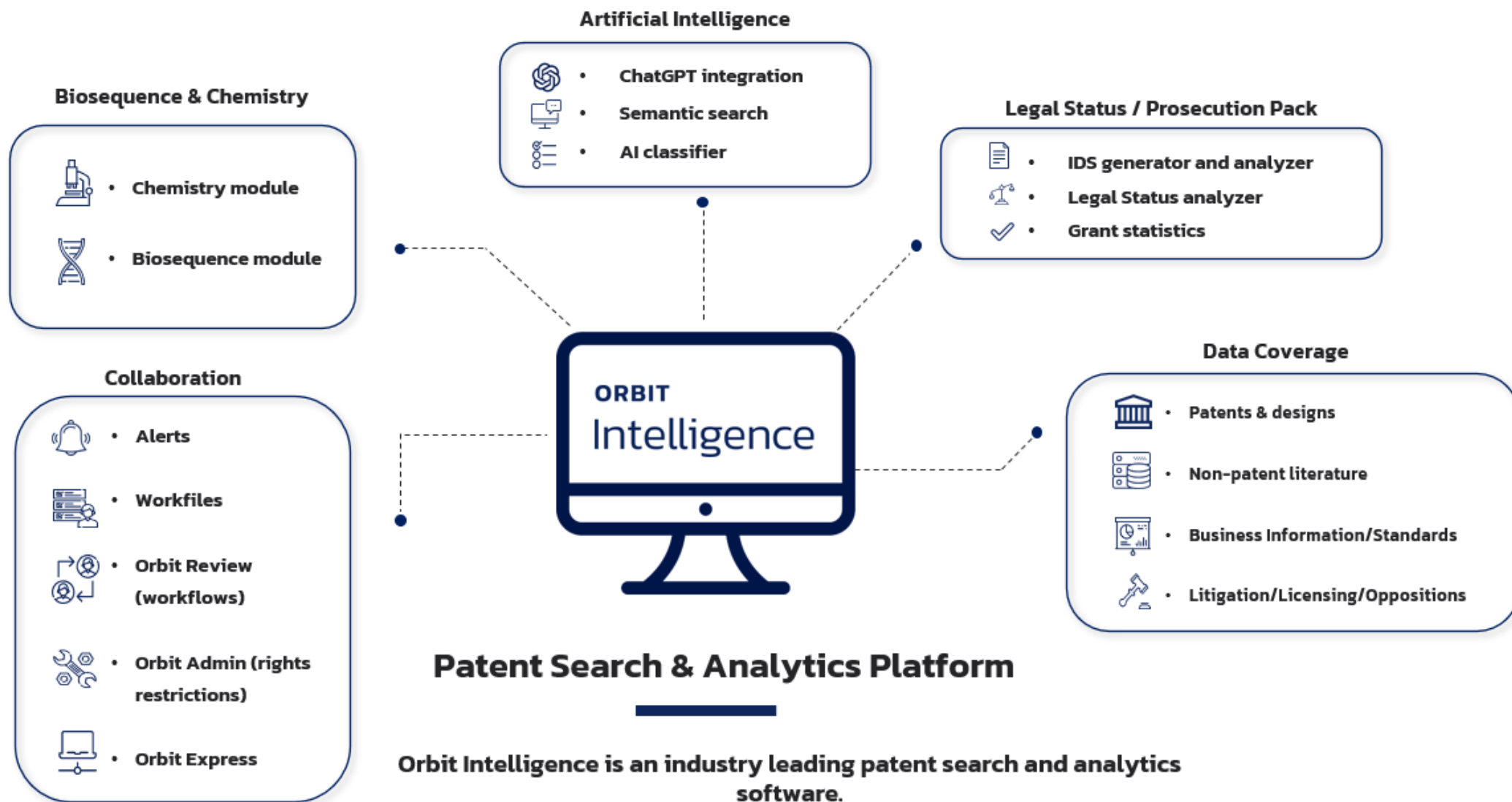


# Questel Service Offerings

## Questel Service Offerings

- ❖ Questel developed and owns Orbit intelligence, a Worldwide patent database, one of the best tools on the market.
- ❖ With the coverage of patent offices representing more than 99% of the World's patent applications, more than 97% of the patent collection available in English alongside original languages, and the best query engine on the market, makes it the perfect tool for prior art searches.
- ❖ AI is also widely used to help bring quality content to our clients (patent families, translations, normalization, content extraction, metrics calculation), to offer robust semantic and similarity searches, to classify data and to provide reading and reviewing assistance.

# Questel Service Offerings – Orbit Intelligence Overview



# Questel Service Offerings – Orbit Intelligence Data



## DATA COVERAGE

- **110 patent authorities**
  - 71 in full text
  - 60+ with legal status
  - 45 with citations
- **Citations** (X, Y, 102, 103...)
- **Licensing data (SEC)**
- **Standards**
- **Designs** (75+ jurisdictions)
- **Business information**
- **Non-patent Literature**
  - Scientific publications
  - Clinical trials
  - Government projects & grants

## ENHANCED CONTENT

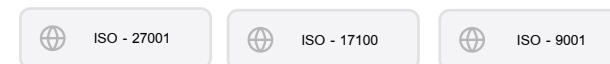
- **Key content**: Semantically summarizes the full-text of the invention
- **AI Assistant** Powered by ChatGPT to get patent summaries, enhanced abstract and more...
- **Technical concepts**: Extract the main ideas of the patent using AI
- **AI Classifier**: Assisted machine learning to distinguish between relevant and non-relevant data
- **Prosecution Pack**: Unique module dedicated to understanding the stages of the patent application process
- **Machine translation** of FULLTEXT records
- **Chemical structures**
- **Sequences**
- **Value Metrics**: Patent Value & Patent Strength ; Patent Technical Impact ; Patent Market Strategy ; Patent Originality & Generality Indices

## LEGAL STATUS DATA

- **Sources**
  - INPADOC
  - USPTO official gazette
  - US Patent Center
  - CNIPA (Chinese Patent Office)
- **Alive/dead status**
- **Expected expiration date**
- **Term right extensions**
- **Oppositions**
- **Litigations**
- **FDA Orange book**

## ASSIGNMENT DATA

- **Corporate tree**
- **Normalized names**
- **Reassignments**
- **Security interests**
- **Government interests**
- **Small companies**



All fields are searchable | [More details on the data coverage page](#)

# Questel Service Offerings – Access Levels (1/2)

MODULES	ESSENTIAL	ADVANCED	PREMIUM
<b>Search</b>	<b>AVAILABLE FOR EACH LEVEL</b>		
Search exclusive invention-based patent families from 110+ patent authorities			
Search patents from 110+ patent authorities with built-in legal status & citations			
Search throughout the full text of 70+ patent authorities			
Search litigations and oppositions data of 25+ patent authorities			
Semantic search, similarity search, citation search			
Search and scan key content (object of invention, advantages over prior art drawbacks, independent claims), key technical concepts			
Access companies' corporate tree			
Scan graphical family legal status (timeline)			
Customize result page and hitlist displays			
Group and view extended INPADOC patent families			
Store search results in dynamic named lists			
AI Assistant Tab – AI Review and comparison of Patents			
<b>Download</b>			
Download PDF copies, individually and in bulk			
Download custom search reports in various formats (XLS, PDF, RTF, XML, TXT, CSV)			
<b>Alerts</b>			
Monitor technologies, competitors, US legal status and grant of a patent			
<b>Workfiles</b>			
Archive patent family & design portfolio			
Automatic feed archives with alerts' results			
Use metadata (ranking, comments), user fields and attach files			



## Add-on Modules



**Orbit Biosequence**  
DNA and amino acid  
Searching



**Orbit Chemistry**  
Chemical molecule  
Searching



**Industrial Design**  
Design Searching



**AI-Classifer**  
Document  
classification via AI



**Prosecution Pack**  
Grant statistics and  
detailed legal status

# Questel Service Offerings – Access Levels (2/2)



Essential

Analyze up to 100k records



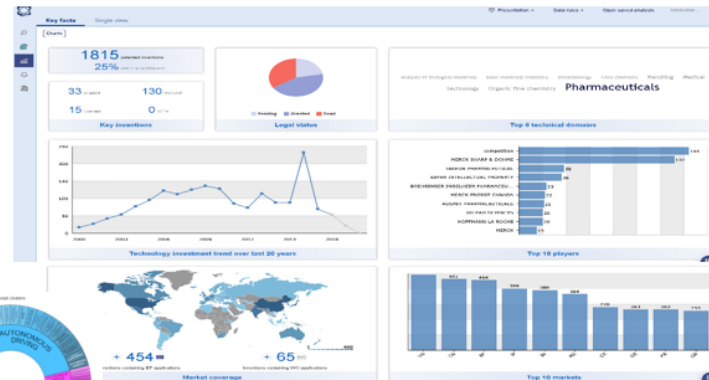
Advanced

Analyze up to 300k records



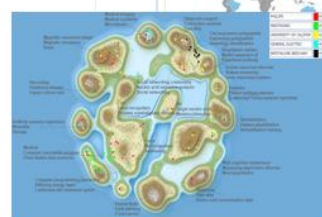
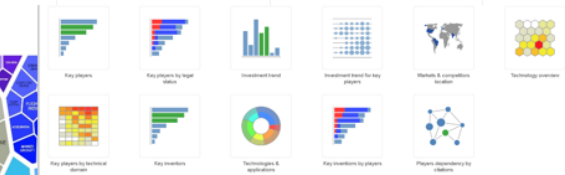
Premium

Analyze up to 2M records



**Evaluation indicators**

- Portfolio value**  
The sum of all the patent value scores for all patents...
- Patent value**  
Score based on patent strength scaled by the remaining...
- Patent strength**  
Score based on the number of forward citations an...
- Technology impact**  
Score based on the number of forward citations receive...
- Market strategy**  
Score based on the GDP of the countries where the anal...
- Generality**  
Values range between 0 and 1. The score is calculated...
- Originality**  
Values range between 0 and 1. The score is calculated...
- Radicalness**  
Values range between 0 and 1. The score is calculated...



**Data rules** Data rules administration

Filter results

Name

- MERCK SHARP & DOHME
- BOEHRINGER INGELHEIM
- NOVARTIS
- TAKEDA PHARMACEUTICAL

Assignees

- Assignees
- Inventors
- Representative
- All IPC codes
- All CPC codes

**Data rules** Data rules administration

Filter results

Name

- MERCK SHARP & DOHME
- BOEHRINGER INGELHEIM
- NOVARTIS
- TAKEDA PHARMACEUTICAL

Assignees

- Assignees
- Inventors
- Representative
- All IPC codes
- All CPC codes
- Concepts

**Data rules** Data rules administration

Filter results

Name

- FORD GLOBAL TECHNOLOGICAL
- UATC
- GM GLOBAL TECHNOLOGICAL
- TOYOTA MOTOR
- ROBERT BOSCH
- BAIDU

Assignees

- Assignees
- Parent company
- Inventors
- Representative
- All IPC codes
- All CPC codes
- Concepts



# Questel Service Offerings – Prior art Search Functionality (1/6)



## Semantic search

- Fast patentability search
- Ideal for both novice and expert users

semantic search

Free text ⓘ

The lithium iron phosphate battery (LiFePO4 battery) or LFP battery (lithium ferrophosphate), is a type of rechargeable battery, specifically a lithium-ion battery, using LiFePO4 as the cathode material, and a graphitic carbon electrode with a metallic backing as the anode. The specific capacity of LiFePO4 is higher than that of the related lithium cobalt oxide (LiCoO2) chemistry, but its energy density is less due to its lower operating voltage. The main drawback of LiFePO4 is its low electrical conductivity. Therefore, all the LiFePO4 cathodes under consideration are actually LiFePO4/C.[3] Because of low cost, low toxicity, well-defined performance, long-term stability, etc. LiFePO4 is finding a number of roles in vehicle use, utility scale stationary applications, and backup power.

*Describe the technology you want to search in plain english or copy and paste the content from another document. At least a paragraph of text is expected.*

**Non English text will be sent to a 3rd party for translation**

[Custom search wizard](#)

One click semantic search

## Similarity search

- Find quickly similar patents to a reference patent

Patent families (FamPat) - 113 results Non-patent literature (NPL)

Select: 1

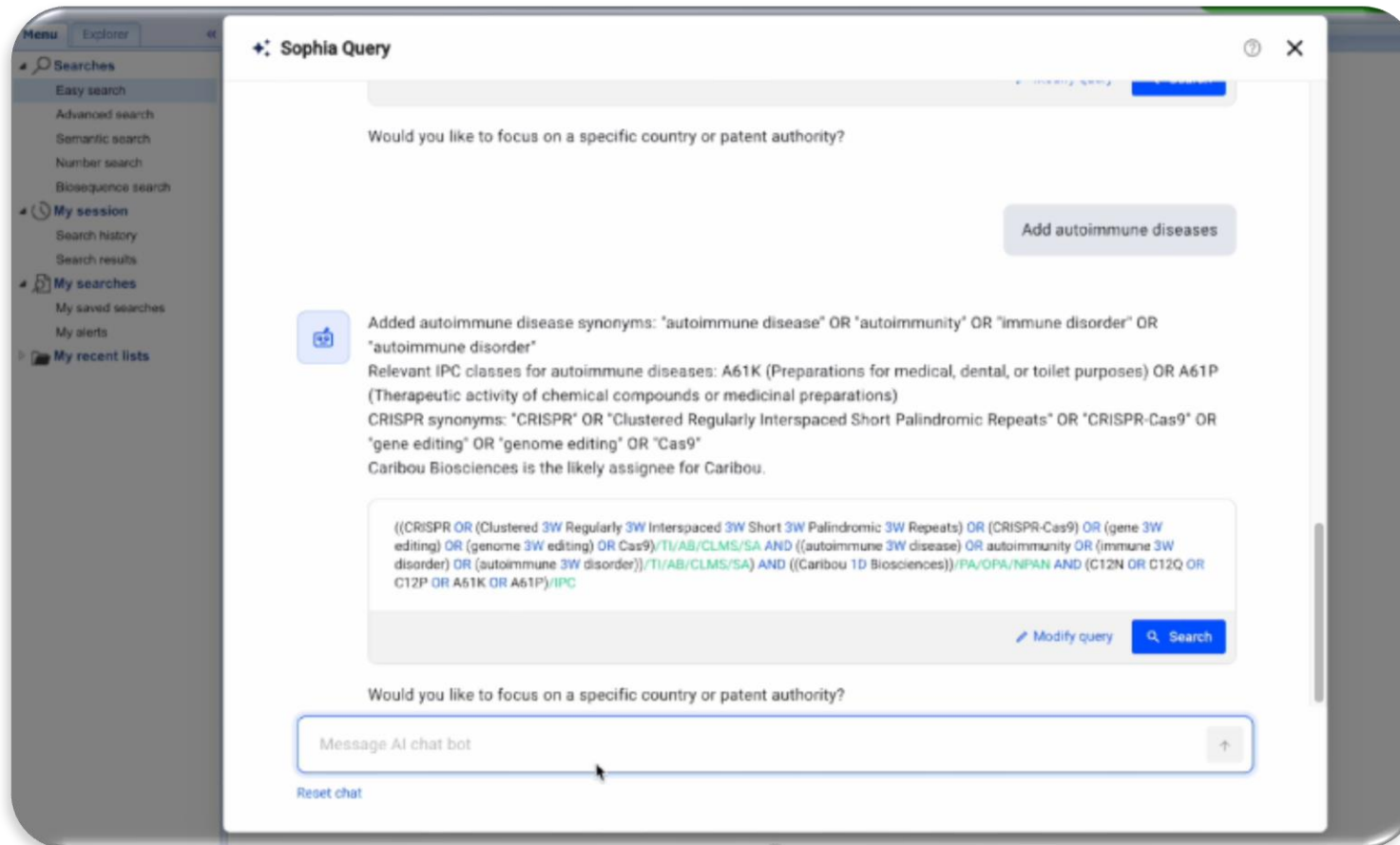
#	Title	Publication number	1st
1	Drilling fluid	220154061	202

Search similar patents  
Restrict to similar patents

Disclosed herein are drilling fluid compositions suitable for use, for example, in drilling a well in a subterranean formation and other oil and gas operations. The drilling fluid compositions of the present disclosure include the condensation product of a trifunctional amine and a fatty acid and an oil base. The present disclosure also described processes for preparing drilling fluid compositions.

Similarity search

# Questel Service Offerings – Prior art Search Functionality (2/6)



## Sophia Query

A help for you to build a Boolean query to find the most relevant documents:

- Streamlines Patent Searches by simplifying the process and converting natural language questions into precise Boolean queries.
- Empowers Non-Expert Users by making patent searches accessible without expertise in Boolean logic, allowing to perform complex searches with ease.
- Assists experts in starting searches quickly on unfamiliar subjects, providing a strong foundation they can adapt and refine with their expertise.
- Saves time and reduces errors by providing users with faster, more accurate results by minimizing query syntax errors.



# Questel Service Offerings – Prior art Search Functionality (3/6)



## Combine search criteria

- Various search fields
- Use wild cards/truncations, Booleans and proximity operators to run comprehensive searches and reduce noise

## Corporate Tree

- 5M companies in the Corporate Tree
- Get a company entire portfolio including its subsidiaries

## Collection

- Easy switch from family-based to patent-based (by country) results to cover all the use case from general prior art to freedom to operate query

# Questel Service Offerings – Prior art Search Functionality (4/6)



- Filter by status, countries, oppositions, classification codes, etc.
- Preview the family structure
- Concept extraction using AI
- AI assistant to get summaries of patent, enhanced abstracts and compare family members
- Citations tab showing backward and forward citations including examiner rejections
- Identify the current assignee and access information on the company
- 12 highlighting colors
- Keywords in context (KWIC) to better understand the results
- Customize the preview tab and add more tabs to view legal status, timeline and more
- Download PDFs and customize exports in several formats
- Similarity and citation searching
- Save results in lists or workfiles

Publication number	1st app. date	Applicant / Assignee	Cited by	Cat.	Title
US20040075317	2002-10-11	JOYSON SAF...	Applicant		Child seat
AU2013221904	2012-09-04	BRITAX CHIL...	Examiner		Child seat with bel mechanism for im installation
US20110272983	2010-07-20	DOREL JUVENILE	Applicant, Examiner	102, 103 Details	Child restraint for v
EP2322379	2009-11-16	DOREL JUVENILE	Applicant		Reversible child s seat belt passaget
EP2080664	2008-01-18	APRICA CHIL...	Applicant, Examiner		Automobile child s
EP1997671	2007-05-30	TAKATA	Applicant		Seat belt clamo ac

# Questel Service Offerings – Prior art Search Functionality (5/6)



The screenshot displays the Questel patent search interface. On the left, there is a navigation pane with options like 'Family view - 1/10' and 'Find similar patents'. The main area is divided into two panes. The left pane shows the patent text with various components highlighted in green and blue. The right pane shows a technical drawing of a gas container assembly with numbered callouts (100, 110, 116, 118, 120, 122, 124, 126, 128, 130, 132, 134, 136, 138, 140, 142, 144, 146, 148, 150, 152, 154, 156, 158, 160, 162, 164, 166, 168, 170, 172, 174, 176, 178, 180, 182, 184, 186, 188, 190, 192, 194, 196, 198, 200). A 'Labels List' on the right side of the drawing pane lists the components: 100. casing, 116. ports, 170. example gas storage container, 172. top cap structure, 174. collar, 176. fastening surface, 178. adapter flange, 180. lid, 182. upper portion, 184. fasteners, 186. adapter barrel, 188. annulus, 190. barrel sidewalls, 192. interior sidewall, 194. threads, 196. tapered surface. The bottom of the interface shows 'Record 1 of 10' and 'Displaying records 1 - 10 of 10'.

## ImageLink

Seamless cross-referencing between images and their descriptions in patent documents:

- Instant access to corresponding text for a specific element in a patent image with just a click.
- Effortless navigation through patent documents using our user-friendly toolbar, saving valuable time and resources.

# Questel Service Offerings – Prior art Search Functionality (6/6)



The Marvin JS Editor interface is shown with several panels. On the left, there's an 'Import' section with 'Open file' and 'Paste source' options. Below it, a 'Filter by hit molecules' panel shows 'Select the molecules which are relevant to your search.' with two checked items: '2-acetoxybenzoate' (179 g/mol, 462 families) and 'aspirin' (180 g/mol, 20912 families). The main area displays a chemical structure of a complex molecule and a table of search results. The table has columns for 'Drawing', 'Molecule', and 'Mol. mass'. It lists several 'acetylsalicylate' entries with their respective patent numbers and descriptions.

## Sequence Search

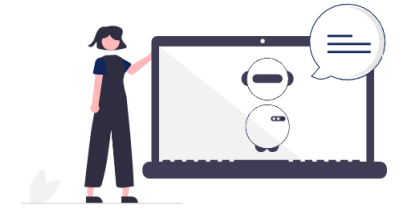
- Non-redundant database with data from sequence databases, sequence listings and manual curation
- Only software platform allowing sequence searching in a fully featured patent platform
- Easy combination with other fields such as keywords and molecule search
- 3 algorithms to search long sequences, very short sequences or "MOTIF"
- Powerful dedicated filters (claimed seq, legal status, % identity, subject, length, ...)
- Visualize & download sequences in patent family

## Molecule Search

- Search drug names, IUPAC names, molecule drawing, CAS numbers with an exact or sub=structure search
- Powerful Sketcher (R-groups, Markush structures)
- Search all synonyms of a molecule at once
- Visualize all molecules in the patent
- Export all or hit molecule names and localization
- Visualize & download sequences in patent family

The screenshot shows a sequence alignment tool interface. The top part is a table of search results with columns for 'Title', 'Publication number', 'Pub date', 'Applicant/Inventor', 'Filed', 'Filed No.', 'Claimed seq.', and 'Unpub. seq. info.'. Below the table, there's a detailed view of a sequence alignment. It shows a 'QUERY' sequence: R I D P N S G S T K Y N E. Below it, several 'SEQUENCES' are aligned, such as 'S0009' (I N P N N G G T N Y N E) and 'S0015' (I D P N N G G T N Y N E). The alignment is visualized with colored bars indicating matches and mismatches.

# Questel Service Offerings – AI Classification



relevant	not relevant	Total
5	7	12
19	1969	1988
24	1976	2000

relevancy threshold  %  
relevancy threshold is dynamically calculated, document scoring above the threshold are classified as relevant

Disable AI-Classifier Run AI-Classifier

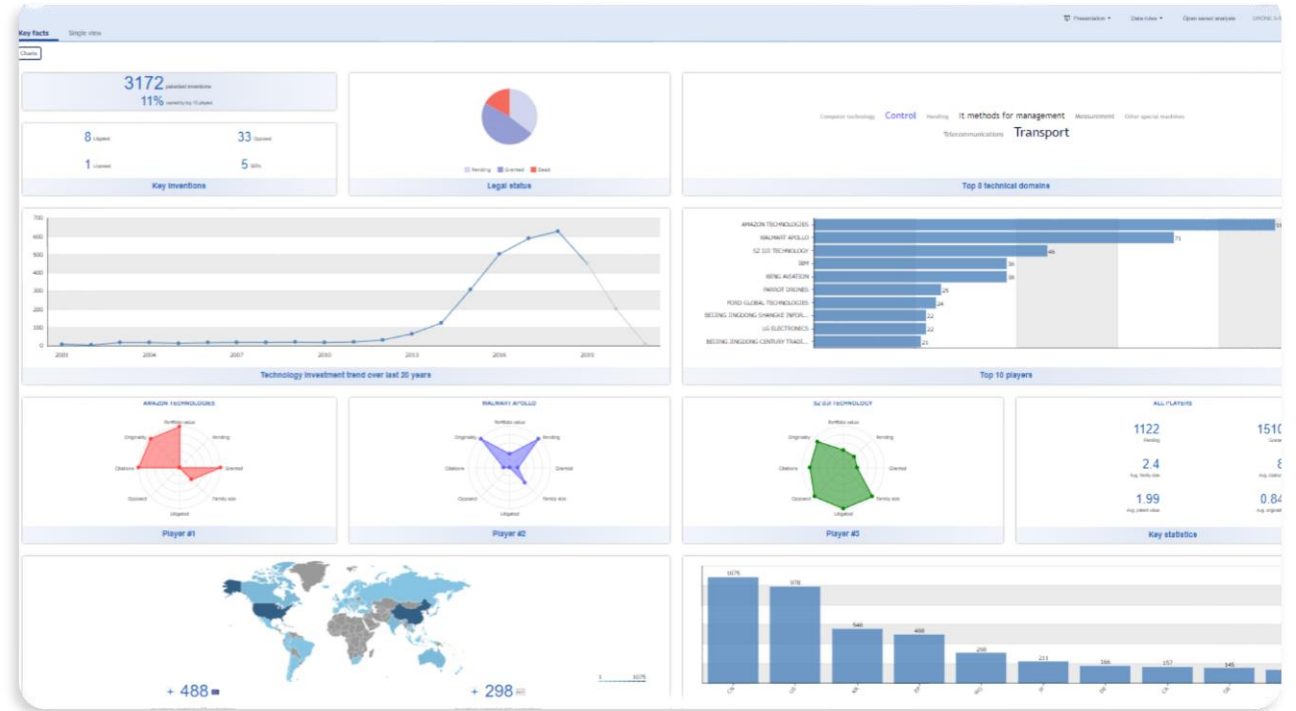
## AI meets Orbit Intelligence

- Efficient patent classification using AI and machine learning.
- Tailored classifiers to match your specific needs
- Seamlessly integrates with existing alerts in Orbit Intelligence.
- Saves time and resources with automated classification.
- Enables informed decision-making in patent landscape analysis.
- Better patent portfolio management for strategic innovation.

# Questel Service Offerings – Analysis



- Analytics dashboard for a quick overview of the results
- 60+ pre-defined charts
- Interactive and customizable charts
- Drill down functions
- One-click presentations
- Export chart data and images
- Company dashboards for more data about the assignee
- 3 analysis levels: essential, advance and premium

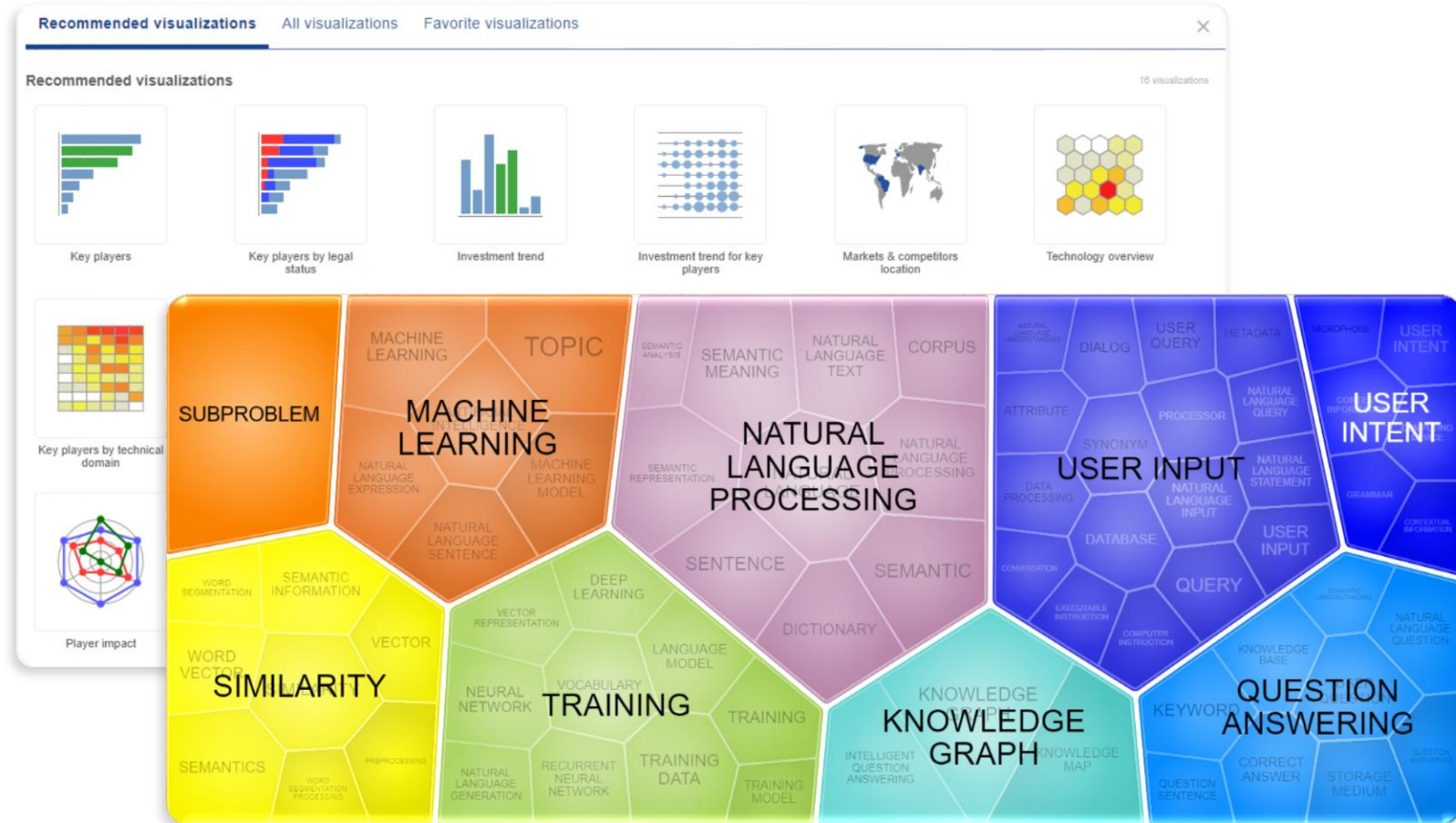


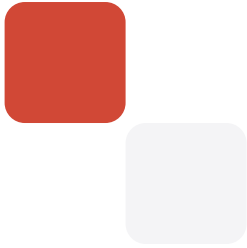
# Questel Service Offerings – Analysis



→ Specific charts allow for identifying, comparing and evaluating:

- Filing trends
- Embedded concepts using AI analysis
- Landscape charts
- Classification code hierarchies
- Competitor relationships
- Portfolio metrics
- Opposition and litigations
- Pruning candidates
- Out and in-licensing candidates
- Tech scouting opportunities

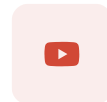




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Resources



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A world leader providing best-in-class solutions  
for Intellectual Property and Innovation Management.