

Joining the patent family

Being a CEO of a small company can be challenging, but when you also look after the intellectual property interests of a business, it's important that you work with a reliable team. Nature Technology Corporation Chief Executive, Clague Hodgson explains how PCTFILER became a welcome addition to his patent prosecution process.

Nature Technology Corporation (NTC) is a small, but successful bio-engineering technology company. Based in Nebraska, USA, NTC provides the pharmaceutical and industrial biotechnology industries with outsourced solutions for design, research, process development and manufacturing of biologics.

The company currently has 23 issued patents, with 12 more in development and 5 at the International stage, yet astonishingly doesn't use domestic patent attorneys or outside counsel. All of NTC's patent specifications are drafted by the in-house scientists.

"There are only 10 of us here, so each person wears a few hats", explains Clague.

International rescue

With many small businesses, the cost of legal counsel can become a barrier to innovation. Training the scientists to draft patents and keeping the domestic filing in-house has enabled NTC to keep costs to a minimum. It wasn't until a number of the company's patents had reached the International stage that Clague considered outsourcing. He needed to find a way to keep both cost and administration at a manageable level, without jeopardising the safety of NTC's patent portfolio.

Clague had received one of PCTFILER's postcards (that are sent to PCT National Stage entry applicants as a reminder that their deadline is approaching), which prompted him to investigate further.

"I particularly like PCTFILER's online estimates, which can be adjusted to accommodate the coverage we can afford."

"I don't normally respond to postcards", says Clague, "But I did on this one. I had a portfolio that needed to go into the National Phase and didn't know all of the international agents."

Because PCTFILER provides a fully automated online quotation tool, Clague was able to access instant and fully accurate costs.

"I particularly like PCTFILER's online estimates, which can be adjusted to accommodate the coverage we can afford. This allows us to develop international patenting strategies over time, knowing what the initial costs are in advance," adds Clague.

A reliable source

PCTFILER also selects reputable international agents, all of which are listed on the PCTFILER website. This was important to NTC – as it is to many patent owners – because he needed the reassurance that PCTFILER were reliable and could be trusted to get the job done.

"We like the convenience of having PCTFILER's multiple international agents working for us around the world, without having to develop relationships on our own. In particular, it saves us the expense of having a patent law firm act as a go-between, when what we need is an electronic service."

PCTFILER is consistently helping companies like Nature Technology Corporation to leverage their resources, without forcing them to compromise on quality.

"I'm sold", concludes Clague, "Regardless of whether your company has its own internal legal counsel or not, you should take advantage of PCTFILER's excellent international patenting services. Their agents are efficient and cost-effective, which means I don't have to lose sleep at night."