

## An Insider's Guide to Understanding and Obtaining Patents and Managing Costs

### Abstract:

While the overall US patent allowance rate plunged to about 40% last year, Bob has maintained a patent allowance rate of over 70%; and you can use many of his insights and tactics, as an applicant, to dramatically improve your likelihood of obtaining a patent at a reasonable price.

Bob will share his best ideas on:

- evaluating whether your inventions are patentable;
- the various classes of inventions that a materials scientist should think about;
- deciding whether a patent application is worth the investment and, if so, when to file and what kind of application to file;
- understanding the process and costs (Bob will provide free copies of his report on typical costs over the life of a US patent);
- deciding whether to file internationally and, if so, where else to file;
- the dramatic changes in US patent practice under the new US Patent Office Director;
- why legislative patent reform proposals are likely a dead end, notwithstanding the hype;
- providing a US examiner with "cover" to allow your patent application;
- how to pitch your story and establish credibility to win an examiner to your side (the applicant/inventor—not just the attorney—must often play a key role);
- turning the tables when you face a difficult examiner;
- leapfrogging the multi-year backlogs at the USPTO to get your patent faster;
- an insiders' perspective on managing legal counsel and negotiating associated costs to maximize cost-effectiveness and minimize excess;
- evaluating the benefits and dangers of outsourcing and automation to reduce your costs—with thoughts as to where outsourcing makes sense; and finally
- what being a patent attorney is all about and how to decide if a career in patent law may be right for you (or other family members).

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## Robert J. Sayre, biography



Bob is a registered patent attorney with 14 years experience. He elevated from one of Boston's largest firms, Mintz Levin, to found Modern Times Legal ( <http://www.mxlegal.com>) in Kendall Square, Cambridge in 2007. He represents a couple well-known universities in Cambridge and commercial entities ranging from small startups to one of the world's top companies by revenue. He earned his bachelor of science in ceramic engineering from Clemson University and his juris doctorate from Duke University School of Law. Though he now usually keeps his hands clean, Bob spent a year conducting research in the Materials and Components Technology group at Argonne National Laboratory.

Bob also now works as a patent-drafting expert for the World Intellectual Property Organization [*i.e.*, the UN agency that manages the international (PCT) patenting system], which sends him to far-flung locales, such as the Ethiopian Intellectual Property Office in Addis Ababa and the African Regional Intellectual Property

Office in Harare, Zimbabwe to teach patent drafting, trips that provide a wealth of insights and stories.