

## COMPETITIVE INTELLIGENCE ANALYSIS - CASE STUDY

Client

A US based Fortune 100 retail firm

## Client's Requirement

The client wanted us to closely analyze its target competitors and identify all the relevant domains in which the latter had filed their patents. The client had provided us with a list of about 20 target competitors.

## Challenges

The client was interested in closely analyzing around 20 target competitors in the domain of online and retail shopping and wanted us to provide patent portfolios for all of them covering Jurisdictions: US, CA, MX and WO.

## **IDS Solution**

- For Phase-I, we identified all subsidiaries (tier 1 to tier n), associates or acquisitions done by the target companies. The identified subsidiaries and target companies were used to extract patents from paid patent databases, Thomson Innovation and Total Patents. The total bucket comprised of around 3800 patents.
- Nearly 40% of this bucket was analyzed to remove duplicates and other junk patents or Assignees. The analysis was Title-Abstract-Claim based. Relevant IPC and CPC classes of this bucket were analyzed to identify any relevant domain that would have been missed otherwise.
- A final categorization sheet with analysis of first random 25% data set (close to 1000 patents) and proposed taxonomy was prepared and shared with the client for final comments and approval.
- In Phase-II, upon client's approval, remaining 75% data was analyzed on Full Text basis, focusing primarily on Independent Claims for Categorization of these patents under various nodes and sub-nodes of the proposed taxonomy. The taxonomy was modified accordingly using data from relevant patents.
- Phase-III: The final patent set was 1478 patents, categorized in 102 sub-nodes of 7 major nodes. The output comprised of an Excel Sheet containing analysis of the 1478 relevant patents, a Graphical Representation (2D & 3D) showing trends being followed by target companies and a detailed Report provided on the IDS Web Library Platform.
- Legal status and expiry date analysis was also provided to the client.

Benefits

IDS-Legal completed the project within 20 business days and there was a financial gain of 50% for the client.

Feedback

The client was extremely pleased with the report and was able to present the report in front of non-patent-related business people, clearly outlining the statistics and trends. The client has asked us for Quarterly Updates of the same for the next 3 years.