



## Stanford eCorner

### Cross-licensing and International Patents

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Video URL: <http://ecorner.stanford.edu/videos/1299/Cross-licensing-and-International-Patents>

Ku discusses the expense of international patents and how they tend to approach international markets.



#### Transcript

So as you saw on my slide, we spent about \$6 million on legal expenses. Most of that probably \$5 million is on patent expenses. So it's very, very expensive. And the reality is, it gets more and more expensive as you go outside of the US. It costs \$15,000 let's say, to file one US patent. And if you have like a group of them, it's going to rapidly increase in expenses and then if you go non US, what we'd call foreign patents. So there's Europe and Japan. It can be very, very expensive. So typically, we will try to file a patent to allow ourselves the ability to file foreign if we want to. But many times we don't file foreign.

It turns out we're lucky that we are a big market in the US and most multinational companies will want a half play in the US, so that a US patent is OK. Not necessarily good enough but it's kind of good enough if that's all we have. So I have US patents only. Sometimes we have international patents. But by and large, we're not willing to float this too long if we don't think there's a commercial taker, a licensee who's willing to pay for patents or where we can bring in income and then pay for patents that way. Now for example, the biggest winner that we had was the Cohen-Boyer. That was a US patent only, three US patents. We had 350 companies licensed as technology, about a dozen of them were non US companies. So they were companies who were outside of the US who were hoping to import, sell into the US. They also took licenses.

So international companies will even take US only patents.