

# *Questel*

End-to-end integrated **IP**

**A world leader delivering Intellectual property solutions  
across the Innovation cycle**

About us

## Who are we?

**Our mission** is to facilitate the development of Innovation, in an efficient, secure and sustainable way.

### AMERICAS

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

### EMEA

Paris FR  
Nice FR  
Grenoble FR  
Montpellier FR  
Munich DE  
London UK  
Tunbridge UK  
Capurso IT  
Jerusalem IL  
Tel Aviv IL  
Tunis TU

### APAC

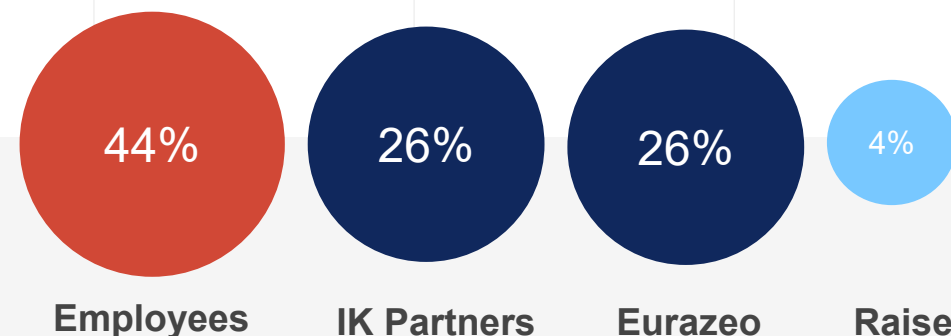
Tokyo JP  
Yokohama JP  
Osaka JP  
Shanghai CN  
Tianjin CN  
Taipei TW  
New Delhi IN  
Singapore SG  
Seoul KR



# 1400

1,5M users, 30 countries,  
20K clients, Since 1978

## Shareholders

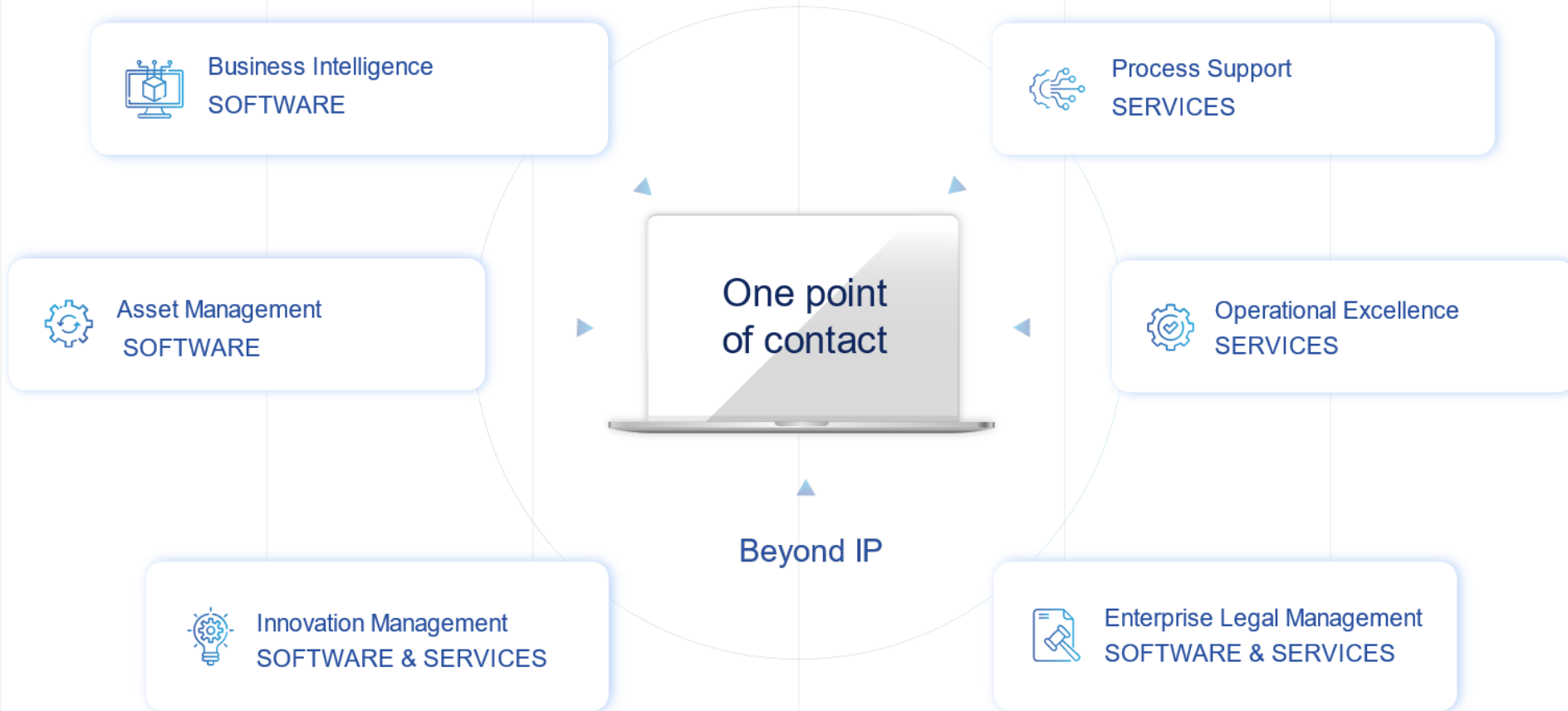


## For 50 years

- 1978 **Foundation**
- 2001 **Spin-off** France Telecom
- 2007 **LBO 1** (Syntegra Capital)
- 2015 **LBO 2** (Raise, Capzanine)
- 2018 **LBO 3** (IK Partners, Raise)
- 2020 **LBO 4** (Eurazeo, IK, Raise)

Scope

## End-to-end integrated IP



# Intellectual Property Software

## Business Intelligence



### Orbit Intelligence

Powerful patent searching and analysis



### Orbit Express

Easy patent searching and collaboration



### Orbit Intellixir

Analysis from any scientific sources



### Orbit Biosequence

DNA and amino acid Searching & Analysis



### Orbit Chemistry

Small molecules Searching & Analysis



### Orbit Trademark

Trademark searching, watching and analysis

## Intellectual Asset Management



### Orbit Asset

A comprehensive business minded Docketing System



### Orbit Capture

The essential Monitoring Workflow to stay in control of your IP portfolio



### Orbit Blockchain

Blockchain-based timestamping and protection



# Intellectual Property Services

## Process Support



### Search

Patentability, Freedom-To-Operate, Invalidity



### Drafting

Patent application drawings and drafting



### International Filing

1st extension filer in the world



### EP Validation

Simplified European validation services



### Translation

Centralized patent translation services



### Renewals

Fee and renewals management

## Operational Excellence



### Paralegal Services

End-to-end IP admin, Data validation, Docketing



### Recordals

Assignment and record of all IP Rights



### Cost & Invoice Management

Fee Audit, Negotiation, Compliance, Benchmark, Forecast & Invoice Bundling



### Consulting

Landscape, Valuation, Licensing, Pruning



### Defensive Publication

Publish an invention into the public domain



### E-learning

Online intellectual property training videos

# Intellectual Property Services

## Process Support



### Search

Screening and full availability



### Filing & Prosecution

International registration process support



### Watch

Infringements and assets monitoring



### Brand Protection

Online and offline management



### Renewals

Trademark, design & domains renewals

## Operational Excellence



### Paralegal Services

End-to-end IP admin, Data validation, Docketing



### Records

Assignment and record of all IP Rights



### Cost & Invoice Management

Fee Audit, Negotiation, Compliance, Benchmark, Forecast & Invoice Bundling



### Consulting

Valuation, Licensing, Audit



### E-learning

Online intellectual property training videos

# Innovation Management

## Software

### Business Intelligence



#### Orbit Insight

Business-oriented dashboards for innovators



#### Orbit Idea

Collaborative idea and innovation management



#### Orbit Tech

Collaborative technological knowledge management



#### Orbit Startup

Startup deal flow and program management



#### Orbit Partner

Partners and suppliers co-innovation and open calls

### External Collaboration



#### Orbit Community

Customers co-creation and communities

## Services



### Consulting

- ✓ Market trends, Competitive intelligence,
- ✓ Startups sourcing, Tech scouting,
- ✓ Technology and competency mapping,
- ✓ Ideation and white space.



### Operational services

- ✓ Connect with partners,
- ✓ Interview key opinion leaders,
- ✓ Name creation,
- ✓ Multilingual Marketing, Localization expertise.



### E-learning

Online training videos. Localization expertise.

## LegalTech

### Software



#### Orbit ELM

Comprehensive enterprise legal management



#### Orbit eDiscovery

Powerful eDiscovery and litigation support



#### Orbit Blockchain

Blockchain-based timestamping and protection

### Services



#### Legal support services

- ✓ Workflow & Data Integration Services
- ✓ Vendor OnBoarding
- ✓ Litigation Project Planning
- ✓ Early Case Assessment (ECA)
- ✓ Production Quality Control



#### Translation

Centralized tech-enabled translation services



#### Cost & Invoice Management

Fee Audit, Negotiation, Compliance, Benchmark, Forecast & Invoice Bundling



References

## Clients



**Questel**

About us

## Our core values

“At Questel, management embraces collaborative leadership to support and facilitate employee initiative and autonomy.” Charles Besson, CEO

### Courtesy

As the 1<sup>st</sup> step toward respect

“Speak to everyone in the same way. And listen...”

### Honesty

With coworkers, partners and customers of course, but first with ourselves

“Know Thyself”

### Courage

To try, to fail, and to try again.

“The journey, rather than the success”