

# DON'T GUESS.



# KNOW!

### ip-centric investment due diligence

Gibbs' Intellectual Property centric due diligence reports are business in nature (not legal). They correlate a company's intellectual property strategy and competitive IP position to potential impacts on the engineering, product development, sales, product/market position, and financial projections provided in the company's business plan.

Standard Report Contents generally include:

- i) An Executive Summary with findings narrative ;
- ii) Detailed Report with applicable references and footnotes;
- iii) Re-cast business plan projections based on IP findings;
- iv) Copies of all relevant supporting materials and references.

Engagements for customized, non-standard reports and advisory services are structured to support investors' unique IP-centric early-stage company research and decision support information needs.

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WE DO NOT PROVIDE LEGAL SERVICES. PATENT-CENTRIC DUE DILIGENCE PERFORMED ON A START UP COMPANY OPERATIONS IS NOT AN ALTERNATIVE TO DUE DILIGENCE PERFORMED ON A PATENT BY AN ATTORNEY. DUE DILIGENCE REPORTS ARE NOT TO BE CONSIDERED AN ALTERNATIVE TO LEGAL SERVICES, AND DO NOT CONTAIN LEGAL OPINIONS OR LEGAL ADVICE. ALL OPINIONS ARE OF A BUSINESS NATURE ONLY. FOR LEGAL OPINIONS REGARDING INTELLECTUAL PROPERTY, CONSULT A COMPETENT PATENT ATTORNEY. OTHER TERMS PROVIDED AT [WWW.ANDYGIBBS.COM/TERMS.ASP](http://WWW.ANDYGIBBS.COM/TERMS.ASP) APPLY.

Standardized Due Diligence Reports			QuickView	BizView	PatView
			(10)	(6) (7) (10)	(6) (8) (10)
ATTRIBUTE	DUE DILIGENCE RESEARCH AND REPORT PRICE AND COMPONENTS	NOTES	\$2,500	\$5,500	\$5,500
General	Incorporates investors' specific due diligence objectives			✓	✓
Competitive Intelligence	◆ Present potential new technology competitors ( <i>may not be market competitors</i> )	(1) (2)	✓	✓	✓
	◆ List of alternative technologies that could erode product / market exclusivity	(1) (2)	✓	✓	
Risk Mitigation	◆ List of patents that company's planned product line may infringe	(1) (2)		✓	
	◆ Quantify product / market position against competitors	(1) (3)		✓	✓
Impacts to Business Plan Financial Projections	◆ Highlights any IP-influenced impacts on business plan sales and P&L projections	(1)	✓	✓	
	Re-cast company's projected sales and income statement projections	(4)		✓	
	Assumptions and references supporting re-cast financial projections	(1)		✓	
IP, Technology, and Patent White Space Opportunities	◆ New technology opportunities observed in the patentable "white space"	(1)		✓	✓
	Draft new provisional patent applications on "white space" opportunities	(5)			
	Recommends IP Best Practices company can implement to solidify IP strategy	(1)			✓
	◆ Present relevant, independent inventor-owned patents for possible acquisition	(1) (2)	✓		✓
Exit	◆ Potential acquirers identified via parallel or converging technology vectors	(1) (2)	✓		✓

- ◆ Available individually at \$700.
- 1. Narrative explanation of the findings. Includes supporting references and documents.
- 2. List of relevant patents with front page images.
- 3. Technology map (graphic) of company position versus competitors.
- 4. Excel spreadsheet (as appropriate: financial forecasts, sortable multi-field lists).
- 5. Patent development is not included in standardized reports. Add \$3,500 for each patent written concurrently with due diligence. Abstract, Description, Preferred Embodiments, Drawings, One omnibus Claim. Includes drafting, filing fees, and inventor assignment to client of one US provisional application. Applications are likely disclose 2-4 related inventions for later filing by patent counsel as divisional patent applications. Application is written on inventions to strategically capture competitive "white space", OR to extend commercial protection around current and planned products.
- 6. Requires a digital copy of the company's business plan, detailed financial projections and assumptions and any patent/application numbers. *We do execute NDAs.*
- 7. Deliverables: 10-12 days. 20-50 pgs. Executive summary, detailed report, referenced documents, re-cast P&L projections.
- 8. Deliverables: 10-12 days. 20-50 pgs. Executive summary, detailed report, referenced documents, potential acquirers list an (Excel file), relevant patents.
- 9. Standardized reports are patent data dependent, and may not contain all components.
- 10. Pharmaceutical, Biotech and Chemistry due diligence reports are \$5,000, \$9,500, \$9,500 respectively.

## General Engagements

Project-based and hourly engagements are structured to provide specific client-directed IP-centric business and intellectual property data, information and strategies.