



2025 FICPI Symposium
JeJu Korea

2-5 April, 2025 Jeju, Korea

2025 FICPI Symposium

JeJu Korea



FÉDÉRATION INTERNATIONALE DES CONSEILS
EN PROPRIÉTÉ INTELLECTUELLE

INTERNATIONAL FEDERATION OF
INTELLECTUAL PROPERTY ATTORNEYS

INTERNATIONALE FÖDERATION
VON PATENTANWÄLTEN



FÉDÉRATION INTERNATIONALE DES CONSEILS
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INTERNATIONALE FÖDERATION
VON PATENTANWÄLTEN

Sponsor of the
FICPI Korean Symposium

MANAGEMENT TOPIC 2

IP Service Providers:

Blessing or curse?



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VON PATENTANWÄLTEN

4 April 2025
14:00-15:30

Moderator:

Uwe R. BORCHERT

patcare Patentanwälte

Germany



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Puschmann · Borchert
Kaiser · Klettner · Hering
patcare Patentanwälte

Who is moderating?

Uwe R. Borchert

Member of the Bureau as Treasurer General of FICPI

Partner at patcare Patentanwälte in Munich

I am a German an European, Patent, Trademark and Design Attorney and representative before the UPC

My technical background is mechanical engineer, specialized in production planing



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Introduction

- There is no doubt that service providers have influenced our practice in IP law firms, e.g. renewal fees or translations are nowadays mainly handled by service providers.
- On the other hand, the rapid development of technology also has an impact on our practice in IP law firms, which we have to manage with the help of service providers. Software tools and AI are completely changing our workflows and the way we work in our day-to-day practice.
- Added to this is the cost pressure from clients, the time pressure due to deadlines and the staff selection and training that IP law firms are confronted with.
- Based on this field of tension with which IP law firms and patent attorneys are confronted, we have chosen the provocative title for this session ‘IP service providers - blessing or curse?’.
- This topic will be approached from different perspectives, on the one hand from the point of view of the service providers, from the point of view of an IP law firm and from the point of view of the industry.



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Our speakers



JiHoon KIM
Lead Business
Solution Consultant



Andrew AHN
Country General
Manager Korea



Luna ZHANG
Senior Counsel
Lawyer



Eunha SUNG
Senior Director



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Puschmann · Borchert
Kaiser · Klettner · Hering
patcare Patentanwälte

JiHoon KIM

Lead Business Solution
Consultant
Clarivate

Republic of Korea



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Andrew AHN

Country General Manager

Anaqua

Republic of Korea



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ANAQUA®

Andrew Ahn

Country Manager : Global IP service providers

- Anaqua
- Clarivate
- CPA Global
- Lexis Nexis

Key managerial positions at

- Intellectual Ventures/KPMG/EY/VISA/Samsung Electronics/Citibank

MBA - Marshall School of Business, University of Southern California



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AI and the Future of IP Solutions & Services

April ,2025

Andrew Ahn



Agenda

- 1. Introduction- Anaqua & Unique Offerings**
- 2. AI Technologies at Anaqua**
- 3. AI Technologies: Considerations & Future Opportunities**



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An aerial, grayscale photograph of a city with numerous buildings and streets. A large, white, semi-transparent circle is centered over the image, serving as a background for the text.

Introduction: Anaqua & Unique Offering

Anaqua: Our Software & Services

01

AQX® 11

- IP management software platform
- 400+ global clients

02

PATTSY WAVE®

- Patent and trademark docketing software
- ~200 global clients

03

AcclaimIP®

- Patent analytics software
- Integrated with IPMS

04

AI Classifier

- Automatically applies & maintains classification schema to your own and 3rd-party portfolio

05

Integrated IP Services

- Patent annuity & trademark renewal services
- Foreign Filing services
- Patent search services

1,500+

Customers

650K+

IP Payments

98%

Retention Rate

900+

Employees



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An aerial, grayscale photograph of a city with numerous buildings and streets. A large, white, semi-transparent circle is centered over the image, serving as a background for the text.

AI Technologies at Anaqua

Overview: AI Technologies

Demonstrated ability to leverage Artificial Intelligence: AQX 11 AI use cases



AI Classifier



AI Patent Summaries

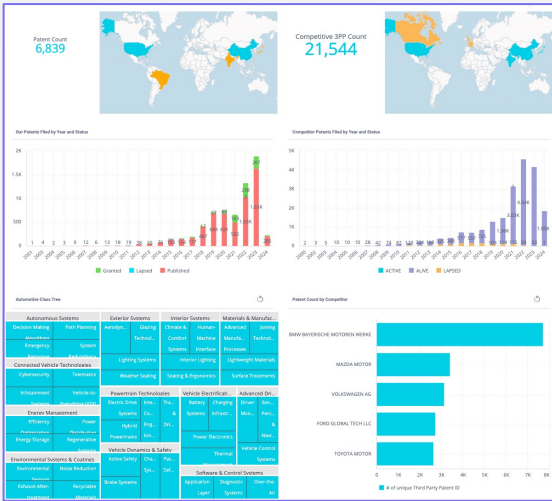


Document Auto-Processing



Time and Billing

Streamlines patent classification and docketing



Streamlines patent evaluation and provides detailed claims analysis

Search

AI Prompts

First Claim: Inventive Step

First Claim + Dependents: Products & Use Cases

First Claim + Dependents: Pros & Cons

All Claims: Summary of Claims

First Claim + Dependents: Summary

Biblio: Keywords & Synonyms

First Claim: Inventive Step

OpenAI GPT 3.5 Turbo

Inventive Concept

The core innovation lies in the use of statistical tools to analyze the impact of different content items on the battery life of mobile devices. By modifying the content items based on these relationships, the method aims to optimize battery life by delivering content items that are less taxing on the device's battery.

Prior Art Comparison

Unlike prior art, this method involves modifying content items based on the determined

AI-enabled workflows incorporating Azure's AI Document Intelligence

Search

Status

Sub Status

Document Code

USPTO_APPFILE_REC

Source

Updated From

To

SEARCH

CLEAR

Documents

+ -

<input type="checkbox"/>	File ID	Status	Sub Status	Source	Updated Date	Subject / Reference	Document Code	Manual Docketing	Validation	Record	Document Date
<input checked="" type="checkbox"/>	1644	Completed		USPTO-PAT	21 May 2024	1644-111111-1111 1644-APPFILE_REC	USPTO_APPFILE_REC	John Doe	William Fawcett	1644-111111-1111	21 May 2024
<input checked="" type="checkbox"/>	1645	Completed		USPTO-PAT	21 May 2024	1645-111111-1111 1645-APPFILE_REC	USPTO_APPFILE_REC			1645-111111-1111	21 May 2024
<input checked="" type="checkbox"/>	1646	Completed		USPTO-PAT	21 May 2024	1646-111111-1111 1646-APPFILE_REC	USPTO_APPFILE_REC	John Doe		1646-111111-1111	21 May 2024
<input checked="" type="checkbox"/>	1648	Manual Docketing	Revised if agent identification failed. No record found	USPTO-PAT	21 May 2024	1648-111111-1111 1648-APPFILE_REC	USPTO_APPFILE_REC	John Doe			
<input checked="" type="checkbox"/>	1649	Completed		USPTO-PAT	21 May 2024	1649-111111-1111 1649-APPFILE_REC	USPTO_APPFILE_REC	John Doe		1649-111111-1111	21 May 2024
<input checked="" type="checkbox"/>	1647	Completed		USPTO-PAT	21 May 2024	1647-111111-1111 1647-APPFILE_REC	USPTO_APPFILE_REC			1647-111111-1111	21 May 2024
<input checked="" type="checkbox"/>	1650	Completed		USPTO-PAT	21 May 2024	1650-111111-1111 1650-APPFILE_REC	USPTO_APPFILE_REC	John Doe		1650-111111-1111	

NarrateGPT: using captured information to speed up invoicing process

FRI MAR 7

SAT MAR 8

SUN MAR 9

Tag or keyword

Narrative

Auto Narrative

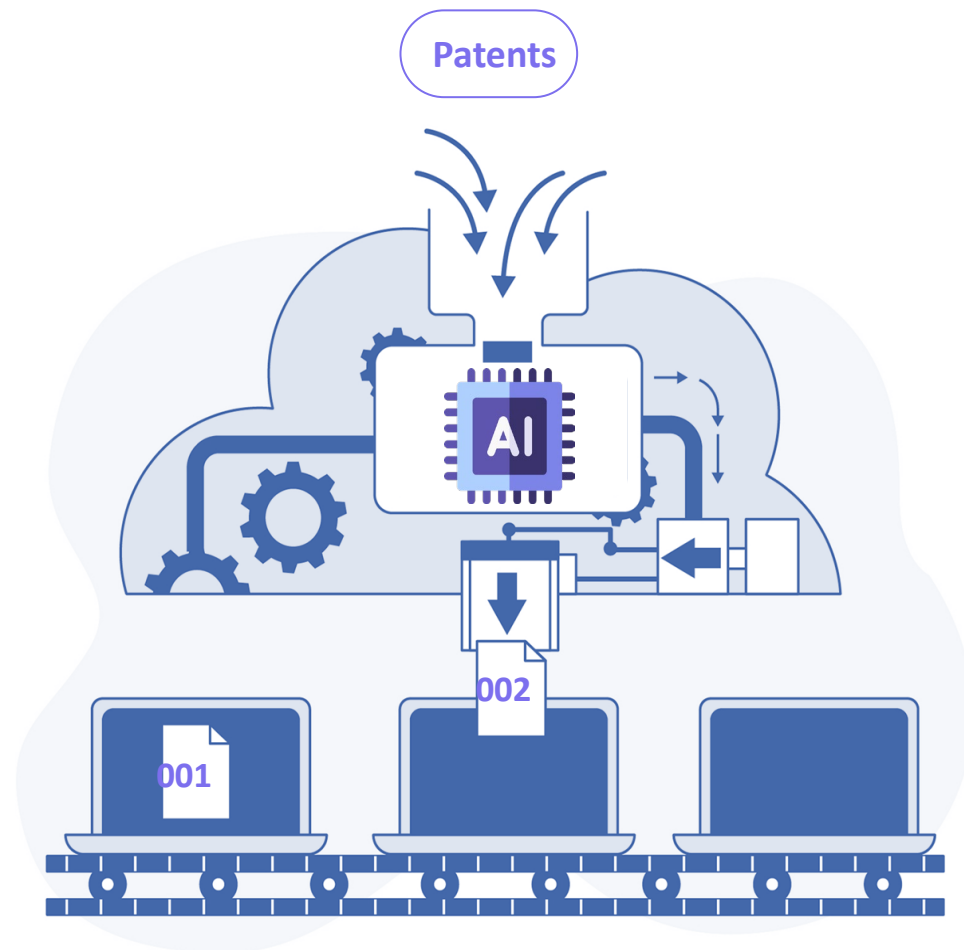
Reviewing reminder for completion of declaration and corresponding on status update regarding trademark matters in Outlook.

Continued R&D Investment in Artificial Intelligence: Roadmap Priorities



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Deep Dive: What is an AI Classifier ?



A **Classifier** is an **AI model** that automatically applies and maintains **your classification schema** to your **Patent Portfolio** and **Third-Party Patent Portfolios**

Accuracy is equivalent to a **human SME**. **Performance** is **10,000X** faster

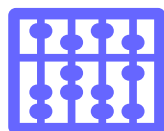
Deep Dive: Solving Challenges with AI Classifier



Classifying your own patents is complex and time-consuming: your IP evolves and so do your business and your competitors



Classifying your competitive patents manually on a large scale is impractical. Competitive universes range from 50K to 2M records...



Lack of classification prevents a) alignment of IP assets to business assets and b) effective communication with business partners.



Challenge:
Classify 18,916 patents in your competitive universe



Traditional Method – Only your portfolio

192.69 Days

Annual Cost: \$150k+



AQX
AI Classifier



AQX AI Classifier – Your portfolio+ competitors

6m 50s

Annual Cost: \$50k

Save 192.69 working days with Anaqua automation

That's almost a full working year before your morning coffee



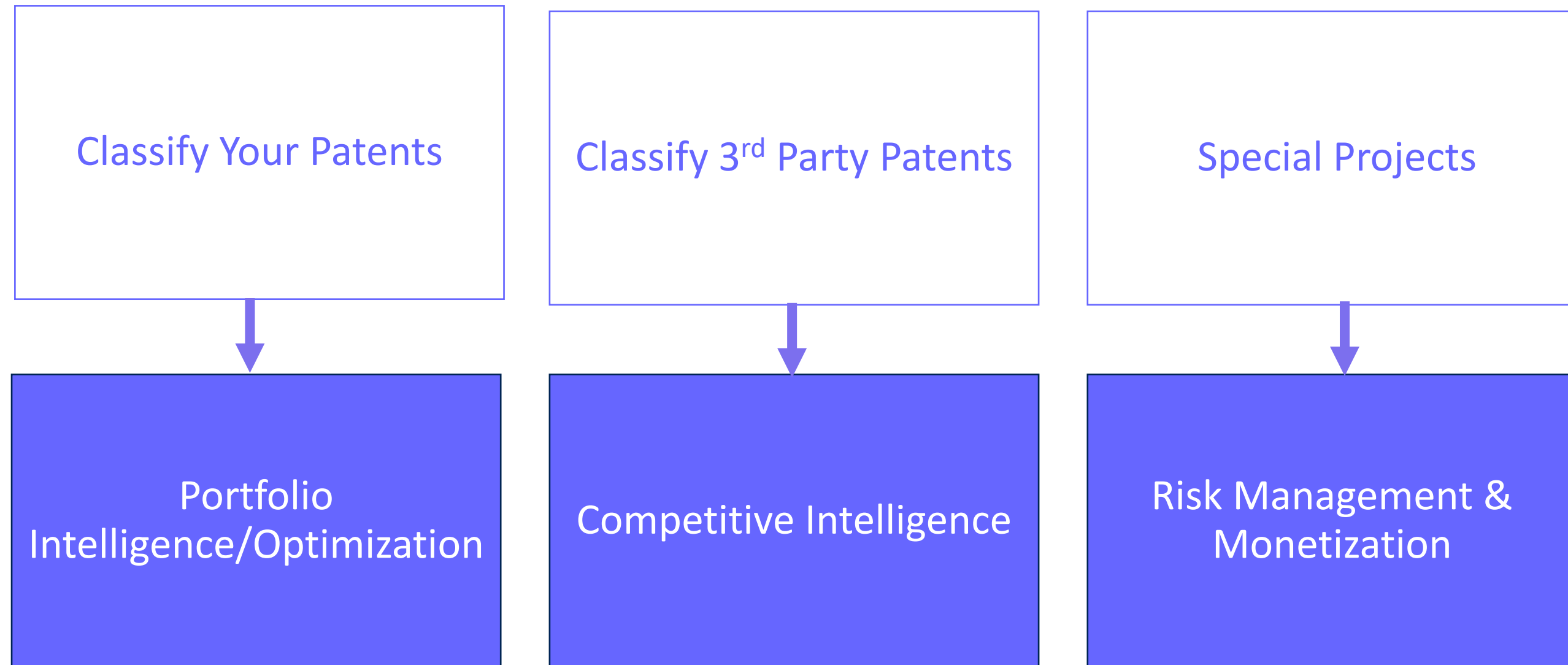
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Deep Dive: Benefits of AI Classifier



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AI Technologies: Considerations & Future Opportunities

AI Technologies: Understanding the limitations... for now

01

Data Security and Confidentiality

- Risk of exposing undisclosed inventions, compromising novelty
- Potential for data breaches of confidential information
- Unintentional cross-referencing of client data, violating privilege

02

Accuracy and Reliability

- Incomplete patent searches due to NLP* limitations
- Biased results from machine learning models
- Struggles with nuanced interpretation of patent claims

03

Legal and Regulatory Challenges

- Ambiguity in AI-related inventorship and ownership
- Uncertainty in admissibility of AI-generated evidence
- Regulatory frameworks lagging behind AI advancements

04

Human Expertise and Relationship

- Potential decline in human critical thinking skills
- AI's inability to fully grasp inventors' vision and strategy
- Reduced face-to-face interactions, risking misunderstanding



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* Natural Language Processing



AI Technologies: Future Opportunities

01

Continued development of AI solutions in collaboration with Anaqua Client Working Groups

02

Focus on practical AI solutions to simplify IP work and meet deadlines more easily



Development and Collaboration to Capture Future Opportunities



Enhanced efficiency and accuracy in IP management processes



Cost reduction in IP- related operations



Improved resource allocation and strategic decision- making



Ensuring data security and privacy



Maintaining human oversight and expertise in AI- assisted processes



Continuous adaptation to evolving AI technologies



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Luna ZHANG

**Senior Counsel
Kangxin Partners**

P.R. China



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IP Service Providers, Blessing or Curse?

Opportunities and Challenges
from the Perspective of an IP Law Firm

Luna ZHANG, Kangxin Partners

04, 03, 2025



Introduction of Kangxin



Established in 1994



Offices: Beijing , Tianjin, Qingdao, Xian, Wuhan, Hangzhou, Guangzhou and Dongguan



Full IP Services, technology in our DNA:
IT systems deployed and put into operation: from 2009
Digitalization operation : from 2013
Exploration and Application of AI: from 2017



Luna (Xiaolu) ZHANG

Career

Kangxin Partners, 2019~now, Senior Counsel and lawyer

Clarivate, 2013~2018, BD manager for CompuMark, Markmonitor and TI, TDA, Patent services

Unitalen Attorney at law, 2010~2013, Trademark Attorney

Centuryven Group, 2006~2008, Legal counsel

Education

ESSEC Business School (France), 2018~2019, MBA

EDHEC Business School (France), 2009~2011, LLM

HUAQIAO University (China), 2002~2006, LLB

The Rise of IP Service Providers

Definition and Scopes

Companies leveraging technology platforms to deliver IP-related services to clients

- Basic Services: Annuity payments, trademark renewals, Global IP data, etc.
- Advanced Services: Patent analytics, infringement monitoring, IP portfolio management, IP applications, etc.

Driving factors

- Technological advancements (AI, automation, cloud-based platforms).
- Increasing demand for cost-effective and efficient IP services.
- Globalization of IP markets and the need for scalable solutions.

The Rise of IP Service Providers

Cite examples

Anaqua, Clarivate, Questel,
PatSnap, etc..

Our collaborated work

- All fields, from the basic services to advanced services
- Examples with Anaqua, Clarivate, Questel



The “Curse” – Challenges for IP firms

1. Threats to Traditional Business Models:

- Competition on price and efficiency for basic services (e.g., annuity payments, docketing).

2. Erosion of Client Relationships:

- The sales strategy of IP service providers is aggressive
- Clients may prefer self-service platforms or streamlined solutions.

3. Pressure to Innovate:

- Law firms must invest in data, technology and new service offerings.
- Balancing tradition with innovation can be challenging.

The “Blessing” – Opportunities for IP firms

1. Collaboration Over Competition:

- Partnering with IP service providers to offer hybrid solutions

2. Focus on High-Value Services:

- Emphasize areas where human expertise is irreplaceable
- Position the firm as a strategic partner rather than a service provider.

3. Enhanced Client Benefits:

- Leverage technology to improve client experience
- Offer tailored solutions that combine the best of both worlds (tech efficiency + legal expertise).

4. New Revenue Streams:

- Develop proprietary tools or platforms to complement legal services.
- Explore consulting roles in IP strategy and innovation management

My Story in TR and Kangxin



Clarivate 2013 - 2018

- Working with most large IP firms in China
- Providing them with data and analysis
- Assisting them to serve rights owners



KangXin 2019 -

- Working with most global service providers for global data, global annuity work and some basic IP filings in China

Strategies for IP Law Firms

How can firms remain competitive amid change?

Surveys show 80% of clients still value personalized advice from lawyer.

We need to highlight the irreplaceable role of law firms

1. Combine tech with human expertise
2. Focus on core strengths, professional judgement and client trust

Strategies for IP Law Firms

Technology isn't the enemy—it's a lever

- **Short-Term Strategies:**
 - Assess current services, identify areas replaceable by tech.
 - Establish initial partnerships with IP service providers.
- **Long-Term Strategies:**
 - Invest in technology: Develop in-house tools or train teams.
 - Reposition: Shift from "service providers" to "strategic partners."

Summary

Change is here—are we ready?"

- **Recap Key Points:**

- IP service providers are reshaping the IP landscape, presenting both challenges and opportunities.
- Law firms must adapt by embracing innovation while maintaining their core strengths.

- **Final Thought:**

- "The question is not whether IP service providers are a blessing or a curse, but how we, as IP law firms, choose to respond to this transformation. By leveraging technology and focusing on high-value expertise, we can turn this challenge into an opportunity to better serve our clients."

Thank you!

Luna ZHANG, Kangxin Partners
04,03,2025



Eunha SUNG


Senior Director
CHA Medical Group, CHA Hospital
Republic of Korea



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 **CHA Advanced Research Institute**

Eunha Sung, Patent Attorney

Career

- (2014~) CHA Medical Group, IP Senior Director
- (2012~2014) Plus International Patent Office, Bio & Chemical IP part
- (2010~2012) Korean Research Institute of Chemical Technology, Senior Researcher
- (2006~2007) Korean Institute of Information Tehcnology, Reseacher
- (2002~2006) Hana Patent Law Office , Bio& Chemical IP Part

Education

- (~2010) Master' in Bioinformatics, University of Birmingham, UK
- (~1999) Bachelor's in Biology, Korean University, KR



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CHA Medical Group



► University

• Undergraduate School

- Life Sciences
- Health Sciences
- Nursing
- Pharmacy
- Integrated Social Science

► Research Institute

• Medical School

• Graduate School

- General
- Health Industry
- Integrated Medicine
- Art Therapy
- Clinical Pharmacy

- CHA Biotech : CHA Stem Cell Institute
- CHA Cares : BIT Research Institute
- CHA F&C : Company Laying Research Institute
- CHA Advanced Research Institute

► Corporation

Korea

- CHA Biotech (KOSDAQ)
- CMG Pharmaceutical (KOSDAQ)
- CHA Healthcare
- CHA Meditech

Seoul CRO

- CHA Cares
- CHA Vaccine Institute
- Solidus Investment
- CHA Bio F&C
- CHA Bio Lab

USA

- Matica Holdings, Inc. (L.A)
- Matica Biotechnology, Inc. (Texas)
- CHA Health Systems, Inc. (L.A)

Australia

- CHA SMG Australia Pte, Ltd.
- CHA SMG Australia Holding Pty, Ltd.
- CFC Global Pty, Ltd.

Japan

- CHA Medical Service (Tokyo)

Singapore

- CHA Healthcare Singapore Pte, Ltd.
- CHA IVF(Taiwan) Pte, Ltd.

Taiwan

- CHA IVF(Taiwan) - Branch office

► General Hospital & Specialty Hospital

- CHA Medical Center (Gangnam, Bundang, Gumi, Ilsan)
- CHA Women's & Children's Medical Center (Bundang, Daegu)
- Research Institute for Women's Health
- CHAUM (Chungdam)
- CHAUM Global Stem Cell Clinical Trial Center (Bundang)
- CHA Hollywood Medical Center (L.A)

► Healthcare Management

- CHA Healthcare Management (L.A)
- CHA Cord Blood Bank, i – Cord
- CHA Public Cord Blood Bank
- Integrated Stem Cell Bank, Bio Insurance
- CHA Paramedic Center



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CHA Medical Group

SINGAPORE

- Astra Laparoscopic Astra Women's Specialists
- Astra Laparoscopic Astra Centre for Women Fertility
- Astra Laparoscopic Astra Women's @ Bishan
- Astra Laparoscopic Astra Women's @ Toa Payoh
- Astra Laparoscopic Astra Women's @ Hougang
- Astra Laparoscopic Astra Women's @ Punggol
- Astra Laparoscopic Astra Women's @ Jurong east
- Astra Laparoscopic Astra Women's Specialists @ Paragon
- Astra Laparoscopic Astra Women's Specialists @ Napier
- Astra Laparoscopic Astra Women's Specialists @ Tampines
- Astra Laparoscopic Robotic Centre for Women and Fertility @ Paragon
- Astra Laparoscopic Robotic Centre for Women and Fertility @ Mt E Novena
- Cardiac Centre International
- Kids Clinic @ Toa Payoh
- Kids Clinic @ Bishan
- Kids Clinic @ Mt Alvernia
- Kids Clinic @ Novena
- Kids Clinic @ Bedok
- Kids Clinic @ Punggol
- Kids Clinic @ Tampines
- Teen, Kinds and baby Clinic
- HiDoc Medical Centre

- Lifescan Imaging @ Paragon
- Lifescan Imaging @ Novena Medical
- Lifescan Medical Centre @ Paragon
- Lifescan Medical Centre @ Novena Medical
- LSC Eye Clinic
- SMG Urology Centre with Beng Surgery @ Farrer Park
- SW1 Clinic @ Paragon
- SW1 Plastic Surgery @ Paragon
- SW1 Clinic @ OUE
- The Breast Clinic @ Paragon
- The Breast Clinic @ Mount Elizabeth
- The Cancer Centre
- The Dental Studio @ Paragon
- The Dental Studio @ OUE Downtown Gallery
- The Dental Studio @ Bishan
- The Obstetrics Gynaecology Centre @ Mt E Novena
- The Obstetrics Gynaecology Centre @ Gleneagles
- Wellness Gynaecology Centre by Dr Julinda Lee @ Paragon
- SMG Diabetes, Thyroid & Endocrine Clinic @ Mt E Novena
- SMG Diabetes, Thyroid & Endocrine Clinic @ Tampines

VIETNAM



- CarePlus Tan Binh Clinic
- CarePlus District 7 Clinic
- CarePlus District 1 Clinic
- SW1 Ho Chi Minh

KOREA

- CHA Gangnam Medical Center
- CHA Gangnam Women's Medical Center
- CHA Bundang Medical Center
- CHA Bundang Women's Medical Center
- CHA Bundang Medical Check-up Center
- CHA Ilsan Medical Center
- CHA Ilsan Medical Check-up Center
- Chaum
- Chaum Medical Check-up Center Samseong Branch
- CHA Gumi Medical Center
- CHA Fertility Center Gangnam
- CHA Fertility Center Bundang
- CHA Fertility Center Seoul Station
- CHA Fertility Center Ilsan
- CHA Fertility Center Daegu

JAPAN

- Total Cell Clinic Tokyo

INDONESIA

- Ciputra SMG Eye Clinic Jakarta
- Ciputra SMG Eye Clinic Surabaya

AUSTRALIA

- City Fertility

US



COUNTRIES



MEDICAL CENTERS

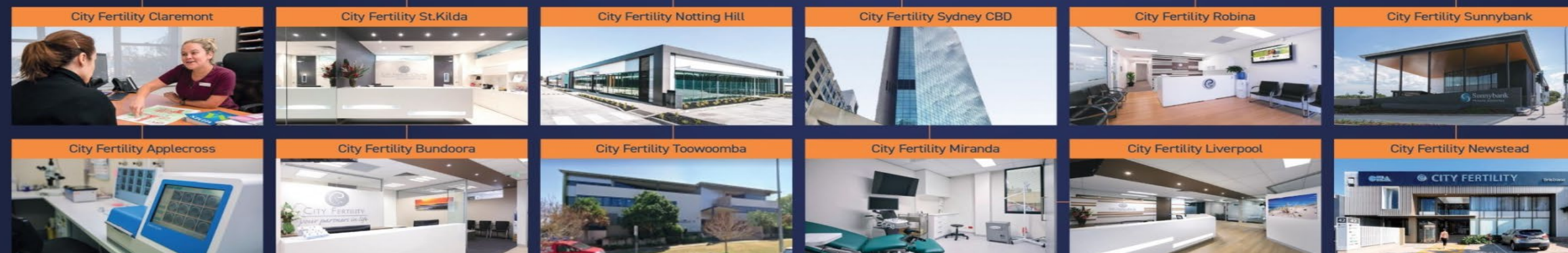


DOCTORS



EMPLOYEES

● CHA Medical Center
[Based on July, 2022]



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 CHA Advanced Research Institute

IP Strategy in the R&D at CHA

R&D Planning

- Patnet Landscape
- Patent Map & Materix Analysis
- Market & Regulation Anaylsis



- Market-Driven R&D Opportunities
- Patent Protection Strategy

R & D

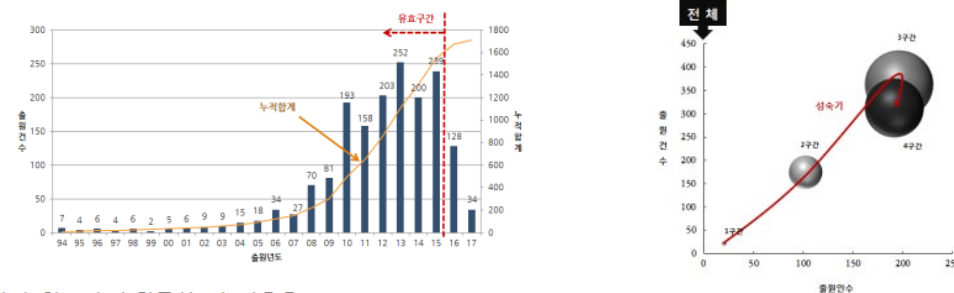
Commercialization

- Patent Filing
- Portpolio Strategy
- FTO Analysis

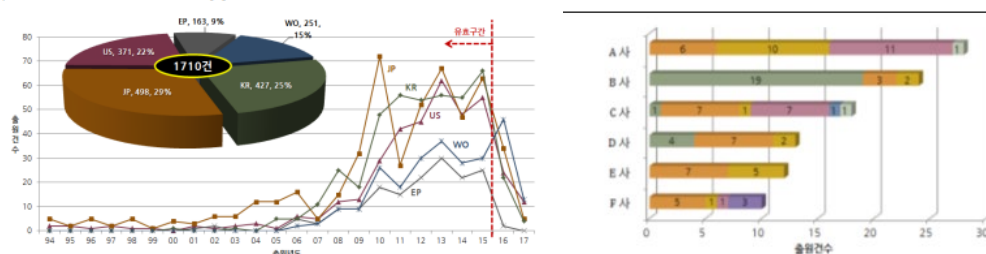


- Strong Market Exclusivity
- Securing Freedom to Operate

① 전체 연도별 출원동향



② 국가별 연도별 출원동향 및 점유율



Cell line establishment

Cell Product

Donor Cell

Cell-Line

Final Cell

Patent protection/FTO

Patent protection/FTO



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CHA Advanced Research Institute

IP Service Provides vs IP Law Firms

1

Industry's View and Challenges

2

Our experience and cases

3

What's Missing and Suggestions



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1. Industry's View and Challenges

IP Service Providers	IP Law Firms
<ul style="list-style-type: none">• IP analytic reports• Prior art searches• Patent annuities and renewal fees	<ul style="list-style-type: none">• IP Drafting and Prosecution• FTO Analysis• Litigation and Licensing

- Global Porfolio Management
- Emerging New Technologies
- Budget Constraints
- Litigation Risks



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2. Our experiences and Cases

IP Service Providers	IP Law Firms
<ul style="list-style-type: none">• Time and Cost -effectiveness• Mass and Routine Cases• Administrative Support	<ul style="list-style-type: none">• Legal expertise for complicated issues• Strategic Advisory• Deep Jurisdictional Knowledge

- Optimizing Job allocation
- Aligning Roles and Responsibilities
- Addressing Operational Gaps and Discrepancies



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3. What's Missing and Suggestions

IP Service Providers	IP Law Firms
<ul style="list-style-type: none">• Deep Integration• Enhanced Industry Knowledge• Strategic Insights	<ul style="list-style-type: none">• More cost-effective solution• Aligning strategies with business goal• Bundled and Combined services

- Integrated IP Support Throughout R&D Process
- Comprehensive Consulting : From FTO Analysis to Commercial Transactions
- Support for Government Funding or Patent-Based Licensing Deals



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Management Topic 2

Discussion



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Questions & Answers



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Management Topic 2

Discussion

FICPI members will find an online brochure about “BRACE - navigating the impact of Service Providers on IP law firms and patent attorneys”, see <https://ficpi.org/system/files/FICPI-PMC-BRACE.pdf> which have been published recently.



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