

News Release



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IPOfferings Introduces Patent Value Quotient – Quarterly Report of Patent Sales Statistics

Patent Value Quotient Provides Guidance to Buyers and Sellers of Patent Portfolios

Boca Raton, Fla. – November 12, 2012 – [IPOfferings](#) LLC, a patent brokerage and IP services firm, introduced a quarterly report – the Patent Value Quotient™ – that reports on patent sales by technology including the average price paid per patent (the “Quotient”) for each portfolio sale. The first Patent Value Quotient covers the first three quarters of 2012. Going forward, the [Patent Value Quotient](#) will be published each January, April, July and October and will report on patent sales for the preceding calendar quarter along with cumulative year-to-date data and 12-month running averages. Each January, the Patent Value Quotient will include a full-year summary and analysis for the preceding calendar year.

“We are confident that the Patent Value Quotient will be a valuable service to businesses seeking to acquire or divest patent portfolios, and to inventors seeking to [sell patents](#), as well as to patent brokers, investors, licensing executives and others in the IP community,” says Rich Ehrlickman, founder and president of IPOfferings.

“We see the Patent Value Quotient as an important tool – in addition to the methods currently in use – to establish a value for patent portfolios,” he adds, “especially as IP has become the hot property that it is today.”

Each Patent Value Quotient Report includes a narrative that describes the data-collection process used to create the report, as well as notes on how complex transactions – such as when a business or business unit is acquired for its patents – are valued.

IPOfferings publishes a monthly e-letter, **IP MARKETPLACE**, and the Third Quarter 2012 Patent Value Quotient was available for download to recipients of the latest issue of the e-letter. Others can access the Patent Value Quotient by visiting the report’s page at the IPOfferings website: www.ipofferings.com/patent-value-quotient.html.

“We encourage [patent brokers](#), patent auctions, and parties to patent transactions to participate in the Patent Value Quotient by contributing information on transactions they’ve been involved in,” adds Tom Major, Vice President of IPOfferings. Information on participating can be requested at pvq@ipofferings.com.

About IPOfferings LLC

As a full-service [patent brokerage](#) firm, IPOfferings helps its clients optimize the value of their intellectual assets. IPOfferings represents both buyers and sellers of patents, trademarks, technology and other intellectual property. IPOfferings also offers [IP strategy](#), valuation, analyses, [licensing](#), [M&A](#) and due diligence, as well as dispute resolution and pre-litigation advisory services. IPOfferings is a subsidiary of [IP Holdings](#) LLC, an IP merchant banking boutique. For more information, visit www.ipofferings.com

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