

**PREVENTING DISPUTES OVER
STANDARD ESSENTIAL PATENTS
FROM DIFFERENT INDUSTRIES**

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The Landscape of Today

- *The number of patent holders and product manufacturers grow with each generation of wireless technology*
 - **5G and IoT will only accelerate that trajectory**
- Cross-industry discussions take place on how to share wireless technology
 - **Knowledge on standard essential patents and telecom licensing is limited outside of telecom**
- *Many departments in the organization are involved in licensing discussions with their own perspectives*
 - **Different interpretations of FRAND, SEP ownership and where a license is taken in the supply chain**
- Patent holders find difficulties in generating a fair return on their SEP portfolios
 - **SEPs are divested**
- Lack of transparency across these licensing discussions in terms of royalties
 - **Licensees unsure if the rates are fair, reasonable and if competitors are paying the same**

Challenges on Both Sides

Product Manufacturer	Patent Owner
<ul style="list-style-type: none">• Understand the license needed/knowledge on SEPs• Licensing process and existing supply chain• Paying a FRAND rate and not more than competitors• Knowing the patent owners' share/SEP landscape• In-house expertise needed for complex negotiations	<ul style="list-style-type: none">• Share technologies with many new industries• Understanding new supply and business models• Receiving a FRAND rate and recoup R&D investments• Justifying continued investment in early research• In-house expertise needed for complex negotiations

Simplicity Transparency Predictability

A Collaborative Approach to 5G Licensing for Avoiding Conflicts Across Industries



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