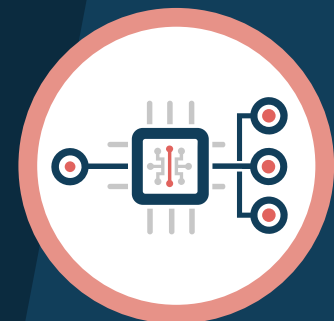


Technology deep dives

? How can I quickly understand a new technology area?

Cipher can help you.

Get quick access to reports where you can see all the owners within a particular technology space. Discover patterns in terms of geography, age, litigation and cost.



In this example, a technology company is looking to enter into a new area related to memory technology, specifically Phase Change.

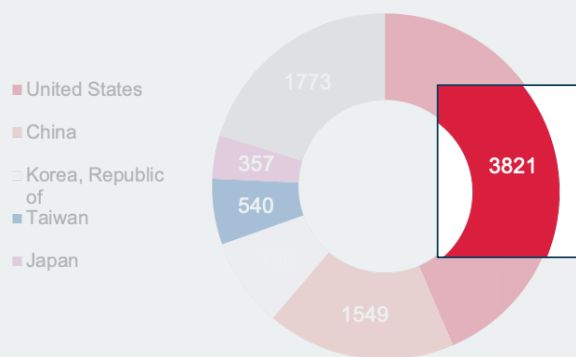
Given the players involved, the following analysis powered by Cipher enabled them to suggest an acquisition strategy to the business.

Services	COMPANY A - SHARE OF WW PATENTS					COMPANY B - SHARE OF WW PATENTS				
	Country A	Country B	Country C	Country D	Country E	Country A	Country B	Country C	Country D	Country E
Advertising	0.00%	0.00%	0.09%	0.00%	0.14%	0.03%	0.31%	0.00%	0.00%	0.85%
Cloud Services	0.01%	0.02%	0.05%	0.00%	0.45%	0.08%	1.47%	0.15%	0.00%	1.58%
Location based services	0.00%	0.00%	0.00%	0.00%	0.06%	0.02%	0.12%	0.04%	0.00%	0.33%
Satellite	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.04%
VoIP	0.00%	0.00%	0.00%	0.00%	0.07%	0.01%	0.11%	0.04%	0.00%	0.11%
Web Services	0.00%	0.00%	0.02%	0.00%	0.27%	0.27%	1.33%	0.25%	0.00%	2.34%
Wireless Services	0.00%	0.00%	0.00%	0.00%	0.10%	0.09%	0.26%	0.05%	0.00%	0.37%
Wireline Services	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%
Software										
AI and ML	0.01%	0.19%	0.08%	0.00%	0.24%	0.00%	1.14%	0.00%	0.00%	0.80%
Application Deployment	0.03%	0.00%	0.20%	0.00%	0.00%	0.19%	5.67%	0.61%	0.00%	5.67%
Application Development	0.00%	0.07%	0.07%	0.00%	0.11%	0.25%	6.07%	0.43%	0.00%	5.14%
Audio/Music Processing	0.00%	0.00%	0.00%	0.00%	0.03%	0.02%	0.14%	0.00%	0.00%	0.11%
Authoring and Publishing Software	0.00%	0.00%	0.00%	0.00%	0.08%	0.03%	0.42%	0.02%	0.00%	0.59%
Business Applications	0.02%	0.11%	0.03%	0.00%	0.13%	0.40%	5.85%	0.33%	0.00%	4.64%
Collaborative Applications	0.00%	0.00%	0.00%	0.00%	0.11%	0.25%	1.91%	0.52%	0.00%	3.43%
Communication Software	0.00%	0.00%	0.00%	0.00%	0.07%	0.01%	0.14%	0.01%	0.00%	0.17%
Content Management	0.00%	0.00%	0.00%	0.00%	0.32%	0.09%	0.84%	0.04%	0.00%	0.88%
Database Management	0.04%	0.13%	0.11%	0.00%	0.20%	0.69%	6.23%	0.64%	0.00%	6.23%
Enterprise Portals	0.00%	0.00%	1.27%	0.00%	1.26%	0.16%	6.25%	2.53%	0.00%	11.24%

Samsung, Micron and SK Hynix are the dominating the space with the largest active patent families.

There are over 4,500 active patent families in this technology area.

Top 10 players for Phase Change Memory Technology - Active Patent Families.



Further analysis in Cipher uncovered:

40% of all granted patents are in the US followed by China and Korea.

Only 2 families have been used in litigation.

Top 5 countries for Phase Change Memory Technology - Granted Patent Families.

? Hear from Seagate on the strategic value of Cipher

With Cipher you are able to **conduct a technology deep dive** so that you can:

- quickly understand the major patenting players in a technology area
- spot fast growing players as well as those reducing their activity
- develop a strategy around entering a new technology space, including identifying any acquisition targets

Cipher enables you to do **cross-licensing** so that you can execute your patenting strategy.