



PATENT
PORTFOLIO BUILDERS PLLC

FAQ for Lateral Transfers to Patent Portfolio Builders (PPB)

Q1. You describe PPB as a "platform" for laterals to use, is PPB a law firm or some sort of virtual tool set?

A1. PPB is a law firm, with a brick and mortar infrastructure in Fredericksburg, VA which offers the equivalent (or better) support for IP attorneys located anywhere in the country relative to other top law firms. We sometimes refer to PPB as a "platform" because we intend the company to support IP attorneys in a manner that enables them to operate very independently and to flexibly accommodate their clients needs without a lot of the red-tape (e.g., management duties, billable requirements, etc.) that other law firms impose.

Q2. You indicate that origination of work is compensated at 10% "or at higher percentages for premium work". What is premium work and how is its origination compensated?

A2. Premium work is fixed fee or capped fee work for which a client is willing to pay higher than PPB's "average" for such work. At this time, we consider patent application drafting and patent amendment drafting as two categories for which the premium work designation can apply, although other types of work may later be considered. Anything beyond \$8800 for a patent application (attorney billed fee, exclusive of other fees) or \$2200 for an amendment, qualifies for the premium work designation. For premium work, the originating attorney can opt to take either 10% or the difference between the billed fee and the premium work fee. So, for example, an attorney whose client has agreed to pay \$11,000/patent application would likely opt to take \$11,000-\$8800 as her or his origination fee, i.e., \$2200 or 20%.

Q3. What does the working attorney receive in compensation for premium work?

A3. The working attorney always receives 60%. In the case of premium work, that is 60% of the premium work fee, i.e., 60% of \$8800 for a premium work patent application drafting task.



PATENT
PORTFOLIO BUILDERS PLLC

Q4. Does PPB really pay attorneys based on their billed time/fees, rather than their collected time/fees?

A4. Yes! PPB pays attorneys the first week of the month for work which is billed up until the 25th of the previous month.

Q5. Do I have to have a book of business to qualify for PPB's Lateral Transfer program?

A5. No. At any given time we may be looking for attorney(s) with either (1) a full book of business, (2) a partial book of business or (3) no book of business. This is because we have to maintain a balance between the amount of work we have and the amount of resources that we have to do the work. So we encourage qualified attorneys to engage with us regardless of how much or how little portable business they possess.

Q6. I have a group of attorneys/admins that I need/want to bring with me to PPB, can I do that?

A6. Absolutely. We want you to have the team that you need to be successful. Whether that involves using existing PPB resources, bringing your own or some combination thereof, we can discuss on a case by case basis.

Q7. I want to maintain the independence of having my own practice. Will joining PPB allow me to do that?

A7. Yes, indeed we insist on that. Part of the PPB model is to dramatically minimize management costs. The best way to do that is to hire self-managing attorneys and businesses.



PATENT
PORTFOLIO BUILDERS PLLC

Q8. What software systems does PPB use for docketing, document management, billing and time management?

A8. Today, PPB uses AppColl for docketing. For document management, we use a shared drive accessible via Filezilla or ftp. We do not currently use a billing and time management system do to the vastly different billing requirements of our clients. However all billing is handled by the administrative staff and, since most of our work is fixed fee, there is very little billing administration by attorneys.

Q10. What technologies does PPB handle?

A10. PPB handles all technologies. If you need support in an especially esoteric technical area, we will work with you to ensure that you have the support that you need.

Q11. What types of clients/matters is PPB willing to accept/not accept representation of?

A11. PPB does not currently handle litigation or other *inter partes* matters, although we will consider such on a case by case basis. PPB does not represent individual clients, although small startups where the principals are sufficiently engaged and funded can be considered, again on a case by case basis.

Q12. Does PPB support international filings?

A12. Yes, PPB has experience in filing in most jurisdictions around the world through trusted foreign associates.