

Dehns

**Our
Norwegian
Connection**



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Dehns is one of the best known and most highly regarded firms of patent attorneys in Norway, with a long and proud history of working with Norwegian innovators, dating back almost 50 years.

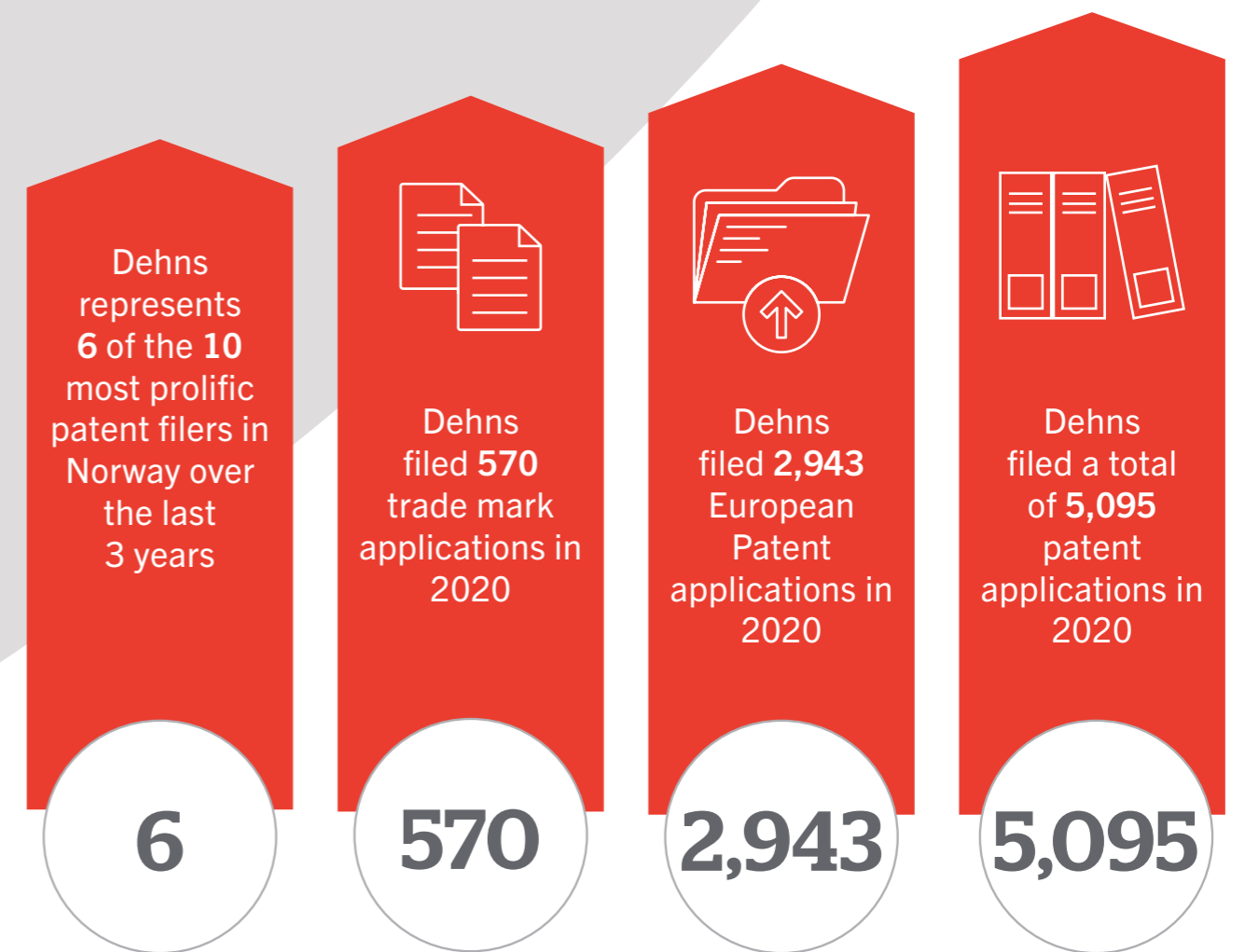
Supporting you

We understand the issues companies face when commercialising IP. When drafting patent specifications for them, we appreciate the importance of covering all potential aspects relating to a new technology. In this way we are able to maximise the value of the IP to the company, for example when seeking investment or when licensing the technology.

Our charges to individuals and small enterprises reflect our understanding that income generated by the IP may be some way off and that we are embarking on a collaborative effort which we all hope will bear long term fruit.

Dehns has a proud history working with Norwegian innovators and our acquisition of Leogriff, one of Norway's leading IP Consultancies, in January 2021 has further strengthened our position in the Norway IP market, in addition to now having an office in Oslo.

Dehns in numbers



Dehns has been working with Norwegian innovators

1970s

Clients

We work with a wide range of organisations, from universities and TTOs, to SMEs and multinationals. This is a diverse group whose needs are not all the same; however, common themes arise again and again: value, accessibility and transparency, on top of a need for first rate and pragmatic advice.

inven2



NTNU



ConceptoMed

AlgiPharma

sonitor[™]
technologies

S O L U
T I O N
S E E
K E R

NORDIC
SEMICONDUCTOR
Smarter Things

AutoStore

PCI Biotech

zwipe[™]

JOTUN

BOREALIS

Our work

Helping a medtech start-up go global

ConceptoMed AS was founded in March 2012 by an entrepreneurial team comprising a medical doctor, an industrial designer and an experienced business adviser. The aim of the company is to develop and commercialise smart medtech solutions, starting with product lines relating to needle procedures.

Dehns was recommended to ConceptoMed through our successful work with other Norwegian start-ups and the two teams started working together in 2012.

Issue

As the company always had its eye on an international market, the ConceptoMed team required robust advice on patent strategy and how to build an effective and protected portfolio of worldwide IP rights which would help to enable commercialisation and further investment in the company.

Solution

We act beyond the traditional role of an external patent attorney and instead provide the equivalent of an in-house IP function, actively harvesting inventions throughout the product design process and advising on the best strategy to achieve international protection.

We have been embedded in ConceptoMed's design process from day one: holding regular meetings to review the product development process, providing tailored prior art searching, advising on patentability and suggesting how to cover potential workarounds, reviewing priority applications and adding further technical information to strengthen coverage, considering competitor IP and the patent landscape. As ConceptoMed's products start to penetrate the market, we have given strategic advice on how to bolster protection for key features while saving money on less commercially important parts of the patent portfolio.

We work directly with CEO Christian Mide together with internal or external product designers. ConceptoMed has been through several rounds of early stage investment, and we have routinely accelerated patent applications through to grant and used the Patent Prosecution Highway to demonstrate the viability of the portfolio; this has had a direct and beneficial impact on the growth of the company. We have also worked closely with Christian and his team during their commercial negotiations, for example advising on the content of NDAs and commercial presentations.

Result

Since April 2012, Dehns has drafted and filed over 100 patent applications across 19 families, as well as a number of design registrations and trade marks. Patents have so far been granted in Europe and the USA in relation to ConceptoMed's Luer-Jack® and SterJack™ medical syringes, with pending rights in a number of territories including Europe, North & South America, and Australasia in relation to ConceptoMed's pipeline products aimed at disconnecting and stopping infusion spill.

Understanding complex materials to draft patents

Inven2 is the Technology Transfer Office (TTO) for the University of Oslo, and Oslo University Hospital, Norway, and with whom Dehns has worked for more than 30 years.

Issue

In August 2016, Dehns Head of Biotechnology, Hanna Dzieglewska was approached by Inven2 with a highly complex invention proposal being developed by an inventor at Oslo University Hospital. The invention proposal related to methodology in the preparation of immune cells for adoptive transfer therapy, and in particular, regarding cancer treatments.

A patent application for this invention needed to be filed ahead of a conference disclosure in mid-September.

Solution

Having reviewed the invention proposal, it was clear that a highly complex invention was involved, requiring background research and a detailed discussion with the inventors, to fully understand the invention, and to place it into context, and consider all possible ramifications and applications of the underlying biological observations. Our initial claim proposals and discussions prompted the inventors further to consider the scope and possible applications of their invention, leading them to expand and develop the inventive concept. The final, iterative, drafting process involved lengthy and very technical discussions with the inventors, and analysis of their data and ideas.

Result

The patent application was filed ahead of the conference disclosure. Despite this work being completed in a relatively short time frame, the key issue in this case study is that the invention was incredibly technical; Dehns needed to really dig deep and assimilate very complex materials and data to understand and be able to draft a robust set of patent claims.

“Thank you for this huge effort during the last few days. I have been very impressed by the way you have grasped the overall concept in such a short time and converted rudimentary feed-back into a fully developed legal text. Beautiful work under stress!”

Managing IP growth for a growing company

Zwipe AS is a Norwegian company that focuses on biometric authorisation technology to enable fingerprint authentication on cards. Zwipe payment and identification cards include the world’s first biometric authentication engine that can perform full ID verification without the need for batteries or a fixed power supply.

Dehns Partner Adam Taylor, and Dehns Associate Gregory Lees, have worked with Zwipe since 2012. Since that time the company has grown from a small core team to the successful SME that it is today, with corporate headquarters in Norway as well as R&D operations in the US and Germany. During that time Dehns he has been involved in all of Zwipe’s patent filings as well as advising on all aspects of Zwipe’s IP strategy.

Issue

In parallel with development of prototypes and production-ready smartcards, Zwipe significantly increased their filing rate through 2015-2017 and subsequently has sought to maintain on-going filings for significant technical developments. At present Zwipe are developing their second-generation biometric platform and inlay technology to our customers, as well as manufacturing smartcards for customers with smartcards in use for real-world trials in several European countries and in the Middle East, partnering with major banks as well as involving both Visa and Mastercard. At the same time there has been a diversification into wearables. A significant initial challenge for Zwipe was the requirement for high numbers of patent applications to be written and filed within a very short time frame, with high quality maintained despite the high volume. Subsequently there has been an increased burden with respect to management and development of an expanding IP portfolio in parallel with on-going work to identify key technical developments and ensure effective capture of IP as it is generated.

Solution

Due to Dehns size and the number of skilled people in our engineering department, Adam and Gregory were well-equipped to manage the high filing rate. During the peak, Dehns were able to write and file patent applications for Zwipe at a rate of about one per week, and within their required timeframe after receipt of the invention disclosures. In addition, various cases were written and filed on an urgent basis to react to on-going product development and to Zwipe’s interaction with suppliers. In parallel, Dehns worked with Zwipe to develop and implement a filing strategy for future overseas patent applications, including consideration of key markets. Since Dehns handles a high proportion of original drafting work, Adam and Gregory, and the broader Zwipe team within Dehns, have the necessary experience to be able to produce new applications at a rapid rate, without compromising on quality. In addition, as Adam has been involved with Zwipe from their early days, Dehns has a full oversight of their technology and innovations. Being fully embedded with the client’s technology provides a vast resource of background information to draw upon so that whenever Zwipe make any new developments a patent application can be written that gathers together all relevant earlier innovations as well as the most recent features.

Result

The patent portfolio has grown to include in excess of 30 patent families across all major patent offices, plus additional jurisdictions, much to the pleasure of the Zwipe management team and their Board. Key patents have been granted with respect to smartcard manufacture and power harvesting. We continue to identify new innovations and prepare new patent filings and well as managing the growth of the patent portfolio Adam and Gregory advise Zwipe other IP issues, including running IP workshops for Zwipe management and inventors at Zwipe’s offices in Norway and in the US.

Knowing the strengths and weaknesses of an IP portfolio

EQT is a leading alternative investments firm with approximately EUR 37 billion in raised capital across 24 funds. EQT funds have portfolio companies in Europe, Asia and the US with total sales of more than EUR 19 billion and approximately 110,000 employees. EQT works with portfolio companies to achieve sustainable growth, operational excellence and market leadership.

Dehns Partner Matt Hall was contacted by Oslo law firm Thommessen on behalf of EQT when EQT were looking to acquire Norway based company AutoStore AS, who have developed a unique automated warehouse storage and retrieval system with more than 130 installations in 22 countries.

Issue

EQT required Dehns to carry out due diligence on AutoStore's portfolio and address any issues surrounding the strength of the IP portfolio and Freedom to Operate over third party IP rights, as well as advising on a dispute involving UK online grocery retailer, Ocado. This was particularly challenging because of the sheer volume of work required for assessment of AutoStore's 27 patent families, as well as numerous patent families owned by Ocado and other third parties that required review in connection with FTO. It was crucial that Dehns made sure EQT fully understood the IP portfolio and any problems in relation to AutoStore's IP position.

Solution

Working alongside the Dehns engineering team and with Dehns partner Adam Taylor, Matt was able to mobilise multiple attorneys and trainees in order to arrange for Dehns to absorb a vast amount of work in a short space of time, so that EQT had all of the answers they needed to go ahead with the acquisition process within their required timeframe.

Dehns worked closely with EQT and Thommessen throughout the whole process so that they had a full appreciation of the strengths and weaknesses of AutoStore's IP position, as well as potential future issues. The advice from Dehns was used to enhance EQT's assessment of the value of AutoStore based on the strength of their IP portfolio, which is vital for transactions of this nature.

Result

EQT were successful in acquiring AutoStore with a deal that fully satisfied both parties.

AutoStore were impressed with the work carried out by Dehns in connection with the EQT transaction and they have continue to consult Matt in relation to on-going IP matters to augment the work done by AutoStore's Norwegian patent attorneys.

Since this acquisition in 2017, AutoStore has experienced exponential growth, with quadrupled revenues, a 4.5 EBITDA increase and a doubling of the employee base. This growth was in part due to Autostore broadening its market through new R&D patentable innovations – assisted, of course, by Dehns.

In June 2019, just two and a half years after completing the acquisition, EQT sold Autostore for a significant amount (c.3-4 times) more than it paid in 2017.

Our experience

Dehns has a very close working relationship with many of the innovation networks and technology incubators in Oslo. The Science Park (Forskningsparken) in Oslo is home to various technology incubators, including Norway Health Tech (previously Oslo Medtech), the Aleap incubator (for start-ups and more established companies in the health sector), StartupLab (an incubator for hi-tech companies), and also ShareLab, (for start-ups in the Life Sciences and Biotechnology sectors). These incubators provide the starting point for many of the spin-out companies from the University of Oslo and the University hospitals, and other Norwegian start-up companies; Dehns' attorneys offer individual and practical IP support for the companies and individuals that are members of all the incubators mentioned above.

To do this, members of the Dehns' team visit the Science Park on a monthly basis (this is known as "DehnsDag") to offer IP advice to any companies which require support, in addition to making more frequent trips to visit existing clients as and when required. The acquisition of Leogriff, one of Norway's leading IP Consultancies, in January 2021 has further strengthened this offering now we have a permanent office in Oslo

Dehns is sensitive to the tight budgets of the early stage companies and thus any initial consultations are provided free of charge. Dehns also provides educational seminars to these networks on a range of topics of interest in the patent field and the IP field in general. The Dehns' team also provides similar IP support at the Oslo Cancer Cluster (OCC) which is a renowned oncology research and industry cluster located on the same site as the Oslo University Hospital. Although this arrangement is designed to provide maximum support to the companies, through the provision of this support and service the Dehns' attorneys naturally acquire hands-on experience with the particular types of issues and concerns start-up and spin-out companies face, leaving them well equipped to provide focused and tailored advice to other such companies.



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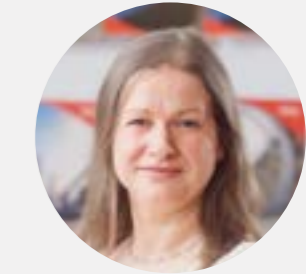
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