



Streamlining patent translation and filing for a large international manufacturer

The client

A large international manufacturing company

Solution elements

RWS foreign patent filing and translation

The challenge

In 2013, a newly appointed Chief IP Counsel within a large international manufacturing company with revenues over \$5 billion (USD) was reviewing their existing IP service relationships. The sought to achieve streamlining efficiencies, cost savings and translation quality improvements.

They engaged RWS with the objective of reducing the cost of their patent translations while at the same time improving quality and accuracy of the translation. With a rather lean IP department, and with an ambition to centralize with one service provider, they tasked RWS to provide competitive rates and consistent quality translations versus the translations they were receiving from a mix of third-party translators through their foreign patent firm network.

The solution

Having established a solid and trusted working relationship over a number of years, RWS opened a dialogue with the manufacturer to introduce them to inovia, the world's leading online foreign filing platform, to explore potential to reduce their foreign patent filing costs as well.

A measured and carefully managed approach with clearly defined KPIs (key performance indicators) against which to judge success was agreed upon. After the first few trials, the manufacturer realized the benefit of working with RWS. The incremental efficiency, time saving, and cost reductions were immediately apparent. The time freed up by the customer was soon directed towards profitable alternative activity.

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Key benefits for the client

- Significant time and cost savings
- Facilitation of business growth

The client particularly appreciated and valued the option to add their foreign patent attorneys within the inovia platform with ease, as desired, utilizing RWS IP Services for translation, and engaging our foreign patent attorneys in countries where they previously had no relationships, when needed.

In 2014, the manufacturer filed European Patents (EPs) into five countries and PCT National Phase entries into three countries, while in 2021 these numbers increased to 10 and 13 respectively. The manufacturer increased their average annual spend on translations and filings 74% in 2020 over 2014, seeking translations for EPs in nine different languages and PCT/National applications in six different languages, indicating a clear growth and expansion of their market due to increased opportunities.

Additional benefits of the RWS solution for the manufacturer included the ease of use in requesting and tracking estimates in the inovia platform, as well as consolidated invoicing. These leading reasons have been regularly cited as why after an eight year successful working relationship with RWS, the manufacturer, which now has revenues of over \$9 billion (USD) in annual business, continues to work with RWS for its end-to-end patent filing and translation needs.



About RWS IP Solutions

RWS is the world's leading expert in IP research, patent translations, foreign patent filing and database services.

For over 60 years, RWS has led the industry and helped more than 10,000 clients protect and enforce their IP rights around the world. We can help you:

- Ensure the highest quality patent translations
- Cut costs and save resources
- Simplify and streamline

About RWS's foreign filing and translation service

RWS's foreign filing service reduces both the cost and complexity of patent filing.

RWS's patented foreign filing platform, inovia, lets you generate instant estimates and place orders in seconds. It enables you to connect with an agent from our extensive portfolio or, if preferred, you can integrate the service with your own agent network.

Our translators are both native speakers and experts in the language of patents. They have extensive credentials in their chosen fields, ranging from life sciences to automotive, agriculture and engineering. For more information, [get in touch](#).

Discover more about RWS IP Solutions

[rws.com](https://www.rws.com)