



Streamlining patent translation and filing in the pharmaceutical industry

The client

A major pharmaceuticals company

Solution elements

RWS Patent Translation and Filing

The challenge

A longstanding RWS IP Solutions customer for EP validation in the pharmaceutical industry with revenues over \$39 billion (USD) was reviewing their IP filing strategy to achieve cost savings without limiting filing jurisdictions.

They engaged RWS with the objective of reducing the cost of their patent translations for PCT national phase entry and direct (Paris Convention) filing while at the same time improving quality and accuracy of the translation. It was critical that relationships be maintained with foreign prosecution agents and that no additional burden was placed on the in-house IP department. The ambition was to centralize with one service provider and they tasked RWS to provide competitive rates and consistent translations that met or improved the quality received through their foreign associate network.

The solution

Having established a solid and trusted working relationship over a number of years, RWS engaged with the pharmaceutical company and their outside counsel to obtain a list of the entire foreign associate network, many of which were ultimately known to RWS.

RWS contacted the network directly through local production sites to establish glossary and terminology preferences, preferred formatting requirements, a corpus of previously completed translations and agreed-upon turnaround times and contact persons.

"Based on projected savings, the pharmaceutical company was able to reduce its patent budget without dropping filing jurisdictions."

Key benefits for the client

- Significant cost savings
- Increased efficiency and timeliness of project delivery
- Measurable increase in quality of work



A measured and carefully managed approach with clearly defined KPIs (key performance indicators) against which to judge success was agreed upon. These included:

- Service Delivery Timeliness > Measured against agreed timelines
- Service Delivery Quality > Measured through internal QA processes
- Cost Savings > Measured against the projected savings potential
- Customer Satisfaction > Measured through customer surveys and direct

RWS bespoke translation technology tools

RWS was able to analyze the pharmaceutical company's patent portfolio based on number of applications filed per annum, jurisdictions routinely filed into and average length of patent application to project savings potential over time through use of bespoke RWS translation technology tools. As an EP validation customer, further savings were identified downstream in Spain in Portugal by virtue of reworking the translations prepared for filing in Latin America.

Based on those projected savings the pharmaceutical company was able to reduce its patent budget without dropping filing jurisdictions. After a successful trial period, during which the foreign associates not currently working with RWS were invited to review sections of the translations at their own cost, the programme was rolled out.

Through regular KPI reporting and business review meetings RWS was able to demonstrate those savings being realized alongside demonstrable translation quality and positive feedback on service delivery from the in-house patent team and foreign associate network.

These benefits were achieved without any disruption to the pharmaceutical company's workflow as the in-house patent team and outside counsel continued to coordinate directly with the foreign associate network with RWS simply included in the usual communication channels to work with the foreign associates to coordinate the preparation and delivery of the required translations.

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)