

FACTOR Conversation Guide

	Questions for business	Observations
FUNDS	Does the IP generate income? - Licensing or royalty arrangements? - Predictability and duration of revenue streams	
ADVANTAGE	Does the IP provide a sustainable competitive edge? - Point of distinction with competitors - Does IP align with future growth plans	
COLLATERAL	Can the IP support funding? IP Housekeeping – ownership, renewal, maintenance	
THREATS	What risks could impact value? Ongoing litigation or threats of infringement	
OWNERSHIP	Does the business actually own its IP? - Are transactions record correctly - Any issues with title chain	
RATE	Has the IP been properly valued? When and how was valuation undertaken? Is valuation still reliable	

For more help on Intellectual Property matters, please contact Rosalyn Newsome at rosalyn.newsome@barkerbrettell.co.uk