

MCANDREWS' PROPRIETARY APPROACH FOR TECHNOLOGY TRANSFER

Bridging academia and industry: Maximizing the impact of university patent portfolios

- We employ a new and unique approach to analyzing the commercial landscape through a patent lens to identify licensing and industry partners
- The approach combines a proprietary AI algorithm with human expertise, both legal and technical

Building patent portfolios focused on real-world value and outcomes

- We help implement novel strategies to direct patent filings on subject matter relevant to industry and the marketplace

Ensuring patents are capable of withstanding the crucible of litigation

- We apply lessons learned from decades of experience in litigation and PTO practice to prosecute stronger patents

McAndrews, Held & Malloy is a premier, full-service intellectual property and technology law firm. McAndrews excels at all things IP, including patent portfolio development, strategic licensing initiatives, and patent enforcement. That is why the firm is relied upon by leading companies, universities, and research centers — representing enterprises of all sizes and in virtually every technical field. McAndrews offers a compelling combination of legal and technical expertise coupled with significant value, flexible fee arrangements, and economical rates.

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THE MCANDREWS DIFFERENCE

THE MCANDREWS TEAM AND OUR BUSINESS MODEL REPRESENT ONE OF THE MOST COMPELLING PROPOSITIONS IN ALL OF INTELLECTUAL PROPERTY LAW. HERE'S HOW:

- ▶ We offer one of the **largest single teams** of USPTO-registered attorneys with science and engineering degrees.
- ▶ We are uniquely positioned to serve clients effectively and efficiently. McAndrews provides world-class lawyers while at the same time offering **exceptional service and budget certainty**.
- ▶ Our business model allows our client teams to deliver **value-focused, competitive billing structures**.
- ▶ Our firm was built to ensure that clients receive **consistent and thorough attention from senior-level attorneys** while also being cost-competitive. By contrast, many of our competitors relegate day-to-day handling of client matters largely to associates or other less experienced attorneys.
- ▶ Most of our lawyers have **both patent litigation and patent prosecution experience**. As a result, they bring valuable insights and knowledge that attorneys at prosecution- and litigation-only firms do not have.



THE WORLD'S LEADING IP STRATEGISTS

McAndrews has a higher percentage of attorneys on IAM's Strategy 300 list than the eight largest megafirm IP practices and our eight largest IP boutique competitors.



THE WORLD'S LEADING PATENT PROFESSIONALS

McAndrews has a higher percentage of attorneys on IAM's Patent 1000 list than the eight largest megafirm IP practices and our eight largest IP boutique competitors.

Best Lawyers

McAndrews has a higher percentage of attorneys ranked as Best Lawyers (in intellectual property-related practice areas) than the eight largest megafirm IP practices and our eight largest IP boutique competitors.



**RANKED TIER ONE
NATIONALLY FOR PATENT
LAW, IP LITIGATION, AND
TRADEMARK LAW**

MCANDREWS IS THE TYPE OF FIRM CLIENTS WANT TO WORK WITH. HERE'S WHY:

SHARED PURPOSE:

WE ARE COLLECTIVELY DRIVEN BY OUR IP-ONLY FOCUS.

42%

Over 42% of our attorneys have engineering, science, or other technical work experience in industry or in government agencies. This gives us an edge in serving our clients and understanding their challenges.

75%

Our ability to retain talent is impressive. 75% of our attorneys have spent their entire legal careers at McAndrews.

RELATIONSHIP-DRIVEN

We collaborate with our clients to resolve billing or service issues in ways that demonstrate how much we value being their trusted partner.

18 YEARS

Our attorneys have been practicing for an average of 18 years. By contrast, the average for IP lawyers at one of our largest megafirm competitors is just 9.5 years.

24/7

Our attorneys are highly responsive and communicative. They are available 24/7.

WHAT CLIENTS ARE SAYING:

“McAndrews, Held & Malloy attorneys are outstanding legal service providers who are a joy to work with. Larger firms have much higher costs but not the same effectiveness & efficiencies as McAndrews.”



McAndrews