



Controlling Costs in Patent Litigation

BY CATHERINE RAJWANI

The Costs of Patent Litigation

Patent litigation is expensive. The AIPLA’s 2007 Economic Survey reports that the median litigation costs per side for a patent infringement lawsuit when less than \$1 million dollars is at risk is \$350,000 through the end of discovery and \$600,000 through disposition; when \$1 - \$25 million is at risk, \$1.25 million through the end of discovery and \$2.5 million through disposition; and when more than \$25 million is at risk, \$3 million through the end of discovery and \$5 million through disposition.¹ (See Attachment A)

The largest component of these costs is attorney’s fees but the numbers also include expert witness fees, travel costs, and document management and production costs. Importantly, these costs do not include time spent in-house by corporate counsel and employees supporting the litigation.

The patentee (usually the plaintiff) has the luxury of controlling the largest component of its costs (attorney’s fees) up front by hiring counsel on a contingency or mixed-fee basis. So while many of the cost-savings measures described in this paper will apply equally to the patentee or accused infringer, the patentee can mitigate a large portion of its expenses by entering into alternative fee arrangements with its counsel.

In my experience, patent litigation costs can be reduced by at least half if clients: (1) institute effective document retention/management policies and practices; and (2) efficiently manage the litigation process. While both of these concepts appear straight forward in theory, they prove much more difficult in practice.

The Patent Litigation Process

The patentee is able to gather relevant information and plan its litigation strategy before filing its lawsuit. So while the alleged infringer (usually the defendant) must follow a time line prescribed largely by the court, the patentee is free to marshal its facts and hire its experts before the alleged infringer is even on notice of the infringement claim. This additional time also helps the patentee control costs. The litigation process and time line thus is described largely from the perspective of the alleged infringer in patent litigation.

The process/time line below is typical in jurisdictions that handle a large number of patent cases.² Many of these jurisdictions have adopted Patent Rules – special rules of procedure for patent cases. These rules help to streamline the discovery process.

A critical aspect of any patent litigation is the construction of the patent claims. Some courts that do not handle a large volume of patent cases (or have new or inexperienced Judges) may wait to construe the patent claims until right before trial. This is an extremely wasteful and inefficient practice. Expert reports and summary judgment motions are much longer and more complicated when the experts/parties must present their claims and defenses with respect to each party’s proposed constructions. The resulting reports/motions are less clear and run the risk of not addressing the final claim constructions if the court adopts a construction not advocated by either party.

STAGE	LENGTH	DESCRIPTION
Complaint/Answer	20 days after service of the complaint (usually extended 1-2 months).	The patentee files its complaint with the court to commence its lawsuit. The plaintiff serves the defendant with a summons and copy of the complaint. The defendant has 20 days from service of the summons/complaint to answer. The answer deadline is usually extended by 1-2 months by agreement of the parties.

¹ The overwhelming majority of patent cases do not reach a full jury or bench trial. In 2005 and 2006, courts adjudicated approximately 14% of disputed patent cases. Of these, courts disposed of approximately 7% on summary judgment and a little more than 3% by jury or bench trial.

² In 2006, the Central District of California was the busiest patent district with approximately 10% of the total national cases filed, the Eastern District of Texas was second with 8% and the Northern District of California was third with 7%. The District of Massachusetts ranked eighth with 3%.

STAGE	LENGTH	DESCRIPTION
CMC	Dependent upon the court's schedule.	After the defendant answers, the court will schedule a case management conference (CMC). Before the conference, the parties must collaborate and propose a joint scheduling order. This proposed order presents the parties' agreements on discovery limitations, electronic discovery, and mediators, as well as discovery, motion, and pretrial deadlines. Often times the Patent Rules will set forth specific types of discovery and deadlines which can be incorporated into the joint scheduling order.
Fact Discovery	Approximately 9 months from the answer deadline.	<p>The parties exchange initial disclosures and documents; each side serves and answers requests for production/admission and interrogatories (discovery addressed by Patent Rules). Depositions of fact witnesses occur.</p> <p>Sometimes discovery is bifurcated with invalidity/infringement discovery occurring first and damages discovery occurring later (after expert discovery).</p> <p>The Patent Rules, adopted in some jurisdictions, have deadlines during fact discovery for infringement and invalidity contentions. These contentions take the place of well drafted infringement/invalidity interrogatories.</p> <p>Infringement contentions are usually due at the outset of discovery. These contentions (usually presented in the form of a chart) set out the asserted claims and compare the defendant's products to each claim element.</p> <p>Invalidity contentions are the defendant's positions on the validity of the patent (i.e. charts comparing the elements of the asserted claims to anticipatory prior art or collective prior art rendering the patent obvious).</p>
Claim Construction	Approximately 2 months, usually during the latter months of fact discovery (can be later).	<p>(a) Parties exchange claim terms for construction.</p> <p>(b) Parties propose definitions for all exchanged terms. Often times different deadlines for extrinsic and intrinsic evidence.</p> <p>(c) Parties work to compromise and agree upon definitions.</p> <p>(d) Parties submit joint claim construction charts to the court setting out agreed upon claim definitions and terms that need construction (with each side's proposed definitions and supporting evidence).</p> <p>(e) Parties submit briefs to the court advocating their proposed claim construction.</p>
Summary Judgment	Approximately 2 months after receipt of the court's claim construction.	<p>The defendant files summary judgment motions on patent invalidity (usually anticipation) and noninfringement. The plaintiff, if the case is very strong, files a summary judgment motion on infringement.</p> <p>In unusual circumstances, the defendant might file summary judgment motions on especially strong defenses such as laches or license.</p>

STAGE	LENGTH	DESCRIPTION
Expert Discovery	Approximately 2-3 months after the close of fact discovery (although may overlap with the end of fact discovery).	Expert witnesses give opinion testimony on complicated technical or accounting/economic issues. Expert discovery begins with each side producing expert reports (reports detailing expert's background, opinions, and bases for opinions) on issues which it bears the burden of proof (infringement and damages for patentee and invalidity for accused infringer). In response, the parties exchange expert reports rebutting one another's initial expert reports. The experts are then deposed on their opinions/reports. At the close of expert discovery, either party may challenge the other party's experts with Daubert motions.
Pretrial	1-2 months after the close of expert discovery.	The parties exchange witness and exhibit lists and file motions in limine. Each party submits proposed jury instructions. The attorneys draft opening/closing statements, direct and cross examination outlines, and prepare witnesses for testimony.
Trial	1-4 weeks	Jury selection. Opening statements. Fact and expert witness testimony. Closing statements.
Appeal	2-3 months	Notice of appeal is filed 30 days after final judgment is rendered. Federal Circuit sets briefing schedule. Appellant files opening brief and reply. Appellee files responsive brief. Both parties jointly file the appendix for all briefs.

Case Strategy and Budget

An important way to rein in your costs in patent litigation is to develop your case strategy as early as possible. Start off by making a realistic damage assessment and use this figure to help set a litigation budget. Next develop your story – a sympathetic narrative that explains and ties together all of the evidence that supports your claims or defenses. With the “story” in mind, work to narrow the areas in dispute and focus the trial team on developing the key aspects of your case.

Keep in close contact with your litigation counsel and monitor the work your experts are performing. Have the trial team participate in weekly or bi-weekly status calls and include a discussion of upcoming tasks and projected costs. Comment on the projected budget BEFORE the money is spent. Find out what is mandatory and what is discretionary and determine what is most important to your claims or defenses. The more clients stay involved in the litigation, the better equipped they are to control costs and keep management apprised of the current and projected budget.

Top Ten Ways to Reduce Patent Litigation Costs

1. Prosecute Patents Thoroughly and Diligently

- The main defenses available to an accused infringer are invalidity and noninfringement. It is very difficult for an infringer to invalidate a patent with prior art that was

before the Patent Office. Therefore, identify and submit as much prior art to the Patent Office as possible during prosecution.

2. Competitor Patent Portfolio Review During Product Development/Design

- The best way to reduce (if not eliminate) the costs of patent disputes is to avoid them altogether. During the development/design phase for a new product, have patent counsel review competitors' patents to make sure your new product doesn't infringe. It is always easier to implement design-arounds before the product is manufactured and on the market.

3. Patent Litigation Insurance for Defendants and Plaintiffs

- Patent infringement liability insurance covers defense costs and if included in the plan, judgments and settlements up to predefined policy limits. Enhanced damages for willful infringement typically are not covered.
- Patent enforcement litigation insurance (also known as abatement coverage) typically covers the patentee's litigation costs enforcing the patent, re-examination/reissue costs, and costs of defending against invalidity (but not antitrust) counterclaims, usually less a percentage co-payment by the insured.

4. Accused Infringers Should Assess Risk Early and Often

- As soon as you are on notice of infringement, assess the actual risk that a lawsuit poses. Compare the patent claims (giving terms their ordinary meaning) to the accused products and assess the strength of the patentee's claims.
- Gather financial data (historical and projected) on product sales early and determine the remaining term of the patent. If infringement is found, a plaintiff is entitled to a reasonable royalty (or lost profits) on product sales 6 years prior to the filing of the lawsuit.
- Assess whether your customers have been sued or may be sued (indemnities) and whether a patent lawsuit will affect your future sales (i.e. does your competitor own the patent or have a license?).
- Determine what is a standard royalty rate for licenses in your field. Determine what is your maximum exposure (damages, attorney fees, lost sales, etc.). Also try, if possible, to ballpark reasonable settlement figures.
- Exposure and settlement figures will help you to determine your litigation budget. Revisit these calculations at various stages of the litigation (after fact discovery, claim construction, summary judgment, etc.)

5. Participate in Weekly or Bi-weekly Status Calls With the Trial Team

- The client needs to keep close tabs on the progress of the litigation in order to control costs. The client can work with its in-house technical and accounting personnel during discovery to make sure outside counsel receives necessary documents/information. The client can dictate case strategy and keep the trial team focused on developing its "story."
- Always discuss actual and projected costs for the various phases of the litigation during status calls. This will prevent any "surprise" legal costs and help the client allocate funds for projected legal costs.

6. DOCUMENT RETENTION POLICIES

- Instituting effective document retention policies prior to litigation (before you know or have reason to know you will be involved in patent litigation) is the number one way a company can reduce its costs in patent litigation.
- Having good policies in place that are followed by all of your employees and implemented by IT as drafted can reduce your litigation budget by half and affect the outcome of your case.

- Review and revisit your policies often. Do spot checks to make sure that the policies are implemented as intended.
- R&D materials and researcher's notebooks should be retained for a considerable amount of time.
- Most nonessential documents (including emails) should be retained for a short period of time (60-90 days).
- Keep key documents (final versions of historical design, marketing and sales data) in a central location preferably on a product specific intranet site. Mandate that the central location is the only repository for documents (no local copies on employee's computers or paper documents).
- Document horror stories: no document retention policies (hundreds of thousands of pages of production, documents 10 years old from acquired entities); email – lead engineer after studying a competitor's patents said that the patent described well the new product the company was about to introduce; marketing department – in order to justify the development expenditure, marketing issued a report with an extensive description of a competitor's patented product and the extreme need to have a product "just like," "similar to," and "with all the same attributes" as the competitor's product.
- As part of implementing a document retention policy, counsel should advise executives, R&D personnel, and sales and marketing staff about what to say, or not say, in writing.

7. Designate Key Technical and Financial/Accounting Personnel to Support Litigation Efforts

- Often times, the amount of time it takes lawyers to find key personnel and analyze documents can be drastically reduced if they have in-house help. Assigning key technical and financial employees to support the litigation efforts helps outside counsel understand who is/was involved in product design and sales and where the key documents are located.
- Sometimes companies are reluctant to get their employees involved because the employees are already very busy with their normal work activities. If you can off-load some of these activities onto other personnel for a few months and free up key personnel to help out with the litigation, it can save you tens of thousands of dollars in lawyer and expert time.
- Also, employees are reluctant to help out attorneys because litigation is often viewed very negatively by the

company and as a drain on the company's resources. If you encourage your employees to help out the attorneys/experts and even incentivize them, you may not only save money on your legal bills, but also have a much more positive outcome in the litigation.

8. Vet Your Counsel wisely

- Just because patent litigation is expensive, doesn't mean it has to be prohibitively so. Interview a few different firms; find out the range of hourly rates at each firm (including paralegal time).
- Find out who will be doing the work. Often times the experienced partner you meet during the interview process will not be the one who does the lion's share of the work – he or she may not work on your case at all. Find out hourly rates for all levels of work.
- Get a proposed detailed budget from the firms. Ask for a breakdown of costs for the various portions of the case so as to plan for future expenditures properly. Ask who will be spending the majority of the hours at each phase of the case. Obtain resumes and evaluate experience. Ask about estimated or projected expert fees.

9. Just Because It's Litigation Doesn't Mean It Has To Be Ugly

- Try and keep an open and cordial relationship with the other side and its counsel even if litigation is commenced. Contentious litigation is always more expensive than litigation between parties that are trying in earnest to have the court resolve their dispute. Once things get "personal" between the parties or their counsel, the

litigation bills increase exponentially.

- In cases where the parties and/or their lawyers get along, you can cut your litigation costs in half when compared with cases that are very nasty/contentious.

10. Settlement: Talk Often And Think Outside the Box

- Litigation is a dynamic process - the parties' positions change at various stages of the litigation due to:
 - Party documents produced during litigation;
 - Prior art uncovered during discovery;
 - Relevant proceedings at the PTO;
 - Reexamination of patents;
 - Prosecution of related patent applications;
 - Court's claim construction; and
 - Court's dispositive motion rulings.
- Corporate priorities shift and a product's market changes. Just because you aren't willing to pay a \$500K fully paid up lump sum royalty at the beginning of the litigation process when your annual product sales are \$1M doesn't mean that you wouldn't be interested in the same royalty when your projected product sales have tripled and the court's claim construction puts your product squarely within the plaintiff's patent claims. Begin the mediation process early in the case and revisit it frequently at various stages in the litigation process

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Ms. Rajwani graduated in the top 5% of her class at Baylor Law School and served as a law clerk to the Honorable David C. Godbey, United States District Court for the Northern District of Texas (2002-2003). She was named a Texas Rising Star in 2006, 2007 and 2008 by the Texas Super Lawyers magazine.

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