



Exploit  
Technologies

A\*STAR

# EtpLicit

ETPL is the commercialisation arm of A\*STAR

Sep/Oct 04

## "The Chair Speaketh"

Hello to all in the A\*STAR family!

We're well into the second quarter of FY04. Things are looking up but let's not lose momentum in our drive towards getting more IP to our industries.

We in Exploit shall continue to develop ourselves and to drive various initiatives that lead to or at least help us to commercialise A\*STAR's IP. Among some of these initiatives are IP talks conducted by either local or foreign IP specialists or organisations and held here in the Biopolis Hub. Moving here enabled us to facilitate such IP talks. We encourage you to find time to attend these talks, as there are always some tips to be learnt when brilliant and innovative minds gather.

Our *Spotlight* is on two recent licensing deals. One of the licensing deals is with an enterprise-wide collaboration and integrated life cycle management software that was developed at SIMTech. The other is a license taken on an advanced text-mining tool developed at I<sup>2</sup>R.

One of our earlier lessons learnt is to engage you, as creators of A\*STAR IP, as soon as possible. For this issue of *EtpLicit*, you may have noticed a slight change in that we now include email contact information of our article contributors. Feel free to contact any contributor on issues or clarifications related to his/her article. We hope this helps to bring IP management and commercialisation a step closer to you.

For now, we shall continue to look at ways to improve our working processes.

Cheers  
Boon Swan Foo

## LegalIP



### Dealing with rejection of all claims in a patent application

If all claims in a patent application are rejected with none allowable, then a patent applicant has at least one option to deal with these rejected claims.

Before taking any action, it is helpful to understand that outright rejection of all claims normally happens because, under constraints of time, a patent examiner may misunderstand prior art and/or what is being claimed in a patent application.

Hence, one option to deal with the rejected claims is to argue for allowance of such claims by explaining or clarifying to the patent examiner what is being claimed but without making any claim amendments. Do note that it is the rejected claims that are being explained or clarified, not technical description or drawings found elsewhere in a patent specification.

However, if the patent examiner understands what is being claimed and has a legal basis to reject all the claims, then another option is to amend one or more of the rejected claims to obtain allowable claims. Only phrases or words already found in the technical description or drawings of the patent specification, as filed, can be used to amend any rejected claim. In the language of patent prosecution, new matter should not be added in amending claims.

Keep in mind that patent prosecution of a patent application is a negotiation with a patent examiner. The negotiation seeks to obtain allowable claims based on patentability criteria.

Contributed by Ho Cheng Huat  
chenghuat@exploit-tech.com

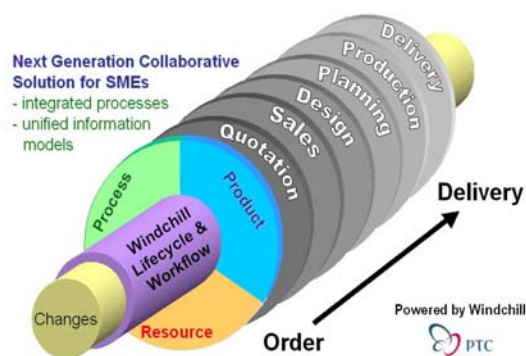


## Licensing of SIMTech

### Enterprise Process Centric IT (EPcit) to BLC Solutions Pte Ltd

BLC Solutions, a spin-off from SIMTech, has signed a licensing agreement with Exploit Technologies on 15 July 2004 to commercialise the Enterprise Process Centric IT (EPcit) software developed by SIMTech. The licensing of EPcit from Exploit Technologies enables BLC Solutions to specialise in the research, development and implementation of innovative web-based business solutions for enterprise-wide collaboration and integrated lifecycle management of products, processes and resources in discrete manufacturing industries.

With EPcit as the core product – BLC Solutions can provide advanced technologies and functionality to address the growing needs of dynamic small and medium enterprises (SMEs) that have substantial design, planning and production activities. It is noted that the unique features of EPcit, which are not readily available in existing business applications such as enterprise resource planning (ERP) systems, are its ability to plan, manage and control design tasks, CAD files, work processes, production resources and product lifecycles within an integrated framework, seamlessly and efficiently over the Internet.



The emerging markets for enterprise collaboration and product lifecycle management solutions present an exciting opportunity to drive new growth businesses in ASEAN, North Asia, India, Australia and New Zealand.

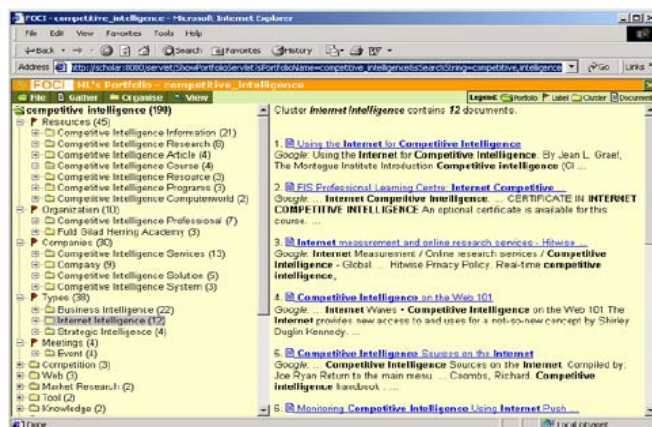
Contributed by Dr Sze Tiam Lin  
tiamlin@exploit-tech.com

## Licensing of I<sup>2</sup>R

### Flexible Organizer For Competitive Intelligence (FOCI) to NexLabs Pte Ltd

NexLabs Pte Ltd signed a licensing agreement with Exploit Technologies on 3 August 2004 to license the Flexible Organizer for Competitive Intelligence (FOCI) developed by I<sup>2</sup>R. FOCI is an advanced text-mining tool which offers an integrated Web-based application that provides automatic tracking of key activities in the competitive intelligence cycle including gathering, organizing, tracking and dissemination of intelligence from the Web.

Established in 2001, NexLabs is a local SME providing intelligent information management platform for enterprises. The NexLabs' platform has the ability to integrate multiple sources and types of information, couple with state-of-the-art statistical analysis, neural network and natural language processing, perform relationship analyses, comparative analyses and text analyses. NexLabs was first introduced to the capabilities and features of FOCI at the "Business Intelligence" roundtable organized by ETPL and SiTF (Singapore Infocomm Technology Federation). I<sup>2</sup>R's innovation presents significant business value and opportunity. It harmonizes and synergizes with NexLabs' requirements to further empower enterprises to exploit information, facilitating faster and more well-informed business decisions. NexLabs' next release will incorporate FOCI, and thereby extend its platform to more than 70 existing and new enterprises throughout Singapore, New Zealand, Australia and US.



Contributed by Kee Chin Siang  
chinsiang@exploit-tech.com

# New Incubation Proposal Form



In the last *EtpLicit* issue, we wrote about the new incubation proposal form. This and subsequent articles on *incub@tion* will focus on what are the key items we look out for in the incubation proposal.

Let's start with **Technology**

Technology in this instance means the end product or process, and essentially how it works in the real world. More importantly, it is good to know how technology impacts an end-user, be it another company or a consumer.

Technology also encompasses Intellectual Property, Trade Secrets, Copyrights, etc. Many of you who have had dealings with me will know my mantra, that one patent does not make a company. Therefore it is important... no, **IMPERATIVE**, for you to understand how to build a portfolio of IPs to further protect your technology. These IPs could be further development of processes, designs, formulations, and/or complementary additions that would complement your technology. To understand the value chain of how the technology affects the end-product and work towards resolving potential issues with integration.

My next article continues this discussion with identifying critical functions of products/services you intend to offer to your customers.

Contributed by Kenneth Low  
kenneth@exploit-tech.com

## INTELLIGENCIA

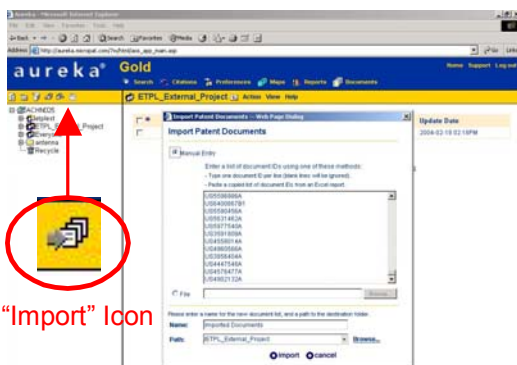
## Aureka - Some Tips



For this issue of *Intelligencia*, we discuss two useful tips, which value-adds to your analysis work when using Aureka.

### 1. Cleaning Up Duplicating Patents in Patent Lists using "Import" Function

One way to clean up patent lists after performing numerous searches is to export the lists to MS Excel, do a sorting and then manually delete duplicated patents. This method is time consuming since we have to manually delete any duplication. A recommended alternative is to export the lists to spreadsheets and then import the patent numbers into Aureka. The "Import" function in Aureka does the cleaning up in less than a minute to remove duplicated patents.



Import Summary			
The import completed successfully.			
# of folders created	0	# of folder creation errors	0
# of document lists created	1	# of doclist creation errors	0
# of documents imported	76	# of dropped documents	0
		# of skipped documents	30

ok back

[View import log...](#)

### 2. Text Clustering by Vivisimo

Having incorporated Vivisimo text clustering capabilities, one can easily identify important concepts in a document list. This facilitates a user in conducting portfolio analysis and also expands search strategies.

Contributed by Tan Ai Huang  
aihuang@exploit-tech.com

## THINKING OUT OF THE BOX

My favourite show is on CNBC channel entitled "Think out of the box", aired usually over Saturday afternoons and repeated on Sundays. I will give two examples where thinking out of the box helped inventions to reach commercial success.

Xerox Palo Alto Research Center (PARC) was a flagship research division of the Xerox Corporation, based in Palo Alto, California, USA. It was founded in 1970 and spun out as a separate company in 2002. Top scientists were recruited and there was no pressure to invent or publish. Their agenda was to sit around and think of new things to benefit mankind.

PARC's founding director, George Pake, was an outstanding physicist in the area of nuclear magnetic resonance. Dr. Pake had been serving as provost of Washington University in 1969 when he was courted by Jack Goldman, Chief Scientist at Xerox. Xerox PARC was the incubator of many elements of modern computing, including many aspects of the Graphical user interface (GUI), the WYSIWYG text editor, the laser printer, the desktop computer, the Smalltalk programming language and integrated development environment, Interpress (a resolution-independent graphical page description language and the precursor to PostScript), and Ethernet.

Xerox has been criticized for failing to commercialize PARC's innovations. The first example is that of a particular device that was initially patented at Stanford but much improved at PARC. A young college drop-out (after taking physics, poetry and literature in his 1<sup>st</sup> year) who was looking for that missing crucial device that he thought he needed for his new machine dropped in at PARC for a visit. On looking at PARC's invention, he could see straight away that PARC's invention was what he needed. The person was Steve Job. The machine was the Apple MacIntosh. The device? The mighty Mouse, of course.

The second example regarding a US navy scientist who had a PhD in sound and whose sole post-doctoral experience was to design sonar machines for US submarines during the height of the Cold war. After 12 years, the navy had wanted to transfer him from the East Coast to the West Coast. As his family was happy in the east coast, he sought employment outside the Navy. However, he was considered too specialised by prospective employers and after six months of trying, he spoke to his neighbour about his frustration. The latter until then didn't know what he did for a living. But he was both a businessman and an avid fisherman. So he asked this scientist to design a simple sonar for recreational fishing. They formed a company and five years later, they were bought out at USD 50 million.

So, the next time you look at an invention, try to look out of the box. Remember, the most obvious is often staring at you and two heads are better than one!

Contributed by Dr John Chia  
John@exploit-tech.com

## HISTORY OF PENICILLIN

On a September morning in 1928, Alexander Fleming sat at his workbench at St. Mary's Hospital London, after having just returned from a vacation. Back from vacation, Fleming was sorting through the long unattended stacks to determine which ones could be salvaged. Many of the dishes had been contaminated. Fleming placed each of these in an ever-growing pile in a tray of Lysol.

Much of Fleming's work had focused on the search for a "wonder drug." In 1922, Fleming made an important discovery, lysozyme. While working with some bacteria, Fleming's nose leaked, dropping some mucus onto the dish. The bacteria disappeared. Fleming had discovered a natural substance found in tears and nasal mucus that helps the body fight germs. Fleming now realized the possibility of finding a substance that could kill bacteria but not adversely affect the human body.

While picking up one particular dish, Fleming noticed something strange about it. While he had been away, a mold had grown on the dish. That in itself was not strange. However, this particular mold seemed to have killed the *Staphylococcus aureus* that had been growing in the dish. Fleming realized that this mold had potential.

Fleming spent several weeks growing more mold and trying to determine the particular substance in the mold that killed the bacteria. After discussing the mold with mycologist (mold expert) C. J. La Touche who had his office below Fleming's, they determined the mold to be a *Penicillium* mold. Fleming then called the active antibacterial agent in the mold, penicillin.

Unfortunately the medical community poorly received the concept of penicillin killing bacteria and his invention was nearly forgotten until the outbreak of the Second World War in 1939. Infected wounds had caused many deaths in previous wars and two researchers based in Oxford University, **Howard Florey** and **Ernst Chain**, were given the task of finding new medicines to treat wounded soldiers. They realized the importance of Fleming's work and had the resources to grow large amounts of the *Penicillium* mould. This allowed them to isolate the active antibiotic in sufficient quantities to try it on patients suffering from severe infections.

Before **antibiotics**, a simple throat infection could easily spread to the lungs and throughout the body. There was little that could be done for these patients and many died from complications of what we would now think of as a trivial infection. Florey and Chain showed that Penicillin could be used to save lives.

The production of Penicillin became a wartime priority and pharmaceutical factories in the USA, United Kingdom and Russia manufactured large quantities of Penicillin, which was used to save the lives of wounded soldiers. The three scientists, Fleming, Florey and Chain, rightly deserved the Nobel Prize in 1945 for literally saving millions.

This history of penicillin shows that lateral thinking is crucial and old projects/inventions could be useful as circumstance change with time. Hence don't throw away those old files without another careful look especially by someone else.

Contributed by Dr John Chia



**Any queries about IP Management, Legal Matters, TICI, Licensing or Incubation? Looking for research partners or complementary technologies?**

**Advertise at our Classifieds for free!  
Contact ETPL at [newsletter@exploit-tech.com](mailto:newsletter@exploit-tech.com)**