



[HOME](#) [Explore Toggle](#)

> [LICENSING EXECUTIVES SOCIETY'S SILICON VALLEY CHAPTER MEETING: LICENSING AND LITIGATING REASONABLE ROYALTIES](#)

[FOR THE PATENTS IN TECHNICAL STANDARDS](#)

[Information Toggle](#)

[Financing Toggle](#)

[PRINT](#) 

[IP Toggle](#)

[Expansion Toggle](#)

[Exit Toggle](#)

Licensing Executives Society's Silicon Valley Chapter Meeting: Licensing and Litigating Reasonable Royalties for the Patents in Technical Standards

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Technical standards are an important component of the process of turning intellectual property into marketable products. U.S. fully participating standard-setting organizations are required to agree to license any of their intellectual property that is incorporated into a standard on Fair, Reasonable and Non-Discriminatory (FRAND) terms. Licenses with specific royalty rates are generally negotiated after the standard has been established. A frequent difficulty in the process of negotiating these licenses is defining a FRAND royalty, an issue that often results in litigation. This program discussed the meaning of FRAND in the context of licensing a patent in a standard, and how FRAND would compare to reasonable royalties under Georgia-Pacific, a case that describes the factors that courts should consider in determining a reasonable royalty on a patent. Panelists from NERA Economic Consulting and from Weil, Gotshal & Manges discussed the economics of standards and FRAND; what happens when these issues get taken up in the courts; and the impact of these considerations on the bylaws, rules and operations of standard-setting organizations.

[The Team - Employees & Consultants](#)

[Dive into employee compensation, hiring foreign employees and hiring before securing funding](#)

[Board of Directors & Advisors](#)

[Find out about board membership and roles, and advisory board setup and compensation](#)

[Equity Incentives](#)

[Understand vesting restrictions and terms, options and restricted stock, and tax differences between ISOs and RSOs](#)

FilmerHale Partner Jason Kipnis was a featured speaker at this event.

[Raising Capital & Securing Funding](#)

[Position your company for success with information on how to raise capital and secure funding from banks, VCs, friends and family](#)

[Types of Investors](#)

[Learn about the differences between bank loans, foreign investors, crowdsourcing, crowdfunding, angels and VCs](#)

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General

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[Dig deep into information related to if and when to file, to the difference between provisional and utility patents](#)

Trademarks

[Explore the best way to obtain a trademark and the difference between a domain name and a trademark](#)

Trade Secrets

[Uncover little-known information related to NDAs and patent filings](#)

Copyrights

[Read about copyright protection and how to register a copyright](#)

Licensing

[Get up to speed on how to grant exclusivity to a reseller, OEM or distributor, license agreement terms, and licensing IP from a university or hospital](#)

General Topics

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