

Key Takeaways



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Flat Fees, Fixed Budgets, and the Future of IP Billing Discussion Summary

Our panel covered the evolving challenges and opportunities facing IP professionals today. The conversation highlighted how legal, business, and policy shifts are reshaping client expectations and portfolio strategy.

Key Points

Client pressures are intensifying

Firms are being asked to deliver greater transparency, responsiveness, and predictability. Clients increasingly expect their legal partners to act as business advisors, not just service providers.

Innovation pathways are diversifying

Startups and multinationals alike are rethinking where and how they innovate. This has direct implications for IP filing and enforcement strategies across jurisdictions.

Cost management is a constant concern

Budgets remain tight, and companies are demanding fixed fees or more flexible arrangements. IP professionals must balance financial discipline with effective protection.

Global strategy matters more than ever

Shifts in trade, technology transfer, and regional policies are driving firms to adopt more integrated, forward-looking IP strategies.

The role of counsel is evolving

Beyond execution, clients want proactive guidance on how legal decisions align with broader business outcomes. Strategic insights are as valuable as technical expertise.



Ask our team

Are you adapting your IP billing practices to meet changing market expectations?

Want to explore solutions that increase cost transparency for your clients' business-aligned portfolios?



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