



## INFORMATION SEARCH AND ANALYTICS SERVICES: TERMS, PRICING AND CONDITIONS

(Version 1: November 2023)

### INTRODUCTION:

TechEx.in is a Technology Transfer Hub operated by Venture Center, Pune, India, and supported by the National Biopharma Mission, BIRAC (Government of India). TechEx.in aims to help technology developers and technology commercialization entities find each other, forge partnerships and advance the technology closer to the market in a win-win partnership. In this mission, TechEx.in will build upon general learning's, methods, and experiences of NCL Innovations (department of CSIR-NCL championing innovations), IPFACE (IP Facilitation Center), and Venture Center (non-profit technology business incubator).

TechEx.in is based in the western part of India. While its focus is on organizations in Maharashtra, Madhya Pradesh, Gujarat, and Goa states of India, it welcomes technology developers and technology commercialization entities from any part of the world. TechEx.in services are open to all -- this is an open-access, inclusive service! TechEx.in is a non-profit effort that aims to be self-sustaining.

### SERVICE OFFERINGS:

Services relating to information search and analytics:

- State-of-the-art search
- Patentability assessment
- Patent landscape analysis
- Preliminary due diligence of patent family
- FTO (Freedom to Operate)

Code	Service Type	Beneficiaries	Includes	Current Status
SEA001	State-of-the-art search	R&D organizations, Companies, Start-up/ individuals	<ul style="list-style-type: none"><li>• Provides a comprehensive understanding of the current state of a technology or field by analyzing the patents and scholarly literature.</li><li>• Questions addressed: For a given technology, what is the status of literature (scholarly &amp; patent) with an emphasis on sub-sectors, approaches, applications etc</li></ul>	Launched and operational
SEA002	Patentability	R&D	<ul style="list-style-type: none"><li>• Question answered: Is the invention</li></ul>	Launched



## TechEx.in -Tech Transfer Hub

Venture Center, 100, NCL Innovation Park  
 Dr HomiBhabha Road, Pashan  
 Pune – 411008, India  
 Email: [tto@venturecenter.co.in](mailto:tto@venturecenter.co.in)  
 Phone: +91-9156465146

	assessment	organizations, Companies, Startup/ individuals	patentable in India? <ul style="list-style-type: none"> <li>• Search on multiple databases using multiple search strings</li> <li>• Executive summary and key findings, and suggestions</li> </ul>	and operational
<b>SEA003</b>	Patent landscape analysis	R&D organizations, Companies, Startup /Individuals	<ul style="list-style-type: none"> <li>• Valuable insights on potential areas of research, current strengths, geographical distribution, competitor's technology, market analysis</li> <li>• Question answered: What is the landscape of patent filings on a specific topic? What related topics have been covered by whom, where etc</li> </ul>	Launched and operational
<b>SEA004</b>	Preliminary due diligence of patent family	Companies, Venture capitalists	<ul style="list-style-type: none"> <li>• Basic information about the Patent family</li> <li>• Questions addressed: Is the patent family valid/active, relevant, strong, non-infringing etc</li> <li>• Clarity of ownership, encumbrances etc</li> </ul>	Launched and operational
<b>SEA005</b>	FTO (Freedom to Operate)	Companies, Startups, R&D organizations	<ul style="list-style-type: none"> <li>• Help identify potential patent barriers for commercializing products or technologies</li> <li>• Questions addressed: Can I practice my knowhow &amp; sell in Country X without infringing any active patents in Country X?</li> </ul>	Launched and operational

### TERMS

#### Payment terms

- Introductory advisory meetings with the team will be available free of cost. The purpose of these meetings is to understand the need of the client (beneficiary of the service) and provide impartial and non-commercial advice on the course of action. These meetings also help us define the needs more precisely, identify services that can be useful, and suggest an action plan. During/Following this introductory meeting, the TechEx.in team members may suggest suitable services that can be used and provide budgetary estimates (of service fees or advisory hours).
- If the client chooses to go ahead with any service of TechEx.in, then TechEx.in will initiate the signing of the letter agreement (that specifies the expected duration, time commitment, and/or budget).



**TechEx.in -Tech Transfer Hub**  
Venture Center, 100, NCL Innovation Park  
Dr HomiBhabha Road, Pashan  
Pune – 411008, India  
Email: [tto@venturecenter.co.in](mailto:tto@venturecenter.co.in)  
Phone: +91-9156465146

- Following this the TechEx.in team will invoice the client.
- All payments are to be done as advance payments except in situations where a longer-term service agreement has alternative terms. Any exceptions to standardized terms will require the approval of the COO& GM of Venture Center.
- Acceptable modes of payment include: Demand Draft, Cheque Payable in Pune or at Par, and Bank Transfer.
- The estimated payment is to be made in advance of each information search and analytics service. The duration of each engagement will be mutually agreed upon by TechEx.in and Applicant and the corresponding payment shall be made in advance by the Applicant.
- Final payment would be invoiced at the time of the end of the advisory service, which needs to be paid before completion and delivery of deliverables.

#### **Other terms**

- Client shall not (intentionally or otherwise) do anything to suggest that the TechEx.in, NCL, Venture Center (VC) as being party to the venture/activity for which TechEx.in's were 'information search and analytics' services engaged.
- Client shall not hold TechEx.in /Venture Center/NCL is responsible for any liabilities directly or indirectly related to TechEx.in's Information search and Analytics services, including any referrals provided by TechEx.in. Client acknowledges that TechEx.in has no control whatsoever over the activities of any of the parties to which it provides referrals to, and thus shall not be held responsible for any issues, costs, damages, liabilities, etc. related to Client's engagement with those parties.
- Client shall indemnify and hold harmless to TechEx.in, its members, directors, officers, employees, agents' contractors, and authorized representatives from all costs and expenses including attorney's fees liabilities, obligations, damages, and claims including any claims related to free and paid advisory services offered by TechEx.in.
- TechEx.in does not offer any guarantees related to the effectiveness of its Information search and Analytics services including, but not limited to, intellectual property analysis & protection. The client understands and accepts that TechEx.in will offer its Information search and Analytics services on a 'best-effort basis without any guarantees on the outcome of such advisory services.
- TechEx.in will keep a record of the activities undertaken as part of an advisory engagement. These activities may include face-to-face meetings with the client and/or analysis conducted by TechEx.in staff without the client's presence. In all cases, TechEx.in will be the sole and final authority as to the duration (number of hours) spent on the paid prior art search services/IP search services.
- TechEx.in retains the right to cancel existing paid prior art search services/ IP search services with the client at its sole discretion. In this case, the maximum refund liability for TechEx.in will be limited to the unused amount paid by the Applicant for Information search and Analytics services.



**TechEx.in -Tech Transfer Hub**  
Venture Center, 100, NCL Innovation Park  
Dr HomiBhabha Road, Pashan  
Pune – 411008, India  
Email: [tto@venturecenter.co.in](mailto:tto@venturecenter.co.in)  
Phone: +91-9156465146

- TechEx.in may revise rates charged for Information search and Analytics services at any point in time, at its sole discretion. This will not affect existing, signed agreements, but will affect any future engagements between the client and TechEx.in.  
The terms and conditions of this agreement may be amended only by mutual consent and exchange of written letters and the amendments shall be applicable from the date of such amendments unless agreed to contrary.
- The parties shall endeavour to resolve any dispute relating to the Information search and Analytics services offered by TechEx.in firstly by mutual discussion and in the event of any persistent disagreement; the same shall be referred to for arbitration to arbitrator(s) to be appointed by TechEx.in. The arbitration will be conducted by such arbitrator(s) in accordance with the provisions of the Arbitration and Conciliation Act-1996.
- This Agreement and the parties' rights and obligations under it shall be governed by and interpreted in accordance with the laws of India. The jurisdiction will be courts of Pune.
- Information search and analytics services are open to all subject to the availability of relevant expertise and staff time. TechEx.in reserves the right to accept, refuse, schedule, and prioritize any assignments.

#### **Clarifications and notes**

- Independent, distinct, and separate entities: TechEx.in is a program of the Venture Center (which is officially registered as a non-profit/ Section 8 company). Though located on the CSIR-NCL campus and a National Resource Center initiated by CSIR-NCL for the benefit of Society at large, Venture Center is legally and operationally distinct from CSIR-NCL. None of the employees of Venture Center are employees of CSIR-NCL. Venture Center is located in an independent, sub-campus of CSIR-NCL called the NCL Innovation Park.
- IP firewalling: An independent team located within CSIR-NCL's Main Office Area manages the IP and Technology Licensing activities of CSIR-NCL. On the other hand, the TechEx.in team (located in NCL Innovation Park) focuses on the IP and technology of the larger innovation ecosystem in Pune and the west zone. It caters to individual innovators, entrepreneurs, MSMEs, large companies, and R&D/ academic institutions in the area. This ensures IP firewalling between CSIR-NCL and the various innovators that TechEx.in serves.
- Charitable nature of activities: The Entrepreneurship Development Center (Service mark: Venture Center) is a non-profit, charitable organization that aims to serve and empower innovators (both individuals and institutional) and entrepreneurs with high-quality support services of various kinds. Given its charitable objectives and open-access nature, the Venture Center has to be accessible, available, and affordable to all while still demonstrating that it can operate sustainably without undue dependence on Government support. It is in this context that Venture Center cannot: a) unduly restrict its services to one party or the other. b) Accept potential liabilities or risks to the organization that can hamper its ability to be available for service to others. c) Spend



all the productive time and limited resources of its staff/advisors in vetting/ editing legal agreements or attending to legal challenges.

- Confidentiality: The TechEx.in team has been trained, sensitized, and contractually obligated to carefully handle and manage confidential information. Further details are available in the Venture Center’s Policy titled “Policy on Confidentiality/Non-Disclosure and Conflict of Interest”.
- Conflict of Interest: The TechEx.in team has been trained to identify any potential conflict of interest issues in the early-stage non-confidential discussions with clients and then take necessary action for conflict-of-interest avoidance or mitigation/ management. Further details are available in the Venture Center’s Policy titled “Policy on Confidentiality/Non-Disclosure and Conflict of Interest”.
- Transparency: TechEx.in and the Venture Center aim to maintain transparency in its service offerings, terms, pricing, and conditions in keeping with the general ethos of Venture Center. This is also to help innovators and entrepreneurs plan their costs, increase predictability, and have realistic expectations.
- Pricing Policy: TechEx.in believes in transparent and predictable pricing models so that entrepreneurs can plan suitably well in advance for the expected costs. TechEx.in’s pricing and term sheets are available online on the TechEx.in website. TechEx.in’s pricing model is intended to support innovators/entrepreneurs from different backgrounds while still ensuring the financial sustainability of the program over a period of time. TechEx.in periodically announces/ revises discounts for certain category of clients. TechEx.in shall try and raise funding support/ donations/ in-kind support directed towards specific categories of innovators/entrepreneurs so as to fund the discounts. Discounts are typically explicit. Certain service offerings (especially aimed at budding entrepreneurs who are yet to raise money) are offered at extremely discounted prices so as to encourage emerging entrepreneurs. Pricing is decided based on various considerations including fair value for the offering, costs, price of comparable services (if any), and other market/industry indicators. TechEx.in’s pricing and payment models also aim to reduce the number of transactions and administrative overload for both the client and TechEx.in. TechEx.in’s pricing sheets are all approved by the Board or Board approved committee and TechEx.in staff does not exercise discretion in pricing or discounting. All exceptions are reported to the Board or Board approved committee.

**PRICING**

Service Code	Service Title	Subsidised fee*	Value
SEA001	State-of-the-art search	Rs 8,000	Rs. 24,000
SEA002	Patentability assessment		
	<ul style="list-style-type: none"> <li>• Abridged patentability assessment</li> <li>• Complete patentability</li> </ul>	Rs 8,000 Rs 10,000	Rs. 24,000 Rs 36,000



**TechEx.in -Tech Transfer Hub**  
 Venture Center, 100, NCL Innovation Park  
 Dr HomiBhabha Road, Pashan  
 Pune – 411008, India  
 Email: [tto@venturecenter.co.in](mailto:tto@venturecenter.co.in)  
 Phone: +91-9156465146

	assessment		
SEA003	Patent landscape analysis	Rs 20,000	Rs.60,000
SEA004	Preliminary Due Diligence of Patent Family	Rs 10,000	Rs. 30,000
SEA005	FTO (Freedom to Operate)	Rs 8,000 per Country	Rs. 24,000/country

\* Applicable charges during BIRAC-NBM funded project. Applicable only to Indian nationals and Indian organizations (>50% owned by Indians)

**DISCOUNTS\*\***

Category	Description	Discount
Non-profit organizations	For non-profit organizations including Government organizations or autonomous organizations affiliated with the Government	20%
Start-ups	The start-up should have been a recipient of a grant from any of BIRAC's or NBM's programs for the subject matter for which TECHEX.IN services are requested	20%
Start-ups/ Fellows	Start-ups and Fellows associated with Venture Center's incubation programs (Resident programs, AIP, and Eklavya)	30%
Strategic Partner	Organizations/Institutes who have signed MOU with TechEx.in	30%

\*\*These discounts apply only to Indian entities. Only one discount will be applicable at a time.



**TechEx.in -Tech Transfer Hub**  
 Venture Center, 100, NCL Innovation Park  
 Dr HomiBhabha Road, Pashan  
 Pune – 411008, India  
 Email: [tto@venturecenter.co.in](mailto:tto@venturecenter.co.in)  
 Phone: +91-9156465146

**Request for Services and Letter Agreement**  
 (Version 1:August2023)

**Ref No:** TechEx/2023-2024/                      **Date:**

**Client information**

Name of Client	
Information to establish categories	Select category: <input type="checkbox"/> Non-profit organizations <input type="checkbox"/> Start-ups as per Gol norms who are BIRAC/NBM grantees <input type="checkbox"/> Start-ups/ Fellows in Venture Center’s Incubation Programs <input type="checkbox"/> Strategic Partner (has MoU with TECHEX.IN) <input type="checkbox"/> Foreign-owned entity <input type="checkbox"/> Individual
Client Representative	
Address	
Mobile No.	
Email	
Website	

**Service (s) of interest**

TechEx.in Service code	
Brief description of services requested	

**Category Discounts**

Category	Description	Discount
Non-profit organizations	For non-profit organizations including Government organizations or autonomous organizations affiliated to the Government	20%
Start-ups	The start-up should have been a recipient of a grant from any of BIRAC’s or NBM’s programs for the subject matter for which TECHEX.IN services are requested	20%
Start-ups/ Fellows	Start-ups and Fellows associated with Venture Center’s incubation programs (Resident programs,	30%



**TechEx.in -Tech Transfer Hub**  
Venture Center, 100, NCL Innovation Park  
Dr HomiBhabha Road, Pashan  
Pune – 411008, India  
Email: [tto@venturecenter.co.in](mailto:tto@venturecenter.co.in)  
Phone: +91-9156465146

	AIP and Eklavya)	
Strategic Partner	Organizations/Institutes who have signed MOU with TechEx.in	30%

\* Only one discount will be applicable at a time

### Budgetary estimate

TechEx.in service codes of interest	
Basis of estimates	Rs- (Service Charges)
Other Charges (If Any)	Rs-
Total amount	Rs-
Discounts (If any)	Rs-
Likely invoice amount	Rs-
Timelines for initiation of work	
Timelines for closure of work	
TechEx.in Case Manager	

### Undertaking by the Client

- I have read and understood this Term Sheet (titled “Information Search and Analytics Services: Terms, Pricing and Conditions”, Version 1: November 2023).
- How to begin?
- The terms and conditions are acceptable to be I agree to abide by the same.

### Signatures

Authorized Signatory (Client)	Authorized Signatory (TechEx.in)
Name:	Name:
Place:	Place:
Date:	Date: