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**From:** [REDACTED]  
**Sent:** 13 October 2017 11:35  
**To:** industrialstrategy  
**Subject:** Industrial Strategy: Intellectual Property

Dear Sirs,

I run "Ian Palmer Intellectual Property Limited". I have been in IP since 1974, as Senior Patents Officer in Vickers Ltd and Vickers Shipbuilding & Engineering Ltd. (VSEL) till 1994 (working via Patent Agents) and as an independent IPR Consultant (1974-date). I am not a Patent Agent but advise Clients on what is protectable and write, file and prosecute IP to grant, or otherwise. I am a Chemical Engineer and have worked on many engineering projects. Due to my technical input in drafting IPR, I am a co-inventor of 2 granted patents and sole inventor of one granted patent.

Based in Barrow-in-Furness, I work with Business Advisers, LEPs, Cumbria Chamber and Enterprise Agencies / Universities to assist clients (Businesses and individuals) to develop and protect inventions and try to advise on exploitation. The main obstacle to clients, particularly sole inventors is not having the money to protect or develop inventions. Too often, an inventor will waste time and effort on an invention that 'works' trying to improve / optimise it, whereas a better strategy would be to sell Mark 1 (and get a cash return), while developing it and hopefully selling the better Mark 2 later.

I worked with the Business Links (1997-99) and this was a way of getting targeted cash to SMEs and sole inventors quickly, using people with industrial and business skills to oversee the subsequent developments. Also, many Patent Agents lack practical knowledge of the inventions they are protecting and may miss possible future developments, which could circumvent the protection they are seeking.

**Suggestion:**

**Need for a means to target cash to SMEs / private inventors to protect and develop inventions and provide technical and / or business support to oversee subsequent development / exploitation.**

I hope that this is helpful.

Best Regards

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