

## **Christian Bunke** COO & co-founder Aalbun

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## technology is changing industries

deliveroo







UBER

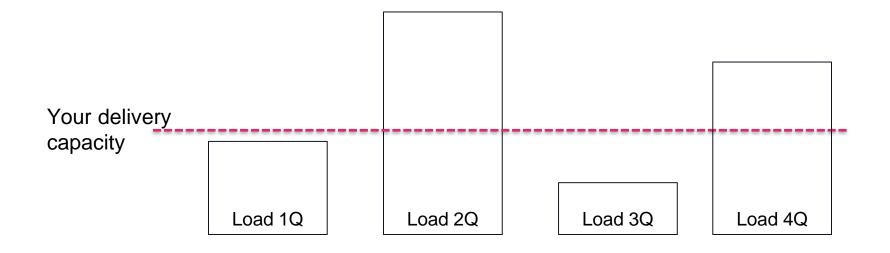


## innovation IP industry

- Fax Internet Data Mobile
- Lowering fixed costs (IBM, Google)
- Lowering transaction costs (Ipendo, PCT Filer)
- Time zones multi-shoring (Philips, Baker McKenzie)
  The World is Flat by Friedman 2005
- Processing power & software (PatSnap, TrademarkNow)
- Business model innovation (Talent, Human capital)



## **balancing problem** efficiency improvement





### virtual IP firms broad domain expertise





# working with tools and software





pipedrive







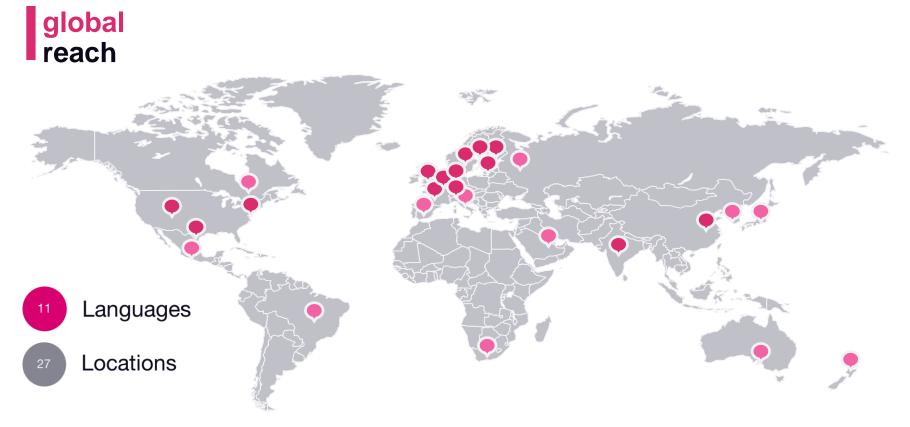




# flexibility & access to talent

"Working 'virtually' gives me the flexibility to determine my own working hours and have a better quality of life. I can also control my workload/income better by deciding what volume of work I would like to accept. Also, I am not physically constrained with respect to where to do my work - as long as I have my phone and laptop, I can work anywhere." — U.S. Patent agent



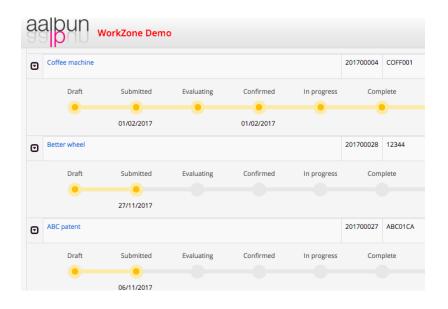


*IP* services & tools for fast turnaround times; fixed wholesale costs; and flexible capacity.





## aalbun is the global online IP Platform for services







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