Case Study

Kudelski Labs – KPN

KPN Client Testimonial Protecting Innovation

INDUSTRY
Telecommunications

SOLUTION
Kudelski Labs IP infringement investigation

SCOPE
7 millions fixed line customers, 40 million mobile subscribers

Protect and license: KPN uses Kudelski Labs investigation expertise for successful intellectual property value generation

KPN is a leading supplier of information and communications technology services. As a market leader, KPN offers differentiated innovative products and solutions to its customers. Building on Kudelski Group's expertise in intellectual property management, Kudelski Labs are helping KPN focus its efforts on generating value by leveraging intellectual property.

Business Challenge

KPN needed a reliable and easy-to-work with partner to gather evidence of unauthorized KPN patent use in competitor mobile device products in order to better protect, manage generate value from its vast intellectual property portfolio.

Why They Chose Kudelski Labs:

- Deep experience in technology analysis
- Custom reverse engineering techniques
- Large pool of engineering experts
- State of the art equipment
- Experience in building clear and compelling technical analysis to support complex patent assertions in high tech

Using the capabilities of Kudelski Labs, we can gather technology intelligence and translate it into impactful and constructive initiatives to optimize our portfolio. Kudelski Labs' unmatched ability to document evidence of use helps us successfully reach settlement or licensing agreements with infringing parties."

Koenraad Wuyts

Chief Intellectual Property Officer, KPN

THE CLIENT:

KPN is the largest telecom and IT service provider in the Netherlands. Its growth strategy is based on constant investment and innovation to meet evolving customer needs. Nearly 100% of the population of the Netherlands relies on KPN for telecom services or equipment.

The Challenge

Bolstering the strength of patent infringement cases

KPN initially turned to Kudelski Labs to get an expert reverse engineering and teardown analysis of mobile communication devices in order to bolster the strength of specific patent infringement cases.

The outputs delivered by Kudelski Labs quickly exceeded this modest objective, delivering thorough and efficient service to KPN's IP protection team, who now generate more value for the company than ever before.

The Solution

Solid evidence of use, the first critical step to a successful patent assertion campaign

The Kudelski Group, a leader in digital TV, asset tracking solutions, cybersecurity and core digital security technologies, owns more than 3,000 patents. Recognized as a leading IP function, the Group's IP & Innovation business unit has successfully monetized its IP rights by licensing industry leaders, including Apple, Google, Netflix, Verizon, Cisco, and many others.

On the heels of these successful IP licensing programs, Kudelski Labs delivers teardown and technology analysis using its world class advanced labs as a business solution. For these reasons, many public and private institutions now turn to Kudelski Labs for the most accurate and thorough analysis and documentation to determine whether or not a patent assertion campaign should be waged.

The Outcome

Leveraging the power of IP

Koenraad Wuyts, Chief Intellectual Property Officer, KPN, explained the scale of the patent protection challenge, "We are investing in and deploying increasingly complicated technological solutions for our customers. IP issues are complex and drive the business. Clearly, in our highly technological field, we must defend our own intellectual property to find value-producing opportunities. Using the capabilities of Kudelski Labs, we can gather technology intelligence and translate it into impactful and constructive initiatives to optimize our portfolio. Kudelski Labs' unmatched ability to document evidence of use helps us successfully reach settlement or licensing agreements with infringing parties."

The ease of working with Kudelski Labs, coupled with the accuracy their labs provide, proved so effective that KPN recently chose to extend its collaboration with Kudelski Labs. "With the support of Kudelski Labs, KPN now has the critical knowledge and insight to successfully defend its technological intellectual property around the world. The Kudelski Labs team is strong, experienced, dedicated and, most importantly, well-qualified. They can easily find evidence of use that their peers cannot, while always meeting our delivery and timing requirements," concluded Mr. Wuyts.

Strategic Intelligence. Impactful Action.

Our semiconductor security expertise is rooted in more than three decades of hardware, software and cybersecurity experience. We use our expertise and technology to protect all key semiconductor assets - devices, identity, data, decisions, commands and actions throughout the lifetime of the device and its ecosystem.

Contact Us

Kudelski Labs leverages the Kudelski Group's decades of experience in intelligent security to solve the world's most complex cyberthreat challenges at the intersection of connectivity and safety. Its mission is to secure the future—across land, air, space, and industry—through advanced research, real-world engineering, and global partnerships.

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