



Hi, I'm David Smith, the Founder and CEO of Tynax, and I thought I'd take this opportunity to let you know a little more about our business and what we do. We're Patent Brokers, but we do things a little differently than most. You might not know Tynax at all, but even if you do, here are 10 things you're likely unaware of:

## 10 THINGS YOU DIDN'T KNOW ABOUT TYNAX

**TYNAX**  
THE PATENT BROKERS  
[www.tynax.com](http://www.tynax.com)

**The market may be down but business is up in 2014 for Tynax.** We're recording our best year ever in 2014 both in terms of the number of transactions closed and the dollar value of those deals.

**Prices are up in 2014 for Tynax.** OK, I know the prices in the industry are down, but representing sellers we scored some record-breaking transactions this year in terms of price-per-patent. The average prices are down for the majority of our transactions this year but the high-value deals we've negotiated work to pull up our average over previous years.

**Over 29,000 high-tech patents are currently offered for sale.** At the time of writing, Tynax offers 29,552 patents for sale, comprising 2,481 patent-for-sale listings. There are also 282 patent-wanted listings.

**Over 347,000 high-tech patents are potentially available for sale.** Many patents are available for purchasing, mostly from large corporate patent holders, but they are not placed on the market. We currently have 347,746 of these patents in a searchable database.

**Our matching system sends email alerts to buyers when patents matching their interests are placed on the market.** Matching buyers with patents for sale is a top priority for us, and an area where we have invested in software development. Email alerts can be automated and highly specific.

**Much of our work involves sourcing patents for buyers.** With our expertise, databases and software resources, Tynax is well placed to source patents for buyers. In many cases we hide the identity of the buyer. In all cases we negotiate the lowest prices and best terms for our buying clients.

**Our "hidden" database drives our sales and marketing efforts.** As a patent broker we believe it's important to maintain a comprehensive and accurate database of buyers, potential buyers, sellers, brokers and industry insiders. Our brokering staff have access to dedicated servers, a custom CRM system, millions of records and matching capabilities that are not visible from our public website.

**Tynax hires experienced US litigation and prosecution attorneys to prepare claims charts.** Our approach to claims charts is to produce Rule 11 charts that could be suitable for litigation.

**We publish our own books, videos, and complete courses on patent brokering and transactions.** On the Resources section of our site, you will find free books, guides, reports on patent transactions, and information on patent courses we have designed and offer via Silicon Valley Business School.

**Our new Claimscharts.com website offers a discrete exchange for EOU.** On this new site, we discretely connect claims chart seekers with claims chart owners. We then broker transactions transferring assets from sellers to buyers.

So there you go. Ten things you didn't know, and might not care about at all. If you've read through to this point, you either have too much time on your hands or you're highly interested in buying or selling patents. In that case, check out our website or ping me on [david@tynax.com](mailto:david@tynax.com) and we'll be happy to help you.