Success Story

How a Law Firm Found a Better Way To High-Quality Client Invention Development

3x
more quality invention disclosures

35%
faster attorney-inventor review cycle

67%
increase in client satisfaction rate





Customer profile:
Mid-sized patent law firm*

Practice areas:
Patent drafting, prosecution, IP strategy, and litigation support

Client base:
Global, spanning engineering, life sciences, and other technical industries

Challenge:
Meet rising client expectations for speed, quality, and AI-enabled services while protecting attorney time and supporting stronger client IP portfolios.

*Customer identity withheld at the firm's request.

The Challenge

Delivering more value without compromising legal quality

For a patent law firm built around senior-attorney expertise, growth brings a difficult balancing act.

Clients expect high-quality patent services grounded in deep technical understanding and sound IP strategy. Increasingly, they also expect faster turnaround, more responsive service, and the benefits of AI-enabled workflows.

At the same time, fixed-fee billing puts pressure on the economics of legal work. Rising workloads make it harder to spend senior-attorney time on every stage of the invention process, especially when clients need help articulating their inventions before the legal assessment even begins.

The challenge is not simply to work faster. It is to make better use of expert time while maintaining the quality of advice, improving the client experience, and helping clients build valuable IP portfolios.

For this firm, that meant looking beyond the traditional boundaries of patent drafting and prosecution to consider how technology could support the work that happens earlier in the IP journey.



From prior-art search to invention development

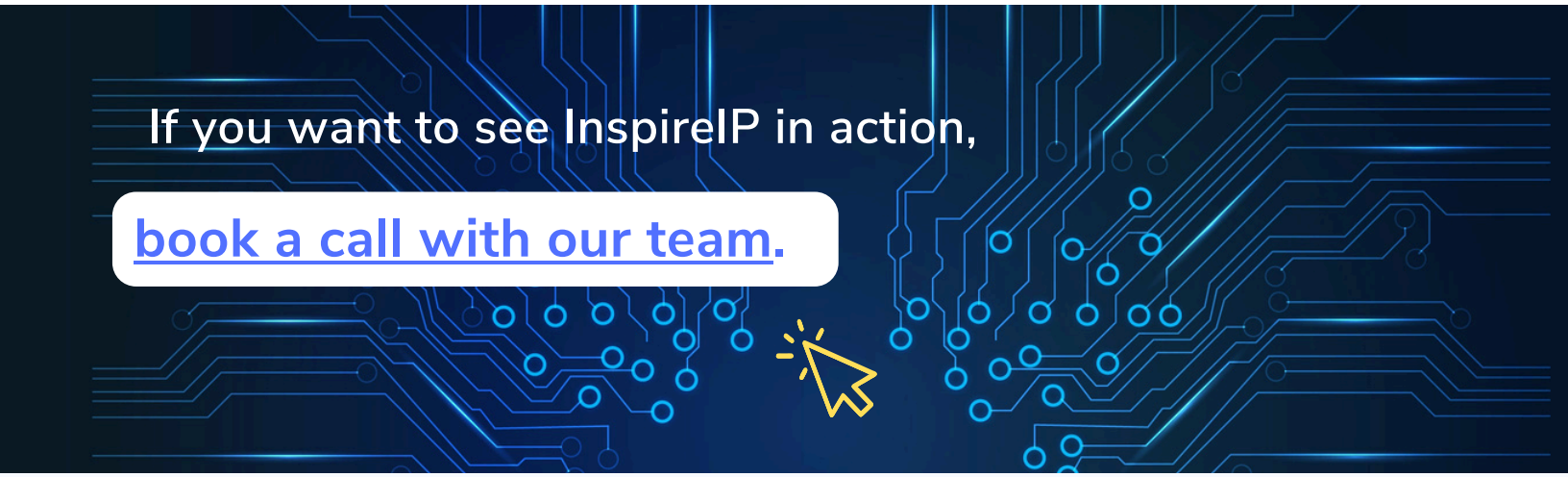
The firm was already familiar with PQAI as a standalone prior-art search tool. It valued the capabilities relative to cost, giving the conversation with InspireIP a practical starting point.

But prior-art search addresses only part of the work involved in evaluating an invention.

Before an attorney can make a meaningful assessment, the invention itself needs to be described well enough to understand the problem, the proposed solution, its technical features, and possible variations.

That raised a broader question: could a more structured workflow help clients develop their inventions and prepare better-organized invention disclosure forms (IDFs) before attorney review?

This was the opportunity the firm wanted to explore with InspireIP.



What the firm needed from their technology partner

The discussion went beyond a list of software features. The firm needed to consider how a new workflow would fit its practice, its client relationships, and its expectations for responsible technology adoption.

1. A secure workflow suited to confidential patent work

The firm needed confidence that its chosen solution could support sensitive invention-development work without asking attorneys to compromise their standards for handling client information.
Our value: A clearer basis for evaluating whether AI-enabled workflows can be introduced responsibly into client-facing IP work.

2. A focused AI partner in a crowded market

The AI market is crowded with general-purpose tools and changing vendors.

For a patent law firm, broad AI capabilities alone are not enough. The technology must address the specific work involved in developing inventions and preparing disclosures.

Since the firm was already familiar with PQAI and valued its capabilities relative to cost, that familiarity gave the conversation with InspireIP a practical starting point.

And the objective was not to automate legal judgment. It was to explore whether clients could receive more guidance while developing their inventions and preparing disclosures.

A structured process to organize technical information, surface missing details, automate triage, and capture relevant variations & applications for attorney consideration.

What the firm needed from their technology partner

3. Flexibility across different clients

The firm operates around senior-attorney expertise.

Its technology should support the way its professionals work, not force them into a rigid process or require them to change sound legal practices to accommodate software.

Different clients and technical fields can require different approaches. The workflow therefore needs to be practical, adaptable, and compatible with attorney oversight.

4. Practical adoption

The technology also needed to make sense for busy attorneys and inventors. A new platform would have to fit the intended workflow without creating unnecessary training, administration, or disruption.

The common thread was straightforward: technology needed to support the firm's work, not create another process for the firm to manage.

5. A stronger path towards valuable client IP portfolios

Ultimately, the objective is not to process more forms for the sake of it. It is to help clients identify, articulate, and develop inventions that may contribute to valuable IP portfolios.

An invention that has not been adequately described can be difficult to assess. A structured development process can help surface technical details, explore variations, and organize the information needed for an informed legal review.

What Founder and Managing Partner of the law firm shared

"Our clients expect us to combine deep patent expertise with the speed, responsiveness, and practical benefits of modern technology. But adopting AI is not about adding tools for the sake of it. We need solutions that respect the confidentiality of client inventions, fit the way our attorneys work, and help us deliver better outcomes for the businesses we serve.

"What matters to us is the ability to support clients earlier in the invention process, help them articulate their ideas more clearly, and give our attorneys a better starting point for evaluating those inventions. Technology should strengthen our practice and help our clients build valuable IP portfolios, while leaving legal judgment in the hands of experienced professionals."

Our approach: Understand the problem before demonstrating the product

InspireIP approached the conversation by first understanding the firm's requirements and what it wanted to accomplish.

We knew they did not want to hear every available feature before understanding its practice. They needed a partner who can identify the actual problem, determine whether the proposed solution fits, and adapt the approach where necessary.

The discussion built on the firm's existing familiarity with PQAI and its interest in structuring client inventions into IDFs.

Rather than treating prior-art search as the entire solution, the conversation considered the broader work involved in moving from an initial invention concept to a disclosure that an attorney can assess.

The focus remained on the outcome the firm wanted: a practical way to support clients earlier in the IP process while allowing attorneys to concentrate on technical assessment, legal strategy, and decisions about protection.

Why InspireIP was relevant to the discussion in the first place

InspireIP brought a broader invention harvesting workflow into the conversation.

Rather than treating an invention as a document to be completed, the workflow can guide inventors in articulating the technical problem, proposed solution, relevant features, variations, and potential applications. It can then help organize that information into a structured disclosure for review.

Combined with relevant prior-art search capabilities, this creates a potential workflow connecting invention development with early-stage assessment.

For the law firm, it meant potential value in three areas.

For attorneys

A more structured disclosure can provide a useful starting point for technical and legal review.

For clients

Guided invention development can help them communicate their technical work more clearly and organize the information they submit.

For the practice

A repeatable workflow could support invention intake across client engagements without requiring the firm to build its own invention-management platform.

✓ Start with contextual, state-of-the-art prior art search

Try InspireIP-PQAI for free

What practical next steps looked like for Themselves

For the firm, we didn't suggest the next step to be a practice-wide rollout.

We suggested a focused pilot to test the workflow with one participating corporate client or a defined set of suitable matters.

The firm and InspireIP agreed on the process to be tested, the users involved, the information that may be handled, and the criteria for evaluating the results.

The firm established a baseline before the pilot and compared results using consistent criteria. Confidentiality, data handling, responsible AI, security, and attorney oversight were agreed upon before any client information was entered.
This gave both parties a practical basis for deciding whether to expand the arrangement.

The pilot examined

Disclosure preparation

How long does it take to prepare a disclosure for attorney review?

Completeness

How often does the first submission contain the information the firm has agreed it needs?

Follow-up work

How many rounds of clarification are required?

Attorney experience

Does the workflow provide a more useful starting point for assessment?

Client experience

Can inventors use the process effectively?

Operational fit

Can the workflow support the selected client engagement without unnecessary administrative effort?



Tangible Results

1. 30% reduction in preparation time

Reduced the time required to prepare invention disclosures.
Measure: Average time from the start of invention disclosure preparation to submission of a review-ready disclosure, compared with the previous process.

2. 25% fewer follow-ups per disclosure

Reduced avoidable follow-ups with inventors.

Measure: Average number of follow-up requests per disclosure before and after adopting the workflow.

3. 2× the number of inventions supported through the workflow

Increase the number of inventions assessed.
Measure: Number of inventions entering the disclosure workflow per month or quarter, alongside attorney time spent per invention.

4. 30% improvement in first-submission completeness

Improve the quality and completeness of disclosures.

Measure: Percentage of disclosures meeting the firm's agreed completeness criteria on first submission, based on a consistent assessment method.

5. 20% increase in qualified inventions identified for further assessment

Support clients in developing stronger IP portfolios.
Measure: Number of distinct invention opportunities that attorneys assess as worth further consideration, using the firm's own criteria.

What your patent law firm can take from this

For law firms evaluating AI and workflow technology, the important question is not simply whether a tool can automate a task. It is whether the technology addresses a real part of the firm's work, fits its client relationships, and helps attorneys apply their expertise more effectively.

Three considerations are particularly relevant.

- **Start with the workflow**. Identify where client invention information is difficult to capture, where clarification is required, and what attorneys need before they can assess an invention.

- **Choose technology for a defined purpose**. Evaluate domain relevance, confidentiality, security, adoption, and compatibility with existing processes rather than adopting AI for its own sake.

- **Measure before promising results**. Establish what better disclosure preparation should achieve, test it against the current process, and use the findings to decide whether a wider rollout makes sense.

For firms serving multiple corporate clients, a structured invention harvesting workflow is worth evaluating when it addresses a recurring problem in client intake and preparation.



Explore a more structured approach to client invention intake

Let's talk partnership



Explore how InspireIP could support invention harvesting across your client engagements.

Get a Demo

