



Leader in Patent Analysis and Transaction Advisory Services

Workforce Management and Interaction

Patent Acquisition Opportunity

The information in this package is provided for the sole purpose of supporting the independent evaluation of these patents by prospective buyers, and does not constitute legal opinion or representation. Any discussion of the potential use of the patented inventions by particular products is for illustration purposes only and is not intended to be, nor should they be construed as, notice of, or any form of accusation of, infringement of any of the indicated patents by any products. In addition, the materials provided by GTT Group are copyrighted material and are intended for use by the receiving party solely for their use in determining whether to purchase the patents offered for sale by GTT Group and their participation in the sales process run by GTT Group.

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Workforce Management Patent Portfolio



Relevant Markets

Web Applications
Workforce Management
Professional Services
Automation

Evidence of Use

GTT Group has developed market adoption materials available under NDA

Offer Deadline

November 12th, 2014

Contact GTT Group

Andrew Godsey
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Opportunity Summary

- GTT Group is exclusively representing the sale of seven issued U.S. patents that relate broadly to popular web applications.
- Key markets covered by the portfolio include:
 - Web Applications
 - Mobile Workforce (Field Service) Management Systems
 - Professional Services Automation (PSA), including Time-Tracking Systems and Project Management Systems
- Select parties will be presented the opportunity to review this portfolio.
- GTT Group has developed supporting market adoption materials that are available under non-disclosure, non-notice provisions.

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Workforce Management Market

- EOU has been identified for major mobile workforce management and professional services automation providers.
- Annual North American revenues for mobile workforce management software are expected to grow 40.5 percent annually to reach almost \$3 billion by 2018. It is estimated that the world's mobile worker population will reach 1.3 billion by 2015 -- this will represent over 37 percent of the total workforce.
- Professional services automation (PSA) software provides project management, time and expense tracking, and billing and invoicing solutions; and by 2017, the PSA software market is projected to reach \$7.63 billion.
- Advantages for a customer using the patented solutions include the ability to have a mobile user submit work time information from various types of remote terminals and through different types of networks, along with the ability to track, report, and award employee, contractor, and manager performance.

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Workforce Management Market

- Claimed inventions pertaining to tabbed user interfaces and user access levels are applicable to any industry that provides a server-based software system.
- The inventions cover basic software user interface and access privileges functionality, and so are applicable to web applications for multiple different industries such as Customer Relationship Management (CRM), eCommerce, and Banking, etc.
- The worldwide CRM market alone grew 13.7% from \$18B in 2012 to \$20.4B in 2013, and North American CRM sales were 52.9% of the worldwide market in 2013.
- Advantages for a customer using the patented solutions include the ability to set different access levels for different users, with these access levels impacting what user interface objects can be viewed and/or edited. For example, a user with higher-level abilities, such as a system administrator, will be able to view more user interface objects (such as tabs) than would lower-level users.

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Transaction Structure

Seller prefers an all-cash transaction.

Bidding Deadline

All interested parties should plan on placing an offer by November 12th, 2014.

Submitting an Offer

Offers should be submitted in writing from an authorized party stating the price offered and any material condition to closing.

Pricing

No price floor has been set. Seller reserves the right to accept any offer and refuse any and all offers in its sole and arbitrary discretion. GTT Group is able to provide value guidance to qualified interested parties.

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Non-Notice

Seller has agreed that the information provided to prospective purchasers throughout this sales campaign will not be used in any legal or administrative proceeding directed to enforcement of any patent associated with the Workforce Management and Interaction Portfolio .

Evidence of Use

GTT Group is prepared to discuss market adoption and present claim charts to interested parties under Seller approved non-disclosure agreement.

Encumbrances

Encumbrances will be made available under Seller approved non-disclosure agreement.