INDIALAW

IP Transactions & Commercialization

IP Transactions Law Firm in India for Licensing, Technology Transfer, and SEPs

PRACTICE PROFILE • MAY 2026

Overview

Our IP Transactions & Commercialization practice helps clients transform intellectual property from legal rights into revenue-generating business assets. We structure and negotiate complex IP transactions that maximize commercial value while managing legal risks. Our expertise spans licensing, technology transfer, joint ventures, and other strategic arrangements across diverse industries and technological fields.

Our Services

Licensing Arrangements

- IP licensing agreement structuring
- License negotiation and drafting
- Royalty structure development
- Performance metrics and milestones

Technology Transfer

- Technology transfer agreements
- R&D collaboration frameworks
- Technical assistance agreements
- Knowledge transfer protocols

Joint Ventures & Collaborations

- IP aspects of joint ventures
- Strategic alliance IP frameworks
- Consortium agreements
- University-industry partnerships

Standard Essential Patents

- SEP licensing programs
- FRAND licensing compliance
- Patent pool participation
- Standard-setting organization policies

IP Monetization

- IP valuation methodologies
- Securitization structures
- Revenue generation strategies
- IP asset management

Content & Entertainment

- Content licensing frameworks
- Publishing agreements
- Entertainment contract structuring
- Digital distribution arrangements

Software & IT

- Software licensing models
- SaaS agreement structuring
- Open source compliance
- IT service agreements

Confidentiality Frameworks

- Trade secret licensing

- Know-how transfer protection
- Confidential disclosure frameworks
- Information security protocols

Key Professionals

Shiju P V

Managing Partner

Vinod P.V.

Senior Partner

Frequently Asked Questions

Q1 **What does an IP transactions and commercialization practice cover?**

It covers structuring, negotiating, and documenting deals that convert intellectual property into revenue. This includes licensing agreements, technology transfers, joint ventures, IP monetization strategies, SEP licensing programs, and content or software distribution arrangements across industries.

Q2 **When should a business engage IP transaction counsel?**

Engage counsel before signing any license, technology transfer, or collaboration agreement. Early involvement is critical when entering new markets, launching joint ventures with IP contributions, adopting open source components, or when patent portfolios require monetization or cross-licensing strategies.

Q3 **Which Indian laws govern IP licensing and technology transfer agreements?**

Key statutes include the Patents Act 1970, Copyright Act 1957, Trade Marks Act 1999, and the IT Act 2000 for digital licensing. Cross-border transfers must comply with FEMA regulations and RBI guidelines. GST applies to royalty payments, and CCI reviews anti-competitive licensing clauses.

Q4 **What factors typically drive timelines and costs in IP transactions?**

Complexity of the IP portfolio, number of jurisdictions involved, valuation requirements, and regulatory filings are primary cost drivers. A straightforward license may close in four to six weeks; multi-party technology transfers or SEP licensing programs often take several months due to diligence and FRAND compliance review.

Q5 **What documents and information should a client prepare before starting?**

Clients should gather IP registration certificates, existing license or assignment records, revenue data tied to each IP asset, prior valuation reports, relevant R&D collaboration records, and any ongoing dispute or opposition details. For cross-border deals, FEMA filings and transfer pricing documentation are also needed.

Q6 **What is the most common mistake companies make in IP licensing deals?**

Failing to define the scope of licensed rights precisely. Ambiguous territory, field of use, or sublicensing clauses lead to disputes and revenue leakage. Another frequent error is neglecting anti-assignment provisions, which can result in IP rights passing to unintended third parties during M&A transactions.

Related Practice Areas

Intellectual Property Disputes