Royalty Rates for Technology, 6th Edition

Description: This new edition of Royalty Rates for Technology has been greatly enhanced. In addition to new Royalty Rate Data this edition also contains a comprehensive discussion about Royalty Rate Derivation Models. At the end of the book is an article about using Royalty Audits to assure compliance with license agreements.

Real Deal Royalty Rates

This sixth edition of Royalty Rates for Technology contains more information about technology pricing than any other publication. This book represents over a decade of research. Included in these pages you will find information about technology royalty rates, license fees and milestone payments. Also reported is information about infringement damage awards and settlements. All of the information in this book is provided to show different types of value indications for various technologies in different industries.

The information in this book has been collected from reliable sources since September 1990 through 2014 and is considered to represent a comprehensive collection of technology pricing information.

All of the information in this report is categorized by the following industries:

- Aeronautics & Defense
- Agriculture
- Automotive
- Chemical
- Communications
- Computer Hardware Industries
- Computer Software
- Construction
- Electrical & Energy
- Electronics
- Entertainment
- Food & Beverage
- Franchises
- Fuel - renewable
- Glass
- Semiconductors
- Household Products
- Internet
- Mechanical
- Medical
- Photography
- Sports
- Toys
- Waste Treatment

Calculating Royalty Rates

Royalty Rate Derivation Models are included in this edition and illustrate the theory associated with quantifying royalty rates for patented technology. It is not always possible to find comparable royalty rates for a technology being licensed or valued. In such cases royalty rates may need to be derived from financial analysis. This new chapter provides a comprehensive discussion of intellectual property value along with illustration of the most credible methods for calculating royalty rates. Examples are included.

Royalty Audits
Also included in this new edition is an article discussing the techniques that should be employed to assure that you are getting the royalty payments you deserve. This new chapter is written by Debora Rose Stewart, CPA, Managing Director of Invotex Group.

Royalty Rate Summary

As you review the information contained in this book it will become apparent that the most frequently negotiated royalty term is 5% of sales. Especially interesting is that the 5% royalty rate is found across a diverse number of industries including automotive, chemical, communications, computers, defense, energy, electronics, food, franchises, glass, household products, mechanical, medical, photography, sports, toys and waste treatment. It's everywhere.

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