

Freedom-to-operate clears way to breakthrough product



The Asset/Benefits

Asset: Salimetrics, a leader in salivary assay kits, developed a chemical derivative of melatonin that they wanted to use in creating a saliva-based immunoassay for melatonin detection.

Benefits: The assay has the potential to offer a much faster and simpler-to-use test with better results than the only other competing product in the world. The test has the potential to be a breakthrough for melatonin research in sleep studies.



Project Outcomes

- Searched granted/published patents filed in U.S. since 1990
- Examined market offerings of patent holders with filings related to N-1 modified melatonin to identify any intellectual property restrictions
- Identified/screened 558 records; profiled 38 most relevant records
- Analyzed competitors identified by Salimetrics; conducted additional market-based search to identify saliva-based melatonin assays

Key Questions

- Is there intellectual property that would restrict their freedom to develop and commercialize a saliva-based assay for melatonin?
- Are there any existing patents, filed or granted, specifically involving N-1 modified melatonin or indole compounds?
- What is the competitive landscape for saliva-based immunoassays for melatonin detection?



Project Impact

- As a result of the project, Salimetrics:
- Moved ahead with the new melatonin assay product, which is currently being launched
 - Received pre-sales and expect the new product to increase total company revenues by 10%
 - Filed a provisional patent application, which prior to the project was not considered

“The intellectual property freedom-to-operate search saved us a lot of time, and combined with the market insight, gave us the confidence to move forward with this important new product. It gives us IP with value that we can commercialize.”

– Jon Peterson, Principal Scientist, Salimetrics