

RFP N° PTD/10/075 – BIDDERS' QUESTIONS AND WIPO RESPONSES

For questions 1 through 5 below, “WIPO fee-based services” is referring collectively to the Patent Cooperation Treaty (PCT), the Madrid System, the Hague System and the WIPO Arbitration and Mediation Center.

1. Is there any specific reason to carry out the consultancy on marketing / pricing of the WIPO fee-based services at this point in time?

The reason is to ensure that WIPO is doing all that it can to bring its services to the attention of their users and potential users in the private sector. Such a marketing/pricing study has never been done in WIPO's history.

2. Is this the first time that such an external consultancy on marketing / pricing of the WIPO fee-based services is carried out?

Yes, as far as we are aware.

3. Organization: a) Number of personnel directly involved in marketing / pricing of the WIPO fee-based services ? b) Number of physical sites (i.e. different buildings / locations) on which they work?

Perhaps a total of 10. They all work at WIPO installations in Geneva (PCT building, Procter and Gamble building, CAM building) but soon all to be returned to the main WIPO campus.

4. Data: a) Which kinds of revenue data / statistics about the WIPO fee-based services are available? (revenue breakdown, per client, per country, etc. revenue history, etc.) b) Can this data be made available in Excel / MS Access format?

All relevant and available revenue data / statistics about the WIPO fee-based services will be made available to the winning bidder. For reasons of confidentiality, this information will not be published on the WIPO website.

5. WIPO support: Which kind of support can WIPO provide for this assignment (project manager / coordinator, temporary office space within WIPO premises, etc.)?

WIPO can provide temporary office space on WIPO premises if necessary and access to persons responsible for marketing and pricing decisions within WIPO.