Failure – the most underrated IP asset

Negative know-how, an often-overlooked trade secret, can generate surprising value, especially where competition is most heated

By Bruce Berman

Knowledge that enables an invention to be more effective – or that saves time identifying one – is as much a business asset as real estate or receivables, especially where competition is most heated.

A business’s lack of success (know-go) is protected under trade secret law because it is valuable not only to it but to a competitor who wishes to catch up without spending as much time and money. In pharmaceutical and biotech research, for example, thousands or even millions of compounds must be tested to identify a new drug or treatment. Would it not be nice to spend less on the process of elimination?

Closely related to the concept of ‘negative information’ is the idea that a business can be guilty of trade secret theft even though its product looks very different or it made significant investment in its own research.

“When a company’s work is informed by a competitor’s proprietary R&D,” says Pooley, “the courts refer to this as indirect misappropriation, using labels like ‘springboard,’ ‘cornerstone,’ or ‘accelerant’ to describe the unfair advantage. In effect, it is enough if information from the first project substantially influences the second.”

In M&A, for example, the more mature the R&D the greater the likely value of the business. That is where negative know-how can generate the most significant return.

**Know-go**

Costly ‘failed’ research that does not produce a direct result but collectively points the way forward can be enormously relevant, not only for its abstract value but also for the capital and time it can save.

So, why is the value of negative information or know-go often unrecognised and rarely monetised?

Modern trade secret law that shields R&D from misappropriation by those who would like to attain the benefit of someone else’s head start is difficult to enforce. Short of suing and potentially divulging the trade secret, what is an owner to do? Pooley suggests that a company-wide system for dealing with trade secrets is a good start; so is reviewing a business’s employment agreements.

The greatest hidden value of know-how may not be in selling it under the umbrella of consulting or offering as a technology licence, but in simply avoiding the incriminating knowledge of others.

**Measure of success**

Edison famously said: “I start where the last man left off… While I may have gotten a lot of results, I know several thousand things that won’t work.” That wisdom may be less profound to bean counters than engineers, but it is equally perplexing. A positive asset can be more readily valued than a negative one, and for that reason negative know-how (know-go) is not an easily licensed asset. It is a bit like risk avoidance: businesses recognise the importance but cannot value it.

Management expert Peter Drucker wrote: “You cannot manage what you cannot measure.” Valuing knowledge that facilitates goals, rather than generates revenue, falls into a similar category. A system for categorising trade secrets without necessarily revealing them would make a world of difference to a range of businesses.

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