

DANIEL

About us

Daniel is a firm that respects your particular needs and provides **legally-wise business solutions**. Our diverse team of over 200 partners, attorneys, engineers, and other professionals is uniquely equipped with the legal and technical expertise, and **real-world business experience**, essential to develop and execute the customized strategies that meet the specific **IP needs** of our client's portfolio. Beyond understanding the nuances of IP law, we understand the jurisdiction. Our in-depth and native knowledge of Brazil's complex legal environment enables Daniel to **anticipate our client's needs better**, understand the potential risks they face, and, ultimately, provide more successful management of their IP assets.

60+
Years

Of Continuous Growth
and Innovation



Strong Regional Network of
Affiliated Law Firms in Latin
America



Offices in Rio de Janeiro
and São Paulo



LATAM HUB

The substantial technical experience and the **vast network** of partnerships that Daniel has accumulated over decades have resulted in the consolidation of the office as one of the **continent's entry points** for companies worldwide.

As a result, Daniel developed its **LATAM HUB** that allows our customers to access Intellectual Property services across Latin America and the Caribbean **using a single expressway**, a **single point of contact** and receiving a **single invoice**.

Simple and fast operation, offering our customers **less bureaucracy** in the management and processing of portfolios throughout Latin America.

The operation is based on a high level of excellence in the provision of services in all HUB countries, based on agreements signed with our entire network of partners and a **strict quality control** of all processes by the Daniel team.



HUB Operation



Multi-jurisdictional Power of Attorney

We simplify the process of legalization of powers of attorney, in order to meet all the specificities of the jurisdictions and take care of all the bureaucracy for our clients.

Single Invoice

It doesn't matter if the services are performed in one or ten jurisdictions – we can compile all the services provided in just one invoice.

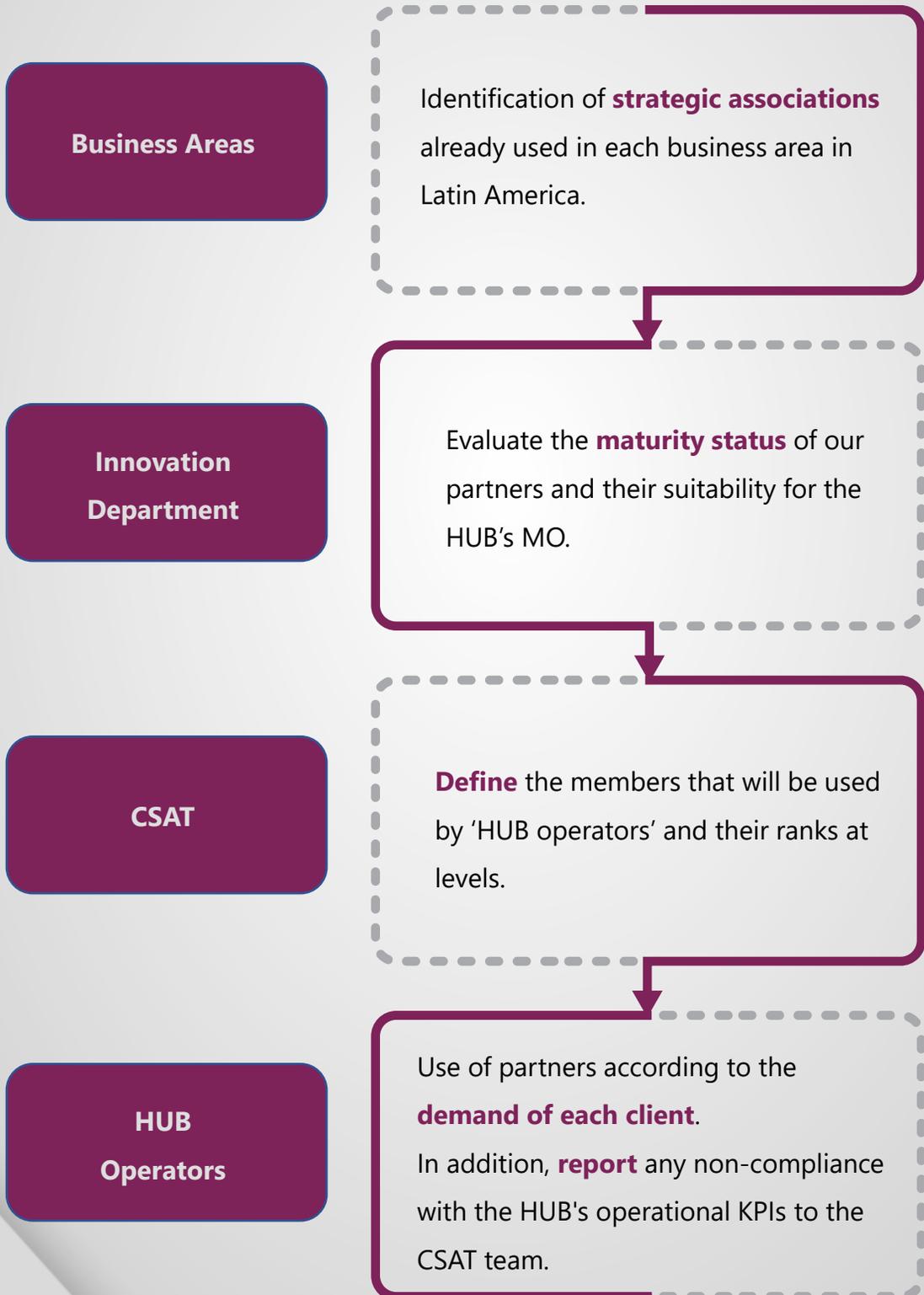


Blended Rates

Pre-agreed professional fees for the same services provided, divided in 02 subregions in LATAM (Continental Latin America and Caribbean), providing greater budget predictability and more competitive rates for our clients.

HUB Membership Model

Our HUB is structured by the pre-definition of our partner offices that will be used as 'HUB operators', according to the following logic:



HUB Levels of Association



Level 1

Association Level 1:

- Close relationship - strategic partner
- Associates with high quality index
- Preferential members
- Associates operating strictly under HUB MO
- Technical discussion on all cases

Level 2

Association Level 2:

- Strong relationship
- Backup Associates
- Associates with high quality index
- Associates that operate according to HUB MO
- Constant evaluation by CSAT
- Technical discussion on all cases

Level 3

Association Level 3:

- All new associates are automatically classified under Level 3
- Associates under strong quality supervision
- Constant evaluation
- Non-preferential associates

Market comparison

We have created a model that can fill the gaps in the value propositions offered today by the market:

“Agency” model; and “Local Physical Office” model

In addition, we are able provide our customers with a centralized portfolio management experience that can benefit from the flexibility / freedom to choose the best partners, combined with a strict internal control of the technical workflow of each case, in all jurisdictions.

To better understand the benefits of our HUB model, we have provided a comparison in the following table.

	“Forwarding Agent” HUB	“Local Physical Office” HUB	Daniel HUB
Centralization of Portfolio Management in the Region	X	✓	✓
Single invoice for services provided in all jurisdictions	X	✓	✓
Multi-jurisdictional power of attorney	X	✓	✓
Blended rates for same services in the region*	X	✓	✓
Same high level of excellence in each jurisdiction guaranteed	X	X	✓
Flexibility to work with the best local partners for each case in the jurisdiction	X	X	✓
Drastically reduced possible conflicts of interest in jurisdictions	✓	X	✓
All in-house technical services with minimal help from local partners	✓	✓	✓
Law-firms based model**	✓	X	✓

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www.daniel-ip.com