

**FICPI AUSTRALIA SURVEY 2014
ALL RESPONSES STRICTLY CONFIDENTIAL**

**Consolidated responses only will be provided at
FICPI AUSTRALIA Conference 22-25 August
2014 No member of the profession will see any
individual response to this survey**

Thursday, August 21, 2014

16

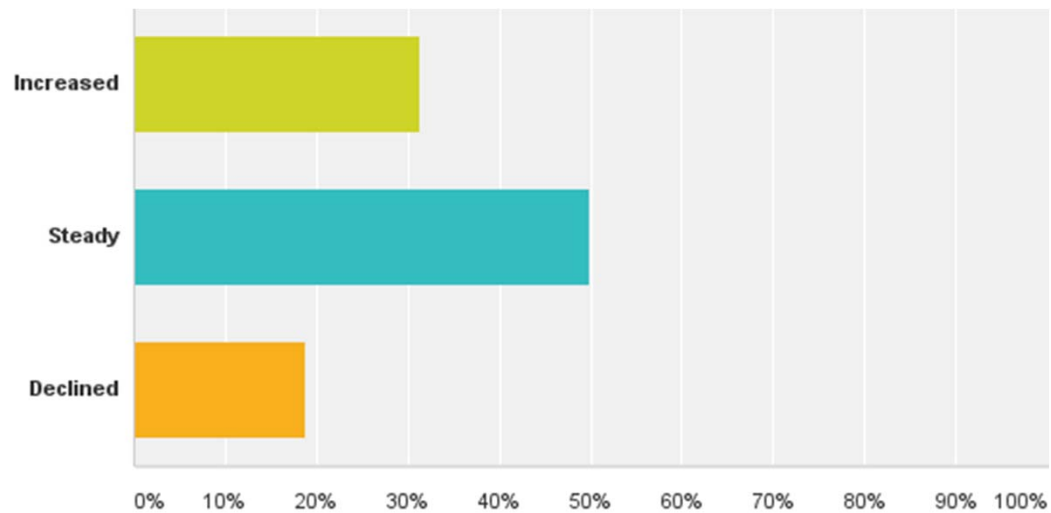
Total Responses

Date Created: Wednesday, March 05, 2014

Complete Responses: 16

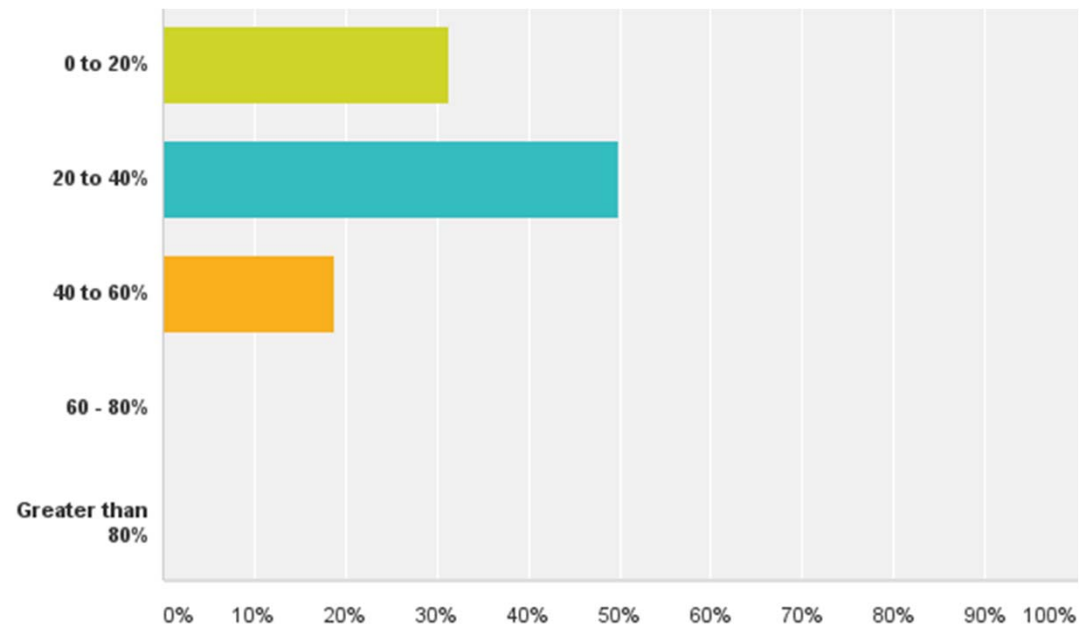
Q1: Incoming foreign filings by volume - in the last 12 months in your firm have:

Answered: 16 Skipped: 0



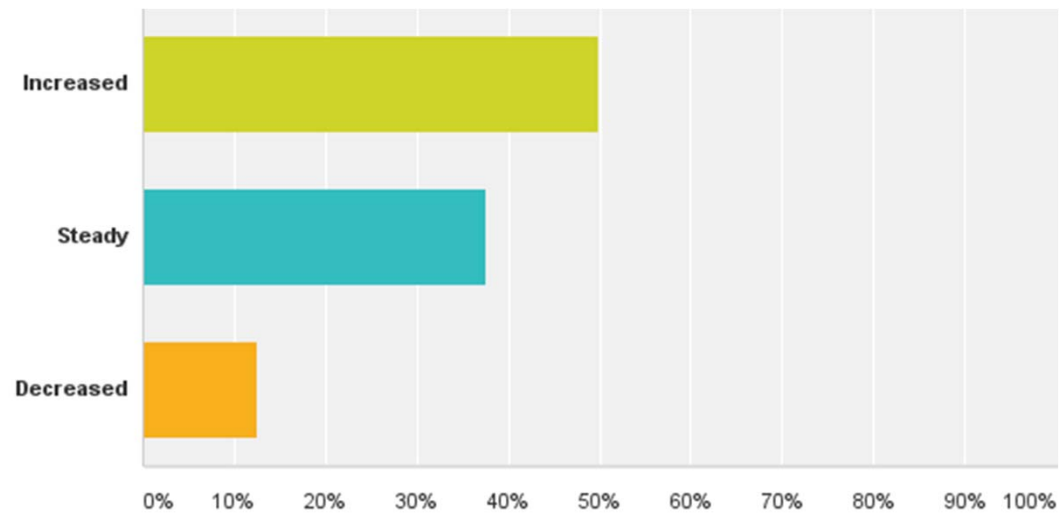
Q2: What percentage of your revenue (not profit) derives from incoming foreign filings?

Answered: 16 Skipped: 0



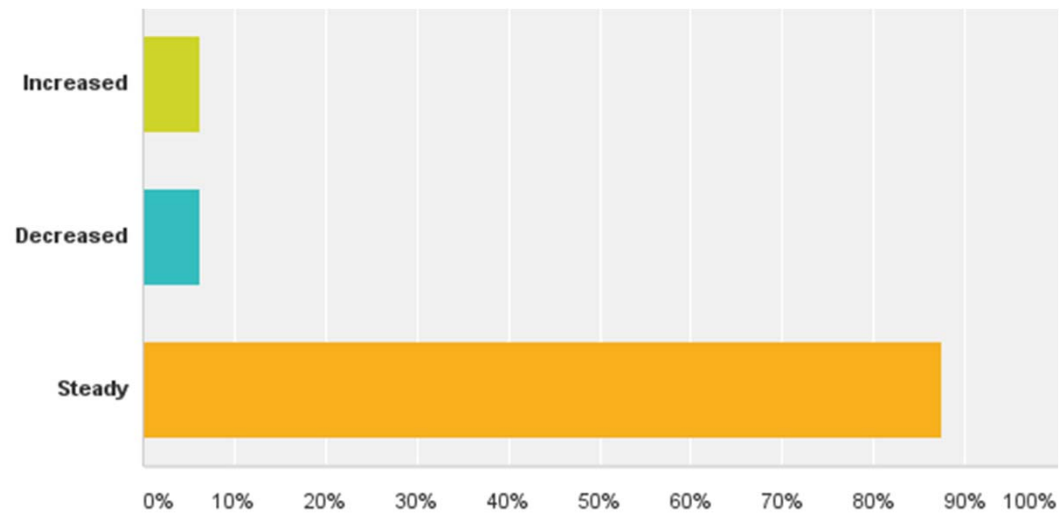
Q3: Profits - has the profit per equity partner (including profit sharing directors) in the last two financial years (2011/12 and 2012/2013):

Answered: 16 Skipped: 0



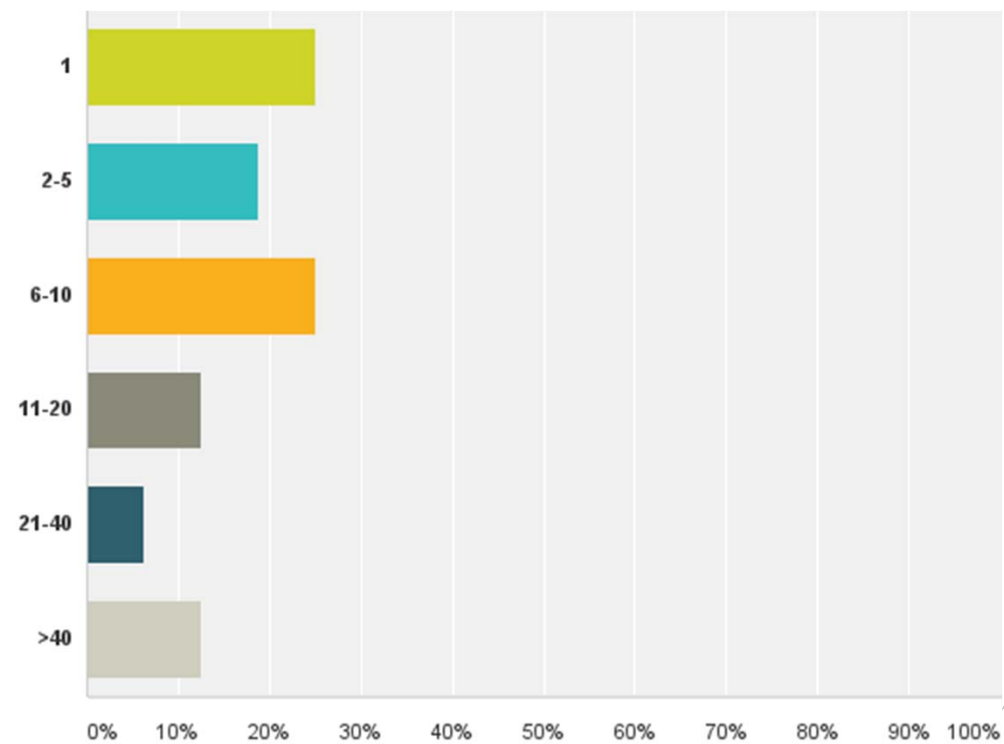
Q4: Number of equity partners - in the last two financial years (2011/12 and 2012/13) have:

Answered: 16 Skipped: 0



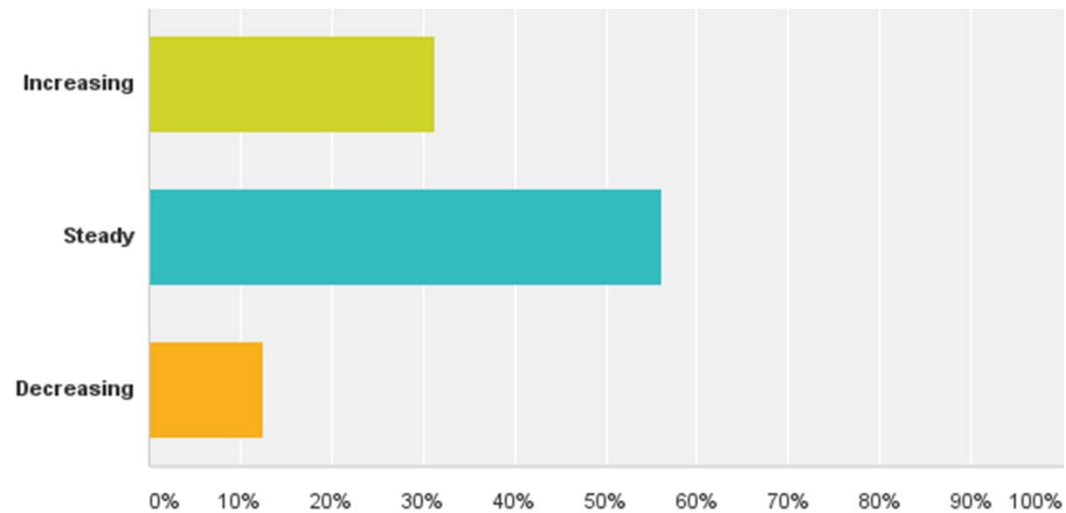
Q5: How many qualified attorneys are there in your firm at present, including all partners/directors?

Answered: 16 Skipped: 0



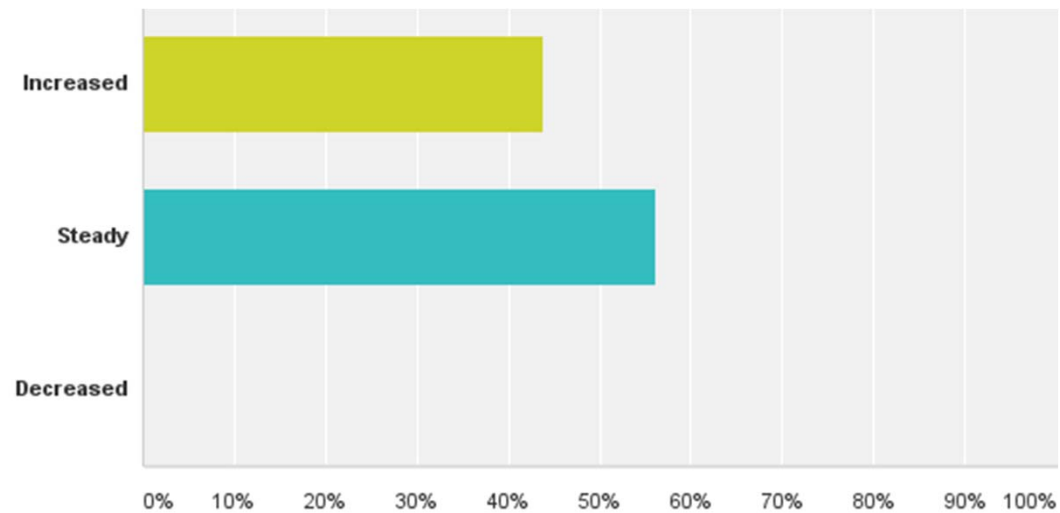
Q6: Number of equity partners - how do you foresee the number changing in say the next three years?

Answered: 16 Skipped: 0



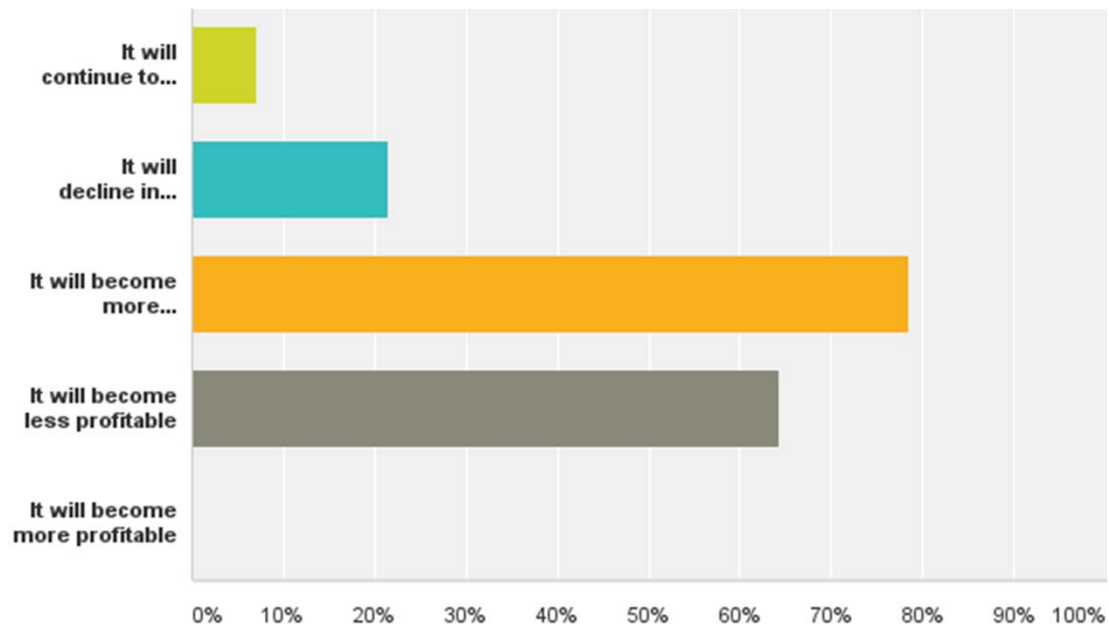
Q7: Price of services - over the last two financial years (2011/12 and 2012/13) have your hourly or time based fees for services changed?

Answered: 16 Skipped: 0



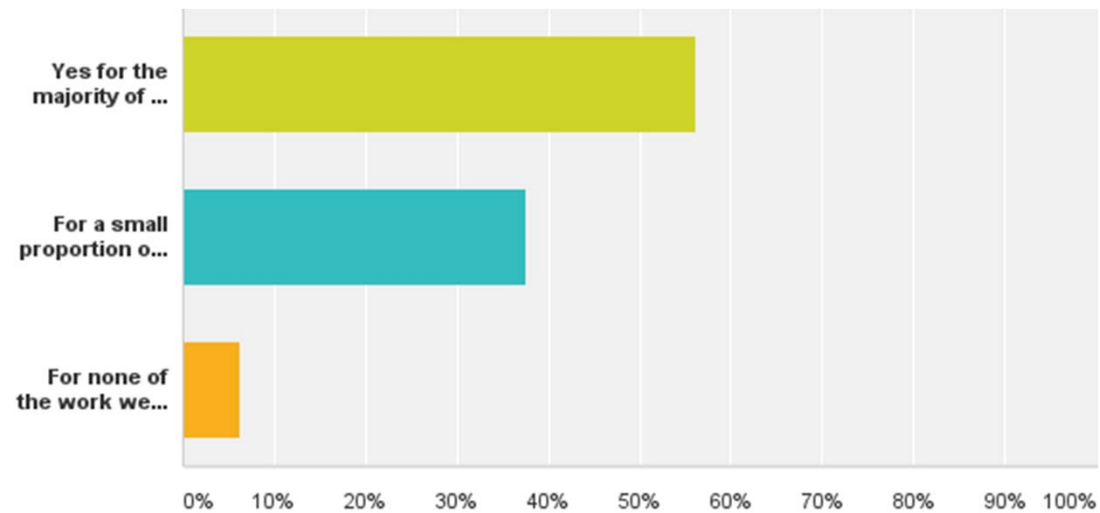
Q8: The future - how you view the future of the profession generally? (Select as many as you think apply)

Answered: 14 Skipped: 2



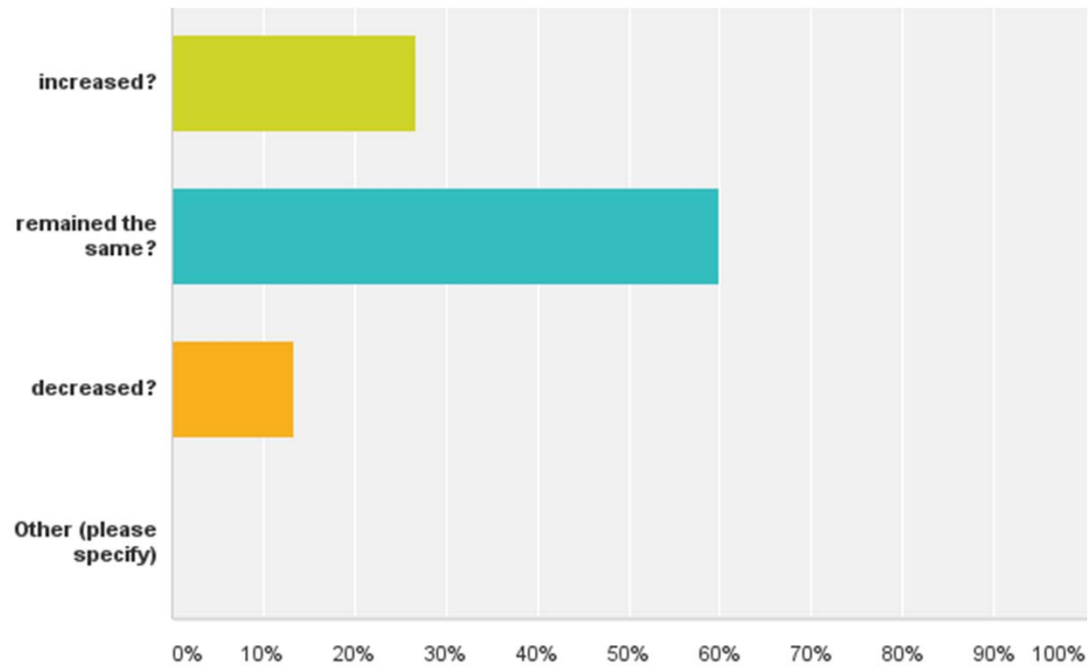
Q11: 'Flag Fall' fees - do you use 'flag fall' fees for any services you currently provide?

Answered: 16 Skipped: 0



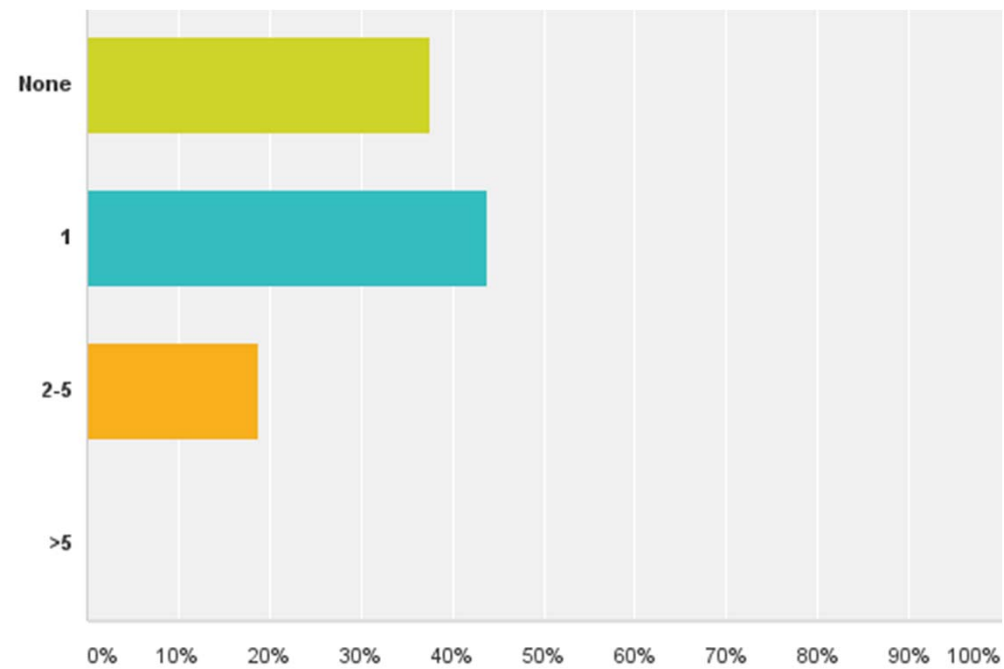
Q12: If you do utilise 'flag fall fees', have those fees in the last FY:

Answered: 15 Skipped: 1



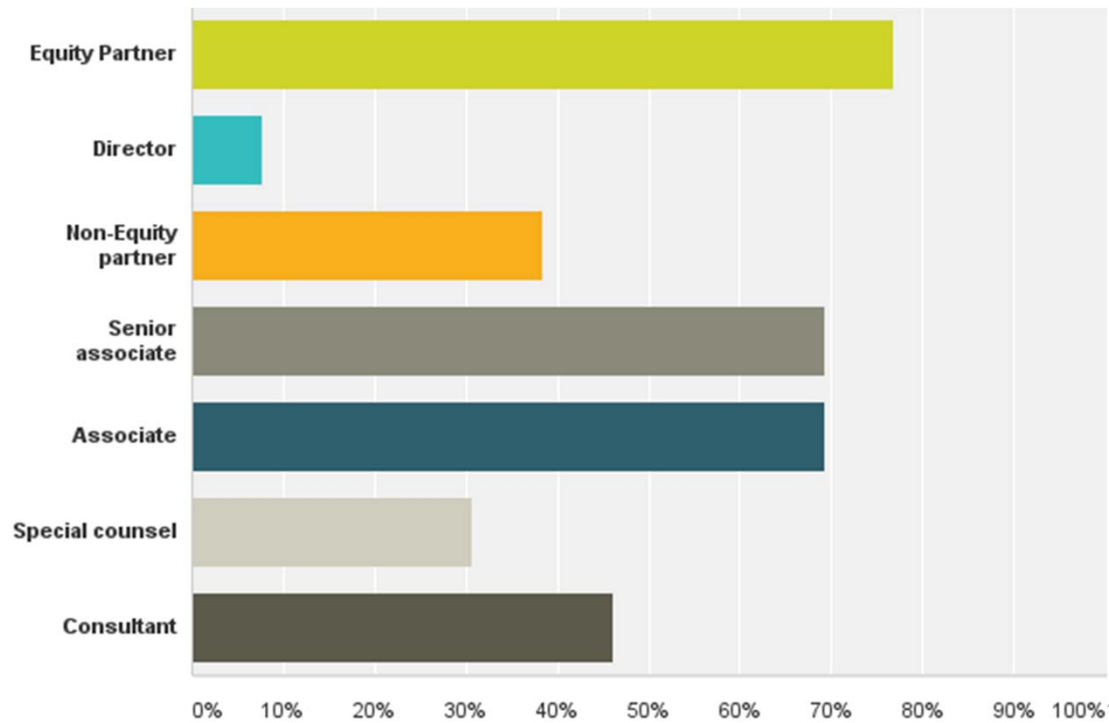
Q13: Trainee attorneys - how many do you anticipate hiring next calendar year, 2015?

Answered: 16 Skipped: 0



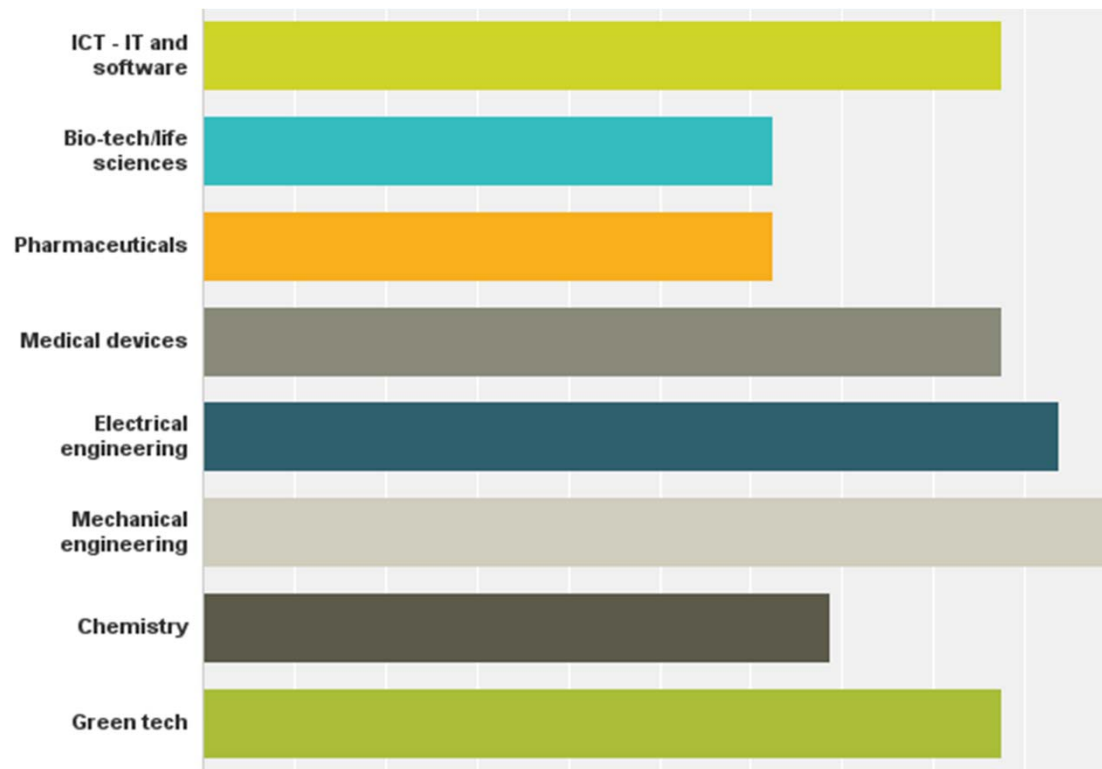
Q14: Roles - what titles do you utilise in your firm? (Select all applicable)

Answered: 13 Skipped: 3



Q16: Technology - what technologies does your firm cater for? (Select all applicable)

Answered: 16 Skipped: 0



Q18: Patent Offices - how do you view the role of patent offices?

Answered: 10 Skipped: 6

