



## European IPR Helpdesk

### Case Study

## *D.A Glass: IP opportunity with the support of the Enterprise Europe Network*

*The European IPR Helpdesk is managed by the European Commission's Executive Agency for Competitiveness and Innovation (EACI), with policy guidance provided by the European Commission's Enterprise & Industry Directorate-General. The positions expressed are those of the authors and do not necessarily reflect the views of the European Commission.*

### Company details

*Name:* D.A. Glass - Teodora Doros

*Business sector:* Technical processing of glass

*Type of company:* SME (80 employees)

*Website:* [www.daglass.pl](http://www.daglass.pl)



**DAGlass**

### 1. Background

D.A. Glass is a company which has met with success in the development of technologies and products in the field of chemical processing of glass. Their success is determined by the production technology which is unique in the world, has excellent quality and competitive pricing of the products offered. Additionally, many years of experience and knowledge of the market, efficient methods of management, qualified personnel and close cooperation with the academic sector guarantee such excellent results.

The company has been present on the market since 1989 and from the very beginning it has been dealing with shaping and processing of flat glass panels. D.A. Glass has also conducted broad scale research in the properties of glass panels, inspired by the growing importance of glass as a material used in both everyday life and industry.

Currently the company focuses on chemical surface treatment of glass panels giving specific optical parameters. Such panels are intended for solar systems, glasshouses, lighting systems and applications in the construction and furniture industry. Glass surface treatment (nano-scale) guarantees optimum quality and amount of light, which allows for improvement of the efficiency of solar systems (PV, STC), increase in crop yields of plants grown in greenhouses, increase in the amount of light produced by bulbs and LEDs and gives unique design possibilities.

The company also has a magnetron sputtering line for application of ultra-thin metallic coats which can give glass properties such as anti-reflectivity, electrical conductivity, heating, hydrophobic or hydrophilic (self-cleaning) capabilities or reflectivity in particular ranges of the visible spectrum.

## **2. D.A. Glass and Intellectual property**

The company has experience related to intellectual property protection. So far, D.A. Glass has filed several Polish and international patent applications for inventions and industrial designs. It carries out research on the application of glass and methods of processing, in cooperation with Polish and international research centres.

With the support of the Enterprise Europe Network partner, D.A. Glass has filed patent applications concerning the following solutions:

- Photovoltaic cell – the method of production of photovoltaic cell systems for solar panels

The invention concerns a photovoltaic cell intended for converting solar energy into electricity. The distinctive features of this invention are extended service life and higher efficiency.

- Solar collector – the method of production of efficient solar panels

The solar collector is intended for converting solar power into thermal energy. This collector is much more thermally efficient than the currently known solutions in terms of the structure of solar collectors. Additionally, this solution guarantees extended service life.

In the course of the development of the abovementioned solutions, D.A. Glass conducted the patent search. Initially it was performed internally and then under the guidance of a patent attorney. These searches confirmed the novelty and innovative character of these methods of production. Patent applications have been prepared and filed with the support of the Enterprise Europe Network partner and a formal decision on granting the patents should be issued soon. D.A. Glass believes that patent protection allows the company to offer an innovative and in-demand product in a broad market, with much better chances to fight against imitators. Additionally, it confirms the manufacturer's competences in the eyes of its customers and partners.

### **3. Collaboration with the Enterprise Europe Network representative**

The Enterprise Europe Network centre of the Rzeszow Regional Development Agency assisted in preparation of the patent application documents and in gathering technical materials concerning the above-mentioned solutions, which were required for the patent search. The patent application was prepared under the guidance of a patent attorney, who closely cooperates with the regional EEN centre. The company also obtained detailed information and feedback on the patent application procedure, documentation and materials required as well as relevant Polish and international laws and regulations. With this support, D.A. Glass was able to file their applications at the relevant Patent Offices. Due to the fact that their products are exported to the European, American and Asian markets, the company has filed Polish and international patent applications. The patents granted will be valid in all EU member countries and certain other countries in the world, including the USA.

Although D.A. Glass's knowledge of IP was quite good, the support of the Enterprise Europe Network partner was very beneficial for the client. A lot of work, mainly related with verifying the novelty of the solutions, was done on behalf the company. The EEN partner also maintained direct contact with the patent attorney to consult on formal and legal issues, which are often quite complex for entrepreneurs. As a result, no major problems occurred in the procedure of filing the patent applications and the support provided by the EEN partner facilitated the entire process. Beside that, additional consulting services within the scope of intellectual property rights and financing innovations have been provided.

### **4. Lessons learned and suggestions**

This case study tells how an SME can succeed in filing patent applications with the support of the Enterprise Europe Network. Having proper competences and cooperating closely with international network partners, EEN representatives assist in developing the potential and innovative capacity of SMEs. EEN partners facilitate direct contact with university experts and patent agents. Such contacts are helpful in the development of new products which are the subject of patent applications filed by network clients.

Additionally, consulting services related with intellectual property rights, provided by Enterprise Europe Network representatives, contribute to raising awareness of patent protection, trade marks and copyrights. In this particular case, the support in the procedures related with ensuring patent protection for newly developed technological solutions was invaluable for the company, especially in formal and legal aspects.