INTELLECTUAL PROPERTY FOR BUSINESS SUCCESS OF SMEs

prepared by the International Bureau of the
World Intellectual Property Organization (WIPO)
I. THE WORLD INTELLECTUAL PROPERTY ORGANIZATION

1. The World Intellectual Property Organization (WIPO) is an intergovernmental organization dedicated to promoting the use and protection of innovative and creative works of the human mind, such as inventions, artistic and literary works, and innovative designs. With headquarters in Geneva, Switzerland, WIPO is one of the 16 specialized agencies of the United Nations system of organizations. It administers 21 international treaties dealing with different aspects of intellectual property protection. The Organization counts 177 nations as Member States.

2. The activities of WIPO fall into four main categories. Firstly, a fundamental and enduring part of WIPO’s activities in promoting the protection of intellectual property (IP) is the development and application of international norms and standards. Intellectual property rights are territorial rights i.e., they exist and can be exercised only within the jurisdiction or country under whose law they were granted. But works of the mind, including inventive ideas, do and should cross borders with ease in a world of interdependent nations. This is why it is crucial that countries engage in international harmonization and mutual recognition of rights and duties through international treaties and norms.

3. A second focus for WIPO’s activities is to facilitate the acquisition of intellectual property rights by companies and inventors in various countries. A number of treaties (see paragraphs 27 to 34, below) covering inventions, trademarks and industrial designs, ensure that one international registration or filing will have effect in any of the relevant signatory States. The services provided by WIPO to companies and individuals under these treaties simplify and often also reduce the cost of making individual applications or filings in the countries in which protection is sought.

4. Thirdly, through its cooperation for development activities, WIPO assists countries in the implementation of treaties, the enhancement of the development of the intellectual property system, the modernization of intellectual property offices and in raising awareness in the private sector of the importance of intellectual property and the benefits that may be drawn from its use.

5. Fourthly, through its Arbitration and Mediation Center WIPO provides services which can help individuals or companies from any country in the world to resolve their intellectual property-related disputes. The Arbitration and Mediation Center represents a response to the vital need for quick and inexpensive ways of settling commercial disputes involving intellectual property rights, and providing private parties with an alternative to lengthy and costly court proceedings.

6. Given the nature of WIPO’s activities, and in particular its services to the private sector, WIPO differs significantly from other UN specialized agencies in terms of its funding. In fact, over three-quarters of WIPO’s funding is derived directly from the services rendered by WIPO to the private sector.

II. INTELLECTUAL PROPERTY: AN OVERVIEW

7. In today’s knowledge-driven economy intellectual property rights have become valuable business assets. Most successful companies in recent years have relied heavily on their creative and innovative capacity as their main source of competitiveness. Such inventiveness, know-how and creativity are captured and transformed into exclusive business assets through the acquisition of intellectual property rights. This is why intellectual property
protection offers an important tool for businesses to enhance competitiveness and strengthen the position of product(s) or service(s) in the marketplace.

8. In legal terms, IP is divided into two main categories: industrial property, which includes inventions (patents), trademarks, industrial designs and geographical indications; and copyright, which includes literary and artistic works such as novels, poems and plays, films, musical works, artistic works such as drawings, paintings, photographs and sculptures, and architectural designs. Rights related to copyright include those of performing artists in their performances, producers of phonograms in their recordings, and those of broadcasters in their radio and television programs.

9. Valuable undisclosed information (often referred to as trade secrets) of an enterprise are also considered intellectual property and may be protected. Trade secrets refer to any confidential business information which provides an enterprise a competitive edge and may include sales methods, distribution methods, consumer profiles, advertising strategies, lists of suppliers and clients, and manufacturing processes.

10. Within a business, intellectual property refers to a wide range of intangible assets, ranging from the innovative features of its products to the trademark it uses for making its products distinguishable and recognizable by consumers, to its creative designs that assist the company in making its products more appealing. By formally registering and protecting its IP a business acquires the exclusive right to use its IP for a limited period of time. This may provide an enterprise with a wide range of business opportunities.

Using the intellectual property system

11. Entrepreneurs having a good understanding of the intellectual property system will be able to establish an IP strategy suitable to the needs, possibilities and capacities of their business. The central question is how an effective IP strategy can assist small and medium-sized enterprises (SMEs) to face some of their key business concerns, including raising finances, increasing the market value of the enterprise, marketing products and services, finding partners and suppliers, exporting, acquiring technology and conducting business transactions on the Internet. The following overview briefly describes ways in which intellectual property rights may be used by SMEs to pursue their business goals:

- **Increasing market value of the firm**: ownership of a portfolio of IP assets increases the market value of an enterprise. Companies with a high innovative capacity operating in high technology sectors and companies with an established brand name with a good reputation often find that, in case of a merger or acquisition, the value of their intellectual property assets are higher than the value of their physical assets. On occasion, a single key patent may significantly increase the market value of an enterprise as well as its overall image vis-à-vis investors, other companies and shareholders. See: [http://www.wipo.int/sme/en/ip_business/ip_asset/sme_market_value.htm](http://www.wipo.int/sme/en/ip_business/ip_asset/sme_market_value.htm)

- **Marketing and product differentiation**: trademarks and designs help in marketing a product. They are the ‘face’ of a good or service and what makes it distinguishable from other similar products. They are crucial elements of a marketing strategy. Without protection of their trademarks and designs, SMEs may find that their investments in marketing their products fail due to confusion among consumers. See: [http://www.wipo.int/sme/en/ip_business/marketing/marketing.htm](http://www.wipo.int/sme/en/ip_business/marketing/marketing.htm)
- **Acquiring new technology and finding suppliers:** SMEs seeking access to innovative technology developed by other companies should consult patent databases to identify the necessary technology. They may have to negotiate licensing agreements with the patent holder in order to obtain the right to use the technology. Intellectual property rights are an essential part of any contract for the acquisition of technology and SMEs acquiring technology should be well aware of the IP implications during licensing negotiations. Information in patent documents may also assist entrepreneurs in their search for alternative suppliers of identical or similar technologies.
  

- **Commercializing innovative products:** an invention on its own has little value for an SME. The acquisition of a patent gives the SME exclusivity over the commercialization of an innovative product or the innovation process of fabrication and opens the possibility for allowing its commercialization by other firms through licensing.
  

- **Exporting goods and services:** SMEs that intend to export their products should consider IP protection in their export markets. IP protection will not only provide exclusivity in the commercialization of the inventions, trademarks or designs in those countries but will also provide the opportunity for licensing, franchising or establishing joint ventures with foreign companies. This may be particularly the case for companies lacking the capital to commercialize the product/service directly in the export market.
  

- **Raising finances:** obtaining financial resources for the development of innovative products/services may be significantly assisted by exploiting IP assets, particularly patents. Patents provide exclusivity for the commercialization of inventions and may be important to convince investors/lenders of the market opportunities open to the enterprise for the commercialization of the product or service in question.
  

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### III. WIPO AND SMALL AND MEDIUM-SIZED ENTERPRISES (SMEs)

**Objective and Strategy**

12. **WIPO’s SME strategy has a clear and overarching objective:** to assist SMEs in all sectors to enhance their competitiveness through a wider and more effective use of the intellectual property system. This is largely to be done through a two-fold approach: (a) by enabling SMEs to make informed decisions concerning how to fully exploit their innovative and creative potential through an effective use of the IP system and (b) improving the policy framework and business environment to make it conducive and easier for SMEs to use the IP system.

13. **At the heart of WIPO’s strategy for SMEs is the conviction that intellectual property represents an important tool for the development of dynamic and competitive small and medium-sized enterprises.** This conviction goes hand-in-hand with the understanding that WIPO’s objective requires working jointly with other institutions providing services and support to SMEs. WIPO therefore works closely with institutions at a national level, including intellectual property offices, chambers of commerce, associations of SME, NGOs, and (other) civil society institutions committed to promoting the development of the SME
sector. The aim is that of including intellectual property services (e.g., legal, technical and commercial advice as well as financial support) within the wider framework of services and support to SMEs (see paragraph 18).

14. Another crucial element of WIPO’s strategy concerning SMEs is to demystify the intellectual property system and to present its utility from the perspective of the business community. Intellectual property should not be perceived as a complex legal issue with little bearing on the daily business activities of small and medium-sized enterprises. The intellectual property system should be understood as an important tool for business, and entrepreneurs should begin to better appreciate the opportunities the system offers for their enterprises.

WIPO’s SME Web site

15. In June 2001 WIPO launched its SME web site targeting directly entrepreneurs and associations and institutions providing services to SMEs. The SME web site explains basic issues and answers practical questions on intellectual property in a simple, business-friendly language. The web site currently contains over 100 pages of substantial information, advice, documents and links on various issues of interest to SME entrepreneurs, managers, investors and business consultants. It was conceived as an effort to reach out to the largest number of SMEs and SME support institutions in a low-cost and reader-friendly manner.

16. The overall aims of the SME web site may be summarized as follows:

- to provide an overview of the main reasons why SMEs should consider IP issues when preparing their business strategies;

- to offer practical information on how to protect, manage, license and enforce a company’s IP assets and how to deal with IP issues in e-commerce;

- to disseminate information on “best practices” aimed at assisting SMEs to use the IP system and “case studies” on companies that have benefited from a sound IP strategy; and

- to provide information on the activities of WIPO in general, and the SMEs Division in particular.

17. The web site is available at www.wipo.int/sme/

Initiatives aimed at encouraging SMEs to use the intellectual property system

18. On a regular basis, WIPO collects information on policies, programs and strategies adopted by a range of institutions to assist SMEs to use the IP system effectively. The information is gathered with a view to allowing for wider information sharing and exchange of experiences among and within countries. WIPO seeks to provide technical assistance to institutions (e.g., national intellectual property offices, ministries in charge of SMEs, chambers of commerce, SME associations, etc.) to implement similar activities. Initiatives have been grouped into six broad categories. The following is a list of the types of activities conducted by a wide range of institutions from which information has been collected and for the planning and implementation of which WIPO would be willing to provide technical assistance:
(i) Awareness-raising and Training on IP:

- Awareness-raising seminars for entrepreneurs;
- IP guides and other information material on IP for SMEs;
- Web sites with practical information and/or distance learning programs on IP for entrepreneurs;
- Collection and dissemination of case studies illustrating the success stories of SMEs using IP;
- General advice to applicants on administrative issues relating to the application process (e.g., helpdesks within IP offices);
- Multimedia products (e.g., CD-ROMs) with information and advice on management of IP assets;
- Participation in business fairs, contribution of articles to business magazines, and other promotional activities;
- Monthly radio and/or television programs on issues relating to intellectual property and innovation;
- Inclusion of IP within national training curricula for entrepreneurs;
- Proactive visits to SMEs;

(ii) Technological Information Services:

- Regular workshops for entrepreneurs on how to use patent information services;
- Free access to IP databases;
- Provision of a range of technological information services for SMEs at a reduced price;
- Establishment of Centers for Technological Information or decentralized branches of the IP office for the provision of technological information;

(iii) Financial Assistance:

- Financial assistance to SMEs rendered by banks, venture capitalists, and SME support organizations for patenting their innovative products;
- Fee reductions for SMEs applying for IP rights;
- Partnerships between IP offices and associations of patent attorneys for the provision of legal advice for SMEs, free-of-charge or at reduced cost;

(iv) Customized Advisory Services on IP

- Legal and managerial assistance to enterprises on how to manage their IP assets and how to develop an IP strategy;
- Promotion of and legal assistance on the use of collective marks, certification marks and geographical indications by small-scale businesses;
- Pilot projects on IP management with a selected group of enterprises;
- Assistance in the creation of trademarks or distinctive signs;

(v) Assistance for Technology Transfer:

- Creation of databases on licensable technologies (e.g., virtual marketplaces for IP);
- Tools for the valuation of IP assets;
- Business fairs of licensable technologies where potential licensees and licensors may meet;
- Advice for licensing negotiations;

(vi) Partnerships between institutions:

- Partnerships between IP offices and other institutions providing services to SMEs such as chambers of commerce, incubators, research centers and science parks for the inclusion of IP within a wider range of services to SMEs;
- Partnerships with universities and public research centers for the establishment of Technology Licensing Offices (TLOs), for the promotion of the development of spin-off companies and for the inclusion of IP issues within technical and management degrees; diplomas, etc.

IV. THE CENTRAL EUROPEAN INITIATIVE (CEI) COUNTRIES AND THE DEVELOPMENT OF THE INTELLECTUAL PROPERTY SYSTEM

19. While intellectual property legislation existed in countries of Central and Eastern Europe throughout the 20th century it underwent significant reform during the last decade. Until the 1990s, some countries of Central and Eastern Europe had a system of reward for inventions that differed substantially from the patent system of market economy countries. Inventors were entitled to moral recognition and financial remuneration for their invention through the inventors’ certificate but the exclusive right to the invention belonged to the State. In countries where inventions were rewarded through patents, the standards of protection were generally significantly lower than they are nowadays.

20. During the 1990s, with the shift to a free market economy, Central and Eastern European countries reformed their legislation on intellectual property abolishing the inventor’s certificate, wherever it existed, and replacing it with the patent system, and modernizing their legislation concerning other intellectual property rights. Now, all countries of the Central European Initiative have introduced modern intellectual property legislation and most countries have signed and ratified binding international agreements on different aspects of the intellectual property system. Annex II provides an overview of the international agreements signed by each country. Accession to the World Trade Organization (WTO) by many of the countries in the region has also accelerated the adoption of stronger protection and enforcement standards for intellectual property rights, laid down in the Agreement on Trade-Related Aspects of Intellectual Property Rights (the TRIPS Agreement).

WIPO Activities in CEI Countries

21. WIPO activities in the CEI countries have traditionally focused on assisting governments and public sector institutions in the development of the intellectual property system and strengthening the institutions involved in the administration, registration and enforcement of intellectual property rights. During the year 2000, WIPO’s cooperation activities included advice and training on the modernization of national intellectual property legislation and human resource development for better administration and enforcement of intellectual property rights.

22. Over the past year WIPO’s approach has expanded to go beyond the institution-building stage and reach out to a broad range of users of the intellectual property system, in particular SMEs. In this respect, WIPO seeks to work in partnership with institutions providing support to SMEs in order to include an intellectual property component in their services. Intellectual property services to SMEs may range from the provision of information on state-of-the-art
technologies and details on suppliers of given technologies based on the information available in patent documents to incentives and support for the protection of a company’s intellectual property (see paragraph 18).

Protecting IP Assets in Central and Eastern European Countries

23. Intellectual property rights are territorial. Protection is therefore only valid within the territory (usually the country) for which protection is sought (Annex III provides statistics on industrial property rights in the CEI countries). In order to obtain protection for industrial property rights in the countries of the Central European Initiative, SMEs need to apply for registration at the national industrial property offices.¹ (see Annex I with the contact details of the intellectual property offices in CEI Member States). The national IP offices have the responsibility for receiving applications, examining them and granting the exclusive rights associated with IP protection. For companies applying for protection abroad or in more than one country, there are systems of protection that may facilitate the process of application without the need to apply directly to each individual national IP office.

Accession to the European Patent Convention

24. In January 1999 the European Patent Organisation took the decision to invite seven countries of Central and Eastern Europe to accede to the European Patent Convention as from 1st July 2002. The number of countries subsequently increased to 10 and include Bulgaria, Czech Republic, Estonia, Hungary, Latvia, Lithuania, Poland, Romania, Slovakia and Slovenia. In acceding to the European Patent Convention, these ten countries would become members of the European Patent Organisation, a regional patent-granting authority.

Extension of European Patent Applications

25. At present, six countries of Central and Eastern Europe, namely Albania, Lithuania, Latvia, Romania, Slovenia and The former Yugoslav Republic of Macedonia, have concluded Extension Agreements with the European Patent Organisation (EPO) thus facilitating the acquisition of patents in these countries for applicants to the EPO. By virtue of the Extension Agreements, patent applications filed at the EPO may be extended to any of these six countries upon designation by the applicant. The result of such designation is that the European patent holder has no need to go through a separate application procedure in order to acquire a valid patent in those countries.

The Eurasian Patent Organisation (EAPO)

26. The Eurasian Patent Organisation was established in order to create an international regional system of legal protection for inventions on the basis of a common Eurasian patent for countries of the Eurasian region. The Eurasian Patent Organisation provides a simple and inexpensive mechanism for patent applicants who may apply for patents in all Contracting States through a single application in a single language (Russian). Currently, two countries of

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¹ For copyright and related rights, protection is generally automatic, although some countries have copyright depositaries where authors are advised to register their works. In the case of trade secrets, no procedural formalities or registration is required for protection. There are, however, some conditions for confidential business information to be considered a trade secret, namely (a) that the information is secret; (b) that the information has commercial value as a result of it being secret; and (c) it must have been subject to reasonable steps by the rightful holder of the information to keep it secret (e.g., through confidentiality agreements)
the CEI, namely, Belarus and the Republic of Moldova, have ratified the Eurasian Patent Convention and are full members of the Eurasian Patent Organisation.

The Patent Cooperation Treaty (PCT) (International Applications for the Protection of Inventions)

27. The Patent Cooperation Treaty or PCT, administered by WIPO, simplifies the procedure for seeking patent protection where patents are desired in several countries; it also facilitates public access to a wealth of technical information relating to inventions.

28. By filing one international application under the PCT, a company can simultaneously seek protection for an invention in each of a large number of countries (115, on the date of printing of this document, including all the countries of the CEI) throughout the world. Nationals or residents of a PCT Contracting State may file such an application and thereby benefit from:

- extra time to investigate the commercial possibilities of an invention before paying all the necessary national fees as well as other expenses (such as translation cost and agents’ fees);
- value-added information provided in the international search and also, generally, international preliminary examination reports established by major Patent Offices in their PCT capacity, such reports serving as a basis for making decisions about whether and where to continue seeking patents;
- a standardized and centralized system making it easier to comply with all the necessary formalities.

The Madrid Agreement Concerning the International Registration of Marks

29. The Madrid Agreement Concerning the International Registration of Marks may be used by persons and legal entities that have the necessary connection through nationality, domicile or establishment with at least one of the Contracting Parties to the Madrid Agreement or the Madrid Protocol. As of July 2001, all 17 countries of the CEI were members of the Madrid system for the international registration of marks.

30. This system gives a trademark owner the possibility to have his or her mark protected in several countries by simply filing one application with a single Office, in one language, with one set of fees in one currency (Swiss francs).

31. An international registration produces the same effects as an application for registration of the mark made in each of the countries designated by the applicant. If protection is not refused by the trademark Office of a designated country within a specified period (12 or 18 months), the protection of the mark is the same as if it had been registered by that Office. The Madrid system simplifies greatly also the subsequent management of the mark, since it is possible to record subsequent changes (such as a change in ownership or a change in the name or address of the holder) or to renew the registration through a simple single procedural step with the International Bureau of WIPO. Further countries may be designated subsequently.

The Hague Agreement Concerning the International Deposit of Industrial Designs

32. This system gives the owner of an industrial design the possibility to have his or her design protected in several countries by simply filing one application with the International Bureau of WIPO, in one language, with one set of fees in one currency. As of July 2001,
9 countries of the CEI had ratified the Hague Agreement Concerning the International Deposit of Industrial Designs.

33. An international deposit produces the same effects in each of the countries concerned as if the design had been deposited there directly, unless protection is refused by the competent Office of that country. The Hague system simplifies greatly also the subsequent management of the industrial design, since it is possible to record subsequent changes or to renew the deposit through a simple single procedural step with the International Bureau of WIPO.

**The Budapest Treaty on the International Recognition of the Deposit of Microorganisms for the Purposes of Patent Procedure**

34. Under the Budapest Treaty, a single deposit of a microorganism or other biological material with one International Depositary Authority (IDA) will suffice for the purposes of patent procedure before the national patent offices of all the Contracting States and before any regional patent office if such a regional office declares that it recognizes the effects of the Treaty.

[Annexes follow]
## ANNEX I

### Addresses of Intellectual Property Offices in the Countries of the Central European Initiative

<table>
<thead>
<tr>
<th>Address</th>
<th>Tel &amp; Fax numbers</th>
<th>Emails/websites</th>
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| Ministry of Education and Science Patent Office of Albania  
Council of Ministers  
23, Durresi Str.  
Tirana  
Albania          | Tel: (355 42) 258 00  
Fax: (355 42) 344 12 |                                      |
| Federal Ministry for Transport, Innovation and Technology  
Austrian Patent Office  
Postfach 95  
A-1014 Vienna  
Austria          | Tel: (43 1) 53 42 40  
Fax: (43 1) 53 424-520 | info@patent.bmwa.gv.at  
http://www.patent.bmwa.gv.at |
| State Patent Committee (Belgospatent)  
66, pr. F. Skoriny  
Minsk 220072  
Belarus          | Tel: (375 17) 284 20 53  
Fax: (375 17) 284 06 68 |                                      |
| Institute for Standardization,  
Metrology and Patents  
Hamdije Cemerlića 2 (Energoinvest building)  
71000 Sarajevo  
Bosnia and Herzegovina | Tel: (387 71) 652 765  
Fax: (387 71) 652 757 | zsmp@bih.net.ba  
www.bih.nat.ba/zsmp |
| Patent Office  
52 B, Dr. G.M. Dimitrov Blvd.  
1113 Sofia  
Bulgaria          | Tel: (359 2) 710 152  
Fax: (359 2) 717 044  
(359 2) 708 325 | bpo@bpo.bg  
http://www.bpo.bg |
| State Intellectual Property Office  
Drzavni Zavod za Intelektualno Vlasnistvo  
Ulica grada Vukovara 78  
HR-10000 Zagreb  
Croatia          | Tel: (385 1) 61 06 100  
Fax: (385 1) 61 12 017 | ipo.croatia@patent.tel.hr  
http://pubwww.srce.hr/patent |
| Industrial Property Office of the Czech Republic  
Úrad priimyslového vlastnictví Antonína Cermáka 2a  
160 68 Praga 6  
Czech Republic | Tel: (420 2) 24 311 555;  
20 383 111  
Fax: (420 2) 243 24 718 | posta@upv.cz  
http://www.upv.cz |
| Hungarian Patent Office  
Hu Garibaldi u.2  
H-1370 Budapest  
Hungary          | Tel: (36 1) 312 4400  
Fax: (36 1) 331 2596 | hpo@hungary.com  
http://www.hpo.hu |
<table>
<thead>
<tr>
<th>Organization</th>
<th>Phone Numbers</th>
<th>Email Address</th>
<th>Website Link</th>
</tr>
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<tr>
<td>Ministry of Production Activities Directorate General of Industrial Production Italian Patent and Trademark Office</td>
<td>Tel: (39 6) 4788 7974; 4705 3016  Fax: (39 6) 4705 3035</td>
<td><a href="http://www.european-patent-office.org/it/">http://www.european-patent-office.org/it/</a></td>
<td></td>
</tr>
<tr>
<td>Ministry of Economy-Industrial Property Protection Office Ilidenska b.b. 1000 Skopje The former Yugoslav Republic of Macedonia</td>
<td>Tel: (389 2) 116 379 137 189 224 269  Fax: (389 2) 116 041</td>
<td><a href="mailto:mail@ippo.gov.mk">mail@ippo.gov.mk</a>  <a href="http://www.ippo.gov.mk">http://www.ippo.gov.mk</a></td>
<td></td>
</tr>
<tr>
<td>State Agency on Industrial Property Protection (AGEPI) 24/1 Andrei Doga str, MD-2024 Kishinev Republic of Moldova</td>
<td>Tel: (373 2) 44 32 53; 44 31 39  Fax: (373 2) 44 01 19; 44 32 53</td>
<td><a href="mailto:office@agepi.md">office@agepi.md</a>  <a href="http://www.agepi.md">www.agepi.md</a></td>
<td></td>
</tr>
<tr>
<td>Patent Office of the Republic of Poland P.O. Box 203 00-950 Warsaw Poland</td>
<td>Tel: (48 22) 825 05 84  Fax: (48 22) 825 05 81</td>
<td><a href="mailto:dep_patent@uprp.pl">dep_patent@uprp.pl</a>  <a href="http://www.uprp.pl">http://www.uprp.pl</a></td>
<td></td>
</tr>
<tr>
<td>State Office for Inventions and Trademarks Postal Office (P.O.) 1 - Box 52 70418 Bucharest Romania</td>
<td>Tel: (40 1) 315.90 66  Fax: (40 1) 312 38 19</td>
<td><a href="mailto:office@osim.ro">office@osim.ro</a>  <a href="http://www.osim.ro">http://www.osim.ro</a></td>
<td></td>
</tr>
<tr>
<td>Industrial Property Office of the Slovak Republic ul. Jána Svermu 43 P.O. Box 7 974 04 Banská Bystrica 4 Slovakia</td>
<td>Tel: (421 48) 41 32 572  Fax: (421 48) 41 35 037</td>
<td><a href="mailto:upv@indprop.gov.sk">upv@indprop.gov.sk</a>  <a href="http://www.indprop.gov.sk">http://www.indprop.gov.sk</a></td>
<td></td>
</tr>
<tr>
<td>Slovenian Intellectual Property Office (SIPO) Ministry of Science and Technology Kotnikova 6 1000 Ljubljana Slovenia</td>
<td>Tel: (386 1) 478 3133  Fax: (386 1) 478 3110</td>
<td><a href="http://www.sipo.mzt.si/">http://www.sipo.mzt.si/</a></td>
<td></td>
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| **State Department of Intellectual Property**  
| **Ministry of Education and Science**  
| **8 Lvivska Ploscha**  
| **254655 Kyiv-53, DSP-655 Ukraine** | **Tel:** (380 44) 212 50 82  
| **Fax:** (380 44) 212 34 49 | **post@spou.kiev.ua**  
| **http://www.spou.kiev.ua** |

| **Federal Intellectual Property Office**  
| **Federal Ministry for Industry and Internal Commerce**  
| **Trg Nikole Pasica 11**  
| **11000 Belgrade Yugoslavia** | **Tel:** (381 11) 311 11 62  
| **Fax:** (381 11) 311 23 77 | **yupat@gov.yu** |

[Annex II follows]