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IPOPHL Expectations On BI for Data-Driven IP Strategies

By CHARLES A. MERIOLES and the PH Delegation





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Introduction

- Overview of the importance of Intellectual Property in the national and global economy
- II. The role of a National Intellectual Property Office.
- III. Purpose of the Presentation: Understanding the needs and

expectations of a national IP office regarding Business Intelligence solutions.



एक प्रदाशमं प्रदेश

Business Intelligence, Defined

Business Intelligence (BI) refers to the technologies, applications, strategies, and practices used to collect, integrate, analyze, and present business information.

The goal of BI is to support better business decision-making.

Essentially, BI systems allow a company to gather, store, access, and analyze corporate data to aid in data-driven decision-making.



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Key Components of Business Intelligence

- Data Mining: Sifting through large amounts of data to identify patterns and establish relationships.
- 2. Reporting: Turning data into meaningful summaries and reports for analysis. This often involves presenting data visually through charts, graphs, and dashboards.
- 3. Performance Metrics and Benchmarking: Using BI tools to measure performance against an established standard or KPIs (Key Performance Indicators).
- **4. Descriptive Analytics**: Understanding past performance and identifying trends based on historical data.













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Key Components of Business Intelligence

- 5. Querying: Asking the data-specific questions. BI systems allow users to input specific queries and retrieve detailed answers.
- 6. Statistical Analysis: Using stats to analyze and understand data.
- 7. Data Visualization: The graphical representation of information and data. This can include the creation of dashboards, graphs, and charts to make complex data more accessible.
- 8. Data Preparation: Cleaning and consolidating data. This step is crucial to ensure accurate and efficient analysis.















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Business Intelligence vs. Data Analytics

	Business Intelligence	Data Analytics
	Uses historical data to generate actionable insights. It helps in making informed business decisions based on past	More about analyzing raw data to find trends and answer specific questions.
Focus and Purpose	Allow for easy interpretation of large volumes of data, identify new opportunities, and implement effective strategies based on insights.	Has a broader scope and includes the use of statistical analysis, predictive modeling, and other advanced techniques to not just understand what has happened, but also to predict future outcomes or behaviors.
Data Handling	Involves the aggregation, analysis, and presentation of business information. It relies heavily on data visualization tools to make data understandable at a glance.	Involves more in-depth statistical and quantitative analysis and predictive modeling. Data analytics goes deeper into the data to identify patterns, and correlations, and to make predictions for future trends.

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Business Intelligence vs. Data Analytics

	Business Intelligence	Data Analytics					
Tools and Techniques	Uses tools that focus on data visualization, dashboards, reporting tools, and OLAP (Online Analytical Processing) systems.	Utilizes advanced statistical tools, predictive modeling, machine learning algorithms, and data mining techniques.					
Outcome	A clear snapshot of business metrics and KPIs, presented in a way that stakeholders can understand and act upon. It's more about providing actionable insights based on existing data.	Includes predictions and models that forecast future trends, behaviors, and outcomes. It's more about providing a forward-looking perspective based on data analysis.					
User Base	Typically used by business executives and managers for making strategic decisions.	Used by data scientists and analysts who are focused on converting raw data into meaningful insights through complex processing and analysis.					

IPOPHL BI Timeline

2019 - Scheduled

upgrade of BI IBM

Cognos

2019 - BI 2.0 Prototype version was released using Microsoft BI Stack and Tableau with around 45+ data visualizations

New considerations:

-Advanced and modern features

-Inclusion of Financial details

-Self-service features

-Sustainable development

-Mobile features

Cloud

2021 - BI 2.0 Online was released with 50+ user licenses subscription for ₱800K+

2020 - BI 2.0 Early **Production Build** was released using the Tableau Reader

-Core Viz

-Financials

-Others

5+ years of Using BI



2018 - IPOPHL implemented BI using IBM Cognos for ₱2M for limited users (mostly OSM)



IPOPHL

Intellectual Property Office of the Philippines

01. Patent

02. Utility Model

Reports List

IBM Cognos Navigator

Reports 🖹

Name **♦**

<u>052314</u> →

Drill-through Target

Reports 🗐

01 Count of Resident/Non- Resident Filings (RESII

▶ Count of Resident/Non-Resident Grants/Registration

03 Patent Applicant Filers Per Country of Origin

04 Patent Filings Per Country of Origin

05 Patent Grants and Registrations Per Country of

06 WIPO Patent Filings

07 WIPO Patent Grants (status)

08 Trademark Applicant Filers Per Country of Origi

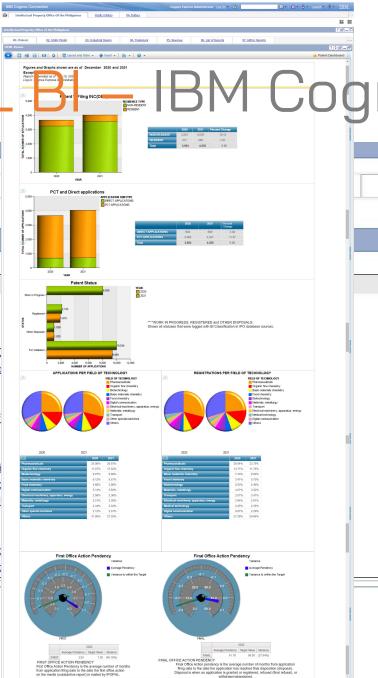
10 Average Pendency Age for Patent, Trademark,

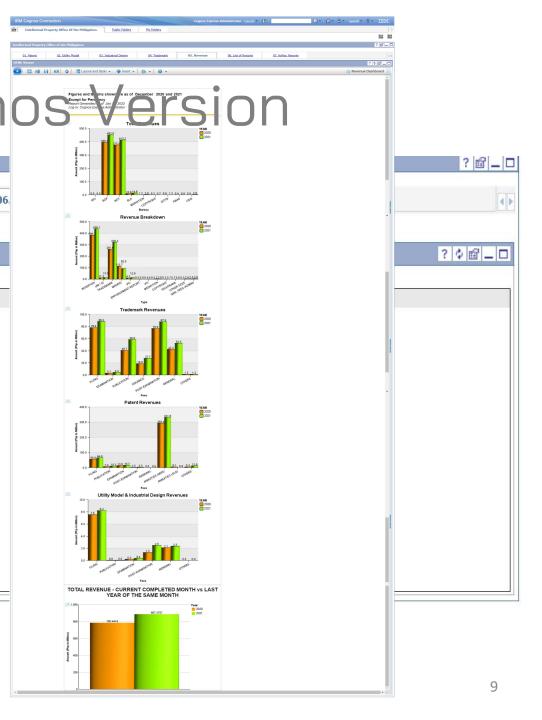
Base Report for Patent Country

Base Report for Trademark Country

02 Count of Resident/Non- Resident Grants/Regist

02 Count of Resident/Non- Resident Grants/Regist





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Business Intelligence 2.0

Information is power!

Knowledge is King!

Data-driven **Decision-making**

Information and actionable insights at our fingertips!

- Filings
- Registrations
- **Annuities**
- And more!



Not just production reports, include financials, too!

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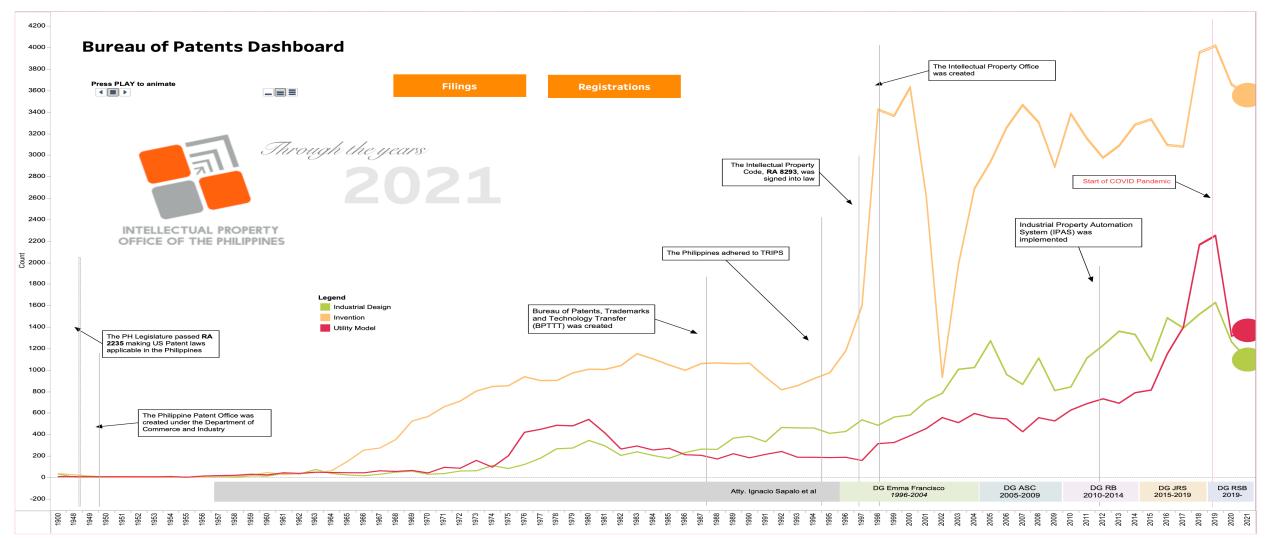
IPOPHL BI+DA Experience

The story culminates in a surprising and heartwarming conclusion that underscores the values of kindness, humility, and the importance of making good choices.

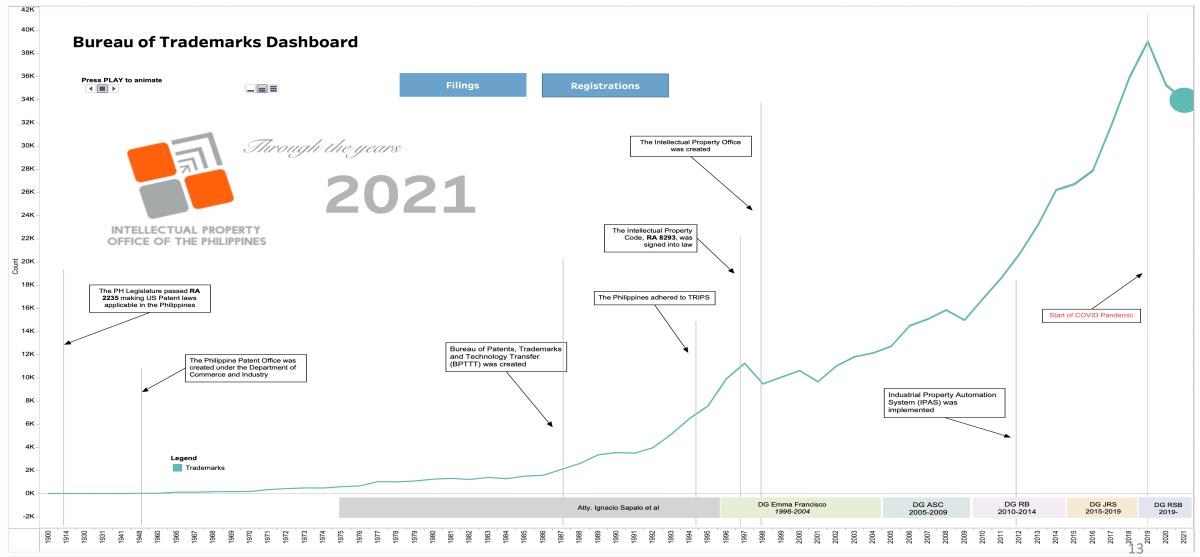




Philippine Patents Over The Years

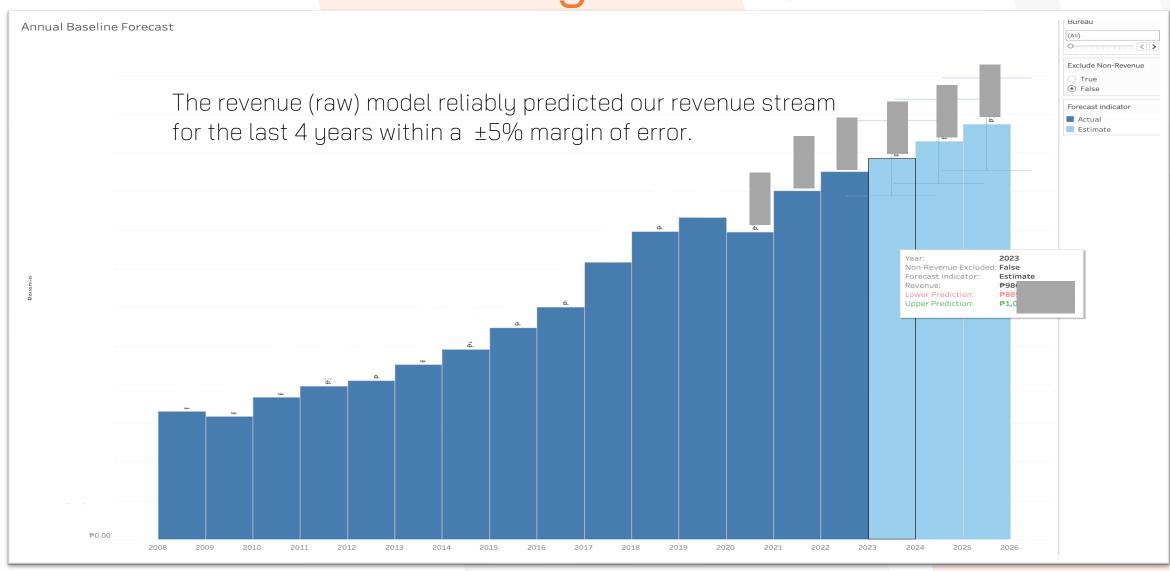


Philippine TM Over The Years



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Revenue Forecasting Model



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Address Remapping CrowdSourging



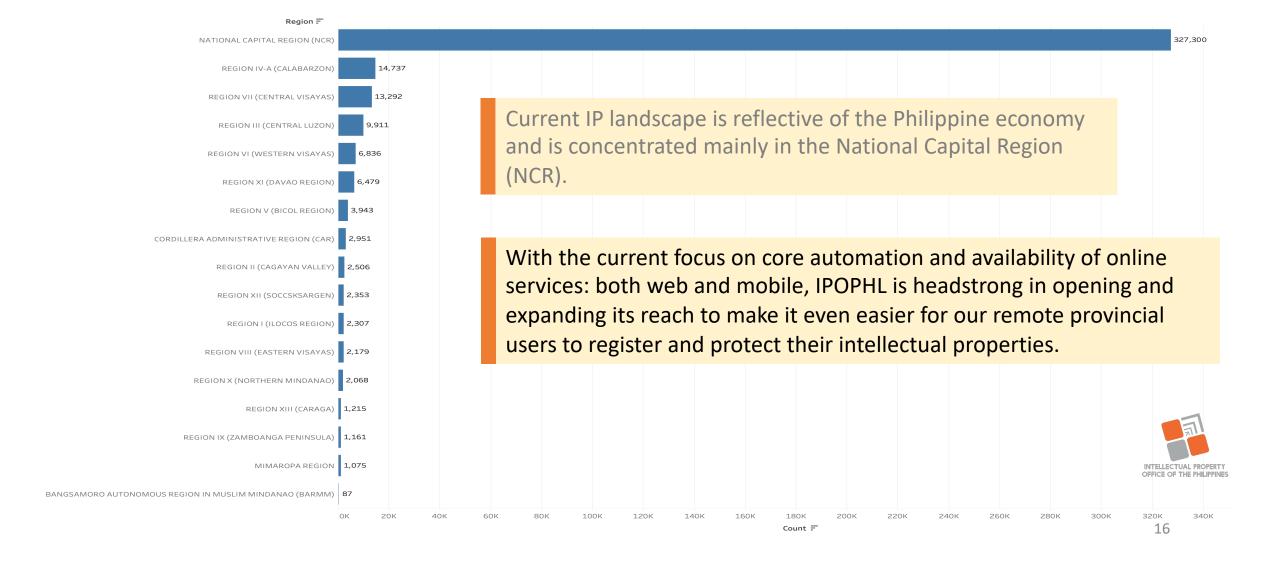
536,125 addresses for Trademarks

602,366 addresses for Patents, I/D and U/M

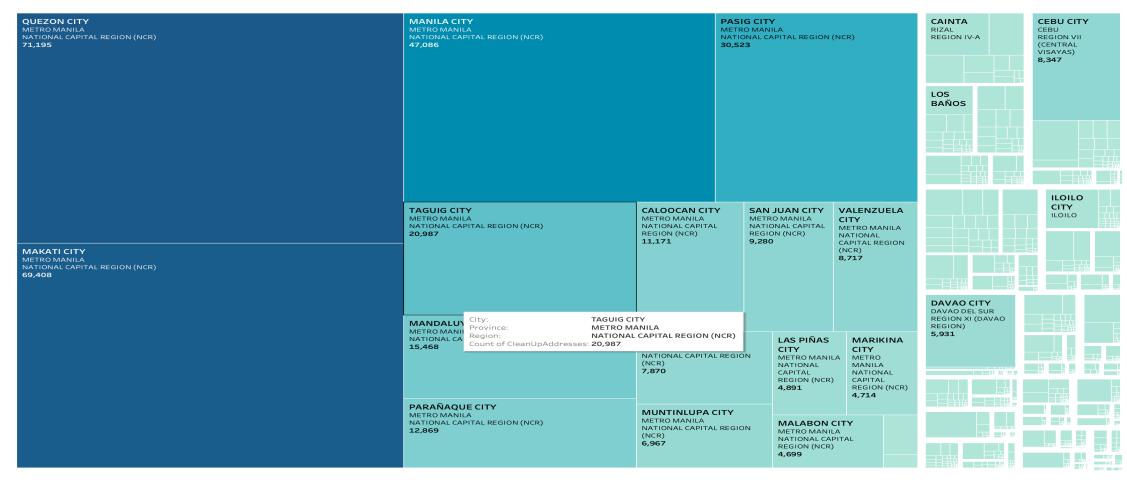
1,138,491 Total addresses

Northern Luzon Southern uzon

Big Data Reveal – By Region



Big Data Reveal - By City

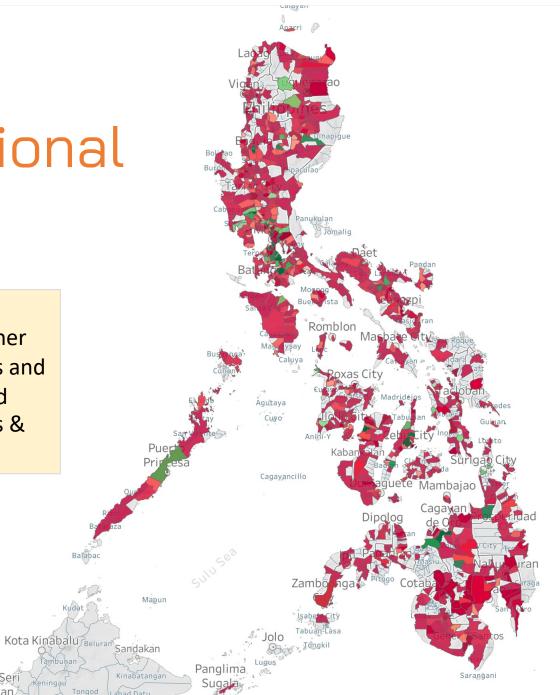


Quezon City, Makati and the City of Manila continue to be the main drivers of IP in the Philippines!



Mapping the National IP Landscape

Our new and demonstrated capability to monitor the IP landscape in a granular manner across time ushers in a new era of initiatives and innovations baselined on Big Data, advanced analytics, and data-driven decision-makings & insights.





Provincial IP Insights

In the province of **BENGUET**, **CORDILLERA ADMINISTRATIVE REGION (CAR)**

Summary:

Total IP In-process: 111
Total IP Released: 485
Total IP Inactive: 835

IP Grand Total: 1,431

Details:

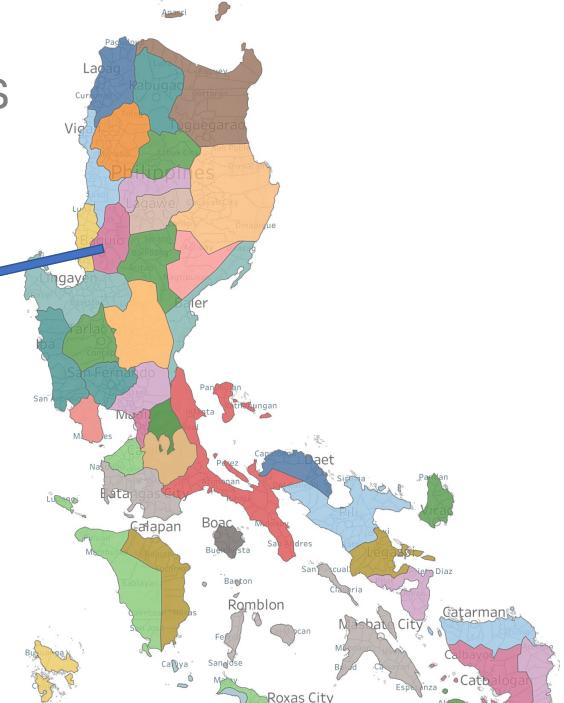
Trademarks, In-process: 30
Trademarks, Released: 392
Trademarks, Inactive: 676
Subtotal: 1,098

Inventions, In-process: 18 Inventions, Released: 1 Inventions, Inactive: 29 Subtotal: 48

Utility Models, In-Process: 57
Utility Models, Released: 78
Utility Models, Inactive: 128
Subtotal: 263

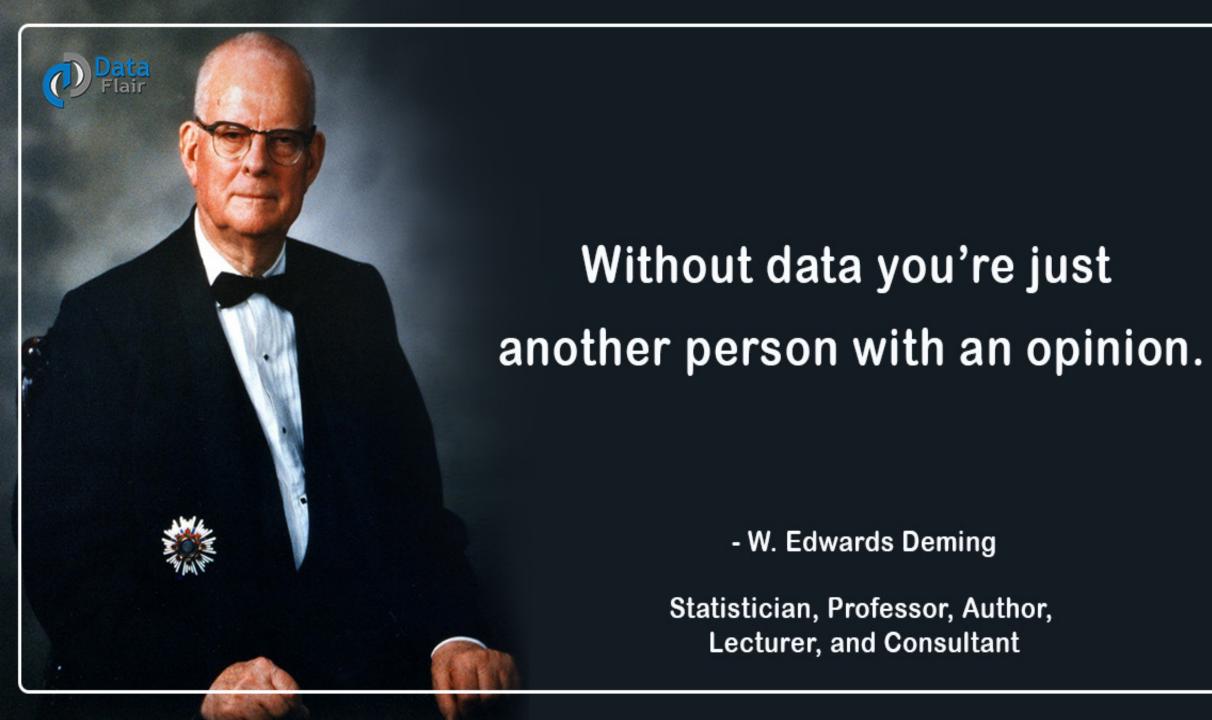
Industrial Designs, In-process: 6
Industrial Designs, Released: 14
Industrial Designs, Inactive: 2
Subtotal: 22

Data updated as of 18/03/2022 6:00:00 PM
Data on Copyright records are currently not included in this release.

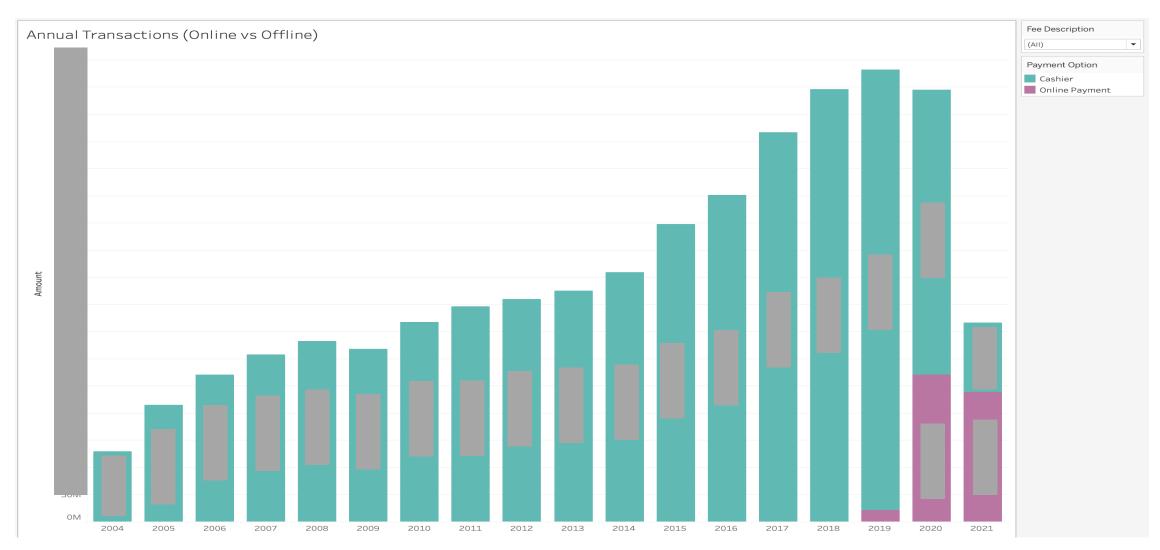


IPOPHL BI Case Study

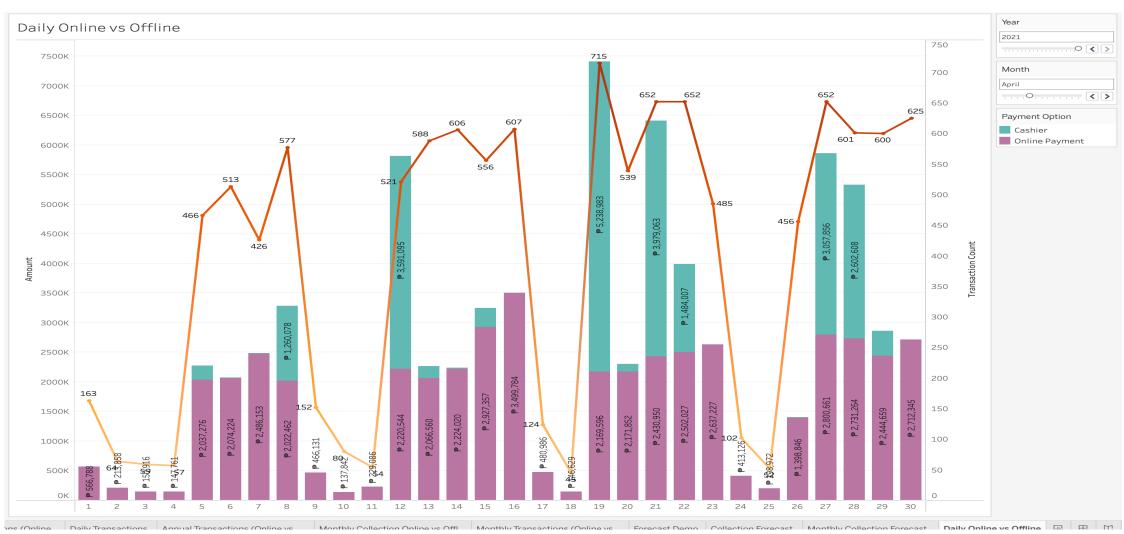
Using BI for Data-Driven IP Strategies (During COVID)



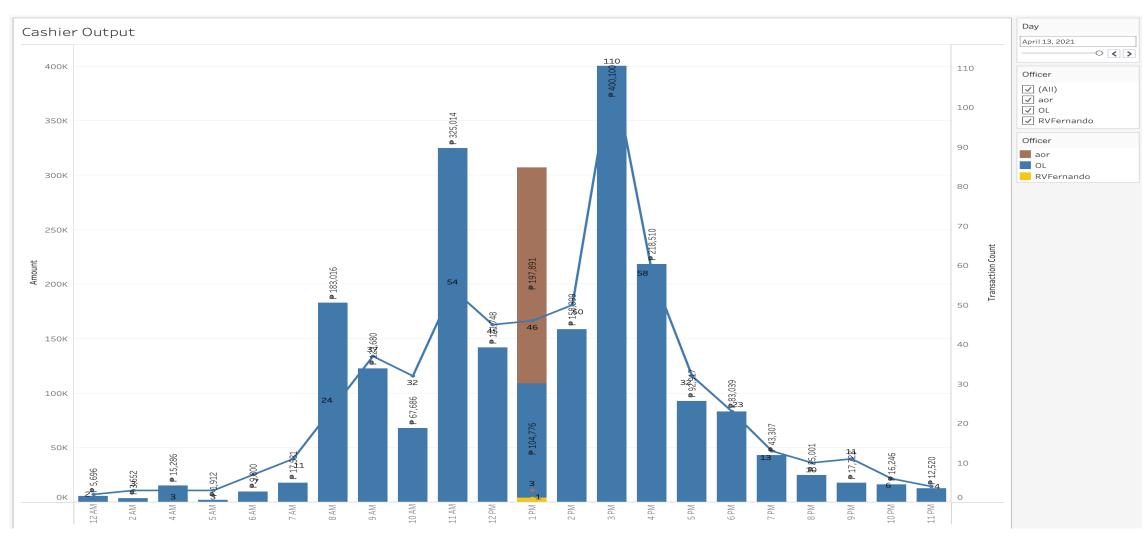
Manual vs Online Transactions Pre-COVID



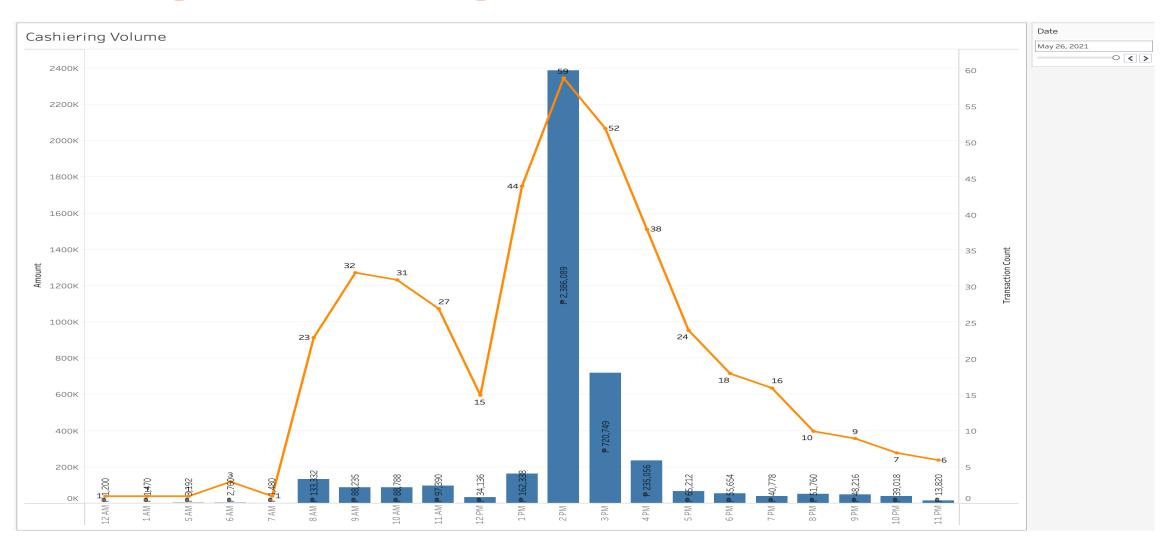
Active Monitoring: Manual vs Online



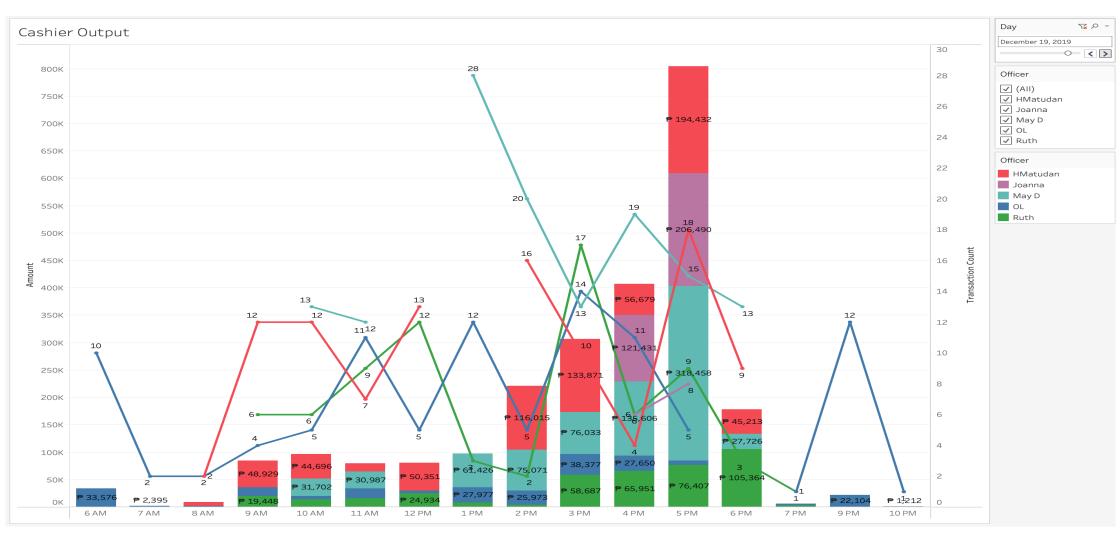
Hourly Cashiering Post Diagnostics



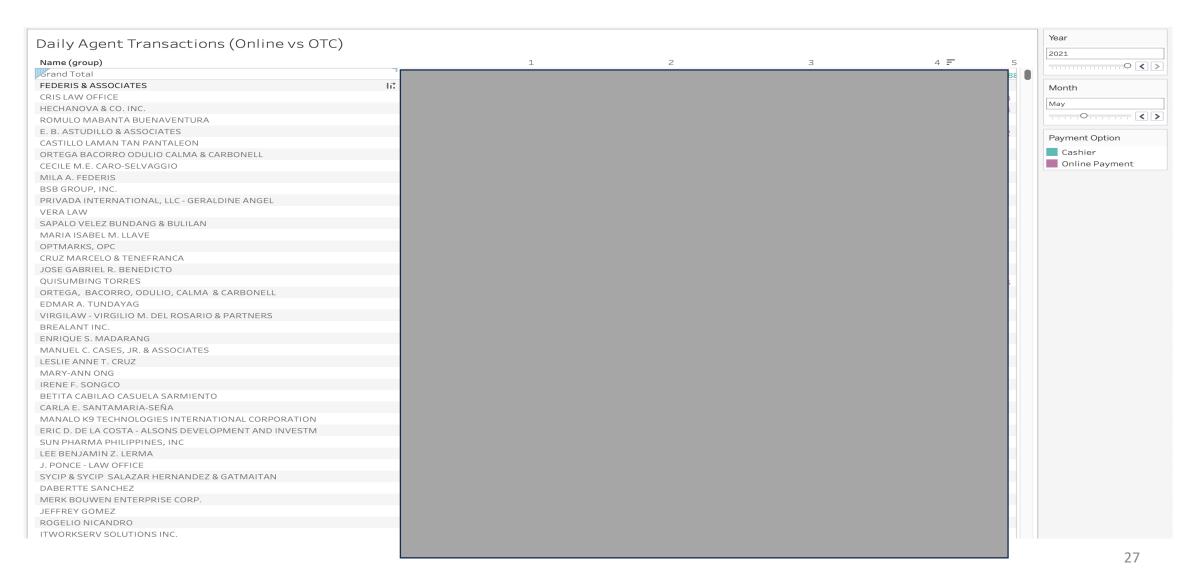
Hourly Cashiering Volume



Hourly Cashiering Productivity Output



Law Firm Transactions: Manual vs Online

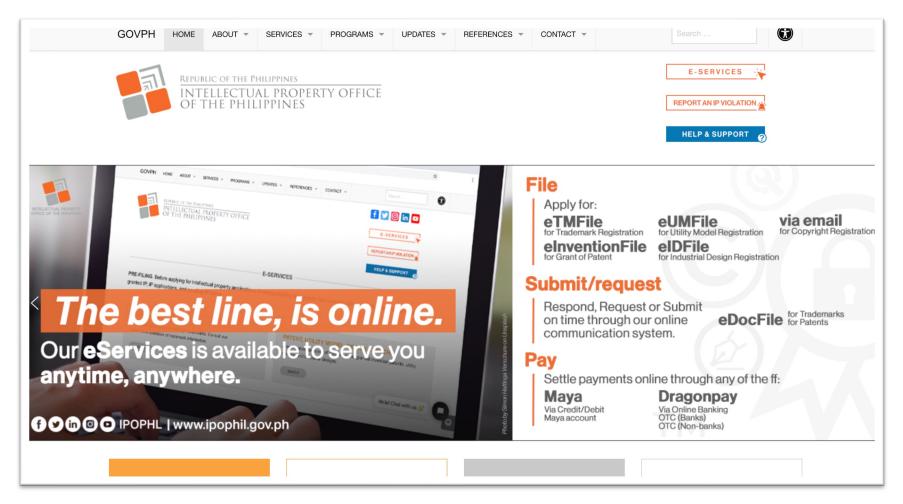


100K Payment Transactions

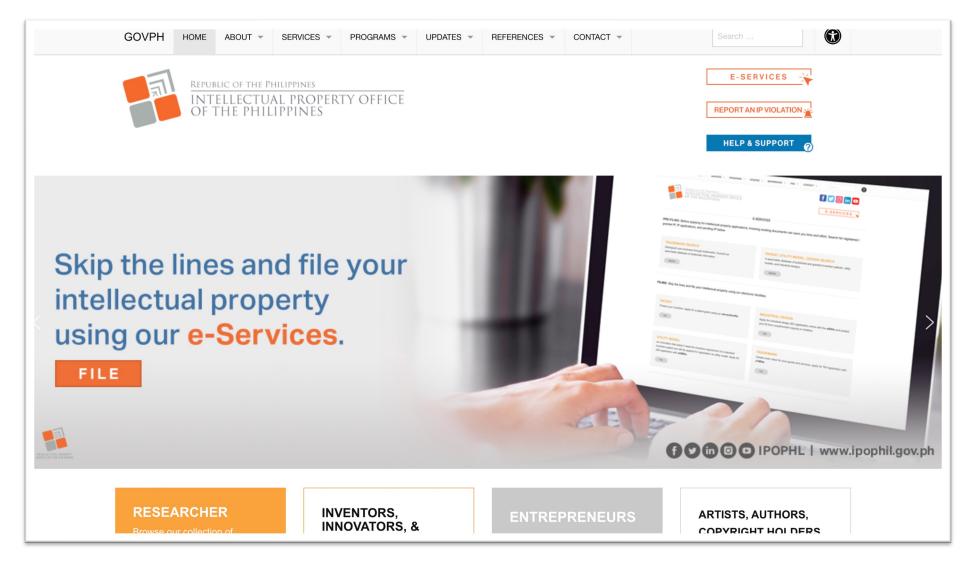
Daily Agent Transactions



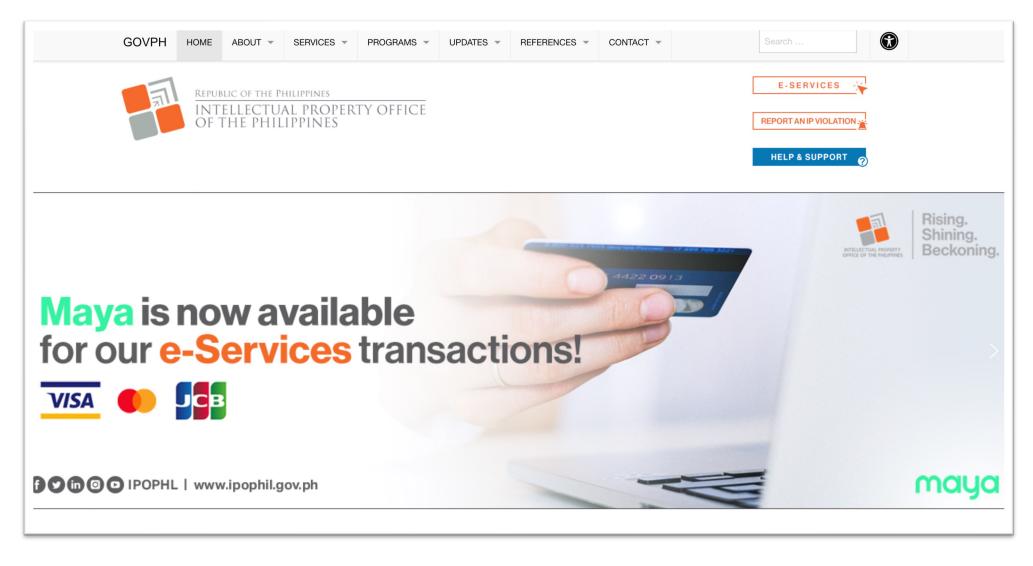
Awareness Campaigns – The Goal



Awareness Campaigns – Clear Actions



Awareness Campaigns — Online Payment



Awareness Campaigns - Advisory





*As of 4:30 PM, 11 May 2021

ADVISORY



On Payments at the IPOPHL Office

All payments from single to multiple transactions with a total of Php.100,000 made by a payor will be accepted at the Cashiering Section of IPOPHL Main Office.

Reminder:

Please secure a statement of account before going to IPOPHL Office for payment. Paying transactions without SOA will not be accepted.



On Filing of Documents at the IPOPHL Main Office

Application for patents, utility models, industrial designs, and trademarks exceeding 250 pages per application may be filed at the IPOPHL Main Office.

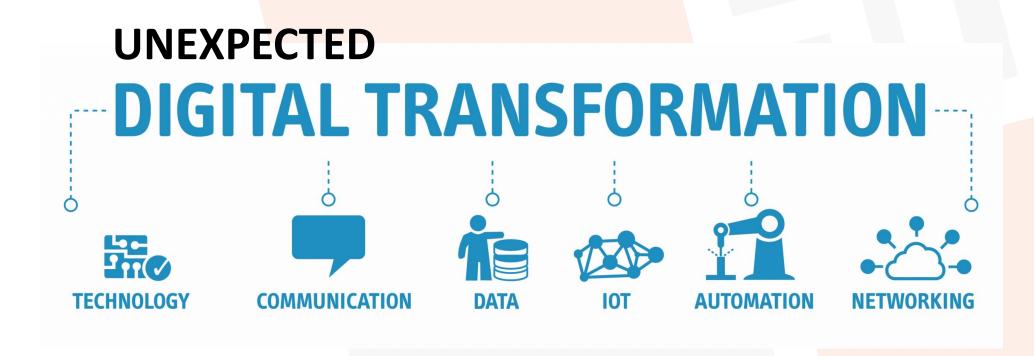
IPOPHL Memo Circular No. 2021-013





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Business Intelligence Discoveries



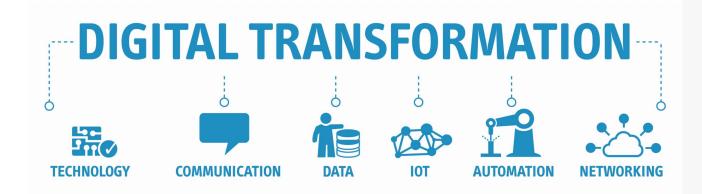
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Digital Transformation Defined

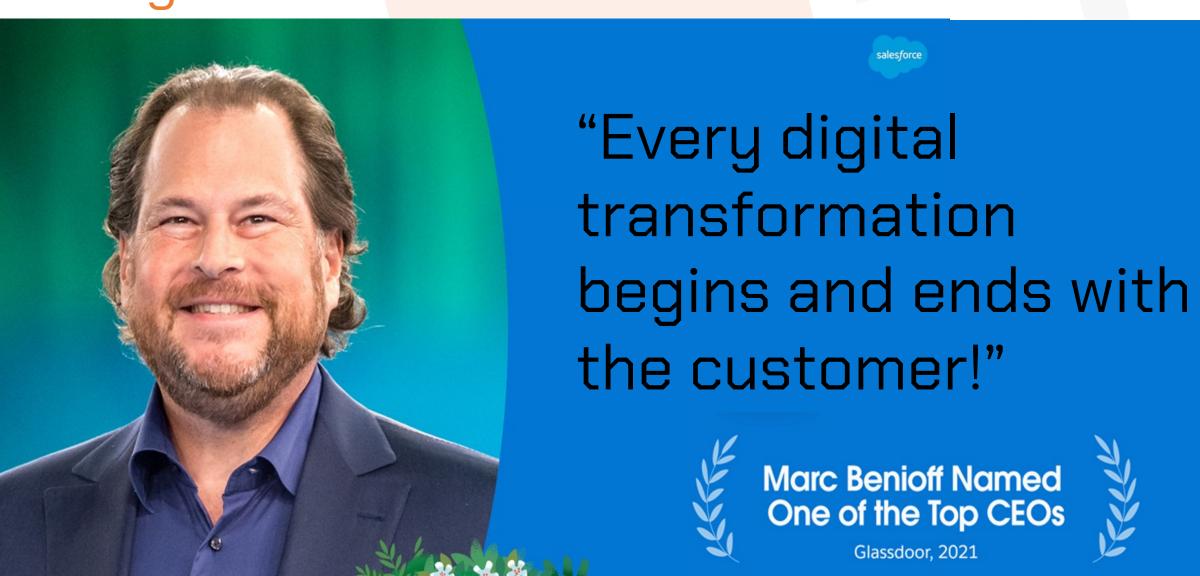
Digital transformation is the process of using digital technologies to create new — or modify existing — business processes, culture, and customer experiences to meet changing business and market requirements.

This reimagining of business in the digital age is digital transformation.

To succeed, organizations must execute it cautiously, gradually, and sustainably.



Digital Transformation Quote



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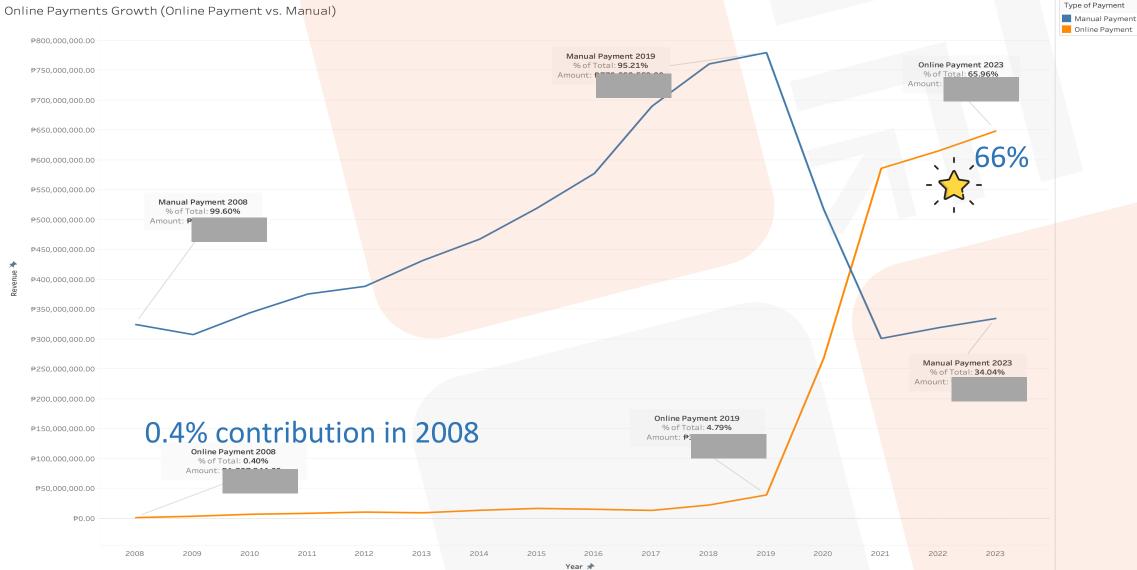
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Digital Transformation In Numbers

e of Payment	Payment Source	2008	2009	2010	2011	2012	2013	2014	2015	2016	2017	2018	2019	2020	2021	2022	2023	Grand
nual Payment	Cashiering - Check	₱281,060,455.50	P 262,823,994.43	P 304,018,416.42	P 326,701,845.84	P 327,196,694.33	P 347,633,424.10	9 370,303,114.89	P 401,898,518.67	P 451,022,031.29	₱500,152,921.75	₱563,983,165.05	P 592,086,335.67	P 352,024,079.62	P 207,527,425.59	₱203,260,67 1 .86	P 197,960,776.14	₱5,689,653,8
	Cashiering - Cash	P 35,834,554.54	9 37,677,320.21	9 41,125,079.13	₱\$1,156,767.45	₱54,179,003.28	₱78,296,035.62	₱84,149,066.23	₱102,758,085.63	₱108,016,561.28	₱147,350,432.56	₱163,522,946.21	P 161,334,816.88	₱144,321,082.34	₱96,405,604.36	₱120,341,497.65	₱126,344,921.94	₱1,552,813,
	Cashiering - Mixed	₱14,416,483.85	₱15,007,642.98	₱16,046,114.07	₱11,377, 5 36.82	₱18,901,364.71	₱18,174,970.94	P 23,685,402.44	\$ 26,985,609.09	\$ 27,146,829.05	₱56,201,843.20	9 47,239,482.63	P 37,194,569.10	P 28,781,153.77	P 2,658,928.08	9 2,233,279.82	₱1,310,678.43	P 347,361
	BDO									₱3,636.00								P
	BPI										\$ 2,424.00							P
	PMO	P 33,064.85	₱2,303.00	₱1,010.00	₱1,409.50	₽551.90	₱4,174.00	₱2,004.50	₱8,093.00	P 11,693.75	₱13,336.80	\$ 70,036.60	₱153,990.62	₱44,843.92	₱5,682.20			₱35
	Others 1	₱98,407.24	₱62,833.06	₱87,802.10	₱71,520.12	₱45,498.34	₱40,571.70	₱59,977.96	₱30,145.94	₱644,533.52	₱82,774.96	₱129,827.42	₱2,923,221.47	₱44,676.40	₱4,856.00	₱10,060.00	₱75,842.92	\$ 4,41
	Others 2					₱1,745.28												1
	Total	₱331,442,965.98	₱315,574,093.68	₱361,278,421.72	₱389,309,079.73	₱400,324,857.84	₱444,149,176.36	P 478,199,566.02	₱531,680,452.33	₱586,845,284.89	₱703,803,733.27	₱774,945,457.91	₱793,692,933.74	₱525,215,836.05	₱306,602,496.23	₱325,845,509.33	₱325,692,219.43	₽7,594,60
Payment	Online - DragonPay		` \	•							₱621,398.00	₱6,412,734.62	₱28,410,412.70	₱245,733,722.40	₱505,500,294.77	₱523,091,586.55	₱485,792,879.42	▶1,795,5
	Online - PayMaya		- 57	-										P 13,291,184.67	₱62,360,447.23	P 68,470,694.74	P 91,137,640.47	₱235,2
	Online - PayMaya GCash		- Erdn	า 0.49	0/ 601	a+rib.	ıtion	in 20	200						₱1,174,563.03			₽1,1
	Online - PayWallet		FION	10.4	% COI	ומוזוו	ation	III Z	JU0					₱2,101,121.40	₱19,532,927.96	₱26,653,647.43	₱32,283,825.22	₽80,5
	Online - DBP-Visa		To 6	6% as	s of t	odav	and	risin	σl				₱377,972.34	₱9,893,195.84				₱10,2
	Online - LBP			0 / 0	0. 0	o di di y)	arra	110111	0'					\$ 248,082.00	₱7,321,813.43	₱7,046,171.21	₱6,665,502.59	P 21,2
	Online - LBP - Linkbiz																₱49,019.50	Р
	Online - USSC															P 417,170.08	₱913,025.70	₽1,3
	Online - OL1	₱1,280,138.64	₱2,720,980.40	₱5,639,496.60	₱6,583,664.80	₱10,481,725.14	₱9,277,791.68	₱13,553,914.52	₱16,659,942.92	P 15,251,43	₱12,798,365.96	₱16,236,171.18	P 10,876,988.96					P 121,3
	Online - OL4	₱40,278.80	P 874,356.19	₱1,361,111.78	₱1,961,140.71	₱177,639.30	₱179,365.90	₱180,951.60	₱182,375.70	₱208,46 00	₱91,497.92							₽5,2
	Online - OL3					₱9,750.00				L								,
	Total	₱1,320,417.44	₱3,595,336.59	₱7,000,608.38	₱8,544,805.51	₱10,669,114.44	₱9,457,157.58	₱13,734,866.12	₱16,842,318.62	₱15,459,901.68	₱13,511,261.88	₱22,648,905.80	₱39,665,374.00	₱271,267,306.31	₱595,890,046.42	₱625,679,270.01	₱616,841,892.90	₱2,272,1
Total		₱332.763.383.42		P368.279.030.10	P397.853.885.24	₱410,993,972.28	P453.606.333.94	P491 934 432 14	9 548.522.770.95	P602 305 186 57		₱797.594.363.71			₱902,492,542.65	P 951,524,779.34	₱942,534,112.33	

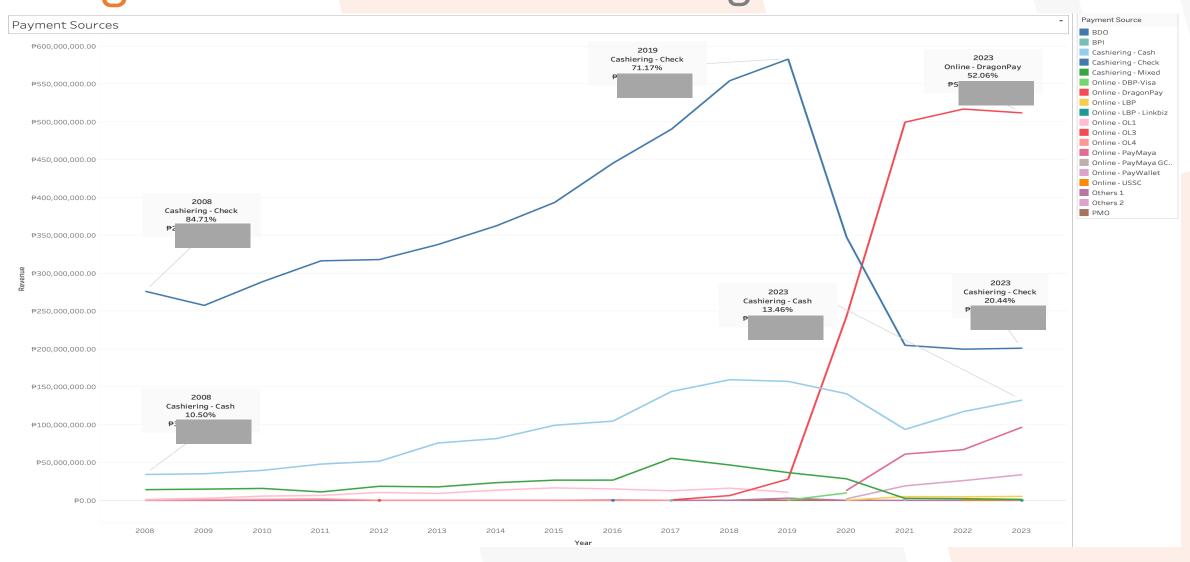
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Digital Transformation Visualized



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Digital Transformation Payment Distribution



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BI+DA Related IP Strategies

Actionable Insights





Welcome Message

Vision/Mission

Mandate

Historical Highlights

2002 Annual Report

Organizational Chart

Directory

About Us

ervices News & Eve ICICIAX INO. (UJZ) UJI

> This Web site cal IPO Web site d



2010

Patent

Utility Model

Design

Trademark Copyright

Mhats New

NOTICE OF TRANSFER

Office Order No. 53 Re: Accommodations for Patent and Trademark Applic... 03/31/2011

Cory's paintings to be granted copyright by IPOPHL

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BLA Hearing Schedule

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* e-Gazette Trademarks

IP Case Library

Patent Search

Trademark Search





Intellectual Property Office of the Philippines

IP Resources

IP Enforcement IP Cases

KOREA COPYRIGHT

COMMISSION

"RESPECT COPYRIGHT"

WHEN : Deadline for submission of Entries is on April 17, 2013

"Copyright Night" to be held on April 26, 2013

from 4:00-7:00pm at the G/F Intellectual Property

Center Bldg., Upper McKinley Road, McKinley Hill

* Audiovisual Presentation

First: 20,000.00

WHAT : Essay Writing & Audiovisual Presentation Contest

Town Center, Fort Bonifacio, Taguig City

: Audiovisual Presentation should be for 3 to 5 minutes

WHERE: Winning entries will be featured during the

: Students, aged 15 years and above

: Essay chould not be more than 1,500 words

CRITERIA

PRIZES

Essay Writing

First: 15,000.00

IP Business

IP Knowledge

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April 25-28, 2013 10am-8pm Hall 2 Megatrade Hall 5th Level, Building B, SM Megamali



FEEDBACK LINKS

Search



Find

e-Services

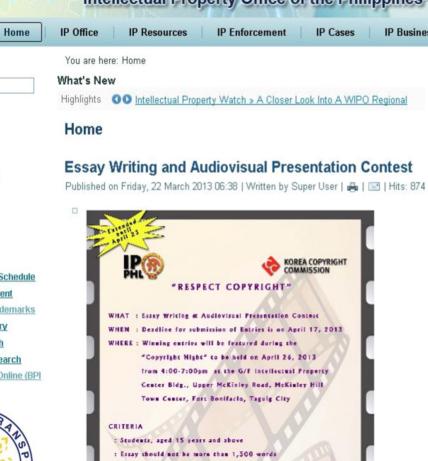
line Filing ette Trademarks e Search

re Info/Services..

of the Former Director al (1998-2004) Related Activities Opportunities rement

to read...

ULES & DISCLAIMER POPHIL Philippines



Trademarks Online (BPI

To This!



2019

Main Point of Entry To IPOPHL Services

Revamped Roles

Main site: CMO

Services sites: MIS

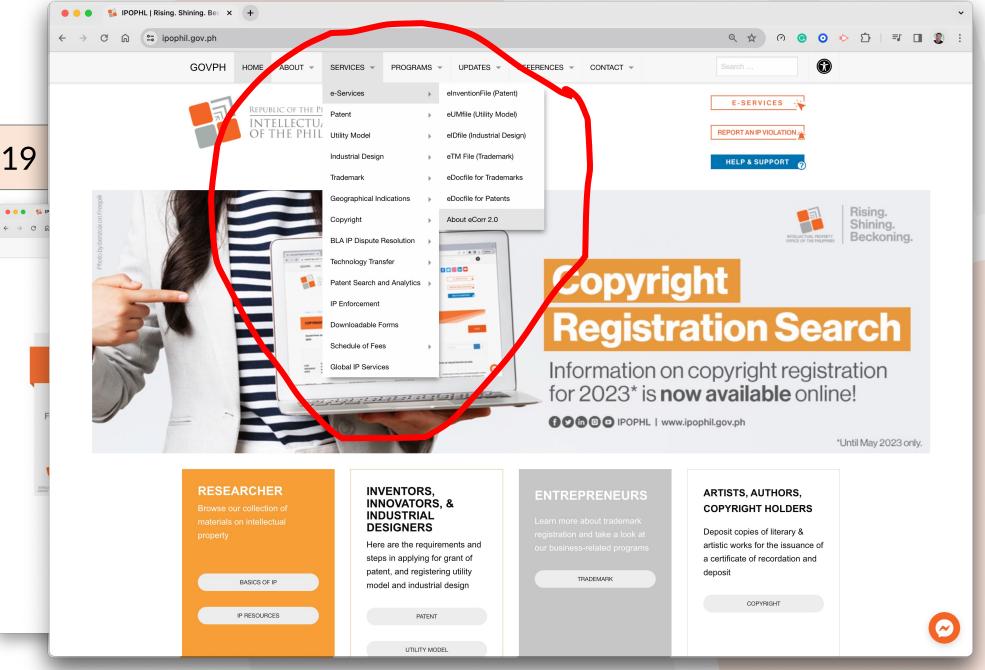
Analytics: MIS

Hosting

DICT => IPOPHL
Junked DICT SSL

Noted by:

- CESB
- Supreme Court



Forms Digitalization

REQUEST FOR GRANT OF A PHILIPPINE PATENT

THE UNDERSIGNED HEREBY REQUEST GRANT OF A PHILLIPINE PATENT FOR THE SUBJECT APPLICATION. Box No. 1 TITLE OF THE INVENTION Box No. 1 TITLE OF THE INVENTION Box No. 11 APPLICANT (WHETHER OR NOT ALSO INVENTOR). Use this box for indicating the applicant or, if there are several applicants, one of them. If more than one person (include, where applicable, a legal entity) is involved, continue in supplemental box. The person in this box is (check one only): applicant and inventor applicant only Name and address: Telephone number: Fax Number: E-mail address: (including area code) Country of Nationality: Country of residence: Box No. III INVENTOR/S. A separate sub-box has to be filled in respect of each person. If the following two sub-boxes are insufficient, continue in the "Supplemental Box" (giving therein for each additional person the same indications as those requested in the following two sub-boxes) or by using a "continuation sheet." The person in this box/button is (check one only): applicant and inventor inventor only Name and address: If the person identified in this sub-box is applicant (or applicant and inventor), indicate also: Country of residence: The person in this sub-box is (check one only): applicant and inventor inventor only inven		(The following is to be filled in by the intellectual Property Office) APPLICATION No.:
Box No. I TITLE OF THE INVENTION Box No. II APPLICANT (WHETHER OR NOT ALSO INVENTOR). Use this box for indicating the applicant or, if there are several applicants, one of them. If more than one person (include, where applicable, a legal entity) is involved, continue in supplemental box. The person in this box is (check one only): applicant and inventor applicant only Name and address: Telephone number: Fax Number: E-mail address: (including area code) Country of Nationality: Country of residence: Box No. III INVENTOR/S. A separate sub-box has to be filled in respect of each person. If the following two sub-boxes are insufficient, continue in the "Supplemental Box". (giving therein for each additional person the same indications as those requested in the following two sub-boxes) or by using a "continuation sheet." The person in this box/button is (check one only): applicant and inventor inventor only Name and address: If the person identified in this sub-box is applicant (or applicant and inventor), indicate also: Country of nationality: Country of residence:	THE UNDERSIGNED HEREBY REQUEST GRANT OF A PHILLIPINE PATENT FOR THE SUBJECT APPLICATION.	FILING DATE:
Box No. II APPLICANT (WHETHER OR NOT ALSO INVENTOR). Use this box for indicating the applicant or, if there are several applicants, one of them. If more than one person (include, where applicable, a legal entity) is involved, continue in supplemental box. The person in this box is (check one only): applicant and inventor applicant only Name and address: Telephone number: Fax Number: E-mail address: (including area code) Country of Nationality: Country of residence: Box No. III INVENTOR/S. A separate sub-box has to be filled in respect of each person. If the following two sub-boxes are insufficient, continue in the "Supplemental Box". (giving therein for each additional person the same indications as those requested in the following two sub-boxes) or by using a "continuation sheet." The person in this box/button is (check one only): applicant and inventor inventor only Name and address: If the person identified in this sub-box is applicant (or applicant and inventor), indicate also: Country of nationality: Country of residence:		Date of Receipt:
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Republic of the Philippines Intellectual Property Office of the Philippines 28 Upper McKinley Rd, Fort Bonifacio, Taguig City 1634 PH

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Application Number Received by/Date Date Mailed IPSO/ITSO:

REQUEST FOR A GRANT OF PATENT

TITLE OF INVENTION			
DIVISIONAL INFORMATI	ON (For Divisional Applications, i	f applicable)	
Parent Application Numb	per	Parent Application	on Filina Date
PCT INFORMATION (For)	National Phase Entry Applications,		
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International Publication		Il Filing Date (mm/dd/yyyy)	Application Language
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^{*}For further opportunity exploitation

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Key BI+ Takeaway

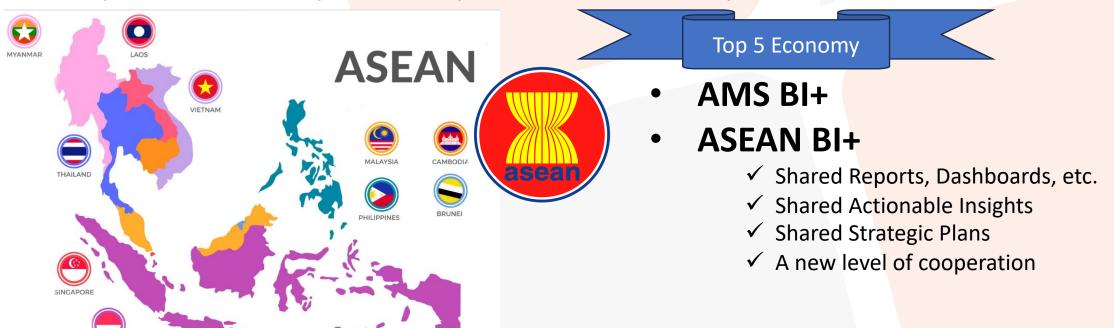
Business Intelligence tools + Data Analytics and systems play a critical role in strategic planning and are commonly used to gain insights into customer behavior, improve visibility into operations, forecast revenue stream, manage risk, and enhance business efficiency.



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ASEAN BI+ Reimagined

ASEAN, an international organization established by the governments of Indonesia, Malaysia, the Philippines, Singapore, and Thailand in 1967 to accelerate economic growth, social progress, and cultural development and to promote peace and security in Southeast Asia.



Risk Matrix of BI Solutions

						- Impact -		
YU BYYNNY	1/3	4		Negligible	Minor	Moderate	Significant	Severe
	V		Very Likely	Low Med	Medium	Med Hi	High	High
			Likely		Low Med	Medium	Med Hi	High
Colutions		kelihoo	Possible		Low Med	Medium	Med Hi	Med Hi
Solutions		5	Unlikely		Low Med	Low Med	Medium	Med Hi
30(4(10110			Very Unlikely	Low	Low	Low Med	Medium	Medium

	Risks	Potential Mitigations
Cost	Implementing a BI solution can be expensive. The cost includes not just the software, but also hardware, implementation services, training, and ongoing maintenance. For small to medium-sized AMS, this can be a significant investment.	IPOPHL already has a BI solution and is willing to share it with ASEAN AMS partners. All that is needed is a Cloud user subscription to Tableau Online at \$15/per/user/month.
Complexity and Technical Challenges	Setting up a BI system can be complex. It requires proper integration with existing systems, and sometimes the data sources are not easily compatible with the BI tools. Additionally, maintaining data quality and ensuring the system's scalability can be challenging.	If you are using IPAS, it's plug-and- play. You can be up and running with BI within a few days.
Data Quality and Management	The effectiveness of a BI system is largely dependent on the quality of the data it uses. Poor data quality (like inaccurate, incomplete, or outdated data) can lead to misleading insights and poor decision-making. Managing large volumes of data and ensuring its consistency and accuracy can be a daunting task.	The IPOPHL BI solutions is 100% IPAS database compatible. WIPO Publish can alleviate data management concerns.

Risk Matrix of BI Solutions

							- Impact -		
	1314	1/3	ب		Negligible	Minor	Moderate	Significant	Severe
		V		Very Likely	Low Med	Medium	Med Hi	High	High
				Likely		Low Med	Medium	Med Hi	High
			kelihoo	Possible		Low Med	Medium	Med Hi	Med Hi
Solutions]	Unlikely		Low Med	Low Med	Medium	Med Hi
				Very Unlikely			Low Med	Medium	Medium

	Risks	Potential Mitigations
Resistance to Adoption	Change can often be met with resistance. Employees may be reluctant to adopt new tools and processes, especially if they don't see immediate value or find the system difficult to use. This can limit the effectiveness of the BI solution for an AMS.	IPOPHL can share its Best Practices and experiences.
Time-Consuming Implementation	The process of implementing a BI solution can be time-consuming. It involves not just the technical deployment but also setting up processes, training users, and fine-tuning the system to meet specific business needs.	If you are using IPAS, it's plug-and- play. You can be up and running with BI within a few days.
Requires Continuous Management and Updating	A BI system is not a set-it-and-forget-it solution. It requires continuous management, updates, and fine-tuning to ensure it remains effective and relevant to the changing AMS needs.	An ASEAN IP Register TWG can help.





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