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Patenting New Technology Sample Proposal

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Klara Dracar
VP Legal Affairs
A-Z Analytics Inc.
4934 NE 40th
Seattle, WA 98056

Ms. Dracar,

The Biohazard Team in the A-Z Analytics Inc. Research and Development Department would like to propose that our company patent a new technology that we have developed to deploy our existing Biohazard 411 ID Device. We want to see this vital intellectual property protected for the exclusive benefit of A-Z Analytics Inc.

We have developed an innovative system that turns our existing Biohazard 411 ID Device into a 'bullet,' which allows it to be propelled from several firearms with a sticky cushioned coating that will adhere to many surfaces. This offers security officers or first responders the ability to stand at a safe distance from the suspect material to be analyzed.

The Biohazard Team has included the relevant information along with this letter. Please contact us for the details you will require to apply for a patent.

Sincerely,

Devon Legrand
Biohazard Team Leader
A-Z Analytics Inc.
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www.AZAnalytics.com



PROPOSAL

Patenting the Biohazard 411 ID Device

Prepared for: Klara Dracar
VP Legal Affairs

Prepared by: Devon Legrand
Biohazard Team Leader



OPPORTUNITIES

We feel that A-Z Analytics Inc. has a number of opportunities to benefit from the proposed patent(s) of the Biohazard ID Bullet.

▶ **Opportunity #1**

Using the Biohazard ID Bullet technology, we are likely to sell more of our existing Biohazard 411 ID analyzer devices, because everyone can recognize the benefit of being able to stand at a safe distance and ‘fire’ the device into a cargo container or at a suspicious object.

We know that our competition has been working hard to come up with an analytical device similar to the Biohazard 411 ID device. By patenting our new ‘bullet’ delivery system, we will maintain our competitive advantage longer.

▶ **Opportunity #2**

We believe that our new adhesive bullet technology might be used to deliver other devices.

For example, it’s possible that we could apply this delivery technology to listening or motion-sensor devices, including our own Listen-N bugging device. We believe that police and other security professionals could be quite excited at the possibility of firing a listening device through an open window to monitor activity that’s out of sight. This might also have an application in cases of building collapse in earthquakes, to fire various monitoring devices into the rubble to find survivors.





COMPOSITION

Our Biohazard ID Bullet, which we affectionately refer to as the BIB, is composed of the following three items:

- ▶ **Bullet Foam Coat** – When fired from the pistol, heat causes the foam coat to become sticky, so that it not only cushions the impact of the Biohazard ID device but also causes it to adhere to many surfaces. This is a modification of our foam coat design #3, brought about by a chemical spray over the exterior of the foam. This chemical modification and use as a sticky bullet coating should be patented.
- ▶ **Biohazard 411 ID Device** – Our tiny permeable plastic cylinder, packed with sensors and computer chips, is already patented and will soon be in use within Homeland Security, Port Authority, and Fire Department organizations.
- ▶ **Propellant Pellet** – We have created a variety of propellant ‘pellets’ (short cylinders) that can be attached with adhesive to the back of the Biohazard ID Device to propel the ‘bullet’ over a range of distances. As far as we know, these are completely new devices designed to be used in standard firearms, and should be patented as such.

From within the foam coat, the Biohazard 411 ID Device samples air within five feet of the device, testing for common hazardous substances, and transmits an analysis to our handheld tablet PC device, behaving just as it does in its current application.

What is new and should be patented is the complete ‘bullet,’ which allows the user to stand at a safe distance and fire the analyzer device into a cargo container or to land near a suspicious object.



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