

## Versata vs. SAP: \$138.6 Million Jury Verdict



**Lance Jones**  
SVP & General Counsel  
Versata Software Inc.

*“For Versata’s most important case in twenty years, we explored a dramatically different approach – letting our counsel focus on what they do best, and having iRunway lead the technology research. Our approach paid off with a wildly successful outcome.”*

In 2009, Versata Software took on its biggest competitor in the enterprise resource planning space, with a patent infringement lawsuit against SAP.

Recognizing the complexity of the litigation – a terabyte of data, over 250 invalidity contentions, 10 million lines of code and an adversary with the deepest litigation team in the industry – Versata dramatically altered its approach: hire the best lawyers, but relieve them of the deep technology research and allow them to focus on what they do best.

### Deeper Insight

Adopting an innovative approach of ‘unbundling’ the litigation, Versata engaged iRunway to handle all of the technical research:

- Analysis of over 5 million lines of source code, to identify the three lines which established infringement
- Reverse engineering of the product development lifecycle over a 15-year period, to pinpoint every instance of infringement
- Analysis of over 250 prior arts cited by SAP to deliver 154 response reports, disproving SAP’s invalidity contentions

### Better Outcome

The jury found that SAP infringed two of Versata’s patents, awarding a \$138.6 million verdict to Versata – the 4th highest patent jury verdict in the US in 2009.

Better still, Versata was able to drive the case to this successful outcome for less than a third of what they would have historically spent on such a case, laying the groundwork for a new, more effective, and more efficient approach to protecting IP and ensuring better litigation outcomes.