



Volans-i is creating the drone infrastructure to reinvent the supply chain and fly anything anywhere

Challenge:

Volans-i needed an IP partner with the DNA of a startup: get their patent applications filed quickly and cost-effectively.

Outcome:

Cognition IP delivered on expedited patent drafting and filing for Volans-i, positively impacting the company's fundraising and recruiting efforts. Cognition IP's long-term IP strategy services helped guide Volans-i's R&D efforts for the future.

Introduction

Flying high: the Volans-i spirit

Volans-i builds and develops high-tech drones for fast, autonomous aerial delivery. The company's Unmanned Aerial Vehicles (UAVs) can carry a heavy payload while flying long distances, thus enabling a new kind of on-demand delivery service for critical components or parts. Explains Co-Founder and Chief of Staff, Wesley Zheng, of his fellow co-founder, *"The Idea came from Hannan's experience at Tesla where he saw a lot of need for on-demand, quick delivery for critical parts. He saw the business opportunity because the downtime costs for those facilities is huge. And we felt that a new, innovative platform could really change the industry and bring a lot of cost-savings."*

Wesley Guangyuan Zheng obtained his Ph.D. in Chemical Engineering from Stanford University before accepting a position as a Senior Engineer at Lucid Motors. Wesley and his fellow Co-Founder, Hannan Pavizian, met while both working in the automotive industry in Silicon Valley and used their combined experience to found Volans-i in 2015.

In the past four years, the company has grown from 2 to 60+ employees. The company's main office is located in Concord, California, where engineering and production takes place. Volans-i also has a flight operations facility in Scottsdale, Arizona, with plans to service projects and customers in the oil & gas, construction, mining, medical and defense industries worldwide. The company is moving at an astonishingly fast speed compared to many other aerospace companies. Wesley credits the magic to the company's ethos. *"Our spirit is what makes us very unique. Every member of our team is very passionate about the projects we are working on. We are trying to disrupt an industry that has traditionally been very slow, expensive, and difficult to work on. We are a team that is very, very talented and passionate about the technology and the platform. We'd be doing this over the weekend even if it weren't our job."* And it's that spirit that has set the collective vision for the company: fly anything anywhere.

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Dr. Wesley Guangyuan Zheng
- Co-Founder and Chief of Staff,
Volans-i

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In order to safeguard the company’s vision, Volans-i’s founders recognized early-on that protecting their intellectual property would be paramount to their success. They also quickly realized that legal costs accumulate rapidly. Says Wesley, *“Getting lawyers is quite expensive. In the beginning, we spent a lot of money on other law firms for IP services.”* Frustrated, the company sought a better solution: *“We wanted a firm that shared our startup values and would just get things done.”*

Getting things done: the Cognition IP way

Volans-i turned to Cognition IP, a tech-enabled law firm, to explore IP services. Beyond Cognition IP’s embodiment of core startup values, such as a commitment to technology, modernization of services, unparalleled speed and price predictability, Volans-i’s founders were impressed with the experience of the legal team. These positive impressions were carried through consultation to partnership. Wesley describes the company’s first engagement: *“We started with our first patent, and the turnaround time was very quick. Cognition IP was very upfront about what we can claim and what we cannot claim in our patents. I liked the efficiency and turnaround time.”*

Following their first patent filing with the company, Volans-i engaged Cognition IP to draft and file nine additional patent applications. At Volans-i’s request, Cognition IP also conducted a patent landscape search on the field in order to research the best opportunities to obtain new IP. Cognition IP developed an approach to IP for Volans-i that is rooted in best practices to 1) safeguard the company’s inventions, and 2) protect the company’s turf. *“There are a lot of people moving into this industry rapidly so competition is pretty fierce.”*

Cognition IP partners with Volans-i to develop a long-term IP strategy

Recently, Cognition IP sat down with the Volans-i team to direct the company’s IP strategy for the future. With Cognition IP’s help, Volans-i has been able to hone in on several specific areas for patent portfolio development. Wesley explains, *“We want to make sure that we are looking at the right area to focus our resources on. There has been a lot of feedback from the Cognition IP team to help us understand more about how to strategize on the R&D side.”* With a clear strategy in place, Volans-i has focused its efforts on untapped areas ripe for innovation, while also marrying the company’s unique capabilities with customer demand.