It was a good result for our client by any measure: victories on all 26 patent infringement claims and injunctions against each disputed medical device. And the speed of this success—achieved just 13 months after the defendant’s response was first received—reduced the legal costs and jump-started post-verdict sales for our client, Pressure Products, Inc.

Pressure Products, founded by two cardiologists, markets medical devices based on a proprietary technology that makes arterial access during cardiovascular procedures safer for patients. The technology uses a hemostatic valve to prevent bleeding and reduce the possibility of an air embolism. But a much larger competitor, Quan Emerteq Corp., was diluting our client’s market position, selling an infringing product.

Our lawyers used an aggressive litigation strategy from the start, rigorously pushing the case to trial. The contrast thereafter in the courtroom was dramatic: Pillsbury kept its team lean and focused—two attorneys steeped in the case from start to finish. The defendant had 12 lawyers in court, with a different lawyer assigned to each witness.

In the end, Pillsbury’s thorough command of the details and succinct arguments impressed the jury. In less than three hours, the jury delivered a verdict finding infringement on each claim, laying the foundation for the court’s injunction and damages award for Pressure Products. Pillsbury scored a further victory by convincing the judge to issue an injunction also preventing the infringing company from selling knockoff devices.