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IN THE UNITED STATES PATENT AND TRADEMARK OFFICE
BEFORE THE TRADEMARK TRIAL AND APPEAL BOARD

Proceeding	92057344
Party	Plaintiff Cloudpath Networks, Inc.
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CLOUDPATH NETWORKS

VS.

RACEMI

Deposition

KEVIN KOSTER

01/22/2015

Agren Blando Court Reporting & Video, Inc.

216 16th Street, Suite 600

Denver Colorado, 80202

303-296-0017

THE UNITED STATES PATENT AND TRADEMARK OFFICE BEFORE
THE TRADEMARK TRIAL AND APPEAL BOARD

Cancellation No. 92057344

DEPOSITION OF KEVIN KOSTER

January 22, 2015

Cloudpath Network, Inc.,

Petitioner,

vs.

Racemi, Inc.,

Registrant.

APPEARANCES:

NEUGEBOREN O'DOWD, P.C.

By Craig Neugeboren, Esq.

Vanessa Otero, Esq.

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Boulder, CO 80302

Appearing on behalf of Petitioner

ALSTON & BIRD, LLP

By Larry C. Jones, Esq.

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Appearing on behalf of Registrant

1 Pursuant to Notice and the Colorado
2 Rules of Civil Procedure, the deposition of
3 KEVIN KOSTER, called by Petitioner, was taken on
4 Thursday, January 22, 2015, commencing at
5 8:59 a.m., at Cloudpath Networks, Inc., 1120 W.
6 122nd Avenue, Suite 302, Westminster, CO 80234,
7 before Lisa A. Dague, Certified Professional
8 Reporter and Notary Public within and for the
9 State of Colorado.

10
11 I N D E X

12 DEPOSITION OF KEVIN KOSTER,

13 EXAMINATION BY:	PAGE
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P R O C E E D I N G S

KEVIN KOSTER,

being first duly sworn in the above cause, was
examined and testified as follows:

EXAMINATION

BY MR. NEUGEBOREN:

Q Good morning, Mr. Koster. Thanks for
being here today. Just a couple of preliminary
matters with our routine today. We have Lisa
here as our court reporter. She is going to be
taking down every word you say and I say and what
Mr. Jones says, so it's just important to speak
clearly and slowly.

MR. NEUGEBOREN: Lisa, please feel
free to chime in if you need him to slow down.
I'll look for any signs of stress from your eyes
and try do the same.

Q (BY MR. NEUGEBOREN) But I might ask
you to repeat things or spell certain words, and
Lisa might do the same, so just as a heads-up
there.

A very basic procedure here. I'm
going to ask you some questions and I just need
you to answer to the best of your ability and
truthfully and accurately. Any questions before

1 we get started?

2 A No.

3 Q Okay. Mr. Jones may at certain times
4 raise objections to the questions I have. I may
5 rephrase a question in response to that objection
6 or I may just ask you to continue to answer the
7 question.

8 When I'm done with my examination of
9 you, Mr. Jones will have an opportunity to also
10 ask you some questions about your testimony
11 today. So don't get alarmed if he speaks up and
12 jumps up and down. I don't think that's going to
13 be the case from our southern gentleman here, but
14 he will occasionally interject some comments.

15 So, with that, I thought it would be
16 just nice to start with some of your background.
17 If you could just talk about your education and
18 your work history and just basically what brought
19 you up to your current position at Cloudpath
20 Networks.

21 A Educationwise, I graduated from the
22 University of Nebraska, Lincoln; management
23 information systems, which is a combination of
24 business and computer science; graduated with a
25 4.0.

1 And after college, I had done computer
2 work since high school here and there and stuff.
3 My first professional job, if you will, was J.D.
4 Edwards, which is an ERP software company, big
5 mainframe systems that companies use to control
6 every aspect of their operations.

7 After that, I went to a company called
8 eDeploy that at the time was what they called an
9 application service provider -- ASP -- market;
10 what's morphed into cloud computing today. And
11 there we were doing automated deployments for
12 large IT infrastructure. So, for example, if
13 there was a new Home Depot store, all of the IT
14 equipment would go to a staging facility. Our
15 software would handle the project management and
16 the coordination to sort of bring together all of
17 those configs, blow them on the devices so they
18 can be shipped out to the store.

19 After that, I got into network
20 security with a company called Roving Planet. I
21 was one of the original engineers and architects
22 of what would be considered today a network
23 access control solution. It was sold to a
24 company called TippingPoint, which is one of the
25 marquee brands, and Network Security at the time,

1 which is now part of HP.

2 And started Cloudpath in 2006 and have
3 been here ever since.

4 Q Great. Thanks. Do you have any
5 patents in your name?

6 A Yeah. I believe four now. We had two
7 last month, and then one two days ago, and
8 another one -- well, the one -- the two in the
9 last two days we've gotten a notice that they are
10 going to allow it. We haven't gotten a formal
11 published allowance.

12 Q What is the general subject matter of
13 those patents?

14 A On the use of certificates for network
15 security mostly in relation to things like OAS.
16 So things like Google, Facebook, LinkedIn
17 authentications. As opposed to Active Directory
18 authentications, they kind of tie in together,
19 kind of the new way everything works versus the
20 old hard structure of IT in terms of Microsoft
21 servers in-house. A Microsoft AD server had --
22 an Active Directory server would have your user
23 name and passwords, and now those things are
24 everywhere. They are all together.

25 Q Tell me about the decision and your

1 path to forming Cloudpath Networks and starting
2 this company.

3 A Yes. So in March 2006, I saw an
4 opportunity. The world was becoming less managed
5 in terms of computer devices, and there was a
6 need to be a bridge between what was
7 traditionally considered enterprise security
8 technologies, things that were created with the
9 assumption that you were, for example, in a
10 Windows domain, and how personal devices --
11 phones, laptops, personal PCs, whatever the
12 case -- Google Glass, whatever the case may be --
13 how they go about connecting to things that are
14 in essentially enterprise networks with personal
15 devices connecting to them.

16 Q What happened in the early days of the
17 company? What was your plan to develop products
18 and services and general marketing and a business
19 plan for obtaining customers?

20 A From the beginning, we focused on a
21 technology called 802.1X as the heart of things.
22 And coming out of our previous experience, we
23 already had expertise in the field and
24 recognition in the field as to what we had done
25 and so forth.

1 And until Cloudpath, those
2 technologies were really limited to either really
3 small environments -- a lot of times like an IT
4 department -- or really secure environments like
5 the DOD -- Department of Defense -- or financial
6 institutions. And we really wanted to bring that
7 out to large uncontrolled populations. So places
8 like universities, K through 12, and what today
9 would be called BYOD, where everybody is showing
10 up with their own devices. It's no longer a
11 highly-managed environment.

12 We really built the company around
13 that expertise. We had connections in the
14 industry. We had -- we tend to -- we invented
15 what we call onboarding, which was the idea
16 that -- historically, once a device was connected
17 to the network, the assumption was it was going
18 to stay on that network. And when you get into
19 network security concepts -- for example, in
20 wireless, the protocol used for an unencrypted
21 wireless network is completely different than the
22 protocol used for an encrypted wireless network.
23 So you can't have a user that's on an unencrypted
24 wireless network and magically start encrypting
25 that traffic.

1 So kind of the nexus of what we did is
2 we moved that device over. So we took their
3 computing device, we configured the network
4 parameters around it, and we provisioned that --
5 we refer to it as onboarding -- and we ultimately
6 migrated it over to the secure network.

7 And that was really -- as simple as it
8 sounds, that was sort of a transformational
9 concept. We were able to take a personal device
10 that walked in, connect it to a
11 very-easy-to-connect-to network. They could --
12 the end users themselves could hit a portal page
13 that was Cloudpath software, download an agent,
14 run it, and we'll take care of all the details of
15 moving the user over. We'll get them provisioned
16 and go ahead and move them over. They end up on
17 the secure network, and now they are off and
18 running.

19 That was something that was really
20 only doable previously through management tools,
21 and that involved a very heavyweight approach to
22 the problem, and it really didn't move them.
23 Before you ever set up the security, you would
24 provision them, and then they knew what to do.

25 And that was the nexus from the very

1 beginning. I took the first POCD, the product,
2 to Interop. Those first few years I was invited
3 to be a member of the Interop Labs team. The
4 Interop Labs is kind of the experimental part of
5 the Interop show, and so it's very much based on
6 interoperability and making sure products work
7 together. As the show itself became more
8 commercial, they moved that experimentation piece
9 to the labs. And so there were six or eight
10 people that were the core team for that. They
11 were all industry volunteers that were selected
12 by peers. So it was an honor to be included in
13 that mix.

14 And then the first two years I was a
15 team member. The third year I was team lead for
16 the group. And then I just got too busy with
17 Cloudpath and had to step away from that. But,
18 yeah. And that was kind of the --

19 Q So it sounds like in dealing with the
20 802.1X and the wireless protocols, you need to
21 have knowledge of many other aspects of
22 networking and server capabilities; is that
23 right?

24 A Yeah. You're provisioning the
25 network, essentially. So you're moving them from

1 one network to another network. And at the very
2 core is the 802.1X, but it quickly mushrooms out
3 from there.

4 So you've got people that have static
5 IPs that, as you put them on the other network,
6 you need them to be DHCPs. We've got to
7 reconfigure that. You have people that don't
8 have firewalls turned on, so we need to turn on
9 the firewall. You have people that don't have AV
10 installed, so you need to install AV. You have
11 wireless drivers that are known to be bad, so you
12 need to either message the user or work around
13 issues. There's OS things that go wrong.

14 There's an aspect where you're
15 provisioning the device, you're configuring it,
16 and at the same time you're also sort of
17 smoothing over all of the things that the user
18 doesn't want to deal with. At the end of the
19 day, you want them connected to the network. You
20 just want it to work. And you don't want the
21 user to have to touch it and you don't want an IT
22 administrator to have to touch it.

23 Q Let's talk about the company name,
24 Cloudpath. Tell me about the process that you
25 undertook to choose that name and eventually

1 settle on that for the company.

2 A The process was amazingly simple.
3 Sara and I sat down to kind of brainstorm, and
4 one day I had come up with some other name that I
5 no longer remember, but I think that was the
6 first name. And then the next day Sara said,
7 What about Cloudpath? And it was just like an
8 aha moment. It was something that was very
9 distinct. It was very interesting.

10 We -- as we looked at it, we
11 intentionally made it one word. We wanted the
12 "p" to be lower case. We thought if the "p" was
13 upper case it would look too dot com-ish. We
14 wanted it to be a very distinct name. At the
15 same time, we created the logo that we still use
16 today. I think it's a very clean logo.

17 Q Did you do any searching or review of
18 other marks when you were trying to come up with
19 that name?

20 A Yeah, on the USPTO Web site. We were
21 just Googling around and so forth. I don't
22 recall -- I don't recall definitively, but I
23 think at the time there were two kind of
24 companies in the IT space that used the name
25 Cloud in their name. And one of them, for some

1 reason, that sticks in my head is Cloud Nine. So
2 they must have been really happy. And the other
3 one was something completely different, and it
4 was -- yeah.

5 (Deposition Exhibit 101 was marked.)

6 Q (BY MR. NEUGEBOREN) Great. So let
7 me -- I'm going to hand you what I've marked as
8 Exhibit 101. Just for the record, this is a copy
9 of the Cloudpath U.S. Trademark Registration
10 Number 4,045,900. I just want you to take a look
11 at that. You've seen this before, haven't you?

12 A Yes.

13 Q And just some formalistic questions
14 here first. At the top -- or underneath the main
15 mark, it says "Cloudpath Networks, Inc. (Colorado
16 corporation)." That's your company, correct?

17 A Correct.

18 Q That's the current owner of this
19 registration?

20 A Yep.

21 Q And if you look down to the middle,
22 there's a first use date of October 1st, 2008.

23 A Yep.

24 Q To the best of your knowledge, that's
25 correct, right?

1 A We had used it previous to that, but
2 when we went to file it, that was as comfortable
3 as we were saying this is when we first used it.

4 Q Okay. Understood. If you focus in
5 the middle, opposite where it says International
6 Class: 42, there's an identification of goods and
7 services there. I'll just read it into the
8 record and then ask you to comment on it.

9 It says, "For: Providing access to
10 online software for use in automated
11 troubleshooting of computer software problems
12 with access restricted to authorized users." Do
13 you see where I'm reading from?

14 A Uh-huh, yes.

15 Q What I'd like to ask you is just
16 taking that description as a background, I'd like
17 you to talk about how the Cloudpath services and
18 products that you offer now as a company relate
19 to that and possibly other services that you
20 offer in conjunction with those goods and
21 services.

22 A Okay. Yes. At the heart, we're there
23 to help customers move from their traditional
24 network, which is normally unencrypted, to their
25 new network, which is an encrypted secure

1 network, whether that's a wired network or
2 wireless. And that's sort of the scope of the
3 company.

4 People bring us in from a consultative
5 perspective to plan that before it ever happens
6 or before they know what it's going to look like
7 all the way through to actually providing them
8 products that they purchase to make that happen
9 on through into professional services of actually
10 setting it up and making it happen on into
11 support to address not just our -- stuff that
12 affects our product.

13 But we really get pulled in from a
14 support perspective for kind of a full scope of
15 it, whether it's a Cisco problem or -- the good
16 and bad of it is they rely on us to make the
17 whole thing work. And whether it's an actual SKU
18 that we sold to them or something in the
19 peripheral or something in the space in general,
20 they look to us to kind of make sure it all
21 works, and when it doesn't work, to sort of be
22 the first line of defense to figure out why it
23 stopped working.

24 Q Great. So backing up a little bit and
25 just looking at the Cloudpath name and mark that

1 you got registered back in 2011. I'd like to
2 talk about how others in your business
3 community -- customers and associates, in
4 particular -- have looked at that mark and
5 received that mark with the products and services
6 that you offer.

7 Maybe start internally within the
8 company and in kind of the close circle, how was
9 that mark received?

10 A Early on it was me, as the company,
11 but the people we worked with, the people we
12 initially went to looking for OEM agreements,
13 looking for feedback on the product, looking for
14 ways to help work with them -- people like HP;
15 Mauricio Sanchez; Mark Townsend like at
16 Enterasys, which is now Siemens; folks from
17 Cisco and stuff -- those are the people we were
18 reaching out to early on along with potential
19 customers to say, Hey, we want to fit in this
20 space, and here is what we are trying to do, and
21 whatnot.

22 And it's a very memorable name and it
23 stuck in people's minds. I never had a problem
24 with anybody saying, I couldn't find you, or
25 confusing it with anything else. It was just --

1 it was a unique name. It was a simple name. And
2 it stuck with people.

3 Q Okay. Did you ever encounter any
4 instances with customers adopting the name
5 themselves to associate things they were doing
6 with your company?

7 A Like using it for their own products
8 or like from a services perspective?

9 Q Both.

10 A People would say -- we sort of became
11 the face of the network just because we're the
12 visual aspect of it to users. So people refer
13 to, We're a Cloudpath shop, or students, for
14 example, have sent in support tickets, Hey, our
15 university runs a Cloudpath Network, which
16 whether or not that's technically true when you
17 parse it out, that's how they perceived it to be.

18 Q You mentioned Hewlett Packard and
19 Juniper networks earlier. Are those customers
20 that have -- you've come across in the past?
21 Have they used any of your services?

22 A Juniper and then Motorola Solutions
23 are OEMs. And then HP is someone that we talked
24 to for a long time about trying to set up some
25 sort of OEM, but it never came to fruition. And

1 we've licensed software to Enterosys, which is
2 now Siemens.

3 So we've just always kind of worked
4 with people we've -- the very heart of what we've
5 always been about is interoperability, so going
6 back to Interop Labs and so forth. And so we
7 were very much positioning ourselves to say this
8 is -- the underlying protocols are standards.
9 We're here as a vendor-neutral way to make this
10 all happen without one vender having to go off
11 and build their own or a customer having to
12 commit to a particular vendor to get a solution.

13 Q Do you recall any situations where HP
14 or Juniper were trying to develop onboarding
15 capabilities and associate themselves with your
16 company?

17 A Motorola and Jupiter both ended up
18 OEMing a solution. When they kind of presented
19 it to the world, they did it through a forum
20 called Wireless Field Day, which is a very
21 technical live discussion that they video stream
22 on the Web, and it's a very technical audience, a
23 very respected audience.

24 They, as part of that -- well, during
25 that initial introduction, numerous people on

1 Twitter were saying, Hey, I recognize that.
2 That's Cloudpath. Cool, they are using
3 Cloudpath, because they were coming to the market
4 late, and so they were able to use us as a way to
5 leapfrog into a position of leadership. And they
6 also did that informally with customers. Even
7 though it was the Motorola brand on the product,
8 when they went in to customers, they were very
9 open that it was Cloudpath, and they used that to
10 validate that it was a proven solution.

11 And then a lot of times from a support
12 perspective we would end up working with the
13 customer directly. We were Tier 2 support for
14 the customer, so it was routine for us to be
15 involved directly with their customers.

16 (Deposition Exhibits 102 and 103 were
17 marked.)

18 Q (BY MR. NEUGEBOREN) I'm going to hand
19 you a couple of documents here that have been
20 marked as Exhibit 102 and 103. I just want you
21 to take a look at them, identify them for me, and
22 explain what they are, please.

23 MR. JONES: Which is 102?

24 MR. NEUGEBOREN: 102 is the EDUCAUSE.

25 A So 102 is from the EDUCAUSE Listserv,

1 which is used by the higher education community.
2 This particular post is from an individual called
3 Lee Badman. He's at the University of Syracuse,
4 which is a long-time customer. He was also one
5 of the delegates for Wireless Field Day. He was
6 also the chair for Wireless and Mobility Interop
7 this year. So he's a very respected person in
8 the industry.

9 And in response to people asking, Hey,
10 who is using Cloudpath, or do people like
11 Cloudpath -- I don't remember what the original
12 question was -- I might be able to tell from the
13 subject.

14 Anyway, the University of Chicago's
15 customer responded saying they use us. And then
16 he responded with a comment that, "I second
17 Tony," which was the person at the University of
18 Chicago. "Give me Cloudpath or give me death."

19 Q (BY MR. NEUGEBOREN) How did you
20 interpret that?

21 A That's a pretty strong indication of
22 brand loyalty.

23 Q If you could turn to what's been
24 marked as **Exhibit 103**. The same series of
25 questions. If you could identify the document

1 and the context and what was happening here.

2 A Yeah. This is from Twitter. It's
3 from a public search of Twitter records. And
4 it's an individual that -- Tom Anderson -- I'm
5 not familiar with. I can't think offhand where
6 he is at. And he's just commenting that they
7 have a call with securew2.com today and makes a
8 mention that, We're a Cloudpath shop now.

9 And it's a similar thing that we've
10 seen in other cases of people kind of referring
11 to themselves as a Cloudpath shop or a Cloudpath
12 network

13 Q So is it fair to say that the
14 Cloudpath name has resonated with your customers?

15 A Yeah.

16 Q Do you see that on a regular basis?
17 Customers actually referring to their services
18 and company by your brand name?

19 A Yeah, yeah. The -- and in terms of a
20 majority of our new customers come to us through
21 word of mouth. So both in the education industry
22 as well as the service-provider industry, word of
23 mouth is a huge thing.

24 We're not big enough to put feet on
25 the street and walk into every potential

1 customer. So every time an IT administrator at a
2 university tells his buddy that, Hey, we use
3 Cloudpath, it's important that when they go to
4 search for Cloudpath, they find it.

5 Q And for each of those two Exhibits 102
6 and 103, did you obtain them -- how did you get
7 these documents?

8 A I did screenshots from the Web on my
9 PC.

10 Q You searched for them yourself and
11 downloaded them yourself?

12 A Yes.

13 Q Are there any instances of other
14 companies that might co-brand themselves or use
15 your mark in connection with their products?

16 A We have several partners, like Ruckus
17 is a partner. Forescout; it goes in and resells
18 us with theirs. There are times where like
19 Cisco -- Cisco's sales associates will pull us
20 into accounts either directly or through referral
21 type situations.

22 I guess another instance would be
23 recently Google, as part of their Google for Work
24 update, they released some new capabilities and
25 they mentioned us as one of their partners for

1 delivering those new services as part of Google
2 apps.

3 Q Why don't you broadly describe for
4 me -- and I'm going to want you to distinguish
5 between kind of the advertised goods and services
6 of Cloudpath Networks that might show up on the
7 Web site or in formalized literature, I'd like
8 you to describe those generally, but also the
9 products and services that might not be
10 advertised but that you still supply and provide
11 to your customers. Would you go through those?

12 A Yeah. Outside of the formal products,
13 if you will, there's things like Interop Labs,
14 where we go in as -- and InteropNet is the same
15 way -- where we go in as a participant for the
16 benefit of educating customers in a vendor-
17 neutral format. So we're there as Cloudpath, but
18 the prerogative of the InteropNet is really
19 vendor neutral. It's there to teach people about
20 standards and protocols and how things should
21 work together.

22 There's been times where I've spoken
23 here in the U.S. and Europe and the Middle East
24 in just kind of educational sessions on what is
25 onboarding, why should people be using

1 WPA2-Enterprise, 802.1X, these different
2 technologies.

3 There are times where we get pulled
4 in. Next week I'll be out at Comcast where I'll
5 be sitting down to sort of design out what their
6 roll-out of secure Wi-Fi is going to look like,
7 so kind of a consultative role.

8 Customers often refer -- rely on us.
9 The thing they always say is, Okay, you guys have
10 seen us a million times before. What am I
11 getting into? What do I need to know about?
12 They very much rely on us for our expertise and
13 our track record and our experiences doing that,
14 and that's before they make a decision to
15 purchase a SKU off the product list or not.

16 Q Sure.

17 A And then once you get into the product
18 list, then you're talking about things like --
19 one product we call XpressConnect Wizard. One
20 product we call XpressConnect Enrollment System,
21 or ES for short, so ExpressConnect ES.

22 And then beyond those two -- and both
23 of those have professional services and support
24 and maintenance type SKUs that go with them.
25 That's something we charge customers for.

1 (Deposition Exhibit 104 was marked.)

2 Q (BY MR. NEUGEBOREN) Okay. I'm going
3 to hand you what I've marked as Exhibit 104.
4 It's a series of about 10 or 11 pages that are
5 screenshots from your Web site for your services.
6 Can you just look through those and identify what
7 those documents are?

8 A So the first page is About Cloudpath,
9 just about the company as a whole, general
10 description.

11 The second page is just an overview of
12 the XpressConnect product suite. So that's both
13 the Enrollment System as well as the Wizard.

14 Q If you could stop there for a second.
15 On that page that's titled XpressConnect
16 Overview, in the first paragraph there's a phrase
17 that says, "XpressConnect ensures that users are
18 effortlessly provisioned and connected to the
19 secure network." Do you see where I'm reading
20 from?

21 A Uh-huh.

22 Q What does that mean?

23 A So in an automated fashion, we're
24 figuring out what needs to be changed on their
25 machine, making those changes, and then moving

1 them from whatever network they were previously
2 on to the new network.

3 Q And then a little further down under
4 the heading XpressConnect Enrollment System -- do
5 you see where I'm pointing to?

6 A Uh-huh.

7 Q The second bullet point reads,
8 "Provides onboarding for a full array of use
9 cases, including guests, employees, and IT
10 assets." What does that mean?

11 A So we're providing onboarding, which
12 is sort of the all-encompassing term for what we
13 do; so for the provisioning of the device, the
14 configuration of it, and the movement of it over
15 to the new network. And then we do it on a
16 variety of use cases.

17 Q And, again, just below that under the
18 second heading XpressConnect Wizard, the first
19 bullet point talks about "automated self-service
20 onboarding for PEAP and TTLS." Can you explain
21 what that means?

22 A So the Wizard -- the client
23 downloads -- and it's all design that they access
24 from the portal, and it's all designed around
25 providing automated self-service onboarding.

1 That's a phrase that you'll see a lot in our
2 marketing materials. It's automated as the --
3 traditionally, the user had to do this themselves
4 or the IT administrator had to get involved and
5 manually click the buttons.

6 We're doing it in an automated
7 fashion. It's a self-service manner. So
8 traditionally that device would end up as a
9 support ticket. So at the end of the day, the IT
10 administrator would be the one actually pushing
11 the buttons on it. Now we allow them to access
12 it via the Web portal. So the user is able to go
13 by themselves to get to it. And then onboarding
14 is that aspect of provisioning the device and
15 getting it moved over.

16 Q And when you talk about "getting it
17 moved over," is that a migration process?

18 A Yeah. Once we have configured it over
19 the new network, then we're going to migrate them
20 by disconnecting them from one network and
21 then -- I visualize it as this physical movement,
22 but we're reconnecting them to another network,
23 whether that's a physical network in a wired
24 sense or a wireless network.

25 We're going from -- in the wireless

1 world, we're going from a wireless network called
2 University Unsecure to a wireless network that's
3 called University Secure. And the only way they
4 can get there is if we've provisioned their
5 device the proper way to get there.

6 Q Is that a service that's provided on a
7 universal basis for most of your customers? Let
8 me ask -- I'm sorry. That's a bad question.

9 Do you do that service for your
10 customers on a regular basis?

11 A Yes. Yeah. That's very core to what
12 we do. So we'll -- the traditional problem has
13 been, Okay, great, an IT administrator can go set
14 up an unsecure network. People can get on it.
15 They can go set up a secure network, but nobody
16 can get on it.

17 So the classic problem is you've got a
18 secure network that nobody is actually using.
19 And what they want to know is, A, how do I design
20 a secure network so it works properly; B, how do
21 I get people from here to -- from unsecure over
22 to the secure, how do I do that in an automated
23 self-service fashion so I'm not racking up my
24 support -- my IT costs.

25 Q Let's move to the next page in Exhibit

1 104. I believe it's titled XpressConnect In
2 Enterprise. Could you describe the information
3 that's presented here?

4 A Yep. This is just marketing messages
5 kind of geared toward the enterprise use cases.

6 Q What's the definition of an
7 enterprise? How is that being used here?

8 A We use enterprise kind of generically
9 for anything that's not higher or lower
10 education, government, or a hotspot, which is a
11 service provider. So it's really the full
12 spectrum of SMB all the way up to Fortune 500.

13 It might be manufacturing. We have
14 manufacturing customers like Colgate Palmolive or
15 Cree LEDs. Colgate Palmolive, I guess, is more
16 of household goods or something. Meijer grocery
17 stores, which is a retail customer. Sony
18 Pictures, which is an entertainment company. And
19 so it's a full -- it's a very broad spectrum that
20 we kind of lump into enterprise.

21 Q If you'll turn to the next page for
22 me. Again, the same question, to explain what
23 this is describing.

24 A This page is specific to higher
25 education. In the U.S., that's anything after

1 the twelfth grade. In Europe, it breaks out a
2 little bit differently, but they essentially have
3 the same sort of concept, but a little more
4 tiers. So it's anything above their primary
5 school years.

6 Q Are there specific problems that you
7 address with customers in the higher-education
8 realm as opposed to the enterprise realm?

9 A Increasingly, they are sort of merging
10 together. But historically, it would be that in
11 higher education, they deal with a huge number of
12 devices. So you're talking about every student
13 having three or four devices, every professor has
14 multiple devices, every guest walking in the door
15 being able to get on the network.

16 And so you're talking about a school
17 like the University of Texas that has 75,000
18 students. Back when Cloudpath started, they
19 would have had about 30,000 devices on their
20 network. Today they'll have easily a quarter
21 million at any given moment.

22 Q Okay.

23 A And then tying that back to the
24 difference from enterprise, enterprise is kind of
25 behind the curve. There are one or two devices

1 per user. They have a little bit more concern.

2 The education, they want -- they want
3 to protect the user. They want the encryption.
4 They want the security. But they don't really
5 have a network, if you will -- they don't have
6 stuff in-house to protect; whereas, in
7 enterprise, there's a little more emphasis on
8 security.

9 Q Okay. And, again, we're just going to
10 flip through these pages and ask you to explain,
11 and if you could just read the title at the top
12 of each page, it would just be helpful for the
13 record.

14 A XpressConnect for K-12. So K through
15 12 is a reference to education here in the U.S.,
16 but it's kind of used generically overseas, too,
17 for primary education.

18 Q Okay. And, again, are these documents
19 just outlining the types of customers that you
20 deal with or types of industries?

21 A Yeah, and kind of speaking to them.
22 Particularly, in K through 12, in higher
23 education, the person -- in K through 12, the
24 person we deal with is usually not very
25 technical. It's someone that has -- their IT

1 administrator is sometimes a math or science
2 teacher that has been in charge of putting
3 together the network.

4 So we kind of break it out separate
5 from other stuff just so we can kind of talk to
6 their problem. So in K through 12, they are
7 dealing with one-to-one initiatives and so forth,
8 and to kind of talk to them at the right level.

9 Q So for those customers, the K through
10 12, it sounds like they are a relatively
11 unsophisticated buyer, the person that might be
12 looking for your products?

13 A Yeah, they are very unsophisticated.

14 Q The next page I think is blank. You
15 can skip through that. And then the following
16 page, again, if you can just explain what this
17 is, where it came from, and what's being
18 described here.

19 A Yep. I believe this was the front
20 page of our Web site at a point in time. I'm not
21 sure if it is today -- no, it's the front page,
22 but it's geared towards higher education. So
23 we've got our generic messaging on there that,
24 Hey, we move people to the secure wireless
25 network. The gears are kind of a visual

1 indication that we're moving things.

2 Q Towards the bottom in the middle,
3 there's a header that says "Vendor Agnostic &
4 Standards-Based." Do you see where I'm reading
5 from?

6 A Yep.

7 Q And underneath it reads, "Keep your
8 existing infrastructure and avoid vendor
9 lock-in." Can you explain what vendor lock-in
10 is?

11 A Yes. We've always emphasized that
12 we're vendor agnostic. We kind of message it in
13 different ways: vendor lock-in, vendor agnostic,
14 user existing infrastructure, multi-vendor.

15 Those are all kind of saying the same
16 thing, which is at the end of the day, customers
17 are putting millions of dollars into their
18 infrastructure and we're there as an independent
19 party to not allow one vendor to kind of like
20 strong-arm the customer and say, Okay, we've got
21 enough components in here you can't break.

22 You're onboarding -- for example, if you go to
23 Cisco and get onboarding, Cisco is going to make
24 sure it works better with their product than
25 other people's products, and they are going to

1 use that as leverage the next time you think
2 about adding access points or anything like that.

3 One customer, like Fairfax County
4 Public Schools in Virginia, one of the larger
5 school districts in the country, they describe it
6 as a three-leg -- they describe their approach as
7 a three-legged stool. When they look at their
8 wireless deployments, 50 percent Aruba, 50
9 percent Cisco, and Cloudpath. So there's the
10 three legs to their stool. We're there to keep
11 both the other two honest.

12 And then the other messaging on here
13 is consistent with what we talked about:
14 self-service onboarding, deploy your way. You
15 can have it on the site. You can have it at our
16 cloud. You can put it in your cloud.

17 Q Okay. Great.

18 A Typical messaging.

19 Q And the next page, again, same. If
20 you can just walk me through what this is and
21 generally what it's conveying.

22 A So this is the K through 12 page.
23 Similar type of messaging. Secure Wi-Fi,
24 self-service onboarding, vendor agnostic, and
25 deploying in a variety of ways. It's the same

1 types of messaging. Self-service automated
2 configuration, avoiding vendor lock-in, so forth.

3 Q Okay. And the following page?

4 A The following page appears to be the
5 enterprise page. It's got the Interop -- it
6 mentions us being a participant in InteropNet and
7 providing the solution as part of the -- in this
8 particular case, you can -- attendees of Interop
9 could use our software to get on the secure
10 network. So we were onboarding attendees to
11 Interop, just like we would in a university or an
12 enterprise.

13 In this case, it was a public network
14 where we didn't need a user name and password.
15 We just needed them to click Okay and accept it,
16 and we would move them. We would get their
17 device configured and moved over to the secure
18 network.

19 Again, consistent messaging with the
20 other stuff. Secure Wi-Fi, self-service
21 onboarding, vendor agnostic, don't get locked in
22 to a vendor, self-service automated
23 configuration.

24 Q Okay. We can move on. I think there
25 are just a couple more here. The following page,

1 so this is the second-from-last page in the
2 packet.

3 A I suspect this one -- it's very
4 similar to the enterprise one, but I think this
5 one may be the hotspot one.

6 Q Okay.

7 A Similar messaging, just geared towards
8 their particular use case.

9 Q Okay. And then if you turn to the
10 last page, it's titled XpressConnect for
11 Hotspots. What is this?

12 A This is kind of the paradigm of the
13 first pages we looked at. This is specific to
14 hotspots, which is really service providers. So
15 it's people like Comcast and Shaw and Liberty
16 Global. And so this is geared to their use case,
17 which is a big area of growth for us.

18 Particularly the cable operators are
19 looking to move huge populations of users from
20 their existing unencrypted SSIDs to what they are
21 going to be offering in the near future.

22 Q So it sounds like the Cloudpath
23 systems and services are deployed across lots of
24 different industries; is that fair to say?

25 A Yeah. As Wi-Fi is ubiquitous across

1 every industry, every space, the same way we are
2 too.

3 Q How many users do you have right
4 now -- does the company have?

5 A Like end users, last year we estimate
6 15 to 20 million end users use the product to get
7 on the network. A good chunk of that is higher
8 education just because of the sheer volume of
9 devices. I'd say it's 300 major research -- 300
10 major universities, a lot of them major research
11 institutions in Australia, North America, Europe,
12 Middle East.

13 And it's interesting because the
14 students -- in the university space, in
15 particular, the students see it. They move on.
16 They get jobs. They come back looking for what
17 they used in the university. People -- we've had
18 folks that -- one guy, in particular, that took
19 his daughter to -- they were struggling with the
20 problem we solved. He took his daughter to a
21 university somewhere else, and he came back to
22 his own university and was like, Hey, it was
23 really easy over there, and it was Cloudpath, so
24 let's go get Cloudpath.

25 Q It sounds like some brand loyalty; is

1 that right?

2 A Yeah.

3 Q What does Cloudpath as a company do in
4 the marketing realm to promote its brand, broadly
5 speaking?

6 A I'd say probably the typical thing
7 companies do. Because we do a lot of business
8 through word of mouth, the Web site is very
9 important. Around the Web site is SEO and Google
10 AdWords and so forth.

11 Outside of that, participating in
12 trade shows. We do 10 or 12 trade shows a year.
13 In fact, we're at BETT -- which is an education
14 trade show -- today in the UK. We have sales
15 folks that are doing e-mails, cold-calling, so
16 forth.

17 Q Okay.

18 A We give away socks. That's sort of
19 our schwag that everybody knows us for.

20 MR. JONES: Socks?

21 A Yeah.

22 Q (BY MR. NEUGEBOREN) Socks like you
23 put on your feet?

24 A Yeah. They are Coolmax running/biking
25 socks, and they are made here in Westminster, so

1 it's kind of a cool connection that they are made
2 right here.

3 Q I'm going to have to grab some of
4 those before we leave. It sounds interesting.
5 So you spend some money to advertise and promote
6 the brand; is that right?

7 A Yeah. And I was going to say, outside
8 of those things, you get into things like
9 InteropNet and stuff where we're participating in
10 vendor forums, we're speaking at events, and so
11 forth.

12 (Deposition Exhibit 105 was marked.)

13 Q (BY MR. NEUGEBOREN) Let me hand you
14 what's been marked as Exhibit 105.

15 MR. NEUGEBOREN: And before you start
16 speaking to that, this document is marked
17 Confidential - Attorney's Eyes Only. We do have
18 a protective order in this case.

19 Larry, I just ask if we could do it as
20 we have done in the past and have the whole
21 transcript and exhibits "Confidential" until
22 we've had a chance to review, and then we'll
23 designate certain portions as attorney's eyes
24 only and confidential.

25 MR. JONES: Does the protective order

1 give you 30 days?

2 MR. NEUGEBOREN: You may be right, but
3 certainly before we submit the transcript to the
4 TTAB.

5 Q (BY MR. NEUGEBOREN) So, Mr. Koster,
6 could you identify this document and explain to
7 me where it came from and what it is?

8 A This is a report generated from
9 QuickBooks, which we use as our accounting
10 software, and it's a report, a profit and loss
11 summary. It's a breakdown of the -- what we
12 categorize under advertising.

13 Q Let's see. If you could just go
14 through and just explain the columns and headings
15 for me and then what the numbers and the totals
16 all mean. It seems like there are yearly totals
17 and then a grand total. But I would just like
18 you to testify about that for me.

19 A It looks like each column is a year
20 dating back to 2006 through 2014; December 31,
21 2014. And as we go down, we have the detailed
22 breakout by category, and then we get a total for
23 advertising, and then there's a separate line
24 item that comes in from marketing consulting, and
25 then we get a total of everything.

1 Yeah. And so this embodies things
2 like AdWords and trade shows and so forth. I
3 don't believe that -- I don't see travel. So it
4 doesn't include like cost of travel to send
5 people to the trade show or anything. It's just
6 the dollars that we actually send to the trade
7 show company.

8 Q Okay. And if I'm reading this
9 correctly, the last line on the chart titled
10 Total Sales & Marketing Expense, are those dollar
11 totals for each year?

12 A Yes.

13 Q In other words, they are not
14 cumulative as you move across to the right. It's
15 each of those numbers are for that particular
16 calendar year?

17 A Correct.

18 Q And if you look at the very top,
19 there's an Ordinary Income/Expense category. Can
20 you tell me what that category is?

21 A That would be our revenue for the
22 year.

23 Q Gross revenue?

24 A Gross revenue, yeah.

25 Q Is this report generated from a system

1 within the company that's --

2 A Yeah, from QuickBooks, which is our
3 accounting software that's run in-house.

4 Q Okay. And who prepared this report?

5 A The report would have been prepared by
6 Sara.

7 Q Okay. And Sara is?

8 A My wife and our -- accounting.

9 Q Got you.

10 A The person who runs QuickBooks.

11 Q This is something that's prepared in
12 the normal course of your business?

13 A Yes.

14 Q Okay.

15 MR. JONES: May I suggest there's no
16 need to designate that line of questioning as
17 Confidential, because no numbers were discussed.
18 The document --

19 MR. NEUGEBOREN: Fair enough. But the
20 document, certainly?

21 MR. JONES: Sure.

22 (Deposition Exhibit 106 was marked.)

23 Q (BY MR. NEUGEBOREN) Let me hand you
24 what's been marked as Exhibit 106. Let me just
25 make a note for the record, there are some marks

1 on here that are not part of the original
2 document, one of which were Bates numbers that
3 were used when we produced these to Racemi's
4 counsel originally. There's also a mark that
5 says Koster 1 on there. I'll just make a note
6 that that was not part of the original document.
7 That was something we labeled and it just didn't
8 get taken off before it got marked. So I didn't
9 want anyone to get confused.

10 MR. JONES: I'm easily confused, and I
11 appreciate your concern; but that didn't confuse
12 me.

13 MR. NEUGEBOREN: Very good.

14 Q (BY MR. NEUGEBOREN) Same series of
15 questions, Mr. Koster. If you could just
16 identify what this document is, explain where it
17 came from, how it was generated, and what the
18 content of it is.

19 A So this is a listing of customers as
20 well as the titles of the contact person for that
21 customer. This was generated from our cloud
22 service, from our database in the cloud, our
23 administrative -- what we call the administrative
24 consult, and details the account and the title of
25 the person if we had it for that particular

1 account.

2 Q Okay.

3 A And I generated it from the database
4 query.

5 Q Okay. Would this be a complete list
6 of all the customers that you have?

7 A It's dated, and it doesn't include OEM
8 customers, but at the time it would have been
9 complete.

10 Q What do you mean by that, OEM
11 customers?

12 A So customers that come in through
13 Motorola Solutions or Juniper Networks. So
14 they've rebranded the product under their own --
15 like I mentioned earlier, when they actually go
16 out and talk about it, they're pretty open that
17 it's Cloudpath. And then we handle everything
18 above Tier 1. So Tier 2 and above support for
19 them as a service to their customers.

20 Q Do those downstream customers become
21 regular customers of yours as well?

22 A They essentially start off that way,
23 just because we're Tier 2 support. So from day
24 one, they engage with us. And then other times
25 they end up coming directly to us.

1 So Meijer -- for example, there's
2 Meijer retail stores, which is technically a
3 Motorola customer, but they actually run a
4 Cloudpath-branded solution. Ross department
5 stores is another one where they bought through
6 Motorola, they run a Motorola-branded solution,
7 but they've cut Motorola completely out of the
8 support chain. So their support comes directly
9 to us without Tier 1.

10 MR. NEUGEBOREN: Okay. Let's take a
11 short break right now, if that's okay. Go off
12 the record.

13 (Break was taken.)

14 Q (BY MR. NEUGEBOREN) I'm going to mark
15 as **Exhibit 107** a screenshot from what looks like
16 a Google e-mail account.

17 (Deposition **Exhibit 107** was marked.)

18 Q (BY MR. NEUGEBOREN) If you could
19 identify that and explain what this
20 correspondence is.

21 A So this is from a person at Motorola,
22 again, one of our OEM providers. And he's making
23 reference to wanting to run -- for Motorola,
24 their deployments are sort of up to the customer.

25 So for our own customers, we run a

1 cloud instance. And if a customer wants to run
2 their own instance, they can either do that
3 in-house or they can put it into cloud. It's up
4 to them.

5 For them, they don't run their own
6 cloud instance. So they give a customer the
7 pieces to run VMWare and they are off and
8 running. And so this is a person within Motorola
9 Solutions asking if they can run a cloud instance
10 for Motorola of our product within Amazon Web
11 Services.

12 Q What is Amazon Web Services and how
13 does that relate to your products and services?

14 A Amazon is -- I think it would be
15 categorized as an infrastructure as a service
16 provider. So Amazon has their own cloud, if you
17 will. And so for us, it's another platform in
18 which you can run our solution. They've been a
19 partner for a year, or 14 years, or so. So we've
20 been part of their partner program.

21 Their customers regularly inquire, Can
22 we run this in Amazon Web Services and so forth?
23 So we have our own cloud that -- we don't use
24 Amazon for our own cloud. We use Amazon for some
25 of our other servers and stuff, but not for the

1 full-blown cloud instance.

2 So they are asking, Hey, I want to
3 control it. I want it in my own, quote, unquote,
4 cloud, if you will. And for some customers, that
5 means deploying it on-site. Other ones will be
6 deployed in the cloud as a VM. And so one of the
7 questions is, Can I put this into Amazon?

8 Q What is a VM? You referred to that.

9 A Virtual machine. And then VMWare is a
10 company that provides a product of virtual
11 machines.

12 Q Can you explain how the Cloudpath
13 Networks products and services might interface
14 with a virtual machine environment?

15 A So our enrollment system is when we
16 hand it over to the customer -- when we run it
17 ourselves, it's a virtual machine, but it's in
18 our cloud. When we give it to the customer, we
19 give them a virtual machine to run in either
20 cloud or their data center. And it's sort of up
21 to them as to where they choose to run it and so
22 forth.

23 Q Do you assist in that migration and --

24 A Yeah.

25 Q -- conversion?

1 A Yeah. More than we wish. Yeah,
2 that's part of our support and professional
3 services piece is, at the end of the day, they've
4 got to get our software up and running. So we've
5 got to help them do whatever they need to do.

6 And so there are instances where like
7 Fairfax County Public Schools, rather than
8 putting it, quote, unquote, in a cloud, they want
9 it on physical servers. And so for them, they
10 went out and bought a handful of Dell -- I'm not
11 sure what brand they were -- but a handful of
12 normal servers. And we helped them get VMWare
13 installed on them, and then they put our VM on
14 those boxes.

15 Same sort of thing for like through
16 Motorola Solutions. Just to kind of cut down on
17 the overhead of that particular piece, they
18 actually took one of their physical server
19 products and reimaged it with VMWare with our VM
20 on it just so the customer didn't have to build
21 it up from physical hardware.

22 And then, obviously, once the VM is
23 out there and running someplace, we're -- through
24 support and professional services, we're
25 assisting the customer in both the initial

1 deployment of it as well as the long-term
2 maintenance of it -- things like changing the IP,
3 changing memory requirements on the VM, obviously
4 stuff within the VM which gets into our software.

5 But then also things like moving the
6 VM. So on February 6th, Meijer retail stores
7 that I mentioned previously, they are moving
8 their VM from one data center over to another
9 data center, and so that will be part of our
10 support processes. That's a down time for a
11 mission critical application for them. And so
12 we'll be on the line assisting with the process.
13 And as they do that, it's going from one data
14 center to another center. It's also replicating
15 out into multiple instances. And so we'll be
16 providing assistance with all of that.

17 Q Okay. You mentioned Amazon Web
18 Services was a partner of Cloudpath. Can you
19 explain what that term "partner" means in your
20 sales channels?

21 A So Amazon has their partner network,
22 and I think as part of it, we have the option of
23 being listed in their partner solutions. At the
24 same time, we have the right to use their logo on
25 our Web site, and we have tech -- we have access

1 to technical resources at Amazon that can help.

2 Amazon is a little bit different beast
3 than other things. So adjusting the solution to
4 be able to work within an Amazon Linux
5 environment. I think also we get credits back
6 towards our use of Amazon services. So the
7 servers that we do run Amazon, we get part of
8 that cost offset by being part of the partner
9 network.

10 Q Are there other customers that
11 Cloudpath is partners with?

12 A From a partner perspective, Ruckus,
13 we're part of their RIOT network. Gosh, at some
14 points, partner documents seem like they come in
15 bursts, I guess.

16 Q Is it fair to say those partner
17 networks are part of your normal sales channel?

18 A Yeah, exactly. When you're dealing
19 with word of mouth, like having those hooks into
20 other companies so they bring people to you is a
21 big piece of it.

22 Same thing like with Google, working
23 with them. In that case, it's not like a formal
24 partner program, but it's a thing where they
25 invited us in to a pre-release phase, and then

1 they took us into their early customers, and
2 through the partnership through them knowing
3 about our solution and how it works with their
4 pieces, then they bring customers to us.

5 Q Okay. Real quickly, I would like you
6 to turn back to, I think it's 106. It's the
7 customer list.

8 A Uh-huh.

9 Q Just broadly, I would like you to talk
10 about, across the realm of your customer base,
11 who are the actual contacts that you deal with,
12 mainly in terms of their level within the
13 company.

14 A On an operational standpoint, it's
15 usually someone that's like an IT administrator.
16 From a purchasing perspective, it may be someone
17 higher up, like an IT manager or a CIO/CTO. And
18 within there, there's no hard and fast. It's
19 kind of a full spectrum of everything.

20 But there's Aerohive; director of
21 product management. Manager UTO. Manager ICT
22 services. I'm not sure what ICT is, but I guess
23 it's something like Internet communications
24 technology or something like that. So it's a
25 very broad term. Director. Project manager.

1 ICST services manager.

2 There's other ones that are network
3 related, network administrator, people that are
4 help desk administrators, help desk managers.
5 Technology support manager is another one that's
6 kind of common in K through 12. It's the person
7 that supports all technology within the school
8 buildings.

9 Q Earlier you mentioned that a typical
10 purchaser of the Cloudpath services is someone
11 unsophisticated. Does this customer list jibe
12 with that statement?

13 A Yeah, I would say so. There are some
14 that get more specific in their titles, but
15 there's a lot, a good chunk of them that are very
16 generic. They're IT administrators, system
17 administrators, IT managers. Yeah.

18 Q Okay. How does Cloudpath use
19 third-party resellers to promote and sell its
20 products?

21 A So in the U.S., our sales are both
22 direct as well as indirect, which means going
23 through a reseller. And that's a mixed model.

24 And in Europe, we're 100 percent --
25 we've converted completely to a two-tier

1 distribution, which means that whereas we used to
2 sell direct, now we sell to a distributor. They
3 sell to a reseller. The reseller is the one that
4 walks in the door and buys. And so in those
5 situations, the reseller is the one that has the
6 customer relationship. He goes in and says, Hey,
7 we've got this big project to do, XYZ. There's
8 15 pieces to that project. Here is one of them,
9 Cloudpath. And then he pulls from the
10 distributor to get the product, and the
11 distributor pulls from us.

12 And Australia is similar to the U.S.
13 It's historically a mix of both direct and
14 reseller based.

15 Q Let's turn back to some of Cloudpath's
16 marketing efforts -- strike that for a second.

17 The Cloudpath logo, do any of your
18 resellers use the Cloudpath name and/or logo? Do
19 your resellers actually use that in connection
20 with their offerings?

21 A Yeah, when they are offering our
22 product exclusively. For example, in Europe,
23 their distributor, when they have a sheet of
24 their products, it's a description of the company
25 and services and the logo sitting next to it.

1 Q Okay. So let's turn back to some of
2 the company's marketing efforts. You have that
3 exhibit in front of you that talks about the
4 dollars that you've spent over time with respect
5 to advertising and promotion. Does Cloudpath use
6 any type of search engine optimization?

7 A Yeah. We have a contract for -- a
8 firm on contract that advises on SEO,
9 optimizations.

10 Q And can you explain that in a little
11 more detail? How does that work?

12 A We figure out what words our customers
13 are searching for and what are the things we want
14 to make sure we stand out on, and then we adjust
15 the Web site to make sure we're talking about
16 that content and make sure other people are
17 talking about that content in connection with us,
18 so that, ideally, as people are searching for a
19 term, whether it's something like Cloudpath or
20 onboarding, that we're the first, you know --
21 popping up.

22 Q I'm going to mark this as **Exhibit 108**.
23 (Deposition **Exhibit 108** was marked.)

24 Q (BY MR. NEUGEBOREN) These appear to
25 be screenshots of several Google search results.

1 I'm going to hand you that. And if you can
2 identify what these are and if this is something
3 you prepared.

4 A Yes, I prepared it, and it's a -- the
5 first page is a search of the word Cloudpath as
6 we represent it, no space, and the second one is
7 a search on Google of Cloudpath with a space.

8 Q And turning to the first page, can you
9 just explain what the first four, five entries
10 generate with respect to that search? So this is
11 Cloudpath without a space you're searching.

12 A So without a space, the first entry is
13 a paid ad through AdWords for us. The second
14 entry is our Web site. The third entry is
15 Racemi's Web site.

16 Q And if you continue down one or two
17 more.

18 A The fourth one is a customer of Brown
19 University that has our product deployed on their
20 network and on the Internet in general.

21 Q Okay. That's enough. And then turn
22 to the second page and the second search. This
23 is searching Google with Cloud Path, two separate
24 words; is that correct?

25 A Correct, yep. So with a space in

1 between, the first entry is Racemi's Web site.
2 The second is ours. The third is also ours.

3 Q Okay. You can put that aside. I'm
4 sorry. Mr. Koster, you may have said this
5 earlier. What's the purpose of buying Google
6 AdWords? Is that something Cloudpath does?

7 A Yeah. I think, looking at this one,
8 the -- yeah. The last two years -- the last
9 three years we've spent 8,200, just short of
10 11,000, and just short of 8,000, I believe, from
11 looking at the numbers on Google AdWords. And
12 the purpose is, again, when people hear about us
13 through word-of-mouth channels or through other
14 channels -- direct marketing and so forth -- that
15 when they go looking for us or a product like us,
16 that they find us.

17 Q So the dollars you pay to Google, are
18 they meant to affect the search results that you
19 saw on **Exhibit 108**?

20 A Yeah. They affect, essentially,
21 whether we show up either at the top or along the
22 side. So there's the paid portion and then
23 there's the organic portion.

24 And to us, a customer that's looking
25 for Cloudpath, if they are looking for Cloudpath,

1 we definitely want to make sure that they get to
2 our Web site and don't want them confused with
3 something else. So not only do we have our
4 organic there, but here in the last few years,
5 we've paid to have -- we've paid for the
6 Cloudpath, for the word -- we've paid for the
7 word Cloudpath to make sure that we're getting
8 seen there.

9 Q Okay. Understood.

10 A Along with other things, like
11 onboarding and so forth.

12 Q So you had mentioned you've spent
13 money over the last few years for Google AdWords.
14 Was there a reason that you started doing that at
15 a certain point in time?

16 A We've always done AdWords for more
17 generic concepts, like onboarding, and security,
18 Wi-Fi, so forth. A couple of years ago, we
19 started doing Cloudpath because Racemi's name was
20 popping up and we wanted to make sure that they
21 were getting to the right place.

22 Q Okay. And the search results that you
23 have in **Exhibit 108** there, when were those
24 performed? Can you tell from that exhibit, or do
25 you recall when you ran those searches?

1 A It's not on there, and I don't know
2 offhand when it was, but I would estimate it was
3 within the last six months.

4 Q Okay. So these were run during a time
5 when you were actually paying Google for AdWords
6 related to the Cloudpath mark; is that right?

7 A Yeah. So -- so we're showing up at
8 the top on the one without a space because we're
9 paying for it. I'm sort of surprised we're not
10 showing up on the top with the one with the space
11 in it, but Google has things that kind of
12 disqualify you from being shown.

13 I'm sort of curious. On that
14 particular day, we may have exceeded our budget,
15 and that may be why it doesn't show up, or they
16 may have decided that Cloud Path as two different
17 words didn't really match us, and therefore gave
18 us a low-quality score, and therefore
19 disqualified us from showing up.

20 (Deposition **Exhibit 109** was marked.)

21 Q (BY MR. NEUGEBOREN) I'm going to hand
22 you what I've marked as **Exhibit 109**. If you can
23 identify this document, describe where it came
24 from, and what information is in here.

25 A This is a report that I get weekly

1 from LeadLander, which is a service that we
2 subscribe to to keep track of who is coming to
3 the Web site and how they are coming there. So
4 it's similar to Google Analytics, but kind of
5 like on steroids.

6 Q Okay. What do you use this for?

7 A To know who is -- one aspect is to
8 know who is coming to our Web site. So as we're
9 working with a potential customer, do we see
10 activity from them, or if they end up on our Web
11 site but they never do an info request, we may
12 reach out to them kind of as a cold call, but
13 knowing that they've been looking.

14 Q Okay.

15 A We also use it for feedback on what
16 the key words people are using to get to the Web
17 site are.

18 Q Okay. Earlier you had mentioned -- go
19 ahead.

20 A I was going to say, this particular
21 one, the yellow highlighting, which is part of
22 the report, denotes someone searching for Cloud,
23 space, Path Networks.

24 Q Why would that have been flagged on
25 this report?

1 A Because that would be the search term
2 they were using to come to the Web site.

3 Q Okay.

4 A So we were showing up essentially in
5 the ranking -- the rankings for that term.

6 Q Earlier you had mentioned
7 participation in some industry associations and
8 trade shows. Why would the company become
9 involved or participate in those?

10 A To build the brand for -- customers
11 associate us with those entities. Things like
12 EDUCAUSE. Last year we were a silver partner for
13 EDUCAUSE. InCommon -- actually, InCommon is part
14 of Internet2. So we are a member of Internet2,
15 which is an education research institution entity
16 based around the Internet, as the name implies.
17 ACUTA, which is another educational technology
18 organization.

19 Q Mobile World Congress, is that
20 something you're familiar with?

21 A Yes. So that's a trade show. Last
22 year we were -- we went to Mobile World Congress
23 and we were named a finalist for their big award,
24 which is a huge honor. That's a big service
25 provider show. There's about 75,000 people that

1 attend it. At that one we didn't have a booth,
2 but we were there physically, and then we were
3 also part of the award ceremony and so forth.
4 The fact that we were a finalist for the award
5 without having a booth presence was pretty
6 amazing.

7 Other places where we've had
8 full-blown booths would be like CEBIT in
9 Hannover, Germany, where I think 250,000 people
10 had attended. It's insane. Today, we are at
11 BETT in the UK, which is education. The next
12 couple of months we'll be at RSA, which is a big
13 IT and security conference in San Francisco.

14 Interop Las Vegas, Interop New York,
15 which are generic -- or general business IT. The
16 Interop shows started as a networking-specific
17 show, but it's become very much a general
18 business IT show that cover all sorts of
19 concepts.

20 We'll be at a couple of EDUCAUSE
21 events, their security professional annual
22 conference. ACUTA. I'm sure we're missing
23 others, but --

24 Q Okay.

25 A And those are ones where we have a

1 direct presence. There's also other ones where
2 partners have the presence for us and have a
3 Cloudpath booth.

4 Q You mentioned the Internet2 Global
5 Summit. Can you elaborate on that conference a
6 little more?

7 A So the Internet2 Summit is a
8 conference/meeting for Internet2 members, and
9 Internet2 members are the largest research
10 institutions in the U.S.

11 Q What does that mean? Internet2?

12 A The origin of it is that we have an
13 Internet, and they are building the next
14 Internet, I guess. They sort of talk about all
15 things network, computer, Internet related. So
16 bigger pipes, making sure -- faster
17 communications, bigger data centers, faster data
18 centers, you know, all the -- the whole gamut of
19 things.

20 It's an event where we're a partner
21 for it, a sponsor for it, along with Cisco and
22 other ones. And then as part of that, not only
23 did we have a booth presence, but then we also
24 had a roundtable discussion where people could
25 come and attend a roundtable type forum on

1 Cloudpath specifically.

2 (Deposition Exhibit 110 was marked.)

3 Q (BY MR. NEUGEBOREN) Let me hand you
4 what I've marked as Exhibit 110. It looks like a
5 screenshot from the Internet2 Global Summit
6 conference. Can you just explain what this is?
7 And before you answer, just to be efficient,
8 there are a few markings on here, a couple of
9 names circled. Those were not part of the
10 original document. If you could just explain how
11 those got there and why you circled them.

12 A Yeah. They were just ones that popped
13 out. The main sponsor was NET+ Verizon
14 Terremark. Once you get down into the sponsors,
15 I circled Cisco because they are a competitor.
16 They have products that compete with us. And
17 then also Cloudpath. We're sitting in there.

18 Q Did you attend this particular
19 conference?

20 A Yes.

21 Q The companies that are listed on this
22 page, were they also attendees there?

23 A Yes. Everybody had a -- everybody at
24 least at the bronze level and above had at least
25 a booth presence as well as a roundtable

1 discussion.

2 Q What does that mean, a roundtable
3 discussion? What happens with those?

4 A It's sort of an informal time period
5 where you have a round table and sort of people
6 move around and they sit down and ask questions.
7 Sometimes it's very pointed questions. Other
8 times it becomes just a very generic question,
9 conversation among peers and the vendor and so
10 forth.

11 Q When you were there, did you encounter
12 people that worked for Cisco or people that
13 worked for Verizon Terremark, or is it normal to
14 mingle?

15 A It would be very normal to mingle, but
16 I don't recall explicitly whether I talked to
17 someone with a Cisco shirt on that day or not.

18 Q Okay. But it would be likely that
19 people from different companies would find
20 themselves together at a conference like this?

21 A Yeah. With the way they set up the
22 booths or the tables -- these are actually the
23 tabletop booths, your 6-foot tables lined up
24 against the wall, and you're there for the day.
25 And there are times where everybody is in the

1 keynote section and whatnot, and everybody is
2 just kind of -- the vendors are kind of walking
3 around doing work back home or chitchatting and
4 stuff.

5 It's a pretty small industry. So you
6 end up knowing people from a lot of companies.

7 Q Sure, sure. Does Cloudpath Networks
8 track visits to its Web site?

9 A Yeah.

10 Q How do you do that?

11 A Google Analytics, AdWords provides a
12 tracking mechanism. LeadLander that we looked at
13 earlier provides a history of who is coming to
14 the Web site and how they are moving through the
15 Web site. So kind of a variety of ways.

16 We also use like WordPress Plugins to
17 capture our own data locally, who is hitting it
18 and how they are moving through it.

19 (Deposition **Exhibit 111** was marked.)

20 Q (BY MR. NEUGEBOREN) This is going to
21 be marked as **Exhibit 111**. It's three pages.
22 They all appear to be printouts from the
23 LeadLander system. If you could take a look at
24 those, and the same types of questions. I just
25 need to ask you to describe what it is, where it

1 came from, how it is prepared?

2 A So this is a screenshot from a Web
3 report within the LeadLander Web site that I
4 captured as a screenshot.

5 Q Is this a system that Cloudpath
6 regularly uses in its company?

7 A Yeah. We've used it at least for --
8 I'm pretty sure we've used it at least a year.
9 It's mostly used by the sales and marketing
10 people to kind of analyze who is hitting what.

11 Q Who generated these printouts?

12 A I did.

13 Q On the first page, can you describe
14 what information is being conveyed here? I note
15 in the middle there's a reference to a company
16 called Rackspace.

17 A Yeah. So it started off with a search
18 for the term "Rackspace." I limited it to -- I
19 must have done this on 1-15-2015, and it looks
20 like I just did it for the last year, from
21 1-15-2014 to 1-15-2015.

22 Based on that, it looks like there
23 were two visits to our Web site, one on April
24 29th and one on March 24th, from Rackspace, one
25 coming from Lancaster, UK, and one from San

1 Antonio. From my understanding, San Antonio is
2 the corporate office for Rackspace. I don't know
3 if that's -- I think I got that from their Web
4 site as I was looking into Rackspace.

5 Q So what could you conclude from this
6 report?

7 A So someone came to our Web site --

8 Q Who actually works at Rackspace?

9 A From -- well, two people came to our
10 Web site from Rackspace -- one of them, at least,
11 from the corporate office in San Antonio. They
12 hit Cloudpath.net/news, and then from there they
13 went to the Products page. And then from there
14 they left our Web site.

15 Q The next page. So, again, the same
16 series of questions. Can you explain what this
17 is and what you can conclude from the data here?

18 A So similarly, this is for a similar
19 search, except for Windstream. It looks like
20 they hit our Web site one, two, three, four,
21 five, six times throughout the year: January
22 17th, April 29th, July 9th, July 21st, July 27th,
23 and December 15th. And the one I have
24 highlighted here is from Warner Robins, it looks
25 like, Georgia.

1 And in this particular case, it looks
2 like they came to the Web site from a ZDNet
3 article, and then they were on Cloudpath.net, and
4 then they browsed to the Products page, and then
5 they browsed to the Solutions page, and then they
6 left our Web site.

7 So my hunch is or my assumption would
8 be that this is a case where they were familiar
9 with the Cloudpath name from the Racemi
10 perspective, they ended up at the wrong Web site,
11 and it took them a little bit of digging before
12 they came to the conclusion that they were at the
13 wrong place or that it just didn't seem right, as
14 they reviewed both Products as well as Solutions
15 before they moved on.

16 Q Is Windstream --

17 MR. JONES: Objection; move to strike.
18 Obviously, speculative.

19 Q (BY MR. NEUGEBOREN) Is Windstream
20 Communications a current customer of Cloudpath
21 Networks?

22 A No.

23 Q Okay. Next page, same series of
24 questions, Mr. Koster.

25 A So this is a similar search, but for

1 the term "SoftLayer," a series of times where
2 they hit our Web site: February 7th, February
3 10th, June 15th, November 17th, November -- I'm
4 sorry, the previous one was November 7th,
5 November 11th, November 19th, and then there are
6 two that are out of order just because of the
7 nature of it, March 25th and November 30th.

8 And those last two, I'm not sure why,
9 but they have a progress bar, which usually
10 indicates that it's hit some sort of goal, like
11 we want them to do some particular action. In
12 those cases, they had hit four pages and two
13 pages.

14 In this particular snapshot, I
15 captured the one from Dallas, Texas, because my
16 understanding is that's their corporate office.
17 And so someone on November 19th from their
18 corporate office ended up at our Web site. They
19 looked at the Index page. And then from there,
20 they went to the Products page, where we list all
21 of our products on one single page. And then
22 they went to our Solutions page, where we list
23 all of the solutions on one single page. And
24 then they moved on.

25 Q So with that series of data that you

1 can see from this LeadLander report, what would
2 you typically do with that? How would you react
3 to something like that as a company?

4 A If we saw this work flow from a
5 customer or from someone hitting the Web site,
6 this would be an indication that that would be a
7 good person to follow up with, because normally
8 if someone is looking for a widget and they end
9 up on our Web site incorrectly, you'll see them
10 hit the main index page, and they quickly realize
11 they are not where they were supposed to be, and
12 they'll move on.

13 But as soon as you get them to click
14 deeper on the Web page, then that becomes more
15 interesting. We know they are reading the
16 information, they're digging into the
17 information.

18 Q Is SoftLayer a current customer of
19 Cloudpath?

20 A No.

21 Q You can put that aside. Turning back
22 to your participation at trade shows and
23 conferences. Have you had any instances where a
24 Racemi customer or partner has come visited you
25 at the trade show?

1 A There's anecdotal stories from folks
2 that are there, but we've also had one particular
3 lead that was fully registered and scanned into
4 the system that came from a Racemi partner.

5 (Deposition **Exhibit 112** was marked.)

6 Q (BY MR. NEUGEBOREN) Let me hand you
7 what I've marked as **Exhibit 112**. Can you
8 identify this document, describe where it came
9 from, and what information is being conveyed.

10 A So this is a lead detail or a lead
11 report out of salesforce.com, which is what we
12 use for tracking potential and current customers.
13 This particular lead is for a person named
14 Arvind Mistry, A-R-V-I-N-D M-I-S-T-R-Y. This
15 comes from a trade show named FOSE, which is a
16 government trade show which I forgot to mention
17 earlier.

18 FOSE is a government trade show we do.
19 HIMSS is another one, a health care trade show we
20 do.

21 This particular one is from FOSE.
22 This is an event in D.C. that attracts
23 CIO/CTO-level folks from federal government
24 agencies as well as state government. And this
25 particular person came to the booth and their

1 title is IBM channel manager, federal SoftLayer.

2 Q So just -- I'm sorry. Repeat for me.

3 This individual works for IBM --

4 A Yes.

5 Q -- is that right?

6 A He has the company listed as IBM. The
7 title is IBM channel manager, federal SoftLayer.
8 This would have been information that we would
9 have imported from a scan that we did at the
10 booth using a tag scanner.

11 Q I first asked you whether you had come
12 across instances of Racemi partners coming to the
13 Cloudpath booths at trade shows. Can you connect
14 that here? How would you know that this is a
15 Racemi partner?

16 A From looking at their Web site and
17 looking at press releases and stuff, I've seen
18 the IBM SoftLayer name as a Racemi partner.

19 Q I just want to come back to -- I
20 apologize about jumping around.

21 (Deposition Exhibit 113 was marked.)

22 Q (BY MR. NEUGEBOREN) You had spoken
23 earlier about peripheral products and services
24 that may be asked for, purchased by Cloudpath
25 customers, and I would just like to come back to

1 that topic again.

2 I hand you Exhibit 113. And, again,
3 can you identify this document, where it came
4 from, and what is happening here.

5 A So this comes from salesforce.com.
6 It's an e-mail chain that's associated with
7 Oscar Reyna, a former salesperson at Cloudpath.
8 And it's from -- the due date on the top, which I
9 think is the date the e-mail was sent, is January
10 8th of 2014, and it's between Oscar and Steve
11 Vassallo at medimedia.com.

12 Q If you look down towards the middle of
13 that first page, there's a reply from Steve on
14 Wednesday, January 8th, 2014. Do you see where
15 I'm reading from? It starts, "Oscar I
16 apologize"?

17 A Yes.

18 Q Let me just read the first sentence
19 there. "Oscar I apologize. I am still here,
20 just completely bogged down with domain migration
21 tasks." Do you see where I'm reading from?

22 A Yes.

23 Q What does this indicate to you?

24 A This is a person that has a very wide,
25 but very typical scope of responsibility. He's

1 apparently moving -- I assume when he says
2 "domain," it's an active directory domain. He's
3 migrating it. And so he's someone we're actively
4 trying to sell to. And at the same time, he's
5 migrating Active Directory in Windows servers.

6 Q I'm going to turn to a little
7 different topic here. One of the things you've
8 spoken to briefly during this morning is aspects
9 of customers getting confused between Cloudpath
10 Networks and Racemi products that are branded the
11 same way.

12 Do you recall ever seeing your
13 company, Cloudpath Networks, actually confused
14 for a company that provides different services
15 than you provide?

16 A Yeah. There's a Web site by an
17 individual that I'm not familiar with, but
18 purports to be an expert in cloud storage
19 technologies, I guess. And he had a Web site
20 promoting cloud storage providers and their
21 presence within Canada, and we were on his list,
22 which was odd because we're not a cloud storage
23 provider, nor are we in Canada.

24 (Deposition **Exhibit 117** was marked.)

25 Q (BY MR. NEUGEBOREN) I hand you

1 **Exhibit 117**. Can you review that and identify
2 what that is for me?

3 A So this is a printout of the page I
4 was just talking about. It's a blog style Web
5 site, and it looks like the entry -- his name is
6 Jason Koonce, K-O-O-N-C-E, and it's from January
7 15th of 2014. And at the beginning, he talks
8 about -- one of the headlines here is, "Why
9 Canada is not Known as a Force in the Global
10 Technology Sector." Another one is, "Canadian
11 Cloud Leadership," and, "The Need for
12 Canada-based Cloud Storage Providers."

13 And then he goes into a list. And I'm
14 not sure if there's an introduction to this list
15 or not. Let me check real quick. He kind of
16 transitions directly from his text into a list of
17 vendors that he has labeled as Canadian Cloud
18 Services Providers, and then the services they
19 provide, the operations base, and then a
20 description of the product.

21 Q If you look at the third page in the
22 kind of tail end of that list, do you see your
23 company listed there anywhere?

24 A Yeah. I see Cloud Path with a space,
25 with a capital P. Our Web site, cloudpath.net.

1 Listed is info structure as a service and
2 software as a service entity. It has listed
3 Toronto.

4 Q Why would all these companies be
5 listed together in this table?

6 A He seems to preface it as being
7 Canadian Cloud services providers. So he's
8 listing companies he knows of or has found that
9 provide cloud services that he believes are based
10 in Canada.

11 Q If you look right below the
12 cloudpath.net entry, you see one for Cloud
13 Pockets. Do you see that?

14 A Uh-huh.

15 Q And the description indicates, "Keep
16 your critical business data in Canada with an
17 online backup. Easy to configure, fully
18 automated, now it's easy to backup to the Cloud."
19 Do you see where I'm reading from?

20 A Yes.

21 Q Again, can you explain the
22 relationship between these companies that are
23 being described here and why Cloudpath Networks
24 might be listed amongst them?

25 A I think there would be confusion as to

1 what it is exactly we do or how -- what the
2 definition of cloud would be.

3 MR. JONES: Object; speculation.

4 Q (BY MR. NEUGEBOREN) You can continue
5 to answer.

6 A And given the name, that the name is
7 listed with a space and a capital P, I would
8 suspect that that originated with Racemi, but
9 then when he went looking for it, he found us and
10 was unable to differentiate between the two.

11 MR. JONES: Object as speculation
12 continued.

13 Q (BY MR. NEUGEBOREN) Would your
14 knowledge of Racemi's products and services --
15 would they be more appropriately listed in this
16 chart?

17 A Yes.

18 Q What's -- do you understand what the
19 term "bare-metal provisioning" means?

20 A Yes.

21 Q What does that mean?

22 A Bare-metal provisioning is the act of
23 putting on the first layer of OS on a raw
24 physical server. It's most commonly used -- it's
25 technically any operating system, but it's most

1 commonly used in relation to a hypervisor -- a
2 hypervisor being the core piece of a virtual
3 machine server.

4 Q Is that a service that Cloudpath
5 Networks provides to its customers?

6 A For customers that want to run us on
7 dedicated hardware or ones that don't have
8 existing VMWare, servers that they can just drop
9 our VM on, helping them either install -- either
10 way -- helping them install it on a new physical
11 server so that they can run our software within a
12 VM is definitely in the range of things we handle
13 on a regular basis.

14 Q What about the term "hardware
15 refresh"? Do you understand what that means?

16 A Yeah. So hardware refresh is any time
17 you refresh hardware, you replace it. It's kind
18 of a broad term. So you can apply it to anywhere
19 there is hardware: telephones, servers, wireless
20 access points, and so forth.

21 And so for us, that's an ideal time.
22 When a customer is doing a hardware refresh,
23 they've got lots of things and movement. It's
24 normally a fairly high level, kind of C-level
25 driven decision that has a significant budget

1 associated with it, and lots of things are in
2 play, lots of things are getting replaced or
3 added to.

4 So that's kind of a key time for us to
5 be employed is when they are doing a hardware
6 refresh. And that can be when they are -- from a
7 wireless perspective, when they are replacing all
8 of their wireless controllers and their Wireless
9 APs, and either replacing them in place or moving
10 controllers to the cloud, or when they are moving
11 other services to the cloud.

12 Q What's your level of understanding,
13 Mr. Koster, about the products and services that
14 Racemi provides?

15 A It's mostly gathered through the Web
16 and -- through their Web site and through press
17 releases and partner Web sites and so forth.
18 Given that I've been -- I've worked in what was
19 originally the application service provider
20 space, and later, since Cloudpath's beginning, in
21 the realm of cloud applications, I'm pretty
22 familiar with the terms and technologies in the
23 space.

24 (Deposition Exhibit 118 was marked.)

25 Q (BY MR. NEUGEBOREN) I'm going to hand

1 you what I've marked as **Exhibit 118**. It's a
2 series of, I think, five pages. It appears to be
3 printed off from a Web site. Can you identify
4 what these are and where you obtained them from?

5 A These are snapshots of a video that I
6 obtained from the Racemi Web site. This first
7 one looks like it's titled "Cloud Path for AWS
8 Demo." And it's showing a screen that's a key
9 part of the configuration process for saying that
10 you want to move a virtual machine from here to
11 there, and it lists out things like the
12 network -- the network interfaces and so forth
13 that you need to modify as part of that move,
14 that migration over.

15 Q Is there any overlap in what's
16 happening here in the Racemi product demo with
17 what Cloudpath Networks services and products
18 offer?

19 A Yeah. At the core, when you take away
20 all the buzz words of AWS and stuff there,
21 they've got a -- their customer has a computer
22 over here, the same Data Center 1. In their
23 patents and stuff, they don't really use the
24 word -- they tend to favor "operating system."
25 So "computer" is more of a physical concept. So

1 I'll use OS as more of a virtualized thing.

2 So you've got an operating system over
3 here that is connected to the Internet at the
4 data center. To be connected to the Internet,
5 it's got to have network connectivity. To have
6 network connectivity, it's got to be configured
7 correctly for the network.

8 Their customer is accessing that VM.
9 They have a desire for that operating system
10 instance to be over here, whether that's a second
11 data center or moving from local to cloud or vice
12 versa, essentially moving it from one data center
13 to another.

14 And in doing so, the key difference --
15 among the key differences between those two
16 things is the network. So they are taking this
17 operating system, reconfiguring the network,
18 maybe adding drivers or something needed from the
19 other side, and then it's ending up over here on
20 a different network with the right network
21 configuration to be functional in that data
22 center or on that network.

23 Q Turn to the second page of 119, and,
24 again, if you could explain what this document
25 is, how you obtained it.

1 A So this is a snapshot, I believe, from
2 the exact same video. It looks like it's about a
3 little over a minute and a half further into the
4 video than the first one.

5 At this point, I believe they've
6 moved -- they've migrated the VM over,
7 reconfigured all the networks, and stuff. And
8 sort of the mechanism they use to prove that
9 they've moved -- they've migrated this VM over
10 there and reconfigured the network is they log
11 into a vSSH, and then you can see the IP address
12 and so forth of that machine, and it's been
13 changed since its previous position.

14 Q This process that is being described
15 on this second page of **Exhibit 118**, is that
16 something you're familiar with with respect to
17 what Cloudpath Networks does for its customers?

18 A Yeah. I mean when we take their -- at
19 the end of the day, it's an OS. It's -- whatever
20 form it's in, it's an operating system. It's
21 configured to be on the network. In our case, we
22 refer to it more as an unsecure network rather
23 than referring to it as Data Center 1, but it's a
24 network just the same. We go about configuring a
25 device, moving it over to what we refer to as a

1 secure network.

2 And the funny thing is, on the final
3 screen of what we refer to as the wizard or the
4 agent piece, like just to give the user
5 validation that they've been moved over, we show
6 their IP address, because you can't have the same
7 IP address on two separate -- or it's very
8 unlikely you would have the same IP address on
9 two different networks. You would only do that
10 if you happen to have a private IP space.

11 Q And, again, if you turn to the next
12 page, what's occurring here? I'm assuming this
13 is the same video that you referred to before; is
14 that right?

15 A Yeah. This is in between the previous
16 two screens, so it looks like it's halfway in
17 between. I believe this is as they've sort of
18 specified what they want to do, like they want to
19 move this VM or this OS over here, and along the
20 way they want to configure the network in a
21 particular way. So I think this is right before
22 they sort of start their process.

23 Q And the same follow-up question. How
24 would this analogize to the products and services
25 that Cloudpath Networks offers?

1 A So in our world, the network
2 administrator specifies what configuration
3 changes are necessary for a device to be moved
4 from one network and end up on the other network.
5 There are pieces of that that are 802.1X centric.

6 And then beyond that, you get into
7 making sure they have DHCP, or they are
8 configured correctly, making sure proxy
9 configurations are correct once they hit the
10 other side of the network. It's all those --
11 Racemi refers to taking care of all network
12 settings, and that's what we do is we move them
13 from one network to the other, because if you
14 don't take care of all network settings, it's
15 going to turn into an IT support desk call.

16 Q Okay. The next page of that exhibit,
17 please.

18 A The one I started -- I looked at both
19 of them at the same time, trying to determine the
20 difference. But the second one is just I was
21 highlighting that they've specified what the IP
22 address is on the other -- going to be on the
23 other end of the -- once they've migrated it.
24 That's part of the network configuration.

25 Q So that annotation there is yours?

1 A No. It's something that popped up
2 like when you hover over it.

3 Q Okay.

4 A So of the help text.

5 Q Now onto the next page. There's a
6 big --

7 A I'm sorry. And this was actually the
8 video. So that's someone in the video hovering
9 over it, not me hovering over it.

10 Q I understand. And then that last
11 page, again, just to close out the discussion on
12 this document, what is this?

13 A This is -- again, it's out of sequence
14 with the video. This is earlier in the process
15 as they've set up, and I believe they are getting
16 ready -- they're kind of defining that they want
17 this OS to go over here.

18 Q There is some reference to security
19 groups on this last page. Do you understand what
20 that is speaking to?

21 A I suspect it's sort of the network
22 permissions and so forth that are going to occur
23 on the other end. So once it's moved over, what
24 that's going to look like.

25 Q Do the Cloudpath products and services

1 deal with provisioning security credentials?

2 A Yeah. Again, Racemi -- if this ties
3 back in to like in their patents, they refer
4 to -- I believe in their patents they refer to
5 configuring user security credentials, I believe,
6 was the terminology they used, which is, as we're
7 moving them from the unsecure network to the
8 secure network, the thing that makes the secure
9 network secure is it uses user authentication.
10 That's most commonly in the form of 802.1X, which
11 gets embodied in other things, like
12 WPA2-Enterprise.

13 But as we're moving that device over
14 there, if we don't provision the user
15 authentication credentials, they're not going to
16 be able to connect to the SSID.

17 Q I've seen in the past both with Racemi
18 and Cloudpath kind of architecture diagrams that
19 have a high-level description of what the
20 products and services do. Is that something you
21 would be able to draw for us today with respect
22 to the Cloudpath products and services?

23 A Yeah.

24 Q I'll give you a blank piece of paper,
25 and as you're drawing it, maybe just explain the

1 different components.

2 A Do you want me to start with Racemi or
3 with Cloudpath?

4 Q Just do the Cloudpath products.

5 A With Cloudpath, there's a portal
6 sitting out here. It doesn't really matter where
7 it sits. It's just addressable via IP. So it
8 can be local. It could be in the cloud. It can
9 be overseas. It just doesn't matter. And this
10 has a particular name.

11 A user walks in with their -- let's
12 say they are on a laptop. So they are coming in.
13 They've got an operating system. They are -- and
14 the customer has two different networks out here.
15 So this one is a secure one, and this one is an
16 unsecure.

17 So as the user comes in, because their
18 device hasn't been configured and provisioned for
19 the secure network, they simply can't get on that
20 network. It's not like going to Starbucks and
21 you connect, and you get a splash page and you
22 can't log in. At that point, you're on the
23 network.

24 In our world, you can't get on this
25 network until you've authenticated. It's part of

1 the protocol. So if that device isn't configured
2 to talk that protocol and to talk it correctly
3 and to use the right user credentials and so
4 forth, you never connect to it. On an iPhone,
5 you never get a little checkmark.

6 So as a new device comes into the
7 environment, it can only get on the unsecure
8 network. That's something it can click to get on
9 easily. So the user is there. From there,
10 normally the controller on the -- the wireless
11 controller says, Well, I'm sorry, but you're on
12 an unsecure network. You can't go to Google.
13 You can't go to Facebook. Anytime you try going
14 somewhere, I'm going to send you to the Cloudpath
15 portal. And so they'll send that user up to the
16 Cloudpath portal.

17 From the Cloudpath portal, then we'll
18 recognize things about their OS and so forth, and
19 then we'll offer them what we refer to as a
20 wizard. Racemi refers to it as an agent. But
21 it's a little piece of software that's going to
22 come down from a portal. The user is going to
23 download it onto this device.

24 And then that executable or whatever
25 format it takes, depending on the OS -- that

1 binary is what is running. It's interacting with
2 OS -- operating system -- APIs, doing things on
3 the OS to set up that configuration. So set up
4 the 802.1X for a user authentication, make sure
5 it's using DHCP or proxies or whatever other
6 network-related settings the customer needs, go
7 ahead and get the credentials from the user, go
8 ahead and put them into the OS so the OS can
9 handle that authentication, anything like
10 firewalls and so forth, take care of.

11 And then once we -- A, we looked at
12 that little binary, the wizard, and it looks at
13 the machine to figure out what state it's
14 currently in, like, Okay, here is all the
15 information I know about it, then it has kind of
16 a snapshot of what it needs to be to be
17 successful here. It does a diff. It goes about
18 applying those changes, so now it's provisioning
19 the device, correcting any settings that the user
20 tried to get correct but wasn't -- if they tried
21 to get on manually and was wrong, we'll
22 troubleshoot what was wrong, or maybe provision
23 new from scratch. Either way, we're going to go
24 through and get that provisioned.

25 And then that wizard will do what we

1 refer to as the migration, which is instead of
2 this connection here to the unsecure, it will go
3 ahead and move that this way so that that laptop
4 ends up over here, connected to the secure
5 network, and that device is off and running.
6 It's been provisioned through the portal via the
7 little agent that comes on the software. We
8 moved it from one network to the other. And when
9 it's over here, it might have an address like
10 10.0.0.10. And when it comes over here, it may
11 have an address like 73.12.12.12.

12 Q So the computer -- the secure computer
13 you're referring to there, would that be
14 considered like the target --

15 A Yeah.

16 Q -- environment? Is that a way to
17 describe it?

18 A Yeah. If you sort of take a
19 snapshot -- like internally, as we figure out
20 what we want to correct, we take a snapshot of
21 this machine, essentially. We end up with an XML
22 document that says, Hey, here's all the
23 configurations on this machine. We compare that
24 to our desirable, which is our target, what do we
25 want that device to look like.

1 And then the wizard goes through that
2 list and says, Okay, I need to change number one,
3 two, three, four, but five is okay, I can skip
4 that one, six, seven, eight.

5 Q So would that be the source?

6 A This is the source, and this is the
7 target that we want that device in at the end of
8 the process.

9 Q So if it's appropriate to label those
10 as Source and Target, could you do those on that
11 drawing?

12 A (Complied.)

13 Q And then you had mentioned both
14 appliance-based but also cloud-based products and
15 services. Where does the Internet and cloud
16 services loop into this whole diagram?

17 A So between the access point here and
18 the portal, it doesn't matter what's in between
19 here. So this could be sitting physically right
20 next to the access point. It could be in a
21 customer data center, if you will, on-site data
22 center. It could be in a customer's off-site
23 data center. It could be in our cloud instance,
24 onboard.cloudpath.net. It doesn't matter.

25 At that point, you're on a layer --

1 you've got layer three connectivity, and you can
2 talk to the Internet and so forth. So it doesn't
3 matter if it's local or remote.

4 Q So can you draw on that diagram where
5 the Internet would come into play in your cloud
6 environment?

7 A (Complied.)

8 Q And just label that for me, if you
9 don't mind.

10 A (Complied.)

11 MR. NEUGEBOREN: Okay. Great. I'll
12 get you a copy of that before we leave.

13 MR. JONES: Okay.

14 MR. NEUGEBOREN: I'm going to label
15 this as **Exhibit 119**.

16 (Deposition **Exhibit 119** was marked.)

17 MR. NEUGEBOREN: This is probably a
18 good break point. Off the record.

19 (Break was taken.)

20 (Deposition **Exhibit 114** was marked.)

21 Q (BY MR. NEUGEBOREN) Mr. Koster, I'm
22 going to hand you what I've marked as Exhibit
23 114. It looks like some slides from a
24 presentation at an Interop conference. Do you
25 recognize what this document is?

1 A Yep. It's a presentation or -- I want
2 to say roundtable, now I've got that in my
3 head -- a discussion, if you will, between three
4 vendors at Interop as part of the Interop Las
5 Vegas show.

6 Q What was the purpose and scope of that
7 conference?

8 A Interop is a general business IT. So
9 anything IT related to business, numerous
10 different tracks and so forth.

11 Q You see the gentleman's name on the
12 front, Michael Finneran. Who is he?

13 A So Michael I just know from a couple
14 of connections via Interop. Michael -- in this
15 case, he was leading this workshop and was the
16 chair for the day for kind of everything
17 happening under this track.

18 The people that come in and do that
19 are usually pretty highly respected. Normally
20 they are consultants. dBrn Associates is his
21 company, and he is a very respected consultant in
22 Wi-Fi mobility and mobile devices and so forth.

23 Q What's his level of sophistication
24 with respect to the technology that was being
25 discussed here?

1 A Very high. I mean he wouldn't be
2 chairing this if he didn't know what was going
3 on. And the year previous, he was a judge for
4 the Best of Interop Awards, which is a big honor.
5 He judged our products, so it was a big honor to
6 win. Plus, he -- for himself, it's a big honor
7 to be one of the judges. It's one of the
8 interesting, prestigious positions, if you will,
9 in the industry.

10 Q And just so it's clear, you were at
11 this conference personally?

12 A Yeah, yeah. I wasn't on stage. Our
13 VP of marketing at the time was on stage. I was
14 in attendance.

15 Q But you were in the audience. You saw
16 the conference actually happening?

17 A Yes.

18 Q Anyone else from Cloudpath in the
19 audience at the time?

20 A Sara and Lynn, I believe.

21 Q Who is Lynn?

22 A Lynn Haney was director of
23 engineering.

24 Q Okay. So you were at this conference.
25 Can you just describe for me the chain of events

1 and what led you to pull this document?

2 A This workshop was one where I think we
3 paid \$35,000 to be part of it. There was a forum
4 between us, Zirrus, and Cisco on a broad array of
5 topics, as the name implies, with BYOD, mobile
6 security, MDM, and so forth.

7 And so Amith Nair was our
8 representative on the panel. And as Michael went
9 through giving an overview -- and he's got his
10 credentials listed here. It's like consultant
11 and writer. As he went to introduce the panel,
12 this was the first time I had seen the Racemi
13 Cloud Path logo. So on the big projection
14 screen, there's the people who paid to be on the
15 panel, and our logo was Racemi's logo. And this
16 was an individual who a year previous had given
17 us the Best of Interop Award as a judge, and so
18 he was familiar with us and definitely an expert
19 in the field.

20 Q Just so the record is clear, you're
21 looking at the third page, where it's titled
22 Panel: WLAN Developments?

23 A Correct.

24 Q On the right side, Amith Nair, he is
25 or was a Cloudpath Networks employee; is that

1 right?

2 A Correct.

3 Q He was senior director of sales and
4 marketing. And the logo and name that's
5 underneath Mr. Nair's picture, that is not
6 Cloudpath's mark; is that correct?

7 A Correct.

8 Q And it's your understanding that is
9 Racemi's mark?

10 A Correct.

11 Q And it's your understanding that
12 Mr. Finneran is the one who put these slides
13 together?

14 A Yes.

15 Q Did you ever have any discussion or
16 correspondence with Mr. Finneran after this
17 happened?

18 A At some time -- I don't remember if it
19 was there on-site or a call later or through
20 Amith contacting him. There was some sort of
21 contact that said, Hey, just FYI, my logo wasn't
22 the correct one. And he came back and, of
23 course, he was very apologetic about it. But he
24 was confused as to when he went to grab the logo
25 off the Web site, he apparently ended up on

1 Racemi's Web site and grabbed their Cloud Path
2 logo, and the rest is history, I guess.

3 Q If you turn to the last page of that
4 exhibit, what is that? It looks like a photo.

5 A Yeah. This is a photo I took. I was
6 up in the front row, and as they put up the
7 slide, I was like, Holy, crap, what is that? I
8 pulled out my camera and tried to as discretely
9 as possible take a photo of it. I was just kind
10 of like, I can't believe this is happening.

11 (Deposition Exhibit 115 was marked.)

12 Q (BY MR. NEUGEBOREN) Okay. Let me
13 hand you what's been marked as Exhibit 115. If
14 you could take a look at that and identify for me
15 what that is.

16 A This looks like the attendee list for
17 the workshop at -- for this particular workshop
18 we were just looking at the slides for. The
19 session title was BYOD, Mobile Security, and
20 Mobile Device Management.

21 Q Where did you obtain this from?

22 A This would have been provided to us by
23 Interop as being part of the sponsor for the
24 event, for this particular workshop.

25 Q And just to make some clarifications

1 on the format of this document. It looks like
2 it's actually a very wide spreadsheet that's
3 broken up into two chunks. Roughly halfway
4 through, there's other information corresponding
5 to the attendee's name and job title. Do you see
6 how that's formatted?

7 A Yeah.

8 Q And it's your understanding that this
9 is solely the attendee list for the presentation
10 that Mr. Finneran gave that you spoke to earlier?

11 A Yes. Yep.

12 Q Okay. I just want to -- I'm sorry.
13 I'm going to jump back to a topic we covered
14 earlier. I overlooked a couple of documents. So
15 I'm going to mark this as **Exhibit 120**.

16 (Deposition **Exhibit 120** was marked.)

17 Q (BY MR. NEUGEBOREN) It looks like --
18 I'm going to hand this to you, **Exhibit 120** -- a
19 Google Analytics page. Can you identify that?

20 A Yes. A Google Analytics page -- it's
21 within the AdWords section, so people that ended
22 up at the Web site through AdWords. And the blue
23 highlight, it's a little fuzzy on here but it's,
24 "how is Racemi cloudpath doing." So someone
25 searched for this term, "how is Racemi cloud path

1 doing," and then proceeded to -- Google, via the
2 Cloudpath being in the search term, then matched
3 it. You'll see "Phrase match" down below, so
4 they phrase matched it to a term we were paying
5 for, displayed our ad, and then based on this,
6 the customer must have clicked on -- not on the
7 organic search terms. They clicked on our paid
8 ad for Cloudpath.

9 Q Just so I understand what's happening
10 here, this is an instance of someone searching
11 for Racemi Cloud Path and then ending up on your
12 page, on the Cloudpath Networks' page?

13 A Correct. And down in the middle, it
14 looks like they visited three pages during their
15 session.

16 (Deposition Exhibit 116 was marked.)

17 Q (BY MR. NEUGEBOREN) Okay. And this
18 is Exhibit 116. If you could take a look at
19 that, identify it for me, and explain where it
20 came from.

21 A So this is a report generated from
22 Google AdWords. Whereas this was Analytics
23 (indicated) and within Analytics looking at
24 AdWords, this is within the AdWords' management
25 UI. It's a list of search terms that we paid

1 for, what the average cost per click is that we
2 pay, and then the number of times it had an
3 impression, and how many times it's been clicked
4 on, I believe.

5 Q So is this one of the reporting
6 documents that sits alongside your general
7 attention to AdWords that you pay for on Google?

8 A Yeah. This is Google's proof to us
9 that we're getting what we're paying them for.

10 Q Okay. How is this generated? How is
11 this report generated?

12 A Through their admin, UI for AdWords,
13 generate it. And then I don't remember if this
14 particular one -- given the format of it, you can
15 print it from the Web, but I think this was
16 probably a CSV download to an Excel spreadsheet.

17 Q Did you pull and prepare this report?

18 A Yeah.

19 MR. NEUGEBOREN: Okay. I'm pretty
20 much coming to the end of my direct examination.
21 If I can take a quick break to confer and clean
22 anything up that needs to be cleaned up.

23 MR. JONES: Okay.

24 MR. NEUGEBOREN: Off the record.

25 (Break was taken.)

1 MR. NEUGEBOREN: I don't have anything
2 else.

3 EXAMINATION

4 BY MR. JONES:

5 Q Mr. Koster, I understood what you said
6 most of the time, but either because I got tired
7 or for whatever reason, I did not understand your
8 comments about Exhibit 120. Would you take a
9 look at it, please?

10 A Yes.

11 Q I believe you testified that this
12 report was generated by virtue of someone, I
13 think you said, looking for Racemi. Do you
14 recall saying that?

15 A It's -- the search term is there in
16 the blue highlight matched search query, "how is
17 racemi cloudpath doing."

18 Q Okay. So the search that was
19 conducted was a search on the phrase, "how is
20 racemi cloudpath doing," right?

21 A Correct.

22 Q Now, you also said, I think, that that
23 search produced a hit on your site because of an
24 AdWord or keyword that you purchased; is that
25 correct?

1 A Correct.

2 Q What was the purchased AdWord or
3 keyword?

4 A The AdWord -- it doesn't display here,
5 but I would expect it to be Cloudpath.

6 Q You don't know?

7 A I don't know, but I know that the
8 other terms, we don't do search terms on.

9 Q And backing up a little bit further in
10 your testimony. If you would pull **Exhibit 114**,
11 please. Have you talked to Mr. Finneran yourself
12 about the slide that is shown on the third page
13 of **Exhibit 114**?

14 A I'm uncertain. I haven't in the time
15 between then and now. I may have asked him about
16 it at the conference.

17 Q Testifying under oath, what can you
18 say with certainty that Mr. Finneran has said to
19 you regarding this slide?

20 A So he said that he just grabbed that
21 logo and used it.

22 Q That he did it for himself?

23 A I don't know if he told me himself
24 that he did.

25 Q Do you know who made the slide?

1 A His -- I do not know who made the
2 slide. I know that he was representing his
3 expertise and his consulting company as part of
4 being the chair of this particular session.

5 Q For all you know, that slide was made
6 by some clerk or administrative person in his
7 office, correct?

8 A It could be; but he presented it.

9 Q Other than yourself and your wife,
10 Sara Koster, how many employees does Cloudpath
11 Networks presently have?

12 A Can I use a piece of scratch paper
13 to --

14 Q Approximately.

15 A Approximately 11; 11 to 13.

16 Q Have you ever had more than
17 approximately 11 to 13 employees?

18 A Yes. I think the most we've had is
19 15.

20 Q If you look at **Exhibit 106**, I believe
21 it is, this is what you refer to as a customer
22 list, correct?

23 A Correct.

24 Q What percentage of your customers are
25 universities, schools, and other educational

1 organizations?

2 A A majority.

3 Q A super majority?

4 A If you count in terms of like account
5 numbers, yeah. I don't know what constitutes a
6 super majority. But I'd say in pure customer
7 numbers, probably 80 percent.

8 Q And what percentage of your revenue is
9 derived from services provided either directly or
10 indirectly to universities, schools, and other
11 educational enterprises?

12 A It would be less than -- if 80 percent
13 of our customer base is education, then the
14 revenues from education would probably be less
15 than that. Gosh, it would be in the business
16 records, but off the top of my head, I don't
17 know.

18 Q More than 50 percent of your revenue?

19 A I'd say more than 50 percent.

20 Q And has that been true historically
21 from the time that Cloudpath Networks began
22 operation in or about 2006?

23 A Yes.

24 Q Who are your principal competitors?

25 A Cisco Networks, Aruba Networks, HP,

1 Meru Networks. I'm sure -- Aerohive.

2 Q Is Racemi --

3 A Actually, let me -- and MDM agents,
4 like Fiberlink or MobileIron would be another
5 category of competitors.

6 Q Is Racemi a principal competitor of
7 yours?

8 A No.

9 Q Do you consider Racemi to be a
10 competitor of yours?

11 A No. From a product perspective, no.
12 But a budget -- capturing budget perspective, we
13 do overlap.

14 Q I'm sorry. Would you speak up and say
15 that again, please?

16 A From a product perspective, no, we
17 don't compete head to head. But we do compete
18 for the same budget dollars.

19 Q If people have got to spend money
20 somewhere, you would rather they spend it with
21 you, correct?

22 A Correct.

23 Q I am looking for -- here it is.
24 **Exhibit 101**, please.

25 Now, before we get to 101, I want to

1 make sure I understand in layman's terms what it
2 is that your company does. Am I correct that
3 what you do primarily is to assist your clients
4 by allowing the personal devices that are brought
5 into your clients' facilities to have access not
6 only to the unsecured networks of those clients,
7 but also to the secured networks of those
8 clients?

9 MR. NEUGEBOREN: Objection;
10 mischaracterizes his prior testimony. You can
11 answer.

12 A Yeah. So we assist customers that
13 want to run a secure network in migrating devices
14 from an unsecure network to a secure network.

15 Q (BY MR. JONES) Putting it in layman's
16 terms, if the University of Nebraska, your alma
17 matter, is a customer and the freshman class
18 shows up with a bunch of iPhones, Blackberries,
19 laptops, or whatever, the day they show up on
20 campus, they've got some access to the
21 university's network, I assume. Would that be a
22 fair assumption?

23 A They would have access to the unsecure
24 network. In some instances, that would be wide
25 open in terms of permissions, if you will. It

1 may be a fully functional network. In other
2 cases, it may be restricted down.

3 Q But your customers, such as
4 universities and other educational facilities,
5 they want to have secure networks available for
6 their students and faculty and staff members,
7 correct?

8 A They either want their students and
9 staff to use that network, or they want to give
10 the user the option of opting in to using that
11 network.

12 Q And what's the particular utility to
13 the university and its faculty and staff and
14 students of having a secure network vis-a-vis an
15 unsecure network?

16 A They are -- it's the nature of
17 security with the network. They want to know who
18 is getting on the network, what they are doing,
19 how they are doing it, what they are doing it
20 from, where they are going to. They want some
21 accountability on the device connecting to the
22 network.

23 Q Do they use the secure networks for
24 communicating class assignments and other
25 class-related information to the students?

1 A Yeah. The network is a full
2 enterprise network. In some cases, it's the
3 university hospital that does all your HIPAA type
4 stuff. Other cases, it's financial information.
5 Other cases, it's educational mechanisms.

6 Q Okay. So the universities need a
7 secure network to facilitate academic programs,
8 to facilitate financial aspects of running the
9 university, to facilitate health and security
10 aspects of running a university. Anything else
11 that they use these secure networks for?

12 A The normal things that everybody uses
13 networks for: getting to the Web, checking
14 e-mail, so forth.

15 Q Okay. And so what your company does
16 is allow the migration of these devices that
17 these students and staff members bring into the
18 university setting from an unsecure network to a
19 secure network, correct?

20 A Yeah. We work with the operating
21 system and migrate it to make sure it's fully
22 configured for the secure network and to go ahead
23 and migrate it over.

24 Q So you provision that? I think
25 provision is another word that you use, right?

1 A Yes.

2 Q Okay. Or onboard, correct?

3 A Correct.

4 Q So onboarding, provisioning,
5 migrating, as you've used those terms in your
6 deposition today in the context of describing
7 your company's products and services, you're
8 talking about enabling students and other members
9 of the client's network to utilize a secured
10 network, correct?

11 MR. NEUGEBOREN: Objection;
12 mischaracterizes his prior testimony.

13 A The -- I'm not sure how that was
14 phrased. How did you phrase that?

15 Q (BY MR. JONES) What you do is
16 facilitate access by the users to the client's
17 secured network?

18 A We make sure that devices, which are
19 really operating systems, are connected to the
20 right network.

21 Q And that is part of facilitating the
22 user's access to the secured network, isn't it?

23 MR. NEUGEBOREN: Same objection; asked
24 and answered; and mischaracterization.

25 A At the end of the day, it doesn't

1 matter what that computer is and what OS it is.
2 They get used in different formats. And it can
3 be an end user, it can be an administrator, it
4 can be a Linux machine that a student has plugged
5 in to their dorm port that's being used as a Web
6 server. It can be anything that that operating
7 system supports.

8 Q (BY MR. JONES) Looking at Exhibit
9 101, the listing of goods -- by the way, you
10 don't have a registration of Cloudpath other than
11 the registration number 4,045,900 of Exhibit 101,
12 do you?

13 A Correct.

14 Q So that registration covers, and I'll
15 read, quote, Providing access to online software
16 for use in automated troubleshooting of computer
17 software problems with access restricted to
18 authorized users, end quote.

19 A Uh-huh.

20 Q Was that an accurate description of
21 your company's, Cloudpath, services when you
22 submitted it to the trademark office?

23 A Yeah. We had --

24 Q Is it still an accurate description of
25 your company's services?

1 A Yeah. It's still an accurate -- it's
2 not a complete.

3 Q So when you say, "For providing
4 access," you're talking about for providing
5 connectivity, aren't you?

6 MR. NEUGEBOREN: Objection.

7 A It says, "Providing access to online
8 software." So as I diagrammed, we are a portal.
9 So we're online software. Part of our service is
10 getting people to that online software.

11 Q (BY MR. JONES) Connecting to that
12 online software?

13 A Define connecting.

14 Q Didn't you just testify a few moments
15 ago and earlier that what you do is connect the
16 users to a secured network?

17 A So our software, yes, will -- as they
18 move over, it will create a layer two connection
19 to a secure network.

20 Q Okay. And so when you describe your
21 services in this registration, you use the term
22 "providing access." So you're talking about
23 providing that connection, correct?

24 MR. NEUGEBOREN: Objection;
25 mischaracterizing the document and the witness's

1 prior testimony.

2 A I don't understand what you're asking.

3 Q (BY MR. JONES) You tell me what
4 "providing access" means as you used it in the
5 submission to the trademark office.

6 A Part of our service is that users are
7 able to access our online software for use and
8 doing what we need to do.

9 Q And what did you mean by "automated
10 troubleshooting"?

11 A So as I diagrammed, there's a stage
12 where we have a snapshot of what the computer
13 currently is. We have a snapshot of what we
14 desire that computer to do or be. We diff them.
15 And that becomes the list of things that we need
16 to resolve on that device.

17 Q So you call that troubleshooting?

18 A Yeah.

19 Q Okay. And when you say "with access
20 restricted," you're talking about having some
21 sort of security mechanism associated with this
22 connectivity, aren't you?

23 A As we connect them to the secure
24 network, there's user authentication involved.

25 Q Okay. Does Cloudpath Networks provide

1 server migration services to its customers?

2 A Part of our product is a server
3 component. It runs as VMWare. Customers run it
4 in their VMWare infrastructure, either on site or
5 off site. And as part of our normal routine
6 support services, if they need to move that VM,
7 we're there to assist with it. That may be
8 simply giving it a new IP address. That may be
9 taking one server and cloning it so they have
10 three servers. It may be the case where they are
11 moving it to a different data center.

12 Q So you offer to the public server
13 migration services; is that correct?

14 A We offer to the -- under the listing
15 of products, we offer a server, and part of our
16 support services and professional services is the
17 upkeep, care, and management of that server
18 within their environment.

19 Q Would you take a look at **Exhibit 104**
20 and tell me if there's any reference to the
21 offering of server migration services in Exhibit
22 104?

23 A There is not. There is also no
24 reference --

25 Q Thank you. You've answered my

1 question. In the environment of, particularly,
2 the -- in the educational environment in which
3 the majority of your services are rendered, the
4 networks -- strike that.

5 Have you or, to your knowledge, any
6 other Cloudpath Networks employee ever received a
7 question, comment, or inquiry as to whether there
8 is any association between your company and its
9 products and Racemi and its products?

10 A Not that I know of.

11 Q And how long have you been in
12 business?

13 A Since March of 2006.

14 Q Almost eight years now -- no, almost
15 nine years now, correct?

16 A Yes.

17 Q I knew that Tennessee education would
18 get me in trouble.

19 A Time flies by.

20 Q Yeah. Have you ever seen a
21 representative of Racemi at the Interop
22 conference?

23 A I have not. I don't particularly
24 look, but I have not.

25 MR. JONES: I have no further

1 questions.

2 EXAMINATION

3 BY MR. NEUGEBOREN:

4 Q I just have one follow-up question.
5 Mr. Koster, Mr. Jones was asking you about
6 communications that you may or may not have had
7 with Mr. Finneran at the Interop conference. I
8 would just like to hand you an e-mail chain.
9 Just for the record, this was forwarded to me and
10 my colleague at my office.

11 If you would just look towards the
12 bottom and explain for the record and see if that
13 refreshes your recollection about
14 conversations or communications --

15 MR. JONES: May I see it before you --

16 MR. NEUGEBOREN: I'm sorry.

17 Q (BY MR. NEUGEBOREN) Does this
18 document refresh your recollection --

19 MR. JONES: Could I have a minute? I
20 haven't seen it.

21 MR. NEUGEBOREN: Sorry, Larry.

22 MR. JONES: Do you intend to offer
23 this?

24 MR. NEUGEBOREN: Just to refresh his
25 memory.

1 MR. JONES: It is hearsay, and I don't
2 blame you for not offering it.

3 Q (BY MR. NEUGEBOREN) So we've got a
4 hearsay objection. You can still answer my
5 question. I just want to know if this refreshes
6 your recollection as to what transpired between
7 Mr. Finneran, and yourself, Mr. Nair?

8 A Yeah. It was Amith that -- Amith was
9 the one that let Michael know that it was the
10 incorrect logo. Michael responded saying that it
11 was a screw-up, that he was the one -- he says
12 that he was the one that had Googled for the
13 Cloudpath logo and --

14 MR. JONES: I object. That's hearsay
15 based upon hearsay.

16 Q (BY MR. NEUGEBOREN) Just so the
17 record is clear, you were personally at this
18 conference and saw the logo presented during the
19 presentation?

20 A Correct. I took the photo that is in
21 one of the slide decks as in -- I don't recall
22 offhand what row I was in, but that picture shows
23 where -- that was my phone, my iPhone.

24 Q Okay. What percentage of Cloudpath's
25 customers request some level of professional

1 services in addition to the ones that might be
2 advertised on your Web site?

3 A All of our customers purchase support
4 services and -- which we don't advertise on the
5 Web site. That's just part of running the
6 product and using it. There might be an
7 exception, but I would safely say that 99 percent
8 of our customers are on support contracts.

9 MR. NEUGEBOREN: I have no further
10 questions.

11 MR. JONES: No other questions. Thank
12 you.

13 (The deposition concluded at
14 12:01 p.m., January 22, 2015.)

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I, KEVIN KOSTER, do hereby certify
that I have read the foregoing transcript and
that the same and accompanying amendment sheets,
if any, constitute a true and complete record of
my testimony.

Signature of Deponent

() No amendments
() Amendments attached

Subscribed and sworn to before me this
_____ day of _____, 2015.

Notary Public _____
Address: _____

My commission expires _____
Seal:

LAD

1 STATE OF COLORADO)
2) ss. REPORTER'S CERTIFICATE
3 COUNTY OF DENVER)

4 I, Lisa A. Dague, do hereby certify that I
5 am a Certified Professional Reporter and Notary
6 Public within the state of Colorado; that
7 previous to the commencement of the examination,
8 the deponent was duly sworn to testify to the
9 truth.

10 I further certify that this deposition was
11 taken in shorthand by me at the time and place
12 herein set forth and was thereafter reduced to
13 typewritten form, and that the foregoing
14 constitutes a true and correct transcript.

15 I further certify that I am not related to,
16 employed by, nor of counsel for any of the
17 parties or attorneys herein, nor otherwise
18 interested in the result of the within action.

19 In witness whereof, I have affixed my
20 signature this 30th day of January,
21 2015.

22 My commission expires December 23, 2016.

23
24 _____
25 Lisa A. Dague
216 - 16th Street, Suite 600
Denver, Colorado 80202

Agren Blando Court Reporting & Video, Inc.

1 AGREN BLANDO COURT REPORTING & VIDEO, INC.
2 216 - 16th Street, Suite 600
3 Denver, Colorado 80202
4 4450 Arapahoe Avenue, Suite 100
5 Boulder, Colorado 80303

6
7 January 30, 2015

8
9 Larry C. Jones, Esq.
10 101 South Tryon Street, Suite 4000
11 Charlotte, North Carolina 28280

12
13 Re: Deposition of KEVIN KOSTER
14 CLOUDPATH NETWORKS VS. RACEMI
15 Cancellation No. 92057344

16
17 The aforementioned deposition is ready for
18 reading and signing. Please attend to this
19 matter by following BOTH of the items indicated
20 below:

21
22 _____ Call 303-296-0017 and arrange with us
23 to read and sign the deposition in our
24 office

25
26 XXX Have the deponent read your copy and sign
27 the signature page and amendment sheets, if
28 applicable; the signature page is attached

29
30 _____ Read the enclosed copy of the deposition
31 and sign the signature page and amendment
32 sheets, if applicable; the signature page
33 is attached

34
35 XXX WITHIN 35 DAYS OF THE DATE OF THIS LETTER

36
37 _____ By _____ due to a trial date of _____

38
39 Please be sure the original signature page and
40 amendment sheets, if any, are SIGNED BEFORE A
41 NOTARY PUBLIC and returned to Agren Blando for
42 filing with the original deposition. A copy of
43 these changes should also be forwarded to counsel
44 of record. Thank you.

45
46 AGREN BLANDO COURT REPORTING & VIDEO, INC.

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48 cc: All Counsel

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5 KEVIN KOSTER
January 22, 2015
6 CLOUDBATH NETWORKS VS. RACEMI
Cancellation No. 92057344

7

8

9 The original deposition was filed with
10 Craig Neugeboren, Esq. on approximately
11 the 30th day of January, 2015.

12 _____ Signature waived

13 _____ Unsigned; signed signature page and
14 amendment sheets, if any, to be filed at
trial

15 _____ Reading and signing not requested pursuant
16 to C.R.C.P. Rule 30(e)

17 XXX Unsigned; original amendment sheets and/or
18 signature pages should be forwarded to
Agren Blando to be filed in the envelope
attached to the sealed original.

19

20 Thank you.

21 AGREN BLANDO COURT REPORTING & VIDEO, INC.

22 cc: All Counsel

23

24

25

- AMENDMENT SHEET -

Deposition of KEVIN KOSTER
January 22, 2015
CLOUDPATH NETWORKS VS. RACEMI
Cancellation No. 92057344

The deponent wishes to make the following changes
in the testimony as originally given:

Page	Line	Should Read	Reason
_____	_____	_____	_____
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_____	_____	_____	_____
_____	_____	_____	_____
_____	_____	_____	_____
_____	_____	_____	_____

Signature of Deponent: _____

Acknowledged before me this ____ day of _____,
20__.

(seal) Notary's signature _____

My commission expires _____

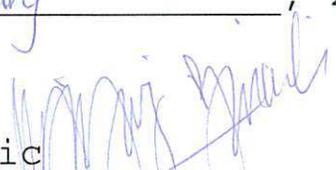
1 I, KEVIN KOSTER, do hereby certify
2 that I have read the foregoing transcript and
3 that the same and accompanying amendment sheets,
4 if any, constitute a true and complete record of
5 my testimony.

6
7
8
9 

Signature of Deponent

10
11 () No amendments
12 (X) Amendments attached

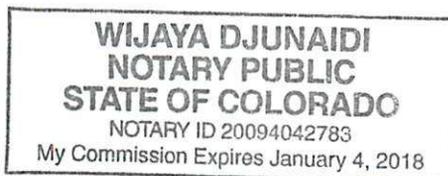
13
14 Subscribed and sworn to before me this
15 19th day of February, 2015.

16
17 Notary Public 

18 Address: 2205 W 136th Ave Ste 106
19 Broomfield, CO 80023

20
21 My commission expires 1/4/2018

22 Seal:



23
24 LAD

- AMENDMENT SHEET -

Deposition of KEVIN KOSTER
January 22, 2015
CLOUDPATH NETWORKS VS. RACEMI
Cancellation No. 92057344

The deponent wishes to make the following changes in the testimony as originally given:

Page	Line	Should Read	Reason
<u>7</u>	<u>15</u>	<u>security mostly in relation to things like</u>	<u>Auth transcription error</u>
<u>19</u>	<u>17</u>	<u>Motorola and Juniper both ended up</u>	<u>name correction</u>
<u>25</u>	<u>10</u>	<u>seen this a million times before. What are I</u>	<u>transcr. error</u>
<u>27</u>	<u>23</u>	<u>downloads--and its all design that they access</u>	<u>readability</u>
<u>28</u>	<u>18</u>	<u>Yeah. Once we have configured it for</u>	<u>clarification</u>
<u>34</u>	<u>14</u>	<u>use existing infrastructure, multi-vendor,</u>	<u>transcr. error</u>
<u>44</u>	<u>24</u>	<u>console, and details the account and title of</u>	<u>transcr error</u>
<u>47</u>	<u>19</u>	<u>partner for a year, or 14 months, or so. So we've</u>	<u>wrong unit of time</u>
<u>51</u>	<u>7</u>	<u>servers that we do run at Amazon, we get part of</u>	<u>clarification</u>
<u>54</u>	<u>4</u>	<u>walks in the door. And so in these</u>	<u>clarification</u>
<u>54</u>	<u>22</u>	<u>product. Exclusive Networks, for example, in Europe,</u>	<u>transcr error</u>
<u>54</u>	<u>23</u>	<u>they're a distributor, when they have a sheet of</u>	<u>transcr error</u>
<u>77</u>	<u>1</u>	<u>Listed in infrastructure as a service and</u>	<u>transcr error</u>

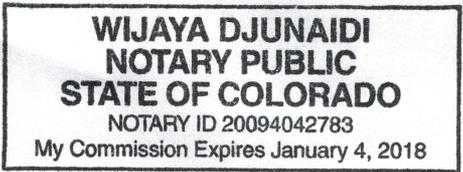
Signature of Deponent: [Signature]

Acknowledged before me this 18th day of February, 2015.

(seal)

Notary's signature [Signature]

My commission expires 1/4/2018



**IN THE UNITED STATES PATENT AND TRADEMARK OFFICE BEFORE
THE TRADEMARK TRIAL AND APPEAL BOARD**

Cloudpath Networks, Inc. Petitioner, v. Racemi, Inc., Registrant.

Cancellation No. 92057344

Date: February 20, 2015

PEITIONER’S NOTICE OF FILING TESTIMONY

Pursuant to Trademark Rule 2.125(c), Petitioner Cloudpath Networks, Inc., (“Cloudpath”) hereby gives notice to Registrant Racemi, Inc. (“Racemi”) that Petitioner is filing the testimony deposition and accompanying exhibits listed below. A certified copy of the testimony deposition transcript and copies of the exhibits in compliance with Trademark Rule 2.123 are being filed with the Board. Copies of the testimony deposition transcript and exhibits are also being served on counsel for Racemi. A copy of this Notice is also being filed with the Board.

TESTIMONY DEPOSITION

- 1) The certified testimony deposition transcript of Kevin Koster taken on January 22, 2015 , including:
 - a. Original Pages 1-124
 - b. An Amendment Sheet with minor corrections to the original pages, signed by Kevin Koster, and notarized.

- c. A Certification Page, signed by Kevin Koster, and notarized.

EXHIBITS

The following exhibits, along with their brief descriptions as listed in the testimony transcript of Kevin Koster. Note that Exhibits 105 and 106 are being submitted as CONFIDENTIAL.

- 1) Exhibit 101, Cloudpath Networks, Inc. Trademark Registration No. 4,045,900
- 2) Exhibit 102, Listserv printout, EDUCAUSE post
- 3) Exhibit 103, Twitter printout, "Cloudpath shop," Mar. 5
- 4) Exhibit 104, Cloudpath Networks website screen printouts
- 5) Exhibit 105, submitted as CONFIDENTIAL, Cloudpath Networks Profit and Loss Spreadsheet
- 6) Exhibit 106, submitted as CONFIDENTIAL, Listing of Cloudpath Networks customers
- 7) Exhibit 107, E-mail from Paul Lopez to Udayan Borkar, October 2, 2014
- 8) Exhibit 108, Screenshot, Google "cloudpath" search
- 9) Exhibit 109, LeadLander report
- 10) Exhibit 110, 2014 Internet2 Global Summit, screenshot printout
- 11) Exhibit 111, LeadLander screenshot printouts
- 12) Exhibit 112, Salesforce, Lead Report
- 13) Exhibit 113, E-mail string, "RE: Cloudpath update" with potential customer
- 14) Exhibit 114, Interop Conference May 6-10, 2013, Las Vegas, slide printouts
- 15) Exhibit 115, Attendee list, Interop Conference
- 16) Exhibit 116, Google AdWords, List of Search Terms
- 17) Exhibit 117, Printout, Cloudwards.net
- 18) Exhibit 118, Snapshots of video from Racemi website

19) Exhibit 119, Kevin Koster's handwritten drawing

20) Exhibit 120, AdWords search queries, "how is racemi cloudpath doing?"

Dated: February 20, 2015

Respectfully Submitted,

/Craig A. Neugeboren/

Craig A. Neugeboren

Attorney for Petitioner

Neugeboren O'Dowd PC

1227 Spruce St., Suite 200

Boulder, CO 80302

Certificate of Service

I certify that on February 20, 2015, I had the foregoing Notice of Filing Testimony document served on Mr. Larry Jones, counsel for Racemi, Inc. via email, pursuant to an agreement between the parties to serve all such documents electronically.

Dated: February 20, 2015

Respectfully Submitted,

/Craig A. Neugeboren/

Craig A. Neugeboren

Attorney for Petitioner
Neugeboren O'Dowd, PC
1227 Spruce St., Suite 200
Boulder, CO 80302

**IN THE UNITED STATES PATENT AND TRADEMARK OFFICE BEFORE
THE TRADEMARK TRIAL AND APPEAL BOARD**

Cloudpath Networks, Inc.

Petitioner,

v.

Racemi, Inc.,

Registrant.

Cancellation No. 92057344

Date: February 20, 2015

TESTIMONY EXHIBIT COVER SHEET

Cancellation No. 92057344

Cloudpath Networks, Inc. v. Racemi. Inc.

Deposition of Kevin Koster, January 22, 2014

Offering Party: Cloudpath Networks, Inc.

EXHIBIT 101

United States of America

United States Patent and Trademark Office

CLOUDPATH

Reg. No. 4,045,900

Registered Oct. 25, 2011

Int. Cl.: 42

SERVICE MARK

PRINCIPAL REGISTER

CLOUDPATH NETWORKS, INC. (COLORADO CORPORATION)
9975 WADSWORTH PKWY K2-234
WESTMINSTER, CO 80021

FOR: PROVIDING ACCESS TO ONLINE SOFTWARE FOR USE IN AUTOMATED TROUBLE SHOOTING OF COMPUTER SOFTWARE PROBLEMS WITH ACCESS RESTRICTED TO AUTHORIZED USERS, IN CLASS 42 (U.S. CLS. 100 AND 101).

FIRST USE 10-1-2008; IN COMMERCE 10-1-2008.

THE MARK CONSISTS OF STANDARD CHARACTERS WITHOUT CLAIM TO ANY PARTICULAR FONT, STYLE, SIZE, OR COLOR.

SN 77-803,433, FILED 8-12-2009.

RENEE SERVANCE, EXAMINING ATTORNEY



David J. Kappas

Director of the United States Patent and Trademark Office

**IN THE UNITED STATES PATENT AND TRADEMARK OFFICE BEFORE
THE TRADEMARK TRIAL AND APPEAL BOARD**

Cloudpath Networks, Inc.

Petitioner,

v.

Racemi, Inc.,

Registrant.

Cancellation No. 92057344

Date: February 20, 2015

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Cancellation No. 92057344

Cloudpath Networks, Inc. v. Racemi. Inc.

Deposition of Kevin Koster, January 22, 2014

Offering Party: Cloudpath Networks, Inc.

EXHIBIT 102

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Subject: Re: Cisco WLC and SecureW2
From: Lee H Basman <[log in to unmask]>
Reply-To: The EDUCAUSE Wireless Issues Constituent Group Listserv <[log in to unmask]>
Date: Tue, 14 Jan 2014 21:31:36 +0000
Content-Type: multipart/related
Parts/Attachments: [text/plain \(45 lines\)](#) | [text/html \(155 lines\)](#) | [image002.png \(3801 bytes\)](#) | [image001.png \(10 KB\)](#)

[Second Tony, Give me Cloudpath, or give me death.](#)

Lee Basman

From: The EDUCAUSE Wireless Issues Constituent Group Listserv [mailto:[\[log in to unmask\]](#)] **On behalf of Tony Juarez**
Sent: Tuesday, January 14, 2014 4:12 PM
To: [\[log in to unmask\]](#)
Subject: Re: [WIRELESS-LAM] Cisco WLC and SecureW2

We currently use Cloudpath's XpressConnect with WLC 8510 solution, with great success, with great success, a very friendly web page wizard for the end users to follow.

Tony Juarez, CCNP Wireless
Network Engineer II
IT Services
CHICAGO
773-702-5592 (office)
773-230-7923 (cell)

From: <[log in to unmask]>
Reply-to: The EDUCAUSE Wireless Issues Constituent Group Listserv <[log in to unmask]>
Date: Tuesday, January 14, 2014 3:05 PM
To: [\[log in to unmask\]](#)
Subject: [WIRELESS-LAM] Cisco WLC and SecureW2

Back to: [Top of Message](#) | [Previous Page](#) | [Main WIRELESS-LAM Page](#)

CP-0077-Proc-Claims pages | 20140421 - Recent | pdf | SmartPass Active Center | SmartPass Connect Center | A gift for you door | DSC 885.jpg | image001.jpg | Show all attachments

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**IN THE UNITED STATES PATENT AND TRADEMARK OFFICE BEFORE
THE TRADEMARK TRIAL AND APPEAL BOARD**

Cloudpath Networks, Inc.

Petitioner,

v.

Racemi, Inc.,

Registrant.

Cancellation No. 92057344

Date: February 20, 2015

TESTIMONY EXHIBIT COVER SHEET

Cancellation No. 92057344

Cloudpath Networks, Inc. v. Racemi. Inc.

Deposition of Kevin Koster, January 22, 2014

Offering Party: Cloudpath Networks, Inc.

EXHIBIT 103

Everything

- People
- Photos
- Videos
- News
- Timelines
- Advanced Search

All people

People you follow

Everywhere

Near you

Trends · Change

#EveryVillainNoords

Results for cloudpath shop

Top / All

Colin Steele and 1 other follow

Tom Anderson @tomfanderson · Mar 5

Mac Admins. We're having a call with these guys at 11am today. Any of you work with them? We're a **Cloudpath shop** now. securew2.com



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**IN THE UNITED STATES PATENT AND TRADEMARK OFFICE BEFORE
THE TRADEMARK TRIAL AND APPEAL BOARD**

Cloudpath Networks, Inc.

Petitioner,

v.

Racemi, Inc.,

Registrant.

Cancellation No. 92057344

Date: February 20, 2015

TESTIMONY EXHIBIT COVER SHEET

Cancellation No. 92057344

Cloudpath Networks, Inc. v. Racemi. Inc.

Deposition of Kevin Koster, January 22, 2014

Offering Party: Cloudpath Networks, Inc.

EXHIBIT 104



About Cloudpath

Cloudpath Networks, Inc. provides software solutions and services that simplify the adoption of standards-based security, including WPA2-Enterprise and 802.1X, in diverse BYOD environments. Our goal is to make secure as simple as insecure: simple for network administrators to deploy and simple for users to access.

Cloudpath's web-based services offer network providers a proven model for deploying and maintaining standards-based security in a scalable, sustainable manner. From educational institutions, to enterprise, to service providers, the Cloudpath services have been used worldwide to bring simplicity to secure networks; simplicity in form and function. With experience in hundreds of WPA2-Enterprise/802.1X environments, Cloudpath services ensure the success of your project.



The cornerstone of the Cloudpath services is the XpressConnect Wizard. Provisioned via the Cloudpath Administrative Console, the XpressConnect Wizard provides the unique capability of moving a user from an open network to a secure network in an automated, fool-proof manner. Available since 2006, the XpressConnect Wizard has configured millions of personal devices in 62 countries.



From unpredictable devices in university environments to mission-critical systems on gas platforms at sea, Cloudpath embodies the knowledge necessary to make a WPA2-Enterprise/802.1X network successful. For more information on Cloudpath services, see the [solutions page](#) or [contact us](#) to discuss your needs.

Contact Information

General Inquiries: info@cloudpath.net or via the [online form](#)

Support: support@cloudpath.net

Sales: sales@cloudpath.net

Media: media@cloudpath.net

Marketing: marketing@cloudpath.net

Phone: +1 303.647.1495 (US)

+1 866.472.6053 (US)

+44 (0)1 161.261.1400 (UK)

Fax: +1 760.462.4569

Address: 1120 W 122nd Ave, Suite 302

Westminster, CO 80234 USA

We are located one block north of Avaya on Huron and west of Polycom on 122nd. [Directions](#)

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EXHIBIT

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XpressConnect Overview

Enterprise

Higher Education

K-12

Hotspot

XpressConnect™ Overview

XpressConnect brings standards-based security to diverse and unmanaged environments in a manner that is scalable and sustainable. From wireless networks with WPA2-Enterprise to wired networks with 802.1X, XpressConnect ensures that users are effortlessly provisioned and connected to the secure network across a wide range of laptops, phones, and tablets.



XpressConnect combines the low-cost and ubiquity of the native 802.1X supplicants with the manageability and ease-of-use traditionally associated with expensive third-party supplicants. In situations where the native supplicant doesn't fit your needs exactly, XpressConnect has the ability to augment it to provide the features you need, all in a minimally invasive manner.

The right fit for every environment. XpressConnect comes in two varieties to match the needs of every network:

XpressConnect Enrollment System

- Perfect for BYOD environments that need to differentiate between device types and ownership.
- Provides onboarding for a full array of use cases, including guests, employees, and IT assets.
- Provides automated distribution of client certificates for per-device control.
- Provides an onboard PKI and integrates with Microsoft Certificate Services.
- Winner of the Best of Interop 2012 for Wireless & Mobility.

XpressConnect Wizard

- Provides automated, self-service onboarding for PEAP and TTLS.
- Perfect for when policy is based on only the user's identity.
- Perfect for when users already exist in a directory store, such as Active Directory or LDAP.

Secure, as simple as insecure.™ With XpressConnect, increased security no longer translates into end-user frustration and IT support overhead. XpressConnect has the unique ability to configure wireless profiles, 802.1X supplicant information, and other security-related settings on the fly from a browser for most Windows™, Mac™, and Ubuntu™ computers and a growing list of handheld devices, including iPhone™, iPad™, iPod Touch™, and Android™ phones and tablets. XpressConnect also automates the association and authentication process, ensuring users are connected painlessly.

See For Yourself. Contact us to [request a demo](#), request [additional information](#), or to discuss the benefits of [WPA2 and 802.1X](#) in general.

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XpressConnect Overview

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XpressConnect™ in Enterprise

From gas platforms at sea to global software companies to Fortune 500 manufacturers, enterprises use XpressConnect in a variety of scenarios in 62 countries around the world.

Bring Your Own Device (BYOD) - BYOD is clearly here to stay, so automate configuration of devices, including WiFi, wired 802.1X, certificates, security settings, and web proxies, on a wide array of personal devices. From employee laptops to phones to tablets, XpressConnect ensures that BYOD is quick, secure, and sustainable.



[Request Demo >>>](#)

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WPA2 for All - Your enterprise extends beyond your employees. Your secure WiFi network should too. XpressConnect makes it simple to extend use of your existing WPA2-Enterprise WiFi network to guests, partners, suppliers, and contractors while maintaining appropriate policies, segregation, and your sanity.

Differentiate BYOD from IT-Owned Devices - As BYOD devices enter the environment, it is critical that they are treated as personal devices and not IT assets. Employees can quickly and unintentionally break policy by provisioning personal devices with enterprise credentials, leaving the enterprise at risk. XpressConnect can differentiate devices by ownership, not just device type, to ensure that IT assets and personal devices are treated appropriately, regardless of form factor.

Extend Certificates to Non-Domain Devices - Client certificates with TLS authentication work great on domain machines. Now, you can extend that same behavior to non-domain machines with the XpressConnect. XpressConnect allows certificates to be issued from a mix of Microsoft Certificate Services and an onboard PKI. XpressConnect supports automated EAP-TLS capabilities across Windows, Mac, Ubuntu, iOS, and Android. With options for both self-service and IT-driven deployment, XpressConnect delivers certificates across the enterprise.

Common Point of Entry - XpressConnect provides a common point of entry for all new devices entering the environment, determines the appropriate security policy for each, and provides automated, self-service configuration to enable that policy. XpressConnect ensures each device complies with and is provisioned appropriately for your policies, today and in the future.

Unmatched Device Success - Rolling out security to devices in a lab is one thing; doing it in the real world is another. XpressConnect's capabilities have been proven on millions of devices worldwide over the past six years. XpressConnect brings unparalleled success in configuring WPA2-Enterprise and certificates in the broad array of devices characteristic of BYOD.

See For Yourself

Contact us to [request a demo](#), [request additional information](#), or to discuss the benefits of [WPA2 and 802.1X](#) in general.

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XpressConnect Overview

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XpressConnect™ for Higher Education

XpressConnect is used by educational institutions on four continents to bring simplicity and sustainability to WPA-Enterprise, WPA2-Enterprise, and wired 802.1X deployments. With proven results in these complex and diverse network environments, XpressConnect has developed a loyal and vocal following. Never before has standards-based security been so easy to deploy and support in networks containing unmanaged and diverse systems.

For educational institutions, XpressConnect provides a fool-proof, consistent experience across a wide range of devices. XpressConnect goes well beyond simply configuring the machine; XpressConnect ensures network connectivity is established without support desk intervention.

Some of the reasons that educational institutions love XpressConnect include:

Simplify Wireless Security - Whether based on 802.1X (WPA2-Enterprise, WPA-Enterprise, WEP/802.1X) or a pre-shared key (WPA2-PSK, WPA-PSK, WEP), you can now enable wireless security without burdening your users or your support desk. XpressConnect ensures that wireless is configured consistently and securely across a wide range of devices, 24 hours a day, without a trip to the support desk.

Avoid the Acronyms - Wireless is strewn with acronyms, but access shouldn't require a technical degree. XpressConnect masks away the complexity by automatically configuring PEAP, TTLS, and EAP-TLS and can install additional software and hotfixes when necessary. It can even install and configure trusted root certificate authorities, eliminating the overhead of server certificate validation. For EAP-TLS environments, XpressConnect can interact with your certificate authority (CA) to generate and install client certificates.

Everyone and Almost Everything - The XpressConnect license for educational institutions covers anyone entering your network, including students, faculty, guests, conference attendees, and more. Whether they show up with laptops, iOS devices (iPhone, iPad, iPod Touch), or Android devices, XpressConnect is ready to assist them. Bring Your Own Technology (BYOT) has never been simpler.

Fallback Mechanism - Beyond the initial rollout, XpressConnect acts as a fallback mechanism for wireless users. When wireless does not behave as expected, whether due to user error, technical error, or network configuration changes, XpressConnect is available to the user to quickly and effortlessly reconnect to the secure network.

Wired 802.1X Too - All the magic that XpressConnect brings to wireless environments is also available for wired 802.1X.

Typical Deployment Models for Higher Education

In educational institutions, there are several options for deploying XpressConnect. The following are some of the most common deployment scenarios:

Open (or Help) SSID - The XpressConnect Wizard is placed on a web server within the network. Then, the captive portal on an open SSID is configured to provide users with a link to XpressConnect. As a user enters the network for the first time, they associate to the open SSID. The captive portal on the WLAN controller presents some messaging and a link to XpressConnect. Once clicked, XpressConnect loads, configures the device, and reconnects it to the secure network.

Remote Preconfiguration - The XpressConnect Wizard is placed on a web server exposed to the Internet. Then, users access XpressConnect from home or from another public network. XpressConnect prepares the machine for its arrival on campus.

Higher Education Case Studies

[Purdue University Case Study](#)

[Syracuse University Case Study](#)

[University of Florida Case Study](#)

See For Yourself

Contact us to [request a demo](#), [request additional information](#), or to discuss the benefits of [WPA2 and 802.1X](#) in general.



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[Enterprise](#)
[Higher Education](#)
[K-12](#)
[Hotspot](#)

XpressConnect™ for K-12

K-12 institutions utilize XpressConnect to enable wireless security in environments which are rapidly being impacted by student-owned laptops, phones, and tablets. This transformation to a highly diverse and unmanaged set of network users requires the simplicity and completeness of XpressConnect to ensure users are connected properly and effortlessly.

For K-12 institutions, XpressConnect provides a fool-proof, clear, and consistent experience across a wide range of devices. XpressConnect goes well beyond simply configuring the machine; XpressConnect ensures network connectivity is established without support desk intervention.


[Request Demo](#)
[Request Info](#)

Some of the reasons that K-12 institutions love XpressConnect include:

Connecting With One-To-One Initiatives - Allow students, teachers, and visitors to bring their own devices to meet one-to-one initiatives. XpressConnect will ensure they are quickly and effortlessly attached to the secure wireless network. Whether they show up with laptops, iOS devices (iPhone, iPad, iPod Touch), or Android devices, XpressConnect is ready to assist them. Bring-Your-Own-Device has never been simpler.

Simplify Wireless Security - Whether based on 802.1X (WPA2-Enterprise, WPA-Enterprise, WEP/802.1X) or a pre-shared key (WPA2-PSK, WPA-PSK, WEP), you can now enable wireless security without burdening your users or your support desk. XpressConnect ensures that wireless is configured consistently and securely across a wide range of devices, 24 hours a day, without a trip to the support desk.

Avoid the Acronyms - Wireless is strewn with acronyms, but access shouldn't require a technical degree. XpressConnect masks away the complexity by automatically configuring PEAP, TTLS, and TLS and can install additional software and hotfixes when necessary. It can even install and configure trusted root certificate authorities, eliminating the overhead of server certificate validation. For TLS environments, XpressConnect can interact with your certificate authority (CA) to generate and install client certificates.

Fallback Mechanism - Beyond the initial rollout, XpressConnect acts as a fallback mechanism for wireless users. When wireless does not behave as expected, whether due to user error, technical error, or network configuration changes, XpressConnect is available to the user to quickly and effortlessly reconnect to the secure network.

Typical Deployment Models for K-12

In K-12 institutions, there are several options for deploying XpressConnect. The following are some of the most common deployment scenarios:

Open (or Help) SSID - The XpressConnect Wizard is placed on a web server within the network. Then, the captive portal on an open SSID is configured to provide users with a link to XpressConnect. As a user enters the network for the first time, they associate to the open SSID. The captive portal on the WLAN controller presents some messaging and a link to XpressConnect. Once clicked, XpressConnect loads, configures the device, and reconnects it to the secure network.

Remote Preconfiguration - The XpressConnect Wizard is placed on a web server exposed to the Internet. Then, users access XpressConnect from home or from another public network. XpressConnect prepares the machine for its arrival on campus.

USB flash drive or CD - The XpressConnect Wizard is placed on physical media for easy access.

See For Yourself

See how XpressConnect can help you quickly pass the BYOD test. Contact us to [request a demo](#), request [additional information](#), or to discuss the benefits of [WPA2 and 802.1X](#) in general.

INTEROP Update Learn how XpressConnect ES powered secure WiFi for the InteropNet at Interop Las Vegas.

Enterprise

Higher Education

K-12

Hotspot

Leave your unencrypted wireless behind...

XpressConnect Brings WPA2 To All.



- > 90% Secure Adoption
- Reduced Support Costs
- Satisfied WLAN Users

[Learn More...](#)



EDUCAUSE: Cloudpath is proud to be a bronze member of EDUCAUSE. Visit us at EDUCAUSE Annual and regional conferences.

ACUTA: Cloudpath is proud to be a member of ACUTA. Visit us at ACUTA Annual.

Secure WiFi By Default

Make 2013 the year that your secure wireless network is utilized. The award-winning XpressConnect makes it simple to move the masses to WPA2-Enterprise while reducing support costs.

Self-Service Device Onboarding

XpressConnect provides self-services, automated configuration of WiFi, wired 802.1X certificates, web proxies, and more. With a six year track record of deploying WPA2 into higher education, XpressConnect provides an unmatched user experience and success rates.

Vendor Agnostic & Standards-Based

Keep your existing infrastructure and avoid vendor lock-in with 100% standards-based functionality supporting all major WLAN, LAN, and RADIUS vendors.

Deploy Your Way

XpressConnect can be deployed on-site or via the cloud.

XpressConnect Customers

- 6 of the US News Top 10 Universities.
- 6 of 8 Ivy League Universities.
- 4 of Kiplinger's Top 5 Best Values in Liberal Arts Colleges.
- See live deployments by searching [Powered By Cloudpath.](#)

Higher Ed Case Studies

- Purdue University
- Syracuse University
- University of Kansas
- Washington & Lee University

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INTEROP Update [Learn how XpressConnect ES powered secure WiFi for the InteropNet at Interop Las Vegas.](#)

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Secure Wi-Fi With Set-It-And-Forget-It Simplicity.

XpressConnect Brings WPA2 To All.

- Student & Faculty BYOD
- Automated Onboarding
- Eliminate PSKs

[Learn More...](#)



ISTE: Visit us in booth #5236 to see the XpressConnect Enrollment System in action.

Interop Las Vegas: XpressConnect ES has once again been selected to run the secure BYOD network at Interop. Bring your device and experience it firsthand. Also, visit us in booth #551.

Secure WiFi By Default

Secure WiFi is for everyone. The award-winning XpressConnect ES enables more users and devices to use the secure WPA2 wireless network while ensuring each device receives the appropriate policy, eliminating the need for pre-shared keys and web logins.

Self-Service Device Onboarding

XpressConnect provides self-services, automated configuration of WiFi, wired 802.1X, certificates, web proxies, and more. With a six year track record of deploying WPA2 into higher education, XpressConnect provides an unmatched user experience and success rates.

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Keep your existing infrastructure and avoid vendor lock-in with 100% standards-based functionality supporting all major WLAN, LAN, and RADIUS vendors.

Deploy Your Way

XpressConnect can be deployed on-site or via the cloud.

Fairfax County PS Case Study

"Technology is now woven into every student's life. If we didn't embrace BYOD, we would be ignoring huge educational opportunities."

Neal Shelton
Network Engineering Supervisor

Sevensoaks School Case Study

"The students no longer needed to utilize the Service Desk for configuring their devices; through XpressConnect, they could manage their devices on their own."

Sarah Williamson
Director of Information Services

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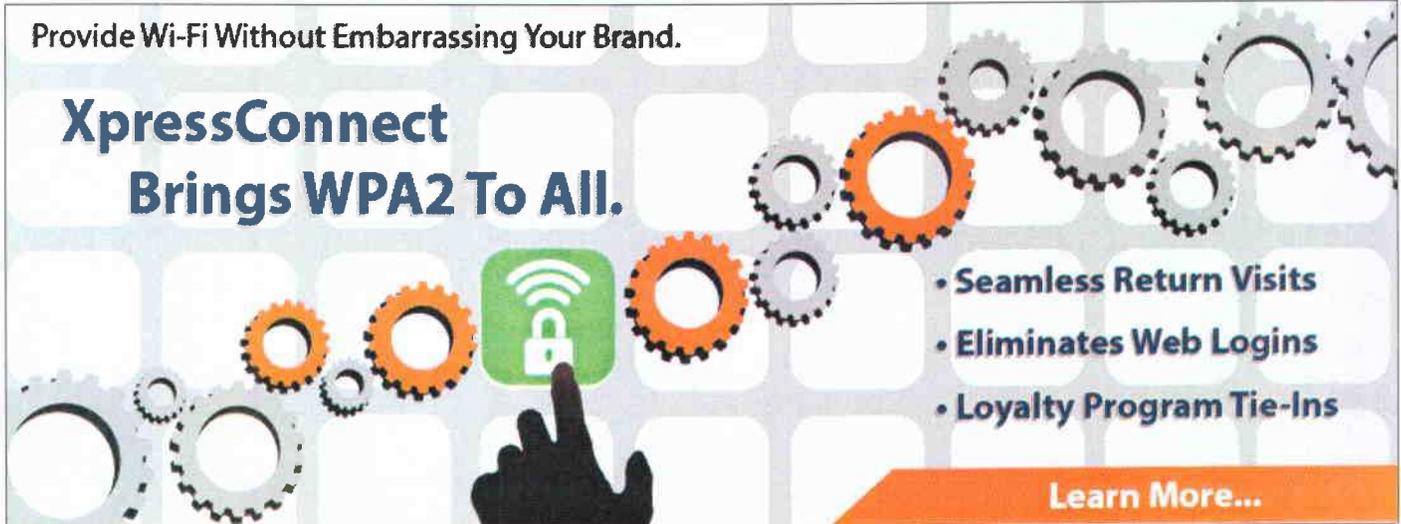
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Provide Wi-Fi Without Embarrassing Your Brand.

XpressConnect Brings WPA2 To All.



- Seamless Return Visits
- Eliminates Web Logins
- Loyalty Program Tie-Ins

[Learn More...](#)

SEE US AT
INTEROP MAY 4-10, 2013
LAS VEGAS

InteropNet: XpressConnect Enrollment System has once again been selected to power the secure, certificate-based Interop BYOD network. Bring your devices and give it a try.

BYOD Workshop: Cloudpath is proud to sponsor the [BYOD Workshop](#) at Interop Las Vegas.

Expo: Visit us in booth #939. We will have demos of the XpressConnect Enrollment System and views into operations of the InteropNet BYOD network.

Secure WiFi By Default

Secure WiFi is for everyone. The award-winning XpressConnect ES is designed to make secure WiFi a better experience than tradition unsecure, hotspot-style WiFi. XpressConnect ES provides unmatched flexibility in authorizing users for the secure WiFi, including the ability to integrate with existing loyalty systems.

Self-Service Device Onboarding

XpressConnect ES provides self-services, automated configuration of WPA2-Enterprise WiFi, eliminating the need for annoying web logins. With a six year track record of deploying WPA2 into large, unmanaged environments, XpressConnect provides an unmatched user experience, ensuring the success of your hotspot.

Vendor Agnostic & Standards-Based

Keep your existing infrastructure and avoid vendor lock-in with 100% standards-based functionality supporting all major WLAN, LAN, and RADIUS vendors.

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INTEROP Update Learn how XpressConnect ES powered secure WiFi for the InteropNet at Interop Las Vegas.

Enterprise

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K-12

Hotspot

Users expect simplicity. Business demands security.

XpressConnect Brings WPA2 To All.



- Personal Devices (BYOD)
- Non-Domain IT Assets
- Guest & Partner Devices

[Learn More...](#)



InteropNet: XpressConnect Enrollment System has once again been selected to power the secure, certificate-based Interop BYOD network. Bring your devices and give it a try.

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XpressConnect ES provides self-services, automated configuration of WiFi, wired 802.1X, certificates, web proxies, and more. With a six year track record of deploying WPA2 into large, unmanaged environments, XpressConnect provides an unmatched user experience and success rates.

Vendor Agnostic & Standards-Based

Keep your existing infrastructure and avoid vendor lock-in with 100% standards-based functionality supporting all major WLAN, LAN, and RADIUS vendors.

Deploy Your Way

XpressConnect ES deploys on-site as a VMWare virtual appliance or is available in the cloud.

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XpressConnect Overview

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Hotspot

XpressConnect™ for Hotspots

The days of providing one-size-fits-all, unsecure hotspot access are fading. Users are demanding more seamless connectivity. Governments are legislating secure WiFi. The risks and exploits of unencrypted wireless networks are becoming staples of the front-page news.

Hotspots can now offer the option of secure WiFi to their customers with XpressConnect. XpressConnect handles all the complexities, automatically configuring and connecting the device to the WPA2-Enterprise wireless network. With options for integrating with existing loyalty systems, the provider benefits from greater visibility and the customer benefits from a better WiFi experience.

We understand the sensitivity of service providers and carriers to providing a great user experience. XpressConnect ensures that users have a positive, successful experience with your standards-based WPA2-Enterprise wireless network. We have proved it millions of times. With expertise in Bring Your Own Device (BYOD) environments, XpressConnect is perfectly suited to addressing the vast array of devices entering hotspots.

See For Yourself

Contact us to [request a demo](#), [request additional information](#), or to discuss the benefits of [WPA2 and 802.1X](#) in general.



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Offering Party: Cloudpath Networks, Inc.

EXHIBIT 107

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Offering Party: Cloudpath Networks, Inc.

EXHIBIT 108



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cloudpath.net - Cloudpath Networks

www.cloudpath.net/
Self-service wireless provisioning for laptops, phones, and tablets.

Cloudpath.net

cloudpath.net/
Cloudpath Networks provides mobile device management. We specialize in wireless security, Wi-Fi solutions and BYOD onboarding. Contact us today for our

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Racemi Cloud Path - Cloud Migration Software as a Service

www.racemi.com/cloud-path/
Racemi Cloud Path is a Software as a Service that enables businesses to quickly and automatically migrate their existing physical and virtual servers into and

XpressConnect by Cloudpath Networks

wfbrown.edu/
Proven on millions of devices worldwide, it is clear path to WPA2-Enterprise for secure BYOD. Join now by visiting www.cloudpath.net for more information.

Cloudpath Networks | LinkedIn

<https://www.linkedin.com/company/cloudpath-networks/> - LinkedIn
Learn about working at Cloudpath Networks. Join LinkedIn today for free. See who you know at Cloudpath Networks, leverage your professional network, and

Cloudpath Networks (@cloudpath_net) | Twitter

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The latest Tweets from Cloudpath Networks (@cloudpath_net): We configure WPA2-Enterprise, 802.1X, and other security-related settings via a web-based...

Cloudpath Networks - Westminster, CO - Computers ...

<https://www.facebook.com/cloudpath>
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EXHIBIT

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Koster 1-22-15



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Racemi Cloud Path - Cloud Migration Software as a Service

www.racemi.com/cloud-path/ - Racemi Cloud Path is a Software as a Service that enables businesses to quickly and automatically migrate their existing physical and virtual servers into and...

Cloudpath.net

cloudpath.net - Cloudpath Networks provides mobile device management. We specialize in wireless security, Wi-Fi solutions, and BYOD onboarding. Contact us today for our...

News | Mobile Device Management | Wi-Fi Security

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Images for cloud path

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Cloud Path on AWS Marketplace - Amazon Web Services

<https://aws.amazon.com.../pp6096EXQPO/> - Amazon Web Services - Sep 6, 2012 - Racemi's Cloud Path SaaS application allows businesses to quickly and easily migrate their existing physical and virtual servers into and...

Cloud Path - Tumblr

cloud-path.tumblr.com - mitralrunner said: "if when we are hungry we should eat and when we are tired we should rest, then why is a typical monies day so planned out... because"

Cloud Path Services | Cloudscaling

www.cloudscaling.com/cloud-path/ - Cloudscaling - Cloudscaling's Cloud Path services help organizations get the most out of an on-premise elastic cloud deployment. Whether you're running a pilot program to...

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EXHIBIT 109

LeadLander Weekly Report for Kloster - Message (HTML)

Quick Steps: To Manager, Done, Team Email, Reply & Delete, Create New

Marketing: Reply, Reply Forward, All, Ignore, Delete

Respond: Reply, Reply Forward, All, Ignore, Delete

Mixing: Reply, Reply Forward, All, Ignore, Delete

Team Email: Reply, Reply Forward, All, Ignore, Delete

Reply & Delete: Reply, Reply Forward, All, Ignore, Delete

Create New: Reply, Reply Forward, All, Ignore, Delete

Move: Reply, Reply Forward, All, Ignore, Delete

Actions: Reply, Reply Forward, All, Ignore, Delete

Rules: Reply, Reply Forward, All, Ignore, Delete

Unread: Reply, Reply Forward, All, Ignore, Delete

Follow Up: Reply, Reply Forward, All, Ignore, Delete

Page: Reply, Reply Forward, All, Ignore, Delete

Translate: Reply, Reply Forward, All, Ignore, Delete

Related: Reply, Reply Forward, All, Ignore, Delete

Select: Reply, Reply Forward, All, Ignore, Delete

Find: Reply, Reply Forward, All, Ignore, Delete

Zoom: Reply, Reply Forward, All, Ignore, Delete

From: LeadLander Reports <reports@leadlander.com>
 To: tech@cloudpath.net
 Cc:
 Subject: LeadLander Weekly Report for Kloster

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 Orange, CA, United States
- 4 [Component Technology Solution India Pvt India](#)
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- 4 [Google](#)
 Mountain View, CA, United States
- 4 [Luthie](#)
 San Francisco, CA, United States
- 4 [Laidical](#)
 Owosso, MI, United States
- 4 [Aerohive](#)
 United States
- 4 [RCOM-Static/DNA](#)
 Okeshaad, India
- 4 [Widgobit](#)
 Littleton, CO, United States
 Searched for: cloud path networks
- 4 [Southwest Colorado Power Association](#)
 Leadville, CO, United States
- 4 [Star International Usa](#)
 New York, NY, United States
- 3 [Ezom.com](#)
 Sunnyvale, CA, United States
- 3 [Overt Nazarene](#)
 Birmingham, IL, United States

Click on a photo to see social network updates and email messages from this person.

EXHIBIT

109

AGREN BLANDO REPORTING
 Koster 1.22-15

**IN THE UNITED STATES PATENT AND TRADEMARK OFFICE BEFORE
THE TRADEMARK TRIAL AND APPEAL BOARD**

Cloudpath Networks, Inc.

Petitioner,

v.

Racemi, Inc.,

Registrant.

Cancellation No. 92057344

Date: February 20, 2015

TESTIMONY EXHIBIT COVER SHEET

Cancellation No. 92057344

Cloudpath Networks, Inc. v. Racemi. Inc.

Deposition of Kevin Koster, January 22, 2014

Offering Party: Cloudpath Networks, Inc.

EXHIBIT 110

2014 INTERNET2 GLOBAL SUMMIT



NET+ Verizon Terremark
 TIME: 04/29/14 04:30 PM - 05:00 PM
 ROOM: Director's Row E
 SESSION ABSTRACT

The Verizon Terremark Enterprise Cloud combines the power and flexibility of infrastructure-as-a-service with the expertise, security and availability that academic institutions with mission-critical computing needs demand of their infrastructure. This session will provide an overview of the NET+ Verizon Terremark service, including features, structure, status, and how to participate.

MEETING INFORMATION
Meeting Home
General Schedule
Featured Keynotes
Internet2 at Things
Welcome Reception Details
Sponsorship Options
Internet2 Events Mobile App

PROGRAM
All Sessions
Tracks
Netcast Sessions (All)
Netcast Sessions (Ballroom ABC)
Netcast Sessions (Governor's Square 11)
Netcast Sessions (Governor's Square 12)

ATTENDEE INFORMATION
Registration
Roster
Hotel & Travel
Mile-High Survival Tips
Scholarships
Speaker Information
Meeting Evaluation Form

Speakers
 SPEAKER: Andrew Keating Internet2

Tracks
 Cloud Services | Internet2 NET+ Services | Cloud, Trust, Identity and Middleware Applications

PLATINUM SPONSORS	GOLD SPONSORS	SILVER SPONSORS	BRONZE SPONSORS	SUPPORTER SPONSORS
 JUNIPER NETWORKS  Microsoft  AA STRA  box  CISCO  CRASHPLAN  druva  FUJITSU  ZAVO	 ADVA  Bluejeans  BROCADE  CenturyLink Government  Cloudpath  enfoPoint	 ADVA  Bluejeans  BROCADE  CenturyLink Government  Cloudpath  enfoPoint	 ADVA  Bluejeans  BROCADE  CenturyLink Government  Cloudpath  enfoPoint	 ADVA  Bluejeans  BROCADE  CenturyLink Government  Cloudpath  enfoPoint

EXHIBIT

116
 AGREEMENT REPORTING
 KOSTER 1-22-15

**IN THE UNITED STATES PATENT AND TRADEMARK OFFICE BEFORE
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EXHIBIT 111

LEADLANDER

Search for within the by between and

Leadlander found 8 results Hint: Click "save" above to get quick future access to this search

Pages	Last Visit	Company
4	11/20/2014 7:45:29 PM	SoftLayer Technologies, San Jose, CA United States
2	3/25/2014 8:48:47 AM	SoftLayer Technologies, Austin, TX United States
3	11/10/2014 1:09:03 AM	SoftLayer Technologies, Dallas, TX United States
1	10/11/2014 2:25:31 PM	SoftLayer Technologies, Dallas, TX United States
1	11/7/2014 2:35:46 PM	SoftLayer Technologies, Dallas, TX United States
1	8/15/2014 3:37:45 PM	SoftLayer Technologies, Austin, TX United States
2	2/10/2014 11:50:45 AM	SoftLayer Technologies, Dallas, TX United States
1	2/7/2014 1:30:27 PM	SoftLayer Technologies, Dallas, TX United States

Details

Company Visiting Your Site
 Softlayerorate C
 Visit Website
 Dallas, TX 75201

IP Information
 IP Address: 173.192.118.68
 IP GeoLocation: Dallas, Texas, United States

Referral Information
 Search Engine: Google
 Referring page: <http://www.google.com/intl/en/ads/adsense/adsense.html>
<http://www.google.com/intl/en/ads/adsense/adsense.html>

Pages Viewed During This Visit
 11/19/2014 1:09:25 AM <http://cloudpath.net/>
 11/19/2014 1:08:40 AM <http://cloudpath.net/products>
 11/19/2014 1:09:03 AM <http://cloudpath.net/solutions>

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Offering Party: Cloudpath Networks, Inc.

EXHIBIT 112

Customer Page | Edit Layout | Printable | New | Help for this Page

Kevin Koster | Help & Training | Sales

Home | Getting Started (social) | Chatter | Profile | Groups | Files | Leads | Accounts | Contacts | Opportunities | Reports | Dashboards | Getting Started | Products | Forecasts | Mass reassign opportunities +

Arvind Mistry

Lead Owner: Arvind Mistry
Company: IBM
Title: IBM CHANNEL MANAGER FEDERAL SOFTLAYER

Lead Status: Open
Phone: (203) 820-8388
Mobile: [Redacted]
Fax: [Redacted]
Other Phone: [Redacted]
Email: amistry@us.ibm.com
Email Opt Out: [Redacted]
Do Not Call: [Redacted]
Last Activity: [Redacted]
Trash: [Redacted]

Address Information:
Address: 800 14TH STREET NW
WASHINGTON, DC 20004
Alt. Street: [Redacted]
Alt. City: [Redacted]
Alt. State: [Redacted]
Alt. Postal Code: [Redacted]
Alt. Country: [Redacted]

Additional Information:
Rating: [Redacted]
No. of Employees: [Redacted]
Annual Revenue: [Redacted]
Referred By: [Redacted]
Contacted Date: [Redacted]
Description: [Redacted]

Additional Information is needed to connect Direct...
Click here to provide additional information.

Additional Information

Additional Information is needed to connect Direct...
Click here to provide additional information.

EXHIBIT

112
AGREN BLANDO REPORTING
Koster 1-22-15

**IN THE UNITED STATES PATENT AND TRADEMARK OFFICE BEFORE
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Offering Party: Cloudpath Networks, Inc.

EXHIBIT 113

CloudPath v. Racemi
CLD0000022



Search...

Search

Kevin Koster

Help & Training

Community

Home Leads Contacts Accounts Ideas Reports Dashboards

Create New...

Task

Email: Re: Cloudpath update- Where is Steve?

Shortcut

[Edit Layout](#) | [Help for this Page](#)

[Unresolved Items](#)

Recent Items

[Attachments](#) (0)

[Scripps 2011 Wizard Subscription](#)

[Aaron McHugh](#)

[University of Umeå](#)

[Suffolk Public Schools](#)

[Nick Lowe](#)

[Daniel Cybulskie](#)

[Kevin Koster](#)

Task Detail

[Edit](#)

[Delete](#)

[Create Follow-Up Task](#)

[Create Follow-Up Event](#)

Task Information

Assigned To	Oscar Reyna	Related To	
Subject	Email: Re: Cloudpath update- Where is Steve?	Name	Steve Vassallo
Due Date	1/8/2014		
Comments	Additional To: svassallo@medimedia.com CC: BCC: Attachment:		

Custom Links

Subject: Re: Cloudpath update- Where is Steve?

Body:
Hey Steve,

Messages and Alerts

No problem, I just wanted to make sure everything was okay with you, and it sounds like it is, Glad to hear it.

Yes, please let me know once this comes back around.

RainKing

Thanks for the update!

[RainKing Website](#)

Oscar

Recycle Bin

On Wed, Jan 8, 2014 at 10:21 AM, Vassallo, Steve <SVassallo@medimedia.com> wrote:

> Oscar I apologize. I am still here, just completely bogged down with
> domain migration tasks. The MDM certificate project is still on our radar
> but has taken a back seat as we try to break away from our main corporation.

> All the testing and demos we did definitely placed CloudPath as one of the
> products we want to implement, it's just a phase 2 now. Once our domain
> migration dust settles I will try and hook back up with you to get moving
> on this

> Thanks
> Steve

> *From:* Oscar Reyna [mailto:oscar@cloudpath.net]
> *Sent:* Wednesday, January 08, 2014 10:12 AM
> *To:* Wallace, Gary
> *Cc:* Vassallo, Steve
> *Subject:* Cloudpath update- Where is Steve?

> Hi Gary,

> Happy New Year! We spoke when we demonstrated our Enrollment system to you
> and some other folks from your team last September. We've had the
> opportunity to work with Steve setting up a trial/demo of our system for

EXHIBIT

113
AGREN BLANDO REPORTING
Koster 1-22-15

[Chat](#)

CloudPath v. Racemi
CLD0000023

> testing before the holidays.
>
>
>
> Unfortunately, we have not been able to connect with Steve for an update
> since then. I just want to make sure everything is okay with Steve.
>
>
>
> Please let me know if there is anyone else I should reach out to.
>
>
>
> Thanks in advance for your time.
>
>
>
> Oscar
>
>
>
> --
>
> Oscar Reyna
> Cloudpath Networks
> Office: 512.865.4158
> Cell: 512.579.6950
> Follow us on Twitter: @cloudpath_net
> Follow me on Twitter: @oreyna
> Sign up for our Newsletter: <http://bit.ly/16L8Ymz>
>
> 2012 Best of Interop winner for Wireless & Mobility
>
>
>

Oscar Reyna
Cloudpath Networks
Office: 512.865.4158
Cell: 512.579.6950
Follow us on Twitter: @cloudpath_net
Follow me on Twitter: @oreyna
Sign up for our Newsletter: <http://bit.ly/16L8Ymz>

2012 Best of Interop winner for Wireless & Mobility

Additional Information

Status	Completed	Phone	(267) 685-2328
Priority	Normal	Email	svassallo@medimedia.com

System Information

Created By	Oscar Reyna , 1/8/2014 10:13 AM	Last Modified By	Oscar Reyna , 1/8/2014 10:13 AM
------------	---	------------------	---

Reminder

Reminder

[Edit](#) [Delete](#) [Create Follow-Up Task](#) [Create Follow-Up Event](#)

Attachments

No records to display

[^ Back To Top](#)

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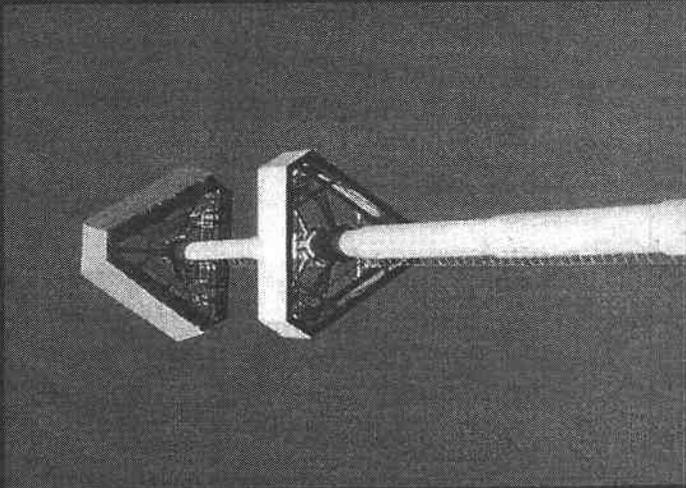
EXHIBIT 114

SEE IT AT

INTEROP

MAY 6-10, 2013
LAS VEGAS

BYOD, Mobile Security and Mobile Device Management (MDM)



Michael F. Finneran
Principal, dBrn Associates, Inc.
mfinneran@dbrnassociates.com



EXHIBIT

114

AGREN BLANDO REPORTING
KOSTER 1-22-15

Michael F. Finneran
Principal, dBrn Associates, Inc.



- * Independent consultant and industry analyst specializing in wireless and mobility
- * Consult with vendors, carriers, and end users on the full range of mobility issues
- * Speak at numerous industry conferences including InterOp, Info Week 500, and Enterprise Connect where I chair the mobility track
- * Write regularly on mobility topics for Information Week, NoJitter.com, Webtutorials, Network Computing, and UCStrategies.com
- * Published hundreds of columns and articles as well as white papers, reports, product comparisons, and industry research including the State of UC and the State of Mobile Security surveys for Information Week

Wrote the book: *Voice over Wireless LANs- The Complete Guide* (Elsevier, 2007)

No Jitter

InformationWeek
:: reports



**UNIFIED
COMMUNICATIONS
STRATEGIES**

Panel: WLAN Developments



Mahesh Bommareddy
Dir, Product Mgmt and
Business Development



Bruce Miller
VP, Product Marketing



Amith Nair
Sr. Dir. Sales and Marketing



Panel: WLAN Developments



Michael Kennedy



Steve Hill



John Lee



**IN THE UNITED STATES PATENT AND TRADEMARK OFFICE BEFORE
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Offering Party: Cloudpath Networks, Inc.

EXHIBIT 115

Reg_ID	Session_ID	Scan_Date	Scan_Time	Session_Title	Session_Start_Date	Session_Start_Time	Session_End_Date	Session_End_Time	First Name	Last Name	Job Title
428908	W16	5/6/2013	8:50:00	BYOD, Mobile Security and Mobile Device Management	5/6/2013	8:30:00	5/6/2013	16:30:00	Ali	Al Dharheri	Head of IT Security Management
608604	W16	5/6/2013	8:32:00	BYOD, Mobile Security and Mobile Device Management	5/6/2013	8:30:00	5/6/2013	16:30:00	Ali	AlGhaffi	Network Engineer
570372	W16	5/6/2013	10:03:00	BYOD, Mobile Security and Mobile Device Management	5/6/2013	8:30:00	5/6/2013	16:30:00	Mubarak	Almehairi	Deputy Director
773893	W16	5/6/2013	8:37:00	BYOD, Mobile Security and Mobile Device Management	5/6/2013	8:30:00	5/6/2013	16:30:00	Carlos	Anzaldia	Director of Information Systems
985426	W16	5/6/2013	8:37:00	BYOD, Mobile Security and Mobile Device Management	5/6/2013	8:30:00	5/6/2013	16:30:00	Mohit	Arora	Associate Director, IT
563697	W16	5/6/2013	8:14:00	BYOD, Mobile Security and Mobile Device Management	5/6/2013	8:30:00	5/6/2013	16:30:00	Colette	Askeland	Group Director
617184	W16	5/6/2013	8:32:00	BYOD, Mobile Security and Mobile Device Management	5/6/2013	8:30:00	5/6/2013	16:30:00	Matt	Barhorst	IT Field Engineer
114553	W16	5/6/2013	8:20:00	BYOD, Mobile Security and Mobile Device Management	5/6/2013	8:30:00	5/6/2013	16:30:00	Kevin	Behnke	Systems Analyst
419488	W16	5/6/2013	8:13:00	BYOD, Mobile Security and Mobile Device Management	5/6/2013	8:30:00	5/6/2013	16:30:00	John	Benally	IT Coordinator
894683	W16	5/6/2013	8:14:00	BYOD, Mobile Security and Mobile Device Management	5/6/2013	8:30:00	5/6/2013	16:30:00	Richard	Boggan	Network Manager
788639	W16	5/6/2013	9:35:00	BYOD, Mobile Security and Mobile Device Management	5/6/2013	8:30:00	5/6/2013	16:30:00	Mahesh	Bommarreddy	Director, Product Management and Business Development, Enterprise Netw
369099	W16	5/6/2013	13:07:00	BYOD, Mobile Security and Mobile Device Management	5/6/2013	8:30:00	5/6/2013	16:30:00	stephane	bonetti	Enterprise Architect
110997	W16	5/6/2013	8:42:00	BYOD, Mobile Security and Mobile Device Management	5/6/2013	8:30:00	5/6/2013	16:30:00	James	Bouchard	Team Lead - Network Security and Operations
588683	W16	5/6/2013	8:20:00	BYOD, Mobile Security and Mobile Device Management	5/6/2013	8:30:00	5/6/2013	16:30:00	Ron	Boyer	IT Director
453216	W16	5/6/2013	13:37:00	BYOD, Mobile Security and Mobile Device Management	5/6/2013	8:30:00	5/6/2013	16:30:00	W. Gahan	Breithaupt	Executive Officer
642391	W16	5/6/2013	8:16:00	BYOD, Mobile Security and Mobile Device Management	5/6/2013	8:30:00	5/6/2013	16:30:00	Bill	Brishna	Systems Engineer
707388	W16	5/6/2013	8:15:00	BYOD, Mobile Security and Mobile Device Management	5/6/2013	8:30:00	5/6/2013	16:30:00	Matthew	Bromberek	System's Engineer
446195	W16	5/6/2013	8:26:00	BYOD, Mobile Security and Mobile Device Management	5/6/2013	8:30:00	5/6/2013	16:30:00	Jason	Brown	Field Technical Mobility Architect
192316	W16	5/6/2013	8:31:00	BYOD, Mobile Security and Mobile Device Management	5/6/2013	8:30:00	5/6/2013	16:30:00	Kevin	Cagg	Team Leader
906152	W16	5/6/2013	9:09:00	BYOD, Mobile Security and Mobile Device Management	5/6/2013	8:30:00	5/6/2013	16:30:00	Matt	Caguyong	IT Engineer
211110	W16	5/6/2013	8:28:00	BYOD, Mobile Security and Mobile Device Management	5/6/2013	8:30:00	5/6/2013	16:30:00	Kenneth	Carlisle	Manager of Information Systems
403734	W16	5/6/2013	8:23:00	BYOD, Mobile Security and Mobile Device Management	5/6/2013	8:30:00	5/6/2013	16:30:00	Janice	Carney	Instructor
129917	W16	5/6/2013	8:17:00	BYOD, Mobile Security and Mobile Device Management	5/6/2013	8:30:00	5/6/2013	16:30:00	John	Cason	Computer Sys Analysis Migr
932836	W16	5/6/2013	8:14:00	BYOD, Mobile Security and Mobile Device Management	5/6/2013	8:30:00	5/6/2013	16:30:00	Chris	Chalmers	Executive Consultant
808064	W16	5/6/2013	8:34:00	BYOD, Mobile Security and Mobile Device Management	5/6/2013	8:30:00	5/6/2013	16:30:00	Frederic	Chapot	Security Controller
448079	W16	5/6/2013	13:14:00	BYOD, Mobile Security and Mobile Device Management	5/6/2013	8:30:00	5/6/2013	16:30:00	Richard	Cheshire	Director of Mobile Communications
105475	W16	5/6/2013	13:03:00	BYOD, Mobile Security and Mobile Device Management	5/6/2013	8:30:00	5/6/2013	16:30:00	Philip	Clarke	Research Analyst
539140	W16	5/6/2013	8:12:00	BYOD, Mobile Security and Mobile Device Management	5/6/2013	8:30:00	5/6/2013	16:30:00	Jim	Cook	Senior IT Manager
959421	W16	5/6/2013	8:26:00	BYOD, Mobile Security and Mobile Device Management	5/6/2013	8:30:00	5/6/2013	16:30:00	William	Cox	IT Manager
540806	W16	5/6/2013	8:15:00	BYOD, Mobile Security and Mobile Device Management	5/6/2013	8:30:00	5/6/2013	16:30:00	Jake	Crookston	Network Administrator
705970	W16	5/6/2013	8:23:00	BYOD, Mobile Security and Mobile Device Management	5/6/2013	8:30:00	5/6/2013	16:30:00	David	Csillag	IT Deputy Director
539573	W16	5/6/2013	8:25:00	BYOD, Mobile Security and Mobile Device Management	5/6/2013	8:30:00	5/6/2013	16:30:00	Dan	Dahlberg	Software Engineer

EXHIBIT

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AGREN BLANDO REPORTING

218080	W16	5/6/2013	8:47:00	BYOD, Mobile Security and Mobile Device Management	5/6/2013	8:30:00	5/6/2013	16:30:00	Aurora	David	VP, Information Technology
223314	W16	5/6/2013	8:13:00	BYOD, Mobile security and Mobile Device Management	5/6/2013	8:30:00	5/6/2013	16:30:00	John	Diblasio	Sr Network Technician
362164	W16	5/6/2013	8:13:00	BYOD, Mobile Security and Mobile Device Management	5/6/2013	8:30:00	5/6/2013	16:30:00	Michael	Dodson	Desktop Support Supervisor
542950	W16	5/6/2013	8:25:00	BYOD, Mobile security and Mobile Device Management	5/6/2013	8:30:00	5/6/2013	16:30:00	Todd	Dzyak	VP TEM Operations
471827	W16	5/6/2013	8:45:00	BYOD, Mobile Security and Mobile Device Management	5/6/2013	8:30:00	5/6/2013	16:30:00	Chris	Edillon	Chief Engineer
799603	W16	5/6/2013	8:42:00	BYOD, Mobile Security and Mobile Device Management	5/6/2013	8:30:00	5/6/2013	16:30:00	Bob	Egan	Managing Director and Founder
244557	W16	5/6/2013	8:25:00	BYOD, Mobile Security and Mobile Device Management	5/6/2013	8:30:00	5/6/2013	16:30:00	Thomas	Ewertzh	IT-Architect
144356	W16	5/6/2013	8:21:00	BYOD, Mobile Security and Mobile Device Management	5/6/2013	8:30:00	5/6/2013	16:30:00	Anthony	Faucher	Principal Network Architect
119728	W16	5/6/2013	8:22:00	BYOD, Mobile Security and Mobile Device Management	5/6/2013	8:30:00	5/6/2013	16:30:00	Nuunda	Ferreira	Head of Integrated Security
277301	W16	5/6/2013	8:18:00	BYOD, Mobile Security and Mobile Device Management	5/6/2013	8:30:00	5/6/2013	16:30:00	Patrick	Flannery	Manager, Network Architecture
961945	W16	5/6/2013	8:20:00	BYOD, Mobile Security and Mobile Device Management	5/6/2013	8:30:00	5/6/2013	16:30:00	Cindy	Floyd	Dir Service Delivery / Governance
596683	W16	5/6/2013	8:17:00	BYOD, Mobile Security and Mobile Device Management	5/6/2013	8:30:00	5/6/2013	16:30:00	David	Foltz	Line Manager
453242	W16	5/6/2013	12:42:00	BYOD, Mobile Security and Mobile Device Management	5/6/2013	8:30:00	5/6/2013	16:30:00	Daniel	Francisco	Director of Technology
179543	W16	5/6/2013	8:18:00	BYOD, Mobile Security and Mobile Device Management	5/6/2013	8:30:00	5/6/2013	16:30:00	Adam	Furger	Systems Analyst
714956	W16	5/6/2013	12:57:00	BYOD, Mobile Security and Mobile Device Management	5/6/2013	8:30:00	5/6/2013	16:30:00	Robin	Gareiss	Executive Vice President
105632	W16	5/6/2013	8:21:00	BYOD, Mobile Security and Mobile Device Management	5/6/2013	8:30:00	5/6/2013	16:30:00	Lorna	Garey	Executive Editor, Features
387374	W16	5/6/2013	12:57:00	BYOD, Mobile Security and Mobile Device Management	5/6/2013	8:30:00	5/6/2013	16:30:00	Bonny	Gazinski	Remote Access Engineer
714623	W16	5/6/2013	8:41:00	BYOD, Mobile Security and Mobile Device Management	5/6/2013	8:30:00	5/6/2013	16:30:00	Brandon	Gockley	IT Director
630399	W16	5/6/2013	8:23:00	BYOD, Mobile Security and Mobile Device Management	5/6/2013	8:30:00	5/6/2013	16:30:00	Leonardo	Goes	IT COORDINATOR
262464	W16	5/6/2013	8:36:00	BYOD, Mobile Security and Mobile Device Management	5/6/2013	8:30:00	5/6/2013	16:30:00	Leo	Goncalves	VP of Operations/IT
563854	W16	5/6/2013	8:41:00	BYOD, Mobile Security and Mobile Device Management	5/6/2013	8:30:00	5/6/2013	16:30:00	Diego	Goncalves	Internet Security Analyst
963421	W16	5/6/2013	8:14:00	BYOD, Mobile Security and Mobile Device Management	5/6/2013	8:30:00	5/6/2013	16:30:00	Jeremy	Goulden	Director IT and Facilities
601353	W16	5/6/2013	8:47:00	BYOD, Mobile Security and Mobile Device Management	5/6/2013	8:30:00	5/6/2013	16:30:00	Wayne	Graham	CFO
251296	W16	5/6/2013	8:16:00	BYOD, Mobile Security and Mobile Device Management	5/6/2013	8:30:00	5/6/2013	16:30:00	Shaun	Guanco	Systems administrator
387100	W16	5/6/2013	8:15:00	BYOD, Mobile Security and Mobile Device Management	5/6/2013	8:30:00	5/6/2013	16:30:00	Jack Guzzo	Guzzo	Mgr. Global Mobile Services
662803	W16	5/6/2013	8:32:00	BYOD, Mobile Security and Mobile Device Management	5/6/2013	8:30:00	5/6/2013	16:30:00	John	Hadrick	Sr. Telecom Analyst
881771	W16	5/6/2013	8:11:00	BYOD, Mobile Security and Mobile Device Management	5/6/2013	8:30:00	5/6/2013	16:30:00	Charles	Hager	IT MANAGER
120180	W16	5/6/2013	8:23:00	BYOD, Mobile Security and Mobile Device Management	5/6/2013	8:30:00	5/6/2013	16:30:00	Ian	Hall	Instructor
220590	W16	5/6/2013	11:34:00	BYOD, Mobile Security and Mobile Device Management	5/6/2013	8:30:00	5/6/2013	16:30:00	Lynn	Haney	Product Manager
105140	W16	5/6/2013	8:12:00	BYOD, Mobile Security and Mobile Device Management	5/6/2013	8:30:00	5/6/2013	16:30:00	Kent	Harris	Director, IT Infrastructure
105005	W16	5/6/2013	10:58:00	BYOD, Mobile Security and Mobile Device Management	5/6/2013	8:30:00	5/6/2013	16:30:00	Rob	Haviland	Manager TME FlexCampus
822390	W16	5/6/2013	8:38:00	BYOD, Mobile Security and Mobile Device Management	5/6/2013	8:30:00	5/6/2013	16:30:00	David	Hirsch	Program Director
767113	W16	5/6/2013	11:04:00	BYOD, Mobile Security and Mobile Device Management	5/6/2013	8:30:00	5/6/2013	16:30:00	Woo Jin	Ho	Vice President

890567	W16	5/6/2013	8:14:00	BYOD, Mobile Security and Mobile Device Management	5/6/2013	8:30:00	5/6/2013	16:30:00	Alejandro Hopkins	Manager, Network Administration
832758	W16	5/6/2013	9:06:00	BYOD, Mobile Security and Mobile Device Management	5/6/2013	8:30:00	5/6/2013	16:30:00	Hou	IT Director
184403	W16	5/6/2013	8:25:00	BYOD, Mobile Security and Mobile Device Management	5/6/2013	8:30:00	5/6/2013	16:30:00	Renato Jager Patrocino	CTO
336716	W16	5/6/2013	8:33:00	BYOD, Mobile Security and Mobile Device Management	5/6/2013	8:30:00	5/6/2013	16:30:00	Michael Janney	Director, IT
761589	W16	5/6/2013	8:12:00	BYOD, Mobile Security and Mobile Device Management	5/6/2013	8:30:00	5/6/2013	16:30:00	Kevin Jones	Sr. Network Mgr.
708043	W16	5/6/2013	9:45:00	BYOD, Mobile Security and Mobile Device Management	5/6/2013	8:30:00	5/6/2013	16:30:00	Michael Kantowski	Network and Data Center Manager
198998	W16	5/6/2013	8:47:00	BYOD, Mobile Security and Mobile Device Management	5/6/2013	8:30:00	5/6/2013	16:30:00	Kiyoshi Kanazawa	Sr IT Manager
147619	W16	5/6/2013	8:19:00	BYOD, Mobile Security and Mobile Device Management	5/6/2013	8:30:00	5/6/2013	16:30:00	Jonathan Keough	Desktop Services Engineer
794810	W16	5/6/2013	8:26:00	BYOD, Mobile Security and Mobile Device Management	5/6/2013	8:30:00	5/6/2013	16:30:00	Michael Keown	Director, Enterprise Services
712542	W16	5/6/2013	9:58:00	BYOD, Mobile Security and Mobile Device Management	5/6/2013	8:30:00	5/6/2013	16:30:00	Jeff Kirk	Info System Tech
395317	W16	5/6/2013	12:52:00	BYOD, Mobile Security and Mobile Device Management	5/6/2013	8:30:00	5/6/2013	16:30:00	Robbie Kiwan	Engineer
559929	W16	5/6/2013	8:29:00	BYOD, Mobile Security and Mobile Device Management	5/6/2013	8:30:00	5/6/2013	16:30:00	Kurt Koenigs-knecht	
934706	W16	5/6/2013	8:16:00	BYOD, Mobile Security and Mobile Device Management	5/6/2013	8:30:00	5/6/2013	16:30:00	Shawn Kohrman	Security Architect
357776	W16	5/6/2013	9:13:00	BYOD, Mobile Security and Mobile Device Management	5/6/2013	8:30:00	5/6/2013	16:30:00	Kevin Koster	Founder, CEO
566856	W16	5/6/2013	8:29:00	BYOD, Mobile Security and Mobile Device Management	5/6/2013	8:30:00	5/6/2013	16:30:00	Robert LaFata	Telecom Specialist
694354	W16	5/6/2013	8:28:00	BYOD, Mobile Security and Mobile Device Management	5/6/2013	8:30:00	5/6/2013	16:30:00	Richard Lam	Principal Analyst
593123	W16	5/6/2013	8:33:00	BYOD, Mobile Security and Mobile Device Management	5/6/2013	8:30:00	5/6/2013	16:30:00	Lauren Lamplietti	Director of Technology Services
976523	W16	5/6/2013	8:28:00	BYOD, Mobile Security and Mobile Device Management	5/6/2013	8:30:00	5/6/2013	16:30:00	HYUN GYU LEE	Senior Vice President / Ph.D
393775	W16	5/6/2013	14:25:00	BYOD, Mobile Security and Mobile Device Management	5/6/2013	8:30:00	5/6/2013	16:30:00	John Lincoln	Network Specialist
428856	W16	5/6/2013	8:21:00	BYOD, Mobile Security and Mobile Device Management	5/6/2013	8:30:00	5/6/2013	16:30:00	Cory Macfarlane	Director
951904	W16	5/6/2013	8:13:00	BYOD, Mobile Security and Mobile Device Management	5/6/2013	8:30:00	5/6/2013	16:30:00	Phil MacHendrie	Client Services Manager
208370	W16	5/6/2013	8:19:00	BYOD, Mobile Security and Mobile Device Management	5/6/2013	8:30:00	5/6/2013	16:30:00	Jim McClafferty	Manager - Network Administration
744277	W16	5/6/2013	12:49:00	BYOD, Mobile Security and Mobile Device Management	5/6/2013	8:30:00	5/6/2013	16:30:00	John Meadows	Network Engineer
659922	W16	5/6/2013	8:16:00	BYOD, Mobile Security and Mobile Device Management	5/6/2013	8:30:00	5/6/2013	16:30:00	Craig Mellor	Network Engineer
830855	W16	5/6/2013	8:12:00	BYOD, Mobile Security and Mobile Device Management	5/6/2013	8:30:00	5/6/2013	16:30:00	Marino Martin Mena	Technology Manager at Prodesp
168525	W16	5/6/2013	15:57:00	BYOD, Mobile Security and Mobile Device Management	5/6/2013	8:30:00	5/6/2013	16:30:00	Ke Meng	reporter
847694	W16	5/6/2013	14:56:00	BYOD, Mobile Security and Mobile Device Management	5/6/2013	8:30:00	5/6/2013	16:30:00	Bruce Miller	VP of Product Marketing
287518	W16	5/6/2013	8:23:00	BYOD, Mobile Security and Mobile Device Management	5/6/2013	8:30:00	5/6/2013	16:30:00	Ann Montaniel Al-Obeily	Enterprise Risk Advisor
523967	W16	5/6/2013	8:41:00	BYOD, Mobile Security and Mobile Device Management	5/6/2013	8:30:00	5/6/2013	16:30:00	Kevin Moran	Sr IT Architect
866332	W16	5/6/2013	9:58:00	BYOD, Mobile Security and Mobile Device Management	5/6/2013	8:30:00	5/6/2013	16:30:00	Christopher Morris	Senior Office Specialist
460398	W16	5/6/2013	8:12:00	BYOD, Mobile Security and Mobile Device Management	5/6/2013	8:30:00	5/6/2013	16:30:00	Paul Motz	IS Team Lead, Networks
620079	W16	5/6/2013	8:12:00	BYOD, Mobile Security and Mobile Device Management	5/6/2013	8:30:00	5/6/2013	16:30:00	Mike Myung	Principal
698939	W16	5/6/2013	8:21:00	BYOD, Mobile Security and Mobile Device Management	5/6/2013	8:30:00	5/6/2013	16:30:00	brian nesmith	President

646165	W16	5/6/2013	8:34:00	BYOD, Mobile Security and Mobile Device Management	5/6/2013	8:30:00	5/6/2013	16:30:00	Hai	Nguyen	PC Specialist
468486	W16	5/6/2013	11:37:00	BYOD, Mobile Security and Mobile Device Management	5/6/2013	8:30:00	5/6/2013	16:30:00	Jerry	Okoh	Managing Director
439693	W16	5/6/2013	8:29:00	BYOD, Mobile Security and Mobile Device Management	5/6/2013	8:30:00	5/6/2013	16:30:00	Rick	Ornelas	MIS Director
383105	W16	5/6/2013	8:50:00	BYOD, Mobile Security and Mobile Device Management	5/6/2013	8:30:00	5/6/2013	16:30:00	Les	Ottolenghi	CIO
429630	W16	5/6/2013	9:05:00	BYOD, Mobile Security and Mobile Device Management	5/6/2013	8:30:00	5/6/2013	16:30:00	Dominic	Pagliuca	IT Manager - Operations
581816	W16	5/6/2013	8:13:00	BYOD, Mobile Security and Mobile Device Management	5/6/2013	8:30:00	5/6/2013	16:30:00	Michael	Palazzo	Director of I.T.
445203	W16	5/6/2013	8:13:00	BYOD, Mobile Security and Mobile Device Management	5/6/2013	8:30:00	5/6/2013	16:30:00	Leo	Parker	Global Network Manager
828866	W16	5/6/2013	8:31:00	BYOD, Mobile Security and Mobile Device Management	5/6/2013	8:30:00	5/6/2013	16:30:00	Robert	Pereira	Director, Network
277854	W16	5/6/2013	9:02:00	BYOD, Mobile Security and Mobile Device Management	5/6/2013	8:30:00	5/6/2013	16:30:00	William	Perin	Director
915061	W16	5/6/2013	8:16:00	BYOD, Mobile Security and Mobile Device Management	5/6/2013	8:30:00	5/6/2013	16:30:00	Seamus	Pugh	Network Services Manager
446114	W16	5/6/2013	8:56:00	BYOD, Mobile Security and Mobile Device Management	5/6/2013	8:30:00	5/6/2013	16:30:00	David	Rahill	Engineer
872303	W16	5/6/2013	8:38:00	BYOD, Mobile Security and Mobile Device Management	5/6/2013	8:30:00	5/6/2013	16:30:00	Shane	Reoch	Sr. Director, Cloud Solutions
345577	W16	5/6/2013	8:16:00	BYOD, Mobile Security and Mobile Device Management	5/6/2013	8:30:00	5/6/2013	16:30:00	Shane	Ringle	Infrastructure Manager
841090	W16	5/6/2013	8:25:00	BYOD, Mobile Security and Mobile Device Management	5/6/2013	8:30:00	5/6/2013	16:30:00	Shawn	Robertson	Senior Systems Engineer
400097	W16	5/6/2013	8:27:00	BYOD, Mobile Security and Mobile Device Management	5/6/2013	8:30:00	5/6/2013	16:30:00	Aron	Rogers	Mgr IS Technical Services
574466	W16	5/6/2013	12:59:00	BYOD, Mobile Security and Mobile Device Management	5/6/2013	8:30:00	5/6/2013	16:30:00	Franklyn	Rosario	Administrador Infraestructura Jr.
863820	W16	5/6/2013	8:25:00	BYOD, Mobile Security and Mobile Device Management	5/6/2013	8:30:00	5/6/2013	16:30:00	Jason	Rowland	Enterprise Mobility Architect
137122	W16	5/6/2013	8:45:00	BYOD, Mobile Security and Mobile Device Management	5/6/2013	8:30:00	5/6/2013	16:30:00	Lawrence	Saenz	Network Administrator
985540	W16	5/6/2013	8:30:00	BYOD, Mobile Security and Mobile Device Management	5/6/2013	8:30:00	5/6/2013	16:30:00	Vincent	Scheben	Project Coordinator
208827	W16	5/6/2013	8:35:00	BYOD, Mobile Security and Mobile Device Management	5/6/2013	8:30:00	5/6/2013	16:30:00	Andy	Scherzinger	SR, IT Infrastructure Analyst
735418	W16	5/6/2013	8:14:00	BYOD, Mobile Security and Mobile Device Management	5/6/2013	8:30:00	5/6/2013	16:30:00	Ron	Schneiderheize	Architect
907153	W16	5/6/2013	8:13:00	BYOD, Mobile Security and Mobile Device Management	5/6/2013	8:30:00	5/6/2013	16:30:00	Shawn	Stephens	IT Manager
604527	W16	5/6/2013	8:23:00	BYOD, Mobile Security and Mobile Device Management	5/6/2013	8:30:00	5/6/2013	16:30:00	Pamela	Stephenson	Mgr Network Services
814888	W16	5/6/2013	11:23:00	BYOD, Mobile Security and Mobile Device Management	5/6/2013	8:30:00	5/6/2013	16:30:00	Christine	Sto Domingo	Sales Enablement Program Manager
497981	W16	5/6/2013	8:27:00	BYOD, Mobile Security and Mobile Device Management	5/6/2013	8:30:00	5/6/2013	16:30:00	Patty	Stokes	CIO
357709	W16	5/6/2013	9:02:00	BYOD, Mobile Security and Mobile Device Management	5/6/2013	8:30:00	5/6/2013	16:30:00	Angus	Stuart-Adams	Business Development Manager
998875	W16	5/6/2013	8:27:00	BYOD, Mobile Security and Mobile Device Management	5/6/2013	8:30:00	5/6/2013	16:30:00	Eric	Sullivan	MANAGER, GLOBAL PROCESSES
404124	W16	5/6/2013	8:14:00	BYOD, Mobile Security and Mobile Device Management	5/6/2013	8:30:00	5/6/2013	16:30:00	Jason	Tate	Director - Apple and Mobility
642654	W16	5/6/2013	8:32:00	BYOD, Mobile Security and Mobile Device Management	5/6/2013	8:30:00	5/6/2013	16:30:00	Kevin	Train	Client Executive - HCA
915534	W16	5/6/2013	8:27:00	BYOD, Mobile Security and Mobile Device Management	5/6/2013	8:30:00	5/6/2013	16:30:00	Leigh	Turner	Enterprise Systems Architect
300475	W16	5/6/2013	8:27:00	BYOD, Mobile Security and Mobile Device Management	5/6/2013	8:30:00	5/6/2013	16:30:00	ERSIN	TUYSUZOGLU	MANAGER
574052	W16	5/6/2013	8:33:00	BYOD, Mobile Security and Mobile Device Management	5/6/2013	8:30:00	5/6/2013	16:30:00	Tom	Vander Zwaag	Solutions Center Manager
988897	W16	5/6/2013	8:21:00	BYOD, Mobile Security and Mobile Device Management	5/6/2013	8:30:00	5/6/2013	16:30:00	Brian	Walker	Global IT

262431	W16	5/6/2013	8:28:00	BYOD, Mobile Security and Mobile Device Management	5/6/2013	8:30:00	5/6/2013	16:30:00	Joseph	Walsh	Network Administrator
736778	W16	5/6/2013	8:42:00	BYOD, Mobile Security and Mobile Device Management	5/6/2013	8:30:00	5/6/2013	16:30:00	Mike	Welch	President
709827	W16	5/6/2013	8:14:00	BYOD, Mobile Security and Mobile Device Management	5/6/2013	8:30:00	5/6/2013	16:30:00	Ken	Wilkins	Help Desk Lead
929225	W16	5/6/2013	8:25:00	BYOD, Mobile Security and Mobile Device Management	5/6/2013	8:30:00	5/6/2013	16:30:00	Todd	Williams	Manager- Infrastructure Services
981428	W16	5/6/2013	8:37:00	BYOD, Mobile Security and Mobile Device Management	5/6/2013	8:30:00	5/6/2013	16:30:00	Ben	Witt	IT Program Management Director
211179	W16	5/6/2013	8:16:00	BYOD, Mobile Security and Mobile Device Management	5/6/2013	8:30:00	5/6/2013	16:30:00	John	Woods	Director of Information Security
195754	W16	5/6/2013	8:34:00	BYOD, Mobile Security and Mobile Device Management	5/6/2013	8:30:00	5/6/2013	16:30:00	Darryl	Yeatman	Information Technology Manager
755964	W16	5/6/2013	8:12:00	BYOD, Mobile Security and Mobile Device Management	5/6/2013	8:30:00	5/6/2013	16:30:00	Thomas	Young	IT Operations Manager
932563	W16	5/6/2013	8:15:00	BYOD, Mobile Security and Mobile Device Management	5/6/2013	8:30:00	5/6/2013	16:30:00	Tom	Zarate	Network Administrator
212308	W16	5/6/2013	8:31:00	BYOD, Mobile Security and Mobile Device Management	5/6/2013	8:30:00	5/6/2013	16:30:00	Tony	Zombolas	IT Director

Company	Address1	Address2	City	State	ZipPostal	Country	Phone1Number	Email	Avu8
Abu Dhabi Investment Authority	P.O. Box 3600		Abu Dhabi		Abu Dhabi	ARE	97124154511	ali.it@adia.ae	
MOI			Abu Dhabi			ARE		uae6110@gmail.com	
Abu Dhabi Investment Authority	P.O. Box 3600		Abu Dhabi		Abu Dhabi	ARE	9712-415 4550	mal.it@adia.ae	
Granger Construction	6267 Aurelius Road		Lansing	MI	48911	USA	(517) 393-1670	canzaldia@gmail.com	
Impax Labs Inc	31047 Genstar Rd		Hayward	CA	94544	USA	(510) 240-6000	marora@impaxlabs.com	
Cadence Design	2655 Seely Ave		San Jose	CA	95134	USA	(408) 687-9079	askelard@cadence.com	
DPR	222 N 44th ST		Phoenix	AZ	85034	USA	(602) 316-5254	matth@dpr.com	
Loyola High School	1901 Venice Blvd		Los Angeles	CA	90006	USA	(213) 381-5121	kbnhike@loyolahs.edu	
Shiprock Associated Schools, Inc.	1416 Pinon Street		Shiprock	NM	87420	USA	(505) 368-2100	john.benally@bie.edu	
CEC Entertainment	4441 West Airport Fwy		Irving	TX	75062	USA	(972) 258-5540	rboggan@cecentertainment.com	
Cisco	170 W. Tasman Dr		San Jose	CA	95134	USA	(408) 219-1172	mbommare@cisco.com	
Loblaw Inc	1 President's Choice Circle		Brampton	ON	L6V 3N2	CAN	(905) 459-2500	stephane.bonetti@loblaw.ca	
TransCanada	450-1st Street SW		Calgary	AB	T2P5H1	CAN	(403) 920-7902	james_bouchard@transcanada.com	
Summit County	PO Box 128		Coalville	UT	84017	USA	(435) 336-3143	rboyer@summitcounty.org	
National Institutes of Health	31 Center Drive MSC 2350	Bldg 31 Rm 4C32	Bethesda	MD	20891	USA	(301) 496-6051	breithag@mail.nih.gov	
Ryerson University	350 Victoria Street	RCC-238F	Toronto	ON	M5B 2K3	CAN	(416) 979-5000	bbrishna@ryerson.ca	
NORC	1 N State Street	Suite 1400	Chicago	IL	60602	USA	(312) 533-1548	bromberek-matthew@norc.org	
CDW	740 Ardmore Terrace		Libertyville	IL	60048	USA	(847) 970-8469	jasbrow@cdw.com	
Heartland Regional Medical Center	137 North Belt Highway		St. Joseph	MO	64506	USA	(816) 271-7135	kevin.cagg@heartland-health.com	
EV Group	7700 S River Parkway		Tempe	AZ	85284	USA	(480) 305-2416	m.caguyong@evgroup.com	
Vac-Con, Inc.	969 Hall Park Rd		Green Cove Springs	FL	32043	USA	(904) 529-1370	kenny@vac-con.com	
GNTC	One Maurice Culberson Drive		Rome	GA	30161	USA	(706) 295-6978	jcarney@gntc.edu	
Lockheed Martin	1 Lockheed Martin Blvd		Fort Worth	TX	76108	USA	(817) 655-7585	john.d.cason@lmco.com	
CGI	150 Commerce Valley Dr W		Markham	ON	L3T 7Z3	CAN	(905) 717-6352	chris.chalmers@cgi.com	
Volvo IT	402 Avenue Charles de Gaulle		Venissieux		69200	FRA	33664404175	frederic.chapot@volvo.com	
New Hanover Regional Medical Center	2131 South 17th Street		Wilmington	NC	28401	USA	(910) 343-7407	richard.cheshire@nhmc.org	
Nemertes Research								philip.clarke@nemertes.com	
TD Bank Group	1875 Buckhorn Gate, Building 4, Ground Floor		Mississauga	ON	L4W5P1	CAN	(905) 301-6334	jlm.cook@td.com	
Univ. WI-Eau Claire	105 Garfield Av		Eau Claire	WI	54701	USA	(715) 836-5991	cowc@uwec.edu	
Central Valley Water	800 W. Central Valley Rd.		Salt Lake City	UT	84119	USA	(801) 973-9100	crookston@cvwrif.org	
Szerencsejatek Zrt.	Csalogany u. 30-32.		Budapest		1015	HUN	361212317	hilda.molnar@szerencsejatek.hu	
Cisco Systems	1414 Massachusetts Ave		Boxborough	MA	1719	USA	(978) 936-1916	ddahlber@cisco.com	

Alaska Communications	600 Telephone Ave	Anchorage	AK	99503	USA	(907) 297-3103	aurora.david@acsalaska.com
MMICIP	250 West Pratt Street	Baltimore	MD	21201	USA	(410) 328-2870	idiblasio@mmcip.umm.edu
Faxton St. Luke's Healthcare	PO Box 479	Utica	NY	13503-0479	USA	(315) 624-6176	mdodson@mnhhealth.com
ISYS, LLC	101 Green Meadows Dr.	Lewis Center	OH	43035	USA	(614) 410-1588	tzzyak@isisllc.com
MasterPeace Solutions Ltd	8820 Columbia 100 Parkway	Columbia	MD	21045	USA	(443) 259-9780	nollide@gmail.com
The Sepharim Group						(401) 345-5000	bob@sepharim.com
Handelsbanken	Värtavägen 67	Stockholm		11582	SWE	4687011000	thetw01@handelsbanken.se
PwC	161 Marsh Wall Docklands	London		E14 9SQ	GBR	4.42078E+11	anthony.faucher@uk.pwc.com
BAI	34 Major Kanhangulo	Luanda		6022	AGO	2.44223E+11	nvunda.ferreira@bancobai.ao
Pomona College	156 E. 7TH ST	Claremont	CA	91711	USA	(909) 607-5048	pat@pomona.edu
Goodwill Industries of Denver	6850 Federal Blvd	Denver	CO	80221	USA	(303) 875-4575	efloyd@goodwilldenver.org
Vanguard	PO Box 2600	Valley Forge	PA	19482	USA	(610) 669-7335	david_m_foltz@vanguard.com
School District #67	425 Jermyn Ave	Peniticon	BC	v2a 1a4	CAN	(250) 770-7729	dannyf@summer.com
Foot Locker, Inc.	7800 W Brown Deer Rd	Milwaukee	WI	53223	USA	(414) 212-5280	afurger@footlocker.com
Nemertes Research							robin@nemertes.com
InformationWeek							lorna.garey@ubm.com
Charles Schwab, Inc.	4701 E Francisco Dr	Phoenix	AZ	85044-5365	USA	(602) 977-4216	bonny.gazinski@schwab.com
Heartland Health	137 N. Belt Hwy	St. Joseph	MO	64506	USA	(816) 271-7397	brandon.gockley@heartland-health.com
AMERICAN SCHOOL OF CAMPINAS	RUA CAJAMAR, 35	CAMPINAS		13090-860	BRA	55-19-2102-1000	leonardo.goes@eac.com.br
Yale Appliance	75 Campanelli Parkway	Stoughton	MA	2702	USA	(617) 822-5333	leo.goncalves@yaleappliance.com
Globo.com	Av. Americas, 700 Bloco 2 Barra da Tijuca	Rio de Janeiro		22640-100	BRA	55212483-6429	dsteiman@corp.globo.com
Scientific Research Corp	2300 Windy Ridge Pkwy	Atlanta	GA	30339	USA	(770) 859-9161	igoulden@scires.com
Alaska Communications	600 Telephone Ave	Anchorage	AK	99503	USA	(907) 297-3103	wayne.graham@acsalaska.com
Dr Martens	10 NW 10th Ave	Portland	OR	97209	USA	(503) 417-7062	Shaun.guance@drmartens.com
Deere	400-19th St.	Moline	IL	61265	USA	(309) 748-1826	guzzojack@johndeere.com
PJM Interconnection	955 Jefferson Ave.	Norristown	PA	19403	USA	(610) 666-4791	hedrj@pjm.com
MEADOWBROOK INSURANCE GROUP	26255 AMERICAN DR	SOUTHFIELD	MI	48034	USA	(248) 204-8065	chager@meadowbrook.com
GINTC	1 Maurice Culbertson Dr	Rome	GA	30161	USA	(706) 295-6977	jhall@gntc.edu
Cloudpath Networks		Westminster	CO		USA		lynn@cloudpath.net
Modine Manufacturing Company	1500 DeKoven Avenue	Racine	WI	53403	USA	(262) 636-1200	k.p.harris@na.modine.com
HP	W3056 Kortney Lane	Seymour	WI	54165	USA	(414) 841-3605	rob.a.haviland@hp.com
Northern Kentucky University	Griffin Hall 330E	Highland Heights	KY	41076	USA	(859) 572-1949	david.hirsch@nku.edu
Nomura	277 Park Avenue	NY	NY	10017	USA	(212) 298-4125	woojin.ho@nomura.com

Supreme Court of the United States	One First Street, NE	Washington	DC	20543 USA	(202) 479-5957	ahopkins@supremecourt.gov
American Legacy Foundation	1724 Massachusetts Ave. NW	Washington	DC	20036 USA	(202) 454-5543	phou@americanlegacy.org
ISH Tecnologia	Rua Judith Maria Tovar Varejão, 355 - Enseada do Sua	Vitoria		29050360 BRA	5.52733E+11	renatoj09@hotmail.com
Active Minerals International, LLC	6 North Park	Hunt Valley	MD	21080 USA	(949) 283-0281	mtjanney@hotmail.com
Tulalip Tribes	8732 27th Ave NE	Tulalip	WA	98271 USA	(360) 716-5150	kevin@tulaliptribes-nsn.gov
IMC Financial Markets	233 S. Wacker DR	Chicago	IL	60606 USA	(312) 275-5440	mike.kantowski@mc-chicago.com
UpWind Solutions, Inc.	5444 Napa St	San Diego	CA	92110 USA	(619) 858-5477	Kiyoshi.Kanzawa@upwindsolutions.com
American Student Assistance	100 Cambridge Street	Boston	MA	2114 USA	(617) 728-4537	jkeough@asa.org
Emory University	1762 Clifton Rd	Atlanta	GA	30322 USA	(404) 778-5430	mkeown@emory.edu
Navajo Nation	P.O. box 528	Fort Defiance	AZ	86504 USA	(928) 729-4259	jeffkirk@navajo-nsn.gov
RCMP	1426 St-Joseph Blvd.	Ottawa	ON	K1A0R2 CAN	(613) 990-4541	robbie.kiwan@rcmp-grc.gc.ca
Accident Fund	200 N. Grand Avenue	Lansing	MI	48901 USA		kurtkoenigsnecht@accidentfund.com
Azusa Pacific University	901 E. Alosta Avenue	Azusa	CA	91702 USA	(626) 815-6000	skohrman@apu.edu
Cloudpath Networks	9975 Wadsworth Pkwy K2-234	Westminster	CO	80021 USA	(303) 495-3374	kevin@cloudpath.net
Glen Raven, Inc.	1831 N Park Ave	Burlington	NC	27217 USA		rlafata@glenraven.com
DirectTV	2230 E. Imperial Hwy.	El Segundo	CA	90245 USA	(310) 964-2947	rlam@directv.com
Loyola High School of Los Angeles	1901 Venice Blvd	Los Angeles	CA	90006 USA	(213) 381-5121	llampietti@loyolahs.edu
KT	206 Jeongja-dong, Bundang-gu, Seongnam-si	Gyeonggi-do		463-711 KOR	82-10-9704-9713	hyeonkyu.lee@kt.com
Manilaq Association	POB 43	Kotzebue	AK	99752 USA	(907) 442-7267	jlincoln@manilaq.org
Boston Scientific	4100 Hamline Ave N	St Paul	MIN	55112 USA	(651) 582-7028	corry.macfarlane@bsci.com
City of Greeley	919 7th Street Suite 200	Greeley	CO	80631 USA	(970) 350-9809	phil.machendrie@greeleygov.com
FotoKem, Inc.	2801 West Alameda	Burbank	CA	91505 USA	(818) 846-3101	jom@fotokem.com
TheSNDgroup	709 Vista Ridge Drive	Leesburg	VA	20176 USA	(703) 725-7333	johnsm3@gmail.com
Ford Motor Company	1303 Fairlane Circle	Allen Park	MI	48101 USA	(313) 323-8339	cmellor@ford.com
MTTEL						mmena@sp.gov.br
China Network World	Shangdijiyuan# 2-701, Haidiandistrict	Beijing		100085 CHN	(8610) 8823 0158	mengke123@gmail.com
Xirrus	2101 Corporate Center Drive	Thousand Oaks	CA	91320 USA	(805) 262-1632	bruce.miller@xirrus.com
Cargill	P.O. Box 5604 (MS 4-4)	Minneapolis	MN	55440 USA	(952) 984-1859	ann_al-oteiby@cargill.com
POWER Engineers, Inc.						Kevin.moran@powereng.com
The Navajo Nation	Post Office Box 528	Fort Defiance	AZ	86504 USA	(928) 729-4258	cmorris@navajo-nsn.gov
Alliance Pipeline Ltd	800 - 605 5th Ave SW	Calgary	AB	T2P 3H5 CAN	(403) 517-6434	paul.motz@alliancepipeline.com
SRA International	8017 Merry Oaks Lane	Vienna	VA	22182 USA	(202) 557-9311	MIKE_MYUNG@SRA.COM
ArcticWolf Networks	257 Covington Road	Los Altos	CA	94024 USA	(650) 948-8213	bnmags@gmail.com

Cl Segerstrom	3315 Fairview Road	Costa Mesa	CA	92626	USA	(714) 438-3260	nguyen@southcoastplaza.com
National Population Commission	Plot 242 koto abnyomi et VI Iagos	Iagos			NGA		josoloh@yahoo.co.uk
Yaleta Del Sur Pueblo	119 S. Old Pueblo	El Paso	TX	79907	USA	(915) 859-7997	romelas@ydsp-nsn.gov
Plat4m	659 Auburn Ave Suite 152	Atlanta	GA	30312	USA	(404) 405-7634	les@p4mtech.com
Arizona Public Service	2122 W. Cheryl Dr. MS# 3805	Phoenix	AZ	85021	USA	(602) 250-1000	dp@aps.com
Town of Jackson, WY	150 E. Pearl Ave.	Jackson	WY	83001	USA	(307) 734-3465	zolo@townofjackson.com
Valerius Compression	919 Millam St.	Houston	TX	77002	USA	(281) 642-1019	rparke@valerius-co.com
University of San Francisco	2130 Fulton Street	San Francisco	CA	94117	USA	(415) 422-2275	lapereira@usfca.edu
Newgen Systems	737 Burwood Road Suite 401	Hawthorne East	VIC	VIC 3123	AUS	61 3 9188 3601	Robert@newgensystems.com
The C.F. Sauer Company	2000 W. Broad Street	Richmond	VA	23220	USA	(804) 204-2501	wpugh@cfsauer.com
JTEKT Corporation	29570 Clemens Road	Westlake	OH	44145	USA	(440) 835-1000	seamus.rahill@jtekt.com
ConnectIT	598 Gibraltar Dr.	Milpitas	CA	95035	USA	(650) 427-9541	dlreoch@gmail.com
ProtectCELL	39500 High Pointe Blvd Suite 250	Novi	MI	48375	USA	(248) 319-0450	shane.ringle@protectcell.com
Acceptance Insurance	3813 Green Hills Village Dr	Nashville	TN	37215	USA	(615) 844-2920	srobertson@facins.com
High Liner Foods	1959 Upper Water St Suite 503	Halifax	NS	B2W 5Z9	CAN	(902) 421-7055	aron.rogers@highlinerfoods.com
MERCASID, S.A.	Av. Máximo Gómez #182	Santo Domingo		726	DOM	809-565-2151	f.rosario@mercasid.com.do
Freeport-McMoran	333 N Central Ave	Phoenix	AZ	85004	USA	(480) 381-0555	jason_rowland@fmi.com
Mariani Nut Company	709 Dutton St.	Winters	CA	95694	USA	(530) 662-3311	lsaenz@marianinut.com
Northern Kentucky University	30 Kenton Dr.	Highland Heights	KY	41099	USA	(859) 572-5404	schebenv1@nku.edu
Pacific Drilling	3050 Post Oak Blvd Suite 1500	Houston	TX	77056	USA	(713) 254-9650	a.scherzinger@pacificdrilling.com
Hollister Incorporated	2000 Hollister Drive	Libertyville	IL	60048	USA	(847) 345-1919	rons@hollister.com
Teton County Sheriff's Office	PO Box 1885	Jackson	WY	83001	USA	(307) 733-4052	sstephens@tetonsheriff.org
VA DGS	900 E Main St Ste 2000	Richmond	VA	23219	USA	(804) 786-2514	parm.stephenson@dgs.virginia.gov
HP							christine.sto-domingo@hp.com
City of Greeley, Colorado	919 7th Street Suite 200	Greeley	CO	80631	USA	(970) 590-5782	patty.stokes@greeleygov.com
Newgen Systems							angus@newgensystem.com
The Scotts Miracle-Gro Company	14111 Scottslawn Road	Marysville	OH	43041	USA	(937) 644-7393	eric.sullivan@scotts.com
Long View Systems	3100, 255 5 Ave. SW	Calgary	AB	T2P 3G6	CAN	(403) 515-6900	jason.tate@lvs1.com
Cisco Systems	1302 Jewell Ave	Franklin	TN	37064	USA	(615) 948-0545	ktrain@cisco.com
Adventist Health System - IS	902 Inspiration Ave. Evren Mah. Köpman Cad. No:34 Güneşli 34212 Istanbul	Altamonte Springs	FL	32714	USA	(407) 357-3323	JLTurner@ahss.org
GARANTI BANK		ISTANBUL		34212	TUR	904783012	ersintuy@garanti.com.tr
Affymetrix	3420 Central Expressway	San Jose	CA	95051	USA	(408) 425-6870	tom_vanderwaag@affymetrix.com
PwC	14 Barbara Lane	Medford	MA	2155	USA	(727) 698-7462	brian.m.walker@live.com

Holden Industries, Inc.	500 Lake Cook Road	Suite 400	Deerfield	IL	60015	USA	(847) 940-1500	jwalsh@holdenindustriesinc.com
Welch Global Consulting, Inc.	10084 Oak Knoll Terrace		Colorado Springs	CO	80920	USA	(970) 292-6601	mike.welch@welchgc.com
Calgary Catholic School District	1000 5th Ave SW		Calgary	AB	T2P 4T9	CAN	(403) 500-2563	Ken.Williams@csed.ab.ca
Amsted Rail	8101 College Blvd	Suite 200	Overland Park	KS	66210	USA	(913) 956-2427	twilliams@amstedrail.com
Jacobs	103 Broadway Ave		Oak Ridge	TN	37830	USA	(865) 481-6861	ben.witt@jacobs.com
PDX-NHIN-Rx.com	101 Jim Wright Freeway South	STE 200	Fort Worth	TX	76108	USA	(817) 367-4343	jwoods@pdxinc.com
First Truck Centre	11313 170 Street		Edmonton	AB	T5M 3P5	CAN	(780) 413-8800	darryl.yeatman@firsttruck.ca
Marathon Oil	5555 San Felipe Rd	Room 1812B	Houston	TX	77056	USA	(713) 296-4476	thomasyoung@marathonoil.com
Vista Engineering Technologies	1355 Columbia Park Trail		Richland	WA	99352	USA	(509) 737-1377	tzarate@vistaengr.com
Codilis	15W030 N Frontage Rd		Burr Ridge	IL	60527	USA	(630) 974-3474	Tony.Zombolas@il.cslegal.com

**IN THE UNITED STATES PATENT AND TRADEMARK OFFICE BEFORE
THE TRADEMARK TRIAL AND APPEAL BOARD**

Cloudpath Networks, Inc.

Petitioner,

v.

Racemi, Inc.,

Registrant.

Cancellation No. 92057344

Date: February 20, 2015

TESTIMONY EXHIBIT COVER SHEET

Cancellation No. 92057344

Cloudpath Networks, Inc. v. Racemi. Inc.

Deposition of Kevin Koster, January 22, 2014

Offering Party: Cloudpath Networks, Inc.

EXHIBIT 116

Search term report (Jan 1, 2014-Jan 14, 2015)

Ad group	Campaign	Match type	Search term	Added/Exc	Clicks	Impression	CTR	Avg. CPC	Cost	Avg. positio
Starter Ad	Starter Can phrase		cloudpath dell wireless	None	1	1	100.00%	0.51	0.51	1
Starter Ad	Starter Can phrase		xpressconnect by cloudpath networks lo	None	1	1	100.00%	0.29	0.29	1
Starter Ad	Starter Can phrase		cloudpath securessid	None	1	1	100.00%	0.36	0.36	1
Starter Ad	Starter Can phrase		cloudpath network	None	1	5	20.00%	0.31	0.31	1
Starter Ad	Starter Can phrase		cloudpath radius	None	2	2	100.00%	0.44	0.88	1.5
Starter Ad	Starter Can phrase		cloudpath networks ceo	None	1	1	100.00%	0.91	0.91	3
Starter Ad	Starter Can phrase		www cloudpath net	None	7	14	50.00%	0.16	1.09	1
Starter Ad	Starter Can phrase		cloudpath singapore	None	1	1	100.00%	0.7	0.7	1
Starter Ad	Starter Can phrase		powered by cloudpath	None	1	22	4.55%	0.86	0.86	1
Starter Ad	Starter Can phrase		cloudpath xpressconnect pricing	None	1	1	100.00%	0.2	0.2	1
Starter Ad	Starter Can phrase		cloudpath uk	None	2	5	40.00%	0.28	0.57	1
Starter Ad	Starter Can phrase		xpc cloudpath net	None	2	8	25.00%	0.44	0.87	1
Starter Ad	Starter Can phrase		www cloudpath nety	None	1	1	100.00%	0.42	0.42	1
Starter Ad	Starter Can phrase		cloudpath updates	None	1	1	100.00%	0.01	0.01	1
Starter Ad	Starter Can phrase		cloudpath secureaccess version 3	None	1	1	100.00%	0.67	0.67	1
Starter Ad	Starter Can phrase		cloudpath 82	None	1	1	100.00%	0.36	0.36	1
Starter Ad	Starter Can phrase		cloudpath demo	None	1	1	100.00%	0.21	0.21	1
Starter Ad	Starter Can phrase		hosted cloudpath	None	1	1	100.00%	0.73	0.73	1
Starter Ad	Starter Can phrase		cloudpath wireless onboard	None	1	1	100.00%	0.35	0.35	1
Starter Ad	Starter Can phrase		cloudpath ssh console secret	None	1	1	100.00%	0.71	0.71	1
Starter Ad	Starter Can phrase		cloudpath attwifi	None	1	1	100.00%	0.11	0.11	1
Starter Ad	Starter Can phrase		careers cloudpath net	None	1	1	100.00%	0.39	0.39	1
Starter Ad	Starter Can phrase		cloudpath com	None	2	3	66.67%	0.06	0.13	1
Starter Ad	Starter Can phrase		cloudpath elements colorado	None	1	1	100.00%	0.09	0.09	1
Starter Ad	Starter Can phrase		cloudpath office phone	None	1	1	100.00%	0.74	0.74	3
Starter Ad	Starter Can phrase		cloudpath hosted	None	1	1	100.00%	0.94	0.94	3
Starter Ad	Starter Can phrase		cloudpath inc	None	1	1	100.00%	0.07	0.07	1
Starter Ad	Starter Can phrase		amith cloudpath net	None	1	1	100.00%	0.1	0.1	1
Starter Ad	Starter Can phrase		cloudpath net	None	13	47	27.66%	0.2	2.54	1
Starter Ad	Starter Can phrase		com cloudpath maccmd	None	1	10	10.00%	0.01	0.01	1.1
Starter Ad	Starter Can phrase		cloudpath forescout	None	1	1	100.00%	0.97	0.97	1
Starter Ad	Starter Can phrase		cloudpath login	None	1	3	33.33%	0.38	0.38	1
Starter Ad	Starter Can phrase		cloudpath that net	None	3	2	150.00%	0.17	0.51	1
Starter Ad	Starter Can phrase		does cloudpath require java	None	1	1	100.00%	0.21	0.21	1
Starter Ad	Starter Can phrase		cloudpath xpressconnect service user pa	None	1	1	100.00%	0.92	0.92	1
Starter Ad	Starter Can phrase		cloudpath openssl	None	1	1	100.00%	0.16	0.16	1
Starter Ad	Starter Can phrase		cloudpath external x 509	None	1	1	100.00%	0.13	0.13	1
Starter Ad	Starter Can phrase		cloudpath networkscolorado	None	1	1	100.00%	0.04	0.04	1
Starter Ad	Starter Can phrase		cloudpath xpressconnect enrollment sys	None	1	3	33.33%	0.94	0.94	2
Starter Ad	Starter Can phrase		cloudpath enrollment system	None	3	5	60.00%	0.59	1.77	1.4
Starter Ad	Starter Can phrase		cloudpath xpressconnect android	None	1	1	100.00%	0.65	0.65	1
Starter Ad	Starter Can phrase		cloudpath networks colorado	None	1	1	100.00%	0.29	0.29	1
Starter Ad	Starter Can phrase		cloudpath wiki	None	1	1	100.00%	0.1	0.1	1
Starter Ad	Starter Can phrase		cloudpath policy filter id	None	1	1	100.00%	0.66	0.66	1
Starter Ad	Starter Can phrase		express connect cloudpath	None	2	2	100.00%	0.53	1.06	1
Starter Ad	Starter Can phrase		can cloudpath site be an ssl	None	1	1	100.00%	0.92	0.92	2
Starter Ad	Starter Can phrase		rsa cloudpath	None	1	2	50.00%	0.62	0.62	1
Starter Ad	Starter Can phrase		cloudpath networks inc	None	1	7	14.29%	0.01	0.01	1
Starter Ad	Starter Can phrase		how to remove cloudpath	None	2	1	200.00%	0.2	0.4	1
Starter Ad	Starter Can phrase		cloudpath vmware specification	None	1	1	100.00%	0.82	0.82	1
Starter Ad	Starter Can phrase		cloudpath xc loader activex cnetmain	None	1	1	100.00%	0.47	0.47	1
Starter Ad	Starter Can phrase		cloudpath affected by heartbleed	None	1	3	33.33%	0.86	0.86	1.7
Starter Ad	Starter Can phrase		what can you do with cloudpath	None	1	1	100.00%	0.23	0.23	1
Starter Ad	Starter Can phrase		cloudpath cumc	None	1	1	100.00%	0.66	0.66	1
Starter Ad	Starter Can phrase		www cloudpath	None	1	1	100.00%	0.15	0.15	1
Starter Ad	Starter Can phrase		cloudpath software	None	16	38	42.11%	0.2	3.15	1.1
Starter Ad	Starter Can phrase		test71 cloudpath net java loader jar	None	1	1	100.00%	0.57	0.57	1
Starter Ad	Starter Can phrase		cloudpath 3850 webauth redirect	None	1	1	100.00%	0.46	0.46	1
Starter Ad	Starter Can phrase		www wpa2setup ua edu cloudpath	None	1	1	100.00%	0.23	0.23	1
Starter Ad	Starter Can phrase		cloudpath 802.1 x tutorial	None	1	1	100.00%	0.49	0.49	1
Starter Ad	Starter Can phrase		cloudpath posture checking	None	2	1	200.00%	0.45	0.9	1
Starter Ad	Starter Can phrase		http cloudpath brown edu	None	1	2	50.00%	0.86	0.86	1

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 10/22/15

Starter Ad · Starter Can phrase	cloudpath networks denver	None	1	2	50.00%	0.43	0.43	1
Starter Ad · Starter Can phrase	cloudpath topology	None	1	1	100.00%	0.28	0.28	1
Starter Ad · Starter Can phrase	com cloudpath loader xpcsignedapplet	None	2	1	200.00%	0.95	1.9	1
Starter Ad · Starter Can phrase	racemi cloudpath	None	1	6	16.67%	0.61	0.61	1
Starter Ad · Starter Can phrase	cloudpath 10001 n deanaza suite 520 cu	None	1	1	100.00%	0.45	0.45	1
Starter Ad · Starter Can phrase	cloudpath support	None	7	21	33.33%	0.03	0.24	1
Starter Ad · Starter Can phrase	cloudpath enrollment system configure	None	1	1	100.00%	0.56	0.56	3
Starter Ad · Starter Can phrase	cloudpath es	None	1	4	25.00%	0.11	0.11	1
Starter Ad · Starter Can phrase	what does cloudpath do	None	1	1	100.00%	0.11	0.11	1
Starter Ad · Starter Can phrase	cloudpath ucisa	None	1	1	100.00%	0.77	0.77	1
Starter Ad · Starter Can phrase	splunk cloudpath	None	1	1	100.00%	0.38	0.38	2
Starter Ad · Starter Can phrase	what is cloudpath	None	3	7	42.86%	0.28	0.84	1
Starter Ad · Starter Can phrase	cloudpath overview ppt	None	1	2	50.00%	0.98	0.98	1
Starter Ad · Starter Can phrase	cloudpath colorado	None	1	2	50.00%	0.5	0.5	1
Starter Ad · Starter Can phrase	cloudpath ha	None	1	1	100.00%	0.29	0.29	1
Starter Ad · Starter Can phrase	cloudpath android	None	2	2	100.00%	0.42	0.84	1
Starter Ad · Starter Can phrase	cloudpath onboard	None	1	1	100.00%	0.27	0.27	1
Starter Ad · Starter Can phrase	xpressconnect cloudpath networks inc	None	1	1	100.00%	0.01	0.01	1
Starter Ad · Starter Can phrase	xpressconnect cloudpath	None	5	13	38.46%	0.02	0.11	1
Starter Ad · Starter Can phrase	xpress connect cloudpath	None	1	1	100.00%	0.13	0.13	1
Starter Ad · Starter Can phrase (clo	couldpathexprtess	None	1	1	100.00%	0.15	0.15	1
Starter Ad · Starter Can phrase (clo	cloud path networks	None	2	3	66.67%	0.76	1.51	1.7
Starter Ad · Starter Can phrase (clo	brown cloupath	None	1	1	100.00%	0.91	0.91	1
Starter Ad · Starter Can phrase (clo	cloudpath support	None	1	1	100.00%	0.13	0.13	1
Starter Ad · Starter Can phrase (clo	cloudpaht chrome	None	1	1	100.00%	0.84	0.84	1
Starter Ad · Starter Can phrase (clo	cloudpath security	None	1	1	100.00%	0.38	0.38	2
Starter Ad · Starter Can exact	cloudpath	Added	473	2742	17.25%	0.12	58.7	1.1
Starter Ad · Starter Can exact (closi	xpcloudpath net	None	1	1	100.00%	0.19	0.19	1
Starter Ad · Starter Can exact (closi	coloudpath	None	1	1	100.00%	0.19	0.19	1
Starter Ad · Starter Can exact (closi	couldpath	None	4	4	100.00%	0.14	0.58	1
Starter Ad · Starter Can exact (closi	coudpath	None	6	7	85.71%	0.14	0.85	1
Starter Ad · Starter Can exact (closi	ckoudpath	None	1	1	100.00%	0.13	0.13	1
Starter Ad · Starter Can exact (closi	cloudpatch	None	1	5	20.00%	0.28	0.28	1
Starter Ad · Starter Can exact (closi	cloudparh	None	1	1	100.00%	0.01	0.01	1
Starter Ad · Starter Can exact (closi	cloudpat	None	3	18	16.67%	0.55	1.65	1
Starter Ad · Starter Can exact (closi	cloudadpath	None	1	1	100.00%	0.01	0.01	1
Starter Ad · Starter Can exact (closi	cloudapth	None	2	2	100.00%	0.12	0.23	1
Starter Ad · Starter Can exact (closi	clouthpath	None	3	5	60.00%	0.01	0.03	1
Starter Ad · Starter Can exact (closi	cl0udpath	None	1	1	100.00%	0.25	0.25	1
Total	--	--	645	3093	20.85%	0.18	113.55	1.1

**IN THE UNITED STATES PATENT AND TRADEMARK OFFICE BEFORE
THE TRADEMARK TRIAL AND APPEAL BOARD**

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Petitioner,

v.

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Registrant.

Cancellation No. 92057344

Date: February 20, 2015

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Cancellation No. 92057344

Cloudpath Networks, Inc. v. Racemi. Inc.

Deposition of Kevin Koster, January 22, 2014

Offering Party: Cloudpath Networks, Inc.

EXHIBIT 117



Canadian Cloud Storage Providers

 By Jason Koonce — 15 Jan'14

In North America, technology headlines have taken on a decidedly political tone over the last several years as ongoing debates simmer on issues such as privacy, copyright issues and even national security. Data storage plays an essential role because data regarding individuals and companies as well as sensitive government data is often the target of espionage and hacking attempts. In bygone days adequate storage was more a matter of physical security measures reinforced by camera's and mechanical means. Nowadays in this digitally saturated age, individuals, companies and the state itself are largely dependent on remote systems where huge amounts of data are stored.

In Canada, long has been the practice of relying on British and American technology as the country is more of a resource-based economy. The government in Ottawa has traditionally focussed on mining, and other natural resources such as oil, gas and timber. The Canadian technology sector however has grown frustrated with slow-moving efforts to lessen reliance on foreign innovation. A digital strategy has for years been on the agenda, but somehow has not yet materialized. When coupled with the government's decidedly outdated approach to digital storage services, - that is, that it should be within the country's borders - the need for Canadian cloud storage providers is gaining momentum.

Thus we have here **a listing of Canada-based cloud storage service providers** (<http://www.cloudwards.net/award/best-cloud-storage/>).

*For those who aren't concerned with background information, you can skip to the table provided at the end of the article

There are a number of organizations that have a vested interest in advancing Canada's position as a technology innovator. Among these are the Canada Cloud Network (<http://canadacloud.net/>), a group composed of the country's cloud data storage service providers that aims to "...establish Canada as a world leader in the global field of Cloud Computing". Valuable information can also be gleaned from the Canadian Cloud Law Blog (<http://www.cloudlawyer.ca/>). In addition to providing a list of storage services providers we want to address 3 primary issues that provide some background on the Canadian cloud service sector.



(<http://www.cloudwards.net/wp-content/uploads/2014/01/Canada.jpg>)

Canadian Cloud Flagimage credit:
Andrew Hildebrand
(<http://www.sxc.hu/profile/AndrewMark>)

Why Canada is not Known as a Force in the Global Technology Sector

As mentioned in the preceding, Canada's economy is primarily based on natural resources. As one of the largest countries in the world based on land mass, logging and fossil fuel play an essential role in powering the country's growth. As the cloud takes on an ever more important role in regards to technology and innovation, the government in Ottawa has moved relatively slow. At present, Canada remains without a focused digital economy strategy.

Another significant factor is that Canadian firms tend to rely on American and British-based firms (that may or may not have a subsidiary in Canada). For the reason that the market is a small one, industry titans like Amazon and Google are hesitant to invest heavily in the country. So it goes that investment in cloud computing tends to travel to Canada's neighbor to the south. Deloitte's technology expert for cloud computing (<http://business.financialpost.com/2013/06/11/canadian-businesses-still-searching-for-silver-lining-in-cloud-idc-telus-report/>) had the following to say regarding the competitiveness of cloud service providers in Canada:

"The coverage [in the U.S.] is better compared to other markets, with more competition among suppliers, more aggressive pricing, and a more fluid market, therefore, the choices are broader

for customers...”

Canadian Cloud Leadership

Canadian tech companies are hard at work in their efforts to position Canada at the forefront when it comes to technology leadership on a global scale. There are concerns within the government that cloud storage services have the potential to present security concerns. Such concerns are considered unfounded in the business sector. Lacking leadership at the government level, **cloud technology doesn't even account for 5% of IT spending in Canada** (of a total 22.5 billion predicted for 2014). This reflects a tentative approach and also a regulatory posture that even hinders the ability of businesses to realize the potential of the cloud, particularly IaaS.

That said, the Canada Cloud Roadmap (<http://canadacloud.net/roadmap/>), in addition to attracting investment and developing a cohesive strategy, seeks to achieve 'fast-track commercialization of new startup ventures through leveraging the Canada Cloud Roadmap'. This roadmap is concerned with cloud-based business ventures based on 'principles of Technology Roadmapping (http://www.ic.gc.ca/eic/site/trm-crt.nsf/eng/h_rm00049.html) described by Industry Canada (<http://www.ic.gc.ca/eic/site/icgc.nsf/eng/home>)'. The group is also calling for the government to adopt a G-Cloud (<http://gcloud.civilservice.gov.uk/>) (whereby government fosters technology innovation by legislating innovation and competitiveness) modeled after the U.K.'s Cloud First (<https://www.gov.uk/government/news/government-adopts-cloud-first-policy-for-public-sector-it>) policy – an effort to modernize the country's technology and government sectors.

The Need for Canada-based Cloud Storage Providers

In spite of the obstacles thus far presented in this article, there is in fact a number of **Canadian cloud services providers that are well-positioned for the future** of the sector. From the government's perspective, a prerequisite for data-security is that it must reside in Canada if it is to be ultimately considered secure. This is then a de facto requirement for many companies as the government works to draft legislation and initiatives aimed at promoting cloud computing for the public and private sector. A study commissioned by the Auditor General of Canada resulted in the following commentary (<http://searchcloudcomputing.techtarget.com/feature/Canadian-G-Cloud-aims-to-stop-countrys-tech-innovation-drought>): '...conducting an analysis of a large number of legacy systems that the government operates across many different agencies — RCMP [Royal Canadian Mounted Police], Immigration and other major agencies — and it was really scary what they came out with. They found the systems and the data centers they were running were so old and so antiquated that they were at imminent risk of collapse'.

All one need is to look at news headlines regarding the loose handling of personal data by businesses and governments alike. In many instances, the loss of physical storage devices such as USB sticks and notebook computers have resulted in the misplacement of citizen records and sensitive data. **In the case of the cloud, best practices and suitable security procedures determine the level of security of your data.** This is then applicable across device boundaries when applied in conjunction with encryption and proper security measures.

The cloud presents a number of distinct advantages over personal data storage the Canadian government would be wise to embrace. The distributed nature of cloud-services can sharply reduce downtime especially for government systems that contain citizen records. Additionally, modernizing the systems involved will not only result in massive cost-savings but also improve procedural efficiency.

Canadian Cloud Services Providers	Services	Operations Base	Description
AFORE Solutions (http://www.aforesolutions.com/)	IaaS, PaaS, SaaS	Ottawa	Custom Solutions for Networking and Virtualization
Allstream (http://www.allstream.com/)	SaaS	Toronto	Provides fast, reliable communications solutions to large, medium, and small businesses
BlackIron Data (http://blackirondata.com/about-us/data-centres/)	IaaS	Toronto	Designing, building, and maintaining data centres across Canada for over 15 years

Bell Business Solutions (http://www.bell.ca/enterprise/)	IaaS, PaaS, SaaS	Countrywide	Provider of information and communications technology (ICT)solutions for medium and large businesses
cacloud (http://www.cacloud.com/)	IaaS	Vancouver, BC, Toronto	Provider of cloud hosting services and web hosting for business and enterprises
Canadian Cloud Computing Inc. (http://canadiancloud.com/)	PaaS, SaaS	Ontario	Cloud computing architecture and deployment services to help you get on the cloud today
Canadian Web Hosting (http://canadianwebhosting.com/)	IaaS	Vancouver, Toronto	Cloud hosting services
Centrilogic (http://centrilogic.com/)	IaaS	3 data centers in Canada	Cloud Computing, Hybrid Hosting, and Managed Services
Cirrus Computing (http://cirruscomputing.com/)	IaaS, SaaS	4 data centers in Canada	Open source private clouds for small and medium size organizations – secure, inexpensive, green
Cloud A (http://clouda.ca/)	IaaS	Halifax	Cloud Infrastructure as a Service (IaaS) provider
Cloud Dynamics (http://clouddynamicsinc.com/)	IaaS	Toronto	cdOS, Cloud Computing, Cloud Currency, CloudPOD, CRU, Data center, ecoDC
Canada Post Vault Service (http://canadapost.ca/)	IaaS	Countrywide	Secure online storage
Cloud Path (http://cloudpath.net/)	IaaS, SaaS	Toronto	Provides software solutions and services that simplify the adoption of standards-based security, including WPA2-Enterprise and 802.1X, in diverse BYOD environments
Cloud Pockets (http://cloudpockets.com/)	IaaS, SaaS	British Columbia	Keep your critical business data in Canada with an online backup. Easy to configure, fully automated, now it's easy to backup to the Cloud!
Netelligent (http://netelligent.ca/)	IaaS, PaaS, SaaS	Montreal	Specializes in Dedicated Servers, Colocation, Cloud Solutions, and Hosting Services
Radiant Communications (http://radiant.net/)	IaaS, PaaS, SaaS	Montreal	Provider of managed network and cloud hosting services for medium-size businesses in Canada

Post-Thumbnail / Header image credit: weatherbox (<http://www.sxc.hu/photo/352606>)

By Jason Koonce
 15 Jan'14 – [✉ Contact \(mailto:jason.koonce@cloudwards.net\)](mailto:jason.koonce@cloudwards.net)

◀ [previous \(http://www.cloudwards.net/spideroak-vs-dropbox-is-it-time-to-switch-for-better-security/\)](http://www.cloudwards.net/spideroak-vs-dropbox-is-it-time-to-switch-for-better-security/)

next > (<http://www.cloudwards.net/news/carbonite-shows-off-its-new-website-2558/>)

All 5 Comments



Comment by Neil McEvoy (<http://CanadaCloud.net>) 2014/01/15 at 16:06 ·

Reply

Ha! What a fabulous article, thanks.



Comment by darron 2014/01/17 at 19:23 ·

Reply

You missed VEXXHOST:

<http://vexxhost.ca/> (<http://vexxhost.ca/>)

I have used them in the past a bit – they seem to be pretty decent.



Comment by Jason Koonce 2014/01/18 at 06:35 ·

Reply

Hi darron,

Thanks for the heads up on vexxhost. We'll be sure to have a look at their service offering when we look at Canadian cloud services in future posts.



Comment by Matt 2014/01/19 at 18:03 ·

Reply

ThinkOn is out of Toronto. They offer virtual data centers and Amazon S3 type storage



Comment by Jason Koonce 2014/01/20 at 02:17 ·

Reply

LE: MATT

Hi Matt,

Thanks for letting us know about ThinkOn. We'll definitely include them in future posts on Canadian Cloud services.

Leave a Comment

Name *

Email *

(never published)

Website



Comment



Question

Your comment

Submit Comment



Comment (<http://www.cloudwards.net/canadian-cloud-storage-providers/#comments>)



like (<https://www.facebook.com/sharer/sharer.php?u=http://www.cloudwards.net/canadian-cloud-storage-providers/>)



tweet (https://twitter.com/intent/tweet?original_referer=http://www.cloudwards.net/canadian-cloud-storage-providers/)



share (<https://plus.google.com/share?url=http://www.cloudwards.net/canadian-cloud-storage-providers/>)



Let us find the best backup provider for your needs:

How much storage do you need?

Unlimited GB

What is the maximum you want to spend?

I don't care about price. Show me the most secure.

Features:

- file synchronisation
- file sharing
- backup external drives

System

Windows Mac Linux

Q Find a backup provider



Comparison Chart

(<http://www.cloudwards.net/comparison/>)

Top 10 - Best Cloud Storage

(<http://www.cloudwards.net/award/best-online-backup-services/>)

Cloud Storage Reviews

(<http://www.cloudwards.net/reviews/>)

About us (<http://www.cloudwards.net/about/>)

Help (<http://www.cloudwards.net/new-here/>)

Contact us (<http://www.cloudwards.net/contact/>)

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**IN THE UNITED STATES PATENT AND TRADEMARK OFFICE BEFORE
THE TRADEMARK TRIAL AND APPEAL BOARD**

Cloudpath Networks, Inc.

Petitioner,

v.

Racemi, Inc.,

Registrant.

Cancellation No. 92057344

Date: February 20, 2015

TESTIMONY EXHIBIT COVER SHEET

Cancellation No. 92057344

Cloudpath Networks, Inc. v. Racemi. Inc.

Deposition of Kevin Koster, January 22, 2014

Offering Party: Cloudpath Networks, Inc.

EXHIBIT 118

root@ip-10-12-31-19:~#

```
login as: root
root@ec2-54-225-41-93.compute-1.amazonaws.com's password:
Last login: Fri Nov 1 19:19:15 2013 from 67-2-56-251.silko.qwest.net
[root@ip-10-12-31-19 ~]#
```

Lifecycle	normal
Monitoring	basic
Alarm status	None
Kernel ID	aki-b4aa75dd
RAM disk ID	-
Placement group	-
Virtualization	paravirtual
Reservation	r-55138230
AMI launch index	0
Tenancy	default
State transition reason	-



EC2 Dashboard

Events

Tags

INSTANCES

Instances

Spot Requests

Reserved Instances

IMAGES

AMIs

Bundle Tasks

ELASTIC BLOCK STORE

Volumes

Snapshots

NETWORK & SECURITY

Security Groups

Elastic IPs

Placement Groups

Load Balancers

Key Pairs

Network Interfaces

Launch Instance

Connect

Actions ▾

Filter: All instances ▾ All instance types ▾ Search instances: X

Name ▾ Instance ID ▾ Instance Type ▾ Availability Zone ▾ Instance State ▾ Status Checks ▾ Alarm Status ▾ Launch Time ▾ Security Groups

NWSCent6 i-405d7a3b m1.small us-east-1b running 2/2 check... ec2-54-204-216-70.com... a1616668ae2d... 2013-11-01T11... Nathan-CloudPath

Instance: i-65533e1c (awsdemo2) Public DNS: ec2-54-235-41-93.compute-1.amazonaws.com

Description

Status Checks

Monitoring

Tags

Instance ID i-65533e1c

Instance state running

Instance type m1.medium

Availability zone us-east-1b

Security groups jcdemo, view rules

Scheduled events No scheduled events

AMI ID Racemi CentOS 6 (x86_64) 20130723171637 (ami-01e08368)

Platform -

IAM role -

Key pair name 0729f6f3a00d416e-4b2356-16ce-4683-af6c-a320f000037

Owner 528637576317

Launch time 2013-11-01T19:39:18.000Z (less than one hour)

Termination protection False

Lifecycle normal

Monitoring basic

Alarm status None

Kernel ID aki-b4ea75dd

RAM disk ID -

Placement group -

Virtualization paravirtual

Reservation r-56130230

AMI launch index 0

Tenancy default

State transition reason -

Public DNS ec2-54-235-41-93.compute-1.amazonaws.com

Elastic IP -

Private DNS ip-10-12-31-19.ec2.internal

Private IPs 10.12.31.19

Secondary private IPs -

VPC ID -

Subnet ID -

Network interfaces -

Source/dest. check False

EBS optimized False

Root device type abs

Root device -

Block devices /dev/sda

EC2 Dashboard
 Events
 Tags

INSTANCES

Instances
 Spot Requests
 Reserved Instances

IMAGES
 AMIs
 Bundle Tasks

ELASTIC BLOCK STORE
 Volumes
 Snapshots

NETWORK & SECURITY
 Security Groups
 Elastic IPs
 Placement Groups
 Load Balancers
 Key Pairs
 Network Interfaces

Launch Instance
 Connect
 Actions

Filter: All instances All instance types Search instances

Name Instance ID Instance Type Availability Zone Instance State Alarm Status Status Checks Public DNS Key Name Launch Time Security Groups

NWSCent6 i-405d7a3b m1.small us-east-1b running 2/2 check... ec2-54-204-216-70.com... a1616566ae2d... 2013-11-01T11... Nathan-CloudPath

Instance: i-65530e1c (awsdemo2) Public DNS: ec2-54-235-41-93.compute-1.amazonaws.com

Description Status Checks Monitoring Tags

Instance ID i-65530e1c
 Instance state running
 Instance type m1.medium
 Availability zone us-east-1b
 Security groups jademc view rules
 Scheduled events No scheduled events

AMI ID Racceni CentOS 6 (486_64) 20130723171637 (ami-e1e6368)

Platform -
 IAM role -
 Key pair name 0729b6a3d0dd16e-ebc29366-16ce-4683-a6c-a320f6030037
 Owner 526637576317

Launch time 2013-11-01T19:39:18.000Z (less than one hour)

Termination protection False
 Lifecycle normal
 Monitoring basic
 Alarm status None
 Kernel ID aki-b4aa75dd
 RAM disk ID -
 Placement group -
 Virtualization paravirtual
 Reservation r-55139230
 AMI launch index 0
 Tenancy default

State transition reason -

Private IP addresses
 Private IP 10.12.31.19

Secondary private IPs -
 VPC ID -
 Subnet ID -
 Network interfaces -
 Source/dest. check False

EBS optimized False
 Root device type ebs
 Root device -
 Block devices /dev/sda

Private IP address of the instance (multiple IP addresses are listed if there is more than one network interface to the instance)

Source Servers

Source Server	Target Cloud Domain	Server Size	Count	Name for New Server	Required Cloud Settings	Optional Cloud Settings	Save Image	Remove
68.216.100.99	Amazon EC2 US East (N. Virginia)	Medium	1	awsdemo2	Security Group:	View / Change	F	X



1 Migration(s) of 68.216.100.99 to Amazon EC2 US East (N. Virginia)(Amazon EC2 US East (N. Virginia))

Source Server Name: 68.216.100.99
 Target Cloud Domain: awsdemo2
 Server Size: Amazon EC2 US East (N. Virginia)
 Save Image: Medium
 Security Group: No
 Availability Zone:

Schedule Migrations

Migrate Schedule Migration Cancel

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Cancellation No. 92057344

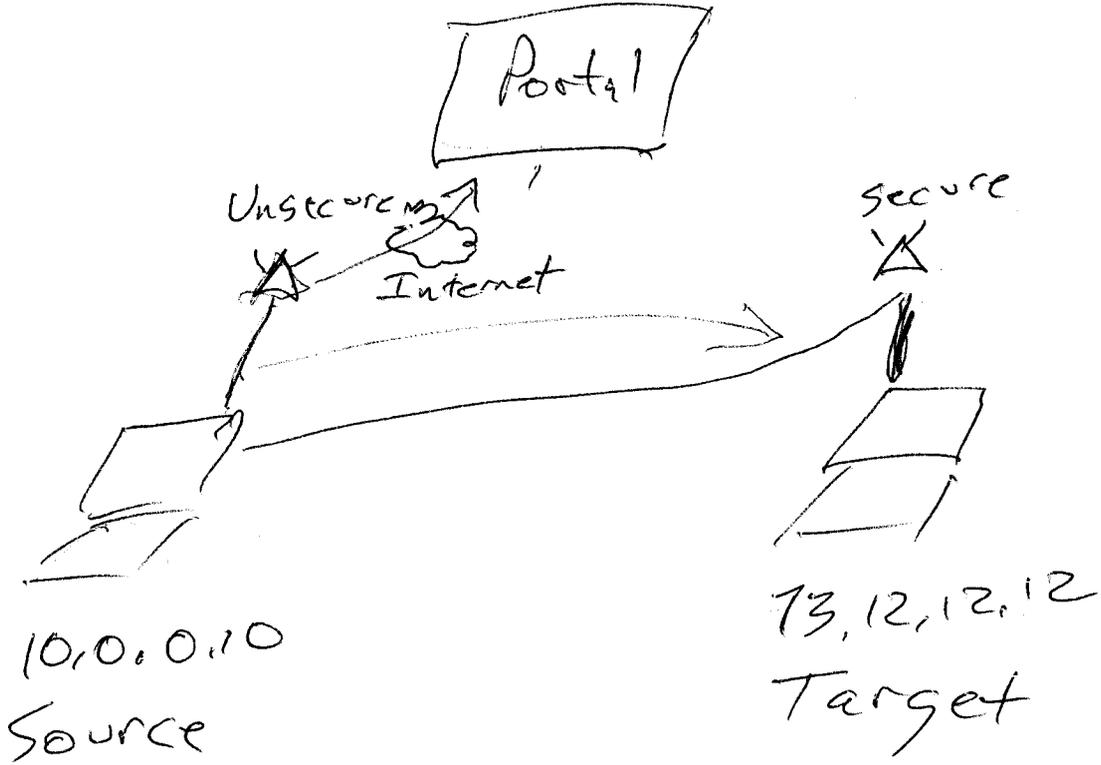
Cloudpath Networks, Inc. v. Racemi. Inc.

Deposition of Kevin Koster, January 22, 2014

Offering Party: Cloudpath Networks, Inc.

EXHIBIT 119

Cloudpath



EXHIBIT

119

AGREN BLANDO REPORTING
KOSTER 1-22-15

AdWords Search Queries

View or update the AdWords section to make it easier to navigate. All your favorite reports are still here. [Learn More](#)

ALL MATCHED SEARCH QUERIES [View](#) [Refresh](#) [Download](#)

Customize Email Export Add to Dashboard Shortcut

We've updated the default Acquisition-Session-Conversions (ABC) metrics in the AdWords section. We hope you'll find the new default ABC-metrics better suited to your AdWords reporting needs.

[+ Add Segment](#)

Explorer

Summary Site Usage Goal Set 1 Goal Set 2 Ecommerce

Sessions vs. Select a event

Sessions 1

0.0



Primary Dimension: Query Match Type KeyWord Campaign

Secondary dimension: Sort Type: Default

Query Match Type	Acquisition	Behavior	Conversions	Account Index	Account Index	Account Index		
	Sessions	% New Sessions	New Users	Bounce Rate	Pages / Session	Avg. Session Duration	Account Index (Goal 1) Completion	Account Index (Goal 1) Value
1. Phrase match	1 (25.17%)	100.00% (Avg for All: 77.62%)	1 (100.00%)	0.00% (Avg for All: 0.00%)	3.00 (Avg for All: 3.00)	00:00:34 (Avg for All: 00:00:34)	1 (100.00%)	\$0.00 (Avg for All: \$0.00)

Show rows: 25 Sort: 1-1 of 1

The report will be generated as a PDF at 01:00:15 PM on 1/14/15. Refresh Report