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

Proceeding	91202367
Party	Defendant Acronis Inc.
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**IN THE UNITED STATES PATENT AND TRADEMARK OFFICE  
BEFORE THE TRADEMARK TRIAL AND APPEAL BOARD**

Ivan Permyakov

Opposer

v.

Acronis Inc.

Applicant

Opposition No. 91202367

**APPLICANT'S INITIAL DISCLOSURES**

Pursuant Rule 401.02 of the Trademark Trial and Appeal Board Manual of Procedure (TBMP) and Federal Rules of Civil Procedure 26(a)(1), Applicant Acronis Inc., through undersigned counsel, makes its Initial Disclosures.

1. Individuals likely to have discoverable information relevant to the allegations of the Opposer Ivan Permyakov, or to the defenses of Acronis Inc.:

Laurent Dedenis  
Global Sales and Marketing  
c/o Acronis, Inc.  
300 TradeCenter, Suite 6700  
Woburn, MA 01801  
(781) 782-9000

Scope of relevant information: Marketing strategy used by Acronis, Inc. in promoting its products under the VMPROTECT mark, use of the VMPROTECT mark, and financial figures related to the sales of VMPROTECT products.

Dmitri Joukovski  
Product Management  
c/o Acronis, Inc.  
300 TradeCenter, Suite 6700  
Woburn, MA 01801  
(781) 782-9000

Scope of relevant information: Marketing strategy related to products distributed under the VMPROTECT mark.

Anthony Folger  
Chief Financial Officer (CFO)  
c/o Acronis, Inc.  
300 TradeCenter, Suite 6700  
Woburn, MA 01801  
(781) 782-9000

Scope of relevant information: Financial information related to the sale and distribution of products under the VMPROTECT mark.

2. A copy of, or description by category and location of, all documents, data compilations and tangible things in possession, custody, or control of the Applicant that are relevant to the allegations of the Opposer:
  - a. Marketing materials used to advertise products distributed under the VMPROTECT mark -- c/o Acronis, Inc., 300 TradeCenter, Suite 6700, Woburn, MA 01801, (781) 782-9000.
  - b. Sales literature used in the distribution of products under the VMPROTECT mark -- c/o Acronis, Inc., 300 TradeCenter, Suite 6700, Woburn, MA 01801, (781) 782-9000.
  - c. Financial material related to the distribution of products under the VMPROTECT mark -- c/o Acronis, Inc., 300 TradeCenter, Suite 6700, Woburn, MA 01801, (781) 782-9000.

Dated: March 29, 2012

Respectfully submitted

BARDMESSER LAW GROUP  
/GB/

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I hereby certify that this correspondence is being electronically filed with the Trademark Trial and Appeal Board through their web site located at <http://esta.uspto.gov> on March 29, 2012  
/GB/ George S. Bardmesser