

DECLARATION OF SHELLY GUPTA

I Shelly Gupta, declare as follow:

1. I have personal knowledge of the facts set forth in this declaration, and I could and would testify competently thereto if called upon to do so.
2. I am a Senior Director of Finance at Juniper Networks, Inc., I am responsible for managing a team of professionals which provides finance support to Juniper's Research and Development Centers. In my role I help to oversee Juniper's revenues and operating expenses.
3. I have been deposed on two separate occasions in this case, most recently yesterday, December 7, 2018.
4. I understand from Finjan's Offer of Proof (Dkt. 303) that Finjan seeks to calculate revenues for SRX devices associated with free Sky ATP licenses using the "Shipment Quantity" and "Shipments Net Value" columns (columns G and H) in the spreadsheet marked JNPR-FNJN_29028_01012873. However, these columns do not identify the net values associated with the specific SRX devices for which a free Sky ATP license was activated (devices which the spreadsheet identifies by unique Serial Number). Instead, these columns expose the value of ***all products*** from a particular SRX product line that were included in the same sales order with the specific Sky ATP-enabled SRX devices (identified by Serial Number). For example, in Column L ("Sales Order Number") as sorted in ascending order, Row 26 reflects a sales order that included 200 SRX300 devices, only one of which was enabled to use the free version of Sky ATP.

	A	E	F	G	H	J	L	M
22	DB0716AK0542	1	6930	15	103950	SRX1500	15133149	SRX1500-AC
23	DB0716AK0594	1	6930	15	103950	SRX1500	15133149	SRX1500-AC
24	DB0716AK0621	1	6930	15	103950	SRX1500	15133149	SRX1500-AC
25	DB0716AK0635	1	6930	15	103950	SRX1500	15133149	SRX1500-AC
26	CV2016AF0897	1	374.85	200	74970	SRX300	15135102	SRX300
27	DB0416AK0281	1	6930	5	34650	SRX1500	15135102	SRX1500-AC
28	DB0416AK0174	1	6930	5	34650	SRX1500	15135906	SRX1500-AC
29	DB0716AK0640	1	3300	2	6600	SRX1500	15141883	SRX1500-AC

Finjan's proposed \$7.2 million number includes the revenues for the other 199 SRX300 devices included in this shipment—SRX devices that were *not* used with the free version of Sky ATP. Finjan repeats this same error for each of the shipments covered by the spreadsheet.

5. Additionally, Finjan's use of the Shipment Quantity and Shipment Net Value columns leads to double counting. The spreadsheet includes a separate row for each Sky ATP-enabled SRX device (identified by Serial Number). In turn, each row includes information regarding the sales order in which that specific device was included. For those sales orders that included more than one Sky ATP-enabled SRX device, there are therefore multiple corresponding rows in the spreadsheet (one row for each Sky ATP enabled SRX device), all of which refer to the same sales order. For example, the rows highlighted in the below image refer to a single sales order that included 3 SRX1500-AC units that were enabled with Sky ATP.

	A	E	F	G	H	J	L	M
1	Serial Number	Shipment Quantity at Serial Number	Shipments Net Price	Shipment Quantity	Shipments Net Value	Product Line - Medium Text	Sales Order Number	Material - Over Length Part Num (Key)
2	JN1250B68AGA	1	13600	2	27200	SRX5000	11062944	SRX5800BASE-HC-DC
3	JN1250B68AGA	1	0	2	312700	SRX5000	11150665	SRX5800E-B1-AC-TAA
4	DB0416AK0229	1	6930	5	34650	SRX1500	15015402	SRX1500-AC
5	DB0416AK0236	1	6930	5	34650	SRX1500	15015402	SRX1500-AC
6	DB0416AK0239	1	6930	5	34650	SRX1500	15015402	SRX1500-AC
7	DB0416AK0232	1	6930	5	34650	SRX1500	15015403	SRX1500-AC

The fact that these three rows refer to the same sales order is clear from the fact that they all have the identical Sales Order Number (15015402). But when Finjan manipulated the spreadsheet to come up with its alleged \$7.2 million revenue figure, Finjan counted the revenue from that single sales order three times.

6. During my deposition yesterday I became concerned that Finjan might overstate the relevant financial figures associated with SRX devices enabled to use the free version of Sky ATP. I stated that the Drop Ship tab contains a larger population of data than is relevant and made clear that Finjan should use the "us_prod tab." I explained that the "us_prod" reflects the values of SRX units enabled with free Sky ATP.

Executed December 8, 2018 at Santa Clara California. I declare under penalty of perjury under the laws of the United States of America that the foregoing is true and correct.



Shelly Gupta