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UNITED STATES DISTRICT COURT

NORTHERN DISTRICT OF CALIFORNIA

BEFORE THE HONORABLE VIRGINIA K. DEMARCHI

FINJAN, INC., A DELAWARE CORPORATION,))
PLAINTIFF,)
VS.) CASE NO. 17-CV-4467 BLF
SONICWALL, INC., A DELAWARE CORPORATION,))
DEFENDANT.) SAN JOSE, CALIFORNIA) TUESDAY) OCTOBER 29, 2019

TRANSCRIPT OF PROCEEDINGS OF THE OFFICIAL ELECTRONIC SOUND

RECORDING 10:33 A.M. - 12:00 NOON

APPEARANCES:

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FOR PLAINTIFF KRAMER LEVIN NAFTALIS & FRANKEL LLP 990 MARSH ROAD MENLO PARK, CALIFORNIA 94025 BY: JAMES R. HANNAH, ESQUIRE AAKASH JARIWALA, ESQUIRE

FOR DEFENDANT DUANE MORRIS LLP 1075 PEACHTREE STREET NE, SUITE 200 ATLANTA, GEORGIA 30309 BY: ROBIN L. MCGRATH, ESQUIRE

> DUANE MORRIS LLP 30 SOUTH 17TH STREET PHILADELPHIA, PENNSYLVANIA 19103 BY: JARRAD M. GUNTHER, ESQUIRE

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MR. GUNTHER: YES. 1 2 THE COURT: OKAY. ALL RIGHT. THANK YOU FOR THAT. 3 LET ME TURN TO THE PLAINTIFFS AND GET THEIR VIEWS ON 4 THAT ISSUE. SO WILL IT BE MR. HANNAH? 5 MR. HANNAH: YES, YOUR HONOR. MAY IT PLEASE THE 6 COURT, THANK YOU. 7 THE COURT: SO LET ME -- I WOULD LIKE TO GET YOUR RESPONSE TO THE POINTS THAT HAVE BEEN MADE, BUT I WANT TO START 8 WITH THE BASIC QUESTION OF THE INFRINGEMENT THEORY. 9 IS THERE AN INFRINGEMENT THEORY THAT FINIGAN HAS THAT 10 THE GATEWAY PRODUCT AND THE ESA PRODUCT INFRINGE WITHOUT 11 12 CONNECTING TO ANY SANDBOX IN THE CLOUD? 13 MR. HANNAH: SO IF I CAN -- IF I CAN BACK UP -- BACK UP A LITTLE BIT? 14 15 THE WAY THAT THESE PRODUCTS WORK AND WHAT WE'VE ACCUSED IS WE'VE ACCUSED THE GATEWAY BY ITSELF AS IT'S SOLD, 16 17 AND THEN THE ESA BY ITSELF AS IT'S SOLD, AND THEN CAPTURE ATP. IT'S A SEPARATE PRODUCT. SEPARATE, IT'S SOLD SEPARATELY. 18 19 THE GATEWAY BY ITSELF INCLUDES CLOUD AV AND GRID. 20 THAT COMES WITH THE GATEWAY PRODUCT. I DISAGREE WHOLEHEARTEDLY 21 WITH WHAT COUNSEL JUST SAID THAT WOULD THE GATEWAY PRODUCT WORK 22 WITHOUT CLOUD AV AND GRID, ABSOLUTELY NOT. 23 (SIMULTANEOUS COLLOQUY.) 24 THE COURT: JUST A MINUTE. JUST SO I UNDERSTAND THE 25 TERMINOLOGY, CLOUD AV AND GRID ARE NOT SAME THING AS CLOUD AV

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1	MR. HANNAH: RIGHT. SO THAT'S THE CAPTURE I'M
2	SORRY. SO ON THE BOX IS THE CLOUD THAT CLOUD AV AND THE
3	THREAT GRID INFORMATION, GOING FROM GRID TO THE CLOUD TO
4	THAT COMPONENT.
5	THIS BACK AND FORTH WHERE IT SAYS THE FILE VERDICT,
6	THAT IS WHEN YOU'RE ACTUALLY SENDING A FILE UP TO THE CLOUD,
7	AND THEN IT, IN TURN, WILL SEND INFORMATION BACK BASED ON
8	WHATEVER SANDBOXING THAT YOU DO THROUGH CAPTURE ATP.
9	THAT IS A SEPARATE PRODUCT. THAT'S A SEPARATE
10	SERVICE THAT YOU PAY FOR. THAT'S AN INTERACTION WHERE YOU'RE
11	CONNECTING TO THE CLOUD IN ORDER TO SEND INFORMATION UP AND GET
12	INFORMATION BACK. YOU'RE NOT WHEN YOU BUY THE GATEWAY, FROM
13	WHAT I UNDERSTAND BASED ON THE INFORMATION WE HAVE SO FAR, YOU
14	DON'T GET THAT FUNCTIONALITY. YOU HAVE TO PAY FOR THAT
15 FUNCTIONALITY WITH CAPTURE ATP.	
16	THE COURT: SO YOU'RE ACCUSING EVERYTHING EXCEPT THIS
17	INTERACTION WITH THE SONICWALL CAPTURE CLOUD SERVICE WHEN YOU
18	SAY "GATEWAY ONLY"?
19	MR. HANNAH: GATEWAY OR ESA, CORRECT, BECAUSE THAT'S
20	THE FUNCTIONALITY YOU GET WHEN YOU BUY THE PRODUCT.
21	THE COURT: ALL RIGHT. SO NEXT QUESTION IS
22	MR. HANNAH: YES.
23	THE COURT: IF THAT'S THE CASE, WHY DIDN'T YOU ACCUSE
24	IT IN THE FIRST PLACE?
25	MR. HANNAH: I BELIEVE WE DID. THAT'S THROUGHOUT OUR

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