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UNITED STATES DISTRICT COURT
WESTERN DISTRICT OF TEXAS
WESTERN DIVISION

CROSSROADS SYSTEMS,) Docket No. A 00-CA-217 SS
(TEXAS), INC., A TEXAS)
CORPORATION)
vs.) Austin, Texas
CHAPARRAL NETWORK)
STORAGE, INC., A)
DELAWARE CORPORATION) September 4, 2001

TRANSCRIPT OF TRIAL ON THE MERITS
BEFORE THE HONORABLE SAM SPARKS
Volume 1 of 6

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Proceedings recorded by mechanical stenography, transcript
produced by computer.

LILY I. REZNIK
UNITED STATES DISTRICT COURT
WESTERN DISTRICT OF TEXAS (AUSTIN)

COPY

CROSSROADS EXHIBIT 2301
Oracle Corp., et al v. Crossroads Systems, Inc.

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LILY I. REZNIK
 UNITED STATES DISTRICT COURT
 WESTERN DISTRICT OF TEXAS (AUSTIN)

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 UNITED STATES DISTRICT COURT
 WESTERN DISTRICT OF TEXAS (AUSTIN)

Smith - Direct

15:31:59 1 that you will find each one of those true, all three of them.
15:32:02 2 I'd like to thank you in advance for your attention to this
15:32:05 3 case on behalf of Chaparral. I know Tuesday after Labor Day
15:32:09 4 is not the favorite thing to come to the courthouse sitting on
15:32:11 5 a jury.

15:32:14 6 And on behalf of Chaparral, I'd like to thank you for
15:32:16 7 coming here today, and what I ask is that you listen to all
15:32:20 8 the evidence and when all the evidence is in, you make a fair
15:32:24 9 judgment. That's all we can ask. Thank you.

15:32:28 10 THE COURT: You may call your first witness.

15:32:35 11 MR. ALBRIGHT: Your Honor, we're going to move the
15:32:36 12 screen.

15:32:37 13 THE COURT: If you're going to move the screen, I
15:32:39 14 suggest you move it.

15:33:35 15 MR. ALBRIGHT: Your Honor, we would call Brian Smith
15:33:37 16 to the stand, please, sir.

15:33:39 17 THE COURT: Come forward, be sworn, please.

15:33:48 18 (Witness was sworn.)

15:33:52 19 THE COURT: Take your seat, please. If you'll tell us
15:34:03 20 your full name, please, sir, and spell your last.

15:34:13 21 THE WITNESS: Brian Rutledge Smith, S-M-I-T-H.

15:34:13 22 BRIAN R. SMITH, called by the Plaintiff, duly sworn.

15:34:13 23 DIRECT EXAMINATION

24 BY MR. ALBRIGHT:

15:34:13 25 Q. Mr. Smith, would you introduce yourself to the ladies and

LILY I. REZNIK
UNITED STATES DISTRICT COURT
WESTERN DISTRICT OF TEXAS (AUSTIN)

Smith - Direct

15:34:14 1 gentlemen of the jury, please, sir?

15:34:14 2 A. Good afternoon. My name is Brian Smith. I am the

15:34:16 3 Chairman and CEO of Crossroads Systems.

15:34:18 4 Q. And would you briefly tell the jury what your educational

15:34:21 5 background is, starting with college?

15:34:23 6 A. Yes. I have an undergraduate degree in electrical

15:34:25 7 engineering from the University of Cincinnati, and I have a

15:34:28 8 graduate degree in electrical engineering from Purdue

15:34:32 9 University.

15:34:32 10 Q. When you graduated from Purdue, what did you do

15:34:35 11 professionally, sir?

15:34:36 12 A. I went to work for IBM.

15:34:38 13 Q. What time period would that be?

15:34:40 14 A. That was 1990.

15:34:43 15 Q. Okay. Moving ahead to 1992, 1993 time period, tell the

15:34:49 16 jury, if you would, please, sir, how it is that what is now

15:34:51 17 Crossroads began?

15:34:54 18 A. When I moved from New York to Austin to work for IBM and

15:34:58 19 after a while, we met a gentleman named Dale Quisenberry, who

15:35:01 20 we started to talk about -- I started to talk with about a

15:35:05 21 business opportunity, and we founded Crossroads together,

15:35:09 22 precursor to that in 1994.

15:35:11 23 Q. And what was the name of the precursor that you and Mr.

15:35:13 24 Quisenberry formed?

15:35:14 25 A. We called it Infinity Comm Stor.

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UNITED STATES DISTRICT COURT
WESTERN DISTRICT OF TEXAS (AUSTIN)

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