

UNITED STATES PATENT AND TRADEMARK OFFICE

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BEFORE THE PATENT TRIAL AND APPEAL BOARD

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CROSSROADS SYSTEMS, INC.  
Patent Owner

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Patent Nos. 6,425,035  
7,051,147  
7,934,041

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**DECLARATION OF BRIAN BIANCHI**

CROSSROADS EXHIBIT 2012

I, Brian Bianchi, state and declare as follows:

1. I am an employee of Crossroads Systems, Inc.. I have been employed with Crossroads since June 1998. I am currently in the position of Chief Operating Officer. My knowledge of the facts stated here is based on my employment with Crossroads. To the extent I state or refer to any facts which are not based directly on my personal knowledge, they are based on my inspection of Crossroads' records. Those records, including those included or referenced in Exhibits A, B, and C, were made at or near the time the recorded act, event, condition, or opinion occurred. The records were made by someone with knowledge or from information transmitted by someone with knowledge. These records were kept in the course of Crossroads' regularly conducted business activity. It was Crossroads' regular practice to make these records. I am qualified to testify regarding Crossroads' record keeping practices because I am familiar with them through my employment with Crossroads.

2. Attached as Exhibit A to my declaration are tables containing Crossroads' shipment and sales information for its storage bridge and storage router products. The information in this spreadsheet represents Crossroads' business records for shipment and revenue for these products. I am using the term bridge herein to mean a storage appliance that provides one or more host

computers virtual local storage on remote storage devices using native, low-level block protocols, but without access controls. I am using the term router herein to mean a storage appliance with the same features as a bridge, but with the additional feature of access controls. By access controls I mean the ability to control (allow or deny) access from a host computer to the same storage available to another host computer.

3. Exhibit A includes shipments and sales from fiscal year 1998 through fiscal year 2010. Crossroads began selling bridges in 1998. Crossroads first began selling routers in the fiscal fourth quarter of 1999. For each of Crossroads' products in Exhibit A, I have included a designation of whether the product is a bridge or router. Included are embedded routers/bridges. Embedded simply distinguishes standalone routers and bridges from routers or bridges contained on a separate circuit board, to be included inside another device. The functionality of standalone and embedded routers and bridges is the same.

4. I have attached as Exhibit B graphs of the shipment and sales data contained in Exhibit A. Exhibits A and B show that, after the introduction of its router products with access controls, Crossroads' bridge sales quickly dropped.

5. Crossroads' first routers were simply versions of its bridge products, but with access controls. For example, Crossroads' 4250 Router was similar to the

Crossroads' 4200 Bridge, but included access controls. In several instances, Crossroads sold bridge and router versions of essentially the same products—that is, virtually identical except for the inclusion of access controls and related features. This is true of the 6000-b bridge and 6000-Router, 6240-b bridge and 6240-Router, and 7120-b bridge and 7120-Router. I have included as Exhibit C true and correct copies of multiple Crossroads product brochures which compare and contrast these bridge and router products. For a given product (e.g., the 6240) and the associated bridge and router versions (e.g., the 6240 Router vs. the 6240-b Bridge), a comparison of the product features shows that the primary differences between the two versions are the features related to access controls (the access controls themselves, the user defined maps, and dynamic mapping). *See, e.g.,* Exhibit C at CRDS 504194 (“Crossroads Storage Routers expand bridge functionality . . . . Storage resources are securely allocated using Crossroads’ patented Access Controls . . . . Users can configure, secure and manage up to eight custom device maps. Additionally, dynamic mapping allows immediate changes to custom maps without router reboot.”) and CRDS 504195 (providing Product Matrix showing the primary differences between the analogous bridge and router devices). The mapping features (user defined maps and dynamic mapping) are not necessary when access controls do not exist, because they relate to defining which hosts have access to what storage.

having access controls.

I declare under penalty of perjury under the laws of the United States of America that the foregoing is true and correct.

Executed on: April 20, 2015



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Brian Bianchi