Filed on behalf of: Askeladden LLC

UNITED STATES PATENT AND TRADEMARK OFFICE

\_\_\_\_\_

BEFORE THE PATENT TRIAL AND APPEAL BOARD

\_\_\_\_\_

Askeladden LLC Petitioner

٧.

Loyalty Conversion Systems Corporation Patent Owner

\_\_\_\_

Case \_\_\_\_

U.S. Patent No. 8,540,152

\_\_\_\_\_

DECLARATION OF MATTHEW CALMAN



# TABLE OF CONTENTS

I.	Intro	Introduction	
II.	Professional Background		1
	A.	Education	2
	B.	Professional Career	2
	C.	Honors, Awards, Publications, and Speeches	6
III.	Basi	is for Opinion	7
IV.	Technical Background		12
	A.	Loyalty Programs	13
	B.	Conversion of Loyalty Points	15
	C.	Loyalty Programs and the Internet	18
	D.	Comparison with Monetary Currency Conversion	20
V.	The	22	
	A.	Claim 1	24
	B.	Claim 2	46
	C.	Claim 3	48
	D.	Claim 4	50
	E.	Claim 5	55
	F.	Claim 6	61
	G.	Claim 7	62
	H.	Claim 8	86
	I.	Claim 9	88
	J.	Claim 10	89



K.	Claim 11	90
L.	Claim 12	93
M.	Claim 13	96
N.	Claim 14	124
O.	Claim 15	125
P.	Claim 16	125
Q.	Claim 17	126
R.	Claim 18	127
S.	Claim 19	128
Т	Claim 20	129

I, Matthew Calman, of Charlotte, North Carolina, declare that:

## I. Introduction

1. In view of my scientific and technical knowledge relating to financial services, I have been retained in this *Inter Partes* Review as an independent expert to provide my opinions on the subject matter recited in the claims of U.S. Patent No. 8,540,152 ("152 Patent"), particularly in view of the state of the field at the time of the filing of that patent and various publications ("references") that predate the priority date.

## II. Professional Background

2. I am currently Managing Director of Calman & Co. LLC, a consulting practice focused on innovation management and intellectual property for financial services. I am a member of the steering committee of the Federal Reserve Mobile Payments Industry Workgroup, which was formed by the Federal Reserve Banks of Boston and Atlanta to facilitate formations of an effective and secure mobile payments environment in the United States. I am also a board member of the Association of Managers of Innovation and its affiliated AMI Foundation.



### A. Education

3. I attended Carnegie Mellon University from 1982-1985 for applied mathematics. In 1999, I obtained my Master of Business Administration from Georgia State University's Executive MBA program.

## B. <u>Professional Career</u>

- 4. From 1985 until 1986, I was employed as a systems converter at Premier Systems. During this period, I worked on a variety of bank system conversion projects for a product called "BondMaster", which performed bondholder and corporate debt recordkeeping functions for banks in the Corporate Trust business. In that work, I was involved in both hardware and software installation, configuration and programming, data conversion, and training. Generally, these projects concerned bondholder account computer systems and software for a variety of banks, including Indiana National Bank, Commerce Union Bank and Bank of America. These client banks paid for timesharing services of BondMaster and had the ability to program and customize the BondMaster system to suit their business needs.
- 5. From 1986 until 1995, I was the Vice President of Corporate Trust
  Automation for Commerce Union Bank and its successors (Sovran Bank,
  C&S/Sovran Bank, and NationsBank). During this time, I managed computer
  operations for a datacenter with multiple Prime minicomputers running



# DOCKET

# Explore Litigation Insights



Docket Alarm provides insights to develop a more informed litigation strategy and the peace of mind of knowing you're on top of things.

# **Real-Time Litigation Alerts**



Keep your litigation team up-to-date with **real-time** alerts and advanced team management tools built for the enterprise, all while greatly reducing PACER spend.

Our comprehensive service means we can handle Federal, State, and Administrative courts across the country.

# **Advanced Docket Research**



With over 230 million records, Docket Alarm's cloud-native docket research platform finds what other services can't. Coverage includes Federal, State, plus PTAB, TTAB, ITC and NLRB decisions, all in one place.

Identify arguments that have been successful in the past with full text, pinpoint searching. Link to case law cited within any court document via Fastcase.

# **Analytics At Your Fingertips**



Learn what happened the last time a particular judge, opposing counsel or company faced cases similar to yours.

Advanced out-of-the-box PTAB and TTAB analytics are always at your fingertips.

#### API

Docket Alarm offers a powerful API (application programming interface) to developers that want to integrate case filings into their apps.

#### **LAW FIRMS**

Build custom dashboards for your attorneys and clients with live data direct from the court.

Automate many repetitive legal tasks like conflict checks, document management, and marketing.

#### **FINANCIAL INSTITUTIONS**

Litigation and bankruptcy checks for companies and debtors.

### **E-DISCOVERY AND LEGAL VENDORS**

Sync your system to PACER to automate legal marketing.

