

**CORRECTED**

**M2M Solutions, LLC**

**VS.**

**Motorola Solutions, Inc., et al.**

**Videotaped Deposition of  
ALON KONCHITSKY, PH.D.**

**May 27, 2015**

Exhibits

Transcript

Media Included

Word Index

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1 IN THE UNITED STATES DISTRICT COURT  
 2 FOR THE DISTRICT OF DELAWARE  
 3  
 4 M2M SOLUTIONS LLC, a Delaware )  
 limited liability company, )  
 5 )  
 Plaintiff, )  
 6 )  
 vs. ) C.A. No. 12-033-RGA  
 7 )  
 MOTOROLA SOLUTIONS, INC., a )  
 8 Delaware corporation, TELIT )  
 COMMUNICATIONS PLC, a United )  
 9 Kingdom public limited company, )  
 and TELIT WIRELESS SOLUTIONS )  
 10 INC., a Delaware corporation, )  
 )  
 11 Defendants. )  
 )  
 12  
 13  
 14  
 15 VIDEOTAPED DEPOSITION OF ALON KONCHITSKY, PH.D.  
 16 Palo Alto, California  
 17 Wednesday, May 27, 2015  
 18  
 19  
 20  
 21  
 22  
 23 Reported By:  
 24 Hanna Kim, CLR, CSR No. 13083  
 25 Job No.: 10016566

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 11 Defendants. )  
 )  
 12  
 13  
 14  
 15 Videotaped deposition of ALON KONCHITSKY,  
 16 PH.D., taken on behalf of the Telit Defendants, at the  
 17 law offices of Paul Hastings LLP, located at 1117  
 18 California Avenue, Palo Alto, California 94304, on  
 19 Wednesday, May 27, 2015, beginning at 9:08 a.m. and  
 20 ending at 7:07 p.m., before Hanna Kim, Certified  
 21 LiveNote Reporter, Certified Shorthand Reporter, CSR  
 22 No. 13083.  
 23  
 24  
 25

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1 APPEARANCES OF COUNSEL:  
 2  
 3 For Plaintiff M2M Solutions LLC:  
 4 FOLEY & LARDNER LLP  
 5 BY: MARC N. HENSCHKE, ESQ.  
 6 111 Huntington Avenue  
 7 Boston, Massachusetts 02199-7610  
 8 617.342.4000  
 9 mhenschke@foley.com  
 10 -and-  
 11 BY: JEFFREY N. COSTAKOS, ESQ.  
 12 777 East Wisconsin Avenue  
 13 Milwaukee, Wisconsin 53202-5306  
 14 414.297.5580  
 15 jcostakos@foley.com  
 16  
 17 For Defendants Telit:  
 18 PEARL COHEN ZEDEK LATZER BARATZ LLP  
 19 BY: GUY YONAY, ESQ.  
 20 MILO EADAN  
 21 1500 Broadway, 12th Floor  
 22 New York, New York 10036  
 23 646.878.0800  
 24 gyonay@pearlcohen.com  
 25

Page 4

1 APPEARANCES OF COUNSEL (CONTINUED)  
 2  
 3 For Defendants Enfora and the Novatel Wireless:  
 4 PAUL HASTINGS LLP  
 5 BY: ELIZABETH L. BRANN, ESQ.  
 6 (Appearing by Telephone)  
 7 4747 Executive Drive, 12th Floor  
 8 San Diego, California 92121  
 9 858.458.3025  
 10 elizabethbrann@paulhastings.com  
 11  
 12 For Defendant Sierra Wireless:  
 13 NIXON PEABODY LLP  
 14 BY: RONALD F. LOPEZ, ESQ.  
 15 (Appearing by Telephone)  
 16 One Embarcadero Center  
 17 San Francisco, California 94111  
 18 415.984.8200  
 19 rflopez@nixonpeabody.com  
 20  
 21 Also Present:  
 22 DAVID MANZO, Videographer  
 23  
 24  
 25

<p style="text-align: right;"><b>Page 5</b></p> <p>1 INDEX OF EXAMINATION</p> <p>2</p> <p>3 WITNESS: ALON KONCHITSKY, PH.D.</p> <p>4 EXAMINATION PAGE</p> <p>5 BY MR. YONAY: 8, 253, 259</p> <p>6 BY MR. HENSCHKE: 251, 257, 260</p> <p>7</p> <p>8</p> <p>9 INDEX OF EXHIBITS</p> <p>10</p> <p>11 DEPOSITION EXHIBITS PAGE</p> <p>12 Exhibit 1 Copy of U.S. Patent No. 8,094,010; 27</p> <p>13 Bates nos. M2M 0001516 through</p> <p>14 '1534</p> <p>15 Exhibit 2 "Rebuttal Expert Report of Dr. Alon 36</p> <p>16 Konchitsky Responsive to the</p> <p>17 Savolainen Report Regarding the</p> <p>18 Alleged Invalidity of the '010</p> <p>19 Patent;" 396 pages</p> <p>20 Exhibit 3 "Rebuttal Expert Report of Dr. Alon 36</p> <p>21 Konchitsky Responsive to the</p> <p>22 Nielson Report Regarding the</p> <p>23 Alleged Invalidity of the '010</p> <p>24 Patent;" 33 pages</p> <p>25</p>	<p style="text-align: right;"><b>Page 6</b></p> <p>1 INDEX OF EXHIBITS (CONTINUED)</p> <p>2</p> <p>3 Exhibit 4 "Expert Report of Kimmo Savolainen 42</p> <p>4 on the Invalidity of U.S. Patent</p> <p>5 No. 8,094,010; 58 pages</p> <p>6 Exhibit 5 "Claim Construction Order;" 3 pages 55</p> <p>7 Exhibit 6 "Expert Report of Dr. Seth James 76</p> <p>8 Nielson on the Invalidity of U.S.</p> <p>9 Patent No. 8,094,010; 13 pages</p> <p>10 Exhibit 7 Copy of U.S. Patent No. 6,463,474; 85</p> <p>11 24 pages</p> <p>12 Exhibit 8 PCT application publication number 154</p> <p>13 WO 0017021; 20 pages</p> <p>14 Exhibit 9 GSM 11.14, Version 7.3.0, Release 165</p> <p>15 1998; 102 pages</p> <p>16 Exhibit 10 GSM 11.11, Version 7.2.0, Release 165</p> <p>17 1998; 134 pages</p> <p>18 Exhibit 11 GSM 07.07, Version 7.3.0, Release 172</p> <p>19 1998; 126 pages</p> <p>20 Exhibit 12 Chapter from GSM and Personal 182</p> <p>21 Communications Handbook</p> <p>22 Original deposition exhibits maintained by Counsel.</p> <p>23</p> <p>24</p> <p>25</p>
<p style="text-align: right;"><b>Page 7</b></p> <p>1 Palo Alto, California; Wednesday, May 27, 2015</p> <p>2 9:08 a.m. - 7:07 p.m.</p> <p>3</p> <p>4 PROCEEDINGS</p> <p>5</p> <p>6 THE VIDEOGRAPHER: Time on the record is</p> <p>7 9:08 a.m. Today's date is May 27th, 2015.</p> <p>8 My name is David Manzo of Aptus Court</p> <p>9 Reporting. The court reporter today is Hanna Kim of</p> <p>10 Aptus Court Reporting.</p> <p>11 This begins the video recorded deposition of</p> <p>12 Alon Konchitsky, testifying in the matter of M2M</p> <p>13 Solutions, LLC versus Enfora Inc. et al, Telit et al.,</p> <p>14 and Sierra et al., pending in the United States</p> <p>15 District Court for the District of Delaware. The case</p> <p>16 number is 12-033-RGA. This deposition is being taken</p> <p>17 at Paul Hastings, LLC in Palo Alto, California.</p> <p>18 The video and audio recordings will take place</p> <p>19 at all times during this deposition unless all counsel</p> <p>20 agree to go off the record. The beginning and end of</p> <p>21 each video recording will be announced.</p> <p>22 Will counsel please identify yourselves and</p> <p>23 state whom you represent.</p> <p>24 MR. YONAY: Guy Yonay of Pearl Cohen for</p> <p>25 Telit.</p>	<p style="text-align: right;"><b>Page 8</b></p> <p>1 MR. EADAN: Milo Eadan for Telit.</p> <p>2 MR. COSTAKOS: Jeff Costakos, Foley &amp; Lardner,</p> <p>3 for M2M.</p> <p>4 MR. HENSCHKE: Marc Henschke, Foley &amp; Lardner,</p> <p>5 for Plaintiff M2M Solutions.</p> <p>6 THE VIDEOGRAPHER: The court reporter may</p> <p>7 now -- may now swear in or affirm the deponent.</p> <p>8 ALON KONCHITSKY, PH.D.,</p> <p>9 having been administered an oath, was examined and</p> <p>10 testified as follows:</p> <p>11 EXAMINATION</p> <p>12 BY MR. YONAY:</p> <p>13 <b>Q. Good morning, Dr. Konchitsky.</b></p> <p>14 A. Good morning.</p> <p>15 <b>Q. How are you?</b></p> <p>16 A. I'm fine. Thank you.</p> <p>17 <b>Q. Good.</b></p> <p>18 <b>Have you been deposed before?</b></p> <p>19 A. Yes.</p> <p>20 <b>Q. Okay. So you know the ground rules, but I'll</b></p> <p>21 <b>repeat them for you, and let me know if anything is</b></p> <p>22 <b>unclear to you.</b></p> <p>23 A. Sure.</p> <p>24 <b>Q. I will ask you questions, and you will do your</b></p> <p>25 <b>best to answer them under oath. If anything in my</b></p>

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1 question is not clear to you, please let me know. If  
 2 there's something -- a word that I've used or something  
 3 in my question that you don't understand that makes you  
 4 unable to answer the question, please let me know and I  
 5 will try to rephrase it.  
 6 Is that clear?  
 7 A. Yes, I will.  
 8 Q. All your answers should be verbal, meaning  
 9 spoken out loud rather than by gestures, so that the  
 10 court reporter can record your full answers.  
 11 Is that clear?  
 12 A. Yes.  
 13 Q. Good.  
 14 Can you describe briefly your educational  
 15 background?  
 16 A. Yes. I got an electrical engineering degree,  
 17 then -- in computer science, then a master's in  
 18 management, and then a Ph.D. Also went through a  
 19 postgraduate studies in CDMA engineering.  
 20 Q. Okay. Could you tell me at which institutions  
 21 each of those were from?  
 22 A. Sure.  
 23 The first one from Tel Aviv Institute of  
 24 Technology.  
 25 Q. The first one is?

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1 military service. I'm from Israel. And in Israel,  
 2 people need to go to military service. It's mandatory.  
 3 I have been selected out of a -- I would say  
 4 ~~2000~~ -- 30 ~~2000~~ students or -- or high school graduates to  
 5 go to college before military service, so I served as  
 6 an engineer in the air force and later in the  
 7 intelligence, so that's where I started to develop  
 8 telecommunications systems.  
 9 And later, I worked for -- in a few other  
 10 places, like DSB Communications, that was acquired by  
 11 Intel, and then I actually worked for Intel, and then  
 12 Nokia. And after that, I worked for IP valuations and  
 13 ~~noise free wireless~~. And recently, Patent Hive.  
 14 Noise Free Wireless Q. In those positions you described, did you work  
 15 with programming telecommunications devices?  
 16 A. I developed telecommunication devices, yes.  
 17 Q. So, for example, at Nokia, did you develop  
 18 telecommunications device?  
 19 A. At Nokia, I started as a system design and  
 20 integration engineer, so I actually integrated  
 21 different layers of a protocol stack.  
 22 Q. And that protocol stack is at the base station  
 23 of the mobile?  
 24 A. The mobile.  
 25 Q. In the mobile station?

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1 A. The electrical engineering.  
 2 The computer science from the Academic College  
 3 of Tel Aviv University. The master's is from  
 4 Bournemouth University. The Ph.D. from Bournemouth  
 5 University. And CDMA engineering from University of  
 6 California at San Diego.  
 7 Q. The Academic College you mentioned where you  
 8 got your computer science degree, is that Tel Aviv  
 9 University?  
 10 A. It's the Academic College of Tel Aviv  
 11 University. It's a college that teaches particular  
 12 sciences of Tel Aviv University.  
 13 Q. But that's different from the university  
 14 itself, right?  
 15 A. It is located in a different place; yes.  
 16 Q. And the university offers a bachelor's degree  
 17 in computer science separate from the Academic College,  
 18 right?  
 19 A. Yes.  
 20 Q. Okay. So your degree is from the Academic  
 21 College, not from Tel Aviv University, right?  
 22 A. Yes.  
 23 Q. Can you describe briefly your work experience  
 24 as it relates to telecommunications?  
 25 A. Yes. I actually went to college before

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1 A. Yes.  
 2 Q. And was that for telephones, mobile  
 3 telephones?  
 4 A. Yes, Nokia mobile phones for telephones.  
 5 Q. Did that involve machine-to-machine devices?  
 6 A. At the beginning, it was mainly standard,  
 7 which is called ~~3GPP2~~, so did not include  
 8 machine-to-machine. 3gpp2  
 9 Q. And at some point, did it -- did it -- did you  
 10 work on developing machine-to-machine devices? was  
 11 A. At Nokia, I mainly -- ~~has been~~ educated about  
 12 the machine-to-machine market and -- but that was in --  
 13 in later stage. Yes.  
 14 Q. So at -- at any of the companies that you've  
 15 worked at, did you work with developing  
 16 machine-to-machine communication devices?  
 17 A. I -- at Nokia, I learned about the market, but  
 18 my particular work was not very specific to  
 19 machine-to-machine development.  
 20 Q. You wrote in your report that, while you were  
 21 at Nokia, you managed product programs that were  
 22 developing machine-to-machine terminal platforms and  
 23 related software. What is that referring to?  
 24 A. Can I see this, please?  
 25 Q. We will introduce this as an exhibit at a

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1 later stage, but since you asked to refer to it to  
 2 refresh your recollection, I can point to what I was  
 3 reading to, which is at page 5.  
 4 MR. HENSCHKE: This is the --  
 5 MR. YONAY: Sorry.  
 6 MR. HENSCHKE: -- OPA rebuttal invalidity  
 7 report?  
 8 MR. YONAY: Thank you.  
 9 For the record, I've handed Dr. Konchitsky his  
 10 rebuttal report responsive to the Savolainen report.  
 11 THE WITNESS: So it says, "I began my career  
 12 at Nokia as a systems design and integration engineer."  
 13 That's what I just said before. And that was for the  
 14 different layers of the protocol stack of the 3GPB2  
 15 standard. 3gpp2  
 16 BY MR. YONAY:  
 17 Q. But that was for -- that was for mobile  
 18 phones, you said, right?  
 19 A. Yes. Yeah, absolutely.  
 20 Q. Okay. So what does that have to do with  
 21 machine-to-machine platforms?  
 22 A. So later, it says here, "In that capacity, I  
 23 successfully managed product programs that were  
 24 developing machine-to-machine terminal platforms and  
 25 related software."

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1 A. That was the program for developing the actual  
 2 software in -- the software and the hardware in  
 3 the -- in the phone itself. Those phones have the  
 4 ability to be communicating with a -- external  
 5 terminals, and that's just been the part that was  
 6 related to M2M.  
 7 Q. Did your work involve the aspect of the phones  
 8 that had to do with the machine-to-machine  
 9 functionality?  
 10 A. No, no. The software -- the software  
 11 development that -- has those capabilities, but not  
 12 in -- I didn't work on any machine-to-machine  
 13 particular solutions.  
 14 Q. So nothing in what you did at Nokia was  
 15 specifically directed to machine-to-machine  
 16 communications?  
 17 A. No. It was able to support it, but not  
 18 directly to machine-to-machine.  
 19 Q. And what you did at Nokia was able to support  
 20 machine-to-machine in the same way that it supported  
 21 voice communications?  
 22 A. I mainly focused on -- on data communications.  
 23 So to that extent, I would say no. No, because voice  
 24 was the main -- as every cell phone, voice is the main  
 25 function of a phone. In later years, it became voice

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1 Q. So I've asked you to explain what that means.  
 2 A. And -- and in that sense, it says that "I  
 3 supervised the development of Nokia's mobile platforms,  
 4 which involving C code writing," and so on and so  
 5 forth.  
 6 So in this particular part, the -- and for  
 7 your question, managed product programs that were  
 8 developing machine-to-machine terminal platforms and  
 9 related software, that was the -- the part that was  
 10 integrating those protocol stacks, different layers  
 11 into the Nokia chips. So what happened before with  
 12 Nokia, because it was so -- so big and -- as I  
 13 mentioned, in -- I think over 60 percent of the -- of  
 14 the market share, Nokia was<sup>nt</sup> the one that really  
 15 defined and -- and even led the design for their  
 16 baseband and radio chipsets.  
 17 Q. Do -- do you remember my question? Do you  
 18 understand what I'm asking you?  
 19 A. Yes. You asked --  
 20 Q. I'm asking you for your experience in  
 21 machine-to-machine communication device design based on  
 22 your report. I haven't heard anything you've said that  
 23 indicates experience in machine-to-machine design. So  
 24 what in -- what you did at Nokia was directed to  
 25 machine-to-machine communications?

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1 and data. And I would say that at that time frame, it  
 2 might have been able to -- to work in some capacity  
 3 into machine-to-machine.  
 4 Q. So you worked on the protocol stack that had  
 5 to do with data communications, and some of that  
 6 communications was all types of data and some of it  
 7 could have been machine-to-machine communications?  
 8 A. That's correct.  
 9 Q. And did the data communications exist prior to  
 10 the machine-to-machine applications?  
 11 A. I -- I don't think so. I think the data --  
 12 data was -- so I would say it this way: I think that  
 13 data and machine-to-machine has been progressed  
 14 together.  
 15 Q. Is an SMS message a type of data  
 16 communication?  
 17 A. It depends when. In -- sometimes data could  
 18 be -- could be over a voice communication. That's how  
 19 they start -- standards has been.  
 20 MR. YONAY: Could you read back my question,  
 21 please?  
 22 BY MR. YONAY:  
 23 Q. Again, if you don't understand my question,  
 24 let me know and I'll rephrase it.  
 25 A. Okay.

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