

1 Willis - 3-1-2017

2 UNITED STATES PATENT AND TRADEMARK OFFICE  
3 BEFORE THE PATENT TRIAL AND APPEAL BOARD

4 CISCO SYSTEMS, INC.,

Petitioner,

5 IPR2016-01254/IPR2016-01257

v.

6 Patent No: 8,457,113

FOCAL IP, LLC,

7 Patent Owner.

8  
9  
10  
11 DEPOSITION OF EDWARD DEAN WILLIS

12 Dallas, Texas

13 Wednesday, March 1st, 2017

14  
15  
16  
17  
18  
19  
20  
21  
22  
23 Reported by:

24 Daniel J. Skur, Notary Public and CSR

Job No. 119615

25

1 Willis - 3-1-2017

2

3

4

5

6

March 1st, 2017

7

9:43 a.m. - 4:30 p.m.

8

9

10

Deposition of EDWARD DEAN WILLIS,

11

held at the offices of Baker Botts LLP,

12

2001 Ross Avenue, Dallas Texas, before

13

Daniel J. Skur, Notary Public and Certified

14

Shorthand Reporter in and for the State of

15

Texas.

16

17

18

19

20

21

22

23

24

25

1 Willis - 3-1-2017

2 A P P E A R A N C E S:

3 Baker Botts

4 101 California Street

5 San Francisco, California 94111

6 BY: Sarah Guske, Esq.

7  
8  
9  
10  
11 Nelson Bumgardner

12 Attorney(s) for Patent Owner

13 3131 West 7th Street

14 Fort Worth, Texas 76107

15 BY: John Murphy, Esq.

16  
17  
18  
19  
20 ALSO PRESENT:

21 Victor Siber, SiberLaw LLP (via teleconference)

22 Hanna Madbak, SiberLaw LLP (via teleconference)

1 Willis - 3-1-2017

2 IT IS HEREBY STIPULATED AND AGREED  
3 by and between the attorneys for the  
4 respective parties herein, that filing and  
5 sealing be and the same are hereby waived.

6 IT IS FURTHER STIPULATED AND AGREED  
7 that all objections, except as to the form  
8 of the question, shall be reserved to the  
9 time of the trial.

10 IT IS FURTHER STIPULATED AND AGREED  
11 that the within deposition may be sworn to  
12 and signed before any officer authorized to  
13 administer an oath, with the same force and  
14 effect as if signed and sworn to before the  
15 Court.

16 - oOo -  
17  
18  
19  
20  
21  
22  
23  
24  
25

1 Willis - 3-1-2017

2 P R O C E E D I N G S

3 VIDEOGRAPHER: This is the start of  
4 tape labeled number 1 of the videotaped  
5 deposition of Dean Willis in the matter of  
6 Cisco Systems Incorporated versus Focal IP  
7 LLC, Case Number IPR2016-01254. This  
8 deposition is being held in Dallas, Texas,  
9 on March 1st, 2017, at approximately  
10 9:44 a.m. My name is Nathaniel Mollick.  
11 I'm a Legal Video Specialist for TSG  
12 Reporting Incorporated headquartered at 747  
13 Third Avenue, New York, New York. The  
14 court reporter is Dan Skur in association  
15 with TSG Reporting.

16 Counsel, will you please introduce  
17 yourselves and state any agreements or  
18 stipulations into the record, after which  
19 the court reporter will swear in the  
20 witness.

21 MS. GUSKE: Sarah Guske from Baker  
22 Botts LLP for petitioner Cisco Systems.

23 MR. MURPHY: John Murphy from Nelson  
24 Bumgardner for patent owner, Focal IP.

25 EDWARD DEAN WILLIS,

# 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.