

January 18, 2019

Jeff True  
SVP & General Counsel  
Palo Alto Networks, Inc.  
3000 Tannery Way  
Santa Clara, CA 95054

Re: Notice of Infringement And Invitation to License Patents of Packet Intelligence LLC

Dear Mr. True,

I am writing to initiate a discussion regarding Palo Alto Networks, Inc.'s ("Palo Alto") infringement of Packet Intelligence LLC's ("Packet Intelligence") patented technology. Packet Intelligence is a Texas limited liability company that owns a family of early pioneer patents in the field of network traffic processing and monitoring. These patents evolved from research, technology, and development conducted by the named inventors while employed at Technically Elite, a pioneer in network traffic management and monitoring. The technology reflected within the patents enables detailed and efficient management of traffic within today's complex networks. The patents have been licensed by major corporations within the network traffic management sector, including for example, Cisco Systems and Huawei. The validity of the patents has been verified within multiple forums, including *inter partes* review before the United States Patent and Trademark Office (*see, e.g.*, IPR2017-00450, -00451, -00629, -00630, -00769, -00862) as well as trial by jury (*see, e.g.*, *Packet Intelligence LLC v. NetScout Systems, Inc., et al.*, 2:16-cv-230 (E.D. Tex.); *Packet Intelligence LLC v. Sandvine Corp.*, 2:16-cv-147 (E.D. Tex.)).

Packet Intelligence's patents cover the network traffic management and monitoring technology that is ubiquitously used by network router sellers and manufacturers, such as Palo Alto. In fact, Packet Intelligence has analyzed some of Palo Alto's products and determined that Palo Alto infringes Packet Intelligence's patents. In particular, the following chart shows several examples of Palo Alto network devices that infringe specific claims of patents owned by Packet Intelligence:

<b>PATENT AND CLAIMS</b>	<b>INFRINGING PRODUCT</b>
U.S. Patent No. 6,651,099 claim 1	PA-7000 Series Firewall Appliances
U.S. Patent No. 6,665,725 claim 10	PA-7000 Series Firewall Appliances
U.S. Patent No. 6,839,751 claim 1	PA-7000 Series Firewall Appliances
U.S. Patent No. 6,954,789 claim 1	PA-7000 Series Firewall Appliances

Heim, Payne & Chorush, L.L.P.

To be very clear, the foregoing table only provides examples. Exhibit 1 to this letter provides a list of patents that are owned by Packet Intelligence and available for license to Palo Alto. In addition, Exhibit 2 to this letter lists several exemplary Palo Alto products that each infringe one or more patents listed in Exhibit 1. Packet Intelligence believes that similar products likely also infringe, such as older or newer models using similar network traffic processing technology.

Packet Intelligence would like to schedule a meeting in the near future to discuss a patent licensing agreement with Palo Alto. After an appropriate confidentiality arrangement, Packet Intelligence would also be pleased to share some of its analysis with you to help you evaluate the value of Packet Intelligence's offering. Mr. Brad Brunell is Packet Intelligence's representative and can respond to your information requests as well as assist in arranging our meeting. Mr. Brunell's contact information is as follows:

Brad Brunell  
Email: [brad@packetintelligence.com](mailto:brad@packetintelligence.com)

Thank you for your time and attention to this important matter. Please contact Mr. Brunell or me to ask any questions or initiate our discussion. I look forward to speaking soon.

Sincerely,



Allan Bullwinkel

**Exhibit 1 - Patents**

U.S. Patent No. 6,651,099

U.S. Patent No. 6,665,725

U.S. Patent No. 6,771,646

U.S. Patent No. 6,839,751

U.S. Patent No. 6,954,789

## Exhibit 2 – Products

PA-200

PA-7000

PA-7050

PA-7080

VM-50

VM-100

VM-300

VM-500

VM-700