

To: imj[imj]; rsulpizio[rsulpizio]; saltman[saltman]
Cc: jjacobs[jjacobs]
From: Don Schrock
Sent: Thur 2/4/1999 7:38:55 PM
Subject: Fwd: QUALCOMM and ParkerVision

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<excerpt> FYI. this is critical technology that we must land based on what we have seen so far. It offers revolutionary rf versus power performnace based on early teat results. don

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<excerpt>r X-Sender: pkantak@monaco.qualcomm.com

Date: Wed, 03 Feb 1999 17:49:53 -0800

To: JPARKER@parkervision.com, DSORRELLS@parkervision.com

From: Prashant Kantak <<pkantak>

Subject: QUALCOMM and ParkerVision

Cc: jjacobs, jlodenius, dschrock, sjha, syounis, sciccarelli, pak

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Folks,

Thanks for coming down to visit with us. I believe we had a successful day yesterday. I just wanted to reiterate broadly some of the steps we agreed to take in order to get the process moving forward rapidly.

<bold>Action Items

</bold>Here are some of the action items we agreed to pursue simultaneously:

1) During the next couple of weeks, the QC engineering team will conduct preliminary tests on D2D to better understand its technical performance using the boards left behind by PV. These tests will give us a first pass idea of the strengths and weaknesses of the technology. So far, we have all seen many of the strengths of D2D. Getting a better understanding of the weaknesses will give QC a sense of how and to what extent we can compensate for them in our system architecture.

2) The extended-NDA effort will move ahead full speed. Sterne, Kessler will send us a first draft of the NDA by the end of the week. We will do a 3+3 (6 people from QC) format so that we address PV's concerns for keeping the group as narrow as possible while, at the same time, allowing QC room to do due diligence on PV's technology disclosure.

3) We will expand our discussions on the business (market) opportunities both in the telecom area (i.e. CDMA, GSM, etc.) and in other horizontal markets.

4) The early indications are that PV is envisioning a licensing based business model with QC. However, the details will fall into place as we get a clearer understanding and agreements on point 3 above and also depending on the priorities and timeframes involved in achieving different product milestones.

Goals

Folks, I am excited about the set of common goals that flowed out of our discussions. Both parties are interested in

Achieving rapid time-to-market and time-to-revenues

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Exploring products and applications across a breadth of the market so that our combined market and technical expertise will provide a sustainable competitive advantage in those markets

Getting to technology disclosure rapidly so that QC can gain a better understanding of the technology for near-term use and help in advancing the technology longer term.

Getting a level of commitment in terms of devoting resources, reaching a formal agreement and achieving the above goals in the shortest possible time.

Regards,

Prashant

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