

UNITED STATES PATENT AND TRADEMARK OFFICE

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BEFORE THE PATENT TRIAL AND APPEAL BOARD

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AMAZON.COM, INC., AMAZON WEB SERVICES, INC.,  
AND AMAZON.COM SERVICES LLC,<sup>1</sup>  
Petitioner,

v.

LS CLOUD STORAGE TECHNOLOGIES LLC,  
Patent Owner.

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IPR2023-00120, IPR2023-00733  
Patent 10,154,092 B2

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Before LARRY J. HUME, NEIL T. POWELL, and AMBER L. HAGY,  
*Administrative Patent Judges.*

HUME, *Administrative Patent Judge.*

ORDER  
Setting Oral Argument  
*37 C.F.R. § 42.70*

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<sup>1</sup> IPR2023-00733 is joined with IPR2023-00120. Petitioners Google, Microsoft, Cisco, and Patent Owner each filed respective approved Joint Motions to Terminate as to Petitioners Google, Microsoft, and Cisco. Amazon.com, Inc., Amazon Web Services, Inc., and Amazon.com Services LLC, collectively “Amazon,” or “the Amazon entities,” remain as Petitioners in this proceeding.

## I. ORAL ARGUMENT

### A. *Time and Format*

Oral arguments will commence in this proceeding at **1:00 PM EASTERN TIME on February 21, 2024, by video.**<sup>2</sup> The Board will provide a court reporter for the hearing, and the reporter's transcript will constitute the official record of the hearing.<sup>3</sup>

Petitioner will have **a total of forty-five (45)** minutes to present argument in this case and Patent Owner will have **a total of forty-five (45)** minutes to respond. Petitioner will open the hearing by presenting its case regarding the challenged claims for which the Board instituted trial. Thereafter, Patent Owner will respond to Petitioner's argument. Petitioner and Patent Owner may reserve rebuttal and sur-rebuttal time, respectively. The parties are reminded that arguments made during rebuttal and sur-rebuttal periods must be responsive to arguments the opposing party made in its immediately preceding presentation. The parties are also reminded that during the hearing, the parties "may only present arguments relied upon in the papers previously submitted." Patent Trial and Appeal Board Consolidated Trial Practice Guide ("CTPG") 86 (Nov. 2019).<sup>4</sup>

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<sup>2</sup> Although the Board has resumed in-person hearings, currently the Board will conduct an in-person hearing only when requested by all parties. Patent Owner has requested that we conduct the hearing by videoconference. *See* Paper 21.

<sup>3</sup> If there are any concerns about disclosing confidential information, the parties must contact the Board at [Trials@uspto.gov](mailto:Trials@uspto.gov) at least ten (10) business days before the hearing date.

<sup>4</sup> *Available at* <https://www.uspto.gov/TrialPracticeGuideConsolidated>.

The parties may request a pre-hearing conference in advance of the hearing. *See id.* at 82. “The purpose of the pre-hearing conference is to afford the parties the opportunity to preview (but not argue) the issues to be discussed at the oral hearing, and to seek the Board’s guidance as to particular issues that the panel would like addressed by the parties.” *Id.* If either party desires a pre-hearing conference, the parties should jointly contact the Board at [Trials@uspto.gov](mailto:Trials@uspto.gov) at least seven (7) business days before the hearing date to request a conference call for that purpose.

### *B. Demonstratives*

At least seven (7) business days prior to the hearing, each party shall serve on the other party any demonstrative exhibit(s) it intends to use during the hearing. *See* 37 C.F.R. § 42.70(b). At least five (5) business days prior to the hearing, each party shall file any demonstrative exhibits it intends to use during the hearing as exhibits.<sup>5</sup>

Demonstratives are not a mechanism for making new arguments. Demonstratives also are not evidence, and will not be relied upon as evidence. Rather, demonstratives are visual aids to a party’s oral presentation regarding arguments and evidence previously presented and discussed in the papers. Accordingly, demonstratives shall be clearly marked with the words “DEMONSTRATIVE EXHIBIT – NOT EVIDENCE” in the footer. *See Dell Inc. v. Accelaron, LLC*, 884 F.3d 1364, 1369 (Fed. Cir. 2018) (holding that the Board is obligated under its own

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<sup>5</sup> The parties may stipulate to an alternative schedule for serving demonstratives, and request that the Board modify the schedule for serving demonstratives at least seven (7) business days before the hearing date.

regulations to dismiss untimely argument “raised for the first time during oral argument”). “[N]o new evidence may be presented at the oral argument.” CTPG 86; *see also St. Jude Med., Cardiology Div., Inc. v. The Bd. of Regents of the Univ. of Mich.*, IPR2013-00041, Paper 65, 2–3 (PTAB Jan. 27, 2014) (explaining that “new” evidence includes evidence already of record but not previously discussed in any paper of record).

Furthermore, because of the strict prohibition against the presentation of new evidence or arguments at a hearing, it is strongly recommended that each demonstrative include a citation to a paper in the record, which allows the Board to easily ascertain whether a given demonstrative contains “new” argument or evidence or, instead, contains only that which is developed in the existing record.

Due to the nature of the Board’s consideration of demonstratives and the opportunity afforded for the parties to reach an agreement without involving the Board, the Board does not anticipate that objections to demonstratives are likely to be sustained. Nevertheless, to the extent that a party objects to the propriety of any demonstrative, the parties shall meet and confer in good faith to resolve any objections to demonstratives prior to filing the objections with the Board. If such objections cannot be resolved, the parties may file any objections to demonstratives with the Board no later than the time of the hearing. The objections shall identify with particularity which portions of the demonstratives are subject to objection (and should include a copy of the objected-to portions) and include a one (1) sentence statement of the reason for each objection. No argument or further explanation is permitted. The Board will consider any objections, and may

reserve ruling on the objections.<sup>6</sup> Any objection to demonstratives that is not timely presented will be considered waived.

Finally, the parties are reminded that each presenter should identify clearly and specifically each paper (e.g., by slide or screen number for a demonstrative) referenced during the hearing to ensure the clarity and accuracy of the court reporter's transcript and for the benefit of all participants appearing electronically.

### *C. Presenting Counsel*

The Board generally expects lead counsel for each party to be present at the hearing. *See* CTPG 11. Any counsel of record may present the party's argument as long as that counsel is present by video.

### *D. Video or Telephonic Hearing Details*

To facilitate planning, each party must contact the Board at PTABHearings@uspto.gov at least five (5) business days prior to the hearing date to receive video set-up information. As a reminder, all arrangements and the expenses involved with appearing by video, such as the selection of the facility from which a party will attend by video, must be borne by that party. If a video connection cannot be established, the parties will be provided with dial-in connection information, and the hearing will be conducted telephonically.

If one or both parties would prefer to participate in the hearing telephonically, they must contact the Board at PTABHearings@uspto.gov at

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<sup>6</sup> If time permits, the Board may schedule a conference call with the parties to discuss any filed objections.

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