

EXHIBIT 3

UNITED STATES DISTRICT COURT
NORTHERN DISTRICT OF CALIFORNIA
OAKLAND DIVISION

ORACLE CORPORATION, a)
Delaware corporation,)
ORACLE USA, INC., a)
Colorado corporation, and)
ORACLE INTERNATIONAL)
CORPORATION, a California)
corporation,)
)
Plaintiffs,)
)
vs.) No. 07-CV-1658 (PJH)
)
SAP AG, a German)
corporation, SAP AMERICA,)
INC., a Delaware)
corporation, TOMORROWNOW,)
INC., a Texas corporation,)
and DOES 1-50, inclusive,)
)
Defendants.)
_____)

VIDEOTAPED DEPOSITION OF
STEPHEN CLARKE

VOLUME 2; PAGES 324 - 651

WEDNESDAY, JUNE 9, 2010

HIGHLY CONFIDENTIAL - ATTORNEYS' EYES ONLY

REPORTED BY: HOLLY THUMAN, CSR No. 6834, RMR, CRR

(1-427119)

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09:47:45 16 MR. PICKETT: Q. So you're making a
09:47:46 17 change in TomorrowNow's conduct from the real world
09:47:49 18 to the "but for" world. Correct?
09:47:53 19 MR. McDONELL: Vague and ambiguous,
09:47:53 20 incomplete.
09:47:55 21 THE WITNESS: I'm doing what's necessary
09:47:56 22 to value the actual use that we're trying to
09:48:00 23 quantify.
09:48:02 24 MR. PICKETT: Q. Under that --
09:48:02 25 A. And that --

09:48:03 1 Q. Sorry.

09:48:04 2 A. That is different from what happened in
09:48:09 3 the actual world. But of course, in the actual
09:48:13 4 world, there was no license. So it's inappropriate
09:48:17 5 to say, well, there can't be any differences
09:48:19 6 between the actual world and the hypothetical
09:48:22 7 world.

09:48:23 8 Of course, there's a big difference.
09:48:24 9 There's a license in place in the hypothetical
09:48:26 10 world.

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10:04:21 10 MR. PICKETT: Q. Does the fact that the
10:04:23 11 parties may not agree to a license in the real
10:04:25 12 world impact any of the actual estimates of
10:04:34 13 reasonable royalties?
10:04:35 14 MR. McDONELL: Vague and ambiguous, calls
10:04:37 15 for a legal conclusion.
10:04:39 16 THE WITNESS: I think it influenced me in
10:04:42 17 my development of the royalties. Because of the
10:04:47 18 situation with Oracle, I felt that I needed to go
10:04:55 19 to the maximum royalty rate that I could still say
10:04:58 20 was reasonable. So in both cases, for the SAP
10:05:03 21 royalty and the TomorrowNow royalty, I've gone to
10:05:07 22 the maximum.
10:05:08 23 And it's important to remember throughout
10:05:13 24 this conversation, yesterday and today, we focused
10:05:16 25 on a January 2005 negotiation date. But let's not

10:05:23 1 forget that I have two calculations. There's a
10:05:27 2 period before 2005, which I think would have a
10:05:32 3 significantly lower royalty rate in the real world,
10:05:36 4 but I've not assumed that in this "but for" world.
10:05:40 5 I've applied the same royalty rate throughout.

10:05:43 6 But I think that is a very meaningful
10:05:46 7 metric in a way where -- when we get to January
10:05:51 8 '05, on the second negotiation, we are only talking
10:05:58 9 about the difference. It's another delta, if you
10:06:00 10 like, where we had a royalty rate before, now we
10:06:04 11 have to come up with a royalty rate that is
10:06:08 12 applicable after this date.

10:06:10 13 And that's when I brought in the SAP
10:06:13 14 component of the royalty.

10:06:15 15 What TomorrowNow was doing was essentially
10:06:17 16 the same before and after, so I left that royalty
10:06:20 17 rate the same. But we have ignored that first --
10:06:24 18 to date, we've ignored that first negotiation.

10:06:26 19 MR. PICKETT: Q. When you just testified
10:06:28 20 you felt you needed to go to the maximum royalty
10:06:30 21 rate, did you mean the selling point maximum
10:06:37 22 royalty rate?

10:06:38 23 MR. McDONELL: Vague and ambiguous.

10:06:39 24 THE WITNESS: Well, the selling point
10:06:40 25 maximum is the result of a selling price plus a

10:06:44 1 royalty. And so they're related, but they're not
10:06:48 2 the same.

10:06:49 3 What -- if you remember, on my royalty
10:06:51 4 rate, I've said that the royalty rate will be 50
10:06:55 5 percent of TomorrowNow's revenue. That is an
10:06:59 6 absolutely astronomical rate to apply. 50 percent
10:07:05 7 of revenues, I've really never come across that
10:07:08 8 before. It would -- if you then apply that royalty
10:07:11 9 to the pricing, it would push TomorrowNow's pricing
10:07:14 10 to 75 percent of Oracle's rate.

10:07:19 11 I've assumed no elasticity of demand in
10:07:23 12 that period. And if there's no elasticity, we can
10:07:27 13 apply it to the same number of customers. I think
10:07:30 14 that's the right thing to do. But there must come
10:07:32 15 a point at which that royalty rate becomes so high,
10:07:36 16 you can't any longer keep a straight face and say,
10:07:39 17 this wouldn't have affected sales, because of
10:07:42 18 course, it would.

10:07:44 19 So you've got this continuum on the
10:07:46 20 TomorrowNow side of the equation, and you've got
10:07:48 21 the addition of SAP in January of '05.

10:07:57 22 MR. PICKETT: This is a good point for a
10:07:58 23 break. Why don't we do that.

10:08:00 24 THE WITNESS: Sure.

10:08:02 25 THE VIDEO OPERATOR: Going off the record,

10:08:02 1 the time now is 10:08.

10:11:30 2 (Recess from 10:08 a.m. to 10:26 a.m.)

10:26:57 3 THE VIDEO OPERATOR: Tape is rolling. The
10:26:59 4 time now is 10:27, and we are back on the videotape
10:27:03 5 record. Please proceed.

10:27:07 6 MR. PICKETT: Q. Mr. Clarke, I want to go
10:27:09 7 back to the -- I think what we coined the selling
10:27:12 8 price maximum for TomorrowNow of 75 percent of
10:27:16 9 Oracle.

10:27:16 10 A. Yes.

10:27:19 11 Q. What's the basis for your conclusion that
10:27:23 12 the maximum is 75 percent?

10:27:29 13 A. To a very large extent, that's my
10:27:31 14 judgment. I think that's the most it would be
10:27:34 15 without there being some falloff in sales. And so,
10:27:42 16 you know, I recognize that there was a time when
10:27:47 17 customers took TomorrowNow's service and retained
10:27:53 18 their Oracle service. So they were effectively
10:27:57 19 paying twice.

10:27:59 20 But I didn't -- I -- in terms of the
10:28:04 21 reasonable component of reasonable royalty, I think
10:28:08 22 the number of customers that were prepared to pay
10:28:11 23 twice was very low, so I don't think you can assume
10:28:14 24 that there would be no effect on sales once you got
10:28:17 25 past 75 percent of the pricing.

10:28:20 1 So that's my assumption. That if we're
10:28:28 2 going to apply that to these customers, then that's
10:28:30 3 the most to you could have charged and still had
10:28:32 4 those customers.

10:28:33 5 Q. What data is your judgment based upon?

10:28:38 6 A. Based upon years of experience, looking at
10:28:43 7 pricing models and customer behavior, teaching
10:28:47 8 economics, micro and macro, about what drives
10:28:53 9 behavior, looking at demand curves, the
10:28:57 10 relationship between price and the quantity
10:28:59 11 demanded.

10:29:04 12 Many years and many products, many
10:29:07 13 companies. So that's my -- there's a judgment.
10:29:11 14 There's no hard data, there's no table you can go
10:29:15 15 and look that up in. Somebody has to make that
10:29:18 16 judgment.

10:29:18 17 Q. Are there any specific facts you can cite
10:29:20 18 in support of that judgment?

10:29:22 19 A. Well, I think that the totality of my
10:29:24 20 report, which talks about the factors that I think
10:29:28 21 are relevant to the hypothetical negotiation, gives
10:29:32 22 good background as to what this market is all
10:29:35 23 about, what drives customers to do what they do.

10:29:41 24 So there's a lot of supporting information
10:29:44 25 in here for looking at customers, looking at the

10:29:49 1 market, looking at pricing. As I say, there's no
10:29:53 2 specific table that says, well, if the price was 76
10:29:56 3 percent, it will be zero or 99 percent. That's my
10:30:01 4 assumption for the purposes of doing the reasonable
10:30:04 5 royalty rate calculation.

10:30:06 6 Q. Anything else?

10:30:08 7 A. No. I don't believe so.

10:30:11 8 Q. When and where did you teach micro
10:30:14 9 economics?

10:30:15 10 A. At Arizona State University, from about
10:30:20 11 2001 to I think 2005, maybe. Maybe -4.

10:30:28 12 Q. I hadn't covered that before.

10:30:32 13 Did you teach any other courses in
10:30:34 14 economics?

10:30:34 15 A. No. Econ 502.

10:30:37 16 Q. Now, the 75 percent maximum selling price
10:30:40 17 is the reason you settled on a 50 percent royalty
10:30:44 18 right. Right?

10:30:46 19 MR. McDONELL: Vague and ambiguous. Asked
10:30:47 20 and answered.

10:30:48 21 THE WITNESS: I think that's the right way
10:30:49 22 around to look at it. Yes, I -- I was trying to
10:30:55 23 compute the maximum royalty rate that I thought
10:30:59 24 could still be reasonable and would be applicable
10:31:03 25 to the customers that we -- actually are at issue

10:31:07 1 in the case.

10:31:08 2 So I think that was the way around that I
10:31:09 3 did that.

10:31:10 4 MR. PICKETT: Q. It's not based on the
10:31:12 5 benchmark of some other 50 percent royalty rate, is
10:31:15 6 it?

10:31:16 7 MR. McDONELL: Vague and ambiguous. Asked
10:31:17 8 and answered.

10:31:19 9 THE WITNESS: No. I've never seen a
10:31:20 10 royalty rate at 50 percent of revenue in any other
10:31:23 11 case.

10:31:23 12 MR. PICKETT: Q. Was there any other
10:31:25 13 quantitative metric other than the maximum selling
10:31:28 14 price that points to a 50 percent royalty rate as
10:31:33 15 reasonable?

10:31:34 16 MR. McDONELL: Vague and ambiguous, overly
10:31:35 17 broad, asked and answered.

10:31:41 18 THE WITNESS: No. I think that what I
10:31:43 19 have done is compute the maximum royalty that could
10:31:49 20 possibly be construed as being rational and
10:31:55 21 reasonable.

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Q. And you're -- you're aware that SAP

10:36:51 1 offered TomorrowNow service as a loss leader?

10:36:54 2 MR. McDONELL: Misstates the testimony.

10:36:56 3 Assumes facts not in evidence.

10:36:59 4 THE WITNESS: I think the reality is that

10:37:03 5 SAP allowed customers to get support from

10:37:07 6 TomorrowNow and not charge them anything. It's

10:37:11 7 got -- that's got loss leader qualities to it. I

10:37:14 8 don't know that they ever defined it that way. So

10:37:18 9 we should be careful about what we're saying SAP

10:37:21 10 thought and did.

10:37:23 11 But certainly, if you look at the zero

10:37:26 12 cost deals, the zero dollar deals, they were acting

10:37:31 13 as a loss leader at that point.

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11:03:51 10 Q. Turning back to your report and moving on
11:03:53 11 to page 205, in this section, you're describing how
11:03:59 12 you calculated the SAP royalty. Is that correct?
11:04:03 13 MR. McDONELL: The document speaks for
11:04:04 14 itself.
11:04:04 15 THE WITNESS: Yes.
11:04:06 16 MR. PICKETT: Q. And if I turn to the top
11:04:07 17 of 205, I want to point you to two sentences here.
11:04:14 18 The first sentence says: The approach in this case
11:04:16 19 yields a royalty of zero because SAP made no
11:04:18 20 additional margin on any sales made as a result of
11:04:21 21 the alleged actions. Therefore, the royalty rate
11:04:25 22 would be zero under the analytical approach.
11:04:28 23 And then you say: The reasonable royalty
11:04:29 24 for SAP would be half of the profits on any sales
11:04:32 25 it made that it would not have made absent the

11:04:34 1 alleged allegations.

11:04:38 2 Is the last sentence there, is that
11:04:41 3 different than the first two sentences? I'm trying
11:04:46 4 to understand the distinction. Or is it just that
11:04:48 5 half of the profits means half of zero, because
11:04:50 6 they made no profits?

11:04:51 7 A. Let me explain the analytical approach.

11:04:54 8 Q. Sure.

11:04:55 9 A. Going back to Mr. Parr, he has this
11:05:00 10 analytical approach in his book that says, if you
11:05:04 11 have a patent -- remember, we're back in the patent
11:05:06 12 world now, so I'm going to use a product as opposed
11:05:09 13 to a piece of software.

11:05:10 14 But if you have a patent that you
11:05:14 15 incorporate into your product lineup, and your
11:05:20 16 normal margin, let's say, is 50 percent of your
11:05:23 17 selling price, but by including the patent, you can
11:05:27 18 push that margin up to, say, 80 percent, that you
11:05:31 19 should disgorge that extra 30 percent of margin.
11:05:35 20 So you don't -- you make your normal margin, but
11:05:39 21 you don't make any extra margin. That belongs to
11:05:41 22 the patent holder.

11:05:43 23 And that seems to me to be an appropriate
11:05:45 24 way to come up with what should be disgorged. It's
11:05:50 25 called the analytical approach.

11:05:52 1 So because that is couched in terms of
11:05:54 2 margin, and there will be no additional margin on
11:05:59 3 the SAP sales, you really can't apply the
11:06:02 4 analytical approach in that manner.

11:06:06 5 What I've done is, I've sort of applied it
11:06:11 6 in a sense that I'm trying to use an analytical
11:06:15 7 approach in saying, well, let's take the total
11:06:18 8 profit, and let's divide that up 50/50 between the
11:06:22 9 parties. So it's an analytical approach, but
11:06:28 10 applied to a slightly different metric. And I
11:06:31 11 think it would come out to be higher than the
11:06:36 12 analytical approach, which I've shown you is zero,
11:06:39 13 because there's no extra margin.

11:06:41 14 I think that's an appropriate approach.

11:06:43 15 Q. What's the basis for the 50/50 split?

11:06:46 16 A. That's my judgment that it is an
11:06:50 17 appropriate and very high royalty that will be paid
11:06:56 18 on sales that SAP almost certainly would have made
11:07:00 19 anyway. And the royalty needs to reflect that the
11:07:06 20 reality is that customers don't migrate their ERP
11:07:11 21 systems to save a few thousand dollars on support,
11:07:14 22 as the data show. And SAP wouldn't be wanting to
11:07:19 23 pay royalties on sales it would have made anyway.
11:07:23 24 Those wouldn't be part of the equation.

11:07:26 25 So it's a -- it's got some elements of

11:07:28 1 judgment, but I think it's a fair royalty, and as
11:07:33 2 high as you could make it and still say it would be
11:07:35 3 fair to both sides.

11:07:36 4 Q. And that's based on your experience that
11:07:39 5 you've described?

11:07:41 6 A. Well, I described a lot more than my
11:07:43 7 experience. I described the contents of my report
11:07:45 8 and a lot of what's in these binders back here lead
11:07:50 9 me to that conclusion.

11:07:52 10 Q. Do you have any quantitative analysis that
11:07:57 11 demonstrates 50 percent is the right royalty for
11:08:00 12 SAP?

11:08:01 13 MR. McDONELL: Vague and ambiguous,
11:08:02 14 incomplete.

11:08:05 15 THE WITNESS: There isn't a table that you
11:08:06 16 can go to that would look -- you could look that up
11:08:08 17 in.

11:08:09 18 MR. PICKETT: Q. Do you have any specific
11:08:10 19 facts on which you rely to conclude that 50 percent
11:08:14 20 is the appropriate royalty?

11:08:16 21 MR. McDONELL: Overly broad, vague and
11:08:17 22 ambiguous, object to the form.

11:08:21 23 THE WITNESS: I -- the specific facts are
11:08:25 24 embodied in these binders that are behind me, of
11:08:29 25 which there are probably 35, and my report. So

11:08:35 1 there are an enormous quantity of facts that I've
11:08:38 2 considered in the course of this case, and taking
11:08:39 3 all of those facts, as well as the Georgia-Pacific
11:08:42 4 analysis and bringing all of that together, at the
11:08:47 5 end of the day, what's reasonable is a bit of a
11:08:50 6 judgment call. And I've done my best to synthesize
11:08:56 7 everything I know and come up with something I
11:08:58 8 think is reasonable at the end of the day.

11:09:01 9 MR. PICKETT: Q. Can you point me to any
11:09:03 10 specific facts that support a 50 percent royalty
11:09:05 11 rather than a a 40 or 60 percent royalty?

11:09:07 12 MR. McDONELL: Asked and answered, same
11:09:08 13 objections.

11:09:11 14 THE WITNESS: I don't think there's a
11:09:13 15 particular fact that I could point to that would
11:09:15 16 say, it should be 40 percent or it should be 60
11:09:19 17 percent. I think my opinion is based upon the
11:09:25 18 highest rate it could be and still be reasonable to
11:09:27 19 the parties at the negotiating table.

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12:48:41 16 MR. PICKETT: Q. All right. Let's turn
12:48:42 17 to the -- a new topic.
12:48:47 18 The royalty on the database software. And
12:48:55 19 if you like, I can refer you to page 205 of your
12:48:58 20 report.
12:48:59 21 A. I was heading right there. It's where we
12:49:05 22 started this morning.
12:49:12 23 Q. And it's your opinion that the royalty for
12:49:21 24 the use of Oracle's database would be based on
12:49:23 25 market price?

12:49:26 1 A. I believe so.

12:49:28 2 Q. The market price that you refer to is the
12:49:30 3 price paid to obtain an end-user full-use Oracle
12:49:33 4 Database license from Oracle. Correct?

12:49:37 5 MR. McDONELL: Vague and ambiguous.

12:49:45 6 I would encourage you to take your time to
12:49:48 7 read your report, if you need to.

12:49:50 8 THE WITNESS: Could you just repeat that
12:49:51 9 question? I wasn't clear about it.

12:49:52 10 MR. PICKETT: Q. The market price that
12:49:54 11 you use is the price that was paid to obtain an
12:50:03 12 end-user full-use Oracle Database license from
12:50:08 13 Oracle.

12:50:12 14 MR. McDONELL: Same objection.

12:50:13 15 THE WITNESS: I actually used two
12:50:14 16 different prices in doing my analysis, but they
12:50:16 17 were -- they were for licenses that were end-user
12:50:20 18 licenses.

12:50:21 19 MR. PICKETT: Q. Let me mark as
12:50:22 20 Exhibit -- or let me show you what's been marked as
12:50:25 21 Exhibit 3210, an Oracle License and Services
12:50:28 22 Agreement, Bates numbers ORCL00670717 through -726.

12:50:40 23 (Deposition Exhibit 3210 was marked for
12:50:43 24 identification.)

12:50:44 25 THE WITNESS: Thank you.

12:50:52 1 MR. PICKETT: Q. Is this the type of
12:50:53 2 full-use database license that you have referenced
12:50:57 3 when you set a market price?
12:51:03 4 MR. McDONELL: Overly broad. Vague and
12:51:04 5 ambiguous. Lack of foundation.
12:51:22 6 THE WITNESS: Yes. I think this is -- if
12:51:25 7 it's not the actual agreement that I looked at,
12:51:29 8 it's very similar to it.

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12:58:08 11 Q. Is it your opinion that the Oracle License
12:58:11 12 and Services Agreement would have allowed SAP and
12:58:14 13 TomorrowNow to use the Oracle Databases in the
12:58:19 14 infringing manner alleged in the lawsuit?

12:58:22 15 MR. McDONELL: Vague and ambiguous, calls
12:58:22 16 for a legal conclusion, overly broad. Object to
12:58:25 17 the form of the question.

12:58:28 18 THE WITNESS: The allegations, as I recall
12:58:31 19 them, don't include an allegation that the database
12:58:37 20 itself was used inappropriately. I understand that
12:58:41 21 your position is that the alleged actions indicate
12:58:47 22 TomorrowNow did some things with Oracle's other
12:58:50 23 software that it felt were inappropriate, but
12:58:53 24 the -- the use of the database itself was
12:58:58 25 essentially internal to TomorrowNow.

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18:44:17 10 MR. PICKETT: Q. Did you apply any
18:44:22 11 methodology to lost profits that was utilized in
18:44:30 12 some authoritative text?
18:44:33 13 MR. McDONELL: Vague and ambiguous, object
18:44:33 14 to the form.
18:44:40 15 THE WITNESS: I calculated lost profits by
18:44:43 16 looking at the losses Oracle made for the customers
18:44:49 17 that they lost as a result of the alleged actions
18:44:56 18 and applied mathematical techniques.
18:44:59 19 Now there are numerous treatises and
18:45:03 20 analyses, books, that teach how to do that, the
18:45:10 21 math portion of that. I'm not aware of there being
18:45:15 22 any definitive treatise on how you would calculate
18:45:20 23 the difference between the "but for" and the actual
18:45:23 24 other than doing the math. And I think as a
18:45:30 25 general proposition, the development of the art of

18:45:40 1 explaining how you do a lost profits calculation is
18:45:45 2 such that it has to be very specific, and therefore
18:45:52 3 the descriptions you might find in what would be --
18:45:56 4 would tend to be very general, because they can't
18:45:59 5 apply themselves to the specific facts of a
18:46:01 6 specific case.

18:46:03 7 MR. PICKETT: Q. You created exclusion
18:46:04 8 pools. Correct?

18:46:05 9 A. I did.

18:46:06 10 Q. Customer-specific exclusion pools. Right?

18:46:09 11 A. Yes.

18:46:10 12 Q. And are you familiar with any published --
18:46:17 13 any publication that recommends the use of
18:46:19 14 exclusion pools in connection with a lost profits
18:46:23 15 analysis?

18:46:24 16 MR. McDONELL: Incomplete, vague and
18:46:25 17 ambiguous.

18:46:26 18 THE WITNESS: I think the -- I wouldn't
18:46:29 19 expect to find a treatise that used the term
18:46:33 20 "exclusion pools." I think there are numerous
18:46:37 21 cases and numerous textbooks, even some that you've
18:46:41 22 referenced in the last couple of days, that talk
18:46:45 23 very clearly about the need to identify the
18:46:50 24 causation that results in a loss arising because of
18:46:56 25 the alleged actions. There are any number of

18:47:00 1 those, some of which you've referenced.

18:47:04 2 So that process, establishing the economic
18:47:10 3 causation for your analysis, is well established.
18:47:18 4 Whether there's one other that said, well, let's
18:47:20 5 take a look at that causation on a
18:47:24 6 customer-by-customer basis, and then for ease of
18:47:30 7 discussion, let's pool those, let's group them in
18:47:33 8 some coherent manner that we can describe that will
18:47:40 9 save us doing this 358 times, I don't think I've
18:47:45 10 seen something on that.

18:47:47 11 But the methodology flows from the
18:47:53 12 requirement to do a proper analysis of causation.

18:47:58 13 MR. PICKETT: Q. Have you seen any
18:47:59 14 methodology that groups causation into categories
18:48:05 15 and then concludes that I find causation based on
18:48:08 16 whether Group A is listed or Group B plus 1 of C?
18:48:15 17 Anything along those lines, your use of exclusion
18:48:19 18 pools?

18:48:20 19 MR. McDONELL: Asked and answered,
18:48:20 20 incomplete hypothetical. Object to the form.

18:48:23 21 THE WITNESS: No. For all the reasons
18:48:25 22 that I just described to you. I think the precise
18:48:28 23 manner of doing an appropriate causation analysis,
18:48:33 24 the methodology that you would adopt, has to be
18:48:36 25 tailored to the facts of the case. And the pools

18:48:41 1 in this case, they are convenient ways of thinking
18:48:48 2 about a common thread that runs through a number of
18:48:53 3 customers. And they could all have been handled
18:49:00 4 one customer at a time, but that would have been a
18:49:02 5 much clumsier, much more time-consuming, a much
18:49:07 6 more paper-intensive approach than we have here.

18:49:11 7 MR. PICKETT: Q. Why did you decide to
18:49:12 8 use an exclusion pool formula rather than an
18:49:15 9 individual analysis?

18:49:16 10 MR. McDONELL: Asked and answered.

18:49:19 11 THE WITNESS: I think I just told you
18:49:20 12 that. Didn't I? I didn't?

18:49:26 13 MR. PICKETT: Q. Go ahead, please.

18:49:27 14 A. Let me tell you again.

18:49:29 15 MR. McDONELL: It also misstates the --
18:49:31 16 also assumes facts not in evidence.

18:49:37 17 THE WITNESS: First of all, the causation
18:49:39 18 analysis itself is done on a customer-by-customer
18:49:43 19 basis. The -- I am going to use an example. Take
18:49:53 20 the parent mandate pool. I have certain customers
18:49:59 21 that I have analyzed that show that the reason they
18:50:06 22 terminated at Oracle and perhaps went to SAP, but
18:50:13 23 certainly went to TomorrowNow, was the result of an
18:50:18 24 acquisition.

18:50:19 25 So the new parent says, we are an SAP

18:50:23 1 shop, you need to comply with our accounting
18:50:27 2 mechanisms and our HR mechanisms, so you have to
18:50:31 3 become an SAP shop too.

18:50:36 4 Clearly, in that case, that customer
18:50:39 5 didn't leave Oracle as a result of the alleged
18:50:43 6 actions. They left as a result of this mandate
18:50:46 7 from the parent.

18:50:48 8 I did that analysis on a
18:50:49 9 customer-by-customer basis for the purpose of
18:50:54 10 presenting that so that we could talk about it,
18:51:01 11 hopefully -- this was certainly my intent -- in
18:51:04 12 a -- in an efficient, coherent way, not one
18:51:10 13 customer at a time. But if you -- if we can make
18:51:14 14 the argument to you that it is appropriate to
18:51:19 15 exclude those customers for causation reasons, for
18:51:22 16 your inability to say it was the alleged actions
18:51:25 17 that caused the loss to Oracle, then -- I don't
18:51:32 18 know how many there are in that group, let's say
18:51:34 19 there are 10 in there --

18:51:37 20 MR. PICKETT: Q. I think there's one, but
18:51:39 21 go ahead.

18:51:40 22 A. It doesn't matter. I'm just using it as
18:51:42 23 an example.

18:51:42 24 If there were 10 in there and we
18:51:44 25 established the principle that that was an

18:51:46 1 acceptable and appropriate thing for me to do, we
18:51:50 2 could talk about the pool, you could agree to the
18:51:52 3 principle, and we wouldn't have to spend any more
18:51:55 4 time looking at them.

TEXT REMOVED - NOT RELEVANT TO MOTION

19:11:40 1 named when I found that common thread.

19:11:43 2 MR. McDONELL: We're done, Counsel.

19:11:44 3 MR. PICKETT: All right. Let's break
19:11:45 4 then.

19:11:46 5 THE VIDEO OPERATOR: Very good. Going off
19:11:47 6 the record, the time now is 7:11. This also marks
19:11:50 7 the end of Videotape No. 5, Volume 2 of Stephen
19:11:54 8 Clarke.

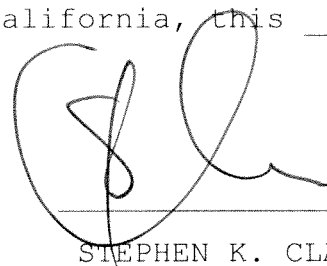
19:11:54 9 (Time noted, 7:11 p.m.)

19:11:54 10 --o0o--

19:11:54 11 I declare under penalty of perjury that
19:11:54 12 the foregoing is true and correct. Subscribed at

19:11:54 13 _____, California, this ____ day of

19:11:54 14 _____ 2010.



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STEPHEN K. CLARKE

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CERTIFICATE OF REPORTER

I, HOLLY THUMAN, a Certified Shorthand Reporter, hereby certify that the witness in the foregoing deposition was by me duly sworn to tell the truth, the whole truth, and nothing but the truth in the within-entitled cause;

That said deposition was taken down in shorthand by me, a disinterested person, at the time and place therein state, and that the testimony of said witness was thereafter reduced to typewriting, by computer, under my direction and supervision;

That before completion of the deposition review of the transcript [] was [] was not requested. If requested, any changes made by the deponent (and provided to the reporter) during the period allowed are appended hereto.

I further certify that I am not of counsel or attorney for either or any of the parties to the said deposition, nor in any way interested in the event of this cause, and that I am not related to any of the parties thereto.

DATED: June 17th, 2010
Holly Thuman
HOLLY THUMAN, CSR