EXHIBIT A

PEARL COHEN ZEDEK LATZER LLP

January 22, 2008

Direct Dial: (646) 878-0808 E-mail: <u>GuyY@pczlaw.com</u>

via Courier

Kent Walker, Esq. Vice President & General Counsel Google, Inc. 1600 Amphitheatre Parkway Mountain View, CA 94043

Re: US Patents No. 6,981,040 and 7,320,031

Dear Mr. Walker:

We have been retained by Personalized User Model (P.U.M.) LLP to sell, license or otherwise monetize US Patents No. 6,981,040 (the " '040 Patent") and 7,320,031 (the " '031 Patent").

The patents, entitled Automatic, Personalized Online Information and Product Services, relate to personalized information services, including personalized search and personalized advertising results, on the Internet. The '040 Patent discloses:

A method for providing automatic, personalized information services to a computer user includes the following steps: transparently monitoring user interactions with data during normal use of the computer; updating user-specific data files including a set of user-related documents; estimating parameters of a learning machine that define a User Model specific to the user, using the user-specific data files; analyzing a document to identify its properties; estimating the probability that the user is interested in the document by applying the document properties to the parameters of the User Model; and providing personalized services based on the estimated probability... (Abstract)

As you can see from the above (and as you will surely see from the '040 and '031 Patent claims), these patents are highly relevant to Google's core strategic products relating to personalized search, news, advertising and other personalization services, particularly iGoogle and associated services.

Google has recognized the strategic importance of personalized search. As Marissa Meyer, Google's Vice President, Search Products & User Experience stated, "[w]e believe that the search engines of the future will be personalized and that it will offer users better results." Accordingly, as Google announced on February 2, 2007, "[w]e're constantly trying to improve the quality of your search results. One of the ways we're tackling this is by personalizing your search experience... Today, we're taking another step toward making personalization more available to you by combining these two into a single signed-in experience. Now, when you're signed in, you'll have access to a personalized Google—one that combines personalized search results and a personalized homepage."

PUM v. Google Del. 09-525-LPS

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PEARL COHEN ZEDEK LATZER LLP

Mr. Kent Walker January 22, 2008 Page 2 of 2

We also believe that Google's strategic interests converge with the '040 and '031 Patents based on a number of Google's currently pending US patent applications, including US Patent Publication No. 2005/0071328, which has been rejected by the USPTO as anticipated by the '040 Patent.

Please notify me of Google's position on this matter within two weeks of the date of this letter, as the assignee is currently weighing its options with respect to the patents.

Sincerely, Guy Yonay Pearl Cohen Zedek Latzer LLP

Attachments: US Patent No. 6,981,040 US Patent No. 7,320,031

EXHIBIT B

PEARL COHEN ZEDEK LATZER LLP

February 15, 2008

Direct Dial: (646) 878-0808 E-mail: <u>GuyY@pczlaw.com</u>

Via Federal Express

Kent Walker, Esq. Vice President & General Counsel Google, Inc. 1600 Amphitheatre Parkway Mountain View, CA 94043

Re: US Patents No. 6,981,040 and 7,320,031

Dear Mr. Walker:

I have not received a response to my letter of January 22, 2008.

Please let me know whether Google is interested in acquiring or otherwise licensing Personalized User Model (P.U.M.) LLP's US Patents No. 6,981,040 (the "'040 Patent") and 7,320,031 (the "'031 Patent").

Please notify me of Google's position on this matter within one week of the date of this letter, as the assignee is currently weighing its options with respect to the patents.

Sincerely, leybour (5

Attachments: Letter of January 22, 2008 US Patent No. 6,981,040 US Patent No. 7,320,031

> PUM v. Google Del. 09-525-LPS

PTX1447

EXHIBIT C

IN THE UNITED STATES DISTRICT COURT 02:24:45 1 2 IN AND FOR THE DISTRICT OF DELAWARE 3 PERSONALIZED USER MODEL, L.L.P., 4 : CIVIL ACTION Plaintiff, : 5 : v. : 6 : GOOGLE, INC., : 7 : NO. 09-525-LPS Defendant. 8 - - -9 Wilmington, Delaware Wednesday, February 26, 2014 10 Pretrial Conference _ _ _ 11 12 BEFORE: HONORABLE LEONARD P. STARK, U.S.D.C.J. 13 _ _ _ APPEARANCES: 14 15 MORRIS NICHOLS ARSHT & TUNNELL, LLP BY: KAREN JACOBS, ESQ., 16 REGINA S.E. MURPHY, ESQ., and JEREMY A. TIGAN, ESQ. 17 and 18 SNR DENTON, LLP 19 BY: MARK C. NELSON, ESQ., and RICHARD D. SALGADO, ESQ. 20 (Dallas, Texas) 21 and 22 SNR DENTON, LLP BY: MARC S. FRIEDMAN, ESQ. (New York, New York) 23 24 and 25 Brian P. Gaffigan Registered Merit Reporter

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1 2	APPEARANCES: (Continued)		
3	SNR DENTON, LLP BY: JENNIFER D. BENNETT, ESQ.	1	we prepared. We showed it to counsel for PUM. I think
4	(Palo Alto, California)	2	there is some language that they may say, you know, could be
5	and	3	have written a little differently. But I think we all agree
5	SNR DENTON, LLP	4	that these are items that are live to discuss with you.
-	BY: ANDREW M. GRODIN, ESQ. (Short Hills, New Jersey)	5	Obviously, we can discuss them in whatever order.
7	Counsel for Personalized User Model, LLP	6	THE COURT: Right. I'll be happy to take a look
8		7	at it.
9	POTTER ANDERSON & CORROON, LLP BY: RICHARD L. HORWITZ, ESQ.	8	MR.HORWITZ: Thank you.
10	and	9	MS. JACOBS: Your Honor.
11	QUINN EMANUEL URQUHART OLIVER & HEDGES, LLP	10	THE COURT: Yes.
12	BY: CHARLES K. VERHOEVEN, ESQ., and DAVID A. PERLSON, ESQ.	11	MS. JACOBS: We have no objection to the list,
13	And	12	per se. As Mr. Horwitz said, we don't feel like it may
14	ANTONIO R. SISTOS, ESQ. (San Francisco, California)	13	be missing a few things but from our perspective, and, of
15	and	14	course, subject to what Your Honor had in mind in terms of
16	QUINN EMANUEL URQUHART OLIVER & HEDGES, LLP	15	what you wanted to hear in the order, we would prefer not to
17	BY: JOSHUA LEE SOHN, ESQ. (Washington, District of Columbia)	16	follow that order and instead to focus on first of all,
18	and	17	we think some of the issues really are, several of them are
19	OUINN EMANUEL URQUHART OLIVER & HEDGES, LLP	18	clumped together under a single rubric and that the order
20	BY: ANDREA PALLIOS ROBERTS, ESQ. (Redwood Shores, California)	19	that is there may not necessarily reflect the importance to
21	Counsel for Google, Inc.	20	the are parties for argument. So.
	Counsel for Google, Inc.	21	THE COURT: Okay. Well, I have only just had a
22		22	chance to glance at the agenda. I appreciate the effort.
23		23	Part of the reason I had to delay things by a half hour
24		24	getting started today is there is just an enormous amount
25		25	that you all still have in dispute which I think has been
	3		5
4			
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2	- 000 - P R O C E E D I N G S	2	characteristic of the case. But we will try to get through all of it. If we don't, then we'll have another pretrial
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1	MR. NELSON: I don't believe we do, Your Honor.	1	somehow relevant, you look at the prejudice involved. And
2	THE COURT: I don't think you have. It's too	2	we all know, and it's the only reason they want it in there,
3	late for you to disclose that.	3	is that when the jury sees these letters, that they're going
4	What about, did you have some other reason for	4	to think something nefarious has gone on. That is why
5	these letters or the speech to be relevant?	5	bifurcation is done and that it was why it was done in this
6	MR. NELSON: Yeah. The letters are relevant	6	case. And if you let that in, it all goes away.
7	because Google is going to presumably get up and say they're	7	THE COURT: All right. Let's move on to your
8	a company that respects intellectual property, that they	8	motion in limine. Is that you?
9	take patent threats seriously. And the jury is going to	9	MR. PERLSON: I think so.
10	know why we're here and why we got here. And we certainly	10	THE COURT: Okay. That's the Kaltix revenues
11	should have the opportunity to tell the jury how we got here	11	and the acquisition of Kaltix.
12	and counter that story that they're likely to tell: That	12	MR. PERLSON: So first with this publicly.
13	they're such a great company and they respect intellectual	13	There are two things that we're seeking to exclude sort of
14	property. It's background information that is important for	14	relatedly, one which is this publicly available information
15	the jury to know how we got here.	15	regarding revenue and the second is the information
16	THE COURT: All right. And the '040 patent	16	regarding this Kaltix transaction.
17	being cited, how is that relevant?	17	First, the publicly available information, I
18	MR. NELSON: The '040 patent being cited is	18	think it's like this press release that talks about Google's
19	relevant to obviousness or lack thereof. Their	19	like fourth quarter results; talks about, you know, all the
20	characterization of the Konig reference is sort of this	20	billions of dollars Google is making. It doesn't mention
21	minor part of this. Well, that is fine. That is their	21	personalization at all. It just, it really has no it
22	characterization, that is not ours.	22	doesn't show anything other than Google makes a lot of
23	Google tried for many years to develop	23	money.
24	personalized search. As you will hear about in the next	24	THE COURT: Isn't there a reduced risk of
25	motion, they bought a company called Kaltix. Kaltix then	25	prejudice because we're not doing damages?
	51		53
1	worked on it. The very product at issue are the Kaltix	1	MR. PERLSON: No. Because that's the whole
2	Twiddler. That Google was late to the game in coming to this, filed a patent application on it. The patent	2	thing is that when the jury sees a big number, it affects everything. And they're going to think, they're going to
4	application gets rejected by the patent-in-suit here. That	4	know down the road there is going to be damages here.
5	is very relevant as a secondary consideration to	5	Someone is seeking a remedy for something. And they're
6	nonobviousness. That they tried and failed, long-felt need,	6	going to think, well, if they find infringement, what is the
7	Patent Office recognition. And I think we have said in the	7	big deal. There are billions of dollars at issue here.
8	briefing we're not going to allege that they copied it	8	That is why they want it in.
9	unless some evidence comes out that we don't have, that we	9	Now, we talk about relevance of it. They say
10	don't know about thus far.	10	it's relevant because there is some nexus between these
11	THE COURT: All right. Thank you. Let me give	11	revenues and what they have accused here, but there is zero,
12	Google a chance to respond.	12	absolutely zero evidence of a nexus.
13	I think my main question is are you going to get	13	Dr. Carbonell, who is I guess the only person
14	up and say how wonderful Google is and it always respects	14	who they would have to make this link, said I asked him
15	patents right, et cetera, et cetera? If so, doesn't that	15	at his deposition. I said.
16	open up the door to the background here?	16	"Question: So you have no way of knowing, sir,
17	MR. PERLSON: Well, I don't think that the fact	17	what Google is doing that contributes to the success of its
18	that Google says that it respects patent rights opens the	18	products that may infringe the patents that plaintiff is
19	door. Those were just a letter offering to license the	19	pointing to or all the other things that Google is doing
20	patent. I mean we don't have we say we don't infringe,	20	that plaintiff didn't accuse?
21	and that is the reason why we respect intellectual property.	21	"Answer: I have not done an analysis of what
22	What we're going to tell the jury is that we respect	22	Google is doing with respect to personalization or with
23	intellectual property and we don't infringe this patent.	23	respect to other improvements to doing search."
24	That doesn't open the door to this evidence.	24	THE COURT: Didn't we already say there was some
25	And, again, 403 looks at the even if it was	25	evidence to which nexus can be found?

EXHIBIT D

IN THE UNITED STATES DISTRICT COURT 02:24:45 1 2 IN AND FOR THE DISTRICT OF DELAWARE 3 - - -PERSONALIZED USER MODEL, L.L.P., : 4 CIVIL ACTION : Plaintiff, 5 : V : 6 : GOOGLE, INC., : 7 : Defendant. : -----8 GOOGLE, INC., : 9 : Counterclaimant, : 10 v : : 11 PERSONALIZED USER MODEL, L.L.P., : and YOCHAI KONIG, : 12 NO. 09-525-LPS : Counterclaim-Defendants. : 13 _ _ _ 14 Wilmington, Delaware 15 Thursday, March 13, 2014 Jury Trial - Volume D 16 - - -17 BEFORE: HONORABLE LEONARD P. STARK, U.S.D.C.J. 18 _ _ _ 19 APPEARANCES: 20 MORRIS NICHOLS ARSHT & TUNNELL, LLP BY: KAREN JACOBS, ESQ., 21 REGINA S.E. MURPHY, ESQ., and 22 JEREMY A. TIGAN, ESQ. 23 and 24 Valerie GunningBrian P. Gaffigan25Official Court ReporterOfficial Court Reporter

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	1159		1161
	Alferness - direct		Alferness - direct
1	MR. VERHOEVEN: Thank you.	1	product management, it's not just my responsibility to lead
2	DIRECT EXAMINATION	2	my direct reports and those product managers forward, but to
3	BY MR. VERHOEVEN:	3	manage a broader team of engineers, marketing folks, sales,
4	Q. Good afternoon, Mr. Alferness.	4	et cetera.
5	A. Good afternoon.	5	Q. How long have you been working at Google?
6	Q. Let me ask you a few questions about your background	6	A. I've been at Google almost ten years. In October of
7	before we get into Google. Where did you grow up?	7	this year it will be ten years.
8	A. I grew up in Holmdel, New Jersey.	8	Q. Could you walk the jury briefly through a summary of
9	Q. Did you go to college?	9	the various positions you have had since you joined the
10	A. I did, yes. I did my undergraduate work at Cornell	10	company, please?
11	University in Ithaca, New York, and then I spent some time	11	A. Sure thing. Sure thing. When I started in late
12	at graduate school at Cal Tech in Pasadena, California.	12	2004, I joined a portion of the company called the Partners
13	Q. Where do you work?	13	Solutions Organization. My job in that role was to help our
14	A. I work at Google.	14	large partners, America Online specifically, to utilize our
15	Q. What is your current role at Google, sir?	15	syndicated ads products, to help them make sure that those
16	A. I'm a director of product management at Google.	16	products were working well, and that they continued to, you
17	Q. Are you married?	17	know, make the revenue that they were supposed to through
18	A. I am, yes.	18	those products.
19	Q. Do you have kids?	19	After about a year-and-a-half of time in that
20	A. We have two children. We have a son who is six years	20	role, I switched over to the product management
21	old and our daughter is three.	21	organization, where I took ownership of the syndicated ads
22	Q. Going back to your job, just summarize for the jury	22	products that are across all of our different partners.
23	what you do in your role at Google?	23	After doing that for about a year-and-a-half, I
24	A. Yes. I sure can. As a director of product	24	grew that role into, you know, still being a product
25	management, it's my responsibility to lay out the strategy	25	manager, but into a broader Search Ads role where I took
			1160
	1160		1162
	Alferness - direct		Alferness - direct
1	Alferness - direct for our products, to understand what the features are that	1	Alferness - direct ownership of a large portion of our Search Ads, products,
2	Alferness - direct for our products, to understand what the features are that we're going to develop, you know, to put those together in a	2	Alferness - direct ownership of a large portion of our Search Ads, products, technologies, businesses, continuing to own those syndicated
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2 3 4	Alferness - direct for our products, to understand what the features are that we're going to develop, you know, to put those together in a timeline. And then I would say most importantly, it's	2 3 4	Alferness - direct ownership of a large portion of our Search Ads, products, technologies, businesses, continuing to own those syndicated ads products. I worked in the Search Ads teams owning the vast
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	1163		1165
	Alferness - direct		Alferness - direct
1	seriously. So I'm here today to represent that on Google's	1	or useful result appear at the top of that stack, and
2	behalf.	2	those results are displayed on what we call a search results
3	Q. Let's talk a little bit about Google's origins. When	3	page.
4	was Google founded?	4	MR. VERHOEVEN: Can we put up DDX-1602, please?
5	A. Google was founded in 1998.	5	BY MR. VERHOEVEN:
6	Q. How big was it when it was founded?	6	Q. Mr. Alferness, what are we looking at here?
7	A. It was just two people. It was Larry Page and Sergey	7	A. This is a very, very early screen shot or image of
8	Brin.	8	the Google Search results page.
9	Q. Where was the first office?	9	Q. And how do you know that?
10	A. That's a good question. One could argue it might	10	A. I was using it at the time. I was finishing up at
11	have been in their dorm room at Stanford, but I think the	11	Cal tech. I was a computer scientist, technologist geek.
12	first formal office was in Susan Grinski's house or her	12	And just about everybody in the community, in the industry,
13	garage.	13	knew about Google and knew about some of the great new
14	MR. VERHOEVEN: Can we have DTX-1601, please?	14	innovations that this search engine was delivering. It
15	BY MR. VERHOEVEN:	15	was oh, I don't know, I would say it's much, much better
16	Q. What's that?	16	than the competition. So I was certainly using it at the
17	A. That's Susan's house with the garage, and then to the	17	time, yes.
18	right you see really a dated picture of Larry Page and	18	Q. Was there any specific technology that Mr. Page and
19	Sergey Brin.	19	Mr. Brin used to build the search engine?
20	Q. So you actually personally know this is the house	20	A. Yes. They built a new technology called page rank.
21	they started the company in?	21	Q. And you describe at a high level for the jury, what
22	A. Oh, absolutely do. I've known Susan Grinski	22	is page rank?
23	basically the whole time I've been at Google. The house is	23	A. So page rank was a novel and new way of not only
24	a piece of Google history and, of course, she doesn't live	24	finding this information, but also sorting the results and
25	there anymore, but occasionally some of the other senior	25	finding the highest quality results. It did so by not just
	1164		1166
	Alferness - direct		1166 Alferness - direct
1	Alferness - direct executives will spend time in the house if they live far	1	1166 Alferness - direct looking at the content on the pages themselves to see how it
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