EXHIBIT 2

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STEPTOE & JOHNSON IP

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March 6, 2009

VIA EMAIL

Ari Rothman, Esq. Venable LLP 575 Seventh Street NW Washington, D.C. 20004 anrothman@venable.com

Re: Beyond Systems, Inc. v. Kraft Foods, Inc., Case No. 8:08-cv-00409 (PJM)

Dear Ari:

I write to memorialize the telephonic meet and confer held on March 5 concerning Plaintiff's Fifth Request for Production of Documents and First Requests for Admissions to Defendants Connexus and Hydra.

Document Requests to Hydra

<u>Plaintiff's Request Nos. 41-45 and 47</u>: As we discussed, Plaintiff and Defendant cannot reach an agreement regarding these Requests. Hydra plans to stand on its objections regarding relevance and burdensomeness. Plaintiff plans to move to compel responses to these Requests.

<u>Plaintiff's Request No. 46</u>: Defendant maintains that Hydra's mailing application is not at issue in the case. Your position is that the application retains copies of emails sent by Hydra and that Mr. Steele testified in deposition that, based on his analysis, Hydra did not send any of the emails at issue. I agreed to discuss this position and follow up with you. BSI has decided not to pursue this Request further.

Plaintiff's Request No. 48: BSI has decided to not pursue this Request.

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Plaintiff's Request No. 49: After our discussion yesterday, BSI has decided not to pursue this Request.

<u>Plaintiff's Request No. 50</u>: As we discussed, the Plaintiff believes this Request is very important. I asked you if there is a way to sufficiently narrow the Request so that Hydra would produce documents in response to this Request. You stated that your client wants specific Requests related to specific domain names, but will not respond to a Request regarding all domain names or all documents having to do with specific domain names. We were unable to come to an agreement. You plan to stand on Hydra's objections. BSI plans to compel a response to this Request.

<u>Plaintiff's Request No. 51</u>: We agreed to narrow this Request to seek: "Documents sufficient to identify every campaign run for one of the following companies or containing an offer for one of the following products . . ." You stated that your client's position regarding this Request is that this Request is overbroad. We were unable to come to an agreement regarding this issue. BSI plans to compel a response to this Request.

Plaintiff's Request No. 52-53: BSI has agreed to not pursue these Requests.

<u>Plaintiff's Request No. 54</u>: We offered to rephrase this Request to: "Documents sufficient to identify for each of your affiliates all campaigns promoted by that affiliate since 2005." We were unable to come to an agreement regarding this issue. BSI plans to compel a response to this Request.

<u>Plaintiff's Request No. 55</u>: I asked you if your investigations have yielded any further information or documents. You stated that you believe BSI has everything from Lynxtrax but that you will follow up regarding the status of the investigations.

Plaintiff's Request Nos. 56-58: BSI has agreed to not pursue this Request.

Document Requests to Connexus

<u>Plaintiff's Request Nos. 41-45 and 47</u>: As we discussed, Plaintiff and Defendant cannot reach an agreement regarding these Requests. Connexus plans to stand on its objections regarding relevance and burdensomeness. Plaintiff plans to move to compel responses to these Requests.

<u>Plaintiff's Request No. 46</u>: We agreed to narrow this Request to seek: "Documents sufficient to show the registration and ownership of the following, or your connection with the following, since 2005." You agreed to follow up regarding our proposed narrowing of this Request after speaking with Connexus.

<u>Plaintiff's Request No. 47</u>: We agreed to narrow this Request to seek: "Documents sufficient to identify every campaign run for one of the following companies or containing an offer for one of the following products" You stated that your client's position regarding this Request is that this Request

is overbroad. We were unable to come to an agreement regarding this issue. BSI plans to compel a response to this Request.

Plaintiff's Request No. 48: BSI has agreed to not pursue this Request.

Plaintiff's Request No. 49: After our discussion yesterday, BSI has decided not to pursue this Request.

Plaintiff's Request No. 50: BSI has agreed to not pursue this Request.

<u>Plaintiff's Request No. 51</u>: We were unable to come to an agreement regarding this Request. BSI plans to compel a response to this Request.

<u>Plaintiff's Request Nos. 52-54</u>: During our discussion I noted that these Requests are clearly relevant to Plaintiff's claims. You stated that you would be willing to provide summary revenue information regarding particular campaigns and that you may be able to provide documents regarding fulfillment, but that you were not sure that you could produce documents regarding attempts because that information is most likely not connected to a particular campaign. You also stated that responsive documents would mostly come from NetBlue because E-market Makers and Connexus do not do fulfillment. In the past you stated that, prior to 2007, NetBlue did not tie fulfillment to particular offers, but that it did after that date. Therefore, please confirm exactly which documents you will be in a position to provide so that we can consider your proposal.

Plaintiff's Request No. 55: BSI has agreed to not pursue this Request.

<u>Plaintiff's Request No. 56</u>: We offered to rephrase this Request to: "Documents sufficient to identify for each of your affiliates all campaigns promoted by that affiliate since 2005." We were unable to come to an agreement regarding this Request. You said your client, regardless of any changes to the language of it, will not produce documents in response to this Request. BSI plans to move to compel a response to this Request.

<u>Plaintiff's Request No. 57</u>: You claimed that your client has already produced revenue information and that Connexus will not produce additional documents regarding revenue. I asked you how the revenue information sought under this Request is different than information already produced by Connexus. You agreed to follow up with your client and get back to me regarding that question.

Plaintiff's Requests for Admission to Connexus

<u>Plaintiff's Request Nos. 7-9</u>: You stated that Request 7 could be answered if rephrased, and that Requests 8-9 were denied because they are not always true. You stated that, if we have any information to the contrary, we can share that with you and you would be willing to reconsider the responses. I agreed to follow up with you regarding rephrasing Request 7.

<u>Plaintiff's Request No. 10</u>: You stated that your client's problem with this Request is not with how the Request is phrased and will not be admitted. You stated that, if we have any information to the contrary, we can share that with you and you would be willing to reconsider the response.

<u>Plaintiff's Request No. 11-12</u>: You stated that these Requests will be answered if rephrased. I agreed to follow up with you regarding rephrased Requests.

<u>Plaintiff's Request No. 14-17</u>: You stated that you will not admit to these Requests as phrased because you are not sure what tracking pixel BSI refers to in the Requests. I agreed to follow up with you regarding rephrased Requests.

<u>Plaintiff's Request Nos. 27-29</u>: We agreed that the problem with these Requests is largely a phrasing issue. I agreed to follow up with you regarding rephrased Requests.

<u>Plaintiff's Request Nos. 44-52</u>: You stated that these Requests need to be rephrased because the network does not advertise. I agreed to follow up with you regarding rephrased Requests.

<u>Plaintiff's Request No. 54</u>: You stated that you have a document that is loosely related to this Request and that you agree to produce that document in support of your response.

<u>Plaintiff's Request No. 59</u>: You stated that Lily Stevens would have information relevant to this Request.

<u>Plaintiff's Request Nos. 71-72</u>: You stated that your client has no further information that is relevant to these Requests.

<u>Plaintiff's Request Nos. 73-75</u>: We have contrary opinions regarding the relevancy of these Requests that we were not able to resolve.

<u>Plaintiff's Request No. 76</u>: I asked you if you have any further information regarding this Request. You stated that the information was something BSI would have to have captured and it is not your client's burden to know or admit that other companies' servers were or were not in California.

<u>Plaintiff's Request No. 77</u>: I asked what you find vague about this Request. You stated that your client is not in a position to know the information required to provide a response to this Request.

<u>Plaintiff's Request Nos. 79-82</u>: You stated that you lack information or records regarding these Requests.

Plaintiff's Request No. 86: Tasked you what is vague about this Request. You believe BSI is asking about a legal term of art and want clarification regarding the definition of "internet service provider".

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<u>Plaintiff's Request Nos. 94-101</u>: You stated that your client cannot render the emails provided by BSI and so will not have information regarding these Requests.

<u>Plaintiff's Request Nos. 102-110</u>: We have contrary opinions regarding the relevancy and burdensomeness of these Requests that we were not able to resolve.

<u>Plaintiff's Request Nos. 168-71:</u> You stated that your client denied these Requests because Plaintiff did not phrase the questions in terms of "emarketpanel.com" and "emarketmaker.com."

<u>Plaintiff's Request Nos. 195-198</u>: I asked what is vague about these Requests. We discussed what BSI is seeking, and you stated that if we could rephrase the Requests to seek more targeted information, you would be willing to consider providing revised responses. I agreed to follow up with you regarding rephrased Requests.

<u>Plaintiff's Request Nos. 199-200</u>: You stated that your client denied these Requests because Plaintiff did not phrase the questions in terms of "YFDirect.com" and "bigwin.com."

<u>Plaintiff's Request No. 201</u>: You stated that we might receive the information we need regarding this Request in the next production of documents. You said that you were willing to revisit the response to this Request after we receive the documents.

Plaintiff's Requests for Admission to Hydra

<u>Plaintiff's Request Nos. 10 and 12</u>: You explained to me why Requests 10 and 12 were denied and I told you that I understood your clients' responses.

<u>Plaintiff's Request Nos. 14-17</u>: You stated that you will not admit to these Requests as phrased because you are not sure what tracking pixel BSI refers to in the Requests. I agreed to follow up with you regarding rephrased Requests.

<u>Plaintiff's Request Nos. 27-29</u>: We agreed that the problem with these Requests is largely a phrasing issue. I agreed to follow up with you regarding rephrased Requests.

<u>Plaintiff's Request Nos. 44-92</u>: You stated that Hydra does not advertise, and that these Requests need to be rephrased.

<u>Plaintiff's Request Nos. 139-142</u>: You stated that your client denied these Requests because Plaintiff did not phrase the questions in terms of "LTPIC.com" and "IMGLT.com."

<u>Plaintiff's Request Nos. 171</u>: You stated that your client has no more information regarding this Request.

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<u>Plaintiff's Request No. 173-176</u>: We have contrary opinions regarding the relevancy of these Requests that we were not able to resolve.

<u>Plaintiff's Request No. 177:</u> I asked you if you have any further information regarding this Request. You stated that the information was something BSI would have to have captured and it is not your client's burden to know or admit that other companies' servers were or were not in California.

<u>Plaintiff's Request No. 178</u>: You stated that your client is not in a position to know the information required to provide a response to this Request.

<u>Plaintiff's Request Nos. 180-183</u>: You stated that these Requests could be answered if rephrased. I agreed to follow up with you regarding rephrased Requests.

<u>Plaintiff's Request No. 187</u>: I asked you what is vague about this Request. You believe BSI is asking about a legal term of art and want clarification regarding the definition of "internet service provider".

<u>Plaintiff's Request No. 188</u>: I asked you why Hydra responded that this Request was vague when Connexus denied the Request. You agreed to consider revising your response to this Request.

<u>Plaintiff's Request Nos. 191-198</u>: You claim that you cannot provide a response to this Request because you contend that the way in which the Plaintiff rendered the emails makes them unreliable.

<u>Plaintiff's Request Nos. 199-208</u>: We have contrary opinions regarding the relevancy and burdensomeness of these Requests that we were not able to resolve.

Onorato Letter of March 2, 2009

We discussed the letter sent to you by Tony Onorato, addressing each issue by paragraph number. You responded to the letter by stating that you believe the issues addressed in the letter merit a telephone conference with Tony to answer questions and deal with various issues. With regard to each paragraph in the letter, you responded:

<u>Paragraph 1</u>: You said that you were in a position to produce responsive documents but would like to know when Tony will have confidentiality designations for Joe Wagner's deposition transcript. You also stated that you do not agree with Paul Wagner's position that de-designations to his deposition will be provided after the entire deposition is concluded.

Paragraph 2: You stated that this requires a telephone conversation with Tony.

Paragraph 3: You said that you will likely hold to your objections but that more research must be conducted before you can make a decision.

<u>Paragraph 4</u>: You stated that this requires discussion because you are not sure what Tony refers to in this paragraph. You stated that you did not remember discussing the "referenced accounting documents" and did not know what they were.

<u>Paragraph 5</u>: You said that you need the portion of the relevant deposition transcript discussing the archived log files in order to know which documents BSI is seeking.

<u>Paragraph 6</u>: You agreed to produce a two-page document related to Chopra. You stated further that you need to ask the plaintiff's counsel in *Phillips v. Netblue* if you may produce the Chan Exhibit 33 and Denton Exhibit 32 from that case, which were designated "Attorney's Eyes Only". You acknowledged that other documents exist pertaining to *Phillips v. Netblue*, but that your client does not have them in its possession, custody or control.

<u>Paragraph 7</u>: You stated that this requires discussion because you are not sure what Tony refers to in this paragraph. You believe that we would have to seek these documents from NetBlue's counsel.

Paragraph 8: You stated that you have an email to produce regarding Request for Production No. 32.

<u>Paragraph 9</u>: In order to respond to this Request, you asked that BSI or someone from Steptoe & Johnson help you understand the "curl" files and show you how to extract the affiliate identification numbers from them because it was not clear to you how one can know that a given "curl" file is related to a given email at issue.

<u>Paragraph 10</u>: You stated that your client does not have the merger documents requested. You stated that you would not object to the fact of us issuing a third-party subpoena to attempt to get copies of these documents.

<u>Paragraph 11</u>: You stated that you will give us additional insertion orders and similar documents but not further financial information.

Please let me know if I have misstated your position in any respect or if you have a different recollection regarding any of the above.

Sincerely,

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Jennie L. Kneedler

STEPTOF & JOHNSON

Ari Rothman, Esq. March 2, 2009 Page 8

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ce: Thomas M. Barba, Esq. Stephen H. Ring, Esq. Mike Rothman, Esq. Anthony A. Onorato, Esq.