AddictingClips Overview

Updated 4/10/06

1. OVERVIEW

AddictingClips is a leading user-generated entertainment service, enabling consumers to upload, host, and share their video clips, cartoons, and Flash games.

At launch (3/30/06), AddictingClips is the most versatile and entertaining user-generated entertainment service, giving users more ways to share more types of content. With strong support from Atom Entertainment staff and Web properties, it has the potential to be the most successful business in the category.

2. CONTENT OPERATIONS

Content uploaded to AddictingClips is immediately published on the public site without an editorial review. Thus, AddictingClips fits the Digital Millenium Copyright Act's definition of a "passive conduit," which provides end users with a platform for self-expression and creativity without editorial control by a third party.

After content is published on AddictingClips, the site community provides feedback on the content which dictates its future.

- <u>Positive Feedback</u>: A small percentage of the site's most successful content, as evidenced by high user ratings or a large number of views, is eligible to earn further promotion. This content is reviewed by AddictingClips staffers who gauge its entertainment value. Some of this reviewed content earns promotion in the site's "Featured Clips" area, and some of it is selected to earn money and further distribution through the "Cash For Clips" program.
- <u>Negative Feedback</u>: If members report that a certain clip violates Section 4 of the Atom Entertainment Terms of Service, that clip is promptly reviewed by AddictingClips customer support and/or legal staff. If the content is found to be obscene or illegal, it is promptly removed from the site.

Specifically, Section 4 of the Terms of Service states that users cannot upload content that is_"indecent, libelous, defamatory, obscene, threatening, invasive of privacy or publicity rights, abusive, illegal, harassing, contain expressions of hatred, bigotry, racism or pornography, or are otherwise objectionable, or that would constitute or encourage a criminal offense, violate the rights of any party or violate any law...[or] infringe the copyright, trademark, publicity/privacy right or other intellectual property right of any third party." The full text of the Terms of Service are available at this URL: http://www.atomentertainment.com/asw_ieqal_terms.htm.

3. KEY FEATURES OF ADDICTING CLIPS

- A. <u>Upload your clips to the Web immediately</u>
 - Video, Flash animation, Flash games
 - From your computer or cell phone
- B. Share your clips online
 - Upload for the world to see (or just your friends)
 - Embed or link clips on your own site
 - · Create Friends lists
- C. Personalize and customize

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- Get "My AC" -- your own video homepage
- Collect your own clips and other favorites
- Get feeds of new clips in your interest areas

D. <u>Earn money and recognition</u>

- Our top clips get distributed to AtomFilms the leading channel for original shortform entertainment
- tTop clips get paid through our Cash For Clips program

E. <u>Use our video search & directory tools to discover thousands more clips</u>

- Our directory contains thousands of clips from around the Web, editorially selected for their entertainment value
- Want more? Use our video search engine to scour the entire web

4. COMPETITIVE POSITIONING

Many sites offer video sharing functionality, but AddictingClips stands alone as the most versatile and entertaining service in the category:

AC is more versatile

- o We accept Flash animation and Flash game uploads, in addition to video
- o We accept video uploads directly from cell phones

AC is more comprehensive

- In addition to showcasing the best clips from AC Members, we direct users to watch the best clips on other sites
- o We have a video search engine that crawls the entire Internet

AC is the place to get seen and get paid

- o We have millions of entertainment fans on the site every month
- Our top clips get distributed to AtomFilms the Web's leading channel for original short-form entertainment
- o Top clips get paid through our Cash For Clips program

• AC is more fun

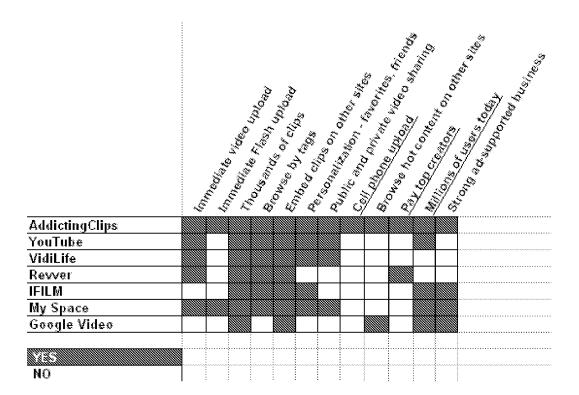
- We're all about entertainment, while many sites focus on personal media. A clip that is truly "addicting" appeals to more than just family and friends!
- o Our members include a disproportionate number of entertainment creators

• AC is a real business

- From Atom Entertainment's family of successful and profitable entertainment destinations
- A partner site to AddictingGames, which boasts over 6,000,000 monthly uniques (Comscore), primarily young men
- Support from AtomFilms "the web's best pit stop for fun" (BusinessWeek), with over 4,000,000 monthly unique users (Comscore)
- Atom Entertainment's large direct sales force will ensure that big brands who want to be a part of user-generated-entertainment do it with us!

5. FEATURE COMPARISON (Updated 3/27/06)

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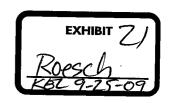
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Contact Information Disclosure. Atom Entertainment's name and street address is Atom Entertainment, Inc., 225 Bush Street, Suite 1200, San Francisco, CA 94104 and Atom Entertainment's telephone number is 415-503-2400. If you are a California resident, you may have this same information emailed to you by sending a letter to the foregoing address with your email address and a request for this information. The Complaint Assistance Unit of the Division of Consumer Sites of the Department of Consumer Affairs may be contacted at 400 R Street, Sacramento, CA 95814 or (800) 952-5210.

Last Updated on January 12, 2006.

http://web.archive.org/web/20060128004557/http://www.atomfilms.com/ http://web.archive.org/web/20060128004557/http://www.shockwave.com/ | http://web.archive.org/web/20060128004557/http://www.gameblast.com/ http://web.archive.org/web/20060128004557/http://www.addictinggames.com/ [http://web.archive.org/web/20060128004557/http://www.addictingclips.com/

Subject: RE: review AC policies

From: "Brendan Jackson" <EX:/O=ATOMSHOCKWAVE/OU=SAN FRANCISCO/CN=

RECIPIENTS/CN=BJACKSON>

To: Scott Roesch

Cc: Date: Thu, 08 Mar 2007 01:17:15 +0000

I'll set something up for next week.

My first impressions until we chat next:

- 1) I think we should keep this as an option at least through Phase 1. If in Phase 2 we clearly spell out in our value prop that this is a place where you come to put your content on display, hence no private settings, then we should reevaluate then. Currently 25% of our volume (about 6000 clips) are set to private or friends and family.
- 2) I think we should get rid of the ads that are of entertainment value, which is of course highly subjective. I'll think about this a bit more and we can chat more in depth next week. I think this is something that gets rolled into our moderation strategy.

Brendan

_ _

From: Scott Roesch

Sent: Wednesday, March 07, 2007 5:36 AM

To: Brendan Jackson Subject: review AC policies

Let's circle back soon (maybe not today but definitely next week) on a couple of things:

- 1) Private clip sharing do we want to continue allowing this? It would be great to find out what % of new content is now being shared privately vs publicly can you do that? From eyeballing the site it seems that at times the private sharing outweighs the public stuff (this morning for example).
- 2) Ads / promos do we want to continue allowing all advertisements and promos? Certain ads are cool/funny and definitely belong but we are being used as free bandwidth for SEO companies, car companies, and many more. It seems to me that these clutter the site and get in the way of users looking for entertainment.

There are probably more issues like these to resolve - maybe your project plan needs a line item for this kind of stuff?

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Paid Search and Contextual Monetization - Action Plan

Team kick-off document October 13, 2006

VIA16465948

AGENDA FOR TODAY'S DISCUSSION

- Update on current initiative
- Overview of objectives
- Discussion of open items, concerns, other

Objectives for MTVN on site paid search and contextual ad monetization

- Maximize monetization opportunity from on-site paid search (sponsored links) and contextual ad placements
 - -Secure upfront **guarantees** against performance
 - -Ensure **maximum revenue share** by shopping a network-wide deal
 - -Deliver upside opportunity through performance based tiering
- Secure operational improvements and cost benefits from onsite search
 - -Determine and weigh off **user benefits** from new provider e.g., Google Appliance, Yahoo! hosted indexing
 - -Receive dedicated **technical support** and account management
 - -Determine potential for improvements in external indexing (ie site maps for SEO)
 - -Determine potential for customer **analytics support** for high-traffic low monetization sites (e.g., NeoPets)

Approach to negotiations

Approach:

- Leverage our scale (#10 network, 140M 7.2B PVs) to secure maximum opportunity - requires a uniform approach
- Weigh off monetization and potential operational benefits (e.g., Google **Appliance, Google Analytics)**
- Ensure fast turn around and deal close
- Use competitive threat for maximum value (communicated to Yahoo, MSN, Google)
- Sites need to be approached individually for implementation though expectation is that participation is default (implementation style TBD by site i.e., where sponsored links appear on which pages, etc)

Concerns

- Sponsored links and contextual ads can often be a source of competitor advertising; most providers do have blocking but efficacy TBD
- As with all DR, traffic is directed offsite

RFP Key Parameters - Questions

- 1. General overview of partner's **approach** to search & content monetization, and **partner differentiation** from the competition (scale, technology, experience, etc.).
- 2. Description of the various **ad products** (CPC, CPM, CTP, CPA, etc.) offered by partner, and partner's available **targeting methodologies** to providing the most relevant and effective results (contextual, demographic, psychographic, etc.) and how these apply to MTVN properties.
- 3. Overview of partner's ad network (size, spend, reach, vertical strength(s)).
- **4.** Key **clients/case studies that relate to MTVN's properties** (e.g., entertainment) that help demonstrate partner's approach to maximizing ad revenue for MTVN & enhancing MTVN's **user experience**.
- 5. Partner's suggested aggressive, moderate, and conservative placements on page types and how those placements affect business terms.
- 6. Proposed **key deal terms** (financial terms, length of agreement, MTVN requirements/restrictions/deliverables, other).
- Overview of reports and information that will be accessible once MTVN has implemented partner's services.
- 8. Description of partner **resources dedicated to the MTVN relationship** for optimization, trouble-shooting, introduction to additional opportunities, etc.
- **9.** Operational benefits and user experience enhancements from onsite search and support; methodology; potential improvements to external search indexes
- **10.**Timeline and key components to implementation
- 11. Any **other information** partner thinks may be relevant or unique that partner can bring to a relationship with MTV Networks

VIA16465952

Team Charter - Overview

Objectives

Maximize **monetization** opportunities with upfront guarantees and performance based triggers

Enhance onsite **user experience** through improved search relevance

Improve **external indexing** through standardized data feeds and linking structures

Team members:

- Adam Cahan
- Lili Cunningham
- Blair Harrison
- Brad Herman
- Courtney Holt
- Beth Lewand
- Nick Rockwell
- Mika Salmi
- Nada Stirratt
- Caleb Weinstein
- Michael Wolf Sponsor

Success metrics

- Time to implementation
- Revenue goals
- Improved onsite search
- Improved external relevance

<u>Timeline and mil</u>				
Steps	Due date	Open issues		
• Team Kick-off	10/13	Site concerns		
• Data/ requirements	10/13	 Global data and expected growth 		
RFP	10/13	•		
Partner - demo	10/12	•		
Negotiation	XX	•		
Deal close	xx	•		
Implementation	xx	•		

Site overview and stats -(1/2)

Site	Uniques	PageViews	Image Ad	Comments/ Requirements
MTV	18.0M	231M		
MTV2	0.8M	5.8M		
MTVu	0.5M	2.6M		
VH1	7.7M	93.6M		
СМТ	3.4M	57.8M		
LOGO	0.3M	2.4M		
GAMETRAILERS	3.3M	32.3M		
XFIRE	2.4M	16.0M		
IFILM	8.8M	34.0		
ATOMFILMS	4.5M	16.0M		
SHOCKWAVE	27.6M	119.6M		
ADDICTINGCLIPS	5.0M	12.3M		

Source: Internal Logs, 3 month avg through August

Site overview and stats -(2/2)

Site	Uniques	PageViews	Image Ads (Growth/ Comments
NICK	15.1M	359.0M		
NICKJR	7.2M	230.0M		
NOGGIN	1.5M	36.9M		
ADDICTING- GAMES	11.5M	209.1M		
PARENTS- CONNECT	TBD	TBD		SITE LAUNCH
COMEDY CENTRAL	4.9M	64.3M		
TVLAND	0.4M	4.6M		SITE RELAUNCH
THE-N	2.1M	1.8M		
GOCITY KIDS	0.6M	3.0M		
TOTAL	140M	7.2B		

Source: Internal Logs, 3 month avg through August

Next steps and open issues

Open issues:

• To discuss today.

Immediate next steps

- OnGoing negotiations with Google
- Opened discussion with Yahoo!
- Alerted MSN

AddictingClips Overview

Updated 4/18/06

1. OVERVIEW

AddictingClips is a leading user-generated entertainment service, enabling users to upload, host, and share their video clips, cartoons, and Flash games.

At launch (3/30/06), AddictingClips is the most versatile and entertaining user-generated entertainment service, giving users more ways to share more types of content. With strong support from Atom Entertainment staff and Web properties, it has the potential to be the most successful business in the category.

2. CONTENT OPERATIONS

Content uploaded to AddictingClips is immediately published on the public site without an editorial review. Thus, AddictingClips is a "passive conduit," which provides end users with a platform for self-expression and creativity without being subject to editorial control by a third party.

After content is published on AddictingClips, the site community provides feedback on the content which dictates its future.

- <u>Positive Feedback</u>: A small percentage of the site's most successful content, as
 evidenced by factors such as high user ratings or a large number of views, is reviewed
 by AddictingClips staffers. Some of this reviewed content is slotted in the site's "Featured
 Clips" area, and some of it is selected to earn money and further distribution through the
 "Cash For Clips" program.
- <u>Negative Feedback</u>: If members report that a certain clip violates the Atom Entertainment Terms of Service, that clip is promptly reviewed by AddictingClips customer support and/or legal staff. If the content is found to be illegal, it is promptly removed from the site.

Specifically, the Terms of Service states that users cannot upload content that is "indecent, libelous, defamatory, obscene, threatening, invasive of privacy or publicity rights, abusive, illegal, harassing, contain expressions of hatred, bigotry, racism or pornography, or are otherwise objectionable, or that would constitute or encourage a criminal offense, violate the rights of any party or violate any law...[or] infringe the copyright, trademark, publicity/privacy right or other intellectual property right of any third party." The full text of the Terms of Service are available at this URL: http://www.atomentertainment.com/asw legal terms.htm.

3. KEY FEATURES OF ADDICTING CLIPS

- A. Upload your clips to the Web immediately
 - · Video, Flash animation, Flash games
 - · From your computer or cell phone
- B. Share your clips online
 - Upload for the world to see (or just your friends)
 - · Embed or link clips on your own site
 - Create Friends lists



C. Personalize and customize

- Get "My AC" -- your own video homepage
- · Collect your own clips and other favorites
- · Get feeds of new clips in your interest areas

D. Earn money and recognition

- Our top clips get distributed to AtomFilms the leading channel for original shortform entertainment
- Top clips get paid through our Cash For Clips program

E. <u>Use our video search & directory tools to discover thousands more clips</u>

- Our directory contains thousands of clips from around the Web, editorially selected for their entertainment value
- · Want more? Use our video search engine to scour the entire web

4. COMPETITIVE POSITIONING

Many sites offer video sharing functionality, but AddictingClips stands alone as the most versatile and entertaining service in the category:

AC is more versatile

- o We accept Flash animation and Flash game uploads, in addition to video
- We accept video uploads directly from cell phones

AC is more comprehensive

- In addition to showcasing the best clips from AddictingClips users, we direct users to watch the best clips on other sites
- We have a video search engine that crawls the entire Internet

• AC is the place to get seen and get paid

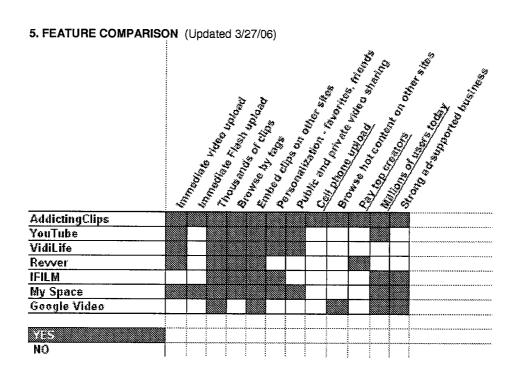
- o We have millions of entertainment fans on the site every month
- Our top clips get distributed to AtomFilms the Web's leading channel for original short-form entertainment
- o Top clips get paid through our Cash For Clips program

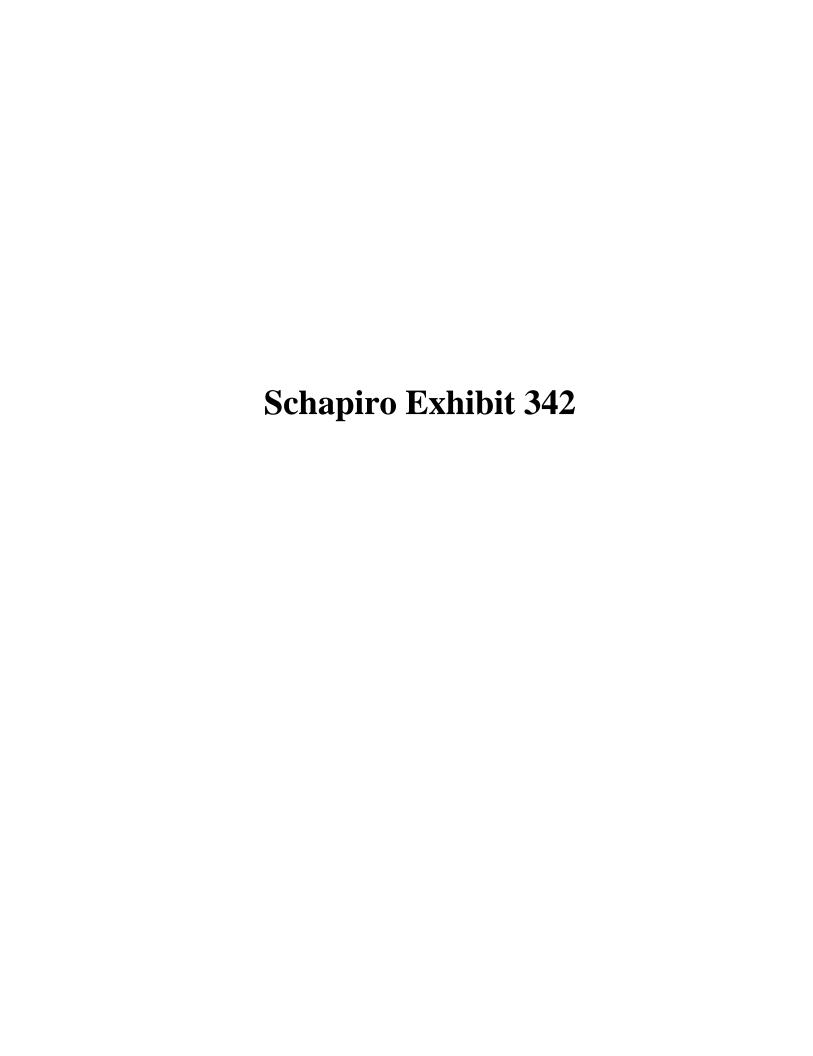
AC is more fun

 Because AC is a part of Atom Entertainment, a disproportionate amount of our users are entertainment fans and/or creators, who tend to upload content that is more creative and fun. A clip that is truly "addicting" appeals to more than just family and friends!

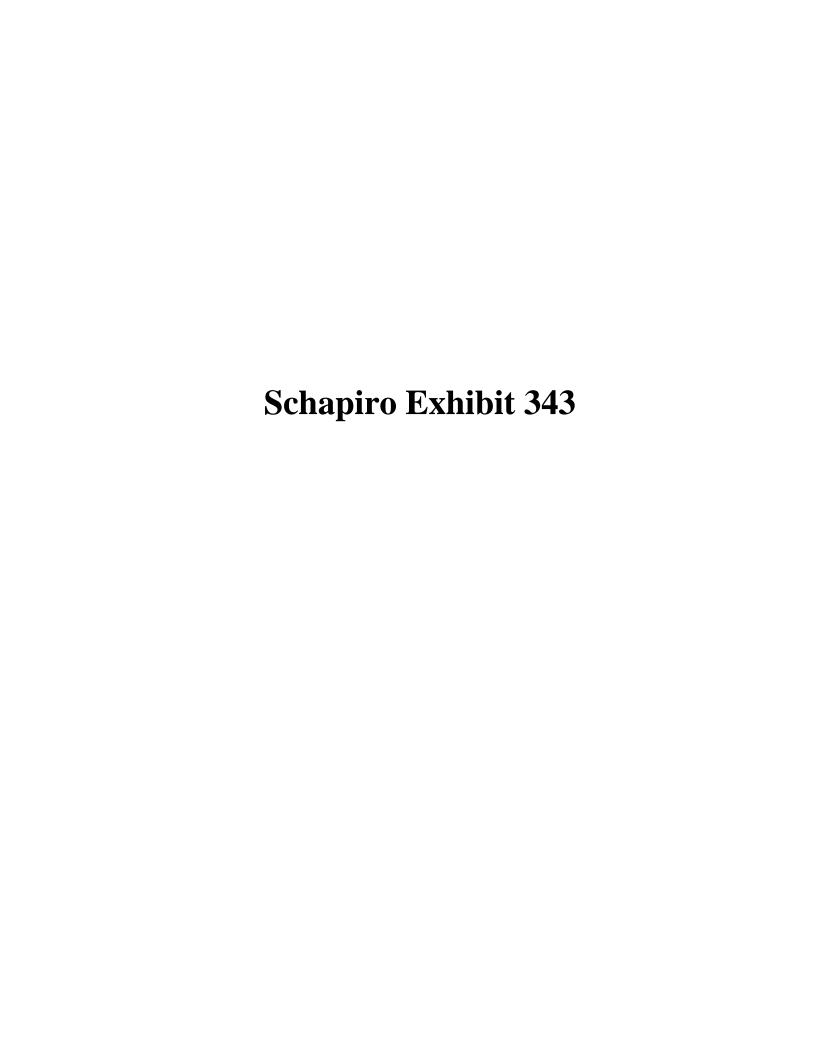
AC is a real business

- The service is supported by Atom Entertainment's family of successful and profitable entertainment destinations and their related audiences.
- A partner site to AddictingGames, which boasts over 6,000,000 monthly uniques (Comscore), primarily young men
- Support from AtomFilms "the web's best pit stop for fun" (BusinessWeek), with over 4,000,000 monthly unique users (Comscore)
- Atom Entertainment's large direct sales force will ensure that big brands who want to be a part of user-generated-entertainment do it with us!





I	edacted at the request of Plaintiffs pending a meet and confer if applicable, further action of the Court.	and,



I	edacted at the request of Plaintiffs pending a meet and confer if applicable, further action of the Court.	and,

From: Rockwell, Nick < Nick.Rockwell@mtvn.com> Date: Wed, 14 Mar 2007 18:14:41 -0400 Jackson, Brendan - Atom Entertainment

 bjackson@atom.com>, To: Sanders, Joel - Atom Entertainment < jsanders@atom.com>, Murphy, Luke \(MTVi\) <Luke.Murphy@mtvn.com>, Goldstein, Glenn <Glenn. Goldstein@mtvn.com> Roston, Adrian - iFilm <Adrian.Roston@mtvstaff.com>, <sroesch@ Cc: atom.com> Subject: Re: implementing Audible Magic for Addictingclips.com Not really- it's more like "we have to do this". So even if that still needs debating let's at least start the impl process so we _can_ do it... ---- Original Message -----From: Jackson, Brendan - Atom Entertainment To: Sanders, Joel - Atom Entertainment; Rockwell, Nick; Murphy, Luke (MTVi); Goldstein, Glenn Cc: Roston, Adrian - iFilm; Roesch, Scott - Atom Entertainment Sent: Wed Mar 14 17:44:27 2007 Subject: RE: implementing Audible Magic for Addictingclips.com Originally this was going to be set up as a test of the Audible Magic service – is this still the case? Thanks -Brendan From: Sanders, Joel - Atom Entertainment Sent: Wednesday, March 14, 2007 2:34 PM To: Rockwell, Nick; Murphy, Luke (MTVi); Goldstein, Glenn; Jackson, Brendan - Atom Entertainment Cc: Roston, Adrian - iFilm; Roesch, Scott - Atom Entertainment Subject: RE: implementing Audible Magic for Addictingclips.com Pulling our AddictingClips Product Manager - Brendan Jackson - into this email chain. Thanks! Joel Sanders Director of Product Management, AtomFilms **MTV Networks** 225 Bush Street, Suite 1200 San Francisco, CA 94104 From: Rockwell, Nick Sent: Wednesday, March 14, 2007 2:23 PM To: Murphy, Luke (MTVi); Goldstein, Glenn Cc: Sanders, Joel - Atom Entertainment; Roston, Adrian - iFilm Subject: RE: implementing Audible Magic for Addictingclips.com Adrian - can you help Luke out? thx

From: Murphy, Luke (MTVi)

Sent: Wednesday, March 14, 2007 5:22 PM To: Rockwell, Nick; Goldstein, Glenn

Cc: Sanders, Joel - Atom Entertainment

Subject: RE: implementing Audible Magic for Addictingclips.com

I can work with Joel for the RealityDigital implementation - so code from Adrian would help.

Thanks +

Luke

Luke Murphy VP Technology MTV Networks Online w - 212-846-3209

From: Rockwell, Nick

Sent: Wednesday, March 14, 2007 4:49 PM To: Goldstein, Glenn; Murphy, Luke (MTVi)

Subject: implementing Audible Magic for Addictingclips.com

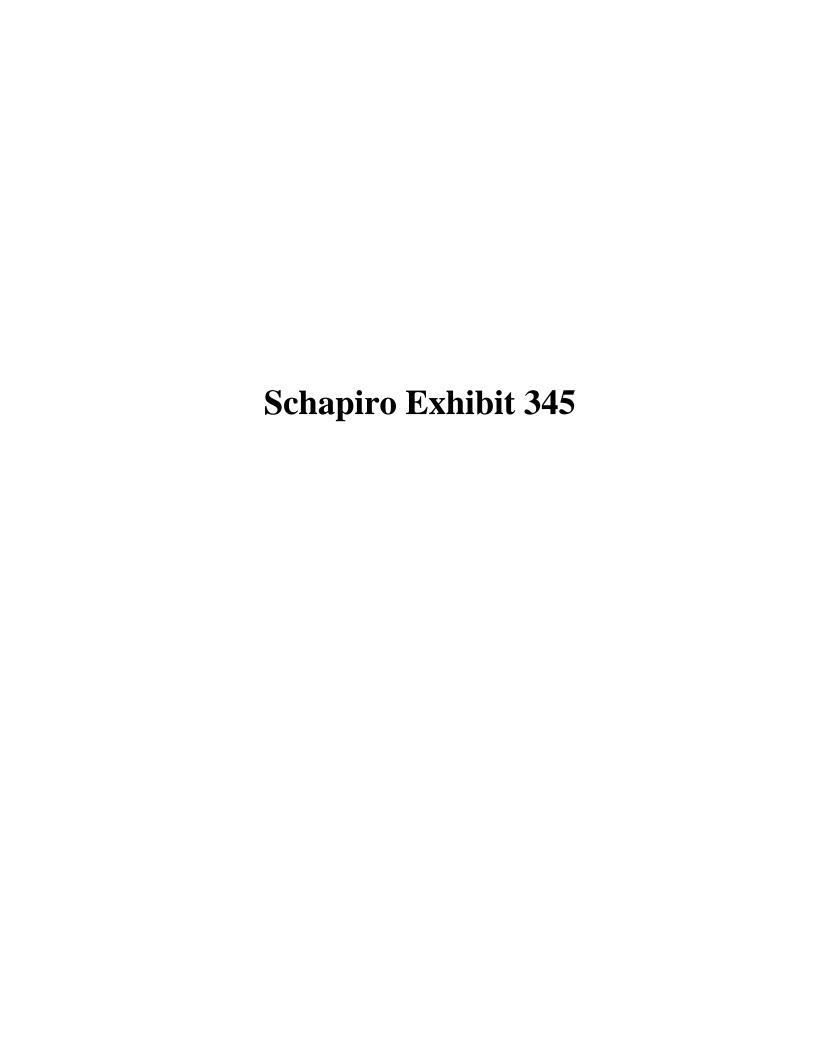
HI – so we need to do this. How do you want to go about it? To be clear, this is to screen user uploads against AM's database. Adrian has implemented this at iFIIm... and can give advice

Google stuff is increasing the pressure to get this done.

Nick Rockwell SVP & CTO, MTV Networks Digital Media Technology

p: (212) 846-3245

e: nick.rockwell@mtvn.com



I	edacted at the request of Plaintiffs pending a meet and confer if applicable, further action of the Court.	and,