

Message

---

**From:** Allen Harkness [AHarkness@mpegla.com]  
**Sent:** 5/7/2015 5:46:31 PM  
**To:** Connors, Michele [Michele\_Connors@DELL.com]  
**CC:** Dean Skandalis [DSkandalis@mpegla.com]  
**Subject:** RE: MPEG LA and DisplayPort Patent Portfolio License

Dear Michele,

Thank you for letting me know that you are available for a call next Thursday. I have sent a meeting invitation that includes the call-in information. Please let me know if you have any specific questions ahead of the call and I look forward to speaking with you.

Best regards,  
Allen

---

**From:** Michele\_Connors@DELL.com [mailto:Michele\_Connors@DELL.com]  
**Sent:** Wednesday, May 06, 2015 10:06 PM  
**To:** Allen Harkness  
**Cc:** Dean Skandalis  
**Subject:** RE: MPEG LA and DisplayPort Patent Portfolio License

Dear Allen,

I can be available next Thursday, May 14 at 9:30 am CT. Please send a meeting invite with call-in info.

Thanks,  
Michele

---

**From:** Allen Harkness [mailto:AHarkness@mpegla.com]  
**Sent:** Wednesday, May 06, 2015 2:54 PM  
**To:** Connors, Michele  
**Cc:** Dean Skandalis  
**Subject:** RE: MPEG LA and DisplayPort Patent Portfolio License

Hi Michele,

Thank you for your message and for letting me know that you are not available for a call this week.

It would be helpful to have an introductory phone call to explain how the DisplayPort License provides coverage to end products and to address any questions on how it applies to Dell. For example, MPEG LA offers the DisplayPort License to any party that would benefit from coverage under the License. But, to be clear, the DisplayPort License only provides coverage for the Licensee's own end products. Please see Section 1.9 where it defines a DP Product as "an End User product in whatever form that implements the DP Specification and is contained in a product or thing (such as a mobile phone, tablet, television, set top box, computer, digital/personal video recorder, optical disc player or recorder, game console, apps, etc.) which product bears the brand name that Licensee owns or otherwise has the right to use at Licensee's discretion or bearing no brand-name if the decision to do so is at the discretion of Licensee."

With that in mind, simply let me know a day and time when you are available and I will be happy to arrange a call and provide a call-in number for your team.

In the meantime, we are still working on the list of the Licensees to the DisplayPort License and plan to post the names to our website in the near future. But we are communicating with all parties that offer end products with DisplayPort functionality.

I look forward to hearing from you and to speaking with you further about the DisplayPort License.

Best regards,  
Allen

Allen Harkness  
Director, Global Licensing  
MPEG LA

---

**From:** [Michele Connors@DELL.com](mailto:Michele_Connors@DELL.com) [[mailto:Michele\\_Connors@DELL.com](mailto:Michele_Connors@DELL.com)]  
**Sent:** Wednesday, May 06, 2015 3:12 PM  
**To:** Allen Harkness  
**Cc:** Dean Skandalis  
**Subject:** RE: MPEG LA and DisplayPort Patent Portfolio License

Dear Allen,

I received your voicemail – but my schedule is tied up this week. Can you please provide an agenda for the proposed call so I know how much time to allocate and whether to include anyone else?

Thanks,  
Michele

---

**From:** Connors, Michele  
**Sent:** Monday, April 27, 2015 1:13 PM  
**To:** 'Allen Harkness'  
**Cc:** Dean Skandalis  
**Subject:** RE: MPEG LA and DisplayPort Patent Portfolio License

Dear Allen,

Thanks for your email. As noted, Dell can be available to learn more about the issues raised in your letter – but please provide us with a list of companies with whom you already have licenses and/or are on your list of potential licensees as there is likely overlap with Dell's suppliers for this technology.

We'd also like clarification regarding your comment that Dell's suppliers cannot provide coverage for end products. The draft license you included indicates that the license is "available to any party desiring a license on a non-discriminatory basis," and principles of exhaustion also come into play.

Best regards,  
Michele

---

**From:** Allen Harkness [<mailto:AHarkness@mpegla.com>]  
**Sent:** Tuesday, April 07, 2015 11:04 AM  
**To:** Connors, Michele  
**Cc:** Dean Skandalis  
**Subject:** RE: MPEG LA and DisplayPort Patent Portfolio License

Dear Michele,

Thank you for your message to Dean regarding the DisplayPort License. I am pleased to now be in touch with you and will be happy to assist you.

To begin, I wanted to clarify that the party offering the branded end product in finished form concludes our DisplayPort License and pays the applicable royalties. This is a similar structure to our MPEG-2 License to which Dell is already a Licensee. An upstream supplier cannot conclude our License in order to provide coverage for the end products offered by its customers. Therefore, in the case where Dell is offering its own end product with DisplayPort functionality, Dell will need to conclude the License with MPEG LA directly in order to receive coverage.

Meanwhile, we are currently working on the list of Licensees and plan to include it on our website soon.

For your easy reference, I have attached a copy of the DisplayPort Patent Portfolio License along with some background materials. Please let me know if you would also like to receive another execution copy of the License.

And of course, if I can be of further assistance with anything else, please let me know.

Best regards,  
Allen

Allen Harkness  
Director, Global Licensing  
MPEG LA  
5425 Wisconsin Avenue  
Suite 801  
Chevy Chase, MD 20815  
U.S.A.  
Tel: (+1)-301-986-6660  
Fax: (+1)-301-986-8575  
Email: [aharkness@mpegla.com](mailto:aharkness@mpegla.com)  
<http://www.mpegla.com>

---

**From:** [Michele\\_Connors@DELL.com](mailto:Michele_Connors@DELL.com) [[mailto:Michele\\_Connors@DELL.com](mailto:Michele_Connors@DELL.com)]  
**Sent:** Friday, April 03, 2015 2:15 PM  
**To:** Dean Skandalis; Allen Harkness  
**Subject:** MPEG LA and DisplayPort Patent Portfolio License

Dear Mr. Skandalis,

Your letter to Mr. Anson regarding the DisplayPort Patent Portfolio License has been forwarded to my attention. Going forward, you can contact me directly regarding this issue.

We are happy to discuss the issues raised in your letter. We feel that it would be more productive for you to provide us with a list of companies with whom you already have licenses or are on your list of potential licensees as there is likely overlap with Dell's suppliers for this technology.

Best regards,  
Michele

---

**Michele K. Connors**  
Senior Counsel  
**Dell** | Legal - Intellectual Property, Patents  
One Dell Way, MS RR1-33  
Round Rock, Texas 78672 USA  
office +1 512 728 3186, fax +1 512 283 2972  
email [Michele\\_Connors@Dell.com](mailto:Michele_Connors@Dell.com)