In The Matter Of:

ARISTA RECORDS, LLC, ET AL v. LIME WIRE, LLC, ET AL

TRIAL May 6, 2011

SOUTHERN DISTRICT REPORTERS
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     UNITED STATES DISTRICT COURT
     SOUTHERN DISTRICT OF NEW YORK
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     ARISTA RECORDS, LLC. et al.,
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                       Plaintiffs.
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                                               06 Civ. 5936 (KMW)
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     LIME WIRE, LLC, et al.,
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                       Defendants.
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                                                     May 6, 2011
9:55 a.m.
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     Before:
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                                HON. KIMBA M. WOOD
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                                                  District Judge
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                                    APPEARANCES
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MR. KLAUS: And then I will confer with my colleagues on the former point and we can report back to you, probably Monday.

4 THE COURT: Good. Ideally, if you could put together that list if someone perhaps who isn't here in court could put together that list, show it to defense counsel today, that is, the list of everything today that is what plaintiffs did to try to monitor infringement. I know there was the Nielsen-type 9 survey.

MR. KLAUS: There is the NPD study which will the 10 11 subject of testimony -- it was the subject of Mr. Bainwol's testimony. It will be the subject of Dr. Waterman's testimony next week. And, just so your Honor knows, anything that we found a record of one of these 412 effective works in the data that Dr. Waterman relied on, the NPD data, we have, in accordance with your Honor's order interpreting Section 412, excluded those from our list and excluded those numbers from Dr. Waterman's total count of the minimum number of infringements that he found. 19

THE COURT: I'm sure if I were to go back and look at what you sent me on this I would understand what you just said. I don't understand it yet. If you could put it all in a letter that you then show defense counsel? This would help me.

Let me mention one other point. If counsel, any 25 counsel, can provide me with any more decisions where a Court

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(Trial resumed; jury not present) 1

THE COURT: Good morning, please have a seat. I know 3 it is early but it seems like there is enough counsel here for

4 me to mention this.

5 We don't yet have all the jurors.

I have been considering the Section 412 issue and I 7 realized as evidence was coming in yesterday that I don't think 8 I have a full list, that is a factual list, of what plaintiffs 9 did to monitor any infringement by Lime Wire. I'm getting bits and pieces but I would like to have a full list of everything you did and then to have you, I mean plaintiffs, once that list

has been put together, I would like to have you show it to

defense counsel and then have defense counsel tell me what more

plaintiffs could have done. 14

15 I also don't know, and I apologize, this might be in the record somewhere, but I don't know precisely what 17 defendants purportedly did to mask or avoid revelation of information about infringement. I may not have put this very artfully but I know you have all thought about this and I think 19 20 you know what I'm talking about.

21 MR. KLAUS: I think we do know what you are talking about, your Honor, and I think that certainly with Professor 22 Horowitz today there are some things that we can do on the latter point about defendants.

25 THE COURT: Okay. 1 has shifted the burden to a defendant in the context of Section 412, it would be helpful for you to give it to me. I suspect

3 you tried to give me everything. My law clerks have

4 independently searched and have found nothing but I would like

to see that.

And then, last, I would like to mention that I would like to make the decision on burden shifting as soon as possible so that both sides have a chance to deal with it.

Actually, last point. I had had in mind trying to 10 decide it Monday morning, so if I don't get your information until Monday morning that would slow me down a bit. 12

MR. KLAUS: We will speed it up, your Honor.

13 THE COURT: Okay.

And then the last point: I recognize what a close 15 question the 412 point is. I understand the reasons behind placing burden on plaintiffs, generally, because what you are getting is statutory damages which is something special in the law and I understand that what we are talking about is plaintiffs not having registered as early as they could have. On the other hand, I don't know how the law will look at a defendant's deliberate attempt to make infringing -- the information about infringement unavailable.

23 Given that it is such a close question, if I decide 24 that the burden should be shifted in this case to defendants, I 25 would like to have the issue -- I don't know a better word

1556ari1 Page 733 1556ari1 Page 735 1 than -- segregated in some way to save the parties money if, on 1 MR. POMERANTZ: Not yet, your Honor. THE COURT: I wonder if you can work on that over the 2 appeal, the Second Circuit reverses me. It would be useful for 2 3 the jury to have answered a special interrogatory about the 412 3 weekend so that you have a joint proposal, if possible. Thank 4 music because then if I'm the first, they can just cut out that 4 you. Bearing in mind that Courts of Appeal favor them so that part of any verdict. they can sever issues. I don't know. I haven't had a chance to think through (Continued on next page) 6 6 7 what that would mean in terms of whether the trial should be 7 8 bifurcated or anything along those lines. I wanted to raise it 8 so that counsel could think about it and give me your thoughts. 9 MR. POMERANTZ: Your Honor, we will do that and will 10 10 11 report back either over the weekend or Monday on that 11 12 particular issue. 12 On a related issue, I think that I discussed with 13 13 14 Mr. Baio this morning, I think regardless of which way your 14 15 Honor rules on the 412 issue that we are discussing now we 15 need, before closing, to come up with a definitive list of the 16 recordings that are at issue. 17 17 18 THE COURT: Yes. 18 MR. POMERANTZ: And if we need to segregate them into 19 19 20 certain categories, we can do that, too. What I don't think we 20 need to do is to burden the trial and witnesses with going 21 through lists and lists of recordings because I think your 22 23 Honor's rulings to date, and this one more ruling on 412, I 23 24 think will allow us to work together to come up with a 24 25 definitive list of which recordings fit into each category and 25 1556ari1 Page 734 1556ari1 Page 736 1 not have to put that record on through witnesses. I think (Jury present) 1 THE COURT: Please, have a seat. Mr. Baio agrees. 2 MR. BAIO: I think so, your Honor. Good morning, ladies and gentlemen. Thank you very 3 3 THE COURT: Okay. Very good. That's a good sign. 4 much for being on time today. 4 MR. POMERANTZ: Then one other issue not related to I remind Professor Horowitz that he is under oath. 5 5

- 6 412 while we don't have the jury here.
- 7 THE COURT: We have them.
- MR. POMERANTZ: It will take 30 seconds. 8
- 9 THE COURT: Can the witness come in?
- MR. POMERANTZ: We have two witnesses this morning. 10
- We will break for lunch. There is an issue regarding the
- contract of EMI and Apple that has a confidentiality provision
- 13 in it. I need to talk to Mr. Baio over the break.
- THE COURT: Okay. 14
- MR. POMERANTZ: We will probably resolve it during the 15 lunch break. If not, we will come back and discuss it earlier
- with your Honor. 17
- 18 THE COURT: I'm disappointed that something like that wasn't flagged earlier because it may slow the trial down, but
- I will ask you to work on it during the break.
- Let's bring the jury in and deal with other matters at 21 22 the breaks.
- With respect to special verdicts, generally, have you
- 24 given me special interrogatories that you propose to have the 25 jury answer?

- You may.
- ELLIS HOROWITZ, resumed.
- **DIRECT EXAMINATION (Continued)**
- BY MR. POMERANTZ:
- Q. Good morning, Professor Horowitz.
- 11 A. Good morning.
- Q. Professor Horowitz, I would like to follow up on a couple
- of issues that came up yesterday during the testimony, one of
- which was you recall that when Mr. Baio was examining
- Mr. Bainwol there was some discussion about the fact that there
- 16 were still Lime Wire clients in operation today.
 - Do you recall that discussion?
- A. Yes. I think I do.
- O. You understand that Lime Wire is under a Court-ordered
- injunction not to distribute new versions of a client's 20
- software? 21
- 22 A. That is my understanding.
- Q. And when do you understand that Lime Wire stopped
- distributing new versions of the client?
- 25 A. I think it was October of 2010.

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- 1 Q. Are there Lime Wire clients today that are in operation and
- that are being used to download copyrighted digital music
- 3 files?
- **4** A. Yes. Lime Wire has stopped distributing but there are
- certainly many people who have older versions of Lime Wire that
- could not be turned off. And I guess in addition you can get
- old copies of Lime Wire, there are various sites that offer
- 8 older versions. So, I'm sure that there are older versions of
- Lime Wire that are still running.
- **10** Q. Professor Horowitz, yesterday we looked at a document where
- Lime Wire had estimated that its unique daily user count was
- 12 about 4 million users. Do you remember that document?
- 13 A. I think it said 4 million on a day.
- 14 Q. And there was also testimony and discussion about
- 15 Lime Wire's total user base being something on the order of 40
- million to 50 million users. Do you recall that discussion? 16
- 17 A. Yes, I recall it.
- Q. How is it possible that Lime Wire would have 4 million
- 19 unique daily users and a user base of 40 million to 50 million
- 20 user?
- 21 A. Clearly not all 40 or 50 million users are going to start
- up the program on the same day searching for content, so 22
- 23 perhaps roughly 4 million on a given day were actually
- 24 searching for content, downloading it, and then they probably
- 25 stopped the program at that point. So, it makes sense.

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- 1 Q. And, Professor Horowitz, when you demonstrated the
- downloading of the four songs including, for example, Flo
- 3 Rida --
- 4 A. Flo Rida's "Low."
- Q. When you demonstrated the download and there were downloads
- from multiple hosts, multiple different users, how did the
- process of viral distribution play into that process of
- 8 swarming or downloading from multiple users?
- A. Well, in terms of swarming, swarming was the idea that the
- program could simultaneously download portions of the file from
- 11 many people who had copies. I hope -- you may not remember,
- 12 but at one point Flo Rida was being downloaded from eight
- 13 different computers so they would get a piece from here and a
- piece from here and piece from here and put it all together.
- 15 Basically it just speeds it up so that the download goes a lot
- 16 faster.
- 17 Q. And, one of the things that you said yesterday, Professor
- Horowitz, was that Lime Wire made copies of files that were
- 19 downloaded, musical files that were downloaded, immediately
- 20 available for copying by other users and did it by default.
- 21 Can you explain what you mean by default?

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- A. Well, when you download the program and go to install it on
- your machine, I'm sure many of you have probably had the
- 24 experience, you go through a series of steps where you're
- 25 setting certain parameters of the program and it is not

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- 1 Q. If I could ask Mr. Nickels to please bring up your slides where we left off and if you could advance one more,
- Mr. Nickels? 3
- 4 Professor Horowitz, when we broke yesterday afternoon
- we were talking about the subject of viral distribution of
- digital music files through Lime Wire. How did this process of
- viral distribution affect the way that the Lime Wire system
- worked? 8
- **9** A. Well, clearly if there were many copies of the content out
- there, which I tried to illustrate here, then any time you did 10
- 11 a search you would get lots of results. When I ran the video
- 12 you noticed how the results filled in very quickly and we got
- 13 several hundred for each of the four songs that I was searching
- for. 14
- 15 So, clearly, the viral distribution is a critical element to make the program work well. 16
- 17 Q. Can you explain how viral distribution makes so many of
- 18 those search results available?
- **19** A. Well, clearly people are going -- coming on the network and
- 20 going off the network dynamically so we don't really have a
- 21 good understanding of who is actually running the program at
- 22 any given time, so it is essential that we have many copies
- 23 distributed around so that when someone does a search they very
- 24 quickly find the content no matter who is actually running the
- 25 program.

uncommon to just accept exactly the way the program initially

- has the settings and that's what I meant by default. The default for downloaded files was to make them shareable.
- Q. And in your experience in software design and development,
- are you familiar with the term called a design choice?
- 6 A. Sure.

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- Q. And what is a design choice?
- A. Well, it is not even a technical term, it is a design
- choice. Some decision was made, and I guess in this case you
- 10 are talking about the fact that Lime Wire decided that as soon
- as a file is downloaded it immediately can be uploaded to
- 12 someone else who might be looking for the content. It was just
- a way of promoting the viral distribution. 13
- Q. Professor Horowitz, yesterday you talked about several
- 15 features and capabilities related to the user interface of the
- Lime Wire software that related to your conclusion about the
- 17 software being optimized for copying digital music files. Were
- there other features or capabilities of Lime Wire that informed

your opinion about Lime Wire being optimized for copying those

- files? 20
- 21 A. There are two that I wanted to point out which I will
- illustrate here with my next slide. I will blow this up a
- 23 little bit.
- **24** Q. What is this that you are showing the jury?
- 25 A. This particular item is called what's new. Let me see if I

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can move this arrow here. I'm not having a whole lot of 2

luck -- oh, here we go. You see the word "new" there, so there is a button 3

that one could click and what it did was very interesting, it went out and asked a whole bunch of Lime Wire -- people running 5

- 6 Lime Wire what was new. What were they sharing -- what had 7 they just added to their share file. And this is very typical
- 8 of what came back. It just listed maybe about 20 entries, and
- 9 I guess the thing to notice is of course it is dominated by MP3
- 10 files so digital music files, at least in this one case, was
- 11 the thing that people were adding to share. And so, we have
- 12 songs by Timbaland starting at the top, and The Fray and 13
- Beyoncé and Korn, even the Ramones which I think was an older 14 group, Justin Timberlake, etc. All of the times I have run
- 15 this query I have gotten similar results. People were
- basically adding digital music files to the network. 16
- 17 O. You said that there were two features, what was the second
- feature of it?
- A. The second feature was a thing called browse host and I'm 20 going to illustrate this -- it is going to take three slides to illustrate it. 21

22 In my first slide I have done a search for Alicia 23 Keys. I don't know if you can make it out but here, down at 24 the bottom I have actually downloaded one of the Alicia Keys 25 songs. You can see the progress bar over here at a hundred

what they've downloaded, you can go ahead and copy the whole

- 2
- features in the capability in the user interface. Can you

Q. Professor Horowitz, we have looked at the number of

- please summarize which of the features we have looked at you
- think shows that a Lime Wire client software was optimized for
- copying digital music files?
- A. Okay. So, I guess just by way of review there were the
- audio searching files where we could type the track name and
- 10 the artist's name and the genre and search for them. There
- 11 were the results that came back which we can kind of see on
- 12 this screen over here --
- Q. Actually, Professor, if I can actually ask Mr. Nickels to
- bring up slide no. 8 which was the results page that we looked
- 15 at yesterday?
- A. Okay. Well, actually we had a results page before, but
- 17 anyway, in either case you can see that the program is very
- nicely organized. My audio search across genres and across
- 19 artists and across album, and then there was the existence of
- 20 the MP3 player which was down here on the lower right, and of
- 21 course the ability to create playlists.

So, I guess looking at it from the user interface 22 23 angle, oh yeah, one more was the bit rate, this bit rate column 24 here which is of course specific to music. There you go, bit

25 rate.

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- percent. And there is this button right over here, it says 1
- "browse host" and this is really just an unusual feature and 2
- 3 here is what happens when I click on the button. I get a
- 4 second search and you can see that here is the second tab of
- 5 this second search right over there. Let me see if I can blow
- 6 it up for you, you can see a little better. So, what it did
- 7 was it selected one of the users who had offered me the Alicia
- 8 Keys file and it is now showing me everything that that person
- 9 has to copy. And this person has 3,162 files, at least as I
- scanned it, they're all digital music files, that I can go and 10 11 copy. So, it is a way of looking at a user's entire
- 12 collection, if you will, in one step. And if you like what you
- 13 see, then you can go to this next screen where you see I have
- 14 actually highlighted in again one or two clicks, a large number
- 15 of these files. And when I click on the download button, the
- program will then go and download all of those files. 16
- 17 Q. How does this browse host capability that you have just
- explained, how does that relate to your conclusion about the
- Lime Wire software being optimized to copy digital music files,
- 20 **Professor Horowitz?**
- 21 A. Well, I couldn't think of a really good example for why I
- would want to browse host if I was looking for a document or 22
- 23 looking for a program, why else I might want to look at the
- person's share folder. But, clearly, it is an ideal way for
 - looking at someone's entire music collection and if you like

- So what is it, the audio searching, the audio result
 - field, the MP3 player, the playlist, all of these things
- basically are saying digital music is the thing that I'm going
- to download with this program.
- Q. Did what is new and browse host features also --
- 6 A. They would also support the idea of downloading digital music.
- Q. All of these elements of the user interface and the
- capabilities that you have described, Professor Horowitz, were
- those all design choices? 10
- A. Yes. They were all design choices made by the Lime Wire
- programmers.
- Q. And what does the fact that they made those choices, what
- does that tell you about the goals for the way the system would
- 15 be used?
- A. Just that they were expecting that people were going to use
- the tool for downloading digital music files. 17
- 18 Q. If, Mr. Nickels, you could return to slide 16.

19 Professor Horowitz, I would like to turn from the 20

- discussion of the user interface to the underlying technology 21 behind the Lime Wire software, I think we described yesterday
- 22 as the part that the user doesn't see. Can you please tell the
- 23 jury how it was that the searching and downloading functions
- that you demonstrated worked, as a technical matter?
- 25 A. Okay. Well, I guess that will require another slide here.

ARISTA RECORDS, LLC, ET AL v. LIME WIRE, LLC, ET AL E. Horowitz - direct Page 745 1556ari1 E. Horowitz - direct Page 747 1 So, I have tried to illustrate it by showing you a simultaneously doing search which led to what is called 2 2 bunch of computers, each with their Lime Wire program members, congestion in the network which I think I have a slide here. that's the Lime Wire logo there. The way the process might 3 So, it is kind of like traffic congestion in New York 4 start, and this is somewhat simplified admittedly, but computer 4 during rush hours. You have lots of cars all trying to go to 5 A there in the lower left would start a search for Flo Rida. 5 various places and so there was definitely a potential Now, you saw me do it so they would enter it into the boxes and bottleneck here for the Lime Wire or the Gnutella users and 7 click on the search box. Whoops. I went blank. 7 they had to come up with some solutions for reducing the 8 And then when I clicked on search computer A here, 8 congestion. Lime Wire would send out a message to its neighbors and say, Q. And in your analysis of the matters in this case, Professor 10 hey, you guys got Flo Rida? And those guys would send it out. Horowitz, what, if anything, did you find that Lime Wire did to try to reduce congestion on the network? 11 Do you guys have Flo Rida? Do you guys have Flo Rida? And it 11 12 will eventually make its way to one or more computers like A. They came up with several suggested improvements which I guess I would like to explain to you but briefly, if I may. 13 computer B here and computer B would then respond and say, yes, 14 I've got it. 14 Let's see if I can go to one. 15 So, all of these commands that are going on here are 15 So, one of the suggestions that was made by Lime Wire, built into the network, the so-called Gnutella network that 16 16 and this is a very technical thing, but they suggested that Lime Wire is running on. 17 17 certain computers should play a special role and these Q. You just mentioned the Gnutella network. Can you explain computers would be called ultrapeers. You can see I have 18 what the Gnutella network is? labeled them A and B. And so, when someone starts their 19 19 20 A. The Gnutella network is basically a protocol which is 20 Lime Wire program they would be attached to the special 21 nothing more than a language that the computers speak. The 21 computers like peer 1 here attached to ultrapeer A. And so, at language includes things like do you have a file with these that point peer 1 would send a kind of encoded list to the 22 22 23 names: Flo Rida? Yes, I do. Can I have a copy? Yes you can. 23 ultrapeer of what it is willing to share and when peer 1 then Here it is. Basically. 24 does a search, that search would be sent to the ultrapeer which 25 Q. And where you left off in the slide was that computer B 25 it might send to other ultra peers that it is connected to and

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1 responded: I have the file. What happens next in the process? 2 A. Well, of course you will recall that's when the search

results flowed in so it will be more than just one computer, it

would be a lot of them, and then computer A, of course, will 5 select one, maybe it will select the one at computer B, it will

6 say: Can you please send me the MP3 file? And computer B will

7 hopefully respond and deliver the file to computer A.

8 And so, in a somewhat simplified form that is what is 9 going on.

10 Q. Now, you said that this was a smaller or simplified version

11 of what was happening on the network. How many people, how

12 many computers are actually sending messages back and forth at

13 any given time across this network?

14 A. Well, of course it is dynamic but you will recall we had

15 700 results just on Flo Rida, so that was 700 computers in that

16 small space that all had copies of Flo Rida but there were

17 probably many, many more but the computer -- there is no reason

18 to return even 700 but there is likely many more copies than

19 700. It stopped at that point.

20 Q. How many messages are being passed back and forth among all

21 of the computers that are on the network at any given time?

22 A. Well, that was one of the issues, I think, for this

particular network, is with all of these computers sending out

messages obviously not only was computer A looking for Flo Rida

25 but all these other computers might have well been 1556ari1 E. Horowitz - direct Page 748

it is a way of shielding peers 1 through 6 from having to process a lot of the traffic.

3 So, this was a scheme, what is called a two-level hierarchy for reducing congestion and having the more powerful 5 computers play the major role of processing the query.

6 And so, just to carry it out, you see peer 5 is sort of sharing the file with peer 1 but it was really ultrapeer A and B that was doing all of the work.

Q. How would a computer on the network be selected to play this special role of an ultrapeer? 10

A. There was a set of criteria that it had to satisfy,

generally had to be a more powerful machine and had to be on

the network for a somewhat longer period of time which sort of

guaranteed that if it was on for a long time it would continue

15 to stay on.

Q. Did the person who was running a computer that was selected

17 to be an ultrapeer and to play this special role, were they

18 given notice that their computer was going to become an

ultrapeer on this network?

20 A. No. They would not have known unless they dug around the

program they could have figured it out but it wasn't -- there

was no message delivered to them that they were going to play

23 the role.

Q. Now, you said that this was something that Lime Wire had suggested, this ultrapeer peer hierarchy. How did Lime Wire

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- 1 suggest or propose this process?
- 2 A. Well, since Gnutella is an open standard --
- **3** Q. What do you mean by open standard?
- 4 A. Let me just bring this up here. I don't think I'm working.5 Phil, can you? Thanks very much.

An open standard is generally controlled by a committee of interested people. In this case it was a thing called the Gnutella Developers' Forum. So, it was a group of people who had expressed an interest in the way changes are made -- and this is quite common in the computer field in general -- somebody would make a suggestion, they would write it up and it would be circulated and criticized and critiqued and if it seemed like a good idea, eventually the group would adopt it.

And so, here I am showing you the original suggestion for ultrapeers which I guess you see clearly was made by two Lime Wire employees at the time back in December of 2001, and in their abstract I think they make it very clear that their proposal has the effect of making the Gnutella network scale by which they mean more people will be able to use the network and get their results efficiently.

So, it was a sufficiently good idea that it did get adopted.

MR. KLAUS: Your Honor, I have a binder of exhibits, one of which is Plaintiff's Exhibit 612. Defense counsel has

1 BY MR. KLAUS:

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- **2** Q. Professor Horowitz, this carryover paragraph between the
- 3 first and second pages of Exhibit 612, Mr. Singla and Mr. Rohrs
- 4 are saying that they want to mention that the concept of
- 5 ultrapeers is not new. Was this concept new or novel to the
- 6 two engineers who proposed it for Gnutella?
- **7** A. Well, no, of course not. They're very nice, they're citing
- 8 the fact that the idea had been previously used. Most notably
- 9 if you look a little farther down they said it has -- also it
- 10 has been applied to recent peer-to-peer applications using
- 11 FastTrack, which of course refers to Kazaa which you
- 12 probably -- you may recall hearing in yesterday's testimony.
- 13 Q. And can you please just describe what Kazaa is and what the
- relationship is to FastTrack?
- **15** A. So, FastTrack is a protocol just the way Gnutella is a
- 16 protocol and Kazaa is a program for downloading files just the
- 17 way Lime Wire is and the ultrapeer or the idea was incorporated
- 18 earlier in the FastTrack protocol and the two authors from
- 19 Lime Wire are saying they recognize that and they would like to
- 20 do the same thing for Gnutella.
- 21 Q. And, are you familiar from your prior work and experience
- 22 with peer-to-peer systems with Kazaa and the FastTrack network?
- 23 A. Yes. I have had an opportunity to look at Kazaa and run it
- 24 and study its source code.
- 25 Q. And, is it your understanding that Kazaa and the FastTrack

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no objection to the exhibits. May I pass them to the membersof the jury and to the Court?

THE COURT: Yes. Are they designated as a group as Exhibit 612?

MR. KLAUS: The documents in the binder are not designated as 612. The document that is currently on the screen is 612. I will go through at the end and move the admission of all the documents that are in the binder.

THE COURT: That's fine. So, at this point you would like to have the jury open to 612?

MR. KLAUS: 612, ves.

THE COURT: Plaintiff's Exhibit 612 is received without objection.

(Plaintiff's Exhibit 612 received in evidence)

A JUROR: Do we open it?

THE COURT: Should they open it now?

MR. KLAUS: They can, yes. The members of the jury can open it to Exhibit 612 which is this ultrapeers document that Professor Horowitz just described.

And Mr. Nickels, if you could bring up full text of Exhibit 612? And I will ask Mr. Nickels if you can highlight the top part that you have and bring that out. And Mr. Nickels, if you can highlight the last line of the first

page and the carryover paragraph on the second page which is what I'm going to be asking Professor Horowitz about?

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- 1 network, those were parties to the, what has been referred to
- 2 here as the Grokster case?
- **3** A. They were one of the companies sued under Grokster.
- **4** Q. And, the Kazaa software and the FastTrack network, what
- ${\bf 5} \quad \text{were those primarily used for uploading and for downloading and} \\$
- 6 copying?
- 7 A. Yes, digital music files. I think that was the same. That
- 8 was found by the Court.
- **9** Q. Mr. Nickels, if you can take down those two portions and
- .0 leave the document up? I would like to ask you if you would,
- 11 if you could, about two thirds of the way or three quarters of
- 12 the way down the page there is a reference in this document to
- 13 QRP routing being recommended for several reasons. I would
- 14 like to ask Mr. Nickels, if he would, to highlight -- not that
- one, the first line above Mr. Nickels, right there.

Mr. Singla and Mr. Rohrs of Lime Wire are saying that they recommend QRP routing for several reasons. Do you see

- 18 that?
- 19 A. Yes.
- **20** Q. What is the reference to QRP routing?
- 21 A. It stands for query routing protocol.
- **22** Q. What does that mean? What does that translate to?
- 23 A. It was the mechanism by which the peer told the ultrapeer
- 24 what files it had to share.
- **25** Q. And, did that mechanism involve sending the names of

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- 1 individual files that they had to share?
- **2** A. No. They had a mechanism where instead of sending a name
- 3 you sent an encoded number which was designed to represent the
- 4 name.
- **5** Q. And did this encoded number, did that have a term in
- 6 computer software terminology?
- 7 A. It was called a hash value.
- 8 Q. And do you see that they say one of the recommended reasons
- 9 down at the bottom of that list is privacy? They say
- 10 ultrapeers do not actually know what files are shared by leaf
- 11 nodes, only those files' hashes.
- Do you see that?
- 13 A. Yes.
- **14** Q. What are they referring to there, Professor Horowitz?
- 15 A. Well, it is not clear. I am not sure entirely what it is
- 16 they're referring to. They're simply stating the fact that the
- 17 ultrapeers don't know what the files are, they don't know the
- 18 file name, they just know the numeric value.
- 19 Q. So does that mean, for example, if someone had these, the
- 20 song by the title of "Low" by the artist Flo Rida, that the
- 21 ultrapeer that was getting that information wouldn't have the
- 22 name of the artist or the name of the song on its files?
- 23 A. That's correct. It would not.
- 24 Q. I think you mentioned that -- you can take that down,
- Mr. Nickels, and return to where you were in the slide

- 1 Gnutella, something on the order of 80 to 85 percent of the
- 2 programs running on Gnutella were Lime Wire programs, therefore
- 3 any general speed-up would necessarily help Lime Wire the most.
- **4** Q. Were there any other similar technological improvements
- 5 that you saw that Lime Wire had proposed to the Gnutella
- 6 protocol that had the effect of speeding up searches and
- 7 processing of the results?
- **8** A. Sure. There was one more which I would like to mention.
- 9 Maybe Phil, do you want to move it to the next one and 10 one more? Thank you.
- 11 Q. For the members of the jury, the document that Professor
- 12 Horowitz has brought up on the screen is Plaintiff's Exhibit
- 13 7301 which is in the binder.

What is this document that you are showing now?

- 15 A. Okay, it is called the dynamic query protocol. I see these
- protocols are flying around. The message about what it does is
- 17 very clear. If we take a look just at the underlying section
- here, which I will sort of point to and let me just sort of read it off, this is what they're trying to achieve.

The author, who by the way is Adam Fisk, a Lime Wire

- employee as you see down here, the author is saying the
- 22 traditional Gnutella broadcast search model is the way
- 23 transmissions would have been handled -- handled all searches
- 24 identically. A search for MP3 digital music file is broadcast

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to as many nodes as a search for Gettysburg address. And he

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- 1 presentation.
- I think you mentioned, Professor Horowitz, that this
- 3 proposal for ultrapeers was presented at something called the
- 4 Gnutella Developers' Forum?
- 5 A. Yes.
- **6** Q. What was the Gnutella Developers' Forum?
- 7 A. It was a group of people who subscribed basically to a
- 8 mailing list and participated in an ongoing discussion how to
- 9 improve and enhance the protocol.
- 10 Q. And was this protocol or this improvement for ultrapeers,
- and peers, this two-level hierarchy, was that implemented in
- the Gnutella protocol?
- 13 A. Yes, it was. There was a new version release and it was
- 14 adopted
- **15** Q. And, did Lime Wire's client software start using the ultra
- peer-to-peer hierarchy?
- 17 A. Yes, it did.
- **18** Q. Were there other client applications that were distributed
- 19 for use using the Gnutella protocol besides Lime Wire?
- ${\bf 20}~~A.~~$ Every client program that used Gnutella would have profited
- 21 from this improvement.
- 22 Q. And, in what way would Lime Wire profit from the fact that
- 23 an improvement to the Gnutella protocol was being used by the
- 24 client software made by its competitors?
- 25 A. Well, you know, since Lime Wire was the dominant program on

1 doesn't like this idea. He says we can do better. So, he

- 2 says, as a result searches for MP3 return far more results than
- 3 they need wasting bandwidth for both query and query hit
- 4 traffic.

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- **5** Q. Can you explain, first of all, Professor Horowitz, what
- 6 that means: Searches for MP3 return far more results than they
- 7 need?

10

- 8 A. Well, I think you saw, I got 700-plus results for Flo Rida.
- 9 I only needed one.

A JUROR: Right.

- 11 A. One good one. What good would 700 do? So, they -- he was
- 12 observing that there was no need to spend a lot of effort
- looking for content when there was a lot of content
- 14 available -- a lot of the identical content available which,
- 15 naturally, he is citing as MP3 files or digital music files.
- **16** Q. And he is comparing that to the bandwidth that is needed to
- do a search for the Gettysburg address?
- 18 A. Yes.
- 19 Q. What do you understand that reference to be?
- 20 A. Well, naturally one would have to look far and wide to find
- 21 something somebody who might have a copy of the Gettysburg
- 22 address on their computer. There are obviously going to be far
- 23 fewer of those.
- **24** Q. Did the Gnutella Developers' Forum adopt this dynamic query
- **25** protocol?

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- 1 A. Yes, they did.
- 2 Q. And, did Lime Wire utilize the dynamic query protocol in
- 3 its software?
- **4** A. Yes, they did.
- **5** Q. And, had Lime Wire implemented the dynamic query protocol
- 6 by the time of the search that you did yesterday for "Low" by
- 7 Flo Rida?
- 8 A. Oh, sure. The date on this is, you know, many years before
- **9** that.
- 10 Q. And, how did the dynamic query protocol change that
- 11 Lime Wire recommended and that was adopted affect the number of
- 12 results that you got back when you did that search for "Low" by
- 13 Flo Rida?
- 14 A. It certainly didn't limit the number of results, I still
- 15 got plenty. But, I think the main point was that it allowed
- more and more people to get on the network and use it
- 17 effectively. So, both of the last two innovations that I
- 18 showed you were basically ways to make Gnutella more effective
- 19 so that Lime Wire and other programs could more efficiently
- 20 download music files.
- **21** Q. Did Lime Wire do anything else technologically that made it
- easier or more efficient for people to copy digital music
- 23 files?
- 24 A. There was one other thing that I would point to, and here
- 25 in this diagram you will notice that two of the computers are

- 1 program should avoid talking to.
- 2 Q. And, how did this process of implementing technical
- 3 features to combat spoofs, how did that relate to your
- 4 conclusion about the Lime Wire software being optimized for
- 5 copying digital music files?
- **6** A. It was just another innovation which allowed people to
- 7 download files and not have spoof files as a result. I mean,
- 8 it just was another mechanism for improving the quality of what
- 9 they were getting.
- 10 Q. Professor Horowitz, I would like to turn to your second
- 11 main conclusion that you said you were here to testify to which
- 12 was that you do not find that Lime Wire took any meaningful
- measures to reduce the amount of copyright infringement that
- 14 was taking place through its system. Can you please tell the
- 15 jury what the bases were for your conclusion in that regard?
- **16** A. So, I think there were a couple of things that one could --
- 17 I forgot about this one. Sorry.

Here was the first thing that Lime Wire did to combat copyright infringement. When returning to their website and

- 20 you were trying to download the program, right before
- 21 downloading you would get this screen and it would give you two
- 22 options, one was: I will not use Lime Wire for copyright
- 23 infringement, and the other option was: I might use Lime Wire
- 24 for copyright infringement.
- 25 Q. Professor Horowitz, if I can just interrupt you for one

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- 1 blank and I have done that to sort of indicate that these blank
- 2 computers here are sending out what is called spoof files. So,
- 3 it was known that there were certain computers out there that
- 4 would send out a file that might say Flo Rida, "Low," but when
- 5 you played it it might be an advertisement or it might just be
- 6 white noise. And, clearly, this would be annoying if you were
- 7 using Lime Wire and thought you had downloaded Flo Rida and you
- 8 went to play it and you got this thing.
- 9 So, Lime Wire did incorporate two mechanisms in their program to help it avoid these spoof files.
- 11 O. What were those mechanisms?
- 12 A. One was a thing called hostiles.text, a list of computer
- 13 addresses which were known to put out spoof files, and
- 14 Lime Wire looked for this file in a given location. So, if the
- 15 user -- the Lime Wire user was clever enough to find this file
- and put it in the right folder, Lime Wire would read the file
- 17 and avoid speaking to these computers that I have shown with
- 18 blank screens.
- 19 Q. And, what was the other mechanism besides incorporating
- 20 this hostiles.text file?
- 21 A. Lime Wire had another mechanism for communicating with
- 22 running copies, a thing they called SMPP for Signed Message
- 23 Parameter Passing. It was basically a way for Lime Wire to
- 24 communicate with running copies and as part of that message
- there was a list of computer addresses that the Lime Wire

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- 1 moment? Just to be clear, when would a Lime Wire user be
- 2 presented with the choice that you have described on the screen
- 3 between I will not use Lime Wire for copyright infringement and
- 4 I might use Lime Wire for copyright infringement?
- **5** A. So, it was before they obtained the program. They were at
- 6 the website and attempting to download it.
- **7** Q. And the program being the Lime Wire client software?
- 8 A. The Lime Wire program, yes.
- **9** Q. And, what would happen when presented with this screen if a
- user clicked on the button that said I will not use Lime Wire
- 11 for copyright infringement?
- 12 A. If they clicked I will not use Lime Wire for copyright
 - 3 infringement then the program was downloaded.
- **14** Q. And, what would happen if the user clicked the button "I
- 15 might use Lime Wire for copyright infringement?"
- L6 A. They were directed to this screen which said: Lime Wire
- 17 does not distribute Lime Wire basic to people who intend to use
- 18 it for purposes of copyright infringement. Thank you for your
- 19 interest, but we cannot complete the download.
- 20 Q. Now, at that point if someone who was trying to download
- 21 the Lime Wire client software received this message, what could
- they do if they wanted to try again?
- 23 A. Well they could, knowing how a browser works, click this
- 24 back arrow button and be sent right back to that page.
- 25 Q. And, if someone had clicked the back arrow button and the

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- second time around clicked the button that said I will not use
- Lime Wire for copyright infringement, what would happen?
- **3** A. Then the program would be downloaded successfully.
- **4** Q. Were there other features of the Lime Wire client software
- that related to your conclusion that you believe Lime Wire did
- not take meaningful measures to reduce copyright infringement?
- **7** A. They actually implemented a scheme for content filtering as
- you can see here, but failed to turn it on.
- **9** Q. What do you mean by they implemented a scheme or system for
- content filtering?
- **11** A. They purported to have implemented a scheme whereby a hash
- value for a digital music file would be stored at Lime Wire and
- as someone was trying to download the file, a particular music
- 14 file, the hash would be computed and sent to Lime Wire to see
- 15 if it was in their database of copyrighted music.
- **16** Q. Now, for that process to work, for that process to work for
- 17 any particular Lime Wire user, what would they have had to do
- to their software?
- **19** A. They would have had to have found this option here and
- 20 clicked on this check box here to enable. You see it says
- 21 enable content filters. Well, initially or the default setting
- is to be off, they would have to click that and then come down 22
- here, I guess, and click on the apply button.
- 24 Q. And if the user, him or herself, did not click on that
- enable content filters button, then what would happen?

- version 4.13.11 on July 11, 2007, and there is a bulleted list
- of items here which represent exactly what made up that new
- release. So, you can see there are some fixes and there are
- some changes here to browse host down at the bottom and bit
- 5
- Q. And, Professor Horowitz, this features history document
- that appears on the screen, this is Exhibit 282 in the binder
- of exhibits that you have before you. Would you please
- describe what this document is?
- A. Well, this document is the complete feature history as 10
- provided by Lime Wire listing all of the changes that they've
- made over the years to the program.
- O. And, where would one find this features history document?
- A. It was on their website.
- 15 Q. Have you reviewed the features history document which is
- Exhibit 282?
- 17 A. I'm sorry?
- Q. Have you reviewed the features history document that is
- Exhibit 282?
- 20 A. Yes. Yes, I have reviewed it.
- Q. And, in the course of that review -- first of all, do you
- have a slide that illustrates the number of changes and
- improvements that Lime Wire made to the program over the course
- of this?

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25 A. I made a little time line just to kind of give you sort of

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- 1 A. Then content filtering would not be applied.
- **2** Q. Was the decision to leave this content filtering system
- off, was that a design choice?
- 4 A. Yes.
- 5 Q. Was -- whose design choice was it?
- 6 A. The Lime Wire people.
- 7 Q. Were there other features of the Lime Wire client software
- that informed your conclusion that Lime Wire had not taken
- meaningful steps to reduce copyright infringement through its
- 10 software?
- 11 A. Okay, so there was one last item here. This particular
- 12 message popped up the first time you went to download a song.
- 13 So, you remember I went to Flo Rida and I clicked on
- 14 it and clicked on download and they would bring up this message 15
- that says: Lime Wire is unable to find a license for this 16 file. Download it anyway? And of course if you wanted Flo
- 17 Rida then all you had to do was click the yes button, and if
- you wanted to get rid of that pesky message all you had to do 18
- 19 was check the "always use this answer" over here and you would
- 20 never see that again.
- 21 Q. Professor Horowitz, did Lime Wire make changes to its
- 22 software program over the course of its existence?
- 23 A. They made quite a few changes and were very nice to post
- all of the changes on their website. So, here you are looking
- 25 at just one particular change release. They're releasing

an overlook of what was going on.

So, over the period 2001 to 2007 they literally made

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- 167 new releases. Each one of these little lines going down
- 4 represents a new release and a date. I know you can't possibly
- 5 see any of that but you can kind of get the idea of how much
- attention and care was paid to this program. There were
- 7
- several thousand changes across those seven years. Just for
- 8 your -- so you can see it a little more clearly I blew up 2006.
- 9 So, you can see in the upper left-hand corner here on
- January 3rd of 2006 they released version 4.10.1 and then, moving down a bit on January 4th, no less than a day later they
- 12
- introduced another release. So, they were very cavalier about introducing new releases but you can see how many just in a
- given year.
- Q. And, again, you reviewed the features history document that
- 16 is Exhibit 282, is that right?
- 17 A. Yes.

- Q. And, in the course of that review did you see any changes 18
- that Lime Wire made to the software appeared to have anything
- 20 to do with reducing copyright infringement on the network?
- A. Out of the several thousand changes I could only find one
- that had to do with copyright infringement which was the
- 23 announcement of the content filtering capability which was
- initially turned off.
- **25** Q. Were there -- were there -- strike that.

way	y 6, 2011			LIME WIRE, LLC, ET AL
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1 2 3	If someone had selected the enabl button and didn't turn on the content filte opinion, Professor Horowitz, would the con	ering on, in your	2	Q. Do you remember the names of any of those vendors that this technology. A. The leading vendor in the space was a company called
4	Lime Wire was utilizing have been an effective	-	4	Audible Magic.
5	copyright infringement?			Q. In your review of the materials related to this case,
	A. I think it has been shown that doing co hashing is a very ineffective way of filtering			Professor Horowitz, did you see any evidence that LimeWire ever implemented the filtering solution provided by Audible Magic?
7 8	given song file this may be literally hundred			A. No.
9	different hash values. So, simply having			Q. Professor Horowitz, I just want to return, if I may
10	values for the song would make no effect		LO ~	MR. KLAUS: If Mr. Nichols could bring up slide 26,
11	copyrighted content that's out there.	-	L1	please.
12	$Q. \ \ And,$ are you aware of any examples, j	ust from the way	L2	The next one.
13	Lime Wire tried to implement this content h	-	L3	This screen right here. If you could view the blowout
14	related to your conclusions about its			again, Mr. Nichols.
	A. I think even Lime Wire reported in their		L5	THE COURT: While that's being done, may I ask the
16 17	they ran an experiment looking for the hasher found 40,000 different hashes for those 30 f		L6 L7	witness one question. MR. KLAUS: Of course.
18	reinforcing my claim that hashing is		L /	THE COURT: You have just said that LimeWire could
	Q. Were there effective means that a compar			have filtered out copyrighted material by relying on acoustic
20	could have used to filter out copyrighted			filtering, and you mentioned the quality of the song. Can you
21	system?	2	21	explain that?
22	A. There were other techniques that various co	mmercial vendors 2	22	THE WITNESS: Yes. The digital music files can be
23	could supply which basically relied on the q			represented in many different formats, MP3 being just one. So
24	So, looking at or working with the song they			any scheme that relies upon recognizing the content using the
25	fingerprints. It is called acoustic filter	ing. There was	25	encoding is bound to fail. But if you instead look at the
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1	several vendors who provided the software.	Lime Wire could	1 1	musical properties, the various sound qualities and compute a
1 2	several vendors who provided the software. have made an arrangement to use any one of	Lime Wire could those vendors and	1 1 2 1	musical properties, the various sound qualities and compute a fingerprint based on that, you can get a highly reliable set of
1 2 3	several vendors who provided the software. have made an arrangement to use any one of would have had a very effective copy	Lime Wire could those vendors and	1 1 2 1 3	musical properties, the various sound qualities and compute a fingerprint based on that, you can get a highly reliable set of fingerprints and recognize the song under a variety of
1 2 3 4	several vendors who provided the software. have made an arrangement to use any one of	Lime Wire could those vendors and	1 1 2 1 3 4	musical properties, the various sound qualities and compute a fingerprint based on that, you can get a highly reliable set of fingerprints and recognize the song under a variety of circumstances.
1 2 3	several vendors who provided the software. have made an arrangement to use any one of would have had a very effective copy	Lime Wire could those vendors and	1 1 2 1 3 4 5 5	musical properties, the various sound qualities and compute a fingerprint based on that, you can get a highly reliable set of fingerprints and recognize the song under a variety of
1 2 3 4 5	several vendors who provided the software. have made an arrangement to use any one of would have had a very effective copy	Lime Wire could those vendors and	1 1 2 1 3 4 5 6	musical properties, the various sound qualities and compute a fingerprint based on that, you can get a highly reliable set of fingerprints and recognize the song under a variety of circumstances. THE COURT: Thank you.
1 2 3 4 5 6	several vendors who provided the software. have made an arrangement to use any one of would have had a very effective copy	Lime Wire could those vendors and	1 1 2 1 3 4 5 6 7 C 8	musical properties, the various sound qualities and compute a fingerprint based on that, you can get a highly reliable set of fingerprints and recognize the song under a variety of circumstances. THE COURT: Thank you. BY MR. KLAUS: Q. Professor Horowitz, if LimeWire had a user base of 40 to 50 million users who had active, installed versions of the
1 2 3 4 5 6 7	several vendors who provided the software. have made an arrangement to use any one of would have had a very effective copy	Lime Wire could those vendors and	1 1 2 1 3 4 5 6 7 C 8 9 1	musical properties, the various sound qualities and compute a fingerprint based on that, you can get a highly reliable set of fingerprints and recognize the song under a variety of circumstances. THE COURT: Thank you. BY MR. KLAUS: Q. Professor Horowitz, if LimeWire had a user base of 40 to 50 million users who had active, installed versions of the LimeWire client software, how many of them would have had to
1 2 3 4 5 6 7 8 9	several vendors who provided the software. have made an arrangement to use any one of would have had a very effective copy	Lime Wire could those vendors and wright filter.	1 1 2 1 3 4 5 6 7 C 8 9 1 LO	musical properties, the various sound qualities and compute a fingerprint based on that, you can get a highly reliable set of fingerprints and recognize the song under a variety of circumstances. THE COURT: Thank you. BY MR. KLAUS: Q. Professor Horowitz, if LimeWire had a user base of 40 to 50 million users who had active, installed versions of the LimeWire client software, how many of them would have had to have checked the button that I will not use LimeWire for
1 2 3 4 5 6 7 8 9 10	several vendors who provided the software. have made an arrangement to use any one of would have had a very effective copy	Lime Wire could those vendors and wright filter.	1 1 2 1 3 4 5 6 7 C 8 9 1 L0 1 L1	musical properties, the various sound qualities and compute a fingerprint based on that, you can get a highly reliable set of fingerprints and recognize the song under a variety of circumstances. THE COURT: Thank you. BY MR. KLAUS: Q. Professor Horowitz, if LimeWire had a user base of 40 to 50 million users who had active, installed versions of the LimeWire client software, how many of them would have had to have checked the button that I will not use LimeWire for copyright infringement?
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1 2 3 4 5 6 7 8 9 10 11 12 13	several vendors who provided the software. have made an arrangement to use any one of would have had a very effective copy	Lime Wire could those vendors and yright filter.	1 1 1 1 2 1 1 5 6 7 Q 8 9 1 1 1 1 1 1 2 A	musical properties, the various sound qualities and compute a fingerprint based on that, you can get a highly reliable set of fingerprints and recognize the song under a variety of circumstances. THE COURT: Thank you. BY MR. KLAUS: Q. Professor Horowitz, if LimeWire had a user base of 40 to 50 million users who had active, installed versions of the LimeWire client software, how many of them would have had to have checked the button that I will not use LimeWire for copyright infringement? A. Well, if they had all gotten it here, I guess they would
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1 2 3 4 5 6 7 8 9 10 11 12 13 14 15	several vendors who provided the software. have made an arrangement to use any one of would have had a very effective copy	Lime Wire could those vendors and yright filter.	1 1 1 1 2 3 4 5 6 6 7 Q 8 8 9 1 1 1 1 2 A 1 1 1 1 2 A 1 1 1 1 1 1 1 1	musical properties, the various sound qualities and compute a fingerprint based on that, you can get a highly reliable set of fingerprints and recognize the song under a variety of circumstances. THE COURT: Thank you. BY MR. KLAUS: Q. Professor Horowitz, if LimeWire had a user base of 40 to 50 million users who had active, installed versions of the LimeWire client software, how many of them would have had to have checked the button that I will not use LimeWire for copyright infringement? A. Well, if they had all gotten it here, I guess they would have all had to press the button. MR. KLAUS: Your Honor, at this time I would like to move several exhibits into evidence. THE COURT: Go right ahead. MR. KLAUS: Plaintiff's Exhibit 282.
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LIME WIRE, LLC, ET AL	May 6, 2011
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MR. BAIO: No objection. MR. KLAUS: Plaintiff's Exhibit 7301. MR. BAIO: No objection, your Honor. MR. KLAUS: Your Honor, those are all the questions I have for professor Horowitz. THE COURT: All right. The Court receives plaintiffs' Exhibits 282, 401, 425, 431, 612 and 7301 with no objection. (Plaintiffs' Exhibits 282, 401, 425, 431, 612 and 7301 received in evidence) MR. KLAUS: Thank you, your Honor. MR. BAIO: Your Honor, is this a good time for our morning break? THE COURT: That would be fine. Let's take a 15-minute break. (Continued on next page) (Continued on next page)	1 (Jury present) 2 CROSS EXAMINATION 3 BY MR. BAIO: 4 THE COURT: We are ready to resume. 5 MR. BAIO: Thank you, your Honor. 6 Q. Good morning, Professor Horowitz. 7 A. Good morning. 8 Q. My name is Joe Baio. I represent the defendant here. You 9 had mentioned at the beginning of your testimony that you had 10 worked on some 60 to 70 software programs, and you actually 11 sold three, is that correct? 12 A. Yes. That's correct. 13 Q. In ballpark figures, what did you get for the three that 14 you sold? 15 A. I think around a million dollars. 16 Q. What exactly is a software program? 17 A. It is a collection of computer instructions that are 18 designed to accomplish a certain task. 19 Q. Some are very simple and some are very complicated, is that 20 fair? 21 A. Yes, sure. 22 Q. The ones that you sold for a million dollars, where would 23 you put them in that spectrum, simple to complicated? 24 A. Sort of medium. They were business applications. 25 Q. Did you work with other people on preparing them and
156nari6 E. Horowitz - direct Page 770 1 (Jury not present) 2 THE COURT: Professor, you may step down, if you like. 3 THE WITNESS: Thank you. 4 THE COURT: Do counsel wish to raise anything before 5 the break. 6 MR. BAIO: No, your Honor. 7 MR. KLAUS: No, your Honor. Thank you. 8 (Recess) 9 (Continued on next page) 10 11 12 13 14 15 16 17 18 19 20 21 22 23 24 25	1 working on them? 2 A. It was a team effort. 3 Q. How big was the team? 4 A. The team varied in size from about three to six people. 5 Q. I see. Did you ever work on software programs with larger 6 teams? 7 A. Usually as a consultant. 8 Q. How big was the biggest team that you worked on? 9 A. I think the biggest team was several hundred. 10 Q. Several hundred to prepare a software program? 11 A. Yes. We have a big defense sector in Los Angeles. They built very large software systems. 13 Q. It took a lot of time and a lot of money and a lot of people to build that I assume. 15 A. Sure. In fact, that's what software engineering is all about, studying that process. 17 Q. It could be millions tens of millions, billions of instructions that are embedded in the program that help it do what it does, is that fair? 20 A. Well, not billions, but there certainly could be millions. 21 Q. Now, you referred to networks, and I would like you to look at, I think you have your report in front of you, paragraph 29. 23 And in that I'm sorry. You don't have it in front of you? 25 A. Give me a minute.

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- 1 Q. Sure.
- 2 A. OK. 29.
- **3** Q. In that paragraph you stated, "Well-known examples of P2P
- 4 networks are Napster, Gnutella, FastTrack and BitTorrent. Each
- 5 of these defines a different way of communicating, and
- 6 computers must have installed the software for these protocols
- 7 to participate in the P2P network that they define."
- 8 Do you see that language?
- 9 A. Yes, I do.
- 10 Q. Are there other examples of P2P networks that you can think
- of as you sit here today based on the study you have done?
- **12** A. You are asking are there any others?
- 13 Q. Yes.
- 14 A. Well, eDonkey had a separate network. That was one. These
- are clearly the leading ones. I guess another one would have
- 16 been Network News, the Network News Transfer Protocol, NNTP. I
- would classify that as peer-to-peer.
- **18** Q. Are there any other that exist today that you can think of?
- **19** A. None offhand, but I am sure there probably are some more.
- 20 Q. Peer-to-peer networks, what does that mean when you say a
- 21 network? I don't know if you were here for my opening. Was
- 22 the highway close?
- 23 A. Well, not terribly close. But the Internet is kind of the
- 24 highway, right. The Internet is the interconnection of
- 25 computers around the globe. The networks we are talking about

- 1 the exact derivation.
- **2** Q. That was invented by who?
- **3** A. There were two guys who worked for a company called WinAmp,
- 4 I forget their names, but it was not invented by LimeWire.
- 5 Q. When did they invent this? Do you know?
- 6 A. I think it was right around 1999, 2000; right around the
- 7 Napster era. They were looking for an alternative to Napster
- 8 was their motivation.
- **9** Q. How much money did people have to pay to use the Gnutella
- 10 network?

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- 11 A. It is an open protocol. It's free. The protocol is just a
- specification. It is a piece of paper.
- 13 Q. And it allows you then to go on the Gnutella network,
- 14 correct, and to use what is available on the Gnutella network?
- 15 Is that correct?
- **16** A. If you write a program that conforms to the specification,
- 17 then you can participate.
- **18** Q. I see. You also mentioned here BitTorrent as a network.
- **19** Do you see that?
- 20 A. Yes.
- 21 O. What is BitTorrent?
- 22 A. This would be another peer-to-peer protocol, another way of
- 23 sharing files.
- 24 Q. And that's separate and apart from Gnutella?
- 25 A. Yes. It is a totally separate protocol.

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- 1 are really computers communicating using a certain language, a
- 2 protocol.
- **3** Q. The people who are using those networks, they have adopted
- 4 that protocol or they have accepted it, is that correct?
- 5 A. Probably indirectly. I doubt if many people running
- 6 LimeWire knew they were running Gnutella protocol, so they
- 7 adopted it indirectly.
- 8 Q. And they were running over that particular protocol,
- 9 correct?
- 10 A. Yes, they were.
- 11 O. And that protocol was part of the Internet, that is, they
- were going through the Internet, but a particular path?
- 13 A. Well, I wouldn't say a particular path, but they were using
- 14 the Internet capabilities to implement the protocol.
- **15** Q. I see. Other than P2P networks, there are ways that people
- 16 can share music and acquire music without payment, isn't that
- 17 correct?
- 18 A. There are other ways, yes.
- 19 Q. And the P2P network is just one of the ways, is that
- 20 correct?
- 21 A. Yes.
- 22 Q. And the Gnutella network, do you know how that name came
- about? I think it's something you eat?
- 24 A. Yes. I forget the history of it. It was something to do
- 25 with peanut butter or some sort of butter name, but I forget

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- 1 Q. Since you have been following this industry, have you
- 2 noticed whether consumers seem to prefer the BitTorrent as
- **3** opposed to the Gnutella network?
- **4** A. I would say the BitTorrent is ideal for copying movies.
- 5 Gnutella seems to be well suited for copying digital music
- 6 files.
- **7** Q. Is BitTorrent also well suited for copying digital music
- 8 files?
- **9** A. It's probably overpowered for digital music files. Digital
- 10 music files are much smaller. BitTorrent actually handles very
- 11 large files a lot better. Movies are clearly a lot larger than
- 12 songs.
- 13 Q. Sure. The Gnutella network, is it shut down?
- 14 A. No, it's running.
- 15 Q. People are using it?
- 16 A. Yes, absolutely.
- 17 Q. And the BitTorrent network, is that open for business?
- 18 A. Open for business, yes.
- 19 Q. On the BitTorrent network, do people who use it and
- 20 exchange things on it have to pay anything?
- **21** A. No. Generally they don't.
- 22 Q. You also made reference to zeros and ones. Do you remember
- 23 that?
- **24** A. I think you mentioned them first.
- 25 Q. Yes, but you mentioned it second and you are more

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- 1 important. Explain how this works with zeros and ones?
- **2** A. Well, computers at the lowest level of their electronic
- 3 components basically can represent on or off, zero or one. So
- 4 everything gets encoded in terms of zeros and ones.
- Now, so you can take the letter A and you can
- 6 represent it by a sequence of zeros and ones. And, similarly,
- you can represent all the letters of the alphabet and then you
- 8 get all the special characters and pretty soon you kind of
- 9 build up the ability to represent symbolic things like text
- 10 using just the zeros and ones.
- 11 Q. And you can use zeros and ones to reflect music, correct?
- **12** A. Yes, you can. You can sort of sample the music at various
- 13 states and record, basically translate it into a number and
- 14 have the software recognize the number as a certain volume, for
- 15 example.
- **16** Q. The same thing is true for movies, right, when you transmit
- 17 them over one of these networks? In fact, it's just a lot more
- zeros and ones in a particular order, is that correct?
- 19 A. Yes. I'm sorry.
- 20 Q. I don't know what that was.
- 21 A. I didn't know what it was either.
- 22 Q. Let's hear back on the movies. There's zeros and ones,
- 23 it's just that there are probably a lot more, correct?
- 24 A. Right. I was agreeing with you.
- 25 Q. Those zeros and ones actually reflect the image and the

- 1 of being copied either on another CD or on another computer
- 2 again and again and again, correct?
- 3 A. It had the ability to be copied. That's true.
- **4** Q. And multiple times, right? There is no higher limit?
- 5 A. Yes. There was no limit, no technological limit.
- 6 Q. It's not like a record that might get scratched if you did
- 7 it over and over again. It's pretty much -- I don't know
- 8 whether eternal is the right word, but it's very durable?
- **9** A. It's durable, though not eternal. CDs do get marked up and
- 10 scratched, as do DVDs.
- 11 Q. Understood. But if you take a CD and you download it onto
- 12 your computer and you have the zeroes and ones then, you can
- send those zeros and ones, that is, the music, pretty much by
- e-mail or a lot of other ways, correct?
- 15 A. You could certainly send it by e-mail and you could
- 16 transfer it. Each act would take a certain amount of time to
- **17** do it.
- **18** Q. And what about MP3s? What are MP3s again?
- 19 A. They are a specific encoding of a digital music file which
- 20 became very popular precisely because it maintains sound
- quality and had a relatively small size for the file. So a
- 22 typical song, I don't know if you looked at my slides, would
- 23 typically be around three megabytes or four megabytes, four
- 24 million bits -- or bytes. Sorry, bytes, not bits.
- 25 Q. And who makes the MP3s, that is, who does the conversion

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- 1 sound and everything, and the color? Somehow all of that is
- reduced to zeros and ones?
- **3** A. There are various encodings, there's separate encodings for
- 4 the sound, separate encodings for the movies. Then there's a
- 5 separate encoding to combine the two things together, so
- 6 there's lots of layers that get built up, but fortunately
- 7 computers are very fast so it can kind of unpack everything and
- 8 play it back to us.
- **9** Q. And computers are getting faster and faster, aren't they?
- 10 A. Yes, they are.
- 11 O. And the networks are getting more capable to handle the
- 12 heavy traffic that you were identifying as we go through time?
- 13 A. They have been, yes.
- **14** Q. OK. So a DVD, is that something, if it has a movie, does
- 15 it have zeroes and ones all in it in some order, and the DVD
- 16 reader is able to convert those zeroes and ones to an image?
- 17 A. That's correct.
- **18** Q. The same thing with a CD?
- **19** A. The same thing with a CD, they have files, digital files
- 20 that get converted.
- 21 Q. When the record companies released their CDs, they didn't
- 22 put in any protection on those CDs for the most part, isn't
- 23 that correct?
- 24 A. That's correct.
- 25 Q. So that once they put out a CD, that CD had the capability

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- from whatever it was in to whatever it becomes?A. Well, first of all, MP3 is like Gnutella, a standard,
- 3 something written out on paper, and people have built software
- 4 that would do the conversion.
- 5 O. And that is not LimeWire?
- 6 A. No. That's not LimeWire.
- 7 Q. That's still existing and people have access to MP3s, is
- 8 that correct?
- **9** A. That's correct. It would be a CD ripping program, for
- 10 example.
- 11 Q. Have you used CD ripping programs?
- 12 A. Oh, sure.
- 13 Q. I think you also worked on the Grokster case to some
- 14 extent, correct?
- 15 A. Yes, I did.
- 16 Q. Did you work on the Grokster case in 2002 at the trial
- 17 level when Grokster won and its software was validated?
- **18** A. No. I did not work at the trial level.
- 19 Q. And you were working for the record companies, correct?
- 20 A. Correct.
- **21 Q.** Did you work on the Grokster case when it went to the Ninth
- 22 Circuit in 2004 and the Ninth Circuit affirmed the decision
- below, validating the company and the software?
- **24** A. No. I wasn't associated with Grokster at any one of those points.

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- 1 Q. How about when it went to the Supreme Court?
- **2** A. Not, also not the case.
- 3 Q. When were you involved in the Grokster case?
- 4 A. Just in the first, I guess the federal court in Los
- 5 Angeles. I believe I was involved at that point.
- 6 Q. Back in 2002?
- **7** A. Back in 2002.
- 8 Q. I think your list had something for spring of 2007 in your
- 9 binder?
- 10 A. For Grokster?
- 11 Q. Yes. Was anything going on then?
- 12 A. 2007 would have been after the Supreme Court decision for
- 13 sure.
- 14 Q. Right.
- 15 A. So it might be an error on my résumé. I don't know.
- **16** Q. So you worked on it at the trial level?
- 17 A. Early on.
- 18 Q. Early on.
- Have you created any of the software programs that the
- 20 record industry uses to make its music and videos available for
- 21 free?
- 22 A. No.
- **23** Q. Are there other people who do that?
- 24 A. Yes, I presume so.
- 25 Q. When you were testifying, you referred to --

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- 1 objection to, and that is Plaintiff's Exhibit 431 in your
- 2 binders.

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- **3** Q. This appears to be an e-mail from Mr. Gorton, Mark Gorton,
- 4 to someone, Eric Berger, at Time Warner, and it's dated
- 5 September 23, 2005.
- 6 If you look at the second full paragraph, it states,
- 7 in the third sentence, you can read the lead-in as well, "The
- 8 RIAA wants to try to upgrade LimeWire's current users from the
- 9 current file-sharing service to a paid subscription service."
 - Do you see that?
- 11 A. Yes, I see it.
- **12** Q. Did you play any role in evaluating whether the LimeWire
- current user base could in fact be moved into a paid
- 14 subscription service?
- 15 A. No.

10

- **16** Q. Do you know if that was done with any of the other
- 17 companies like iMesh or some of the others that were sued, that
- 18 is, they attempted to take their user base and convert it into
- a subscription service?
- 20 A. Yes. I have no knowledge of that.
- 21 Q. You will see in the last sentence in that first full
- 22 paragraph Mr. Gorton says, "I would love a bidding war, but I
- am willing to sell at a very low price in order to get the
- 24 letter from the RIAA."
- Do you see that?

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- 1 A. Can I have that question back again. I think I answered it
- 2 too fast. Could you --
- 3 Q. OK. I can't, but I think --
- 4 A. What I meant to say was I did not create any software for
- 5 the record companies under any circumstances.
- 6 O. OK.
- 7 A. That was all.
- **8** Q. When you were testifying you were referring to your movie.
- 9 Do you remember that you used the phrase "the movie"? "I'll
- show you in the movie"?
- 11 A. Oh, it's a screen capture.
- 12 Q. What does that mean?
- In other words, what you had up there wasn't actually
- 14 live. It was something that you had done earlier, and you were
- 15 just walking us through it and you called that your movie.
- 16 A. Well, what I did was I started the recorder, the screen
- 17 recorder, and then I went ahead and did the search for the four
- $\,$ 18 $\,$ songs and then downloaded the four songs. So had I run --
- 19 you're right. I refer to it as a movie. I'm not sure how else
- 20 to refer to it. If I was to run it straight through, you would
- see it would run in about two and a half minutes, and that's
- 22 exactly what happened when I was sitting at the desk doing the
- 23 illustration.
- MR. BAIO: Can we put up on the screen a document that
- 25 the plaintiffs just offered into evidence and I have no

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- 1 A. I see it, yes.
- **2** Q. This was marked during your deposition and is included in
- 3 your book. Did that play any role in your evaluations in this
- 4 case?
- 5 MR. KLAUS: Objection, your Honor. I don't believe it
- 6 was marked at his deposition.
 - MR. BAIO: I'm sorry. I misspoke.
- 8 Q. Marked during your testimony here.
- 9 A. Ah, I see. No, I don't think I have ever seen this
- 10 document actually. It played no role in my conclusions for
- 11 sure.
- 12 Q. OK. Can we put up the screen shot of the four songs that
- 13 you downloaded?
- 14 A. Sure. Oh --
- 15 O. I think James has it.
- 16 A. Yes.
- 17 Q. These are the four songs that you used as examples for the
- 18 jury, correct?
- 10 Å Ves
- **20** Q. And are you aware that three of those four songs are not on
- 21 the list that the jury will evaluate in determining what
 - damages are in this case?
- 23 A. I believe I was -- I was made aware of it recently, but
- 24 when I actually did the experiment or whatever you would call
- it, made up the illustration, I just thought I would go to

LIME WIRE, LLC, ÉT AL E. Horowitz - cross Page 785 156nari6 E. Horowitz Page 787 Billboard and take the top four. stretch and talk while we call the next witness. MR. POMERANTZ: Your Honor, Ms. Chen will be handling **2** Q. I see. Now you understand that, for example, the second 2 song Timbaland feat. One Republic, "Apologize," that is not on 3 the next witness and we will be switching seats here. the list that is to be considered by the jury in identifying a 4 THE COURT: OK. value for independent works, correct? Has the witness been called in? 5 **6** A. I understand that three out of the four were not on the 6 MS. CHEN: Yes, the witness is here. The plaintiffs list. I think I was using these just as an illustration for would like to call at their next witness, Jill Randell. 7 how the LimeWire software worked. 8 JILL RANDELL, called as a witness by the Plaintiffs, **9** Q. So you didn't know that Alicia Keys "No One" and Fergie 9 "Clumsy" also are not on the list? having been duly sworn, testified as follows: 10 10 11 A. Right. I wasn't choosing it for that reason. I had to 11 DIRECT EXAMINATION come up with a couple of songs to illustrate how LimeWire 12 BY MS. CHEN: worked and just picked the top four from Billboard. Q. Good morning, Ms. Randell. Thank you for being here today. 14 Q. You understand that this case, at least in terms of the MS. CHEN: Your Honor, I have a binder of exhibits 15 damage award, is about something in the neighborhood of 10,000 15 that I have shown to defendants' counsel. They have no works? objections to the exhibits I believe. 16 16 17 A. Yes, I understand that. MR. COSENZA: That's correct. 17 **18** Q. And not more than that or not a lot more than that, MS. CHEN: I will ask to move the exhibits into 18 correct? evidence at the appropriate time, maybe pass them out to the 19 19 20 A. Yes. 20 jury. MR. BAIO: I have no further questions. 21 21 THE COURT: Yes, of course. I will remind the jurors REDIRECT EXAMINATION that you shouldn't turn to a tab unless I tell you to. 22 22 BY MR. KLAUS: MS. CHEN: Everybody has a copy. 24 Q. I just have a couple. BY MS. CHEN: Q. Ms. Randell, where do you currently work. 25 Professor Horowitz, Mr. Baio asked you some questions 156nari6 E. Horowitz Page 786 156nari6 Randell - direct Page 788 about the BitTorrent protocol. Do you recall that? 1 A. I currently work at Google. MS. CHEN: Oh, and before we continue, I meant to 2 A. Yes. 3 Q. Did LimeWire implement functionality for BitTorrent note, your Honor, I would like to note that Ms. Randell is here searching? with counsel for Google, who is present here in the courtroom. 5 A. Yes. They have added it into their product. THE COURT: Thank you. OK. 5 6 Q. The fact that they added that into their product, what 6 Could you pull the mike a little closer to you. Not too close. Thank you. would that give their users the capability of using LimeWire to Q. How long have you worked at Google? do? 8 **9** A. Well, it means that not only can you share files on **9** A. Nine years. Gnutella, you can also share the files that are available on 10 Q. So that means you joined Google in what year? 10 BitTorrent. 12 Q. What is your current position at Google? **12** Q. Mr. Baio also asked you some questions relating to the four songs that you looked at. 13 A. I am an agency relations manager. 13 14 Q. Can you explain to the jury what that involves. 14 Do you have any reason to believe, Professor Horowitz, that if you ran similar searches on LimeWire for any of the 15 A. It is essentially a sales position, so I work with some of other of the, as he said, about 10,000 works that are at issue our large creative and media buying ad agencies and help them 16

- in this case that the results would have been any different 17

- 19 A. I suspect the results would be the same.
- 20 MR. KLAUS: I have no further questions, your Honor.
- MR. BAIO: I have nothing further, your Honor. 21
- THE COURT: Thank you, Professor. 22
- 23 You may step down.
- THE COURT: The jurors should feel free to stand 25

- than what you illustrated in the screen capture that you did?
- (Witness excused) 24

- understand Google's advertising products available.
- Q. What are those advertising products that you work with?
- **19** A. Mainly search and display advertising. 20 Q. Is there a certain term for those products?
- 21 A. Google AdWords is probably the most well known.
- Q. Just for background purposes, what is Google?
- 23 A. Google is a search engine that helps people find the
- information that they are looking for on the Internet.
- **25** Q. Can you also explain to the jury what Google AdWords is?

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- 1 A. Google AdWords is Google's advertising product which will
- 2 allow businesses to place advertisements next to the Google
- 3 search results.
- **4** Q. What was your position at Google prior to being on the
- 5 Google agency team?
- 6 A. I have held several roles. Prior to the Google agency
- 7 team, I worked on Google's print advertising product as a
- 8 strategic partner manager. Before that I was an account
- 9 manager working on Google AdWords accounts, and before that an
- 10 AdWords coordinator.
- 11 Q. When did you become an account manager with the AdWords
- 12 team?
- 13 A. I think it was around 2003.
- 14 Q. What were your responsibilities as an AdWords account
- 15 manager?
- 16 A. I helped manage some of our larger advertising clients with
- 17 their AdWords accounts.
- **18** Q. What were your day-to-day responsibilities?
- 19 A. Day-to-day responsibilities include client phone calls,
- 20 optimizing their advertising account, troubleshooting issues,
- 21 working on internal projects.
- 22 Q. Have you held any other positions at Google?
- 23 A. Yes. The strategic partner manager position on the print
- 24 advertising product, working with some of our larger newspaper
- 25 companies, and then my current position.

- 1 A. You will notice at the top of the page the first three
- 2 text-based advertising results that indicate sponsored links at
- 3 the top, those are advertisements from Google's AdWords
- 4 program.
- 5 Also on the right-hand side you will see where, at the
- 6 top where it says "sponsored links," these are also
- 7 advertisements coming from the Google AdWords product.
- 8 In the middle, these are the, what we refer to as the
- organic search results.
- 10 Q. What happens when a user clicks on one of these ads?
- 11 A. They are brought to the web page that the advertiser
- indicated they wished to bring the user to.
- 13 O. So if we look at the sponsored links that show up directly
- 14 under the search bar, it looks like the third ad is for used
- cars at cars.com. Do you see that?
- 16 A. Yes, I do.
- 17 Q. So if they clicked on that ad, what would happen?
- **18** A. They would be directed to the web page somewhere within the
- 19 domain of cars.com. So it could be cars.com, it could be a
- 20 page deeper within the website. For example, if they sell both
- 21 new and used cars, most likely they would want to be brought to
- 22 the used car web page within cars.com.

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- 23 Q. Is it the same for the sponsored links that appear in the
- 24 right-hand column?
- 25 A. That's correct.

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- 1 Q. Have you been at Google continuously since you started?
- 2 A. Yes, I have.

15

16

17

18

19

- 3 Q. Is it fair to say you have had a number of years of
- 4 experience working with Google AdWords?
- 5 A. Yes, that's fair.
- **6** Q. Could you please explain to the jury generally how Google
- 7 AdWords works from a user's point of view.
- 8 A. From a user's point of view, you go to the google.com
- 9 search engine and enter in a search term. So it could be, for10 example, "used cars."
- In addition to the search results that are free that you would see, you would also see on the right-hand side, or on the top-of-the-page advertisements that are as a result of the keyword or search term entered into the search engine.
 - MS. CHEN: Your Honor, when I met with Ms. Randell yesterday, she indicated she would like to show the jury a Google search, and defense counsel has no objection to this.
 - Would it be possible to pull up google.com and enter in that particular search?
- THE COURT: If you can do it, it's fine with me.
 MS. CHEN: OK, your Honor. Mr. Nichols, could you
- pull up google.com, please. I believe the search that
- 23 Ms. Randell indicated was for used cars, if we could enter in
- **25** Q. Ms. Randell could you explain to the jury what we see here.

1 Q. So if somebody clicked on that first ad that appears in the

- 2 right-hand column, where would they be brought to?
- **3** A. They would be brought to hondaofnanuet.com.
- 4 Q. Does the particular ad, does whether a particular ad show
- 2. Boos the particular ad, does whether a particular ad show
- 5 up, does that depend on what search term the user types in?
- 6 A. That's correct.
- 7 Q. So, if you entered a search for a different term,
- 8 presumably different ads would show up?
- 9 A. Correct.

- MS. CHEN: Can we test that out here.
- Maybe, Mr. Nichols, if you could enter in a search term "running shoes."
- .3 BY MS. CHEN:
- **14** Q. So if you could explain to the jury what we see here?
- 15 A. You will notice on the right-hand side you will see the
- 16 sponsored links indicating various advertisers running on the
- search term "running shoes."
- 18 Q. Again, with these, if you click on the ad, where would you
- **19** be brought?
- 20 A. You would be brought to the landing page that the advertiser indicated when setting up the advertisement.
- 22 So, taking zappos.com, for example, zappos.com would
- 23 most likely redirect the user to a running shoes page within
- 24 zappos.com
- **25** Q. Who writes the ad that appears in these search results?

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- 1 A. It could be the advertiser. If the advertiser uses an ad
- 2 agency, it could be someone at the advertising agency, or it's
- 3 possible it could be someone at google.com, I'm sorry, at
- 4 Google.
- **5** Q. Under what circumstances would it be someone at Google?
- **6** A. Typically we have a team that works with our very large
- 7 advertising partners. So a lot of times we try and help what
- 8 we call optimize the account and make sure that ads are
- 9 effective, and we run tests with the advertiser to make sure
- 10 that their ad campaign is giving them the results that they
- 11 desire.
- 12 Q. Who selects the keywords that pull up certain ads?
- **13** A. Also could be the advertiser, the business owner. It could
- be the ad agency, if they're using one, or it could also be
- 15 someone at Google.
- **16** Q. Under what circumstances would it be someone at Google?
- 17 A. Again, if they have a Google team that they are working
- 18 with, it could also be part of the optimization process. It
- 19 could also be, sometimes at the beginning of an account when an
- 20 account is opened, sometimes Google will help build up the
- 21 keyword list at that point.
- 22 Q. When you say they have the Google team they're working
- with, you're referring to the advertiser?
- 24 A. Yes, correct.
- MS. CHEN: Mr. Nichols, you can bring that down now.

- 1 A. No.
- 2 Q. Would it count as a click after they clicked on the ad and
- 3 were brought to zappos?
- 4 A. Yes.
- **5** Q. We saw up there that the ads appeared in different order,
- 6 some were higher up and so were lower down.
- 7 How is that important?
- 8 A. So, the position of the ads on a page is determined by an
- 9 auction. So, in general, the two factors that influence the
- 10 position are how much an advertiser is willing to bid, which is
- 11 what we refer to as a maximum cost per click, and another
- 12 factor in the position is what we refer to as quality score,
- which is typically the ad's performance, or their click-through
- 14 rate, how many times the ad is actually clicked on. So it is a
- 15 combination of those two factors.
- 16 Q. Is it better to be higher up in the list?
- 17 A. In general, yes.
- **18** Q. Why is that?
- 19 A. It tends to generate more traffic because it catches a
- 20 user's attention first. If it is at the top of the page you
- 21 tend to see that versus something that is at the bottom of the
- 22 page.
- 23 Q. Why would someone want to advertise using Google AdWords?
- 24 A. The main benefit is to drive traffic to your website and be
- seen on relevant search queries on google.com.

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- 1 Thank you.
- **2** Q. Who pays for these ads that appear?
- 3 A. It would be the business owner of the account.
- **4** Q. And how would the business owner set up an AdWords account
- 5 with Google?
- 6 A. If they set it up themselves, they would normally enter in
- 7 their credit card information.
- 8 Q. They do that through the Internet?
- 9 A. Correct, yes.
- 10 Q. How does Google determine what amount of money an
- advertiser pays to advertise on Google?
- 12 A. So, the budget is determined by the advertiser. If you are
- referring to the billing process, Google bills the advertiser
- 14 every 30 days or whenever they hit their credit threshold,
- which is typically \$500. So their credit card would be charged
- whenever it hits \$500 or 30 days, whichever comes first.
- 17 Q. How is a particular amount determined? Is it per number of
- 18 times an ad shows up? Is it --
- 19 A. So, an advertiser is not, an advertiser does not accrue any
- 20 charges unless the user clicks on their ad. It's what we refer
- 21 to as a cost per click advertising model.
- If an ad is never clicked on, the advertiser is not charged.
- 24 Q. So if a user entered in a search term "running shoes" and
- pulled up an ad for zappos, would that count as a click?

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- 1 Q. And so are there particular features of AdWords that help
- 2 someone advertise their product or their service?
- 3 A. Are there particular features?
- 4 Q. If you could describe particular sort of qualities of
- 5 AdWords that help a business to advertise their product or
- 6 service?
- 7 A. I mean, it's relatively quick and easy to set up a
- 8 campaign. Anybody can do it. Our advertisers have seen
- 9 phenomenal results in driving traffic to their website,
- 10 ultimately resulting in business and sales leads, whatever the
- 11 desired goal is. It's been a highly effective form of
- advertising for businesses that signed up for the program.
- 13 Q. Did LimeWire or LimeGroup have an AdWords account with
- 14 Google?
- 15 A. I believe they did.
- **16** Q. I would like you to take a look at the document in your
- binder behind the first tab, which is plaintiff's Exhibit 0471.
- MS. CHEN: The jury may turn to it. Mr. Nichols, if
- 19 you could pull it up on the screen.
- 20 Q. This is the first page of this multipage document. Do you
- 21 recognize this document?
- 22 A. Yes.
- 23 Q. Can you explain to the jury what it is.
- 24 A. So this is the first page that pulls up in Google's
 - internal system when we want to look at an advertiser's AdWords

156nari6 Randell - direct Page 797 1565ari3 Randell - direct Page 799 account. 1 Q. Turn to the last page, page 4 and the heading that we see **2** Q. At the top of the page, next to where it says Google 2 partway down on the page says campaign: Campaign no. 1 which Mr. Nickels has highlighted. Is this a list of campaign -- I'm AdWords, we see something that says "marketing@limewire.com." 4 MS. CHEN: Mr. Nichols, if you could highlight that. sorry, a list of ad groups for campaign no. 1? 5 Q. What is that? 5 A. That's correct. 6 Q. What is an ad group? **6** A. That's what we refer to as the log-in e-mail, so whenever an advertiser wants to log into their AdWords account, this is 7 A. An ad group is what we refer to as a structure within a the e-mail address they would use to do so. campaign that allows you to group together or pair up key words 8 **9** Q. Who is the customer who opened this account? or search terms to the actual text advertisement that would be **10** A. What is indicated on the page would be Greg Bildson. Of displayed on Google.com. 10 11 Q. Why would a different ad campaign include different ad LimeGroup, but it's possible that other people may have also 12 had access to this account. I would have no way of knowing 12 groups? A. It is a way to structure your advertisements so that 13 13 14 Q. Does the customer choose the e-mail address used as the they're grouped together with relevant ad texts. So, you 15 log-in? 15 wouldn't want -- if you are selling different products you 16 A. Yes. 16 wouldn't want the same ad to show for all the different search 17 Q. When did LimeGroup open this account? 17 terms because it is not relevant. So, it is a way to pair **18** A. On the page it says "Advertiser since November 19, 2002." together relevant search terms with relevant ad text. 19 Q. How much money did this advertiser spend on the account Q. Is there an example that you might be able to give to between 2002 and 2005? illustrate that to the jury? 20 21 A. So, according to the information on this page, the total 21 A. Going back to the red shoe example, you could have expense is \$85,497.30. variations of red shoes, say red shoes, red heels, fancy red 22 23 O. Let's turn to page 3 of this document. Now, the heading shoes, a lot of different variations related to red shoes, and that appears about a third of the way down on the page, it 24 then pairing that up with the ad text: Buy red shoes, or: Red 25 says, "All Campaigns." shoes on sale. And, again, you want to follow that same 156nari6 Randell - direct Page 798 1565ari3 Randell - direct Page 800 Do you see that? concept for blue shoes or if you are selling kitchen appliances 1 2 A. Yes. you would want to break it out by different products is 3 Q. Mr. Nichols has highlighted it on the screen. Can you probably the best example I can give. please explain what a campaign is. Q. Let's take a look at one of these ad groups. Let's turn to 5 A. So, a campaign is a structure within an AdWords account page 37 of this document. Is this a summary of one of the ad that allows an advertiser to group together various keywords to groups? 7 A. Yes, it is. 7 relevant ad text. It also allows them to apply a budget per Q. Now, if we look at the highlighted text we see that it says each campaign. So, for example, if you were selling red shoes 8 9 and you were selling blue shoes and you had a separate ad group number 28. Does this page show a specific ad? marketing budget for each, you would want to create one 10 A. Yes. It shows the ad is get songs Lime Wire Pro with the 10 11 campaign targeting red shoes and another campaign targeting header and below that find many different songs and lyrics blue shoes. files through Gnutella. 12 13 (Continued on next page) **13** Q. And you see below that is a web address www.Lime Wire.com; would that also show up as part of the ad? 14 15 15 A. Yes, it would. 16 **16** Q. And when the user clicked on that ad, where would they be 17 17 taken? **18** A. They would be taken somewhere within Lime Wire.com. 18 **19** Q. Where on this page would you find the key words that are 19 20 20 associated with this ad? **21** A. So, they can be found directly below where it says key word 21 22 and the key words that are visible are songs, song and MP3s. 23 23 Q. Let's walk through some of the columns that we see to the 24 right of those key words. Two columns over is the column called current bid. What does current bid mean? 25

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- 1 A. So, that means current bid is the maximum cost per click,
- 2 maximum CPC indicated here that the advertiser is willing to
- 3 spend per key word. So, for example, the key word songs the
- 4 advertiser is willing to spend up to 22 cents.
- 5 Q. And, how is it determined what they're actually charged per
- 6 any given click?
- **7** A. It is determined by the auction process and so it depends
- 8 on what other advertisers are willing to spend combined with
- 9 the performance of the ad itself.
- **10** Q. Can you give an example of what might, how this might work?
- 11 A. So, for example, if the owner of this account is willing to
- 12 spend 22 cents for the key word songs and a competitor also
- 13 running on the key word songs might be willing to spend only 10
- 14 cents for this particular key word, if the owner of this
- 15 account wins the auction for the top spot they would only have
- 16 to pay one penny more than what the advertiser below them was
- willing to spend. So, in this case they would spend 11 cents.
- **18** Q. Now, next to the current bid column is a column called
- 19 clicks. Can you explain to the jury what that means?
- 20 A. So, that is the number of clicks accrued for these
- 21 particular key words which means that a user who searched for
- songs clicked on the ad 230 times.
- 23 Q. And that means they clicked on this particular ad, the one
- 24 that says: Get songs Lime Wire Pro?
- 25 A. This particular ad for that particular key word, correct.

- 1 it's the owner of the account but it's possible they had an ad
- 2 agency. I have no way of knowing that.
- 3 Q. Let's take a look at another ad group. Let's turn to page
- 4 41 of the exhibit.
 - Now, the name of this ad group is Kazaa, right?
- 6 A. Correct.
- 7 Q. And the ad for this ad group is different than the one we
- 8 looked at previously, is that correct?
- ο Δ Vec
- 10 Q. Mr. Nickels, would you highlight that, please?
- Is the text highlighted by Mr. Nickels: Faster than
- 12 Kazaa. Want downloads that are faster than Kazaa? Get
- 13 Lime Wire Pro.
- Is that the ad that is associated with this ad group?
- 15 A. That's correct.
- **16** Q. And this ad would also show a link to www.Lime Wire.com?
- 17 A. Correct.
- **18** Q. Now this particular ad, if you look through the next few
- 19 pages, there are a few dozen key words associated with this
- 20 particular ad, correct?
- 21 A. Yes.
- **22** Q. Let's take a look at some of those key words. On that same
- 23 first page of the ad group, page 41, I think the third key word
- 24 down is one called: Speed up Kazaa. Do you see that?
- 25 A. Yes.

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- 1 Q. Next to the clicks column is a column with the abbreviation
- 2 IMPR. What does that mean?
- **3** A. That stands for impression, and that is the number of times
- 4 and ad was actually displayed on Google.com.
- 5 Q. And so that's a number regardless of whether the user
- 6 actually clicks on the ad?
- 7 A. Correct.
- **8** Q. So, how many times did a Google user who entered the key
- 9 word "song," how many times did that pull up this get songs ad?
- 10 A. According to the information on this page it pulled it up
- 11 23,324 times.
- 12 Q. And how about for the key word "songs" with an S?
- 13 A. 30,189 times it was pulled up.
- 14 Q. Now, let's look at the column in the far right, average
- position. What does that refer to?
- 16 A. So, during the time frame displayed here on this page it
- 17 indicates the position on the Google page where the ad
- 18 appeared. So, the higher the number the better the position.
- **19** Q. So, position 1 would refer to the very highest position?
- 20 A. Correct.
- 21 Q. And then going down the line they're numbered 1, 2, 3 and
- 22 so forth?
- 23 A. Correct.
- **24** Q. Who selected the key words that go with this particular ad?
- 25 A. I actually have no way of knowing that. I would assume

- 1 Q. According to this page, how many times did a user use this
- 2 key word and see the ad faster than Kazaa?
- 3 A. So, according to the information on this page this ad was
- 4 displayed 237 times for the key word "speed up Kazaa."
- **5** Q. And this ad would appear, on average, at what position on
- 6 the Google search page?
- 7 A. Somewhere between one and two.
- 8 Q. Would that mean the ad would probably appear right under
- **9** the search bar?
- 10 A. It's possible. Ads that promote are what we call promoted
- 11 to the top of the page are only done so if they meet a certain
- 12 quality threshold. So, it is possible that it appeared at the
- 13 top of the page or it's possible it appeared to the right of
- 14 the page at the top slot.
- 15 Q. Can you determine where it appeared by looking at this
- 16 page?
- 17 A. No.
- **18** Q. Let's look at another key word, let's turn to page 42 which
- is the next page of this document.
- Now, the third key word down on the page, Kazaa
- 21 version, do you see that?
- 22 A. Yes.
- 23 Q. And how many impressions did that key word get?
- **24** A. It received 273 impressions.
- **25** Q. And that means that the user who entered in Kazaa version

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- pulled up that particular ad, faster than Kazaa, 273 times?
- 2 A. Yes.
- 3 Q. Let's look at the next page, page 43 of the document.
- There is a key word halfway down this page that says: Kazaa
- lite download and lite is spelled L-I-T-E.
- Do you see that? 6
- 7 A. Yes.
- 8 Q. How many impressions did that key word get?
- 9 A. 4,569.
- 10 Q. And four key words down from that is Kazaa light, with
- 11 light spelled L-I-G-H-T. How many impressions did that key
- word get?
- 13 A. 2.069.
- 14 Q. Now, the last key word on this page, page 43 --
- Mr. Nickels, if you could highlight the very last one -- it is
- Kazaa en Español. Do you see that? 16
- 17 A. Yes.
- 18 Q. Going on to the next page, page 44, there are also a number
- of key words that appear in Spanish. Why would an advertiser
- select key words in Spanish? 20
- 21 A. That would be to capture the traffic for those users who
- are searching on Spanish terms.
- 23 Q. Now let's turn back to page 8 of this document. Now, am I
- 24 correct that the ad for this particular group reads: Lime Wire
- Pro for Mac. Have a mac? Share and search for computer files.

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- 1 A. 4,223 clicks.
- 2 Q. Let's go back to the previous page which is page 8. Just
- under the headings for the key words we see a row called total
- which Mr. Nickels has highlighted. Can you explain what the
- total row shows?
- A. The total row indicates a summary of all of the key words
- within that particular ad group.
- Q. And so, these would be the total numbers of impressions
- that this particular ad received? Is that right?
- **10** A. Correct. So, for each column it just totals up the number
- of clicks, impressions with the click through rate. CTR stands
- 12 for click through rate. And average CPC or average cost per
- click cost, and then average position for all of the key words 13
- within this particular ad group.
- Q. So, I believe there were a couple of columns that we
- haven't yet explained to the jury what they mean so if you
- could explain to the jury what click through rate means?
- A. So, the click through rate is just the number of clicks --
- I'm sorry, the number of impressions divided by the number of
- clicks. So, it is to give you a percentage to gauge -- it is a
- way to gauge performance. The more clicks you receive, the
- higher the click through rate. So, high click through rate is 22
- 23

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- 24 Q. And click through rate is abbreviated here CTR?
- 25 A. Correct.

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- Only \$18.88.
- 2 A. Yes.
- 3 Q. And that ad also displays a link to Lime Wire.com?
- 4 A. Correct.
- **5** Q. Let's look at some of the key words on the next page, page
- 9 of the document. The seventh key word down on the page it
- says MP3 mac. 7
- I'm sorry, it should be three down from the one you 8
- 9 have highlighted, Mr. Nickels, MP3 without the S. There we go.
- That key word got how many impressions? 10
- 12 Q. That means that key word pulled up the Lime Wire Pro for
- Mac ad over 500,000 times?
- 14 A. Correct.
- **15** Q. And how many clicks did those key words generate?
- 16 A. 6,008.
- 17 Q. So, that means that a user actually clicked through to
- 18 Lime Wire.com or somewhere on Lime Wire.com over 6,000 times
- based on this particular key word?
- 20 A. Correct.
- 21 Q. And the last key word on this list at the bottom of the
- 22 major we see: File sharing mac. How many times did that key
- word pull up the Lime Wire Pro for Mac ad?
- **24** A. 206,543.
- 25 Q. And how many clicks did that ad get?

1 Q. And what is the average CPC?

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- 2 A. So, as I mentioned earlier, an advertiser will set what we
- call a maximum bid amount for that key word. That doesn't
- necessarily mean that's the cost that they're going to pay so
- 5 this average cost per click averages the cost of all the clicks
- 6
- together to give an average cost for that particular key word. So, in this particular example the advertiser was
- willing to spend up to 25 cents per click but the actual
- average cost per click was much less.
- Q. And what does the column cost refer to? 10
- A. That is the total dollars accumulated within this
- particular ad group. So, if you take the average cost per
- click and multiply it by the number of clicks, it should equal 13
- the total cost.
- Q. Let's look at one last ad group in this document. Can we turn to page 31, please?
- Now, the ad for this particular ad group says: 17
- Grokster versus Lime Wire Pro, CNET recommends Lime Wire over
- Grokster. Give it a try. No spyware.
 - Is that correct?
- 21 A. Yes.

20

- 22 Q. And the ad also links to Lime Wire.com?
- 23 A. Correct.
- **24** Q. Now, if you look at the key words associated with this ad
- they all mention the word Grokster, right?

Page 808

Page 812

Randell - direct Page 809 1565ari3 Randell - direct Page 811

- 1 A. Yes.
- **2** Q. Generally speaking, why would an advertiser include in the
- 3 key words a word used in the ad?
- **4** A. Generally speaking, including the key word within ad text
- 5 helps improve the performance because when a user searches for
- a term on Google.com the key word or search term searched will
- actually appear bolded in the ad itself which helps attract a
- user's attention and make it more likely for them to click on
- the advertisement. So, it tends to help performance because it
- is relevant to what the user is searching for.
- 11 Q. Now, this is a fairly thick document, isn't it?
- 12 A. Yes.
- 13 Q. It is over a hundred pages?
- THE COURT: You need to answer. 14
- 15 A. Yes. It is fairly large.
- **16** Q. If we were to sit here and look through the entire document
- we would see other ad groups?
- **18** A. I believe so, but I haven't looked through every single
- 19
- 20 Q. But there are different ad groups other than the ones we
- 21 just looked through?
- 22 A. Yes. Correct.
- 23 Q. And, generally, each ad group has a particular ad on it for
- Lime Wire, correct?
- 25 A. Correct.

- 1 Q. When was this account opened?
- **2** A. It appears this account was opened July 29th, 2002.
- **3** Q. Let's turn to page 7 of this document. For this particular
- ad group the ad is: Disappointed by Morpheous? Try Lime Wire
- Pro. Tech support. No ads. No spy ware.
- Is that correct? 6
- A. Yes.
- 8 Q. And that also links to the Lime Wire.com site or somewhere
- within that site?
- 10 A. I would assume so, yes.
- Q. Now, the key words associated with this ad all include the
- word Morpheous, is that correct?
- 13 A. That's correct.
- 14 Q. Who selected the key words for this ad?
- 15 A. I would assume the owner of the account selected them but I
- would have no way of knowing for sure.
- 17 O. And, who wrote the ad?
- **18** A. Also I would assume the owner of the account but I have no
- way of knowing that for sure.
- **20** Q. There are other ad groups listed for this account, correct?
- 21 A. According to the information on the page it looks like 22
- ad groups were created for this campaign.
- O. And if we were to sit here and look through all of them
- they would appear to have different ads in each ad group,
- correct? 25

1565ari3

1565ari3 Randell - direct Page 810

- 1 Q. And each particular ad has particular key words associated
- with them?
- 3 A. I would assume so, yes.
- **4** Q. And this document covers Lime Wire's AdWords account from
- 2002 two 2005, is that right?
- 6 A. That's what the first page indicated, yes.
- 7 Q. Lime Wire also had a separate AdWords account from 2002 to
- 2003, correct?
- **9** A. I'm not sure.
- 10 O. Let's take a look at the second document in the binder which is Plaintiff's 491. 11
- 12 THE COURT: I think it would be helpful instead of my
- 13 telling the jury what they can look at, you can go ahead and do
- 14 SO.
- 15 MS. CHEN: Thank you, your Honor.
- The jury may open to document 491. 16
- 17 Q. Do you recognize this as a document produced in this case
- by Google? 18
- 19 A. It appears to be, yes.
- 20 Q. What is this document?
- 21 A. This is displaying the first page that someone within
- 22 Google would pull up to look at an AdWords account, just like
- what we looked at before.
- 24 Q. What is the log-in e-mail for this account?
- 25 A. It is ajutagir@Limepeer.com.

Randell - direct

- 1 A. I would assume so.
- 2 Q. And they would have different key words associated with
- those particular ads?
- 4 A. I would assume so, yes.
- **5** Q. If you could turn back to the first exhibit in the binder,
- Plaintiff's Exhibit 471 -- and the jury, I would ask them to do
- the same as well -- Mr. Nickels, if you could go to page 3 of
- the document -- we looked at this previously, I believe. This
- is the page that shows all the campaigns for this account?
- 10 A. That's what that indicates. Yes. At the bottom it says
- total, all 6 campaigns.
- Q. And so, would this total row total all of the data that we
- have been talking about previously from the previous pages?
- 14 A. Well, this particular page indicates the marketing at
- Lime Wire.com account and we were previously looking at the
- second account.
- Q. Oh, I'm sorry. Yes. Going back to the ad groups that we
- looked at when we first looked at this particular document.
- **19** A. Correct, yes.
- 20 Q. How many impressions do we see here, total?
- 21 A. Total impressions for all of the campaigns?
- 22 Q. Correct.
- 23 A. Shows 265,932,907.
- 24 Q. So, what does that mean? If you could explain that to the
- jury?

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1	Δ So that	totals up all the ad	impressions from all six	1	stand and stretch.
		_	_		MR. POMERANTZ: Your Honor, the next witness isn't
2		•	late range indicated on the	2	
3			19th, 2002 through December	3	here yet. We would request the lunch break now. The next
4		· · · · · · · · · · · · · · · · · · ·	I was looking at the bottom.	4	witness will be the last witness of the day so we will probably
5			users saw one of the ads	5	break early today.
6	associated	l with this account	over 260 million times?	6	THE COURT: All right. Then we will be on the lunch
7	A. Correct	•		7	break until 1:30.
8	MS.	CHEN: I have no fu	rther questions, your Honor,	8	(Continued on next page)
9			to ask to move plaintiff's	9	1 0 /
10		nto evidence.		10	
11		E COURT: The nui	mhers are?	11	
			pers are P471 and P491.		
12			ders are F4/1 and F491.	12	
13		E COURT: Okay.		13	
14			bjection, your Honor.	14	
15			s Exhibits 471 and 491 are	15	
16		without objection.		16	
17	(Pla	intiff's Exhibits P4	71 and 491 received in	17	
18	evidence)			18	
19	CROSS E	EXAMINATION		19	
20	BY MR. 0	COSENZA:		20	
21	O. Good a	fternoon, Ms. Rand	dell.	21	
22	-		e you do not recall having	22	
23			at Lime Wire, correct?	23	
	•	t recall, correct.	at Lime Whe, correct.	24	
		•	wing any discussions with	25	
23	Q. And you	also do not recan na	iving any discussions with	23	
156	5ari3	Randell - cross	Page 814	1565	5ari3 Page 816
			_		·
1	Mr. Mark	Gorton sitting here	_	1	(Jury not present)
1 2	Mr. Mark A. Correct	Gorton sitting here	e today, correct?	1 2	(Jury not present) THE COURT: Counsel, what do we need to get done
1	Mr. Mark A. Correct Q. And, you	Gorton sitting here don't recall having	e today, correct? any discussions at all with	1 2 3	(Jury not present) THE COURT: Counsel, what do we need to get done during the lunch break?
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	ISTA RECORDS, LLC, ET AL v. ME WIRE, LLC, ET AL		TRIAL May 6, 2011
156	5ari3 Page 817	156	5ari3 Page 819
1	AFTERNOON SESSION	1	THE COURT: No. Are we ready? Is the jury ready?
2	1:25 p.m.	2	THE DEPUTY CLERK: Yes.
3	THE COURT: My understanding is that you have raised a	3	THE COURT: The jury is ready so the jury will enter.
4	question about where to put the easel. What is going to happen	4	(Continued on next page)
5	on the easel?	5	1 2 /
6	MR. MUNDIYA: Nothing from us, your Honor.	6	
7	MS. YOUNG: I believe Mr. Pomerantz will be eliciting	7	
8	testimony from the witness and be putting it on the easel.	8	
9	THE COURT: And, how close to the jury would it need	9	
10	to be for the jury to be able to read it?	10	
11	MR. POMERANTZ: Your Honor, I'm not going to put very	11	
12	many numbers on there so I think it could either be, I was	12	
13	thinking of either here or near the corner of the jury box. I	13	
14	want it to be where you could see it, counsel can see it, and	14	
15	the jurors can see it.	15	
16	THE COURT: In criminal cases I often come around and	16	
17	look at it. If you keep it right in front of the jurors I can	17	
18	just come around and look.	18	
19	MR. POMERANTZ: That's fine, your Honor. If that's	19	
20	okay with your Honor. So, put it maybe right over here?	20	
21	THE COURT: Yes.	21	
22	And I don't want to forget to mention that on Monday I	22	
23	have a sentencing at 9:30 and so I will have to ask you to	23	
24	allow other counsel to use the front table between 9:30 and	24	
25	10:00.	25	
156	5ari3 Page 818	156	5ari3 Page 820
1	MR. POMERANTZ: That's no problem, your Honor.	1	(Jury present)
2	We have had some discussions about some documents that	2	THE COURT: Please have a seat and we will continue.
3	I think both sides are going to be using during the next	3	The witness should come forward.
4	examination. They have certain proprietary information in them	4	MR. POMERANTZ: Your Honor, the plaintiffs call
5	and we have agreed to try to limit the information we bring out	5	Mr. Paul Kahn as our next witness.
6	publicly. We probably will not put them on the screen but the	6	PAUL KAHN,
7	jurors will have copies of the documents in front of them. And	7	called as a witness by the Plaintiff,
8	I think we each agree to try to limit our questioning so that	8	having been duly sworn, testified as follows:
9	we don't reveal the confidential information, except as	9	DIRECT EXAMINATION
10	necessary, to bring out the evidence.	10	BY MR. POMERANTZ:
11	THE COURT: Now, in terms of your record on appeal, if	11	O. Mr. Kahn, where are you currently employed?

11 THE COURT: Now, in terms of your record on appeal, if 12 you keep the documents in tact you won't have confidential 13 treatment.

MR. POMERANTZ: Right. 14

THE COURT: So I would advise you to submit redacted copies.

MR. POMERANTZ: We will do that, your Honor. 17

THE COURT: Okay. And it would be good to try to move documents into evidence before the jurors see them.

 $MR.\ POMERANTZ:$ Oh, okay. We only have one, I can do 20 that right now, if your Honor would like.

21 22 THE COURT: I mean, generally at trial that's the way 23 to do it.

MR. POMERANTZ: Okay. 24

MR. BAIO: I apologize, your Honor.

11 Q. Mr. Kahn, where are you currently employed?

12 A. At EMI Music North America.

13 Q. What is EMI music?

14 A. Music company.

15 Q. What is your current position at EMI?

16 A. Executive Vice President and Chief Financial Officer of

North America.

18 Q. What is your educational background?

19 A. Undergraduate. I have an accounting degree from Binghamton

University and then I went to graduate school for MBA at

Columbia.

22 Q. And what year did you graduate from Columbia?

23 A. 1996.

24 Q. What was your first job in the music industry?

25 A. When I was at business school I was actually an intern at

15

16

18 19

1565ari3 Kahn - direct Page 821

- 1 EMI Music and I was asked to work during my second year of
- 2 business school, and that became a full-time job when I
- 3 graduated in 1996.
- **4** Q. And, how long did you stay at EMI?
- 5 A. Around two years as a full-time employee.
- 6 Q. That was until about 1998?
- 7 A. Correct, early 1998.
- 8 Q. And what did you do next?
- **9** A. Then I left for a company called Primedia. Primedia was
- 10 another media company that were magazines, New York Magazine,
- 11 17 Magazine. A lot of trade publications. They had some video
- assets and some educational properties as well.
- 13 Q. And, how long did you stay at Primedia?
- 14 A. I was there until 2000.
- 15 Q. And then what was your next job?
- 16 A. Then I went to a venture capital firm which I helped build
- up in New York City and I was a general partner there.
- **18** Q. And what is the name of that firm?
- 19 A. Himalaya capital.
- 20 Q. Can you just generally describe the kinds of investments
- 21 that Himalaya was involved with?
- 22 A. So, we made investments that where companies were
- 23 leveraging the internet and technologies to create new business
- models that wouldn't have existed previously.
- 25 Q. And then at some point did you return to EMI?

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- 1 the lowest market share, and some people call us a large indie
- 2 almost given our small size.
- **3** Q. Could you give the jury some examples of the recording
- 4 artists that EMI currently works with?
- 5 A. Sure. So, current artists range from Katy Perry, Norah
- 6 Jones, Lady Antebellum, TobyMac, Keith Urban, and then we have
- 7 a vast catalog as well.
- 8 Q. What are some of the more popular recordings that are in
- **9** EMI's catalog?
- **10** A. It includes The Beach Boys, Frank Sinatra, The Beatles, Nat
- 11 King Cole and such.
- 12 Q. I know you have only been with EMI for the last five years
- 13 having rejoined it, but do you have some understanding of how
- 14 long ago EMI started?
- 15 A. I believe EMI, if it is not one of, it might be the oldest
- music company out there going back to the 1800s.
- 17 Q. Let's come back to the current day. Does EMI offer its
- 18 music through digital download retailers?
- 19 A. Yes.
- 20 Q. Can you give us an example of one of those?
- 21 A. ITunes would be the more dominant player.
- 22 Q. And, does EMI have a contract with Apple?
- 23 A. We do.
- **24** Q. And iTunes is owned by Apple?

Kahn - direct

25 A. Yes.

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1565ari3 Kahn - direct Page 822

- 1 A. Correct. In 2005 I came back to EMI.
- 2 Q. And have you been at EMI ever since?
- з A. Yes.
- **4** Q. What position did you hold when you rejoined EMI in 2005?
- 5 A. I was Senior Vice President of Finance and Planning of
- 6 North America.
- 7 Q. And, how long did you hold that position for?
- 8 A. Until 2008, so three years.
- **9** Q. And then what position did you obtain?
- 10 A. Then I went into my current position as chief financial
- **12** Q. And, just in general terms, what are your responsibilities
- as the chief financial officer of EMI North America?
- 14 A. So, it's everything from building a budget at the beginning
- of the year and ensuring that we deliver it in an accurate
- 16 manner. It is reporting to the parent company in London as to
- 17 how we are doing against our budget. It's acquisitions, it's
- 18 artist deals. It's really -- IT, technology, property. It
- 19 covers the whole gamut of running a business.
- 20 Q. Your company, EMI, is one of the four plaintiffs in this
- 21 case, correct?
- 22 A. Correct.
- 23 Q. How would you distinguish EMI from the other three record
- 24 company plaintiffs in this case?
- 25 A. In North America we are the smallest of the four, we have

1 Q. I would like to present that contract to Mr. Kahn and I

- 2 have a copy for the jury and I will then admit it into
- 3 evidence.
- For the jury, the parties have agreed there is no
- objection, the jurors can turn to exhibit P7402.
- THE COURT: The Court receives Exhibit P7402 without objection.
- 8 (Plaintiff's Exhibit P7402 received in evidence)
- 9 BY MR. POMERANTZ:
- 10 Q. Mr. Kahn, is Exhibit 7402 the agreement between your
- company EMI, and Apple Computers?
- 12 A. Yes.
- 13 Q. And is this the contract that governs iTunes' sale of EMI
- **14** music to consumers?
- 15 A. Yes.
- **16** Q. I want to focus on the pricing of the music. This contract
- **17** was signed in 2003?
- 18 A. Correct.
- 19 Q. And that's when the iTunes store opened, correct?
- 20 A. Yes.
- **21** Q. Under that original agreement, when Apple sold a download
- 22 of an EMI track to a consumer for 99 cents, how much did they
- 23 have to pay EMI?
- 24 A. The terms of the agreement, you know, are somewhat
- confidential, but publicly people had knowledge that it is a

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- 1 70/30 split, typically.
- **2** Q. So, assuming the 70/30 split and rounding 99 cents up to a
- 3 dollar, that means that EMI would receive approximately 70
- 4 cents?
- 5 A. Correct.
- **6** Q. Now, if you go on to iTunes today you see tracks sometimes
- 7 priced at prices higher than 99 cents and lower than 99 cents,
- 8 correct?
- 9 A. Yes. Correct.
- 10 Q. When did that type of pricing start on iTunes?
- 11 A. So, I believe our agreement was late 2008 but it went into
- 12 effect in early 2009.
- **13** Q. And how, in general terms, could you describe for the jury
- 14 how pricing works when you have prices of, let's say, \$1.29 or
- 15 99 cents or 69 cents for a track?
- **16** A. So, EMI decides what price they want to sell Apple at as a
- 17 wholesale price and based on that Apple would determine what
- 18 they want to sell it to their customer at. There is three
- 19 different prices: \$1.29, 99 cents and 69 cents. The more
- 20 popular tracks today tend to sell at \$1.29 retail.
- **21** Q. Again, in general terms, if Apple were to sell an EMI track
- 22 for \$1.29, approximately how much would EMI receive?
- 23 A. We would get around 70 percent of that.
- 24 Q. That's about 90 cents?
- 25 A. 99 cents.

- 1 during the first half the decade, correct?
- 2 A. Correct.
- 3 O. From 2000 to 2005, correct?
- 4 A. Correct. Yes.
- **5** Q. Does your current job responsibilities require you, from
- 6 time to time, to go back and look at the financial performance
- 7 of the company during that period of time?
- 8 A. Definitely. Yes.
- 9 MR. POMERANTZ: Your Honor, I'm going to use this pad
- 10 up here. If I could approach and move things around?
- 11 THE COURT: Yes. Certainly.
- MR. POMERANTZ: Thank you.
- 13 Q. I want to put this where you can see it and, Mr. Kahn, I
- will back it up a little bit.
- 15 A. Perfect. I can see.
- **16** Q. So, I just want to get your revenues down, if I could.
- 17 This is EMI -- I apologize in advance -- let's use 2010 dollars
- 18 that we have, an apples to apples comparison and not worry
- **19** about inflation.
- So, let's start in 2000. What were EMI's revenues in
- 21 North America for recorded music sales in 2000?
- 22 A. Revenues were \$1.1 billion.
- 23 O. \$1.1 billion. Then 2005?
- 24 A. 2005 were around \$825 million.
- **25** Q. You said 825?

1565ari3 Kahn - direct Page 826

- 1 Q. If it were sold at 99 cents you would get 70 cents?
- 2 A. Correct.
- **3** Q. Now, if Apple decided to give EMI's music away for free to
- 4 its customers, in order to build a large customer base could it
- 5 do so under your contract?
- 6 A. It could do so but it would still have to pay us the price
- 7 that we have agreed to sell it to Apple at.
- 8 Q. So, if they gave a track away for free they would have to
- 9 turn around and pay you the 70 cents?
- 10 A. So long as we had not consented to the track being free.
- 11 Q. Now, does EMI offer its recordings through online retailers
- other than iTunes?
- 13 A. Yes.
- 14 Q. Did you give us some examples of those?
- 15 A. Amazon would be another example. Amazon is an example
- where recently they have launched a number of tracks at 69
- 17 cents yet they still pay us the price which we requested which
- is typically higher than that.
- 19 Q. Again, just in general terms, is your pricing to Amazon,
- 20 your wholesale price, similar to what the pricing is with
- 21 iTunes?
- 22 A. Yes.
- 23 Q. I now want to turn to EMI's revenues and what has happened
- 24 to EMI's revenues over the past decade. The jury has seen
- evidence of other company's revenues when you were not at EMI

1565ari3 Kahn - direct

- 1 A. Yes.
- **2** Q. Let's go to 2006.
- 3 A. 2006 was around \$650 million.
- 4 Q. 2007?
- 5 A. Around \$450 million.
- 6 Q. Do you remember 2008?
- 7 A. I don't recall off the top of my head.
- **8** Q. Let's go to 2010.
- 9 A. 2010 was just over \$350 million.
- 10 Q. I'm done with this chart, your Honor.
- Let's focus at the time that you are at the company,
- **12** Mr. Kahn, 2005 through 2010. You lost \$175 million from 2005
- 13 to 2006, correct?
- 14 A. Correct.
- 15 Q. And then it went down another approximately \$200 million in
- 16 2007?
- 17 A. Correct.
- 18 Q. And you are now down to \$350 million, correct?
- 19 A. Correct
- 20 Q. Do you think that all of this decline, just -- let's just
- 21 take 2005 so from 825 to 350, we are not going to worry about
- 22 the first half of the decade; do you think the decline from
- \$825 million to \$350 million was entirely caused by Lime Wire?
- 24 A. No.
- **25** Q. Do you think that Lime Wire caused some of that decline?

1565ari3 Kahn - direct

1 A. Definitely.

Lime Wire is the largest peer-to-peer site out there; people have quoted 70 percent market share and I have heard a

- 4 statistic of 2 billion downloads a month. So, if you kind of
- 4 Statistic of 2 billion downloads a month. So, if you kind of
- 5 work through that and you say if a portion of that, those
- 6 people had gone to a legal site like iTunes that was out there
- 7 since 2003, EMI would have got some money for those tracks, the
- 8 artist would have got money. So, it had to have had an impact
- 9 on our business.
- 10 Q. Now, we have heard testimony in this case that the record
- 11 industry has lots, tens of billions of dollars over the course
- 12 of the last decade. Does your company, EMI, ask this jury to
- award damages in the tens of billions of dollars?
- 14 A. No.
- 15 Q. Now, besides this revenue decline, has EMI also lost jobs
- during the time you have been at the company?
- 17 A. Yes.
- **18** Q. Would you tell the jury a little bit about the job loss at
- 19 EMI?
- 20 A. So, to kind of run back to the same period, I guess, back
- 21 in 2000 we had about 2,000 employees and this excludes about
- 22 500 or 600 that were in our manufacturing and distribution
- **23** business which we had outsourced subsequently. By around 2005
- 24 we were down to one and a half million and currently we have
- half of that, so just over 700,000 employees.

- 1565ari3 Kahn cross Page 831
- 1 impact of file sharing and the exchange of music on the
- 2 business of EMI?
- 3 A. I have not spent a lot of time looking at the impact of
- 4 piracy. One could and I could come up with certain ways,
- 5 possibly, to evaluate it, but it is not something I spent much
 - 6 time on.

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- 7 Q. Did you spend any time on it?
- 8 A. None that I recall, no.
- **9** Q. So, in this courtroom your opinion is that it's piracy that
- 10 did this but you did no, you spent no time, as the CFO, on that
- 11 subject? That's correct?
- 12 A. I think if you look at my background and experience it's
- something that if one sees 2 billion tracks being taken for
- 14 free and not being paid for, that one could easily deduce that
- 15 a portion of that would have generated revenue if people had
- 16 gone to legal sites that were available and therefore it is
- 17 fair to deduce that it would have impacted the industry.
- 18 Q. But you didn't do any study as to the extent Kazaa impacted
- 19 or bit torrent impacts today, or CD burning? In this courtroom
- 20 you are just talking about Lime Wire, correct?
- 21 A. Yes. My focus is on building the business back to where it
- 22 needed to get to and saving it.
- 23 Q. Well, in connection with building a business to get it back
- 24 to where you want it, are there agreements between EMI and
- YouTube and Google?

1565ari3 Kahn - direct Page 830 1565ari3 Kahn - cross

- 1 Q. 700 --
- 2 A. 700 employees.
- 3 Q. Let's go back because I don't think we are General Motors
- 4 here.
- **5** A. So, we went from 2,000 employees in 2000 down to 1,500
- 6 employees in 2005 down to 700 employees today.
- **7** Q. I just didn't want the jury to think that was the smallest
- 8 record company out there.
- 9 Let's go to artists. Does EMI have fewer artists10 today on its roster than it had when you started at EMI?
- 11 A. Yes.
- 12 Q. Can you give the jury some sense of that decline?
- **13** A. I would say the date of point in my mind was 2003 over 300
- 14 artists on our roster and today we have just under 150. So,
- 15 again, it is halved.
- 16 Q. About half the artists?
- 17 A. Yes.
- MR. POMERANTZ: Your Honor, I have no further
- 19 questions for this witness.
- THE COURT: Thank you.
- 21 CROSS EXAMINATION
- 22 BY MR. BAIO:
- 23 Q. Good afternoon, Mr. Kahn.
- 24 A. Good afternoon.
- 25 Q. Was it your job and has it been your job to evaluate the

1565ari3 Kahn - cross Page 832

- 1 A. There are agreements with parties like that, yes.
- 2 Q. And isn't it true, sir, that when, pursuant to your
- 3 arrangement with Google, when a consumer goes on to Google and
- 4 let's say gets one of your songs or one of your videos, that
- 5 consumer pays nothing. Is that correct?
- **6** A. The company still makes money off that event. Google
- 7 itself will pay us a share of the advertising revenues that's
- 8 generated when a consumer watches a video on their site
- 9 YouTube.
- 10 Q. So, under the YouTube scenario the consumer doesn't pay
- 11 anything to hear or see the music but you get some compensation
- from the entity that then gets advertising revenues; that would
- be Google, correct?
- 14 A. That would be correct. And in cases like Katy Perry as an
- example where her recent video Fireworks being seen 172 million
- 16 times and there would be advertising that would run prior to
- **17** that.
- **18** Q. And for those 172 million times the consumer pays nothing,
- 10 correct?
- 20 A. The company gets paid, the artist gets paid. The consumer
- 21 has to watch the ad just like television to watch the program.
- 22 Q. Are you done? I didn't mean to interrupt you.
- 23 A. I'm done.
- 24 Q. So, the consumer's payment, in your view, is he or she has
- to either press the button to say skip the ad or actually sit

ARISTA RECORDS, LLC, ET AL v. LIME WIRE, LLC, ET AL 1565ari3 Kahn - cross Page 833 1565ari3 Kahn - redirect Page 835 there and listen to it. Is that what you are saying, the YouTube and Google permission to let somebody watch a video, correct? consumer pays? 3 A. I don't believe there is an option to skip the ad on vivo 3 A. Correct. videos. 4 Q. Of your music? 5 A. Yes. 5 Q. On Vivo. How about other videos? Have you scanned the 6 universe to see that you can click "skip the ad" and go to the **6** Q. They do -- you have not given any permission to make a 7 music? permanent copy of the music, correct? 8 A. I have not scanned. A. That is correct. **9** Q. And, do you know whether in fact there is software out Q. When someone downloads an EMI track using Lime Wire, they 10 there today that allows people to go on to YouTube, they hear get a permanent copy of the EMI recording that they can keep the music, they see the video and they rip that down to their forever, correct? 11 11 12 computer. Do you know about that? 12 A. That's correct. MR. POMERANTZ: No further questions, your Honor. **13** A. I do not. 13 RECROSS EXAMINATION **14** Q. Is this the first time you have ever heard of something called stream ripping? BY MR. BAIO: 15 16 A. Yes. **16** Q. I just have one follow up on that. 17 Q. So you don't know whether stream ripping, to the extent it 17 The consumer who doesn't pay anything to go on to 18 exists in the past, had any impact whatsoever on EMI's YouTube, when he clicks and hears it, your testimony is that's 19 revenues, correct? not a permanent record, correct? I mean it is not a -- he 20 A. Correct. doesn't own it permanently, correct? 20 21 A. Correct. When he watches it on YouTube or Vivo? 21 Q. And although you pay attention to piracy you don't know 22 Q. Right. 22 whether stream ripping has had any adverse effect on the record industry ever. Is that correct? 23 A. It is an instantaneous event. 24 A. I have not studied it but it probably would have had some 24 Q. And he can or she can repeat that instantaneous event impact. Just the same way that piracy would have. without a single payment forever? 1565ari3 Kahn - cross Page 834 1565ari3 Kahn - recross Page 836 **1** Q. I thought you said you didn't even know what that was. **1** A. If they wish to sit at a computer all day and they only 2 A. But now that you have explained it to me I can draw a wanted to watch it where a computer device would be, yes. conclusion. **3** Q. Well, you now understand though, don't you, that things 4 Q. I see. like the iPad and the iPod and the iPhone, they actually let 5 So, and do you know whether Google pays something like you access all of these things if you're outside the courtroom a half penny when someone clicks on, let's say, a video or or if you're at work or if you're anywhere else. We are not music from one of your artists? **8** A. That sounds reasonable. 8 right? 9 MR. BAIO: Reasonable at a half penny. 9 A. Correct. 10 I have no further questions. 10 Q. So that people can repeat that experience where they pay REDIRECT EXAMINATION 11 nothing and you get a half a penny again and again and again. BY MR. POMERANTZ: Correct? 12 13 A. If they so choose, but the artist still gets paid under 13 Q. Mr. Kahn, I am going to focus for a minute on the YouTube Google questions that Mr. Baio just asked you about. this example.

- 15 EMI has a contract with Google and YouTube, correct?
- 16 A. Correct.
- **17** Q. You've granted permission to Google and YouTube to do
- certain things with your musical content, correct?
- 19 A. Correct.
- 20 Q. Did EMI ever enter into a contract with Lime Wire?
- 21 A. We did not.
- 22 Q. Did EMI ever give Lime Wire permission to do anything with
- 23 its music?
- 24 A. We did not.
- 25 Q. Under your contract with YouTube and Google you've given

- really tied to the computer anymore. You understand that,
- 15 Q. And that's a piece of that half penny?
- 16 A. Correct.
- MR. BAIO: No further questions. 17
- 18 MR. POMERANTZ: No further questions, your Honor.
- 19 THE COURT: Thank you, Mr. Kahn. You may step down.
 - May I see counsel at side bar?
- 20 21
- 22 23
- 24
- 25

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1	(At side bar)	1	writing.
1	,		
2	THE COURT: What is the lineup of the next witnesses?		What is the question she had?
3	MR. POMERANTZ: I believe our fist witness Monday	3	LAW CLERK: She wanted to know, she had a follow-up
4	morning will be Mr. Gorton. Then we will probably go to	4	question from the blond witness she said, which I assume is
5	Mr. Rubinstein, although we are still in consultation with his	5	Ms. Randell, what constitutes a good versus a bad CTR. She
6	lawyer as to his availability. We will then perhaps go to one	6	felt she didn't speak to that. CTR, one of the columns, I
7	other Lime Wire witness and then we will come back to record	7	guess, and she felt that without that knowledge they couldn't
8	company witnesses including our expert Professor Waterman.	8	put her testimony into context.
9	THE COURT: Now, Mr. Gorton is clearly here in the	9	I just listened.
10	Court. It would be	10	MR. POMERANTZ: Your Honor, because she's a
11	MR. POMERANTZ: We haven't prepped. We haven't	11	third-party witness and not under our control we can
	disclosed things to them.		= -
12		12	investigate that over the weekend and then we can decide what
13	THE COURT: I understand. It's	13	to do Monday morning. Will report to them what we find but we
14	MR. POMERANTZ: We would prefer to put on a record	14	would have to make some inquiry.
15	company next. We had one but the timing went way faster than	15	THE COURT: You might be able to stipulate or bring
16	we thought. We will finish by Wednesday or Thursday of next	16	her back? Where is she from?
17	week.	17	MR. POMERANTZ: I think she's from New York but her
18	THE COURT: Well, let me make it clear that from now	18	lawyer is from California and they came all the way out here
19	on you must fill the day with witnesses.	19	for the testimony.
20	MR. POMERANTZ: I understand, your Honor.	20	THE COURT: For this one question.
21	THE COURT: There are Judges who would cut you off	21	MR. POMERANTZ: I hope so.
22	right now.	22	MR. MUNDIYA: I think we can probably stipulate to
23	MR. POMERANTZ: I understand.	23	something on the CTRs.
24	THE COURT: Many Judges have this rule to make life	24	MR. POMERANTZ: We can probably stipulate to
25	predictable for the jurors which really matters now. I hear	25	something.
	prediction for the jurous which really matters now. Thear	-0	someums.
1565	5ari3 Kahn - recross Page 838	156	5ari3 Kahn - recross Page 840
1565	5ari3 Kahn - recross Page 838	156	5ari3 Kahn - recross Page 840
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LIME WIRE, LLC, ET AL 1565ari3 Kahn - recross Page 841 156nari4 Page 843 1 (In open court) 1 MR. POMERANTZ: I don't --2 THE COURT: I understand from my law clerk that juror 2 MR. KLAUS: If I understand your Honor's question, it no. 1 has a question. If you could stand and tell us what your 3 is that someone could get the LimeWire client, could start 4 question is? 4 running searches all day, all night, and see what is returned. 5 A JUROR: Well, looking at Jill Randell, I wanted to 5 I think the answer is that it is not possible to see all of the know what the term is a high CTR and low CTR rate. Because it content that is being made available on LimeWire because of 7 is not very clear in the Google sheet. So, it would be like 7 what Professor Horowitz was testifying to in terms of some of 8 evidentiary P0471, page 3 of 4710003. So, I just wanted to 8 the dynamic querying protocol and how far out various searches 9 know, have a clarification what CTR meant. 9 would go for content. THE COURT: Okay. We have noted your question now and 10 10 That said, I think I understand what you are saying. the lawyers will work on it over the weekend. 11 11 And the other thing is that the content that is available on 12 A JUROR: Okay. 12 the network changed dynamically as various LimeWire users logged on and logged off. THE COURT: Does any juror want to raise anything 13 13 before we recess for the evening? We are recessing for the 14 14 If your Honor's question is could someone in theory 15 evening. have sat down and run searches from the start of the day, from 15 midnight to midnight and kept a log, I think that is 16 Normally we will sit from 10:00 to 5:00. On Monday, 16 17 because I have a sentencing at 9:30 that may go -- oh, it has 17 theoretically a possibility, that that could have been done. been adjourned. We will start at 10:00, just as usual on THE COURT: If your clients were concerned about 18 Sunday -- Monday. Monday. Good. 19 19 copyright infringement, why would they not have done that? 20 I hope you all have a wonderful weekend. Please 20 MR. KLAUS: Our clients were concerned about copyright 21 remember not to talk about the case and not to do any research 21 infringement, and they did retain various third-party vendors, 22 or reading about it. 22 although the third-party vendors did not sit down at LimeWire 23 Thank you. And please leave your notebooks here but 23 and do searches on LimeWire. They oftentimes would search 24 take your notes with you. 24 various Internet service providers for content that was being 25 (Jury not present; continued on next page) 25 transferred. 156nari4 Page 842 156nari4 Page 844 (Jury not present) 1 If what your Honor's question is going to is whether 1 THE COURT: Please have a seat. that is a reasonable precondition for Section 412, we submit 2 I have a question on 412. 3 3 that it's not in these circumstances because you are I take it that plaintiffs were able to go to the 4 essentially imposing upon the content owner the burden of 5 LimeWire site and, upon entering, find out what was available 5 having to monitor someone else's illegal conduct constantly to 6 day by day? avoid later on a 412 argument in the face of that party taking 7 MR. KLAUS: I think, your Honor, if someone went to 7 deliberate steps to avoid having its own record of the names of the LimeWire site, limewire.com, one would not see what was 8 what is being transferred across that network. available. You would have to download the software and do 9 THE COURT: Given that people in the shoes of your searches on it. client generally have the burden, how do you satisfy it in the 10 THE COURT: Right. music industry? Is someone constantly listening to the radio, MR. KLAUS: Then the searches would return going to roadhouses? How are you finding out about 12 information. infringement? 13 14

8 9 10 11 12 13 THE COURT: Correct. 14 15 So if the record industry did everything it could, would that be the ultimate everything? 16 17 MR. KLAUS: I'm sorry, your Honor, I didn't --THE COURT: If the industry did everything it could to 18 monitor infringement of its sound recordings by LimeWire, could 19 20 it not have logged on, bought the software and monitored? MR. POMERANTZ: Your Honor, I think what your Honor is 21 22 talking about, I think we are talking about the digital meter 23 that Mr. Bainwol talked about. They hired an outside firm and 24 the outside firm got, I think he said 10 to 12,000 people. 25 THE COURT: I am not talking about that.

MR. KLAUS: I think the answer to the question in terms of how infringements are investigated and determined, it depends on what the exact nature of the right is and what resources are available to constantly monitor and police.

As, for example, with things like violations of public performance, right, one does have investigators. A copyright owner is not required in terms of various things that trigger obligations for them, I think, to send someone into every bar, every place where music might be publicly performed, for example.

THE COURT: So how does it come to your client's attention, or does it never come to your client's attention?

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That's not the law.

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MR. KLAUS: The short answer is, I don't have perfect 2 information on this, your Honor, but I believe that in the case of a number of these rights, there are investigators who will do policing, policing of less than the entirety of the world, and then, when they find violations, to pursue them.

THE COURT: Why did your clients not purchase their way into LimeWire to follow these things?

MR. KLAUS: I don't think that, if the question is in terms of the 412 burden that your Honor is suggesting --THE COURT: Yes.

MR. KLAUS: -- I don't think our clients ever anticipated that there would be the kind of argument about 412 that's now been raised in this case.

THE COURT: But they knew they needed to register within a certain number of days?

MR. KLAUS: As we said in our papers, they needed to register within a certain grace period in order to pursue an infringement action against a particular person. This goes back to the argument that we have raised, the argument that your Honor did not accept, that because the actual direct infringer of the work is different, there is not a hard-and-fast rule that says if one does not register within 90 days, one forever loses the right to enforce the copyright.

25 The law has been that if person A is infringing my

MR. BAIO: Your Honor, I can't pretend to be a 412 expert. Mary Eaton is not here. But just a couple of things. I think, although there were a lot of words, I think the answer was, yes, they could have done what you asked. That is, they 5 could have created a monitor. These things are all done with computers. They did that, when we see Mr. Waterman, who is going to come up with 500 million downloads or some number like 8 that, and they sued LimeWire in 2006, and they're claiming in this courtroom that it is the greatest theft of music in the

Now, if there is a burden, I don't know how they could have met it. And the other thing that's completely within their power --

history of the world and they didn't monitor anything.

THE COURT: If there is a burden, you don't know how plaintiffs could have met it?

MR. BAIO: No, how they met it. How they did meet it in this case.

The other thing that's completely in their control is registration.

I may have misspoken, your Honor. I meant, if they have the burden, they certainly didn't satisfy it, given what was available to them. But they have the power to register immediately. What was it? 10 bucks? I'm not sure. And they didn't. They're in the business.

So, without getting into the nuances, because I can't,

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copyright and I don't register within the 90-day grace period, I lose my right to bring a claim for statutory damages against infringer A. 3

But if I have registered and then infringer B starts to infringe, I get to go after infringer B for statutory damages, whether or not I registered the work within the 90-day period, regardless. In this case, the direct infringer is not LimeWire, the direct infringers are the individuals who are uploading and downloading copies of those tracks, and they change over time.

So the infringements that LimeWire is responsible for in this case could start in this period as infringement A, but many started after the works were registered.

THE COURT: OK.

MR. KLAUS: I understand that is not an argument that your Honor has accepted in your interpretation of 412, but I think that is why there's not -- there certainly was not advance notice before your Honor's decision that, in the case of a secondary infringer which induced infringement the way that LimeWire did, that one would have to be on notice that effectively what the statute would be providing with respect to that type of defendant would be register within 90 days or lose any right to pursue statutory damages against that defendant. THE COURT: Now it's clear.

Thank you. Would counsel like to raise anything?

I think those two answers have something to do with whether they have satisfied their burden or can do so.

THE COURT: Could I have any submissions on 412 by 3 noon on Sunday? 4

MR. KLAUS: Yes, of course, your Honor.

6 MR. BAIO: Yes, your Honor.

THE COURT: Thank you. Anything else?

Mr. Gorton is your next witness? 8

MR. POMERANTZ: Yes, your Honor.

THE COURT: You had wanted a ruling on good faith at this point?

MR. POMERANTZ: Yes, your Honor.

THE COURT: I think I need to hear more about what will be said. In other words, I don't know how, I don't know whether or not he fits within the protection that Bilzerian would give.

MR. POMERANTZ: I think we are now focusing on the FLP portion of the Bilzerian issue?

THE COURT: Yes.

MR. POMERANTZ: Just because my head isn't around that issue right now, can we submit a letter just limited to that -not restating everything we have said in the past but focusing on that one issue -- sometime over the weekend.

THE COURT: That would be fine. Also Sunday by noon from both sides.

LILIVI	IE WIKE, LLC, ET AL		1V1ay 0, 2	2011
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_	MR. POMERANTZ: Yes.	1	INDEX OF EXAMINATION	
1		2	Examination of: Pa	.ge
2	MR. BAIO: Yes, your Honor.	3	ELLIS HOROWITZ	
3	There is another nuance, since Mr. Gorton is going to	4	Direct By Mr. Pomerantz 7	36
4	be the first witness. I don't know whether plaintiff's counsel	5	Cross By Mr. Baio 7	
5	intends to do what occurred during the voir dire with, you	6	Redirect By Mr. Klaus 7	
6	won't allow us to know what your lawyers told you. Invocations	7	JILL RANDELL	
7	of privilege are permitted or they're not. They're either	8	Direct By Ms. Chen	87
8	successful or not. But I don't know whether the plaintiff	9	Cross By Mr. Cosenza	
9	intends to ask questions and then load them up with, You won't	10	PAUL KAHN	
10	tell us whether your lawyer told you that you are a horrible	11	Direct By Mr. Pomerantz 8	20
11	person, whatever else. That would be extremely prejudicial.	12	Cross By Mr. Baio 8	
12	And I think, however the ruling goes, that that should not be a	13	Redirect By Mr. Pomerantz 8	
13	show for the jury. MR. POMERANTZ: Your Honor, I did that for purposes of	14	Recross By Mr. Baio 8	
14		15		33
15	the Bilzerian issue and your Honor's education. I would not expect that I would do that type of questioning in front of the	16	PLAINTIFF EXHIBITS	
16	jury, although I do think it is appropriate to simply let the	17	Exhibit No. Received: 612	
17	jury, attnough I do think it is appropriate to simply let the jury know that he received legal advice.			
18 19	I am not going to say you won't tell us what your	18 19	282, 401, 425, 431, 612 and 7301 7	
	lawyer said, but I think, given the way the story has played		P471 and 491 8	
20 21	out and the fact that there was this, in our view, crystal	20 21	P7402	24
22	clear Supreme Court ruling that came down in the middle of			
23	2005, I think it is at least relevant that he had lawyers	22		
24	representing him and he got legal advice.	23		
25	We don't plan on then going a step further and doing	24		
23	we don't plan on their going a step further and doing	25		
450	Dama 050	1		
1961	pari4 Page 850			
1	what Mr. Baio is concerned with, which is, and you won't tell			
2	us what they said to you. I won't ask that kind of question.			
3	MR. BAIO: Fair enough, your Honor.			
4	THE COURT: OK. That's fine.			
5	Thank you.			
6	If there's nothing else, have a good weekend.			
7	MR. BAIO: Thank you.			
8	THE COURT: We are adjourned.			
9	(Adjourned to Monday, May 9, 2011, at 10:00 a.m.)			
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