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EXECUTIVE SUMMARY FOR THE SALE OF

Email Processing Solutions

GOOGLE

14 TOTAL ASSETS

EXECUTIVE SUMMARY FOR THE SALE OF

Email Processing Solutions

8 Families, 12 US Patents, 1 JP Patents & 1 CN Patent

Patent Number	Patent Title	Priority Date	Issue Date	Expiry Date	Bwd/ Fwd Citations
FAMILY 1					
US6546416	Method and system for selectively blocking delivery of bulk electronic mail	Dec 9, 1998	Apr 8, 2003	Dec 8, 2018	9/515
US7194515	Method and system for selectively blocking delivery of bulk electronic mail	Dec 9, 1998	Mar 20, 2007	Jul 19, 2020 (PTA 588)	3/221
US7483951	Method and system for selectively blocking delivery of electronic mail	Dec 9, 1998	Jan 27, 2009	Feb 8, 2019 (PTA 61)	1/22
FAMILY 2					
US6592627	System and method for organizing repositories of semi-structured documents such as email	Jun 10, 1999	Jul 15, 2003	Jun 9, 2019	13/168
FAMILY 3					
US6636240	System and method for building dynamic e-mail distribution lists from multiple selected documents	Dec 16, 1999	Oct 21, 2003	Dec 15, 2019	10/26
FAMILY 4					
US7328241	Dynamic visualization of electronic mail propagation	Jan 4, 2002	Feb 5, 2008	Nov 3, 2023 (PTA 668)	16/58
FAMILY 5					
US7386520	Cost-based method for dynamically pricing and prioritizing an e-mail	Aug 22, 2002	Jun 10, 2008	Dec 20, 2024	17/21

				(PTA 851)	
FAMILY 6					
US7412437 (This patent has been mapped against representative industry offerings)	System and method for searching and retrieving related messages	Dec 29, 2003	Aug 12, 2008	Mar 29, 2025 (PTA 456)	38/153
US7962508 (This patent has been mapped against representative industry offerings)	System and method for searching and retrieving related messages	Dec 29, 2003	Jun 14, 2011	Jan 27, 2025 (PTA 395)	65/47
FAMILY 7					
CN101416183	Method and system for maintaining current data for wireless devices	Dec 8, 2005	Jul 24, 2013		
JP5193056	Method and system for maintaining the latest data of the wireless device	Dec 8, 2005	May 8, 2013		
US7631017	Method and system for maintaining current data for wireless devices	Dec 8, 2005	Dec 8, 2009	Oct 9, 2026 (PTA 305)	9/28
US 8108344	Method and system for maintaining current data for wireless devices	Dec 8, 2005	Jan 31, 2012	Dec 17, 2025 (PTA 10)	17/1
FAMILY 8					
US8904292 (This patent has been mapped against representative industry offerings)	Method and system for processing electronic mail	Dec 31, 2008	Dec 2, 2014	Jan 31, 2031 (PTA 419)	35/19

Evidence of Use:

This portfolio is believed to cover the following products/services:

1. email solutions,
2. cloud computing solutions,
3. antivirus and spam filters,
4. email marketing, intranet and
5. internet services, etc.

Industry Representative claim charts will be provided under NDA to serious buyers only.

Encumbrances: There are some minimal existing encumbrances on the portfolio, including obligations with respect to LOT Network (<http://lotnet.com>), and any sale is subject to a license back to the seller in accordance with industry standards. More details can be shared with serious buyers under NDA.

Pricing Guidance: We will be happy to share our pricing guidance for an all cash sale to interested buyers.

Submission Deadline: None. Offers will be treated in the order they are received.

***Important Disclaimer:** This document includes information regarding the sale of a valuable patent portfolio. The information, data, and charts are provided only for each prospective buyer's use in independently evaluating the portfolio. The discussion of the use or applicability of the portfolio is only for illustrative purposes. This document and any documents exchanged during the sales process are not intended to be, and should not be interpreted as being, a notice of infringement, any form of accusation of infringement, or any opinion regarding the actual use of the patent portfolio.*

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EXECUTIVE SUMMARY

1. The Opportunity

Tangible IP, LLC is a leading patent brokerage firm focusing on high-value, high-quality portfolios with over 2500 assets sold since inception. We are Google LLC's exclusive agent for divesting the patent portfolio described in this document pertaining to the "**Email Processing Solutions**" market. With this portfolio, we offer an unprecedented opportunity for interested parties. Commercial industry buyers may obtain strategic offensive and defensive positions with this portfolio.

2. Market Relevance and Trends

The patents in the offered patent portfolio belong to the field of email processing solutions. The patent portfolio describes technologies and solutions for selective deletion and blocking of spam emails, automatically organizing electronic repositories, maintaining dynamic distribution lists from emails, and other email processing features. The technologies explained in the patent portfolio find application in:

- email solutions,
- cloud computing solutions,
- antivirus and spam filters,
- email marketing, and
- internet services.

A [recent study by AIIM](#) determined that people spend more than an hour and a half everyday processing their emails, with one in five spending three or more hours per day. The report identified that most organizations face four major email issues:

- sheer email overload,
- searching/recovering past emails,
- keeping track of actions, and
- spam/phishing emails.

A [2016 Radicati Report](#) states that the Email Market continues to grow both in terms of users and revenue. The report states that in 2016 there were over 2.6 billion email users globally and that number is expected to increase to over 3 billion users globally by the end of 2020. Additionally, the report predicts that the global revenue for the email market will top **USD \$19.3 billion in 2016**, and

grow to over **USD \$45.4 billion** by 2020, representing an average annual growth rate of 20%. Table 1

Worldwide Email Market Forecast	2016	2017	2018	2019	2020
Worldwide Email Users (M)	2,672	2,760	2,849	2,943	3,040
% change		3%	3%	3%	3%
Worldwide Email Market Revenues (\$M)	\$19,353	\$25,934	\$32,592	\$38,917	\$45,484
% change		34%	26%	19%	17%

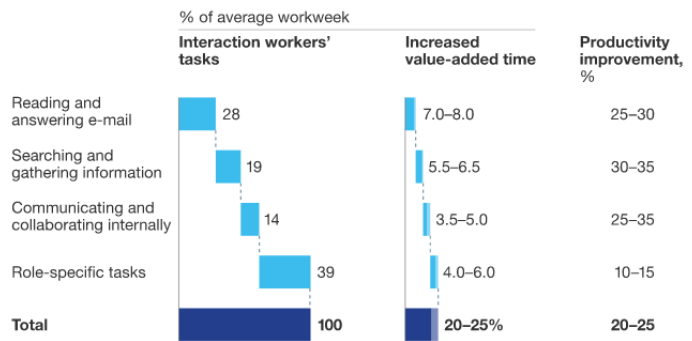
Table 1: Worldwide Email Market Forecast, 2016-2020

shows the expected growth of the email market over the 2016-2020 time period.

A [McKinsey Global Institute's report](#),

entitled "The social economy: Unlocking value and productivity through social technologies," explores the potential economic impact of social technologies, including email, by examining their current usage and evolving applications in four commercial sectors. These sectors are consumer packaged goods, retail financial services, advanced manufacturing, and professional services. Per the report, these technologies, which create value by improving productivity across the value

Improved communication and collaboration through social technologies could raise the productivity of interaction workers by 20 to 25 percent.



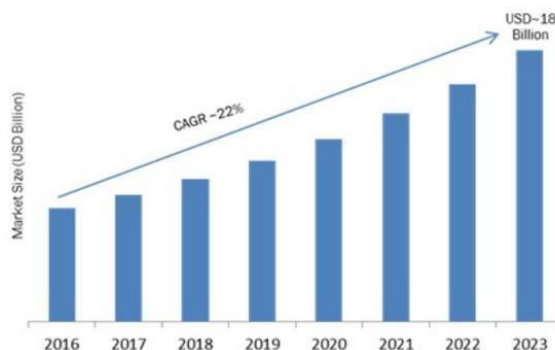
Source: International Data Corporation (IDC); McKinsey Global Institute analysis

chain, potentially contribute **\$900 billion to \$1.3 trillion** in annual value across the four sectors. Two-thirds of this potential value lies in refining collaboration and communication within and across enterprises. The report also states that workers are devoting an estimated 28 percent of their work week on email management and an additional 20 percent searching for either internal information or identifying colleagues to assist with specific tasks.

A recent [report by Allied Market Research](#) mentions that the Managed Security Services Market is expected to grow to **\$40.97 billion** by 2022, registering a CAGR of 16.6% during the 2016-2022 forecast period. The global Managed Security Services (MSS) market refers to the third-party providers offering remote monitoring and management of IT security functions to protect sensitive data of organizations adequately. MSS covers information security for utilization of social media and cloud services. It also protects against a rising number of security attacks, spam emails and malicious practices used by organized spam / cybercriminal groups.

While the email safety market is a developed one, it is undergoing an incursion of new features that help to deal with the adapting threats. Email is one of the most common attack paths in an

organization. Therefore, companies must be able to rely on their security products. Companies must look for adaptable solutions that provide a breadth of feature and platform offerings that permit set-up and use of email security products directly within the organization. The adjoining chart shows the expected growth of the Global Email Security market over the period 2016-2023 according to a [2016 Market Research Future](#) report. Further, [TechNavio in its 2014 report](#) predicted the Global Email Security market to grow at a CAGR of 5.99 percent over the period from 2014 to 2019. A [2015 Mordor Intelligence report](#) predicts the Global Cloud Email Security market is likely to grow at 7% CAGR during the forecasted period from 2015 to 2020.



3. The Company

Google LLC (formerly, Google Inc.) holds all the patents in the offered patent portfolio. In 2015, Google reorganized its various interests, products, and services as a conglomerate called Alphabet Inc. Alphabet is listed on various stock exchanges and has revenue of over \$90 billion.

Google specializes in internet-related services and products. The company has a range of services and products related to email solutions, online advertising technologies, search, social networking solutions, productivity solutions, consumer services, cloud services, cloud computing, mobile OS and solutions, software, hardware, etc.

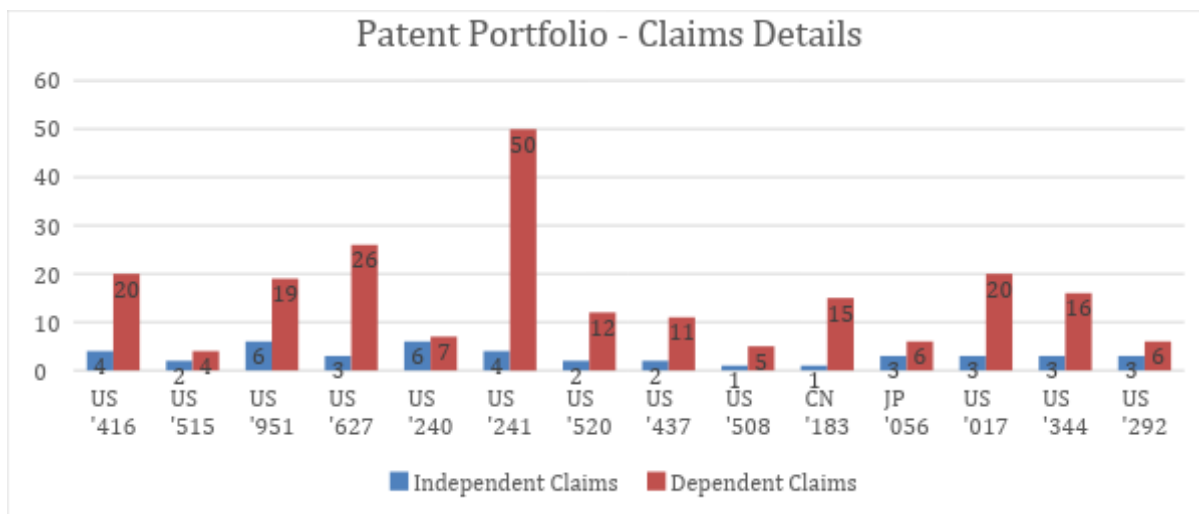
4. The Patent Portfolio

The offered patent portfolio, which is currently owned by Google, consists of **eight** distinct patent families. The patents in the offered patent portfolio describe technologies and solutions for selective deletion and blocking of spam emails, automatically organizing electronic repositories, maintaining dynamic distribution lists from emails, other email processing features, and maintaining current data of wireless devices. The eight distinct patent families of the offered patent portfolio, presently, comprise a total of **twelve US patents, one Japanese patent, and one Chinese patent.**

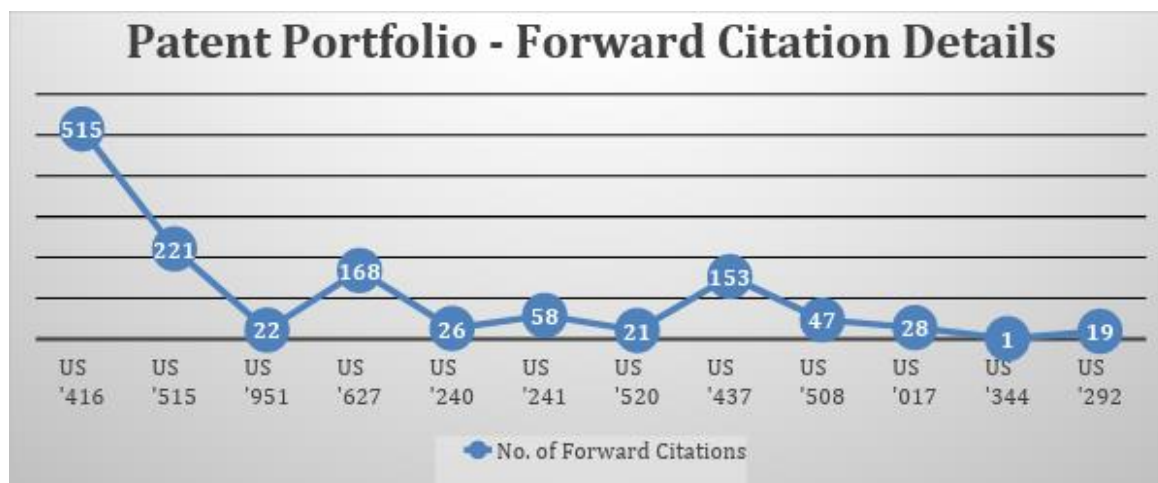
The US portion of the offered patent portfolio has **two hundred thirty-five issued claims**, which include **thirty-nine** independent claims and one hundred ninety-six dependent claims. One JP patent of the offered patent portfolio has nine issued claims, which include three independent claims and six dependent claims. The CN portion of the offered patent portfolio has sixteen issued claims, including one independent claim.

Therefore, the offered patent portfolio contains a total of **two hundred sixty issued claims**, which comprises **forty-three** independent claims and two hundred seventeen dependent claims. The chart provided below depicts the number of claims of each patent in the offered patent portfolio.

Therefore, the offered patent portfolio contains a total of two **hundred sixty issued claims**, which comprises **forty-three** independent claims and two hundred seventeen dependent claims. The chart provided below depicts the number of claims of each patent in the offered patent portfolio.



The twelve US patents in the offered patent portfolio have a staggering **one thousand two hundred seventy-nine (1279) forward citations** by patents and patent applications from other companies. Several companies, such as Microsoft, IBM, Alcatel Lucent, Yahoo, AOL, Symantec, Fujitsu, Verizon, Intel, Samsung, McAfee, Sonicwall, NTT DoCoMo, Trend Micro, BlackBerry (formerly, Research In Motion), and others cited the patent portfolio multiple times. The chart provided below depicts a trend showing the number of forward citations of each patent of the portfolio. The priority dates for the portfolio range from December 1998 to December 2008.



5. Detailed Portfolio Review

The patent portfolio describes technologies and solutions for selective deletion and blocking of spam emails, automatically organizing electronic repositories, maintaining dynamic distribution lists from emails, other email processing features and maintaining current data of wireless devices.

The following shows the technologies claimed by various patent families of the portfolio:

Family Number	Family Technology Description
1	Various embodiments for selectively deleting and blocking the receipt of unsolicited emails from spam email sources
2	Solutions for organizing electronic repositories of semi-structured documents, e.g., emails
3	Building dynamic distribution lists from multiple selected documents, e.g., received email messages
4	Solutions for visualizing, i.e., providing information related to electronic mails
5	Solutions for cost-based dynamic pricing and prioritization of email messages that are being forwarded by a first user of a network to a second user of the network
6	Solutions that utilize a threading service to offer enhanced features for a document management system including an email system
7	Maintaining current data of wireless devices
8	Technologies for processing and viewing email messages

Family 1

The first family of the offered patent portfolio includes the following patents / patent applications:

- ❖ **US Patent 6,546,416** ([Method and system for selectively blocking delivery of bulk electronic mail](#)) was filed on December 9, 1998 and has a priority date of December 9, 1998. The patent was originally assigned to Infoseek Corp but is currently assigned to Google. The patent has been **cited 515 times** by patents / patent applications from companies like Microsoft, IBM, Alcatel Lucent, Yahoo, AOL, Symantec, Fujitsu, Verizon, Intel, McAfee, Sonicwall, NTT DoCoMo, Trend Micro, BlackBerry, and others.

US Patent '416 describes a method and system for selectively deleting and blocking the receipt of unsolicited emails from spam email sources. The patent claims an efficient and accurate email challenge based UCE (unsolicited commercial or spam emails) oriented email blocking filter for internet connected email clients. Upon receipt of an email from unverified email sources, the email blocking system first validates the origin address of the received email message by preparing a signature data key encoding the information which is reflective of some aspects of the received email message. The system issues the data key along with the email message to an unverified source address. The claimed system is programmed to detect whether an email response to the challenge email is received from the unverified source or not. Upon receipt of a response to the challenge email, the system further determines whether the response email includes a response key encoding which is reflective of the predetermined aspect of the challenge email message.

- ❖ **US Patent 7,194,515** ([Method and system for selectively blocking delivery of bulk electronic mail](#)) was filed on April 3, 2003 and has a priority date of December 9, 1998. The patent has been **cited 221 times** by patents / patent applications from companies like Dell, Microsoft, IBM, AOL, McAfee, Sonicwall, Symantec, Facebook, Yahoo, and others.

US Patent '515 explains the idea of using a verified source address list in addition to the challenge email and response key process claimed in the '416 patent. Upon successful completion of the challenge email process, the unverified source address is added to a verified source address list. The present invention, thus, allows receipt of a predetermined email message on two conditions: the source address of the predetermined email is present in the verified source address list and the email message includes the correct response key to the challenge email message.

- ❖ **US Patent 7,483,951** ([Method and system for selectively blocking delivery of electronic mail](#)) was filed on March 16, 2007 and has a priority date of December 9, 1998. The patent is currently assigned to Google. The patent has been **cited 22 times** by patents / patent applications from companies like Gozoom.com, BlackBerry, Mailshell, and others.

US Patent '951 also deals with the same idea of detecting and blocking the receipt of unsolicited or spam email messages. The patent claims a computer implemented time-sensitive method of identifying a human message sender. Upon receipt of an email from a source address, the system generates a challenge message which comprises a close date, a data item and a human readable instruction to modify the data item. The challenge email is sent to the source address which is expected to provide a response to the email within the close date. The response from the source address is supposed to include the modified data item as per the instruction in the challenge email. Upon successful verification of the modified data item, the system marks the source address as one belonging to a human sender.

Family 2

The second family of the offered patent portfolio includes one US patent:

- ❖ **US Patent 6,592,627** ([System and method for organizing repositories of semi-structured documents such as email](#)) was filed on June 10, 1999 and has a priority date of June 10, 1999. The patent was originally assigned to IBM Corp but is currently assigned to Google. The patent has been **cited 168 times** by patents / patent applications from companies like Microsoft, Xerox, Autonomy, Apple, AT&T, Thomson Licensing, Gozoom.com, Mailshell, Unisys, Sony, and others.

US Patent '627 describes methods and systems for organizing electronic repositories and databases, i.e. document folders of semi-structured documents, e.g., emails. The claimed system learns folder profiles based on sample documents and classification indexes of a user and automatically moves the remaining documents into the folders accordingly. The system includes a means for receiving a representation of the user-selected document classification indicia and, consequently, determining the profile of at least one folder based on the received classification indicia. The system then calculates, for each document, a folder probability which is essentially the probability of the document fitting the profile of the folder. The step of creation of the folder probabilities for the document is applied to all folders in the system. The system, then, moves the document to the folder having the highest folder probability. The system further calculates a confidence value, which is the ratio of the highest folder probability to the second highest folder probability, representing the chances of a document being moved to the appropriate folder.

Family 3

The third family of the offered patent portfolio includes one active US patent:

- ❖ **US Patent 6,636,240** ([System and method for building dynamic e-mail distribution lists from multiple selected documents](#)) was filed on December 16, 1999 and has a priority date of

December 16, 1999. The patent was originally assigned to IBM Corp but is currently assigned to Google. The patent has been **cited 26 times** by patents / patent applications from companies like LG Electronics, Fuji Photo Film, HP, Motorola, Cisco, Xerox, Oracle, and others.

US Patent '240 claims methods and systems for building dynamic distribution lists from multiple selected documents, e.g., received email messages. The claimed invention includes the step of receiving a plurality of received email messages, which include at least one email address. The system allows the user to select a plurality of email messages from the full list of the emails. The system, then, generates a new document which contains the email addresses extracted from the user-selected email messages. Hence the patent '240 discloses a method to generate an address list dynamically from a plurality of selected documents.

Family 4

The fourth family of the offered patent portfolio includes the following patents / patent applications:

- ❖ **US Patent 7,328,241** ([Dynamic visualization of electronic mail propagation](#)) was filed on January 4, 2002 and has a priority date of January 4, 2002. The patent is currently assigned to Google. The patent was originally assigned to IBM Corp. The patent has been **cited 58 times** by patents / patent applications from companies like Microsoft, IBM, Oracle, BOA, Orkut, and others.

US Patent '241 claims methods and systems for visualizing, i.e., providing information related to electronic mails. The claimed method includes processing a data set containing transmission data associated with the email to identify one or more steps in the propagation history of the email. The transmission data includes identifiers of the sender and the receivers of at least a portion of the email message. The method further includes processing of the transmission data to display graphically the propagation history of the email. The propagation history is typically a pathway on a graphical chart showing relationships between the senders and receivers of the email message. The senders and receivers may be represented as nodes in the graphical chart displaying the hierarchical relationship between the sender and the receivers.

Family 5

The fifth family of the offered patent portfolio includes the following patents / patent applications:

- ❖ **US Patent 7,386,520** ([Cost-based method for dynamically pricing and prioritizing an e-mail](#)) was filed on August 22, 2003 and has a priority date of August 22, 2002. The patent is currently assigned to Google. The patent was originally assigned to IBM Corp. The patent has been **cited 21 times** by patents / patent applications from companies like Cisco, Neopost Technologies, Arcode, Blackberry, Intuit, IBM, and others.

US Patent '520 claims a method and system for cost-based dynamic pricing and prioritization of email messages that are being forwarded by a first user of an internet or intranet network to a second user of the network. The first step of the claimed invention requires a first user of the network or email group to forward an email to a market engine that is responsible for allocating a cost to the email. The market engine determines a cost to the email based on several intrinsic and extrinsic criteria which are determined by the following four parameters – position of the first user and the second users in the group's hierarchy, email's size, email's subject and device type for delivery of the email. The market engine submits the cost of the email to the first user for his/her approval. Upon approval from the first user, the market engine forwards the email to the second user and updates the credit account of the first user against the forwarded email. The market engine claimed in the patent is also responsible for maintaining credit databases where the credit details of all users in the network / email group is stored and regularly updated.

Family 6

The sixth family of the offered patent portfolio includes the following patents:

- ❖ **US Patent 7,412,437** ([System and method for searching and retrieving related messages](#)) was filed on December 29, 2003 and has a priority date of December 29, 2003. The patent was originally assigned to IBM Corp but is currently assigned to Google. The patent has been **cited 153 times** by patents/patent applications from companies like IBM, NetSuite, Dropbox, Samsung, Bluespace Software, and others.

US Patent '437 claims a method and system that utilize a threading service to offer enhanced features for a document management system including an email system. The claimed invention allows a user to search email messages exchanged between multiple users in one or more email conversation threads. The claimed system uses the search query and search terms to identify all the emails, either standalone or as a part of a conversation thread, which satisfy the search query. The system also identifies all emails in the identified conversation threads which do not meet the search criteria. The search results, which comprise a list of all the emails that satisfy the search query and their indicia, are then presented to the user.

- ❖ **US Patent 7,962,508** ([System and method for searching and retrieving related messages](#)) was filed on May 16, 2008 and has a priority date of December 29, 2003. The patent was originally assigned to IBM Corp but is currently assigned to Google. The patent has been **cited 47 times** by patents / patent applications from companies like IBM, Apple, and others.

US Patent '508 expands on the invention claimed in US Patent '437. US Patent '508 claims a method and system for searching email messages using search query tools and displaying the search results

using programmable graphical user interfaces. The patent claims a GUI which allows a user to submit a search query of multiple search terms, enables the user to select search options and presents the search results to the user. The GUI is configurable to have multiple views to allow the three features. The search function using a search query and search terms is implemented in the same manner as described in the '437 patent.

Family 7

The seventh family of the offered patent portfolio includes the following patents / patent applications:

- ❖ **US Patent 7,631,017** ([Method and system for maintaining current data for wireless device](#)) was filed on December 8, 2005 and has a priority date of December 8, 2005. The patent was originally assigned to Motorola, Inc., but, is currently assigned to Google. The patent has been **cited 28 times** by patent / patent applications of Huawei, Microsoft, Kabira Technologies, Sybase, Dropbox, and others.

US Patent '017 claims a system for maintaining the current data of a wireless device. The claimed system comprises a network server which receives the request for data modification from a wireless device. The server identifies the proposed change through the first synchronizer, which also identifies the relevant portions of the device data and server data that require modification. The first synchronizer updates the second portion of the data at the server level while the second synchronizer updates the first portion of the data at the wireless device level enabling the data synchronization between the server and all other wireless devices connected to the server. The server also allows provision for a temporary cache to store the first relevant portion of the device data to allow for restoring the data in case of a conflict or inaccurate reconciliation.

- ❖ **US Patent 8,108,344** ([Method and system for maintaining current data for wireless device](#)) was filed on November 19, 2009 and has a priority date of December 8, 2005. The patent was originally assigned to Motorola, Inc. but is currently assigned to Google.

US Patent '344 is an extension of the invention already claimed in US Patent '017. US Patent '344 claims a method that utilizes a record manager for maintaining a record cache having web service data records. The web service data records are associated with identification keys, which are provided using a key map. The record cache is responsible for maintaining data changes relating to the data records. The record cache resides at an application server of a network system, which is coupled to a web server and various computing devices. The claimed method allows lazy loading, i.e., selective synchronization of the record cache, and thereby the data records, with the device data, based on a hybrid synchronization scheme. The lazy loading feature allows three different sets of

data records which are synchronized, hidden or avoided. The data change process also includes ascertaining, via web services queries, an explanation of the data changes revealing identification of the data changes and the status changes related to the data changes.

- ❖ **CN Patent 101,416,183** ([Method and system for maintaining current data for wireless devices](#)) was filed on December 7, 2006 and has a priority date of December 8, 2005. The patent was originally assigned to Motorola, Inc. but is currently assigned to Google.
- ❖ **JP Patent 5,193,056** ([Method and system for maintaining the latest data of the wireless device](#)) was filed on December 7, 2006 and has a priority date of December 8, 2005. The patent was originally assigned to Motorola, Inc. but is currently assigned to Google.

Family 8

The eighth family of the offered patent portfolio includes the following patent:

- ❖ **US Patent 8,904,292** ([Method and system for processing electronic mail](#)) was filed on December 8, 2009 and has a priority date of December 31, 2008. The patent was originally assigned to Motorola, Inc. but is currently assigned to Google. The patent has been **cited 19 times** by patent / patent applications of Apple, Microsoft, IBM, and others.

US Patent '292 claims a method and system for processing email messages. The claimed method includes a first step of receiving a first signal input which is indicative of a request that contents of a selected email message be displayed on a display associated with a client device. The selected email message is stored in a memory of a server and includes contents of at least one other email message. The claimed method further includes providing a display of the contents of the selected email message for review by the user. The method additionally includes making a determination of whether the contents of the other email message have been reviewed by the user during the user's review of the contents of the selected email message, and providing an indication regarding whether or to what extent the other email message has been read based upon the determination.

6. Power Rankings

A. Detectability of Evidence of Use

This patent portfolio describes technologies related to email processing, email display, search in emails, and blocking and deleting of emails. Most of the elements in the claims of the patents can be easily mapped to and identified from normally available features list and other normally available public information related to the relevant product or services.

B. Lack of Prior Art

The first three families of the offered patent portfolio claim a priority date prior to 1999. The fourth and fifth families claim priority from 2002 while the sixth family claims a priority date of December 2003. The seventh family claims a priority date of December 2005 while the eighth family claims a priority date of December 2008. The priority dates of the patent portfolio occur when email and other networking solutions were in a nascent stage and web technologies for mobile, tablet and multiple desktop / server environments were yet to be fully established. Further, the significant increase in usage of mobile devices along with the upgrade in wireless and mobile communication technologies took place well after 2005.

Almost all the patents in the offered patent portfolio have a small number of backward citations. Further, several patents in the portfolio have a substantial number of forward citations (which includes several prominent companies in the IT, network security solutions, email service providing solutions, and related spaces). This suggests the pioneering nature of the offered patent portfolio in its technology domain.

C. Commercial Maturity

Emails have become an integral part of our personal and, more importantly, professional life. Several studies show that both the usage and time investment associated with emails during our normal daily lives has continued to increase over time. Consequently, several companies have, since the end of the 20th century, begun offering email services. This trend continues to grow with the increasing number of new companies that, provide their own professional email addresses and new entrants to the email service provider space.

The growing usage of emails has resulted in development of email clients that allow users to search through emails, sort emails, automatically arrange emails in folders and display emails in multiple ways. Emails have also become a hotbed for marketing campaigns, hacker tools for extracting data, unsolicited commercial emails and other forms of personal and professional communication. Receipt of spam emails has resulted in the development of strict spam filters, blocking solutions for emails and automatic arrangement solutions for emails by email service providers and network security services, e.g. antivirus solutions, etc.

As such, the demand for the types of technologies that have been claimed in the offered patent portfolio has taken a huge leap in comparison to a decade ago and such demand is expected to continue growing at a tremendous pace. As a result, it can safely be assumed that the offered patent portfolio will continue to appreciate over time as more companies adopt its underlying approaches.

D. Available Alternatives

Most of the patents in the offered patent portfolio describe core technologies related to search queries for emails, blocking of emails, email processing and syncing of data on wireless devices. Some of the technologies claimed in the offered patent portfolio describe generic solutions to implement the above-mentioned features. There are not many alternative approaches for the implementation of those features and the technologies are expected to continue to be relevant. The same can be inferred from the significant number of forward citations of the offered portfolio by almost all other leading companies working in the same space.

7. Encumbrances

All the patents in the offered patent portfolio were originally assigned to one of the five following companies – Digital Equipment Corp., Hewlett-Packard, Infoseek Corp., IBM, and Motorola, Inc. (now, Motorola Solutions, Inc.). However, Google presently holds all the patents in the offered patent portfolio. There are some encumbrances on the portfolio, including obligations with respect to LOT Network (<http://lotnet.com>), and any sale is subject a license back to the seller in accordance with industry standards. More details can be shared with serious buyers under NDA.

8. Evidence of Use

Tangible IP's team of seasoned registered patent attorneys has prepared several industry representative claim charts for select patents in this portfolio. Any details as to evidence of use pertaining to a given patent in the portfolio on offer will be provided only to serious buyers under NDA.

9. Targeted Price

We will be happy to share our pricing guidance for an all cash sale to interested buyers.

10. Sale Structure and Submission Deadline

The portfolio is offered only to a limited number of potential buyers. There are no formal submission deadlines. Offers will be treated in the order received in writing. Assets will be taken off the market once a PPA has been executed and buyers will be given a reasonable period to complete the closing.

11. Contact Information

For all inquiries, please contact **Louis Carbonneau**, CEO of Tangible IP, LLC, at:

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