

Intel Corporation  
2200 Mission College Blvd.  
P.O. Box 58119  
Santa Clara, CA 95052-8119  
(408) 765-8080  
www.intel.com



011111

November 8, 2000

Mr. H. Zhao  
Director, Telecommunication Standardization Bureau  
International Telecommunication Union  
Place des Nations  
CH-1211 Geneva  
Switzerland

Re: Intel Patent Policy for Draft revised ITU-T Recommendation V.18

Dear Mr. Zhao:

This letter sets forth Intel Corporation's ("Intel") patent licensing policy regarding Draft revised ITU-T Recommendation V.18 – Operating and interworking requirements for DCEs operating in text telephone mode. Intel has not performed a search of its patent portfolio for the purpose of determining whether Intel has any relevant patents or patent applications (collectively "Intellectual Property Rights" or "IPR"). Intel is not willing to waive its rights in its relevant IPR, if any.

Intel is willing however, to negotiate licenses for its relevant IPR on reasonable and non-discriminatory terms and conditions provided that Draft revised ITU-T Recommendation V.18 as published in COM 16-125 is adopted by the ITU without any substantive changes or additions. In particular, Intel is willing to negotiate nonexclusive, worldwide licenses under its relevant IPR to allow the manufacture, use, sale, offer for sale and importation of the portions of any product that implement and are compliant with all relevant portions of Draft revised ITU-T Recommendation V.18. Intel shall not grant licenses that extend to any part or function of a product that is not required to implement or comply with Draft revised ITU-T Recommendation V.18.

Intel's license grant may be conditioned upon the licensee's willingness to grant a reciprocal license under the licensee's IPR and IPR owned by parties with which licensee is affiliated. In determining license terms for its relevant IPR, Intel may refer to the royalty rates that a potential licensee has set for its own IPR and IPR of parties with which it may affiliated. Intel also reserves the right to grant licenses to its IPR as part of a cross-license with any other party.

Please contact the Office of the General Counsel at Intel Corporation, +1 (408) 765-1125 concerning any licensing matters.

Very truly yours,

  
Scot A. Griffin  
Senior Attorney  
Intel Corporation

cc: Ron Epstein