

IN THE UNITED STATES DISTRICT COURT
FOR THE EASTERN DISTRICT OF TEXAS
MARSHALL DIVISION

BARCO, INC., et al., (CAUSE NO. 2:23-CV-521-JRG
)
Plaintiffs, (
)
vs. (
)
YEALINK (USA) NETWORK (
TECHNOLOGY CO., LTD., et al.,)
et al., (MARSHALL, TEXAS
) NOVEMBER 17, 2025
Defendants. (9:00 A.M.

VOLUME 1

TRIAL ON THE MERITS

BEFORE THE HONORABLE RODNEY GILSTRAP
UNITED STATES DISTRICT JUDGE
and a jury

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1 A. No., the ClickShare button is not free.

2 Q. How much does the ClickShare button cost?

3 A. First of all, most of the time we sell the button
4 together in these packs like I showed you here, and then of
5 course the price is the whole pack. But if somebody loses the
02:37 6 button or they might be need for an extra button in a meeting
7 room, the mean market price is roughly \$275.

8 Q. That's U.S.?

9 A. U.S. dollars, yes.

10 Q. Does Barco know whether its customers prefer the button
11 or the software app?

12 A. Yes, we know what the preferences are of our customers.

13 MR. CENTURELLI: And if we can just show slide 3.

14 Q. (BY MR. CENTURELLI) What is Barco's customers'
15 preference?

02:37 16 A. So this shows from anonymous data how if people share on
17 the screens what's roughly the willingness to use one
18 technology versus the other. So on this chart it shows 85
19 percent of our users use the button to share this -- the
20 content, and only 15 percent uses the other protocol which I
21 discussed earlier.

22 Q. So when given a choice between a button and an app, 85
23 percent of ClickShare users choose to use the button?

02:38 24 A. That explains also the success of this technology.

25 Q. Please turn to Exhibit JX in your binder, JX 2.

1 Q. Right. So this data does not show any user data behavior
2 who does not have the app. Correct?

04:07 3 A. Yes. Well, the -- if the user who has an app uses the
4 button, then it detects it.

5 Q. Right. But, again, my question is if a user does not
6 have an app, his or her data would not be tracked in this --

7 A. I believe not.

8 Q. Okay. So, in other words, if a user uses other
9 technologies we talked about, AirPlay, MiraCast, GoogleCast,
10 that data is not going to be a part of this.

11 A. If it doesn't have it installed, no.

04:07 12 Q. Right. By the way, this data does not track users who
13 use Yealink's products, does it?

14 A. No, it doesn't.

15 Q. Only Barco's.

16 A. Yes, it's user tracking from us, yes.

17 Q. Right. And am I right to understand that this data is
18 not limited to data within the United States?

19 A. It is not limited to data of the United States.

20 Q. Thank you.

21 MR. YANG: You can pull that aside. Thank you,
22 ma'am.

23 Q. (BY MR. YANG) Barco also makes a product called the
04:08 24 video bar. Correct?

25 A. Yes, that's one of our products.

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I HEREBY CERTIFY THAT THE FOREGOING IS A
CORRECT TRANSCRIPT FROM THE RECORD OF
PROCEEDINGS IN THE ABOVE-ENTITLED MATTER.
I FURTHER CERTIFY THAT THE TRANSCRIPT FEES
FORMAT COMPLY WITH THOSE PRESCRIBED BY THE
COURT AND THE JUDICIAL CONFERENCE OF THE
UNITED STATES.

S/Shawn McRoberts 11/17/2025

DATE
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