John Nix

From: Andrew Bezaitis <andy@apopleo.com>
Sent: Tuesday, September 27, 2016 4:40 PM
To: John Nix
Subject: Re: M2M/IOT IP

Nothing yet back from Qualcomm or Samsung. I just sent a note to Dr. Kim at Samsung - an old contact of mine that runs the NEtworking division.

From: John Nix <jnix@go2callsoftware.com>
To: 'Andrew Bezaitis' <andy@apopleo.com>
Sent: Tuesday, September 27, 2016 11:33 AM
Subject: RE: M2M/IOT IP

Hi Andy –

Thanks for sending. As a reminder, Gemalto did look at some of the portfolio about 15 months ago, when I was trying to sell the international applications independently from the US patents. They passed at that time, but I don't know how detailed they looked at it. I went through an ex Motorola friend at that time to reach Gemalto.

The real next step to determine if they actually are interested would be for them to ask for the "evidence of use" (EOU) charts. It's referenced in the summary, and that really is the next logical step if someone is looking seriously at the patents. But, I would wait a couple of weeks for them to actually ask for the EOU charts. If they don't even ask to see EOU, then that suggests to me they aren't interested. I sent you one example EOU chart, but I have four different ones covering four different standard cases:

i. Device supporting bootstrap profile and then operational profile
ii. Device supporting changing profiles
iii. Network supporting bootstrap profile and then operational profile
iv. Network supporting changing profiles

I guess Interdigital would now be around the same stage as Gemalto, right?

Also, is there any progress with either Qualcomm or Samsung?

Thanks, John

From: Andrew Bezaitis [mailto:andy@apopleo.com]
Sent: Monday, September 26, 2016 9:48 AM
To: Cassagne Philippe
Cc: Bouchet Marc
Subject: Re: M2M/IOT IP

Thank you for the follow up. We have put together a short brief discussing the opportunity.

My friend is a seasoned inventor and I am giving him a hand on the marketing side. We believe that Embedded SIM will be critical in the M2M/IOT opportunity. His portfolio deals with fundamental issues in this transformation. John began his inventions/filings years ago and the portfolio is currently being referenced by several companies including Samsung/Verizon.

NWO EX2020
Samsung v Network-1, IPR2026-00116
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NWO_SAM_00013288

I can make myself available for a call to discuss further.

Best Regards,
Andrew Bezaitis
Apopleo, Inc.
773-405-0746

From: Cassagne Philippe <Philippe.Cassagne@gemalto.com>
To: "andy@apopleo.com" <andy@apopleo.com>
Cc: Bouchet Marc <Marc.Bouchet@gemalto.com>
Sent: Monday, September 26, 2016 8:44 AM
Subject: RE: M2M/IOT IP

Andrew,
I was forwarded this email below.
Please can you give me more information about the patent portfolio you are referring to so that we can review it.
Thanks.
Regards,

Philippe CASSAGNE
Vice President – IP&Licensing – GEMALTO Group
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From: Andrew Bezaitis [mailto:hit-reply@linkedin.com]
Sent: mardi 20 septembre 2016 16:18
To: Chanay Xavier <Xavier.Chanay@gemalto.com>
Subject: M2M/IOT IP

Xavier,

I am helping a friend market his patent portfolio. It is in the IOT/M2M space addressing key issues such as Embedded SIMs, security and battery life. This is a super creative/smart engineer that has sold other portfolios to Skype and Google. He is not a troll - but a direct inventor. These patents are already being referenced by Verizon/Qualcomm but I think they are a much better fit for Gemalto.

I would like to get connected to a technology/business side sponsor. Would you be the right person? If not could you connect me? If you would like to take a quick look - I can send you a 2 page summary.

Best Regards,
Andrew Bezaitis
Apopleo, Inc.
773-405-0746
andy@apopleo.com

Répondre | Pas intéressé(e)

Voir le profil de Andrew

Vous recevez des e-mails "Notification d'InMail". Se désinscrire
Cet e-mail est destiné à Xavier Chanay (SVP Purchasing and IP chez Gemalto). Découvrez pourquoi nous avons inclus ceci.

Si vous avez des questions ou avez besoin d'aide, contactez l'assistance clientèle.

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[redacted]

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