

Cc: Eric Olson <esolson@>, Bridget Foss <foss0134@>, Xiao Fu <xfu@>, "Geliwei (Linda)" <geliwei@>, "Wangjinsong (Frank, Wireless)" <frank.wangjinsong@>, "Wangshaobo (Shaobo)" <shaobo.wang@>, yangye <yangye@>, Nikos Sidiropoulos <nikos@>

Dear Ms. Bingyan,

Thank you for your e-mail. I just wanted to clarify that, after my original white paper proposal, I haven't discussed with anyone the detailed work and outputs. Perhaps Dr. Yang was about to communicate to us about that, but this hasn't happened yet.

I will let the business negotiation of P rights in the hands of Mr. Olson and Ms. Foss, but I note that the scope of the project is a function also of the total amount of funding that will be available for my team at the end of the negotiation.

I'm currently on the road for one week, with intermittent access to e-mail. Please excuse occasional delays in responding.

thanks and best regards -- Nikos

On Thu, Jun 23, 2016 at 8:12 PM, Fanbingyan <fanbingyan@> wrote:

Dear Mr. Olson,

Sorry for late reply.

Our team had discussed with prof. Sidiropoulos about the detailed work and outputs of the collaboration. We suppose there would be about 4 IPs come out during the research. They are

- 1). New pilot design for downlink;
- 2). New measurement and feedback design for UEs;
- 3). Channel recovery algorithm design for eNB;
- 4). Learning algorithm design for the transmit and receive dictionaries

We have consulted our lawyer and reported this project to our decision maker. The conclusion is that even an exclusive IP license would unlikely to be effective as we supposed to.

So we would like to pick maybe 1 or 2 of the IPs above to negotiate an ownership. The others left using option B or option C.

We would pay about 10 K\$ for each IP ownership. It's much higher than our experience in Europe.

What do you think about it?

Waiting to hear from you. Thank you!

Best Regards,

Fan Bingyan

发件人: Eric Olson [mailto:esolson@]

发送时间: 2016年6月7日 5:11

收件人: Fanbingyan

抄送: Bridget Foss; Xiao Fu; Geliwei (Linda); Wangjinsong (Frank, Wireless); Wangshaobo (Shaobo); yangye; Nicholas Sidiropoulos

主题: Re: 答复: Need proposal for our cooperation project (Wireless Research Department, Huawei Technologies Co., Ltd.)

Dear Ms. Bingyan, Dr. Yang,

Could you elaborate on your proposal below.

It appears that you are suggesting a combination of Option C and the concession that we had made on Option A (referenced as Option A1 below). What process, including timing, do you propose in making the exclusive or nonexclusive licensing decision? What licensing fee do you propose based on license-type? We are not clear on the reference to your experience in Europe and how it relates to what you propose.

For clarity, we would request that you provide the specific structure of your counter-proposal, so that we can respond to that. At this stage, it can be bullet-points similar to three options in the attached document.

As you might imagine, the three Options (A, B, and C) are, in part, an effort to streamline the process with terms that have been acceptable across a diverse spectrum of industries. Given your interest in both exclusive and nonexclusive rights on a case-by-case basis, perhaps Option C would still be a reasonable solution to Huawei in that it provides an option to negotiate an exclusive license. Thank you.

Best,

Eric

On Sun, May 29, 2016 at 9:01 PM, Fanbingyan <fanbingyan@> wrote:

Dear Mr. Eric Olson,

Thanks for your patient and specific response to our IP requests.