



# Sequanet, Inc.

November 17, 1999

Roberta Sanchez  
Regional Sales Manager  
Instant Video Technologies, Inc.  
800 Sansome Street  
San Francisco, CA 94111

RE: Revenue Sharing Proposal and Reseller License Agreement

Dear Roberta:

Time is a valuable commodity right now so I will come right to the point.

It is the intention of Sequanet, Inc. to enter into a revenue sharing agreement with IVT, Inc. in which IVT, Inc. will provide its load balancing, "Faster Than Real Time"<sup>TM</sup> Burstware<sup>®</sup> server and conductor software in Sequanet, Inc. installed Video On Demand solutions (the "Sequanet Solution") for hotels and other MUDs. Sequanet, Inc. will enter into good faith negotiations with IVT, Inc. to draft a comprehensive and fair revenue sharing agreement with IVT, Inc. As other video based revenue generating services are developed and incorporated into the "Sequanet Solution" modifications to the agreements shall be negotiated to include the new video based services in the revenue sharing agreements. As this is new ground for both companies the terms of the revenue sharing agreement will be periodically reviewed during the first year and adjustments made based upon good faith negotiations.

I have read the Reseller License Agreement and have only a few minor concerns. Our lawyer is still reviewing the document and I expect that many of the clauses will be included in our revenue sharing agreement. As Sequanet will be both the reseller and the end user certain clauses will have to be modified. We will also want some protective language for product development and upgrades that are specific to the "Sequanet Solution" or developed on our behalf and that would be detrimental to our business if provided to our competitors.

We will endeavor to complete these agreements by November 26, 1999.

I will email the information for the December 7<sup>th</sup> trade show collateral materials later this evening.

Please contact me if you have any questions.

Regards,

Paul King, Vice President

Exhibit:	3
Name:	Honam
Date:	11-22-03
Merl Coash CCR, RMR	

914 North 58<sup>th</sup> Street  
TEL 480.830.5272

Mesa, Arizona 85205  
FAX 602.532.7146

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Plaintiff's Exhibit
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Comes V. Microsoft

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