



Cisco Systems, Inc.  
170 West Tasman Drive  
San Jose, CA 95134-1706

Phone 408 526-4000  
Fax 408 526-4100  
www.cisco.com

September 5, 2018

Desmarais LLP  
230 Park Avenue  
New York, New York 10169

**Re: Excellence in Partnering Award**

To Our Friends at Desmarais LLP:

It is with great pleasure that I write to inform you that we have selected Desmarais LLP as the recipient of Cisco's Excellence in Partnering Award for 2018 (also known as "the Firm of the Year" award).

With this award, Cisco acknowledges the law firm that has provided exemplary legal services and achieved outstanding successes in key litigation matters for Cisco. Over the last year, Desmarais LLP has achieved winning outcomes for Cisco in many matters, including our remarkable settlement with Arista Networks, the firm's fantastic win on summary judgment in the Straight Path litigation, and the *ex parte* reexamination institution in Xpert Universe, to name only a few. We recognize and appreciate the skill with which Desmarais LLP approaches Cisco cases and its outstanding strategic counsel. The Desmarais team's expert knowledge of Cisco, our products and services, and our internal leadership and subject matter experts cannot be underestimated. We greatly value the team's willingness to jump in, at a moment's notice, to provide counsel on complex legal matters, which only adds to the great partnership our team has built with your entire firm.

Many individual Desmarais LLP lawyers and staff deserve tremendous credit for representing Cisco so capably and admirably. There are so many individuals worthy of recognition that it essentially covers the entire firm. The firm's top-notch talent, with each person contributing to your great success in representing Cisco, truly sets you apart.

We are so grateful for all that Desmarais LLP has accomplished for Cisco this year and we look forward to our continued, collective success on equally important and challenging matters in the upcoming year.

With deep appreciation and admiration,

A handwritten signature in black ink, appearing to read "Leslie McKnew", written over a horizontal line.

Leslie McKnew  
Vice President, Litigation  
Cisco Systems, Inc.