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SAN MATFO COUNTY

JUL 3 1 2017

SUPERIOR COURT OF THE STATE OF CALIFORNIA

COUNTY OF SAN MATEO

SIX4THREE, LLC, a Delaware limited liability company,

Plaintiff,

v.

FACEBOOK, INC., a Delaware corporation and DOES 1-50, inclusive,

Defendant.

Case No. CIV 533328

Assigned for all purposes to Hon. Marie S. Weiner, Dept. 2

DEFENDANT FACEBOOK, INC.'S MEMORANDUM OF POINTS AND AUTHORITIES IN SUPPORT OF ITS MOTION FOR SUMMARY ADJUDICATION OF ISSUES

Date: September 11, 2017

Time: 9:00 a.m.

Dept: 2 (Complex Civil Litigation)
Judge: Honorable Marie S. Weiner

FILING DATE:

April 10, 2015

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Memorandum of Points and Authorities in Supp. 633618



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T. INTRODUCTION

In late 2012, Ted Kramer created Six4Three, LLC ("Six4Three") to develop an iPhone application that would take advantage of data that Facebook provided to the developer community, subject to user privacy settings, free of charge to enhance the user experience in their mobile applications. While access to the data was free, it did not come without limitations. Rather, to access this data through the Facebook Platform, developers had to agree, as Six4Three concedes it did here, to Facebook's terms of use—referred to as its Statement of Rights and Responsibilities ("SRRs"). Included in the SRRs is a standard limitation of liability provision that is often included in the terms of service when a company is providing its users something at no cost. The limitation expressly prohibits the recovery of damages, including lost profits, that exceed \$100 or the amount that a party paid Facebook.

After registering as a developer and agreeing to the SRRs and other developer terms, Six4Three was allowed access to the data Facebook made available to developers at the time, which included information about Facebook users' friends, including photos those friends shared on Facebook. Using that data, Six4Three built an application that allowed users to search through all of the photos that their friends had shared with them on Facebook to identify pictures of women in bikinis. After spending months offering the app for free in an attempt to attract customers, Six4Three only ever managed \$412 in total sales.

Notwithstanding that it agreed to the limitation of liability included in Facebook's SRRs, Six4Three is seeking nearly \$100 million in lost profits and lost enterprise value. But as to Six4Three's breach of contract, negligent interference, and Section 17200 claims, there is no escaping the limitation of liability that Six4Three agreed to in exchange for access to Facebook's data. California courts have long enforced this type of limitation as to these claims, particularly where it relates to a free service. To be clear, Facebook is not attempting to apply the limitation to all of Six4Three's many claims. Rather, Facebook seeks a narrow ruling that the limitation caps liability for Six4Three's breach of contract, negligent interference, and Section 17200 claims.

Any argument by Six4Three that the limitation is unconscionable or barred by Section 1668 fails as a matter of law. The limitation is not unconscionable. It is clearly and conspicuously presented in all caps within the SRRs. And the term was indisputably understood by Six4Three, as it included a similar

limitation of liability in its terms of service with its own users. Facebook is not aware of a single case that has held such a limitation unconscionable under circumstances like these. Nor does Section 1668 render the limitation of liability unenforceable. Section 1668 is a narrow exception to the general rule that contractual limits on liability are to be enforced—it prohibits such limitations only with regard to intentional torts, and Facebook is not moving on any of the intentional torts alleged by Six4Three.

For these reasons, Facebook requests summary adjudication that the limitation of liability contained in the SRRs—a contract Six4Three concedes it agreed to—caps all damages for Six4Three's breach of contract claim, negligent interference claim, and Section 17200 claim.

II. PROCEDURAL BACKGROUND

At the July 10, 2017 case management conference and hearing in this case, Facebook requested leave to move for summary adjudication based on the limitation of liability contained in the SRRs that Six4Three acknowledges it agreed to in exchange for access to Facebook's data. Six4Three had no objection, and the Court ruled to allow Facebook to file the motion and set a briefing schedule in consultation with the parties. After the hearing, the Court issued its Case Management Order No. 3 and set a briefing schedule for Facebook's motion for summary adjudication of issues "based upon the contractual limitation of liability clause." This motion is filed pursuant to the Court's order.

As the court-directed filing date for this motion, July 28, 2017, is the same day that Six4Three is to file its Third Amended Complaint, Facebook references the proposed Third Amended Complaint, attached as Exhibit A to Six4Three's motion for leave to amend, filed on March 20, 2017, throughout. Facebook expects that the Third Amended Complaint, filed on July 28, 2017, will contain the same allegations and claims against Facebook as those in the proposed Third Amended Complaint, as the Court granted Six4Three leave to modify the proposed Third Amended Complaint only to remove the references to the proposed six individual defendants and substitute "Facebook" in the allegations regarding the individual defendants.

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UNDISPUTED BACKGROUND FACTS¹ III.

A. The Facebook Platform Allows Developers to Integrate Their Applications With Facebook's Social Graph.

The Facebook Platform is a set of application programming interfaces ("APIs") and services that Facebook makes available to third-parties that register as a Facebook developer. Declaration of Laura E. Miller in Support of Defendant Facebook, Inc.'s Motion for Summary Adjudication of Issues ("Miller Decl."), Ex. 1 at FB-01347168; Ex. 3 at FB 0000025; Ex. 2 ¶ 2, 26. The APIs and services allow developers to, among other things, retrieve data from Facebook. Id., Ex. 1 at FB-01347168; Ex. 3 at FB 0000025. This data enables developers to build more useful applications with enhanced user experiences. Id., Ex. $2 \P 2, 26$.

The Facebook Platform is free for users as well as app developers like Six4Three. *Id.* Ex. 2 ¶¶ 2, 86-88, 90. App developers like Six4Three paid—and pay—nothing for access to data that Facebook agrees to provide. *Id.* Facebook does, however, require that users and app developers agree to the SRRs. Id., Ex. 1 at FB-01347166; Ex. 3 at FB 0000017; Ex. 2 ¶¶ 2, 85. The SRRs contain, among other provisions, a limitation of liability, which provides in pertinent part:

> WE WILL NOT BE LIABLE TO YOU FOR ANY LOST PROFITS OR OTHER CONSEQUENTIAL, SPECIAL, INDIRECT, OR INCIDENTAL DAMAGES ARISING OUT OF OR IN CONNECTION WITH THIS STATEMENT OR FACEBOOK, EVEN IF WE HAVE BEEN ADVISED OF THE POSSIBILITY OF SUCH DAMAGES. OUR AGGREGATE LIABILITY ARISING OUT OF THIS STATEMENT OR FACEBOOK WILL NOT EXCEED THE GREATER OF *ONE HUNDRED DOLLARS* (\$100) OR THE AMOUNT YOU HAVE PAID US IN THE PAST TWELVE MONTHS.

Id., Ex. 1 at FB-01347168 (emphasis added); Ex. 3 at FB 0000024 (emphasis added).

В. Six4Three Hoped to Build a Successful Application Utilizing Data That Facebook Made Available.

Six4Three was a startup funded with approximately

Miller Decl., Ex. 4; Ex. 5 at 68:10–18, 276:21–277:8.

The issue presented by this motion is a narrow one. Accordingly, Facebook limits its discussion of the background facts to only those relevant to the present motion.

Like many other companies, Six4Three sought to make money by building an application that utilized the data offered through the Facebook Platform. Six4Three set up a Facebook developer account in December 2012, agreed to Facebook's SRRs, including the limitation of liability included in the SRRs, and in return, was given access to the data Facebook made available at the time, which included Facebook users' friends' photos. *Id.*, Ex. 2 ¶ 85, 96–97; Ex. 6 at 87:16–88:17, 93:6–8; Ex. 7 at 38:5–7, 41:17–21, 44:9–13. Using that data, Six4Three developed an application called "Pikinis," which allowed users to automatically find their friends' swimsuit photos on Facebook. *Id.*, Ex. 8; Ex. 6 at 147:9–22. Six4Three's promotional material, which can be viewed in part at this archived web address, https://web.archive.org/web/20141004095225/http://www.pikinis.com/, show what it offered:



Miller Decl. ¶ 13.

By agreeing to Facebook's SRRs,

. Miller Decl., Ex. 6 at 87:16–18, 156:12. Although

Six4Three had access to and utilized this friends' data

\$412 in sales. Id., Ex. 9 at 3. Nonetheless, Six4Three now seeks nearly in alleged lost

profits and "enterprise value." Id., Ex. 2 ¶ 179, 193; Ex. 10 at 89–90 (claiming

C. There Is No Dispute That Six4Three Agreed to Facebook's Terms of Service, Including the Limitation of Liability Contained in the SRRs.

There is no dispute that Six4Three agreed to Facebook's terms, including the SRRs. Miller Decl., Ex. 2 ¶ 85 ("On December 11, 2012, 643 entered into Facebook's Statement of Rights and Responsibilities."); see also Ex. 5 at 188:14–21, 189:4–9; 192:3–5, 192:24–194:7, 198:16–25; Ex. 7 at

part of private, voluntary transactions between parties. Food Safety Net Servs. v. Eco Safe Sys. USA, Inc., 209 Cal. App. 4th 1118, 1126 (2012) (citation omitted); see also Nat'l Rural Telecommunications Coop. v. DIRECTV, Inc., 319 F. Supp. 2d 1040, 1048 (C.D. Cal. 2003) ("Under California law, parties may agree by their contract to the limitation of their liability in the event of a breach.") (citation omitted). Limitation of liability provisions are particularly appropriate where, as here, one party is offering a service for free. See Markborough Cal., Inc. v. Superior Court, 227 Cal. App. 3d 705, 714 (1991) ("limitation of liability provisions are particularly important where the beneficiary of the clause is involved in a 'high-risk, low-compensation service'") (citation omitted).

B. Six4Three's Breach of Contract, Negligent Interference, and Section 17200 Claims All "Arise Out of or in Connection With" Its Contract With Facebook and Are Therefore Subject to the Limitation of Liability.

The limitation of liability that Six4Three agreed to specifically prohibits recovery of "any lost profits or other consequential, special, indirect or incidental damages arising out of or in connection with this statement or Facebook." Miller Decl., Ex. 1 at FB-01347168 (emphasis added); Ex. 3 at FB_0000024 (emphasis added). The limitation of liability thus unquestionably applies to Six4Three's breach of contract claim, which specifically alleges that Six4Three "was injured as a result of Facebook's breach of the agreement," and Facebook is therefore liable for 643's damages as a result of the breach of contract." Id., Ex. 2 ¶ 193 (emphasis added). Six4Three's other claims turn on exactly the same alleged breach—Facebook's decision to limit developer access to certain types of data. Specifically, Count I, the Section 17200 claim, alleges that Facebook's breach of the SRR "terminate[d] Developers' ability to build advanced photo-searching applications," which Six4Three claims was a breach of the SRRs. Compare id. ¶ 166 with id. ¶ 185. Similarly, Count VIII, for negligent interference, claims that Facebook's alleged breach of the SRRs interfered with Six4Three's economic relationships with its users because it "end[ed] 643's access to Graph API data." Id. ¶¶ 241, 250, 257–59. The gravamen of each of these claims is that Facebook breached the SRRs and Six4Three was harmed as a

³ For the sake of clarity, Facebook is only moving for summary adjudication as to the breach of contract claim (Count II), the negligent interference claim (Count VIII), and the Section 17200 claim (Count I).

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result. The claims thus "arise out of or in connection with" the SRRs and the limitation of liability must therefore be enforced as to these claims.

C. Six4Three's Attempts to Escape the Consequences of the Limitation of Liability It Agreed to Are Unavailing.

Attempting to avoid the consequences of the limitation of liability to which it agreed, Six4Three asserts, without basis, that the provision is unconscionable, or otherwise unenforceable under California Civil Code Section 1668. Miller Decl., Ex. 2 ¶¶ 190–192. Both of these arguments fail as a matter of well-established California law.

1. The Limitation of Liability Is Not Unconscionable.

"A finding of unconscionability requires 'a procedural and a substantive element, the former focusing on oppression or surprise due to unequal bargaining power, the latter on overly harsh or one-sided results." AT&T Mobility LLC v. Concepcion, 563 U.S. 333, 340 (2011) (quoting Armendariz v. Found. Health Psychcare Servs., Inc., 24 Cal. 4th 83, 114 (2000)).

a. There Is No Procedural Unconscionability.

With respect to procedural unconscionability, the traditional analysis looks at oppression or surprise. "Oppression occurs where a contract involves lack of negotiation and meaningful choice, surprise where the allegedly unconscionable provision is hidden within a prolix printed form." *Pinnacle Museum Tower Ass'n v. Pinnacle Mkt. Dev. (US), LLC*, 55 Cal. 4th 223, 247 (2012) (citation omitted). But Six4Three does not claim to have been oppressed or surprised by the limitation of liability. Nor could they. The provision was not surprise—it appears clearly and conspicuously in all caps. *See* Miller Decl., Ex. 1 at FB-01347168; Ex. 3 at FB_0000024. In fact, Six4Three admits that it reviewed Facebook's SRRs when registering as a developer. *Id.*, Ex. 7 at 44:9–13. And furthermore, Six4Three admits that its primary investor and business advisor, who graduated from Yale Law School, *Id.*, Ex. 5 at 27:7–9, 192:24–194:7 (sworn testimony from Scaramellino that,

procedural unconscionability, which ends the inquiry, as a showing of both procedural and substantive unconscionability are necessary to invalidate the clause. *See AT&T Mobility LLC*, 563 U.S. at 340.

b. There Is No Substantive Unconscionability.

As for substantive unconscionability, it is not enough that the limitation of liability protects

Facebook. See Pinnacle Museum Tower Ass'n, 55 Cal. 4th at 246 ("A contract term is not substantively unconscionable when it merely gives one side a greater benefit; rather, the term must be 'so one-sided as to shock the conscience."") (citation omitted). In order to show substantive unconscionability, the plaintiff must prove that the contract terms are unreasonably favorable to one party such that they "shock the conscience." Id. Indeed, California courts have consistently held that damage limiting clauses are not substantively unconscionable just because they benefit a party, particularly where, as here, the defendant allows for some recovery up to and including the amount of money it received from the plaintiff. See Simulados Software, Ltd. v. Photon Infotech Private, Ltd., 40 F. Supp. 3d 1191, 1199 (N.D. Cal. 2014) ("Many contracts contain . . . limitation-of-liability clauses and courts have not found these clauses to be substantially unconscionable as a matter of law. The contract does not, as Simulados argues, prevent Simulados from recovery in the event of a breach. The limitation-of-liability clause expressly allows for recovery of the total amount received by Photon. As such, the Contract is not unconscionable and not a contract of adhesion.").

Six4Three paid Facebook nothing for access to the data it sought. It built an application that achieved no more than \$412 in sales. Capping its damages according to the limitation it agreed to can hardly be considered overly harsh or one-sided, especially in light of Six4Three's inclusion of a similar term in its own user contracts. And Six4Three's continued claim that this case involves the "public interest" is of no moment. This is a business dispute between two companies that voluntary entered into a private agreement. Six4Three cannot show that the limitation of liability should be set aside based on some perceived conflict with public policy or the public interest because, among other reasons, the services provided through the Facebook Platform are not the type of "essential" services that are a "practical necessity for some members of the public." *Tunkl v. Regents of Univ. of Cal.*, 60 Cal. 2d 92, 98–101 (1963).

2. Section 1668 Does Not Prevent Application of the Limitation of Liability to Six4Three's Breach of Contract, Negligent Interference, or Section 17200 Claims.

Section 1668 of the California Civil Code provides: "All contracts which have for their object, directly or indirectly, to exempt anyone from responsibility for his own fraud, or willful injury to the person or property of another, or violation of law, whether willful or negligent, are against the policy of the law." Cal. Civ. Code § 1668. By its plain terms, it does not prohibit enforcement of limitations of liability to breach of contract or negligence claims. In fact, "[w]ith respect to claims for breach of contract, limitation of liability clauses are enforceable unless they are unconscionable, that is, the improper result of unequal bargaining power or contrary to public policy." *Food Safety Net Servs.*, 209 Cal. App. 4th at 1126 (applying section 1668) (citation omitted). As discussed in detail above, the limitation of liability provision in Facebook's SRRs is not unconscionable. Thus Section 1688 is no bar to enforcement of the limitation of liability as to Six4Three's breach of contract claim.

Nor does Section 1668 prohibit the enforcement of the limitation as to Sxi4Three's negligent interference claim. See Farnham v. Superior Court (Sequoia Holdings, Inc.), 60 Cal. App. 4th 69, 71 (1997) ("contractual releases of future liability for ordinary negligence . . . are generally enforceable"). In cases with limitations of liability like the one we have here, courts have applied the limitation to negligent interference claims as well as breach of contract. See, e.g., Darnaa, LLC, 2015 WL 7753406, at *4–5. That is because Section 1668 operates to invalidate only those provisions that insulate a party from intentional torts and negligent interference is not an intentional tort for the purposes of this analysis. Farnham, 60 Cal. App. 4th at 71; see also McQuirk v. Donnelley, 189 F.3d 793, 796 (9th Cir. 1999) (quoting the rule from Farnham); City of Atascadero v. Merrill Lynch, Pierce, Fenner & Smith, Inc., 68 Cal. App. 4th 445, 482 (1998), as modified on denial of reh'g (Jan. 6, 1999) ("What distinguishes actionable fraudulent deceit is the element of knowing intent to induce someone's action to his or her detriment with false representations of fact. Fraud is an intentional tort; it is the element of fraudulent intent, or intent to deceive, that distinguishes it from actionable negligent misrepresentation and from nonactionable innocent misrepresentation. It is the element of intent which makes fraud actionable, irrespective of any contractual or fiduciary duty one party might owe to the other.") (citation

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omitted). Therefore the limitation of liability also caps Six4Three's damages as to its negligent interference claim.

Finally, courts also have enforced limitation of liability provisions as to Section 17200 claims that, like this one, turn on an alleged breach of contract. In Nat'l Rural Telecommunications Coop., 319 F. Supp. 2d at 1056-57, the parties agreed to a limitation of liability that capped recovery. Nevertheless, the plaintiff asserted a Section 17200 claim alleging that DIRECTV wrongfully denied it the rights to certain channels. The court granted summary judgment for DIRECTV on the claim, and noted that "[u]nder California law, such broadly-worded provisions encompass more than contract disputes." Id. at 1056. The court observed that the Section 17200 claim "stem[med] from the relationship of the parties as embodied" in their contract. Id. Therefore, the court found "as a matter of law" the limitation of liability provisions under the parties' agreement applied to the Section 17200 claim. The same is true here: Six4Three's Section 17200 claim stems from the relationship of the parties as embodied by the SRRs that Six4Three claims Facebook breached. See supra at IV.B. As such, the limitation applies to Six4Three's Section 17200 claim as a matter of law.

V. **CONCLUSION**

For the foregoing reasons, summary adjudication that the limitation of liability contained in the SRRs limits all damages for Six4Three's first (Section 17200), second (breach of contract), and eighth (negligent interference) causes of action to the greater of \$100 or the amount Six4Three paid Facebook is proper.

Dated: July 28, 2017	DURIE	TANGRI LLP
	By:	Also I
	,	LAURA E. MILLER

Attorney for Defendant Facebook, Inc.

DURIE TANGRILLP

PROOF OF SERVICE

2	I an	n a citizen of the United States and resident of the State of California. I am employed in San				
3	Francisco County, State of California, in the office of a member of the bar of this Court, at whose					
4	direction the service was made. I am over the age of eighteen years, and not a party to the within ac					
5	My business address is 217 Leidesdorff Street, San Francisco, CA 94111.					
6	On July 28, 2017, I served the following documents in the manner described below:					
7 8	DEFENDANT FACEBOOK, INC.'S MEMORANDUM OF POINTS AND AUTHORITIES IN SUPPORT OF ITS MOTION FOR SUMMARY ADJUDICATION FOR ISSUES (REDACTED PUBLIC VERSION)					
9		(BY U.S. MAIL) I am personally and readily familiar with the business practice of Durie Tangri LLP for collection and processing of correspondence for mailing with the United States Postal Service, and I caused such envelope(s) with postage thereon fully prepaid to be placed in the United States Postal Service at San Francisco, California.				
11 12		(BY MESSENGER SERVICE) by consigning the document(s) to an authorized courier and/or process server for hand delivery on this date.				
13 14		(BY FACSIMILE) I am personally and readily familiar with the business practice of Durie Tangri LLP for collection and processing of document(s) to be transmitted by facsimile and I caused such document(s) on this date to be transmitted by facsimile to the offices of addressee(s) at the numbers listed below.				
15 16 17		(BY OVERNIGHT MAIL) I am personally and readily familiar with the business practice of Durie Tangri LLP for collection and processing of correspondence for overnight delivery, and I caused such document(s) described herein to be deposited for delivery to a facility regularly maintained by Federal Express for overnight delivery.				
18 19	X	BY ELECTRONIC SERVICE: By electronically mailing a true and correct copy through Durie Tangri's electronic mail system from jposada@durietangri.com to the email addresses set forth below.				
20 21	***************************************	(BY PERSONAL DELIVERY) I caused such envelope to be delivered by hand to the offices of each addressee below.				
22						
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		12				

On the following part(ies) in this action: 1 2 Basil P. Fthenakis **CRITERION LAW** 3 2225 E. Bayshore Road, Suite 200 Palo Alto, CA 94303 4 Telephone: 650-352-8400 Facsimile: 650-352-8408 5 bpf@criterionlaw.com 6 David S. Godkin James Kruzer 7 BIRNBAUM & GODKIN, LLP 280 Summer Street 8 Boston, MA 02210 Telephone: 617-307-6100 9 godkin@birnbaumgodkin.com kruzer@birnbaumgodkin.com 10 Attorneys for Plaintiff 11 Six4Three, LLC I declare under penalty of perjury under the laws of the United States of America that the 12 foregoing is true and correct. Executed on July 28, 2017, at San Francisco, California. 13 14 Jennifer Posada 15 16 17 18 19 20 21 22 23 24 25 26 27 28 13