



January 8, 2002

Mr. John Lohmeyer
T10 Chair
LSI Logic
4420 ArrowsWest Dr.
Colo Spgs, CO 80907

Re: Crossroads U.S. Patent No. 5,941,972

Dear John:

At Plenary Meeting #46 of the NCITS T10 Technical Committee on November 8, 2001, a vote was taken to include the Access Controls proposal (proposal number 01-268r3) in the draft SPC-3 standard. At that time, Crossroads Systems ("Crossroads") abstained from voting in order to review its patent position with respect to this proposal. Crossroads now provides the following notification of its patent rights.

Crossroads is the owner of U.S. Patent No. 5,941,972 ("the '972 patent"), which we believe is applicable to Access Controls proposal of the draft SPC-3 standard.

In the event the Access Controls proposal is adopted as a standard and that standard cannot be practiced without the use of the '972 patent, Crossroads agrees upon written request to negotiate a limited nonexclusive license to practice the '972 patent for the sole purpose of implementing the SPC-3 standard in products that are fully compliant with the SPC-3 standard, as adopted. Crossroads will offer such a license on a nondiscriminatory basis and on reasonable terms and conditions. Crossroads cannot represent that the terms and conditions will be identical for all products and for all companies. Furthermore, the potential licensee must be prepared to offer Crossroads a comparable cross-license to any of the potential licensee's patents that apply or could potentially apply to Crossroads' products. Such licensing negotiations will be held with the parties concerned and will be conducted outside NCITS, ANSI and T10.

The logo graphic features a green and black background with binary code (0s and 1s) and a circuit board pattern. The word "CROSSROADS" is written in large, bold, red capital letters. Below it, the tagline "AT THE INTERSECTION OF BUSINESS AND INFORMATION" is written in smaller, black, all-caps font.

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Parties who desire to discuss obtaining a license for the '972 patent as described above may obtain further information by contacting:

Patricia E. Prince
General Counsel
Crossroads Systems, Inc.
8300 North MoPac Expressway
Austin, TX 78759

Thank you for your assistance.

Very truly yours,

Patricia E. Prince
Vice President – General Counsel