



**Signed .pdf Sent Via E-mail** (legal@etsi.org)

31 January 2012

Luis Jorge Romero Saro  
Director General  
European Telecommunications Standards Institute  
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FRANCE

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**Subject: 11 November 2011 Letter From Apple to ETSI**

Dear Mr. Romero Saro:

Cisco Systems has learned of the letter sent by Apple to ETSI on 11 November 2011. Like Apple, Cisco owns patents that are essential to certain wireless air interface standards created within ETSI or the Third Generation Platform Partnership.

Cisco shares Apple's view that the telecommunications industry would benefit from a more consistent and transparent application of FRAND. Like Apple, Cisco believes that participants in the development of wireless air interface standards and other standards created in ETSI or for which ETSI is a sponsoring organization, for example the Third Generation Platform Partnership, should grant licenses on terms that are consistent with the framework set out in Apple's letter.

Cisco encourages discussion of the issues raised in Apple's letter within the ETSI IPR Special Committee, and favours ETSI's prompt adoption of the framework set out in Apple's letter within the ETSI IPR Policy or Guidelines.

Very truly yours,

A handwritten signature in black ink, appearing to read "Dan Lang".

Dan Lang