

October 25, 2002

[COMPANY NAME]
[TITLE FIRST LAST NAME]
[ADDRESS]
[CITY], [ST] [ZIP]

Dear [CEO/President]

We write on behalf of the creative community regarding the use of corporate networks to infringe copyrights using online peer-to-peer (P2P) systems such as Kazaa, Grokster, iMesh and Gnutella. Because this letter references legal issues pertaining to the use of corporate networks, we ask that you forward a copy of this to your company's General Counsel/Chief Legal Officer.

We, like you, invest our time and resources to create products or services that our customers will find of value. And, like you, we do not want our valuable assets to be stolen. Therefore, we must aggressively enforce our rights in cases of copyright infringement. Many companies have already implemented employee policies and technical measures to prevent copyright infringements on their corporate networks. If your company is among this group, we commend your action. If it is not, we urge you to take whatever steps necessary to ensure that your network is not being misused to infringe copyrighted works.

By now, you and your colleagues are well aware that software piracy is illegal and that your company is at risk when your employees copy and use software without buying additional licenses. You may not have thought about unauthorized distribution of music and movies in the same way. But, in fact, allowing employees to use your corporate network to illegally distribute copyrighted music and movies is no different from software piracy.

We have recently become aware that piracy of music, movies, and other creative works is taking place at a surprisingly large number of companies – including a number of Fortune 1000 companies. It appears that many corporate network users are taking advantage of fast Internet connections at work by publicly uploading and downloading infringing files on P2P services, and also distributing and storing such files on corporate intranets. In the past few decades, companies have built sophisticated digital networks – at great expense to shareholders and investors—to ensure competitiveness in an increasingly networked world. The use of your digital network to pirate music, movies, and other copyrighted works both interferes with the business purposes your network was built to serve and subjects your employees and your company to significant legal liability under the Federal copyright law. A great many institutions—corporations, government agencies and universities -- have prevented unlawful uses, saved a great deal of money on broadband fees and enhanced the security of their internal networks by configuring firewalls to prevent access to particular networks or limiting the use of certain software or files. We are aware of a few companies that are developing tools that may assist in detecting and/or blocking infringing activity on a digital network. For your reference, we have attached a list of these types of companies.

The creative community welcomes technological innovations such as peer-to-peer technologies. Legally downloading, streaming, and otherwise experiencing music, movies, and other forms of entertainment over networked environments is exciting, and our companies are working aggressively to make this experience increasingly available. However, using technology to steal music and movies is no different from walking into a store and shoplifting a CD or DVD.

The creative community commends those companies that have already implemented employee policies and technical measures that serve to eliminate copyright piracy from their networks. We stand ready to work with the corporate community to find ways to eradicate digital piracy of copyrighted works on business networks, and would welcome the opportunity to assist your company in this effort.



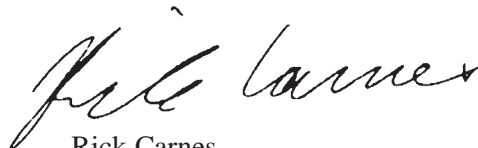
Hilary Rosen
Chairman and CEO,
Recording Industry Association of America



Jack Valenti
President and CEO,
Motion Picture Association of America



Edward P. Murphy
President and CEO,
National Music Publishers' Association



Rick Carnes
President,
The Songwriters Guild of America

You may contact signatories of this letter at:

RIAA
1330 Connecticut Ave, NW
Suite 300
Washington, DC 20036
www.riaa.com

MPAA
1600 Eye Street, NW
Washington, DC 20006
www.mpaa.org

NMPA
475 Park Avenue South
29th Floor
New York, NY 10016
www.nmpa.org

SGA
1500 Harbor Blvd.
Weehawken, NJ 07086
www.songwriters.org

ATTACHMENT

Companies that offer management tools for corporate networks:

Audible Magic Corporation

Vance Ikezoye
CEO
Audible Magic Corporation
985 University Ave, Suite 35
Los Gatos, CA 95032
Phone: (408) 399-6405 ext. 106
www.audiblemagic.com
v_ikezoye@audiblemagic.com

Transparency Software, LLC

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1019 Mission Street
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Websense Inc.

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