04-06-2001 U.S. Department of Commerce Patent and Trademark Office FORM PTO-1618A Expires 06/30/99 TRADEMARK 75/788,699 OMB 0651-0027 101670757 RECORDATION FORM COVER SHEET TRADEMARKS ONLY 10: The Commission of Patents and Trademarks: Please record the attached original document(s) or copy(ies). Submission Type Conveyance Type X License **Assignment** New Resubmission (Non-Recordation) Security Agreement **Nunc Pro Tunc Assignment** Document ID # **Effective Date** Month Day Year Merger **Correction of PTO Error** Reel # Frame # Change of Name **Corrective Document** Reel # Frame # Other Conveying Party X Mark if additional names of conveying parties attached **Execution Date** Month Day Year Visual Networks, Inc. Name 28 01 Formerly Limited Partnership X Individual General Partnership Corporation **Association** Other X | Citizenship/State of Incorporation/Organization DE **Receiving Party** Mark if additional names of receiving parties attached Silicon Valley Bank Name DBA/AKA/TA Composed of 40 William Street Address (line 1) Address (line 2) Address (line 3) Wellesley 02481 Zip Code State/Country If document to be recorded is an Individual General Partnership **Limited Partnership** assignment and the receiving party is not domiciled in the United States, an  $ar{f X}$  | Corporation **Association** appointment of a domestic representative should be attached. Other (Designation must be a separate document from Assignment.) X | Citizenship/State of Incorporation/Organization CA FOR OFFICE USE ONLY 04/05/2001 GTON11 00000170 75788699 40.00 DP 01 FC:481 850.00 OP 02 FC:482

to average approximately 30 minutes per Cover Sheet to be recorded, including time for reviewing the document and Public burden reporting for this collection of information is estimated eathering the data needed to complete the Cover Sheet. Send completes regarding this burden estimate to the U.S. Patent and Trademark Office, Chief Information Officer, Washington, D.C. 20231 and to the Office of Information and Regulatory Affairs, Office of Management and Budget, Paperwork Reduction Project (0651-0027), Washington, D.C. 20503. See OMB Information Collection Budget Package 0651-0027, Patent and Trademark Assignment Practice. DO NOT SEND REQUESTS TO RECORD ASSIGNMENT DOCUMENTS TO THIS

Mail documents to be recorded with required cover sheet(s) information to:

FORM PTO-1618B Expires 06/30/99 OMB 0651-0027	Page 2	U.S. Department of Commerce Patent and Trademark Office TRADEMARK
Domestic Representative Na	me and Address Enter for the first	Receiving Party only.
Name		
Address (line 1)		
Address (line 2)		
Address (line 3)		
Address (line 4)		
Correspondent Name and Ad	Idress Area Code and Telephone Number	703-415-1555
Name Christopher E.	Kondracki	
Address (line 1) 2001 Jefferson	n Davis Hwy.	
Address (line 2) Suite 505		
Address (line 3) Arlington, VA	22202	
Address (line 4)		
i ages	ber of pages of the attached conveyance	document # 25
including any attact Trademark Application Numb	per(s) or Registration Number(s)	X Mark if additional numbers attached
Enter either the Trademark Application N	umber <u>or</u> the Registration Number (DO NOT ENTER	BOTH numbers for the same property).
Trademark Application I	Number(s) Reg	istration Number(s)
75/788,699 75/745,829	76/109,116 1,970,625	2,032,357 2,117,886
75/612,153 75/745,828	76/109,115 2,007,923	2,067,027 2,122,626
75/624,707 76/109,122	76/127,701 2,009,418	2,115,387 2,155,605
Number of Properties Enter	the total number of properties involved.	# 35
Fee Amount Fee A	mount for Properties Listed (37 CFR 3.4	1): \$ 890.00
Method of Payment: Deposit Account	Enclosed X Deposit Account	
(Enter for payment by deposit accoun	nt or if additional fees can be charged to the account.  Deposit Account Number:	# 19-3545
	Authorization to charge additional fee	S: Yes X No
Statement and Signature		
	ge and belief, the foregoing information is true y of the original document. Charges to depos	
Christopher E. Kondracki	Chilippi -	2/30/01
Name of Person Signing	Signature	Date Signed

# RECORDATION FORM COVER SHEET CONTINUATION TRADEMARKS ONLY

U.S. Department of Commerce Patent and Trademark Office TRADEMARK

Conveying Party Enter Additional Conveying Party	Tark if additional names of conveying parties attached  Execution Date  Month Day Year
Name Visual Networks Operations, Inc.	2 28 01
Formerly	
Individual General Partnership Limite	d Partnership X Corporation Association
Other	
X Citizenship State of Incorporation/Organization	DE
Receiving Party  Enter Additional Receiving Party  Mark if	additional names of receiving parties attached
Name	
OBA/AKA/TA	
Composed of	
Address (line 1)	
Address (line 2)	
Address (line 3)	State/Country Zip Code
City	444
Individual General Partnership Lim  Corporation Association	assignment and the receiving party is not domiciled in the United States, an appointment of a domestic representative should be attached
	assignment and the receiving party is not domiciled in the United States, an appointment of a domestic representative should be attached
Corporation Association	assignment and the receiving party is not domiciled in the United States, an appointment of a domestic representative should be attached (Designation must be a separate
Corporation Association  Other	assignment and the receiving party is not domiciled in the United States, an appointment of a domestic representative should be attached (Designation must be a separate document from the Assignment.)  tion Number(s)  Mark if additional numbers attached
Corporation Association  Other  Citizenship/State of Incorporation/Organization  Trademark Application Number(s) or Registra	assignment and the receiving party is not domiciled in the United States, an appointment of a domestic representative should be attached (Designation must be a separate document from the Assignment.)  tion Number(s)  Mark if additional numbers attached
Corporation Association  Other  Citizenship/State of Incorporation/Organization  Trademark Application Number(s) or Registra  Enter either the Trademark Application Number or the Registration	assignment and the receiving party is not domiciled in the United States, an appointment of a domestic representative should be attached (Designation must be a separate document from the Assignment.)  tion Number(S)  Mark if additional numbers attached Number (DO NOT ENTER BOTH numbers for the same property).
Corporation Association  Other  Citizenship/State of Incorporation/Organization  Trademark Application Number(s) or Registra  Enter either the Trademark Application Number or the Registration  Trademark Application Number(s)	assignment and the receiving party is not domiciled in the United States, an appointment of a domestic representative should be attached (Designation must be a separate document from the Assignment.)  tion Number(s) Mark if additional numbers attached Number (DO NOT ENTER BOTH numbers for the same property).  Registration Number(s)
Corporation Association  Other  Citizenship/State of Incorporation/Organization  Trademark Application Number(s) or Registra  Enter either the Trademark Application Number or the Registration  Trademark Application Number(s)  76/127,702	assignment and the receiving party is not domiciled in the United States, an appointment of a domestic representative should be attached (Designation must be a separate document from the Assignment.)  tion Number(s)
Corporation Association  Other  Citizenship/State of Incorporation/Organization  Trademark Application Number(s) or Registra  Enter either the Trademark Application Number or the Registration  Trademark Application Number(s)  76/127,702  76/139,117	assignment and the receiving party is not domiciled in the United States, an appointment of a domestic representative should be attached (Designation must be a separate document from the Assignment.)  tion Number(s)
Corporation Association  Other  Citizenship/State of Incorporation/Organization  Trademark Application Number(s) or Registra  Enter either the Trademark Application Number or the Registration  Trademark Application Number(s)  76/127,702  76/139,117	assignment and the receiving party is not domiciled in the United States, an appointment of a domestic representative should be attached (Designation must be a separate document from the Assignment.)  tion Number(s)
Corporation Association  Other  Citizenship/State of Incorporation/Organization  Trademark Application Number(s) or Registra  Enter either the Trademark Application Number or the Registration  Trademark Application Number(s)  76/127,702  76/139,117  76/139,116	assignment and the receiving party is not domiciled in the United States, an appointment of a domestic representative should be attached (Designation must be a separate document from the Assignment.)  tion Number(s)

### **RECORDATION FORM COVER SHEET** CONTINUATION TRADEMARKS ONLY

U.S. Department of Commerce Patent and Trademark Office **TRADEMARK** 

Conveying Party Enter Additional Conveying Party	X Mark if additional names of conveying parties attached  Execution Date  Month Day Year
Name Visual Networks Investmen	
Formerly	
Individual General Partnership	Limited Partnership X Corporation Association
Other	
X Citizenship State of Incorporation/Organization	on CA
Receiving Party Enter Additional Receiving Party	Mark if additional names of receiving parties attached
Name	
DBA/AKA/TA	
Composed of	
Address (line 1)	
Address (line 2)	
Address (line 3)	
Individual General Partnership  Corporation Association  Other	decomposed from the description of the
Citizenship/State of Incorporation/Organization	on
Trademark Application Number(s) or Re	- I mark is additional indinucts attached
	gistration Number (DO NOT ENTER BOTH numbers for the same property).
Trademark Application Number(s)	Registration Number(s)

**TRADEMARK** 

# RECORDATION FORM COVER SHEET CONTINUATION TRADEMARKS ONLY

U.S. Department of Commerce Patent and Trademark Office TRADEMARK

OMB 0651-0027	IKADEMAKKS	ONLY
Conveying Enter Additiona	J Party I Conveying Party	if additional names of conveying parties attached  Execution Date  Month Day Year
Name	Visual Networks Technologies, Inc.	2 28 01
Formerly [		
Individu	al General Partnership Limited P	artnership X Corporation Association
Other		
X Citizens	hip State of Incorporation/Organization	CA
Receiving Enter Additiona	Party I Receiving Party  Mark if add	itional names of receiving parties attached
Name		
DBA/AKA/TA		
Composed of		
Address (line 1		
Address (line 2	)	
Address (line 3	Land the second	
[] Individ	city ual General Partnership Limited	State/Country  If document to be recorded is an assignment and the receiving party is
Corpora	tion Association	not domiciled in the United States, an appointment of a domestic
		representative should be attached (Designation must be a separate
Other		document from the Assignment.)
	ship/State of Incorporation/Organization	
	Application Number(s) or Registration the Trademark Application Number or the Registration Num	n Number(s) Mark if additional numbers attached mber (DO NOT ENTER BOTH numbers for the same property).
Tra	demark Application Number(s)	Registration Number(s)
L		

TRADEMARK

# RECORDATION FORM COVER SHEET CONTINUATION TRADFMARKS ONLY

U.S. Department of Commerce Patent and Trademark Office TRADEMARK

OMB 0851 0027	INADEMAKK	JOILI		
Conveying Party Inter Additional Conveying Party	X Ma	rk if additional names of c	onveying parties attacl	ied Execution Date Month Day Year
Name Visual Networks	of Texas, L.P.			2 28 01
Formerly				
Individual General F	artnership X Limited	Partnership (	Corporation	Association
Other				
X Citizenship State of Incorpora	tion/Organization	TX		
Receiving Party Enter Additional Receiving Party	Mark if a	dditional names of receiving	ng parties attached	
Name				
BA/AKA/TA				
omposed of				
Address (line 1)				
A.1.1				
Address (line 3)				
l louiser l	ation		not domiciled in appointment of a representative si (Designation mu	hould be attached
Citizenship/State of Incorpor	ation/Organization			
Frademark Application Nur Enter either the Trademark Application	n Number or the Registration N	lumber (DO NOT ENTER L	BOTH numbers for the	
Trademark Application	n Number(s)	Re	gistration Number	r(s)
	7 [			
		L		<u> </u>

TRADEMARK

# RECORDATION FORM COVER SHEET CONTINUATION TRADEMARKS ONLY

U.S. Department of Commerce Patent and Trademark Office TRADEMARK

Conveying Party Enter Additional Conveying Party	X Mark if additional names of conveying parties attached  Execution Date  Month Day Year
Name Visual Networks Insurance,	
Formerly	
Individual General Partnership	Limited Partnership X Corporation Association
Other	
X Citizenship State of Incorporation/Organizatio	vr VT
Receiving Party Enter Additional Receiving Party	Mark if additional names of receiving parties attached
Name	
DBA/AKA/TA	
Composed of	
Address (line 1)	
Address (line 2)	
Address (line 3)	
Individual General Partnership	State/Country Zip Code  Limited Partnership If document to be recorded is an
Corporation Association	assignment and the receiving party is not domiciled in the United States, an appointment of a domestic representative should be attached (Designation must be a separate
Corporation Association	assignment and the receiving party is not domiciled in the United States, an appointment of a domestic representative should be attached (Designation must be a separate document from the Assignment.)
Corporation Association  Other  Citizenship/State of Incorporation/Organization	assignment and the receiving party is not domiciled in the United States, an appointment of a domestic representative should be attached (Designation must be a separate document from the Assignment.)
Corporation Association  Other  Citizenship/State of Incorporation/Organization  Trademark Application Number(s) or Re	assignment and the receiving party is not domiciled in the United States, an appointment of a domestic representative should be attached (Designation must be a separate document from the Assignment.)
Corporation Association  Other  Citizenship/State of Incorporation/Organization  Trademark Application Number(s) or Re	assignment and the receiving party is not domiciled in the United States, an appointment of a domestic representative should be attached (Designation must be a separate document from the Assignment.)  On   Gistration Number(s)  Mark if additional numbers attached
Corporation Association  Other  Citizenship/State of Incorporation/Organization  Trademark Application Number(s) or Re  Enter either the Trademark Application Number or the Reg	assignment and the receiving party is not domiciled in the United States, an appointment of a domestic representative should be attached (Designation must be a separate document from the Assignment.)  pon
Corporation Association  Other  Citizenship/State of Incorporation/Organization  Trademark Application Number(s) or Re  Enter either the Trademark Application Number or the Reg	assignment and the receiving party is not domiciled in the United States, an appointment of a domestic representative should be attached (Designation must be a separate document from the Assignment.)  pon
Corporation Association  Other  Citizenship/State of Incorporation/Organization  Trademark Application Number(s) or Re  Enter either the Trademark Application Number or the Reg	assignment and the receiving party is not domiciled in the United States, an appointment of a domestic representative should be attached (Designation must be a separate document from the Assignment.)  pon
Corporation Association  Other  Citizenship/State of Incorporation/Organization  Trademark Application Number(s) or Re  Enter either the Trademark Application Number or the Reg	assignment and the receiving party is not domiciled in the United States, an appointment of a domestic representative should be attached (Designation must be a separate document from the Assignment.)  pon
Corporation Association  Other  Citizenship/State of Incorporation/Organization  Trademark Application Number(s) or Re  Enter either the Trademark Application Number or the Reg	assignment and the receiving party is not domiciled in the United States, an appointment of a domestic representative should be attached (Designation must be a separate document from the Assignment.)  pon
Corporation Association  Other  Citizenship/State of Incorporation/Organization  Trademark Application Number(s) or Re  Enter either the Trademark Application Number or the Reg	assignment and the receiving party is not domiciled in the United States, an appointment of a domestic representative should be attached (Designation must be a separate document from the Assignment.)  pon

TRADEMARK

# RECORDATION FORM COVER SHEET CONTINUATION TRADEMARKS ONLY

IJ.S. Department of Commerce Patent and Trademark Office TRADEMARK

Conveying Party  Enter Additional Conveying Party  Mark if additional names of conveying parties attached  Execution Date  Month Day Year
Name Inverse Network Technology 2 28 01
Formerly
Individual General Partnership Limited Partnership X Corporation Association
Other
X Citizenship State of Incorporation/Organization CA
Receiving Party  Enter Additional Receiving Party  Mark if additional names of receiving parties attached
Name
DBA/AKA/TA
Composed of
Address (line 1)
Address (line 2)
Address (line 3) State/Country Zip Code
Individual General Partnership Limited Partnership    If document to be recorded is an assignment and the receiving party is not domiciled in the United States, an appointment of a domestic representative should be attached
(Designation must be a separate
Other (Designation must be a separate document from the Assignment.)
document from the Assignment.)
Other document from the Assignment.)
Other
Other  Citizenship/State of Incorporation/Organization  Trademark Application Number(s) or Registration Number(s)  Enter either the Trademark Application Number or the Registration Number (DO NOT ENTER BOTH numbers for the same property).
Other  Citizenship/State of Incorporation/Organization  Trademark Application Number(s) or Registration Number(s)  Enter either the Trademark Application Number or the Registration Number (DO NOT ENTER BOTH numbers for the same property).
Other  Citizenship/State of Incorporation/Organization  Trademark Application Number(s) or Registration Number(s)  Enter either the Trademark Application Number or the Registration Number (DO NOT ENTER BOTH numbers for the same property).
Other  Citizenship/State of Incorporation/Organization  Trademark Application Number(s) or Registration Number(s)  Enter either the Trademark Application Number or the Registration Number (DO NOT ENTER BOTH numbers for the same property).
Other  Citizenship/State of Incorporation/Organization  Trademark Application Number(s) or Registration Number(s)  Enter either the Trademark Application Number or the Registration Number (DO NOT ENTER BOTH numbers for the same property).
Other  Citizenship/State of Incorporation/Organization  Trademark Application Number(s) or Registration Number(s)  Enter either the Trademark Application Number or the Registration Number (DO NOT ENTER BOTH numbers for the same property).

TRADEMARK

# **RECORDATION FORM COVER SHEET** CONTINUATION TRADEMARKS ONLY

U.S. Department of Commerce Patent and Trademark Office **TRADEMARK** 

Conveying Party  Enter Additional Conveying Party  Mark if additional names of conveying parties attached	ed Execution Date Month Day Year
Name Avesta Technologies, Inc.	2 28 01
Formerly	
Individual General Partnership Limited Partnership X Corporation	Association
Other	
Citizenship State of Incorporation/Organization DE	
Receiving Party  Enter Additional Receiving Party  Mark if additional names of receiving parties attached	
Name	
BA/AKA/TA	
composed of	
Address (line 1)	
Address (line 2)	
Address (line 3) State/Country	Zip Code
	•
	the receiving party is
Individual General Partnership Limited Partnership assignment and to not domiciled in to appointment of a representative sh	the recelving party is the United States, an domestic nould be attached
Individual General Partnership Limited Partnership assignment and to not domiciled in to appointment of a	the recelving party is the United States, an domestic nould be attached st be a separate
Individual General Partnership Limited Partnership assignment and to not domiciled in to domiciled in to appointment of a representative should be appointed to the control of the control	the recelving party is the United States, an domestic nould be attached st be a separate
Individual General Partnership Limited Partnership assignment and to not domiciled in to appointment of a representative shadoument from the Citizenship/State of Incorporation/Organization  Trademark Application Number(s) or Registration Number(s)  Mark if addition	the receiving party is the United States, an domestic nould be attached st be a separate he Assignment.)
Individual General Partnership Limited Partnership assignment and to not domiciled in to appointment of a representative should be signated in the second of	the receiving party is the United States, an domestic nould be attached st be a separate lie Assignment.) mai numbers attached same property).
Individual General Partnership Limited Partnership assignment and to not domiciled in to appointment of a representative shadoument from the Citizenship/State of Incorporation/Organization  Trademark Application Number(s) or Registration Number(s)  Mark if addition	the receiving party is the United States, an domestic nould be attached st be a separate lie Assignment.) mai numbers attached same property).
Individual General Partnership Limited Partnership assignment and to not domiciled in to appointment of a representative should be signated in the second of	the receiving party is the United States, an domestic nould be attached st be a separate lie Assignment.) mai numbers attached same property).
Individual General Partnership Limited Partnership assignment and to not domiciled in to appointment of a representative should be signated in the second of	the receiving party is the United States, an domestic nould be attached st be a separate lie Assignment.) mai numbers attached same property).
Individual General Partnership Limited Partnership assignment and to not domiciled in to appointment of a representative should be signated in the second of	the receiving party is the United States, an domestic nould be attached st be a separate lie Assignment.) mai numbers attached same property).
Individual General Partnership Limited Partnership assignment and to not domiciled in to appointment of a representative should be signated in the second of	the receiving party is the United States, an domestic nould be attached st be a separate lie Assignment.) mai numbers attached same property).
Individual General Partnership Limited Partnership assignment and to not domiciled in to appointment of a representative should be signated in the second of	the receiving party is the United States, an domestic nould be attached st be a separate lie Assignment.) mai numbers attached same property).
Individual General Partnership Limited Partnership assignment and to not domiciled in to appointment of a representative should be signated in the second of	the receiving party is the United States, an domestic nould be attached st be a separate lie Assignment.) mai numbers attached same property).

**TRADEMARK** 

#### INTELLECTUAL PROPERTY SECURITY AGREEMENT

This Intellectual Property Security Agreement (this "IP Agreement") is made as of the 28th day of February, 2001 by and between (i) VISUAL NETWORKS, INC., a Delaware corporation with its principal place of business at 2092 Gaither Road, Rockville, Maryland 20850 ("Grantor"), (ii) VISUAL NETWORKS OPERATIONS, INC., a Delaware corporation ("VNO"), (iii) VISUAL NETWORKS INVESTMENTS, INC., a California corporation ("VNT"), (iv) VISUAL NETWORKS TECHNOLOGIES, INC., a California corporation ("VNT"), (v) VISUAL NETWORKS OF TEXAS, L.P., a Texas limited partnership ("Visual Texas"), (vi) VISUAL NETWORKS INSURANCE, INC., a Vermont corporation ("Visual Insurance"), (vii) INVERSE NETWORK TECHNOLOGY, a California corporation ("INT"), and (viii) AVESTA TECHNOLOGIES, INC., a Delaware corporation ("Avesta") (hereinafter, Visual, VNO, VNI, VNT, Visual Texas, Visual Insurance, INT, and Avesta are referred to jointly, severally and collectively as the "Grantor"), and SILICON VALLEY BANK, a California banking corporation ("Lender").

#### RECITALS

- A. Lender has agreed to make advances of money and to extend certain financial accommodations to Grantor (the "Loan"), pursuant to a certain Loan and Security Agreement of even date between Grantor and Lender, as amended from time to time and a certain Accounts Receivable Financing Agreement dated as of February 28<sup>th</sup> 2001 (collectively, as amended, the "Loan Agreement"). The Loan is secured pursuant to the terms of the Loan Agreement. Lender is willing to enter into certain financial accommodations with Grantor, but only upon the condition, among others, that Grantor shall grant to Lender a security interest in certain Copyrights, Trademarks, Patents, and Mask Works to secure the obligations of Grantor under the Loan Agreement. Defined terms used but not defined herein shall have the same meanings as in the Loan Agreement.
- B. Pursuant to the terms of the Loan Agreement, Grantor has granted to Lender a security interest in all of Grantor's right title and interest, whether presently existing or hereafter acquired in, to and under all of the Collateral (as defined therein).
- NOW, THEREFORE, for good and valuable consideration, receipt of which is hereby acknowledged and intending to be legally bound, as collateral security for the prompt and complete payment when due of Grantor's Indebtedness (as defined below), Grantor hereby represents, warrants, covenants and agrees as follows:
- 1. <u>Grant of Security Interest.</u> As collateral security for the prompt and complete payment and performance of all of Grantor's present or future indebtedness, obligations and liabilities to Lender (hereinafter, the "Indebtedness"), including, without limitation, under the Loan Agreement, Grantor hereby grants a security interest in all of Grantor's right, title and interest in, to and under its intellectual property collateral (all of which shall collectively be called the "Intellectual Property Collateral"), including, without limitation, the following:
  - (a) Any and all copyright rights, copyright applications, copyright registrations and like protections in each work or authorship and derivative work thereof, whether published or unpublished and whether or not the same also constitutes a trade secret, now or hereafter existing, created, acquired or held, including without limitation those set forth on **EXHIBIT A** attached hereto (collectively, the "Copyrights");
  - (b) Any and all trade secrets, and any and all intellectual property rights in computer software and computer software products now or hereafter existing, created, acquired or held;
  - (c) Any and all design rights which may be available to Grantor now or hereafter existing, created, acquired or held;
  - (d) All patents, patent applications and like protections including, without limitation, improvements, divisions, continuations, renewals, reissues, extensions and continuations-in-part of the same, including without limitation the patents and patent applications set forth on **EXHIBIT B** attached hereto (collectively, the "Patents");
  - (e) Any trademark and servicemark rights, whether registered or not, applications to register and registrations of the same and like protections, and the entire goodwill of the business of Grantor connected with

same, including without limitation the patents and patent applications set forth on **EXHIBIT B** attached hereto (collectively, the "Patents");

- (e) Any trademark and servicemark rights, whether registered or not, applications to register and registrations of the same and like protections, and the entire goodwill of the business of Grantor connected with and symbolized by such trademarks, including without limitation those set forth on **EXHIBIT C** attached hereto (collectively, the "Trademarks");
- (f) All mask works or similar rights available for the protection of semiconductor chips, now owned or hereafter acquired, including, without limitation those set forth on **EXHIBIT D** attached hereto (collectively, the "Mask Works");
- (g) Any and all claims for damages by way of past, present and future infringements of any of the rights included above, with the right, but not the obligation, to sue for and collect such damages for said use or infringement of the intellectual property rights identified above;
- (h) All licenses or other rights to use any of the Copyrights, Patents, Trademarks, or Mask Works and all license fees and royalties arising from such use to the extent permitted by such license or rights;
- (i) All amendments, extensions, renewals and extensions of any of the Copyrights, Trademarks, Patents, or Mask Works; and
- (j) All proceeds and products of the foregoing, including without limitation all payments under insurance or any indemnity or warranty payable in respect of any of the foregoing.
- 2. <u>Authorization and Request.</u> Grantor authorizes and requests that the Register of Copyrights and the Commissioner of Patents and Trademarks record this IP Agreement.
  - 3. <u>Covenants and Warranties.</u> Grantor represents, warrants, covenants and agrees as follows:
  - (a) Grantor is now the sole owner of the Intellectual Property Collateral, except for non-exclusive licenses granted by Grantor to its customers in the ordinary course of business.
  - (b) Performance of this IP Agreement does not conflict with or result in a breach of any IP Agreement to which Grantor is bound, except to the extent that certain intellectual property agreements prohibit the assignment of the rights thereunder to a third party without the licensor's or other party's consent and this IP Agreement constitutes a security interest.
  - (c) During the term of this IP Agreement, Grantor will not transfer or otherwise encumber any interest in the Intellectual Property Collateral, except for non-exclusive licenses granted by Grantor in the ordinary course of business or as set forth in this IP Agreement;
  - (d) To its knowledge, each of the Patents is valid and enforceable, and no part of the Intellectual Property Collateral has been judged invalid or unenforceable, in whole or in part, and no claim has been made that any part of the Intellectual Property Collateral violates the rights of any third party, except as set forth on the schedule attached hereto;
  - (e) Grantor shall promptly advise Lender of any material adverse change in the composition of the Collateral, including but not limited to any subsequent ownership right of the Grantor in or to any Trademark, Patent, Copyright, or Mask Work specified in this IP Agreement;

- (f) Grantor shall (i) protect, defend and maintain the validity and enforceability of the Trademarks, Patents, Copyrights, and Mask Works, (ii) use its best efforts to detect infringements of the Trademarks, Patents, Copyrights, and Mask Works and promptly advise Lender in writing of material infringements detected and (iii) not allow any Trademarks, Patents, Copyrights, or Mask Works to be abandoned, forfeited or dedicated to the public without the written consent of Lender, which shall not be unreasonably withheld, unless Grantor determines that reasonable business practices suggest that abandonment is appropriate.
- (g) Grantor shall, to the extent determined to be appropriate by Grantor's management in its reasonable business judgment, register the most recent version of any of Grantor's Copyrights, if not so already registered, and shall, from time to time, execute and file such other instruments, and take such further actions as Lender may reasonably request from time to time to perfect or continue the perfection of Lender's interest in the Intellectual Property Collateral;
- (h) This IP Agreement creates, and in the case of after acquired Intellectual Property Collateral, this IP Agreement will create at the time Grantor first has rights in such after acquired Intellectual Property Collateral, in favor of Lender a valid and perfected first priority security interest in the Intellectual Property Collateral in the United States securing the payment and performance of the obligations evidenced by the Loan Agreement upon making the filings referred to in clause (i) below;
- (i) To its knowledge, except for, and upon, the filing with the United States Patent and Trademark office with respect to the Patents and Trademarks and the Register of Copyrights with respect to the Copyrights and Mask Works necessary to perfect the security interests created hereunder and except as has been already made or obtained, no authorization, approval or other action by, and no notice to or filing with, any U.S. governmental authority or U.S. regulatory body is required either (i) for the grant by Grantor of the security interest granted hereby or for the execution, delivery or performance of this IP Agreement by Grantor in the U.S. or (ii) for the perfection in the United States or the exercise by Lender of its rights and remedies thereunder;
- (j) All information heretofore, herein or hereafter supplied to Lender by or on behalf of Grantor with respect to the Intellectual Property Collateral is accurate and complete in all material respects.
- (k) Grantor shall not enter into any agreement that would materially impair or conflict with Grantor's obligations hereunder without Lender's prior written consent, which consent shall not be unreasonably withheld. Grantor shall not permit the inclusion in any material contract to which it becomes a party of any provisions that could or might in any way prevent the creation of a security interest in Grantor's rights and interest in any property included within the definition of the Intellectual Property Collateral acquired under such contracts, except that certain contracts may contain anti-assignment provisions that could in effect prohibit the creation of a security interest in such contracts.
- (I) Upon any executive officer of Grantor obtaining actual knowledge thereof, Grantor will promptly notify Lender in writing of any event that materially adversely affects the value of any material Intellectual Property Collateral, the ability of Grantor to dispose of any material Intellectual Property Collateral of the rights and remedies of Lender in relation thereto, including the levy of any legal process against any of the Intellectual Property Collateral.
- 4. <u>Lender's Rights.</u> Lender shall have the right, but not the obligation, to take, at Grantor's sole expense, any actions that Grantor is required under this IP Agreement to take but which Grantor fails to take, after fifteen (15) days' notice to Grantor. Grantor shall reimburse and indemnify Lender for all reasonable costs and reasonable expenses incurred in the reasonable exercise of its rights under this section 4.
- 5. <u>Inspection Rights.</u> Grantor hereby grants to Lender and its employees, representatives and agents the right to visit, during reasonable hours upon prior reasonable written notice to Grantor, any of Grantor's plants

and facilities that manufacture, install or store products (or that have done so during the prior six-month period) that are sold utilizing any of the Intellectual Property Collateral, and to inspect the products and quality control records relating thereto upon reasonable written notice to Grantor and as often as may be reasonably requested, but not more than once in every six (6) months; provided, however, nothing herein shall entitle Lender access to Grantor's trade secrets and other proprietary information.

#### 6. Further Assurances: Attorney in Fact.

- (a) On a continuing basis, Grantor will, subject to any prior licenses, encumbrances and restrictions and prospective licenses, make, execute, acknowledge and deliver, and file and record in the proper filing and recording places in the United States, all such instruments, including appropriate financing and continuation statements and collateral agreements and filings with the United States Patent and Trademarks Office and the Register of Copyrights, and take all such action as may reasonably be deemed necessary or advisable, or as reasonably requested by Lender, to perfect Lender's security interest in all Copyrights, Patents, Trademarks, and Mask Works and otherwise to carry out the intent and purposes of this IP Agreement, or for assuring and confirming to Lender the grant or perfection of a security interest in all Intellectual Property Collateral.
- (b) Grantor hereby irrevocably appoints Lender as Grantor's attorney-in-fact, with full authority in the place and stead of Grantor and in the name of Grantor, Lender or otherwise, from time to time in Lender's discretion, upon Grantor's failure or inability to do so, to take any action and to execute any instrument which Lender may deem necessary or advisable to accomplish the purposes of this IP Agreement, including:
  - (i) To modify, in its sole discretion, this IP Agreement without first obtaining Grantor's approval of or signature to such modification by amending Exhibit A, Exhibit B, Exhibit C, and Exhibit D hereof, as appropriate, to include reference to any right, title or interest in any Copyrights, Patents, Trademarks or Mask Works acquired by Grantor after the execution hereof or to delete any reference to any right, title or interest in any Copyrights, Patents, Trademarks, or Mask Works in which Grantor no longer has or claims any right, title or interest; and
  - (ii) To file, in its sole discretion, one or more financing or continuation statements and amendments thereto, relative to any of the Intellectual Property Collateral without the signature of Grantor where permitted by law.
- 7. Events of Default. The occurrence of any of the following shall constitute an Event of Default under this IP Agreement:
  - (a) An Event of Default occurs under the Loan Agreement; or any document from Grantor to Lender; or
    - (b) Grantor breaches any warranty or agreement made by Grantor in this IP Agreement.
- 8. Remedies. Upon the occurrence and continuance of an Event of Default, Lender shall have the right to exercise all the remedies of a secured party under the Massachusetts Uniform Commercial Code, including without limitation the right to require Grantor to assemble the Intellectual Property Collateral and any tangible property in which Lender has a security interest and to make it available to Lender at a place designated by Lender. Lender shall have a nonexclusive, royalty free license to use the Copyrights, Patents, Trademarks, and Mask Works to the extent reasonably necessary to permit Lender to exercise its rights and remedies upon the occurrence of an Event of Default. Grantor will pay any expenses (including reasonable attorney's fees) incurred by Lender in connection with the exercise of any of Lender's rights hereunder, including without limitation any expense incurred in disposing of the Intellectual Property Collateral. All of Lender's rights and remedies with respect to the Intellectual Property Collateral shall be cumulative.

- 9. <u>Indemnity.</u> Grantor agrees to defend, indemnify and hold harmless Lender and its officers, employees, and agents against: (a) all obligations, demands, claims, and liabilities claimed or asserted by any other party in connection with the transactions contemplated by this IP Agreement, and (b) all losses or expenses in any way suffered, incurred, or paid by Lender as a result of or in any way arising out of, following or consequential to transactions between Lender and Grantor, whether under this IP Agreement or otherwise (including without limitation, reasonable attorneys fees and reasonable expenses), except for losses arising from or out of Lender's gross negligence or willful misconduct.
- 10. Reassignment. At such time as Grantor shall completely satisfy all of the obligations secured hereunder, Lender shall execute and deliver to Grantor all deeds, assignments, and other instruments as may be necessary or proper to reinvest in Grantor full title to the property assigned hereunder, subject to any disposition thereof which may have been made by Lender pursuant hereto.
- 11. <u>Course of Dealing.</u> No course of dealing, nor any failure to exercise, nor any delay in exercising any right, power or privilege hereunder shall operate as a waiver thereof.
- 12. <u>Attorneys' Fees.</u> If any action relating to this IP Agreement is brought by either party hereto against the other party, the prevailing party shall be entitled to recover reasonable attorneys fees, costs and disbursements.
- 13. <u>Amendments.</u> This IP Agreement may be amended only by a written instrument signed by both parties hereto.
- 14. <u>Counterparts.</u> This IP Agreement may be executed in two or more counterparts, each of which shall be deemed an original but all of which together shall constitute the same instrument.
- 15. <u>Law and Jurisdiction.</u> This IP Agreement shall be governed by and construed in accordance with the laws of the United States and the Commonwealth of Massachusetts. GRANTOR ACCEPTS FOR ITSELF AND IN CONNECTION WITH ITS PROPERTIES, UNCONDITIONALLY, THE NON-EXCLUSIVE JURISDICTION OF ANY STATE OR FEDERAL COURT OF COMPETENT JURISDICTION IN THE COMMONWEALTH OF MASSACHUSETTS IN ANY ACTION, SUIT, OR PROCEEDING OF ANY KIND, AGAINST IT WHICH ARISES OUT OF OR BY REASON OF THIS AGREEMENT; PROVIDED, HOWEVER, THAT IF FOR ANY REASON LENDER CANNOT AVAIL ITSELF OF THE COURTS OF THE COMMONWEALTH OF MASSACHUSETTS, GRANTOR ACCEPTS JURISDICTION OF THE COURTS AND VENUE IN SANTA CLARA COUNTY, CALIFORNIA.

GRANTOR AND LENDER EACH HEREBY WAIVE THEIR RESPECTIVE RIGHTS TO A JURY TRIAL OF ANY CLAIM OR CAUSE OF ACTION BASED UPON OR ARISING OUT OF ANY OF THE LOAN DOCUMENTS OR ANY OF THE TRANSACTIONS CONTEMPLATED THEREIN, INCLUDING CONTRACT CLAIMS, TORT CLAIMS, BREACH OF DUTY CLAIMS, AND ALL OTHER COMMON LAW OR STATUTORY CLAIMS. EACH PARTY RECOGNIZES AND AGREES THAT THE FOREGOING WAIVER CONSTITUTES A MATERIAL INDUCEMENT FOR IT TO ENTER INTO THIS AGREEMENT. EACH PARTY REPRESENTS AND WARRANTS THAT IT HAS REVIEWED THIS WAIVER WITH ITS LEGAL COUNSEL AND THAT IT KNOWINGLY AND VOLUNTARILY WAIVES ITS JURY TRIAL RIGHTS FOLLOWING CONSULTATION WITH LEGAL COUNSEL.

16. <u>Confidentiality.</u> In handling any confidential information, Lender shall exercise the same degree of care that it exercises for its own proprietary information, but disclosure of information may be made: (i) to Lender's subsidiaries or affiliates in connection with their present or prospective business relations with Grantor; (ii) to prospective transferees or purchasers of any interest in the Loans; (iii) as required by law, regulation, subpoena, or other order, (iv) as required in connection with Lender's examination or audit; and (v) as Lender considers appropriate in exercising remedies under this Agreement. Confidential information does not include information that either: (a) is in the public domain or in Lender's possession when disclosed to Lender, or becomes part of the public domain after disclosure to Lender; or (b) is disclosed to Lender by a third party, if Lender does not know that the third party is prohibited from disclosing the information.

<b>EXECUTED</b> as a sealed instrument under the laws of year first written above.	the Commonwealth of Massachusetts on the day and
Address of Granton	CDANITOD.

2092 Gaither Road Rockville, Maryland 20850

G	R	A		T	O	R	:
---	---	---	--	---	---	---	---

GRANTOR:
VISUAL NETWORKS, INC.
By: fetter J. MINIHANE
Title: CHIEF FINANCIAL OFFICER
VISUAL NETWORKS OPERATIONS, INC.
By Leter Mine
Name: PETER J. MINIHANE
Title: TREASURER
VISUAL NETWORKS INVESTMENTS, INC.
By feter Mine
Name: PETER J. MINIHANE
Title: TREASURER
VISUAL NETWORKS TECHNOLOGIES, INC.
By fetter Men
Name: PETER J. MINIHANE
Title: TREASURER
VISUAL NETWORKS OF TEXAS, L.P., by Visual Networks Texas Operations, Inc., its
General Partner
By feller IM in
Name: PETEL J. MINIHANE
Title: TREASURER

VISUAL NETWORKS INSURANCE, INC.
By fety Mine
Name: PETER J. MINIHANE
Title: TREASURER
INVERSE NETWORK TECHNOLOGY
By leter Mine
Name: PETER J. MINCHANE
Title: PRESIDENT
AVESTA TECHNOLOGIES, INC.
By Feter Men
Name: PETERKS. MINIHANE
Title: PRESIDENT
SILICON VALLEY BANK
By:
Name:

Title:\_\_\_\_

56120/293 616725.3

VISUAL NETWORKS INSURANCE, INC.
By felle fill int
Name: PETER J. MINIHANE
Title: TREASURER
INVERSE NETWORK TECHNOLOGY
By Leter Mine
Name: PETER J. MINULANE
Title: PLESIDENT
AVESTA TECHNOLOGIES, INC.
By Keter Ment
Name: PETER 5. MINIHANE
Title: PRESIDENT

56120/293 616725.3

Cacaltan

SILICON VALLEY BANK

-**7-**

## Exhibit A

# Copyrights

None.

### Exhibit B

### **Patents**

# U.S. Patents

Patent No.	Title
5,521,907	Method and Apparatus for Non-Intrusive Measurement of Round Trip Delay in Communications Networks
5,867,483	Method and Apparatus for Measurement of Peak Throughput in Packetized Data Networks
6,058,102	Method and Apparatus for Performing Service-Level Analysis of Communications Network Performance Metrics
6,147,998	Method and Apparatus for Performing In-Service Quality of Service Testing

### Pending U.S. Patent Applications

Serial No.	Title	Filed	Status
09/048,025	Dynamic Modeling of Complex Networks and Prediction of Impacts of Faults Therein	03/26/1998	Pending
09/256,647	Network Monitoring System	02/23/1999	Awaiting Action
09/605,680	Method of Identifying Information Within a Character String	06/28/2000	Awaiting Action

# Pending Foreign Patent Applications

Country	Serial No.	Title	Filing Date	Status
Canada	2,218,886	Method and Apparatus for Non- Intrusive Measurement of Round Trip Delay in Communications Networks	04/17/1996	Awaiting Action

Country	Serial No.	Title	Filing Date	Status
Canada	2,270,890	Method and Apparatus for Measurement of Peak Throughput in Packetized Data Networks		Awaiting Action
Australia	33657/99	Dynamic Modeling of Complex Networks and Prediction of Impacts of Faults Therein	9/26/2000	Awaiting Action
Canada	2,301,896	Method and Apparatus for Performing In-Service Quality of Service Testing	08/24/1998	Awaiting Action
Canada	2,307,766	Method and Apparatus for Performing Service-Level Analysis of Communications Network Performance Metrics	11/06/1998	Awaiting Action
Europe	99915051.9	Dynamic Modeling of Complex Networks and Prediction of Impacts of Faults Therein	9/26/2000	Awaiting Action
Europe	97950579.9	Method and Apparatus for Measurement of Peak Throughput in Packetized Data Networks		Awaiting Action
Europe	98959404.9	Method and Apparatus for Performing Service-Level Analysis of Communications Network Performance Metrics		Awaiting Action
Japan	2000-538359	Dynamic Modeling of Complex Networks and Prediction of Impacts of Faults Therein	09/26/2000	Awaiting Action
Germany	19882639.7	Method and Apparatus for Performing In-Service Quality of Service Testing	02/25/2000	Awaiting Action
Singapore	20005379-3	Dynamic Modeling of Complex Networks and Prediction of	9/26/2000	Awaiting Action

		Impacts of Faults Therein		
Country	Serial No.	Title	Filing Date	Status
South Africa		Dynamic Modeling of Complex Networks and Prediction of Impacts of Faults Therein	9/26/2000	Awaiting Action
UK	00040009.7	Method and Apparatus for Performing In-Service Quality of Service Testing	08/24/1998	Awaiting Action

Presently, Visual Networks Technologies, Inc. has no International Patent Cooperation Treaty (PCT) applications pending. Visual Networks Technologies, Inc. does not yet own any foreign patents.

## Exhibit C

### Trademarks

Pending U.S. Trademark Applications

Serial No.	Mark	Status	
75/788,699	EWATCHER	Response to Non-Final Action Filed 9/6/00	
75/612,153	TRINITY	Non-Final Action mailed 10/17/00	
75/624,707	MAKE IT VISUAL	Allowed; 1 <sup>st</sup> Extension of Time file on 7/25/00	
75/745,829	TUNNELVISION	Allowed; 1 <sup>st</sup> Extension of Time filed on 10/11/00	
75/745,828	TUNNELVISION	Accepted; Published on 11/21/00	
76/109,122	VISUAL TRINITY	Filed 8/14/00	
76/109,116	VISUAL NETWORKS and Design	Filed 8/14/00	
TM00-134	VISUAL EWATCHER	Filed 8/14/00	
76/127,701	VISUAL TDSLINK	Filed 9/12/2000	
76/127,702	TDSLINK	Filed 9/12/2000	
76/139,117	VISUAL SERVICE ADVISOR	Filed 10/2/2000	
76/139,114	VISUAL LINKSAFE	Filed 10/2/2000	
76/139,116	VISUAL IP INSIGHT	Filed 10/2/2000	
76/139,115	VISUAL INTERNET BENCHMARK	Filed 10/2/2000	

## Registered U.S. Trademarks

Reg. No.	Mark	Reg. Date
1,970,625	ACCESSRAMP DOCUMENTING THE INFORMATION SUPER HIGHWAY (stylized)	4/23/96
2,007,923	CARAVELLE WATCHER	10/15/96
2,009,418	VISUAL UPTIME	10/22/96
2,032,357	GLOBALWATCHER	1/21/97
2,067,027	MEDIAWATCHER	6/3/97
2,115,387	IWATCHER	11/25/97; Cancellation filed 8/13/99
2,117,886	TRANSCEIVE	12/2/97; Being Sold
2,122,626	VISUAL NETWORKS	12/23/97
2,155,605	INVERSE NETWORK TECHNOLOGY	5/5/98
2,180,579	I (stylized)	8/11/98
2,181,207	INVERSE NETWORK TECHNOLOGY	8/11/98
2,193,550	INVERSE	10/6/98
2,203,246	AVESTA TECNOLOGIES	10/10/98
2,224,976	BURST ADVISOR	2/23/99
2,248,906	MEASUREMENTS THAT MATTER	6/1/99
2,278,155	INTERNET MEASUREMENT SERVICE	9/14/99
2,282,318	US BENCHMARK REPORT	9/28/99
2,282,319	UK BENCHMARK REPORT	9/28/99
2,288,967	MEASURING QUALITY OF THE INTERNET	10/26/99
2,304,103	INVERSE IP INSIGHT	12/28/99
2,389,211	INVERSE IP INSIGHT 9/26/00	

## Foreign Pending Trademark Applications

Country	Serial No.	Mark	Filing Date
Canada	827491	VISUAL NETWORKS	10/31/96
ECT	393561	BURST ADVISOR	10/28/96
ECT	001282102	MAKE IT VISUAL	8/13/99
Canada	1030375	MAKE IT VISUAL	9/28/99

### Foreign Registered Trademarks

Country	Registration No.	Mark	Registration Date
Canada	490358	VISUAL UPTIME	2/20/98
Canada	523933	BURST ADVISOR	2/28/00
ECT	393546	VPOP	10/28/96
ECT	393512	VISUAL NETWORKS	10/28/96
ECT	393504	VISUAL UPTIME	10/28/96

- 3 -

TRADEMARK
RECORDED: 03/30/2001 REEL: 002264 FRAME: 0681