



APM

POSEIDON HOUSE · CASTLE PARK · CAMBRIDGE · CB3 0RD · UNITED KINGDOM
+441223 515010 · Fax +44 1223 359779 · Email: apm@ansa.co.uk · URL: <http://www.ansa.co.uk>

24 March, 1998

ANSA and FollowMe Results: Memorandum of Understanding

APM Ltd's contributions to FollowMe are derived from the work of the ANSA Consortium and that APM Ltd wishes to use its rights to FollowMe results in APM's work for the ANSA Consortium. This requires a mutual understanding of the basis on which results are transferred and for this understanding to be independent of APM Ltd., so that if APM defaults in either Consortium, the integrity of both the ANSA Work Programme and the FollowMe Project is protected.

In its role as a member of the ANSA Consortium, APM Ltd is entitled to exploit ANSA IPR and license it to third parties, such as the FollowMe Consortium, within the constraints of the ANSA Consortium Agreement, which in simple terms require that APM's actions shall not prejudice the right to use or exploit ANSA results by any other ANSA Consortium member.

With the approval of the ANSA Management Committee, APM Ltd has licensed the members of the FollowMe Consortium the right to use ANSA FlexiNet technology included in the implementation of FollowMe.

APM Ltd's rights and obligations as a member of the FollowMe project are described in the attached copy of the FollowMe Consortium Agreement. In particular, this makes clear that APM Ltd is entitled to use FollowMe results in its business and to exploit the results for which it is responsible.

On this basis the FollowMe Consortium grants the members of the ANSA Consortium, current at the time a FollowMe result is produced, identical rights and obligations with respect to that result as those held by APM Ltd. In particular the ANSA Consortium members will have free licence to use the FollowMe results, and in the case of a software result produced by APM, the right to exploit the software.

In the event that APM Ltd ceases to be a member of the ANSA Consortium, the ANSA Work Programme Manager, a member of the FollowMe Consortium, or any combination of these occurrences, the remaining members of the FollowMe Consortium will work with the remaining members of the ANSA Consortium at that time to determine the best means to ensure the



continued progress and flow of results between the two consortia on terms similar to those in place during APM's membership of both consortia. In the first instance this will be by discussion between me as Chairman of the FollowMe Project Board and you as Chairman of the ANSA Management Board.

Signed

(Chairman of Management Board)
For ANSA Consortium

(Chairman of Project Board)
For FollowMe Consortium