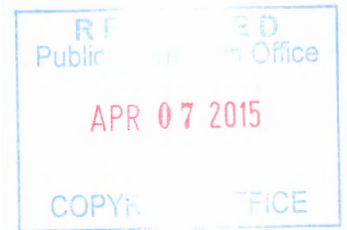


BEFORE THE
UNITED STATES COPYRIGHT ROYALTY JUDGES
LIBRARY OF CONGRESS
WASHINGTON, D.C.



In re

DETERMINATION OF ROYALTY
RATES AND TERMS FOR
EPHEMERAL RECORDING AND
DIGITAL PERFORMANCE OF SOUND
RECORDINGS (*WEB IV*)

DOCKET NO. 14-CRB-0001-WR
(2016-2020)

REPLY IN SUPPORT OF SOUNDEXCHANGE'S MOTION TO COMPEL PANDORA
MEDIA, INC. TO PRODUCE DOCUMENTS RESPONSIVE TO SOUNDEXCHANGE'S
REQUESTS

Pandora's Opposition fails to provide any basis for avoiding the requested discovery. Pandora should be ordered to produce documents that constitute, comprise, memorialize, or analyze Pandora's promotional programs, including Pandora Premieres and Pandora Presents. Such documents are directly related to testimony in Pandora's Written Rebuttal Statement ("WRS") opining on the value of Pandora as a promotional vehicle and examining the value of

Second, Pandora has refused to adequately produce documents that constitute, comprise, memorialize, or analyze the direct licenses or direct licensing program initiated by the music service known as DMX and its effect on rates or rate determination proceedings. SoundExchange requested a specific email sent by Pandora executive Chris Harrison in December of 2013 in which Mr. Harrison highlighted the success of a strategy he implemented for DMX that involved entering into direct licenses in order to create evidence for a rate court proceeding. Evidence of a strategic motive underlying Pandora's direct licensing would

undermine the direct licenses Pandora has proffered as benchmarks. But Pandora has refused to produce the requested email and any other documents except for two. In light of their clear probative value to the key benchmarks Pandora has put at issue here, Pandora should produce all documents that constitute, comprise, memorialize, or analyze Mr. Harrison's efforts on DMX's behalf.

Because both of these categories of documents are directly related to Pandora's WRS, the Judges should grant this Motion and compel production. *See* 17 U.S.C. § 803(b)(6)(C)(v); 37 C.F.R. § 351.5(b).

I. ARGUMENT

A. Pandora Should Produce Documents Relating To Its Promotional Programs

1. Documents Relating to Pandora's Promotional Programs Are Directly Related to Dr. Shapiro's Rebuttal Testimony Regarding the Pandora-Merlin Agreement and the Pandora-Naxos Agreement

Pandora claims that requiring it to produce documents relating to Pandora Presents and Pandora Premieres would lead to "absurd" results. Pandora Media, Inc.'s Opposition to SoundExchange, Inc.'s Motion to Compel ("Opp.") at 7. Nonsense. These documents are very closely related to [REDACTED] Pandora's sole benchmark agreements, the Pandora-Merlin agreement and the Pandora-Naxos agreement. Both agreements are discussed in Dr. Shapiro's written rebuttal testimony ("WRT") and the Pandora-Naxos agreement, in particular, was introduced for the first time in Pandora's written rebuttal case. Shapiro WRT at 37-38.

Dr. Shapiro contends that he has "calculated that the statutory rate corresponding to the Naxos Agreement is [REDACTED] for each advertising-supported performance and [REDACTED] for each subscription performance." Shapiro WRT at 37. In order to perform this calculation, Dr. Shapiro had to consider all significant consideration exchanged in the agreement. As Dr. Shapiro admitted in his deposition, in analyzing a benchmark "one wants to identify components

that have substantial value and account for those as best they can.” Declaration of Kuruvilla Olasa (“Olasa Decl.”) Ex. A (Shapiro Dep. Tr. 239:7-240:6). With respect to the Naxos agreement, [REDACTED]

[REDACTED] Herring WRT, Ex. 15 at 5.

SoundExchange is entitled to test whether Dr. Shapiro has [REDACTED]
[REDACTED]¹ To do so, SoundExchange should be permitted to assess whether and to what extent the promotional opportunities offered by Pandora Presents or Pandora Premieres are viewed as valuable promotional opportunities by others, or by Pandora itself. And SoundExchange should be permitted to test whether these programs involve significant expenditures by Pandora that must be accounted for and whether Pandora derives any benefit from these programs.

2. Documents Relating to Pandora’s Promotional Programs Could Undermine Pandora’s Claim That It Has a Promotional Effect

Pandora misses the heart of SoundExchange’s argument. SoundExchange pointed out in its Motion to Compel that the licensee participants—including Pandora—have pursued a specific theory in this proceeding. They assert that “[i]f record labels did not view radio play as promoting sales of sound recordings and albums, they would have no incentive to devote such substantial resources to obtaining radio play of their sound recordings.” Peterson WRT ¶ 48. In other words, Pandora has argued that record companies’ efforts to promote music to terrestrial radio indicate that they believe in the promotional effect of terrestrial radio.

¹ With respect to the Pandora-Merlin agreement, for example, Dr. Shapiro concluded that Merlin’s [REDACTED]
Shapiro WDT, Appendix D, D-17- D-18.

As relevant here, if Pandora's theory regarding terrestrial radio promotion is valid, it should also work in reverse. If the record companies do not promote to Pandora—as the evidence currently suggests—it could indicate that Pandora does not have a promotional effect. Additional evidence that supports this theory would undermine Pandora's claim to be promotional—a claim that its witnesses make repeatedly in Pandora's written rebuttal case. For instance, Dr. Peterson claims that there is “substantial evidence” that Pandora is promotional. Peterson WRT at 20. Similarly, Dr. Shapiro testifies that Pandora has a net promotional impact on record sales. Shapiro WRT at 26-27.

Pandora claims that Pandora Premieres and Pandora Presents are not within “the ambit of the statutory license” and, as a result, do not relate to Pandora's written rebuttal testimony. Opp. at 5-6. But Pandora itself has previously discussed these programs in its testimony when describing Pandora's promotional effects. Fleming-Wood WDT ¶¶ 29, 30. If these programs were unrelated to Pandora's statutory service, Pandora would have had no occasion to discuss them. The documents should be produced.

B. Documents Relating to Direct Licensing Strategies Initiated by Pandora Executive, Chris Harrison

Pandora refuses to acknowledge the connection between the documents sought in this category—which relate to Pandora's Chris Harrison and its direct licensing strategies in general—and the evidence Pandora has proffered in this proceeding. Pandora has put two direct licenses front and center in this proceeding and asserted that they “reflect the workings of competition” and “reflect what Pandora as a willing buyer has demonstrated it is willing to pay to willing sellers for the very rights at issue in this proceeding.” Herring WRT at 23. Dr. Shapiro testifies that the Pandora-MERLIN license offers a valuable benchmark despite the effect of the statutory shadow. Shapiro WRT at 32-35.

To test these assertions, SoundExchange seeks documents relating to Pandora’s strategy in entering into direct licenses. In particular, SoundExchange requested that Pandora produce a particular email that Chris Harrison authored relating to a direct licensing strategy and its effect in later rate court proceedings. This email was read into the record during the opening statement in the recent federal court proceeding involving Pandora and BMI. Mot. at 1-2. But Pandora has refused to provide that email—or others like it—on the ground that the email related to negotiations regarding the rights in compositions and not sound recordings. And although Pandora searched Mr. Harrison’s emails for “certain” documents, it has pointedly refused to provide documents that relate to its direct licensing strategy in general. It has admittedly withheld all documents that it contends do not relate to the rights at issue in this proceeding. Opp. at 10.

This is an inappropriate limitation for this request. SoundExchange seeks to test whether Pandora has adopted a program aimed at creating benchmark evidence for this proceeding. If evidence exists establishing that Pandora has done so on the composition side of the equation—and the email Pandora produced in the BMI rate court proceeding certainly appears to SoundExchange to constitute such evidence²—then SoundExchange is entitled to use that evidence to demonstrate that Pandora likely adopted a similar strategy to create evidence for this proceeding. The fact that different rights are at issue does not eliminate the probative value of the email SoundExchange seeks, or others like it. If Pandora sought to engage in direct licensing in order to attempt to drive rates down in a rate court proceeding, that would be evidence that is

² Pandora takes SoundExchange to task for mischaracterizing the email, arguing that SoundExchange has not seen the actual document. SoundExchange provided the transcript of the Opening Statement that read the email into the record. If Pandora believes that the email does not say what SoundExchange understands it to say, Pandora should simply produce it so that all parties can read it for themselves and decide.

PUBLIC VERSION

directly related to the value of Pandora's direct licenses as benchmarks. Pandora should produce the documents relating to the strategy underlying its direct licensing program.

Dated: April 7, 2015

Respectfully submitted,

By:

 /zk

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Before the
UNITED STATES COPYRIGHT ROYALTY JUDGES
Library of Congress
Washington, D.C.

In re

DETERMINATION OF ROYALTY
RATES AND TERMS FOR
EPHEMERAL RECORDING AND
DIGITAL PERFORMANCE OF SOUND
RECORDINGS (*WEB IV*)

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) **DOCKET NO. 14-CRB-0001-WR**
) **(2016-2020)**
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)

**DECLARATION OF KURUVILLA J. OLASA IN SUPPORT OF REPLY IN SUPPORT
OF SOUNDEXCHANGE’S MOTION TO COMPEL PANDORA MEDIA, INC. TO
PRODUCE DOCUMENTS RESPONSIVE TO SOUNDEXCHANGE’S REQUESTS**

I, Kuruvilla J. Olasa, declare as follows:

1. I am an attorney with Munger, Tolles & Olson LLP and am counsel for SoundExchange, Inc., in Docket No. 14-CRB-0001-WR (2016-2020).
2. I submit this Declaration In Support of Reply In Support of SoundExchange’s Motion to Compel Pandora Media, Inc. To Produce Documents Responsive to SoundExchange’s Requests.
3. This Declaration is made based upon my personal knowledge.
4. Exhibit A is an excerpt of the transcript of the deposition of Carl Shapiro which was taken pursuant to these proceedings on March 31, 2015.
5. Exhibit A and portions of the Reply contain information designated as “Restricted” by Pandora. Pursuant to the terms of the October 10, 2014, Protective Order, SoundExchange is filing these Restricted materials under seal and is redacting these materials from its Public filing.

Pursuant to 28 U.S.C. § 1746 and 37 C.F.R. § 350.4(e)(1), I hereby declare under the penalty of perjury under the laws of the United States that, to the best of my knowledge, information and belief, the foregoing is true and correct.

Dated: April 7, 2015

A handwritten signature in cursive script, reading "Kuruvilla J Olaso", followed by a stylized monogram or initials.

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Counsel for SoundExchange, Inc.

EXHIBIT A

**RESTRICTED – Subject to Protective Order in
Docket No. 14 – CRB – 0001 – WR (2016-2020)(Web IV)**

CERTIFICATE OF SERVICE

I hereby certify that on April 7, 2015, I caused a copy of the foregoing PUBLIC —

REPLY IN SUPPORT OF SOUNDEXCHANGE’S MOTION TO COMPEL PANDORA MEDIA, INC. TO PRODUCE DOCUMENTS RESPONSIVE TO SOUNDEXCHANGE’S REQUESTS to be served via electronic mail and United States Mail, first class, postage prepaid addressed as follows:

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