

# Cove Apple Club

August 24, 2016

**DRAG 'N' DROP 'HACKING' —**  
**Hints suggest an insider helped the NSA**  
**“Equation Group” hacking tools leak**  
Structure of leaked files, other factors suggest someone inside “air gap” snuck them out.  
SEAN GALLAGHER - 8/22/2016, 6:05 PM





# Tonight's Topics



# Tonight's Topics

- Apple In The News: iPhone Backdoor Revisited



# Tonight's Topics

- Apple In The News: iPhone Backdoor Revisited
- A Trip Down “Memory” Lane



# Tonight's Topics

- Apple In The News: iPhone Backdoor Revisited
- A Trip Down “Memory” Lane
- OFA on AWS



JEFFREY  
jeff@zwilgen.com  
ZWILLGEN PLLC  
1900 M Street N.W., Suite 250  
Washington, DC 20036  
Telephone: 202.706.5202  
Facsimile: 202.706.5298  
\*Admitted Pro Hac Vice

Attorneys for Apple Inc.

UNITED STATES DISTRICT COURT  
CENTRAL DISTRICT OF CALIFORNIA  
EASTERN DIVISION

ED No. CM 16-10 (SP)

IN THE MATTER OF THE SEARCH  
OF AN APPLE IPHONE SEIZED  
DURING THE EXECUTION OF A  
SEARCH WARRANT ON A BLACK  
LEXUS IS300, CALIFORNIA  
LICENSE PLATE 35KGD203

APPLE INC.'S REPLY TO  
GOVERNMENT'S OPPOSITION TO  
APPLE INC.'S MOTION TO VACATE  
ORDER COMPELLING APPLE INC.  
TO ASSIST AGENTS IN SEARCH

**Hearing:**

Date: March 22, 2016  
Time: 1:00 p.m.  
Place: Courtroom 3 or 4  
Judge: Hon. Sheri Pym



1 THEODORE J. BOUTROUS JR., SBN 132099  
tboutrous@gibsondunn.com  
2 NICOLA T. HANNA, SBN 130694  
nhanna@gibsondunn.com  
3 ERIC D. VANDELDE, SBN 240699  
evandelde@gibsondunn.com  
4 GIBSON, DUNN & CRUTCHER LLP  
333 South Grand Avenue  
5 Los Angeles, CA 90071-3197  
Telephone: 213.229.7000  
6 Facsimile: 213.229.7520  
7 THEODORE B. OLSON, SBN 38137  
tolson@gibsondunn.com  
8 GIBSON, DUNN & CRUTCHER LLP  
1050 Connecticut Avenue, N.W.  
9 Washington, DC 20036-5306  
Telephone: 202.955.8500  
10 Facsimile: 202.467.0539  
11 MARC J. ZWILLINGER\*  
marc@zwillgen.com  
12 JEFFREY G. LANDIS\*  
jeff@zwillgen.com  
13 ZWILLGEN PLLC  
1900 M Street N.W., Suite 250  
14 Washington, DC 20036  
Telephone: 202.706.5202  
15 Facsimile: 202.706.5298  
\*Admitted *Pro Hac Vice*  
16 Attorneys for Apple Inc.

UNITED STATES DISTRICT COURT  
CENTRAL DISTRICT OF CALIFORNIA  
EASTERN DIVISION

ED No. CM 16-10 (SP)  
**APPLE INC.'S REPLY TO  
GOVERNMENT'S OPPOSITION TO  
APPLE INC.'S MOTION TO VACATE  
ORDER COMPELLING APPLE INC.  
TO ASSIST AGENTS IN SEARCH**

**Hearing:** March 22, 2016  
Date: 1:00 p.m.  
Time: Courtroom 3 or 4  
Place: Hon. Sheri Pym  
Judge:

IN THE MATTER OF THE SEARCH  
OF AN APPLE IPHONE SEIZED  
DURING THE EXECUTION OF A  
SEARCH WARRANT ON A BLACK  
LEXUS IS300, CALIFORNIA  
LICENSE PLATE 35KGD203

- FBI demanded that Apple create a new version of iOS designed to allow the government to hack into the phone

1

2

3

4

5

6

7

8

9

10

11

12

13

14

15

16

17

18

19

20

21

22

23

24

25

26

27

28

THEODORE J. BOUTROUS JR., SBN 132099  
tboutrous@gibsondunn.com  
NICOLA T. HANNA, SBN 130694  
nhanna@gibsondunn.com  
ERIC D. VANDELDE, SBN 240699  
evandelde@gibsondunn.com  
GIBSON, DUNN & CRUTCHER LLP  
333 South Grand Avenue  
Los Angeles, CA 90071-3197  
Telephone: 213.229.7000  
Facsimile: 213.229.7520

THEODORE B. OLSON, SBN 38137  
tolson@gibsondunn.com  
GIBSON, DUNN & CRUTCHER LLP  
1050 Connecticut Avenue, N.W.  
Washington, DC 20036-5306  
Telephone: 202.955.8500  
Facsimile: 202.467.0539

MARC J. ZWILLINGER\*  
marc@zwillgen.com  
JEFFREY G. LANDIS\*  
jeff@zwillgen.com  
ZWILLGEN PLLC  
1900 M Street N.W., Suite 250  
Washington, DC 20036  
Telephone: 202.706.5202  
Facsimile: 202.706.5298  
\*Admitted Pro Hac Vice

Attorneys for Apple Inc.

UNITED STATES DISTRICT COURT  
CENTRAL DISTRICT OF CALIFORNIA  
EASTERN DIVISION

ED No. CM 16-10 (SP)

**APPLE INC.'S REPLY TO  
GOVERNMENT'S OPPOSITION TO  
APPLE INC.'S MOTION TO VACATE  
ORDER COMPELLING APPLE INC.  
TO ASSIST AGENTS IN SEARCH**

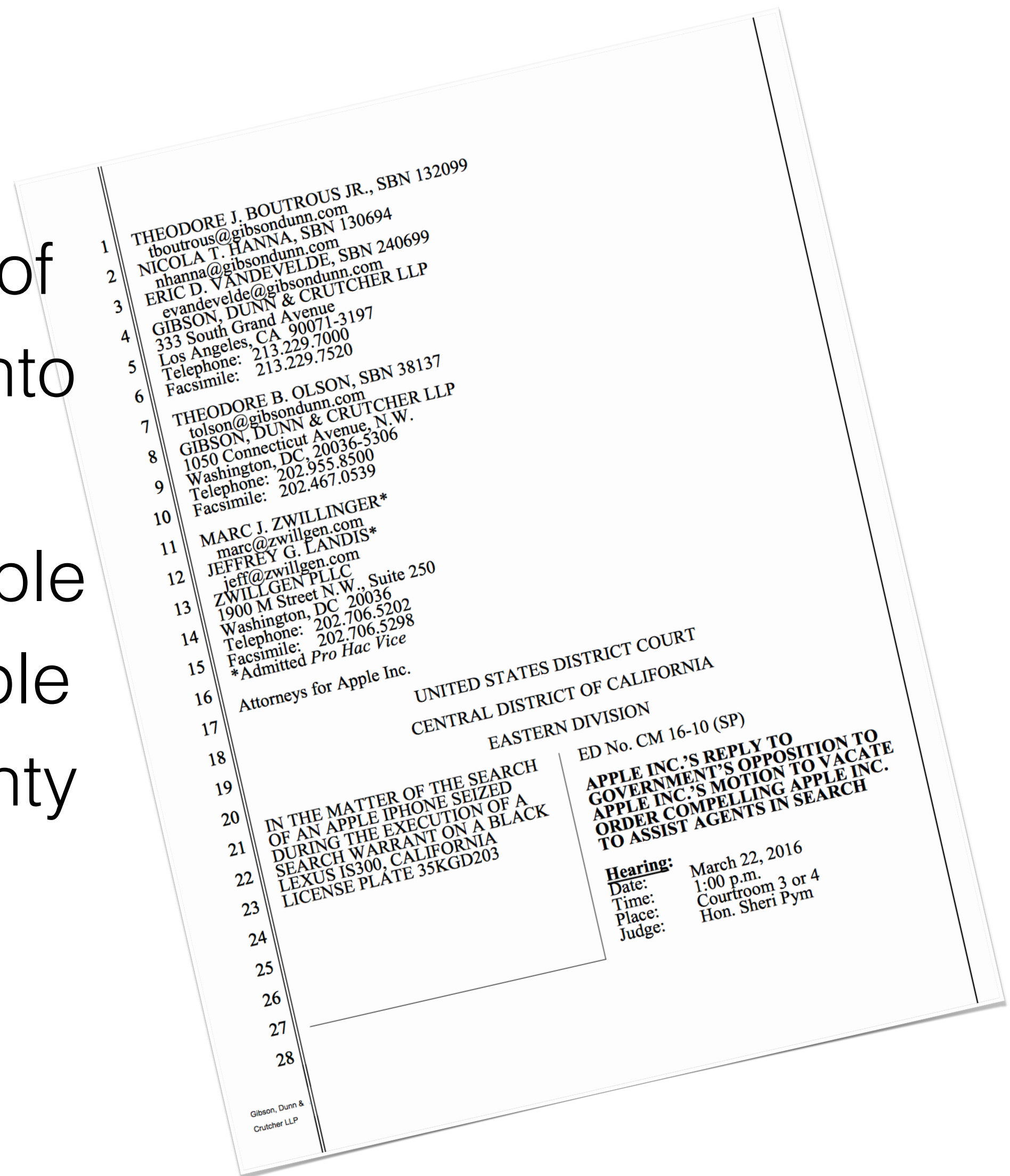
**Hearing:** March 22, 2016  
Date: 1:00 p.m.  
Time: Courtroom 3 or 4  
Place: Hon. Sheri Pym  
Judge:

IN THE MATTER OF THE SEARCH  
OF AN APPLE IPHONE SEIZED  
DURING THE EXECUTION OF A  
SEARCH WARRANT ON A BLACK  
LEXUS IS300, CALIFORNIA  
LICENSE PLATE 35KGD203

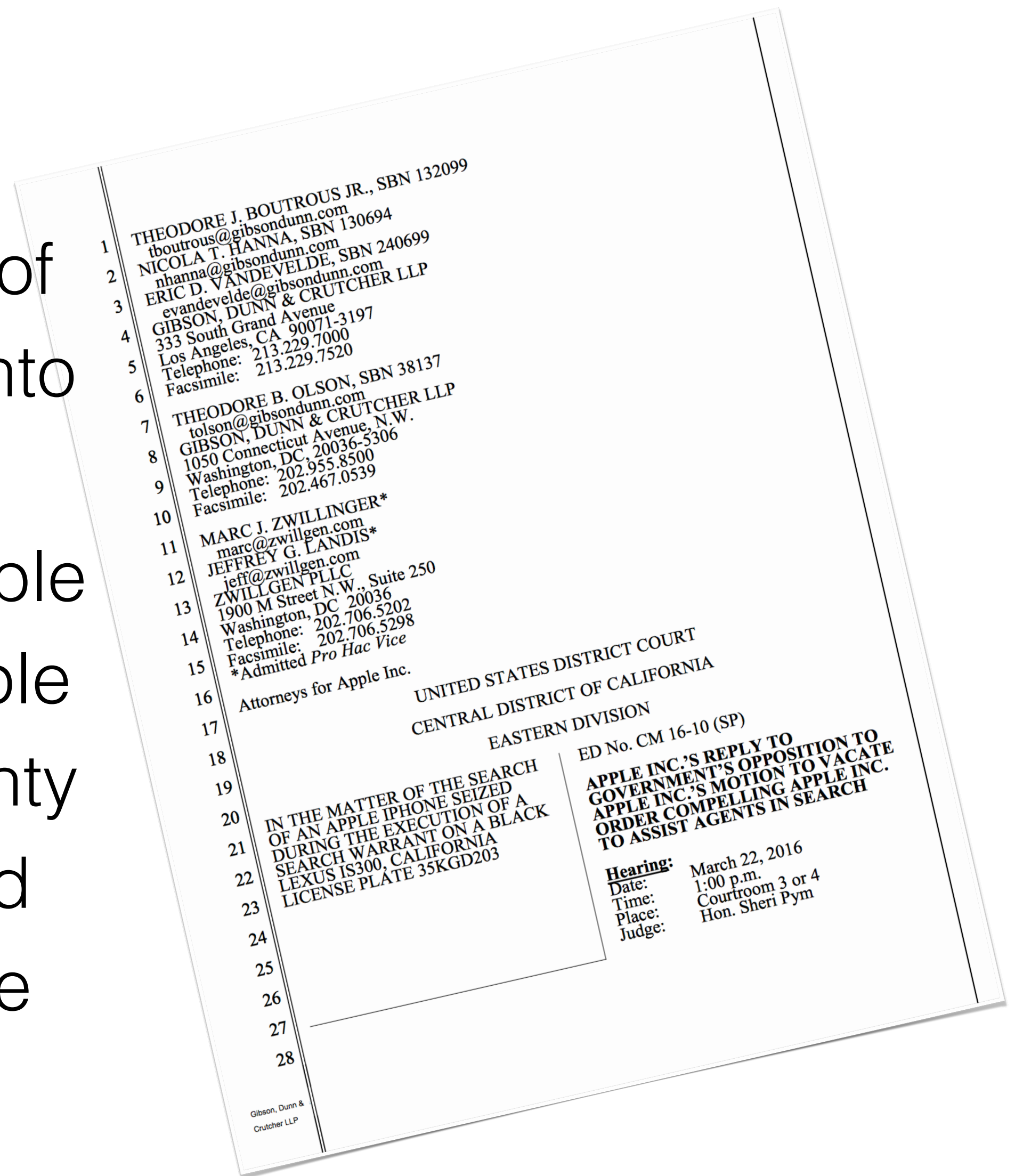
Gibson, Dunn &  
Crutcher LLP



- FBI demanded that Apple create a new version of iOS designed to allow the government to hack into the phone
- After working with the FBI for weeks on all possible technical means to access the iPhone data, Apple refused the FBI order, and the case went to county



- FBI demanded that Apple create a new version of iOS designed to allow the government to hack into the phone
- After working with the FBI for weeks on all possible technical means to access the iPhone data, Apple refused the FBI order, and the case went to county
- The court sided with Apple, but the DOJ pressed on, and the case looked like it was headed to the Supremes





# MEMORANDUM OF POINTS AND AUTHORITIES

## I. INTRODUCTION

This is not a case about one isolated iPhone. Rather, this case is about the Department of Justice and the FBI seeking through the courts a dangerous power that Congress and the American people have withheld: the ability to force companies like Apple to undermine the basic security and privacy interests of hundreds of millions of individuals around the globe. The government demands that Apple create a back door to defeat the encryption on the iPhone, making its users' most confidential and personal information vulnerable to hackers, identity thieves, hostile foreign agents, and unwarranted government surveillance. The All Writs Act, first enacted in 1789 and on which the government bases its entire case, "does not give the district court a roving commission" to conscript and commandeer Apple in this manner. *Plum Creek Lumber Co. v. Hutton*, 608 F.2d 1283, 1289 (9th Cir. 1979). In fact, no court has ever authorized what the government now seeks, no law supports such unlimited and sweeping use of the judicial process, and the Constitution forbids it.

**What does the NSA spend \$60-billion a year on  
if they can't crack open an iPhone?**



# What does the NSA spend \$60-billion a year on if they can't crack open an iPhone?

CLARKE: Every expert I know believes that NSA could crack this phone. They want the precedent that the government can compel a computer device manufacturer to allow the government in.

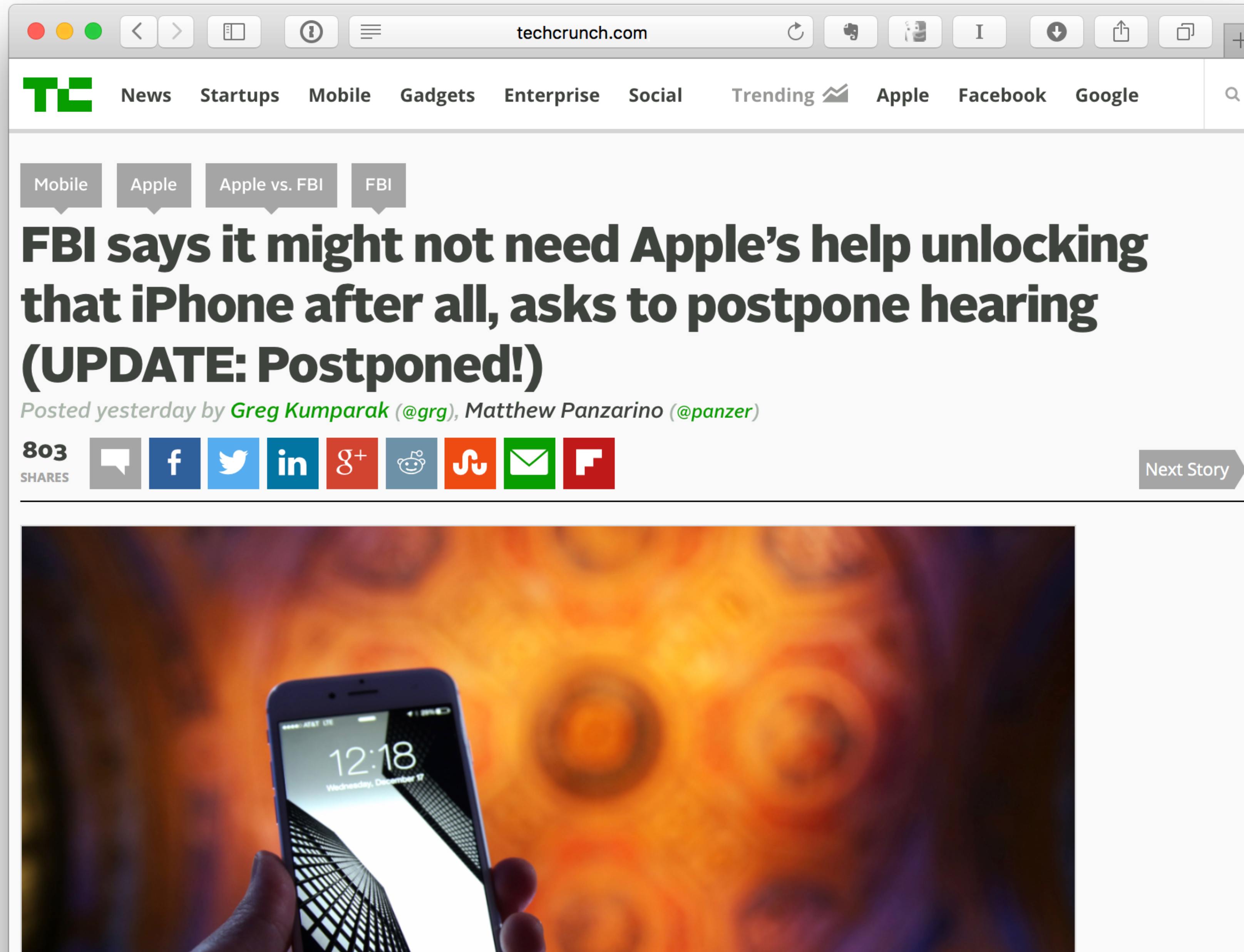
# What does the NSA spend \$60-billion a year on if they can't crack open an iPhone?

CLARKE: Every expert I know believes that NSA could crack this phone. They want the precedent that the government can compel a computer device manufacturer to allow the government in.

*Richard Clarke, former Special Advisor to the President on Cybersecurity in the George H.W. Bush administration, speaking to host David Green on NPR's Morning Edition, on **Tuesday, March 15, 2016.***



# Coincidence?



source: TechCrunch,  
March 20, 2016



# Perjury?

1 EILEEN M. DECKER  
United States Attorney  
2 PATRICIA A. DONAHUE  
Assistant United States Attorney  
3 Chief, National Security Division  
TRACY L. WILKISON (California Bar No. 184948)  
4 Assistant United States Attorney  
Chief, Cyber and Intellectual Property Crimes Section  
5 ALLEN W. CHIU (California Bar No. 240516)  
Assistant United States Attorney  
6 Terrorism and Export Crimes Section  
1500 United States Courthouse  
7 312 North Spring Street  
Los Angeles, California 90012  
8 Telephone: (213) 894-0622/2435  
Facsimile: (213) 894-8601  
9 Email: Tracy.Wilkison@usdoj.gov  
Allen.Chiu@usdoj.gov

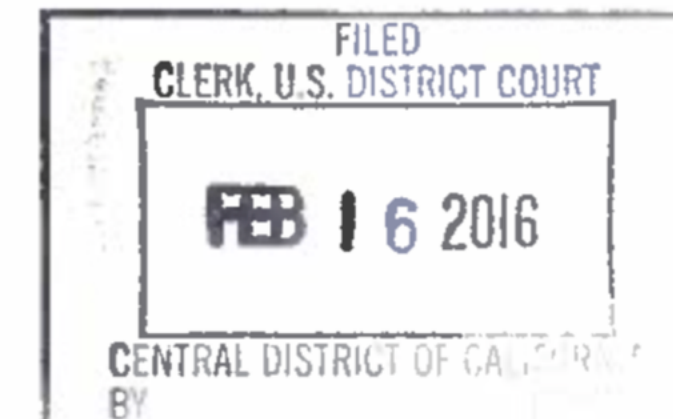
10 Attorneys for Applicant  
11 UNITED STATES OF AMERICA

12 UNITED STATES DISTRICT COURT  
13 FOR THE CENTRAL DISTRICT OF CALIFORNIA

14 IN THE MATTER OF THE SEARCH OF  
AN APPLE IPHONE SEIZED DURING  
15 THE EXECUTION OF A SEARCH  
WARRANT ON A BLACK LEXUS IS300,  
16 CALIFORNIA LICENSE PLATE  
35KGD203

FILED  
COPY  
2016 FEB 16 AM 11:00

CLERK U.S. DISTRICT COURT  
CENTRAL DIST. OF CALIF.  
RIVERSIDE  
BY \_\_\_\_\_



ED No. 15-0451M

GOVERNMENT'S EX PARTE APPLICATION  
FOR ORDER COMPELLING APPLE INC. TO  
ASSIST AGENTS IN SEARCH;  
MEMORANDUM OF POINTS AND  
AUTHORITIES; DECLARATION OF  
CHRISTOPHER PLUHAR; EXHIBIT



# Perjury?

## MEMORANDUM OF POINTS AND AUTHORITIES

### I. INTRODUCTION

In the hopes of gaining crucial evidence about the December 2, 2015 massacre in San Bernardino, California, the government has sought to search a lawfully-seized Apple iPhone used by one of the mass murderers. Despite both a warrant authorizing the search and the phone owner's consent, the government has been unable to complete the search because it cannot access the iPhone's encrypted content. Apple has the exclusive technical means which would assist the government in completing its search, but has declined to provide that assistance voluntarily. Accordingly, the government respectfully requests that this Court issue an order compelling Apple to assist in enabling the search commanded by the warrant.

### II. FACTUAL BACKGROUND

# Perjury?

## MEMORANDUM OF POINTS AND AUTHORITIES

### I. INTRODUCTION

In the hopes of gaining crucial evidence about the December 2, 2015 massacre in San Bernardino, California, the government has sought to search a lawfully-seized Apple iPhone used by one of the mass murderers. Despite both a warrant authorizing the search and the phone owner's consent, the government has been unable to complete the search because it cannot access the iPhone's encrypted content. Apple has the exclusive technical means which would assist the government in completing its search, but has declined to provide that assistance voluntarily. Accordingly, the government respectfully requests that this Court issue an order compelling Apple to assist in enabling the search commanded by the warrant.

### II. FACTUAL BACKGROUND



# FBI Smartphone Security Recommendations

## Safety tips to protect your mobile device:

- When purchasing a smartphone, know the features of the device, including the default settings. Turn off features of the device not needed to minimize the attack surface of the device.
- Depending on the type of phone, the operating system may have encryption available. This can be used to protect the user's personal data in the case of loss or theft.
- With the growth of the application market for mobile devices, users should look at the reviews of the developer/company who published the application.
- Review and understand the permissions you are giving when you download applications.
- Passcode protect your mobile device. This is the first layer of physical security to protect the contents of the device. In conjunction with the passcode, enable the screen lock feature after a few minutes of inactivity.
- Obtain malware protection for your mobile device. Look for applications that specialize in antivirus or file integrity that helps protect your device from rogue applications and malware.



# Powerful NSA hacking tools have been revealed online



Strings of code were released to the Internet by a group calling themselves "the Shadow Brokers". They claim the code is a tool that can be used to hack into any computer. (Jhaan Elker/The Washington Post)

By **Ellen Nakashima** August 16

Some of the most powerful espionage tools created by the National Security Agency's elite group of hackers have been revealed in recent days, a development that could pose severe consequences for the spy agency's operations and the security of government and corporate computers.



## Kaspersky Confirmed: Leaked Hacking Tools Belong to NSA-tied Group

According to a technical report published Tuesday by security firm Kaspersky Lab, the leaked advanced hacking tools contains digital signatures that are identical to those in hacking software and malware previously used by the Equation Group.

"While we cannot surmise the attacker's identity or motivation nor where or how this pilfered trove came to be, we can state that several hundred tools from the leak share a strong connection with our previous findings from the Equation group," Kaspersky researchers said in a [blog post](#).

Over 300 computer files found in the Shadow Brokers archive have a common implementation of RC5 and RC6 encryption algorithms – which has been used extensively by the Equation Group.

Also, the implementation of encryption algorithms is identical to the RC5 and RC6 code in the Equation Group malware.

*"There are more than 300 files in the Shadow Brokers' archive which implement this specific variation of RC6 in 24 other forms," the researcher wrote. "The*

*chances of all these being fakes or engineered is highly unlikely."*

"The code similarity makes us believe with a high degree of confidence that the tools from the Shadow Brokers' leak are related to the malware from the Equation group."

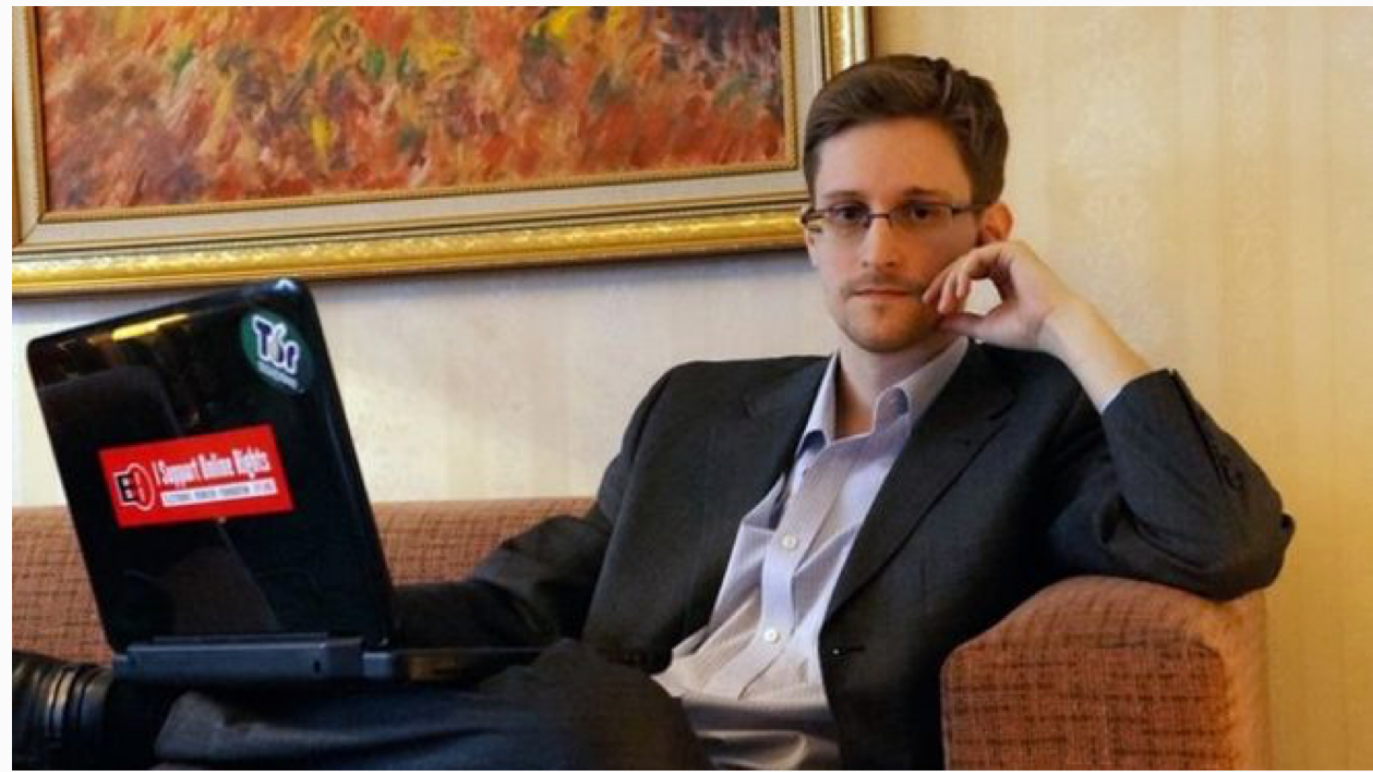
Here's the comparison of the older Equation RC6 code and the code from the new leak, which shows that they have identical functionally and share rare specific traits in their implementation:

Old Equation group malware code	Code from Shadowbrokers' leak
<pre>*( _DWORD *)buf = 0xB7E15163; i = 1;  do {     *( _DWORD *)(buf + 4 * i) = *( _DWORD *)(buf + 4 * i - 4) - 0x61C88647;     ++i; }  while ( i &lt; 44 );</pre>	<pre>i = 1; *( _DWORD *)buf = 0xB7E15163;  do {     *( _DWORD *)(buf + 4 * i) = *( _DWORD *)(buf + 4 * i - 4) - 0x61C88647;     ++i; }  while ( i &lt;= 43 );</pre>



# Edward Snowden: Russia probably behind NSA leak

By Kevin Rawlinson BBC News



Getty Images

Edward Snowden said he believed Russia to be behind the leak

**The whistleblower Edward Snowden believes Russia is behind a leak of malware allegedly belonging to the US National Security Agency (NSA).**

Hackers calling themselves Shadow Brokers started an auction for the malware last week.

The security firm Kaspersky said it believed the original files were from Equation Group, which is thought to be linked to the NSA.

A former NSA worker Dave Aitel pointed the finger at Russian involvement.

He said it was likely to be a diplomatic strategy, related to the blame being placed on Russia for a recently revealed hack of computers belonging to the Democratic party in the US.

Mr Snowden [tweeted on Tuesday](#): "This leak is likely a warning that someone can prove US responsibility for any attacks that originated from this malware server."

## 'Malware'

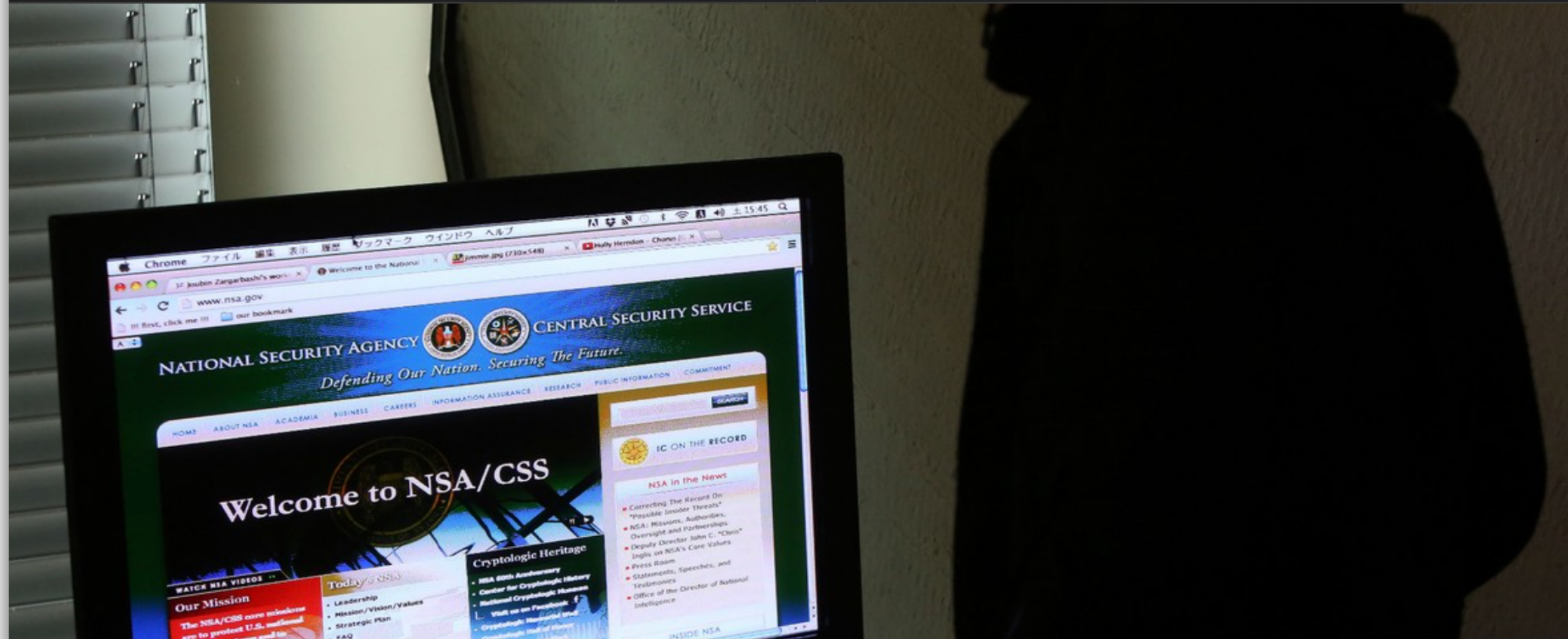
[Kaspersky has released analysis](#) that led it to believe "with a high degree of confidence that the tools from the Shadow Brokers leak are related to the malware from the Equation group".

It said that elements of a sample released by the hackers for verification displayed characteristics thought to be unique to Equation.

Equation is [reported to have links](#) to the NSA.

source:  
BBC News, 8/21/16





# Former NSA Staffers: Rogue Insider Could Be Behind NSA Data Dump

Written by **LORENZO FRANCESCHI-BICCHIERAI AND JOSEPH COX**

August 17, 2016 // 04:50 PM EST

There are a lot of unanswered questions surrounding [the shocking dump](#) of a slew of [hacking tools](#) used by an NSA-linked group earlier this week. But perhaps the biggest one is: who's behind the leak? Who is behind the mysterious moniker "The Shadow Brokers"?

source:  
Vice Motherboard, 8/17/16  
Ars Technica, 8/22/16



*"This 'Shadow Brokers' character is one guy,  
an insider employee."*

## Former NSA Staffers: Rogue Insider Could Be Behind NSA Data Dump

Written by **LORENZO FRANCESCHI-BICCHIERAI AND JOSEPH COX**

August 17, 2016 // 04:50 PM EST

There are a lot of unanswered questions surrounding [the shocking dump](#) of a slew of [hacking tools](#) used by an NSA-linked group earlier this week. But perhaps the biggest one is: who's behind the leak? Who is behind the mysterious moniker "The Shadow Brokers"?

source:  
Vice Motherboard, 8/17/16  
Ars Technica, 8/22/16



"This 'Shadow'

DRAG 'N' DROP 'HACKING' —

# Hints suggest an insider helped the NSA "Equation Group" hacking tools leak

Structure of leaked files, other factors suggest someone inside "air gap" snuck them out.

SEAN GALLAGHER - 8/22/2016, 6:05 PM

RENZO FRANCESCHI-BICCHIERAI AND JOSEPH COX

August 17, 2016 // 04:50 PM EST

There are a lot of unanswered questions surrounding [the shocking dump](#) of a slew of [hacking tools](#) used by an NSA-linked group earlier this week. But perhaps the biggest one is: who's behind the leak? Who is behind the mysterious moniker "The Shadow Brokers"?

source:  
Vice Motherboard, 8/17/16  
Ars Technica, 8/22/16



## Privacy Advocates Cite NSA Hack as Vindication of Apple's Fight With FBI

Monday August 22, 2016 2:37 am PDT by [Tim Hardwick](#)

Privacy advocates have claimed the breach of hacking tools and exploits apparently stolen from the National Security Agency has vindicated Apple's stance in its dispute with the FBI earlier this year.

Last week, reports emerged that a hacker group called the "Shadow Brokers" had allegedly stolen a cache of the NSA's top espionage tools and [offered to sell them to the highest bidder](#).

The malware was linked to the "[Equation Group](#)", a secretive team of cyber spies widely believed to be associated with the NSA and its state partners. The hacking collective that stole the malware posted two sets of files online, including a free sample of the stolen data, which dates back to 2013, and a second encrypted file whose decryption key went up for sale in a bitcoin auction. Many saw the auction as a stunt.

But the attack code posted by the hackers appeared to be real, according to former NSA personnel who worked in the agency's hacking division, known as Tailored Access Operations (TAO).

"Without a doubt, they're the keys to the kingdom," said one former TAO employee, who spoke to [The Washington Post](#) on the condition of anonymity to discuss sensitive internal operations. "The stuff you're talking about would undermine the security of a lot of major government and corporate networks both here and abroad."

"It's a big deal," said Dave Aitel, an ex-NSA research scientist and CEO of penetration testing firm Immunity. "We'd be panicking." Whistle-blowing website Wikileaks [tweeted](#) that it also had the data and would release it "in due course".

News of the leak has been closely followed by technology companies, many of whom [pushed back](#) against the U.S. Senate Intelligence Committee's attempts to force them to provide "technical assistance" to government investigators seeking locked data.

The [failed attempt to enact legislation](#) came after Apple publicly clashed with the FBI over the government agency's insistence that it create a "back door" to its iPhone software.







“If we’re forced to create a backdoor into the iPhone for the government, it will be used for bad things.”

“If we’re forced to create a backdoor into the iPhone for the government, it will be used for bad things.”

– Apple, back in March





“Nonsense!

We'll only use it once, on this one phone, this one time, and never  
ever again, ever!

And no one else will ever get hold of it! We promise!”



“Nonsense!

We’ll only use it once, on this one phone, this one time, and never  
ever again, ever!

And no one else will ever get hold of it! We promise!”

– The FBI, back in March





“We just published the NSA’s hacking tools.”

“We just published the NSA’s hacking tools.”

– The Russians, probably, last week.



February 16, 2016

# A Message to Our Customers

The United States government has demanded that Apple take an unprecedented step which threatens the security of our customers. We oppose this order, which has implications far beyond the legal case at hand.

This moment calls for public discussion, and we want our customers and people around the country to understand what is at stake.

[Answers to your questions about privacy and security](#)

## The Need for Encryption

Smartphones, led by iPhone, have become an essential part of our lives. People use them to store an incredible amount of personal information, from our private conversations to our photos, our music, our notes, our calendars and contacts, our financial information and health data, even where we have been and where we are going.

All that information needs to be protected from hackers and criminals who want to access it, steal it, and use it without our knowledge or permission. Customers expect Apple and other technology companies to do everything in our power to protect their personal information, and at Apple we are deeply committed to safeguarding their data.

Compromising the security of our personal information can ultimately put our personal safety at risk. That is why encryption has become so important to all of us.

For many years, we have used encryption to protect our customers' personal data because we believe it's the only way to keep their information safe. We have even put that data out of our own reach, because we believe the contents of your iPhone are none of our business.

## The San Bernardino Case

We were shocked and outraged by the deadly act of terrorism in San Bernardino last December. We mourn the loss of life and want justice for all those whose lives were affected. The FBI asked us for

**apple.com/customer-letter**

The implications of the government's demands are chilling. If the government can use the All Writs Act to make it easier to unlock your iPhone, it would have the power to reach into anyone's device to capture their data. The government could extend this breach of privacy and demand that Apple build surveillance software to intercept your messages, access your health records or financial data, track your location, or even access your phone's microphone or camera without your knowledge.

Opposing this order is not something we take lightly. We feel we must speak up in the face of what we see as an overreach by the U.S. government.

We are challenging the FBI's demands with the deepest respect for American democracy and a love of our country. We believe it would be in the best interest of everyone to step back and consider the implications.

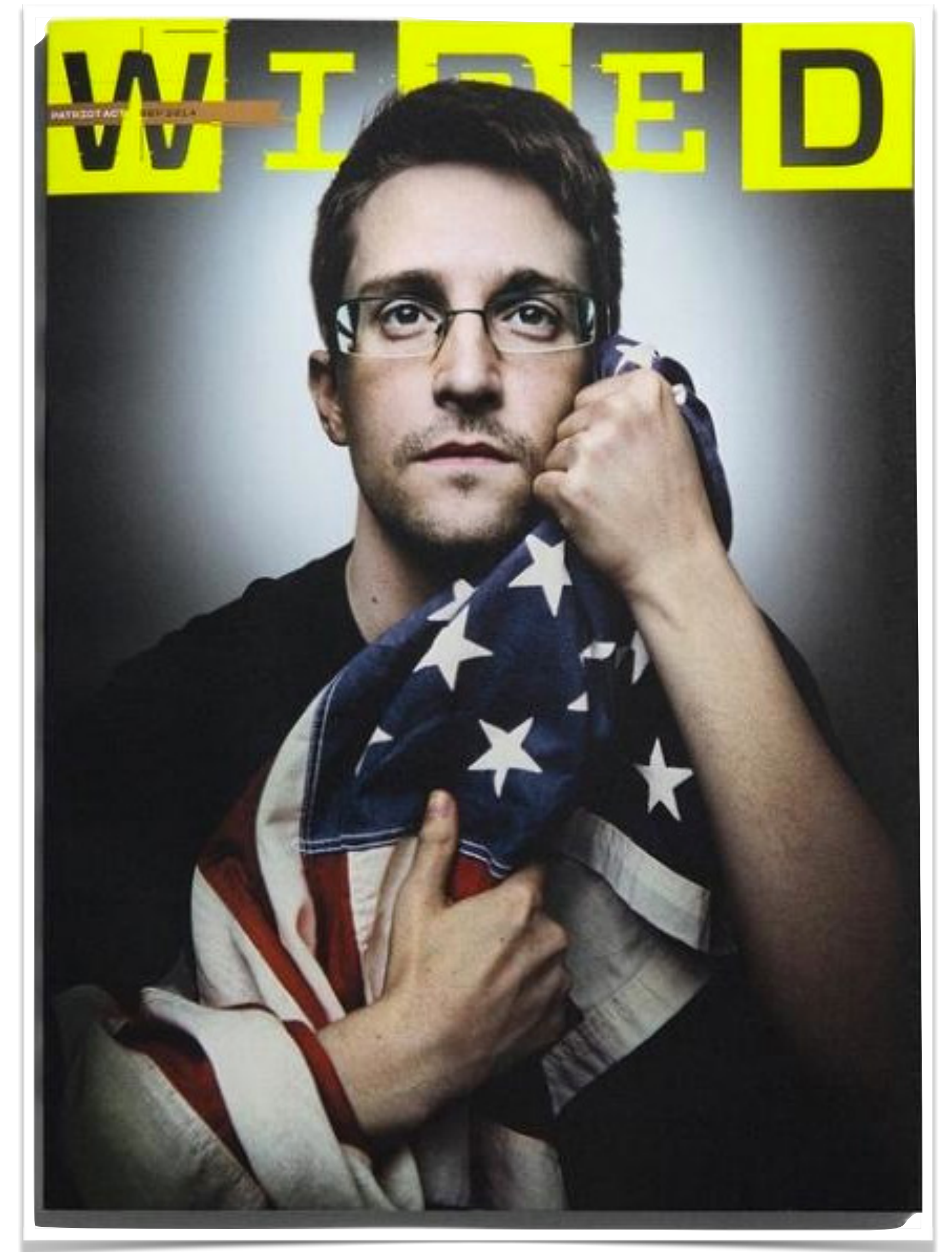
“If I am a traitor, then who did I betray?

I gave all my information to the American public,  
to American journalists who are reporting on  
American issues.

If you they see that as treason, I think people  
really need to consider who they think they’re  
working for.

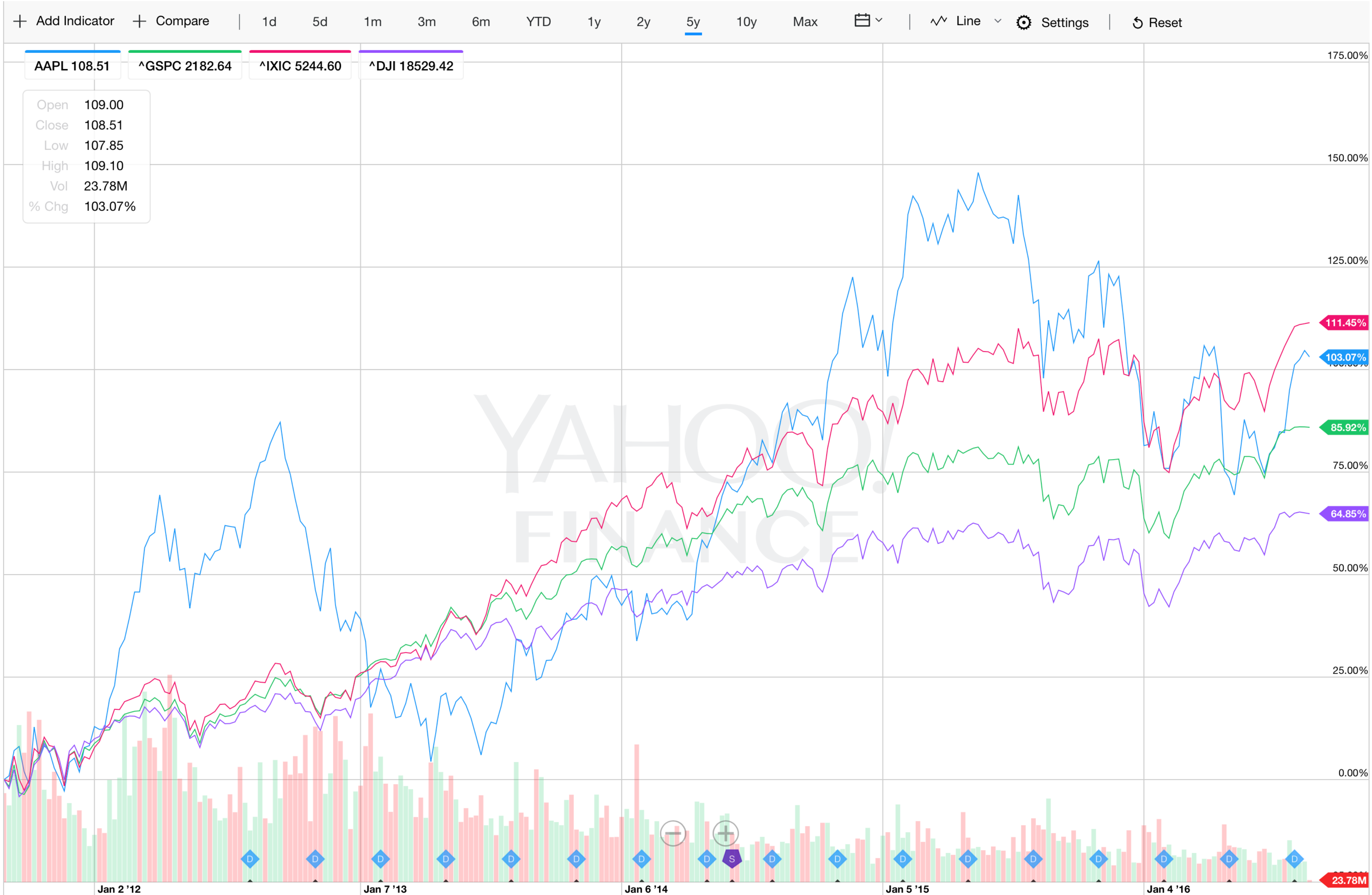
The public is supposed to be their boss, not their  
enemy.”

– Edward Snowden





# Apple's First Five Years with Tim Cook as CEO



175.00%

150.00%

125.00%

100.00%

75.00%

50.00%

25.00%

0.00%

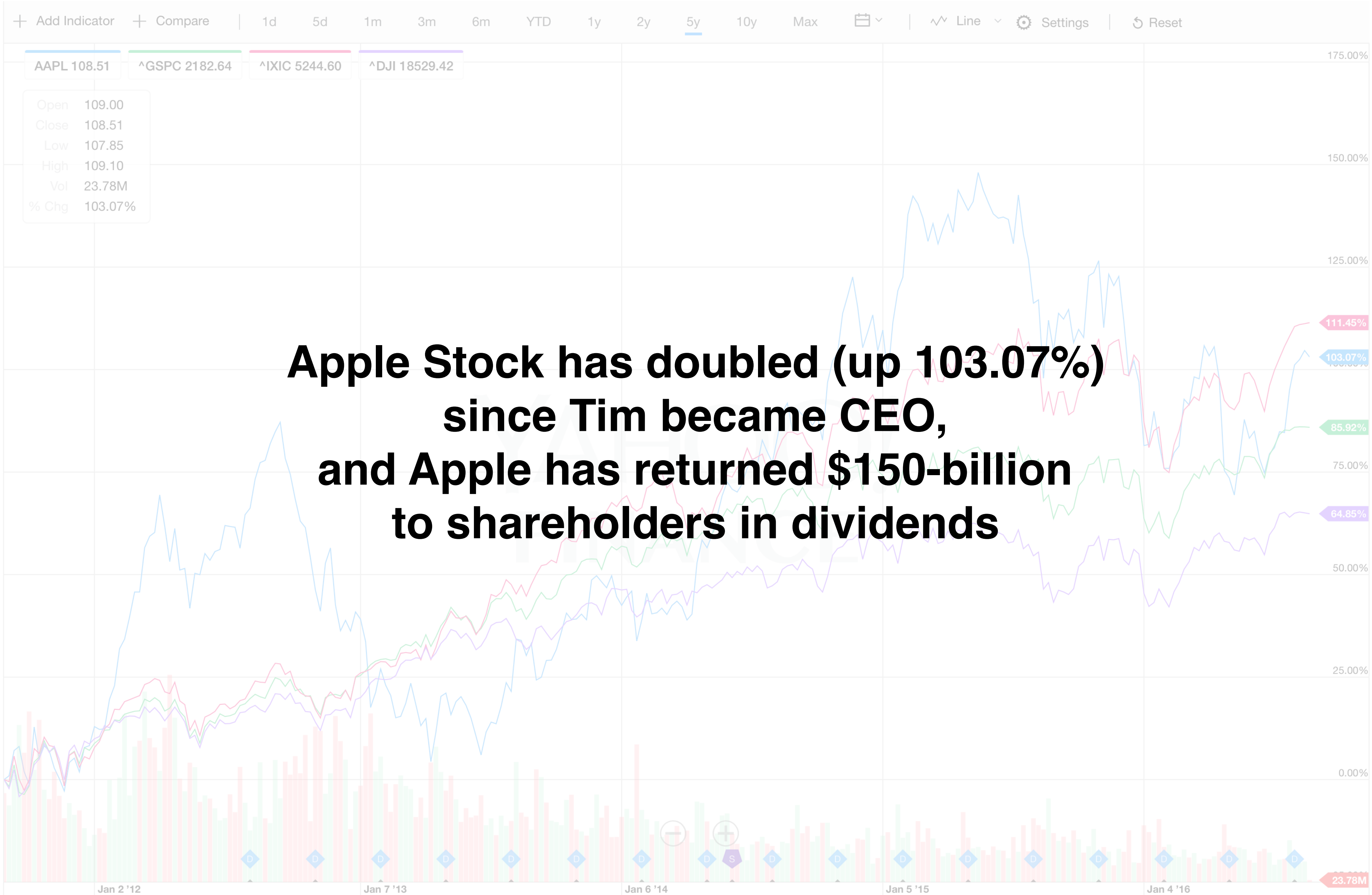
111.45%

103.07%

85.92%

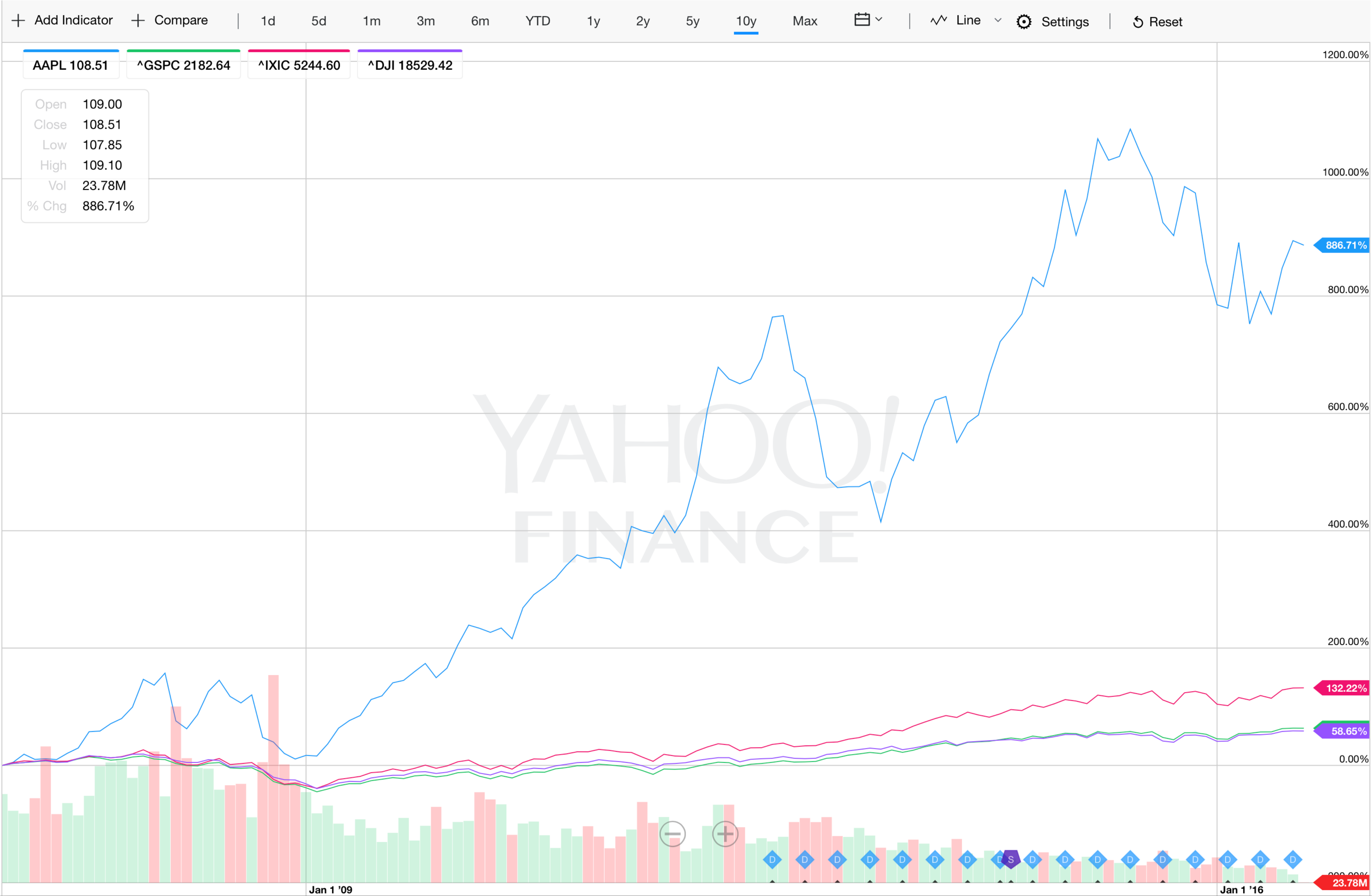
64.85%

23.78M



**Apple Stock has doubled (up 103.07%)  
since Tim became CEO,  
and Apple has returned \$150-billion  
to shareholders in dividends**





1200.00%

1000.00%

800.00%

600.00%

400.00%

200.00%

0.00%

886.71%

132.22%

58.65%

23.78M

Jan 1 '09

Jan 1 '16



# A Trip Down Memory Lane



[www.old-computers.com](http://www.old-computers.com)



# 40 Years of Memory/Memories

# 40 Years of Memory/Memories

- Yours Truly stumbled into the “personal computer industry” in 1977

# 40 Years of Memory/Memories

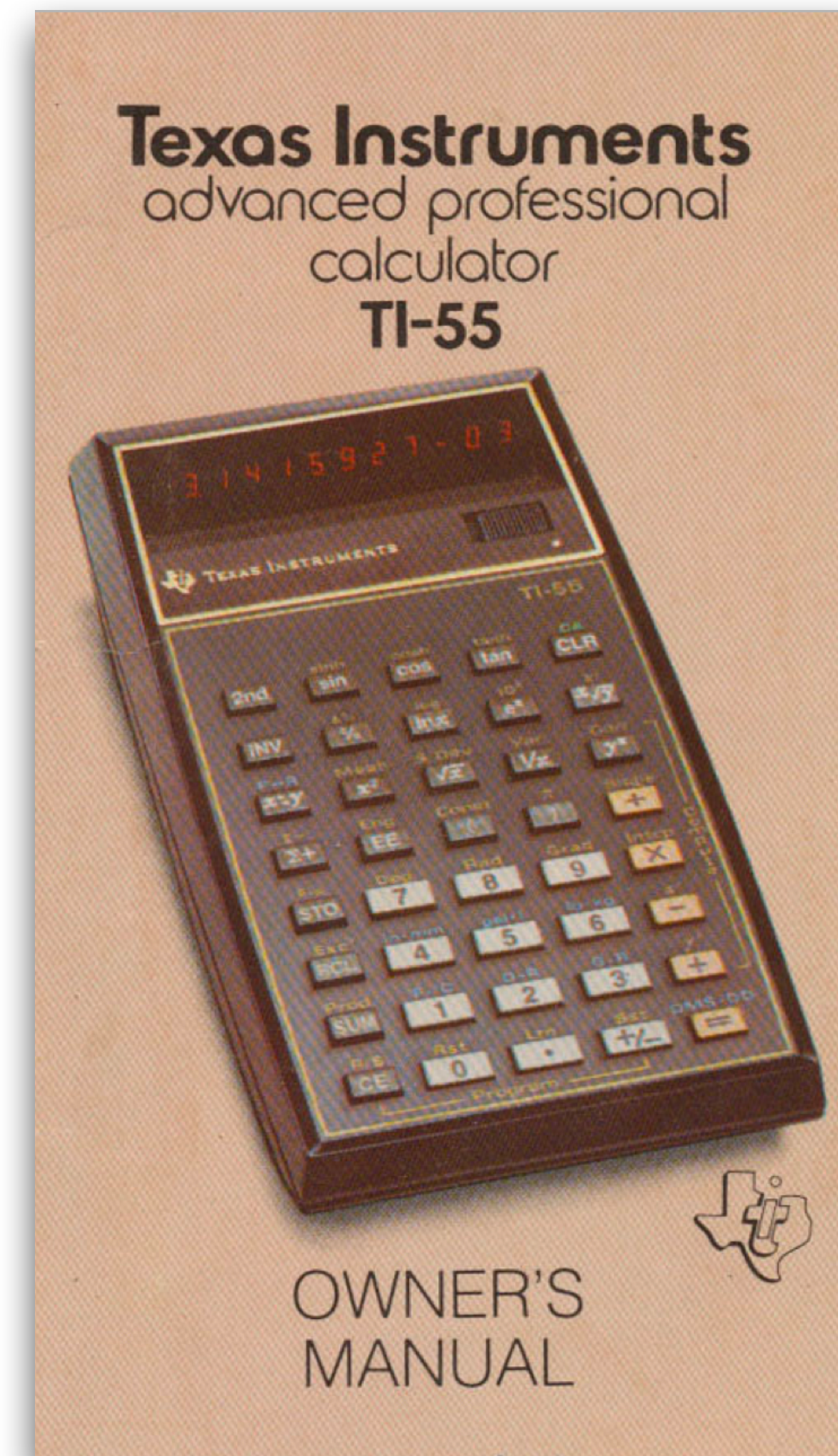
- Yours Truly stumbled into the “personal computer industry” in 1977
- Things were just starting to get interesting



# 40 Years of Memory/Memories

- Yours Truly stumbled into the “personal computer industry” in 1977
- Things were just starting to get interesting
- Who'd a thunk?

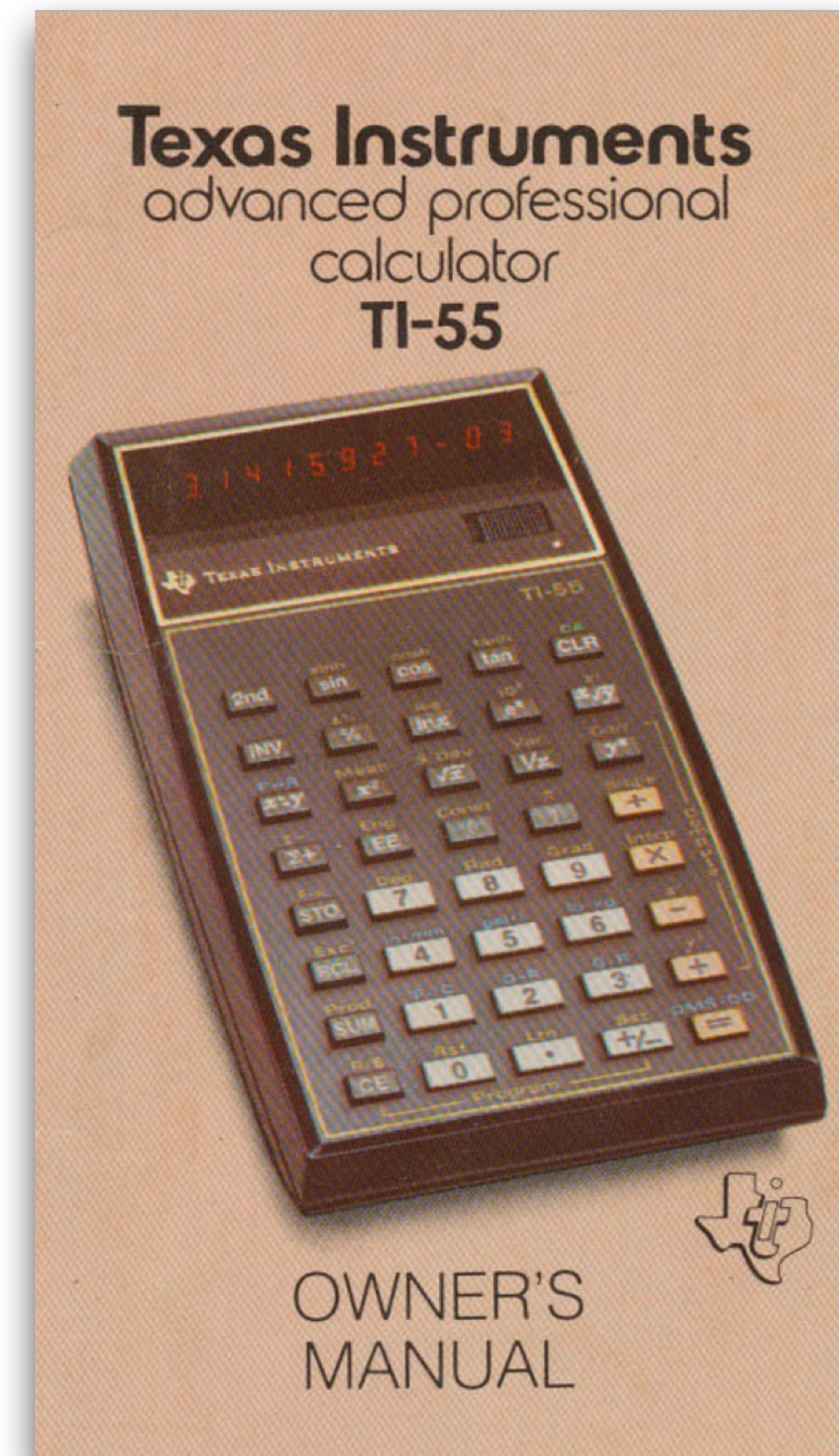
# 1977: TI-55 Programmable Calculator





# 1977: TI-55 Programmable Calculator

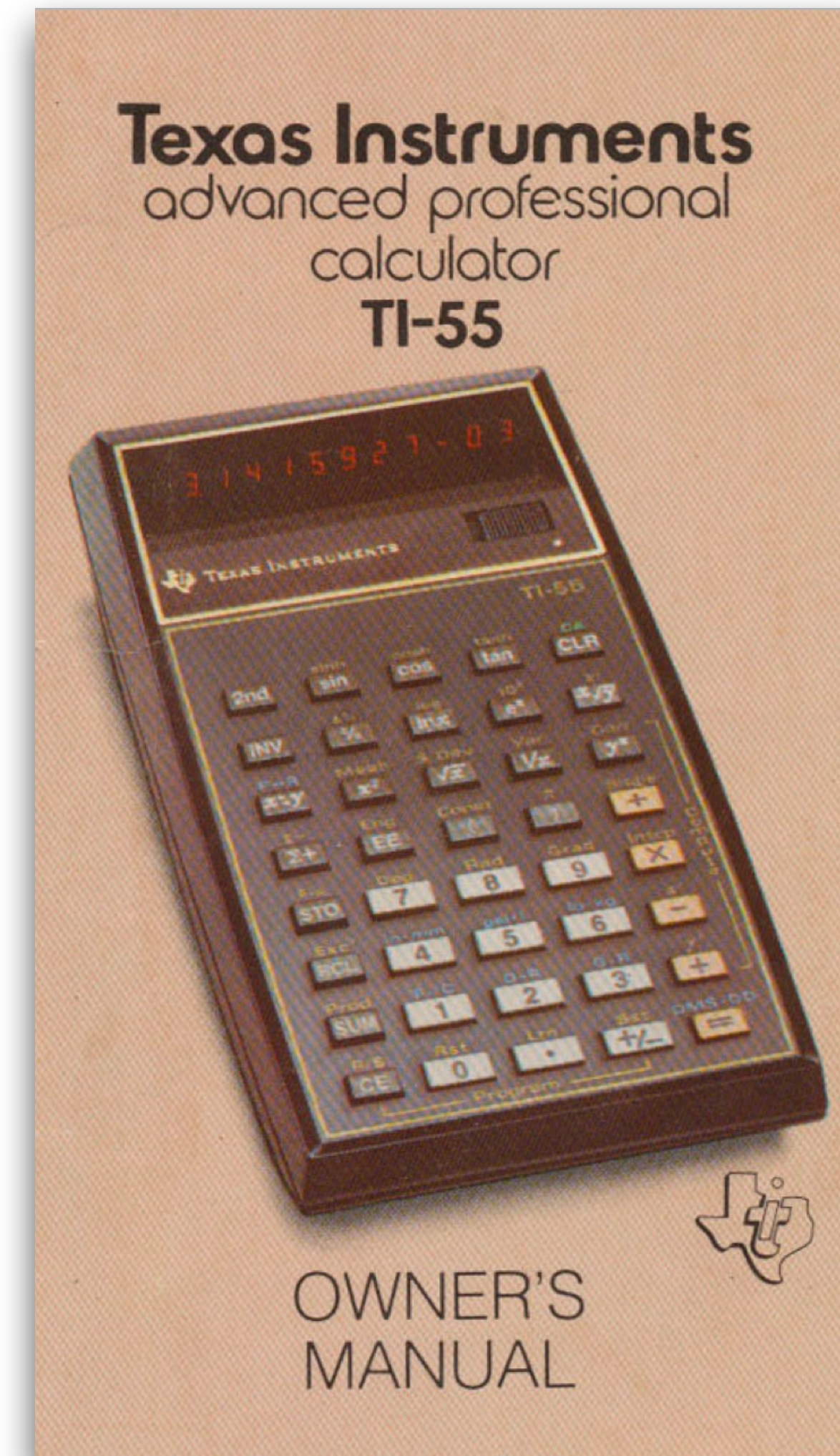
- First mass-market programmable “pocket” calculator





# 1977: TI-55 Programmable Calculator

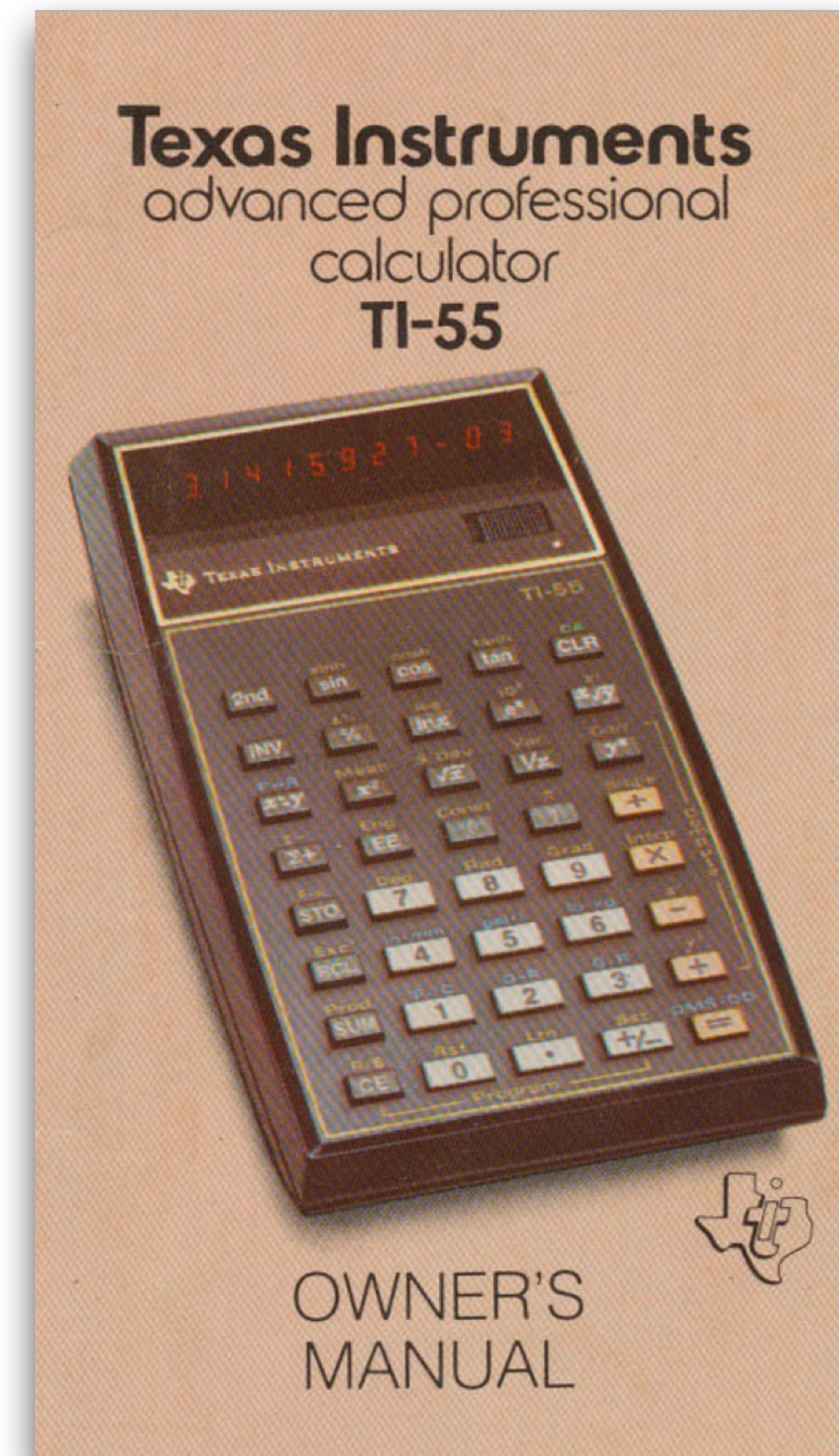
- First mass-market programmable “pocket” calculator
- 32-step memory (32 bytes)





# 1977: TI-55 Programmable Calculator

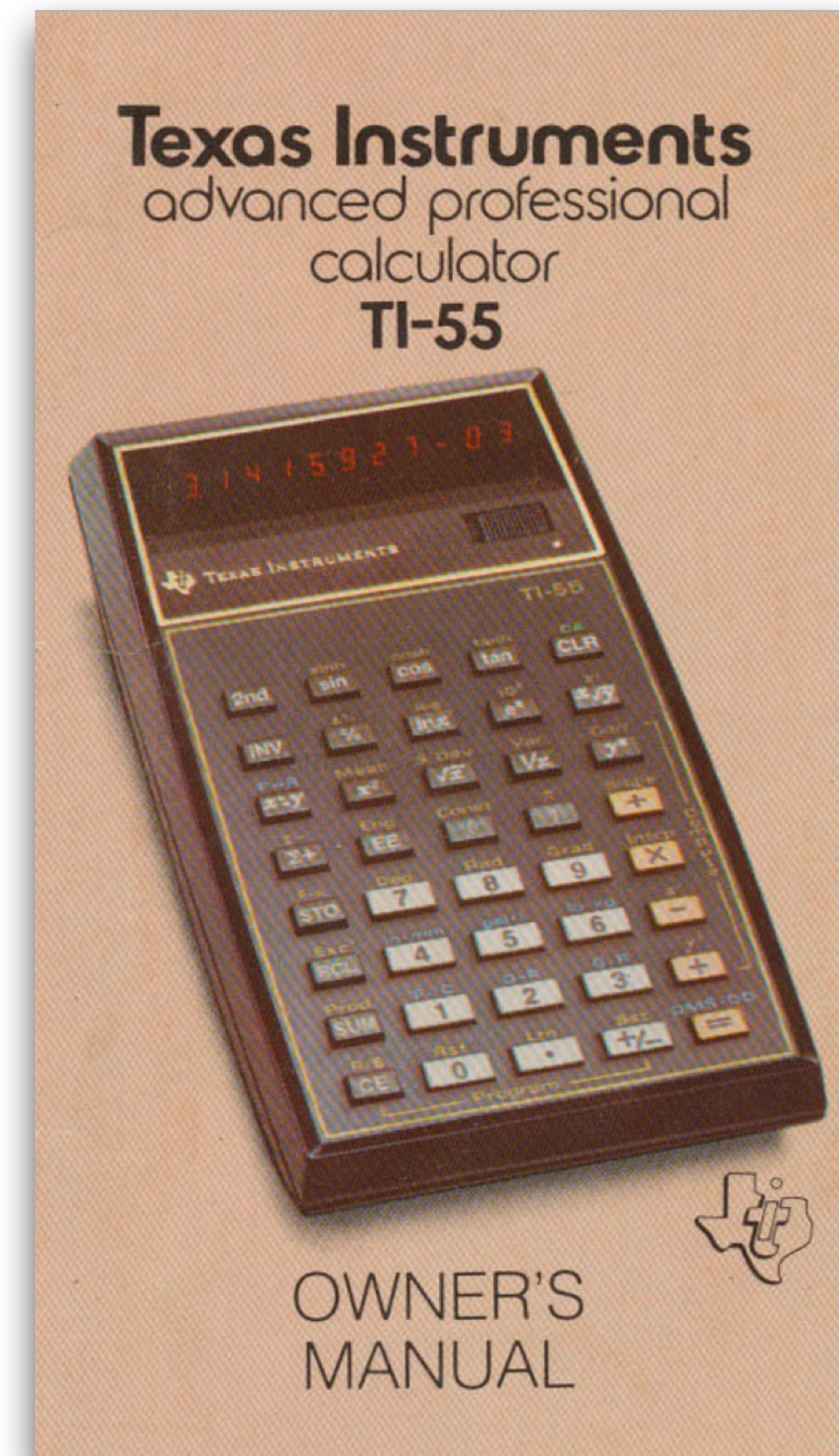
- First mass-market programmable “pocket” calculator
- 32-step memory (32 bytes)
- 26 scientific and algebraic functions





# 1977: TI-55 Programmable Calculator

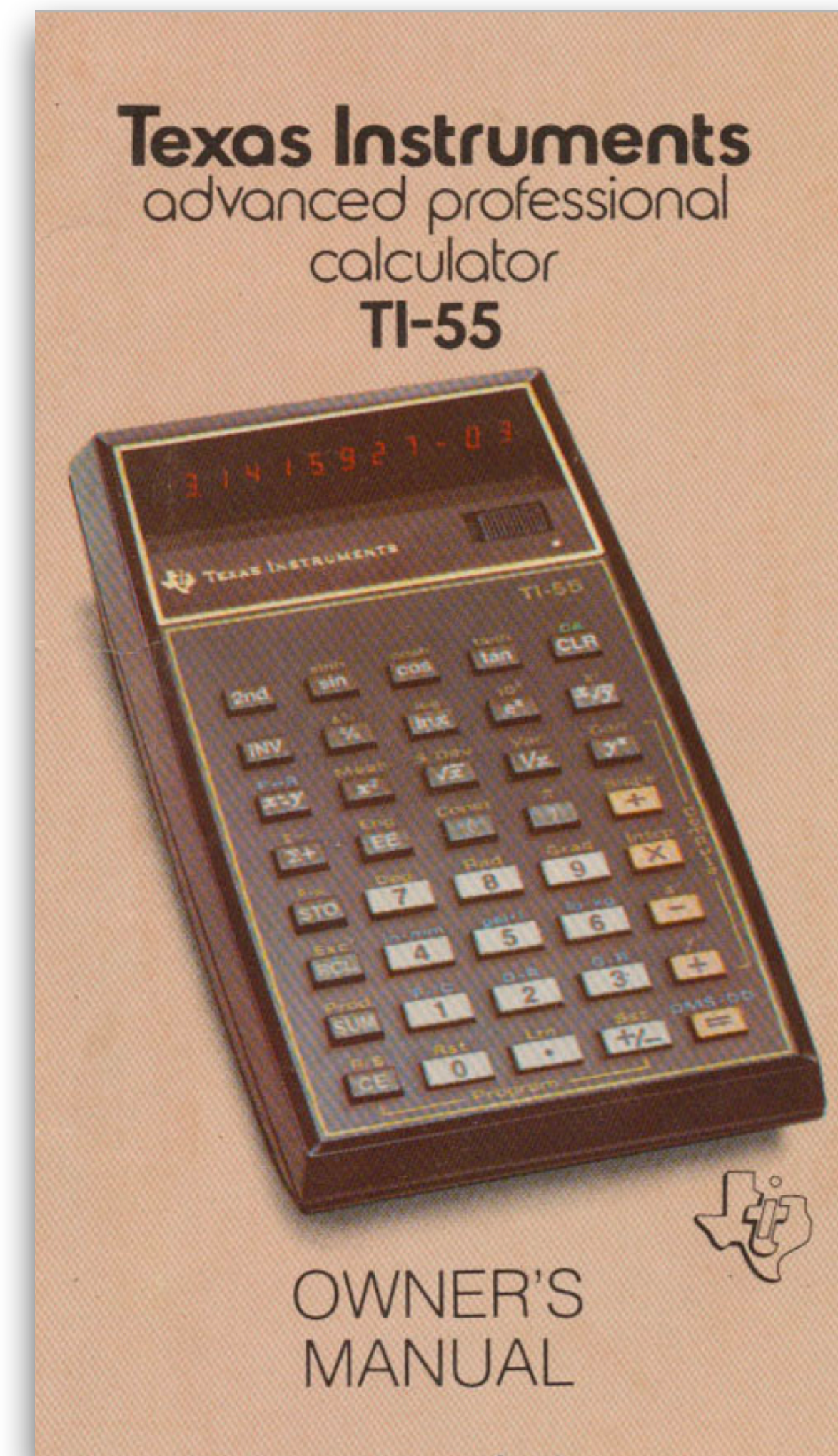
- First mass-market programmable “pocket” calculator
- 32-step memory (32 bytes)
- 26 scientific and algebraic functions
- \$129





# 1977: TI-55 Programmable Calculator

- First mass-market programmable “pocket” calculator
- 32-step memory (32 bytes)
- 26 scientific and algebraic functions
- \$129
- This is what started it all for me/us





# 1977: TI-55 Programmable Calculator

- First mass-
- “pocket” ca
- 32-step me
- 26 scientific
- \$129
- This is wha

RAM Cost Through the Years — Edited

Line Numbers Format Bar Numbers Reference Insert Answer Token Answer Palette

Line: 7 | Decimal | 10 dp | Notation Auto On Off | 0 π

Number of bytes = 32	32
Bytes in a megabyte = 1048576	1,048,576
Megabytes in machine = bytes/megabyte	0.0000305176
Cost of machine = \$129	\$129.00
$\$129.00 / 0.0000305176$	\$4,227,072.00
Total: \$5,275,809.00	



# 1977: Radio Shack TRS-80, Level I





# 1977: Radio Shack TRS-80, Level I

- First mass-market “home computer”





# 1977: Radio Shack TRS-80, Level I

- First mass-market “home computer”
- 4k of RAM, no permanent storage





# 1977: Radio Shack TRS-80, Level I

- First mass-market “home computer”
- 4k of RAM, no permanent storage
- \$499





# 1977: Radio Shack TRS-80, Level I

- First mass-market “home computer”
- 4k of RAM, no permanent storage
- \$499
- \$190 “Level II Upgrade” brought it to 16k and added cassette storage!





# 1977: Radio Shack TRS-80, Level I

- First mass-
- 4k of RAM,
- \$499
- \$190 “Level I” software to 16k and

RAM Cost Through the Years		
Line Numbers	Format Bar	Numbers Reference
Insert Answer Token	Answer Palette	
Line: 7	Decimal 10 dp	Notation Auto On Off
Number of bytes=16384		16,384
Bytes in a megabyte =1048576		1,048,576
Megabytes in machine = bytes/megabyte		0.015625
Cost of machine = \$499 + \$190		\$689.00
\$689.00 / 0.015625		\$44,096.00
Total: \$1,109,745.02		





1977: Radio Shack TRS-80, Level I

1977: Radio Shack TRS-80, Level I

**The price of RAM in a consumer-grade device dropped from \$4.2-million to \$44,000 in less than a year!**

**That's a 98.96% drop!**



1978: Apple ][ Plus 48k





# 1978: Apple ][ Plus 48k

- Apple's first huge-volume product





# 1978: Apple ][ Plus 48k

- Apple's first huge-volume product
- 48k RAM + cassette storage





1978: Apple ][ Plus 48k



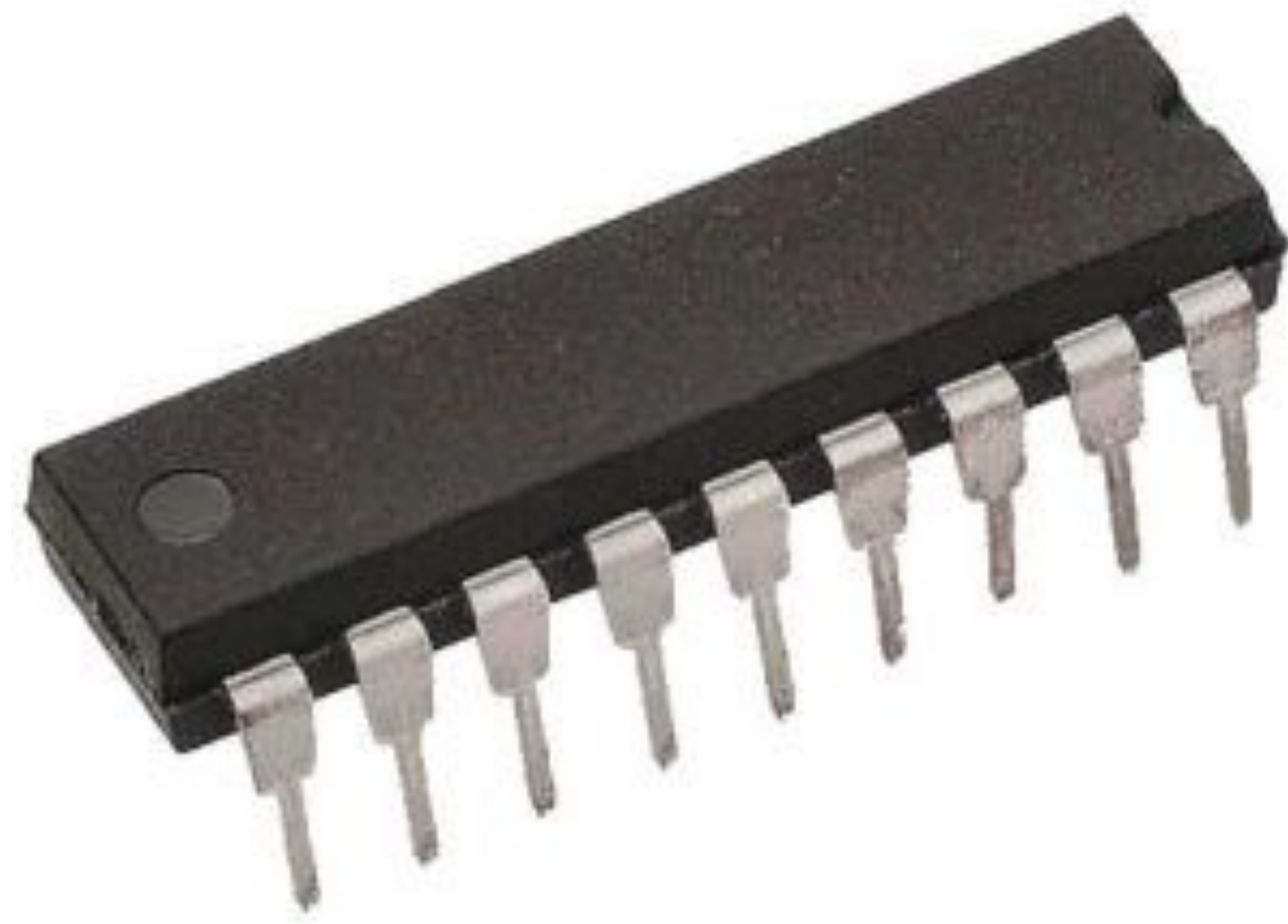


# 1978: Apple II Plus 48k

RAM Cost Through the Years	
Line Numbers	Format Bar
Numbers	Reference
Insert Answer Token	Answer Palette
Line: 7	Decimal 10 dp
Notation	Auto On Off
Number of bytes=49152	
49,152	
Bytes in a megabyte =1048576	
1,048,576	
Megabytes in machine = bytes/megabyte	
0.046875	
Cost of machine = \$1998	
\$1,998.00	
\$1,998.00 / 0.046875	
\$42,624.00	
Total: \$1,142,350.05	

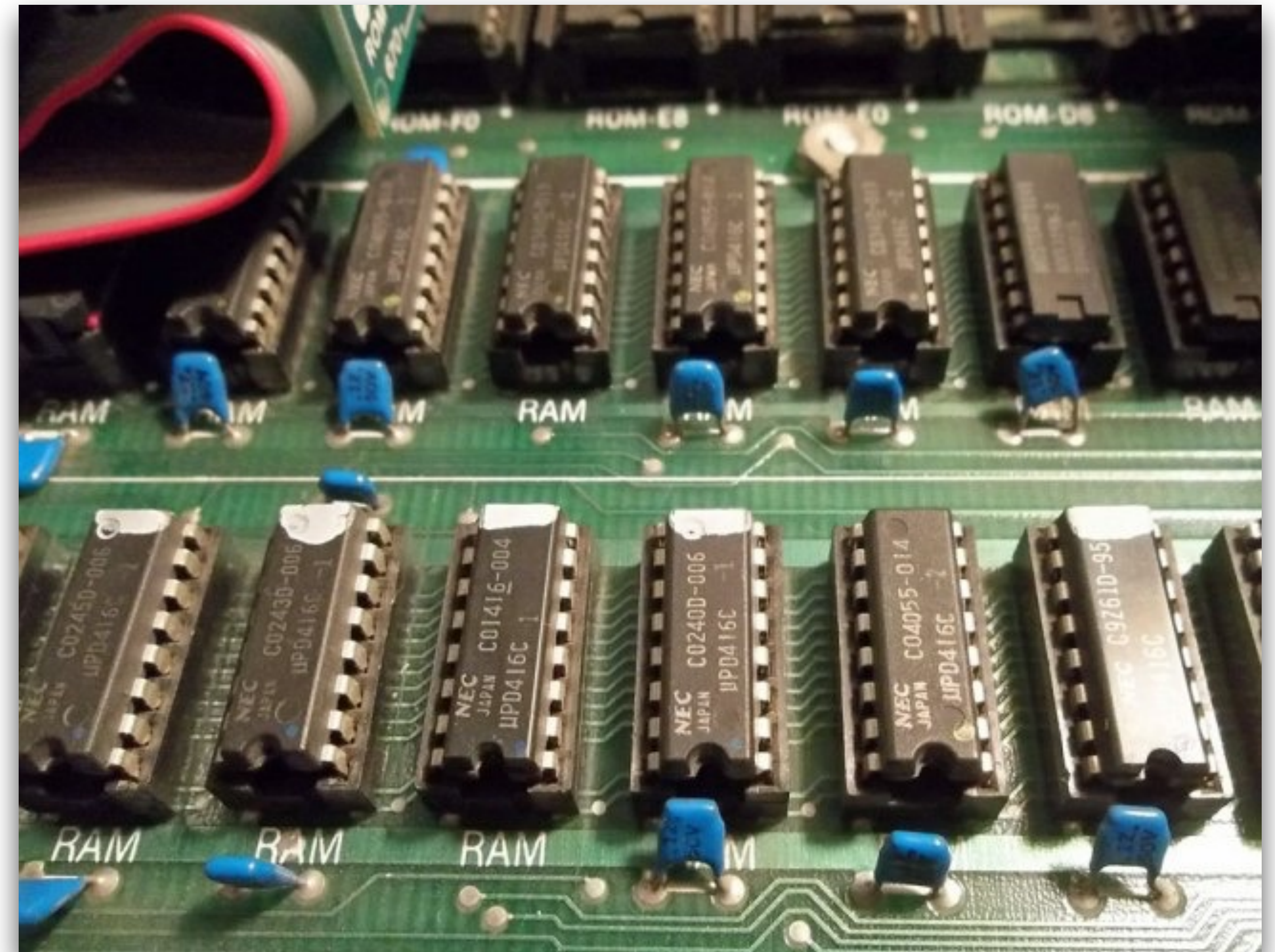






16k x 1-bit DRAM Chip  
circa 1980

8 of these gave you 16kB of RAM





# 1982: Victor 9000 PC



[www.old-computers.com](http://www.old-computers.com)

# 1982: Victor 9000 PC

- One of the best of the huge wave of pre-Windows Intel-based PCs





# 1982: Victor 9000 PC

- One of the best of the huge wave of pre-Windows Intel-based PCs
- 128k RAM system with no floppy drives sold for \$2,500



# 1982: Victor 9000 PC

- One of the best of the huge wave of pre-Windows Intel-based PCs
- 128k RAM system with no floppy drives sold for \$2,500
- As shown with two 640kb floppy drives sold for \$4,950



[www.old-computers.com](http://www.old-computers.com)



# 1982: Victor 9000 PC

- One of the best of the huge wave of pre-Windows Intel-based PCs
- 128k RAM system with no floppy drives sold for \$2,500
- As shown with two 640kb floppy drives sold for \$4,950
- **Optional 10Mb hard drive sold for \$4,495**



[www.old-computers.com](http://www.old-computers.com)

# 1982: Victor 9000 PC





# 1982: Victor 9000 PC

RAM Cost Through the Years — Edited

Line Numbers Format Bar Numbers Reference Insert Answer Token Answer Palette

Line: 7 | Decimal | 10 dp | Notation Auto On Off | 0 π

Number of bytes = 10240000	10,240,000
Bytes in a megabyte = 1048576	1,048,576
Megabytes in machine = bytes/megabyte	9.765625
Cost of machine = \$4495	\$4,495.00
$\$4,495.00 / 9.765625$	\$460.29
Total: \$11,293,541.05	



# 1984: IBM PC-AT





# 1984: IBM PC-AT

- IBM's first million-selling PC



# 1984: IBM PC-AT

- IBM's first million-selling PC
- 16-bit Intel 80286 CPU, 512k RAM, 1.2Mb FDD





# 1984: IBM PC-AT

- IBM's first million-selling PC
- 16-bit Intel 80286 CPU, 512k RAM, 1.2Mb FDD
- Almost always sold with 10Mb or 20Mb HD





# 1984: IBM PC-AT

- IBM's first million-selling PC
- 16-bit Intel 80286 CPU, 512k RAM, 1.2Mb FDD
- Almost always sold with 10Mb or 20Mb HD
- System with 20Mb HD \$5,295





# 1984: IBM PC-AT

- IBM's first r
- 16-bit Intel
- Almost alwa
- System with

RAM Cost Through the Years		
Line Numbers	Format Bar	Numbers Reference
Line: 7	Decimal 10 dp	Notation Auto On Off
Number of bytes =	20480000	20,480,000
Bytes in a megabyte =	1048576	1,048,576
Megabytes in machine = bytes/megabyte		19.53125
Cost of machine =	\$5295	\$5,295.00
\$5,295.00 / 19.53125		\$271.10
Total: \$21,534,161.64		



# 1984: IBM PC-AT

**The HD storage doubled,  
and you got a whole system for what  
you paid for just the HD two years earlier!**



1994: Epson NB-SL/25

# 1994: Epson NB-SL/25

- An astonishing achievement in miniaturization & performance at the time



# 1994: Epson NB-SL/25

- An astonishing achievement in miniaturization & performance at the time
- Intel 386SL CPU, 4Mb RAM, internal 3.5" FDD, 80Mb HDD, 2-hour battery life, built-in monochrome or color (SL/25C) LCD display, 7.9-lbs.

# 1994: Epson NB-SL/25

- An astonishing achievement in miniaturization & performance at the time
- Intel 386SL CPU, 4Mb RAM, internal 3.5" FDD, 80Mb HDD, 2-hour battery life, built-in monochrome or color (SL/25C) LCD display, 7.9-lbs.
- As above, \$1,895



# 1994: Epson NB-SL/25

- An astonishing
- Intel 386SL
- As above, \$

RAM Cost Through the Years	
Line Numbers	Format Bar
Numbers	Reference
Insert Answer Token	Answer Palette
Line: 7	Decimal 10 dp
Notation	Auto On Off
Number of bytes=81920000	
Bytes in a megabyte =1048576	
Megabytes in machine = bytes/megabyte	
Cost of machine = \$1895	
\$1,895.00 / 78.125	
Total: \$82,970,573.38	

e time  
battery life,



# 1995: Apple PowerMac 9500/120



source: MacTracker,  
Mike's Home Computer History Tracker



# 1995: Apple PowerMac 9500/120

- Mike's first Mac



source: MacTracker,  
Mike's Home Computer History Tracker



# 1995: Apple PowerMac 9500/120

- Mike's first Mac
- PPC 604 CPU @ 120Mhz / 40Mhz bus





# 1995: Apple PowerMac 9500/120

- Mike's first Mac
- PPC 604 CPU @ 120Mhz / 40Mhz bus
- 16Mb RAM





# 1995: Apple PowerMac 9500/120

- Mike's first Mac
- PPC 604 CPU @ 120Mhz / 40Mhz bus
- 16Mb RAM
- **2Gb** HDD & CD-ROM





# 1995: Apple PowerMac 9500/120

- Mike's first Mac
- PPC 604 CPU @ 120Mhz / 40Mhz bus
- 16Mb RAM
- **2Gb** HDD & CD-ROM
- \$4,999 (no monitor, keyboard or mouse)





# 1995: Apple PowerMac 9500/120

- Mike's first Mac
- PPC 604 CPU @ 120Mhz / 40Mhz bus
- 16Mb RAM
- **2Gb** HDD & CD-ROM
- \$4,999 (no monitor, keyboard or mouse)
- \$7002 w/KVM (17" CRT)





# 1995: Apple PowerMac 9500/120

- Mike's first
- PPC 604 C
- 16Mb RAM
- **2Gb** HDD &
- \$4,999 (no
- \$7002 w/KV

RAM Cost Through the Years		
Line Numbers	Format Bar	Numbers Reference
Insert Answer Token	Answer Palette	
Line: 7	Decimal 10 dp	Notation Auto On Off
Number of bytes=2,000,000,000		$2 \times 10^9$
Bytes in a megabyte =1048576		1,048,576
Megabytes in machine = bytes/megabyte		1,907.3486328125
Cost of machine = \$5000		\$5,000.00
$\$5,000.00 / 1,907.3486328125$		\$2.62
Total: $\$2.00 \times 10^9$		

# 2003: Apple iMac G4



source: MacTracker,  
Mike's Home Computer History Tracker



# 2003: Apple iMac G4

- Apple's first flat-screen Mac



# 2003: Apple iMac G4

- Apple's first flat-screen Mac
- PPC G4 CPU @ 1Ghz / 133Mhz bus





# 2003: Apple iMac G4

- Apple's first flat-screen Mac
- PPC G4 CPU @ 1Ghz / 133Mhz bus
- 1Gb DDR RAM



# 2003: Apple iMac G4

- Apple's first flat-screen Mac
- PPC G4 CPU @ 1Ghz / 133Mhz bus
- 1Gb DDR RAM
- **80Gb** HDD & 8x SuperDrive





# 2003: Apple iMac G4

- Apple's first flat-screen Mac
- PPC G4 CPU @ 1Ghz / 133Mhz bus
- 1Gb DDR RAM
- **80Gb** HDD & 8x SuperDrive
- \$1,997 w/mouse, keyboard & speakers



# 2003: Apple iMac G4

- Apple's first
- PPC G4 CF
- 1Gb DDR F
- **80Gb** HDD
- \$1,997 w/m

RAM Cost Through the Years		
Line Numbers	Format Bar	Numbers Reference
Insert Answer Token	Answer Palette	
Line: 7	Decimal 10 dp	Notation Auto On Off
Number of bytes=80,000,000,000		$8 \times 10^{10}$
Bytes in a megabyte =1048576		1,048,576
Megabytes in machine = bytes/megabyte		76,293.9453125
Cost of machine = \$1997		\$1,997.00
$\$1,997.00 / 76,293.9453125$		\$0.03
Total: $\$8.00 \times 10^{10}$		



# 2010: Apple iMac Intel Core i3



source: MacTracker,  
Mike's Home Computer History Tracker

# 2010: Apple iMac Intel Core i3

- Apple's third-generation flat-screen Intel iMac





# 2010: Apple iMac Intel Core i3

- Apple's third-generation flat-screen Intel iMac
- **4Gb RAM**, 21" or 27" LCD display



# 2010: Apple iMac Intel Core i3

- Apple's third-generation flat-screen Intel iMac
- **4Gb RAM**, 21" or 27" LCD display
- **1Tb** HDD





# 2010: Apple iMac Intel Core i3

- Apple's third-generation flat-screen Intel iMac
- **4Gb RAM**, 21" or 27" LCD display
- **1Tb** HDD
- \$1,699



# 2010: Apple iMac Intel Core i3

RAM Cost Through the Years

Line Numbers Format Bar Numbers Reference Insert Answer Token Answer Palette

Line: 4 | Decimal 10 dp | Notation Auto On Off | 0 π

- A Number of bytes = 1,000,000,000,000
- Bytes in a megabyte = 1048576
- 4 Megabytes in machine = bytes/megabyte
- 1 Cost of machine = 1699
- \$ 1,699 / 953,674.31640625

$1 \times 10^{12}$
1,048,576
953,674.31640625
1,699
0.0017815306 <i>i</i>

Total:  $1.0000020039 \times 10^{12}$

Decimal: 0.00178153  
Degrees: 0° 0' 6.41351025"  
Fraction: 434944/244140625  
Hex: 0x0  
Binary: 0b0



# 2016: Add-On RAM for PC/Mac



## Crucial 16GB DDR4-2400 UDIMM

CT16G4DFD824A

- **Brand:** Crucial
- **Form Factor:** UDIMM
- **Total Capacity:** 16GB
- **Warranty:** Limited Lifetime
- **Specs:** DDR4 PC4-19200 • CL=17 • Dual Ranked • x8 based • Unbuffered • NON-ECC • DDR4-2400 • 1.2V •
- **Series:** Crucial

[view all product details](#)

★★★★★ [reviews](#)

[add to wish list](#)


**\$66.99** qty

1

**add to cart**

# 2016: Add-On RAM for PC/Mac

- Commodity RAM for PC/Mac at retail, quantity 1: \$67/16Gb



## Crucial 16GB DDR4-2400 UDIMM

CT16G4DFD824A

- **Brand:** Crucial
- **Form Factor:** UDIMM
- **Total Capacity:** 16GB
- **Warranty:** Limited Lifetime
- **Specs:** DDR4 PC4-19200 • CL=17 • Dual Ranked • x8 based • Unbuffered • NON-ECC • DDR4-2400 • 1.2V •
- **Series:** Crucial

[view all product details](#)

★★★★★ [reviews](#)

[add to wish list](#) **\$66.99** qty  [add to cart](#)



# 2016: Add-On RAM for PC/Mac

- Commodity RAM for PC/Mac at retail, quantity 1: \$67/16Gb

RAM Cost Through the Years

Line Numbers Format Bar Numbers Reference Insert Answer Token Answer Palette

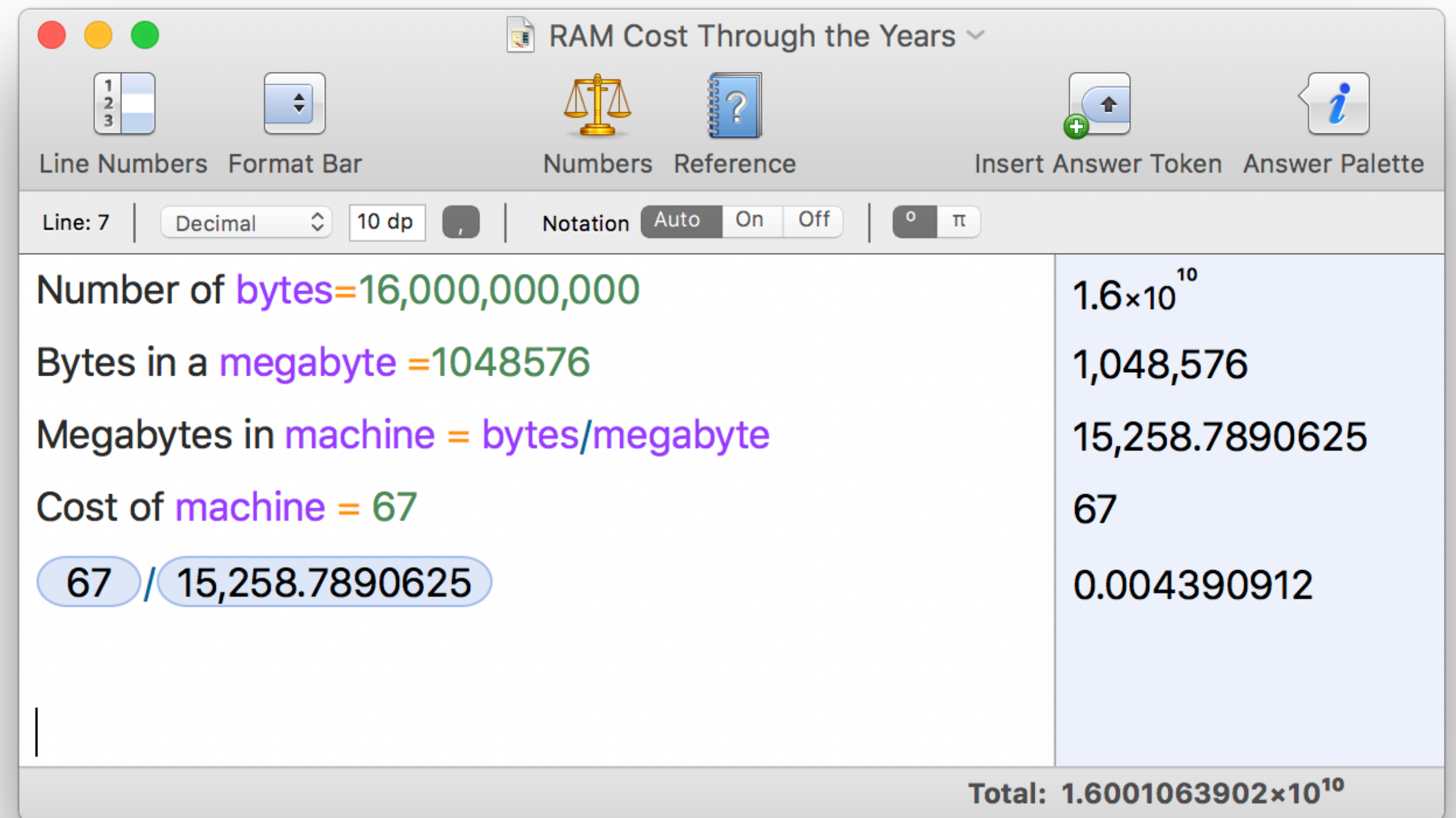
Line: 7 | Decimal | 10 dp | Notation Auto On Off | ° π

Number of bytes = 16,000,000,000	$1.6 \times 10^{10}$
Bytes in a megabyte = 1,048,576	1,048,576
Megabytes in machine = bytes/megabyte	15,258.7890625
Cost of machine = 67	67
67 / 15,258.7890625	0.004390912

Total:  $1.6001063902 \times 10^{10}$

# 2016: Add-On RAM for PC/Mac

- Commodity RAM for PC/Mac at retail, quantity 1: \$67/16Gb
- Four-tenths of a cent per megabyte!







1977



# 1977

RAM Cost Through the Years — Edited

1  
2  
3

Line NumbersFormat BarNumbersReferenceInsert Answer TokenAnswer Palette

Line: 7 | Decimal | 10 dp | , | Notation Auto On Off | ° π

Number of bytes=32	32
Bytes in a megabyte =1048576	1,048,576
Megabytes in machine = bytes/megabyte	0.0000305176
Cost of machine = \$129	\$129.00
<div>\$129.00 / 0.0000305176</div>	\$4,227,072.00

Total: \$5,275,809.00

# 1977

# 2016

RAM Cost Through the Years — Edited

Line Numbers Format Bar Numbers Reference Insert Answer Token Answer Palette

Line: 7 | Decimal 10 dp | Notation Auto On Off |  $\pi$

Number of bytes=32	32
Bytes in a megabyte =1048576	1,048,576
Megabytes in machine = bytes/megabyte	0.0000305176
Cost of machine = \$129	\$129.00
$\$129.00 / 0.0000305176$	\$4,227,072.00

Total: \$5,275,809.00



# 1977

RAM Cost Through the Years — Edited

Line Numbers Format Bar Numbers Reference Insert Answer Token Answer Palette

Line: 7 | Decimal | 10 dp | Notation Auto On Off | ° π

Number of bytes = 32	32
Bytes in a megabyte = 1048576	1,048,576
Megabytes in machine = bytes/megabyte	0.0000305176
Cost of machine = \$129	\$129.00
$\$129.00 / 0.0000305176$	\$4,227,072.00

Total: \$5,275,809.00

# 2016

RAM Cost Through the Years

Line Numbers Format Bar Numbers Reference Insert Answer Token Answer Palette

Line: 7 | Decimal | 10 dp | Notation Auto On Off | ° π

Number of bytes = 16,000,000,000	$1.6 \times 10^{10}$
Bytes in a megabyte = 1048576	1,048,576
Megabytes in machine = bytes/megabyte	15,258.7890625
Cost of machine = 67	67
$67 / 15,258.7890625$	0.004390912

Total:  $1.6001063902 \times 10^{10}$

# 1977

Number of bytes=32	32
Bytes in a megabyte =1048576	1,048,576
Megabytes in machine = bytes/megabyte	0.0000305176
Cost of machine = \$129	\$129.00
$\$129.00 / 0.0000305176$	\$4,227,072.00
Total: \$5,275,809.00	


# 2016

Number of bytes=16,000,000,000	$1.6 \times 10^{10}$
Bytes in a megabyte =1048576	1,048,576
Megabytes in machine = bytes/megabyte	15,258.7890625
Cost of machine = 67	67
$67 / 15,258.7890625$	0.004390912
Total: $1.6001063902 \times 10^{10}$	

**The price of consumer RAM has fallen  
by NINE ORDERS OF MAGNITUDE,  
or 99.99999999%!**



# 2016: Add-On Storage



WD 6TB My Book Desktop External Hard Drive - USB 3.0 - WDBFJK0060HBK-NESN  
by [Western Digital](#)  
★★★★★ 4,439 customer reviews | 1000+ answered questions

Price: **\$174.21** ✓ **Prime** | FREE One-Day

**Note:** Available at a lower price from [other sellers](#), potentially without free Prime shipping.

**In Stock.**  
**Want it tomorrow, Aug. 25?** Order within **4 hrs 7 mins** and choose **One-Day Shipping** at checkout. [Details](#)  
Ships from and sold by Amazon.com. Gift-wrap available.

Capacity: **6TB**

12TB	16TB	2TB	3TB	4TB	<b>6TB</b>	8TB
------	------	-----	-----	-----	------------	-----

Style: **Single Drive**

Dual Drive	<b>Single Drive</b>
------------	---------------------

# 2016: Add-On Storage

- Commodity HD for PC/Mac at retail, quantity 1: \$175/6Tb



WD 6TB My Book Desktop External Hard Drive - USB 3.0 - WDBFJK0060HBK-NESN  
by [Western Digital](#)  
★★★★★ 4,439 customer reviews | 1000+ answered questions

Price: **\$174.21** ✓Prime | FREE One-Day

**Note:** Available at a lower price from [other sellers](#), potentially without free Prime shipping.

**In Stock.**  
**Want it tomorrow, Aug. 25?** Order within **4 hrs 7 mins** and choose **One-Day Shipping** at checkout. [Details](#)  
Ships from and sold by Amazon.com. Gift-wrap available.

Capacity: **6TB**

12TB 16TB 2TB 3TB 4TB **6TB** 8TB


Style: **Single Drive**

Dual Drive **Single Drive**



# 2016: Add-On Storage

- Commodity HD for PC/Mac at retail, quantity 1: \$175/6Tb
- That's \$0.03/**Mb**



WD 6TB My Book Desktop External Hard Drive - USB 3.0 - WDBFJK0060HBK-NESN  
by [Western Digital](#)  
★★★★★ 4,439 customer reviews | 1000+ answered questions

Price: **\$174.21** ✓ **Prime** | FREE One-Day

**Note:** Available at a lower price from [other sellers](#), potentially without free Prime shipping.

**In Stock.**  
**Want it tomorrow, Aug. 25?** Order within **4 hrs 7 mins** and choose **One-Day Shipping** at checkout. [Details](#)  
Ships from and sold by Amazon.com. Gift-wrap available.

Capacity: **6TB**


12TB 16TB 2TB 3TB 4TB **6TB** 8TB

Style: **Single Drive**

Dual Drive **Single Drive**

# 2016: Add-On Storage

- Commodity HD for PC/Mac at retail, quantity 1: \$175/6Tb
- That's \$0.03/**Mb**
- Or...



WD 6TB My Book Desktop External Hard Drive - USB 3.0 - WDBFJK0060HBK-NESN  
by [Western Digital](#)  
★★★★★ 4,439 customer reviews | 1000+ answered questions

Price: **\$174.21** ✓Prime | FREE One-Day

**Note:** Available at a lower price from [other sellers](#), potentially without free Prime shipping.

**In Stock.**  
**Want it tomorrow, Aug. 25?** Order within **4 hrs 7 mins** and choose **One-Day Shipping** at checkout. [Details](#)  
Ships from and sold by Amazon.com. Gift-wrap available.

Capacity: **6TB**

12TB	16TB	2TB	3TB	4TB	<b>6TB</b>	8TB
------	------	-----	-----	-----	------------	-----

Style: **Single Drive**

Dual Drive	<b>Single Drive</b>
------------	---------------------



# 2016: Add-On Storage

- Commodity HD for PC/Mac at retail, quantity 1: \$175/6Tb
- That's \$0.03/**Mb**
- Or...

RAM Cost Through the Years — Edited

Line Numbers Format Bar Numbers Reference Insert Answer Token Answer Palette

Line: 5 | Decimal | 10 dp | Notation Auto On Off | 0 π

Number of bytes = 6,000,000,000,000	$6 \times 10^{12}$
Bytes in a megabyte = 1,048,576	1,048,576
Megabytes in machine = bytes/megabyte	5,722,045.8984375
Cost of machine = 175	175
175 / 5,722,045.8984375	<b>0.0000305835</b>

Total:  $6.0000067708 \times 10^{12}$

# 2016: Add-On Storage

- Commodity HD for PC/Mac at retail, quantity 1: \$175/6Tb
- That's \$0.03/**Mb**
- Or...
- ...**\$0.00003/byte**

The screenshot shows a calculator application with the following content:

Line: 5 | Decimal | 10 dp | Notation: Auto | On | Off |  $\pi$

Number of bytes = 6,000,000,000,000	$6 \times 10^{12}$
Bytes in a megabyte = 1,048,576	1,048,576
Megabytes in machine = bytes/megabyte	5,722,045.8984375
Cost of machine = 175	175
$175 / 5,722,045.8984375$	<b>0.0000305835</b>

Total:  $6.0000067708 \times 10^{12}$





# 1984: PC/AT

RAM Cost Through the Years	
Line Numbers	Format Bar
Numbers	Reference
Insert Answer Token	Answer Palette
Line: 7	Decimal 10 dp
Notation	Auto On Off
Number of bytes=20480000	
20,480,000	
Bytes in a megabyte =1048576	
1,048,576	
Megabytes in machine = bytes/megabyte	
19.53125	
Cost of machine = \$5295	
\$5,295.00	
/ 19.53125	
\$271.10	
Total: \$21,534,161.64	



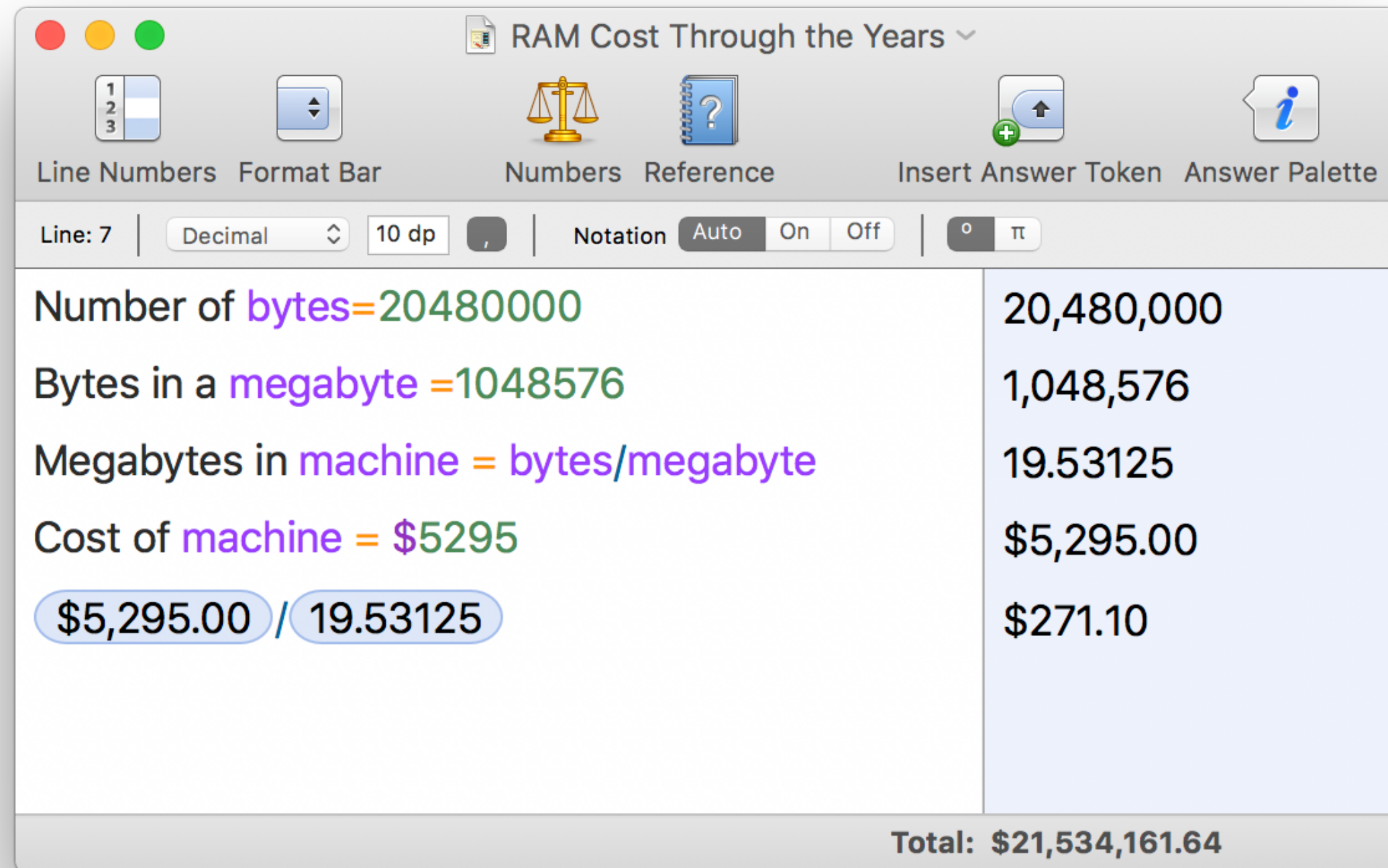
# 1984: PC/AT

RAM Cost Through the Years	
Line Numbers	Format Bar
Numbers	Reference
Insert Answer Token	Answer Palette
Line: 7	Decimal 10 dp Notation Auto On Off
Number of bytes=20480000	20,480,000
Bytes in a megabyte =1048576	1,048,576
Megabytes in machine = bytes/megabyte	19.53125
Cost of machine = \$5295	\$5,295.00
$\$5,295.00 / 19.53125$	\$271.10
Total: \$21,534,161.64	

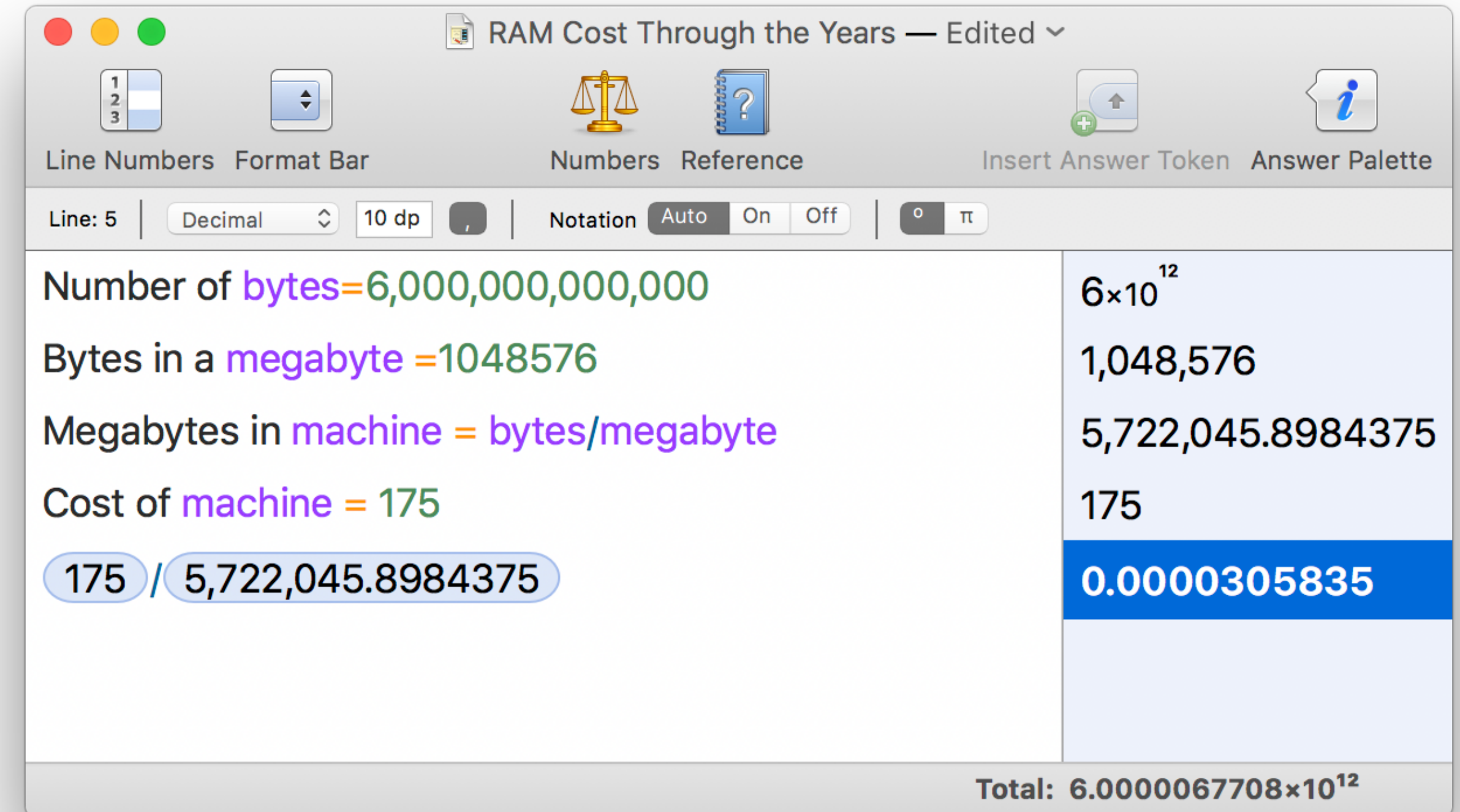
# 2016

RAM Cost Through the Years — Edited	
Line Numbers	Format Bar
Numbers	Reference
Insert Answer Token	Answer Palette
Line: 5	Decimal 10 dp Notation Auto On Off
Number of bytes=6,000,000,000,000	$6 \times 10^{12}$
Bytes in a megabyte =1048576	1,048,576
Megabytes in machine = bytes/megabyte	5,722,045.8984375
Cost of machine = 175	175
$175 / 5,722,045.8984375$	0.0000305835
Total: $6.0000067708 \times 10^{12}$	

# 1984: PC/AT



# 2016



**The price of consumer storage has fallen  
by SEVEN ORDERS OF MAGNITUDE,  
or 99.99999%!**











2.2-ton IBM 305 Disk Drive (3.75Mb)  
being loaded into a DC-3, 1956  
Rented to the US Navy for \$3,200/month





2.2-ton IBM 305 Disk Drive (3.75Mb)  
being loaded into a DC-3, 1956  
Rented to the US Navy for \$3,200/month





2.2-ton IBM 305 Disk Drive (3.75Mb)  
being loaded into a DC-3, 1956  
Rented to the US Navy for \$3,200/month



Generic 2Gb microSD card  
Sells for less than \$6  
533x more capacity





2.2-ton IBM 305 Disk Drive (3.75Mb)  
being loaded into a DC-3, 1956  
Rented to the US Navy for \$3,200/month



Generic 2Gb microSD card  
Sells for less than \$6  
533x more capacity



**Final Details for Order #102-6151928-8841808**

[Print this page for your records.](#)

**Order Placed:** August 10, 2016

**Amazon.com order number:** 102-6151928-8841808

**Order Total:** \$447.99

**Shipped on August 11, 2016**

**Items Ordered**

1 of: *Panasonic ZS60 Lumix 4k Digital Camera 18 MP 24-720mm LEICA DC Lens  
Black + Transcend 32 GB Memory Card + Tripod + Battery + Lowepro Case + Ritz  
Gear*

Sold by: RitzCamera ([seller profile](#))

Condition: New

Panasonic Authorized Dealer. America's trusted camera store since 1918.

**Price**

\$447.99

**Final Details for Order #102-6151928-8841808**

[Print this page for your records.](#)

**Order Placed:** August 10, 2016

**Amazon.com order number:** 102-6151928-8841808

**Order Total:** \$447.99

**Shipped on August 11, 2016**

**Items Ordered**

1 of: *Panasonic ZS60 Lumix 4k Digital Camera 18 MP 24-720mm LEICA DC Lens  
Black + Transcend 32 GB Memory Card + Tripod + Battery + Lowepro Case + Ritz  
Gear*

Sold by: RitzCamera ([seller profile](#))

Condition: New

Panasonic Authorized Dealer. America's trusted camera store since 1918.

**Price**

\$447.99

When I bought a new camera this month,  
Ritz Camera **threw in** a **32Gb** SD card.



**Final Details for Order #102-6151928-8841808**

[Print this page for your records.](#)

**Order Placed:** August 10, 2016

**Amazon.com order number:** 102-6151928-8841808

**Order Total: \$447.99**

**Shipped on August 11, 2016**

**Items Ordered**

	<b>Price</b>
1 of: <i>Panasonic ZS60 Lumix 4k Digital Camera 18 MP 24-720mm LEICA DC Lens Black + Transcend 32 GB Memory Card + Tripod + Battery + Lowepro Case + Ritz Gear</i>	\$447.99

Sold by: RitzCamera ([seller profile](#))

Condition: New

Panasonic Authorized Dealer. America's trusted camera store since 1918.

When I bought a new camera this month,  
Ritz Camera **threw in** a **32Gb** SD card.

**Final Details for Order #102-6151928-8841808**

[Print this page for your records.](#)

**Order Placed:** August 10, 2016

**Amazon.com order number:** 102-6151928-8841808

**Order Total: \$447.99**

**Shipped on August 11, 2016**

**Items Ordered**

	<b>Price</b>
1 of: <i>Panasonic ZS60 Lumix 4k Digital Camera 18 MP 24-720mm LEICA DC Lens Black + Transcend 32 GB Memory Card + Tripod + Battery + Lowepro Case + Ritz Gear</i>	\$447.99

Sold by: RitzCamera ([seller profile](#))

Condition: New

Panasonic Authorized Dealer. America's trusted camera store since 1918.

When I bought a new camera this month,  
Ritz Camera **threw in** a **32Gb** SD card.

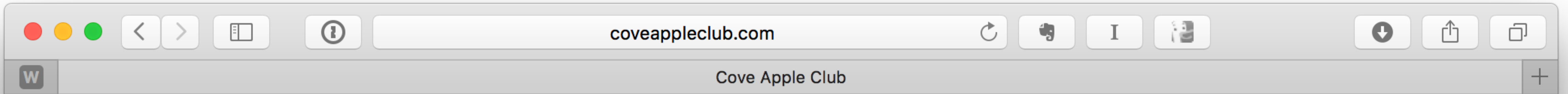
***For free.***



Support the Cove Apple Club







# COVE APPLE CLUB

Have fun & do more with your Apple gear!

[HOME](#)[MEETINGS](#)[EMAIL LIST](#)[SHOP](#)[ARCHIVES](#)

## SHARE. LEARN. LAUGH!

Join **over 100 Cypress Cove residents and members** in the Cove Apple Club, and you'll learn more and get a lot more fun and productivity out of all your Apple gear!

We meet twice a month, year-round. Check our [upcoming meeting schedule](#) and plan to join us at our next meeting!

If you're new to the world of Apple, an old Machead from years back, or even a frustrated Windows user, you will find something interesting and entertaining at each of our meetings. Our meetings are fun and informative, with topics presented covering the range from beginner to advanced.

Our focus is on Apple products, but we often also look at other new technologies not specific to the Apple platform, ranging from computer security to Internet telephony to changes in the industry to neat new tech gadgets of interest to everyone.

All Apple products are fair game at our meetings: iPad, iPhone, iPod and Macs of all sizes, as well as the huge world of Apple software, hardware and accessories.

Find out more about the club, our meeting schedule and how you can get in on the fun. Click the links below for details, and be sure to join our [email list](#) for all the latest updates.







# COVE APPLE CLUB

Have fun & do more with your Apple gear!

[HOME](#)

[MEETINGS](#)

[EMAIL LIST](#)

[SHOP](#)

[ARCHIVES](#)

## SHARE. LEARN. LAUGH!

Join **over 100 Cypress Cove residents and members** in the Cove Apple Club, and you'll learn more and get a lot more fun and productivity out of all your Apple gear!

We meet twice a month, year-round. Check our [upcoming meeting schedule](#) and plan to join us at our next meeting!

If you're new to the world of Apple, an old Machead from years back, or even a frustrated Windows user, you will find something interesting and entertaining at each of our meetings. Our meetings are fun and informative, with topics presented covering the range from beginner to advanced.

Our focus is on Apple products, but we often also look at other new technologies not specific to the Apple platform, ranging from computer security to Internet telephony to changes in the industry to neat new tech gadgets of interest to everyone.

All Apple products are fair game at our meetings: iPad, iPhone, iPod and Macs of all sizes, as well as the huge world of Apple software, hardware and accessories.

Find out more about the club, our meeting schedule and how you can get in on the fun. Click the links below for details, and be sure to join our [email list](#) for all the latest updates.







# COVE APPLE CLUB

Have fun & do more with your Apple gear!

HOME

MEETINGS

EMAIL LIST

SHOP

ARCHIVES

## SUPPORT THE COVE APPLE CLUB WHEN YOU SHOP AT AMAZON.COM

The next time you need some new Apple or other tech gear (or anything else from the 20,000,000 items in stock!), start your online shopping session with our link to Amazon.com. Your purchase will earn a little money for the Cove Apple Club, which we save up all year for a big Holiday Party for all members of the club! We update club members on the earnings every month.

So be sure to click the Amazon logo below when you need to shop for Mac products online...and “give back” to the Cove Apple Club -- without costing you an extra cent! Thanks!

### THREE EASY WAYS TO USE THE AMAZON SHOPPING LINK

1. Just click here — you'll be sent to the Amazon.com homepage.
  1. Once you arrive at the Amazon homepage, BOOKMARK that page:
    1. In Safari on Mac, type Cmd-D
    2. In Safari on iOS, tap the Share widget, then tap Add to Favorites or Add Bookmark.
2. Drag this link to your Favorites bar in your Web browser. Then it's handy anytime you want to visit Amazon.
3. Just click the Amazon banner ad below.



# Since We Last Met

Aug 09 2016 - Aug 23 2016 / [Custom Date Range](#) Tracking ID: [All](#) Last Updated: 00:00 Aug 23 2016 PDT [Return to Classic Reporting](#)

Summary

\$105.09

Fees

\$105.09

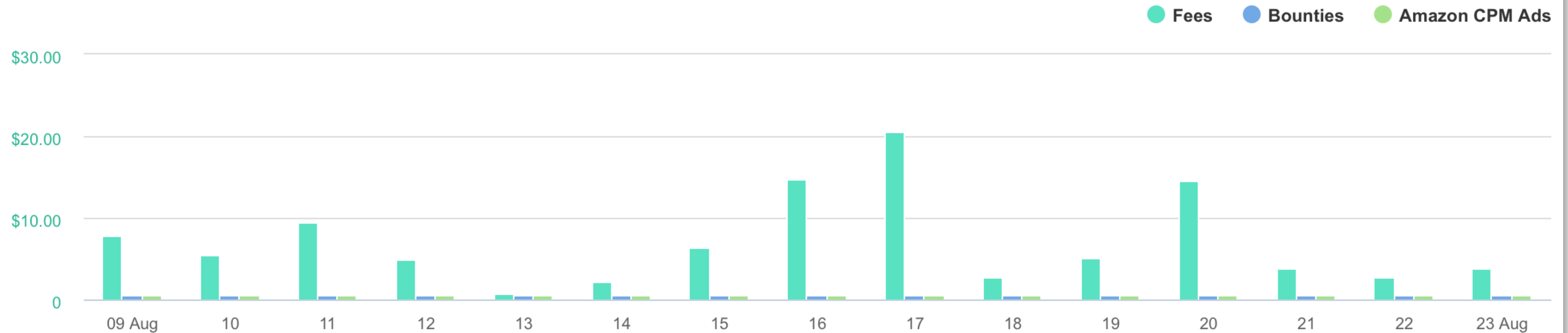
Bounties

\$0.00

Amazon CPM Ads

\$0.00

[Get Started with CPM Ads](#)





# 2016 YTD

Jan 01 2016 - Aug 23 2016 / [This Year](#) ▾ Tracking ID: [All](#) ▾

Last Updated: 00:00 Aug 23 2016 PDT | [Return to Classic Reporting](#)

Summary

\$1,275.<sup>67</sup>

Fees

\$1,272.<sup>67</sup>

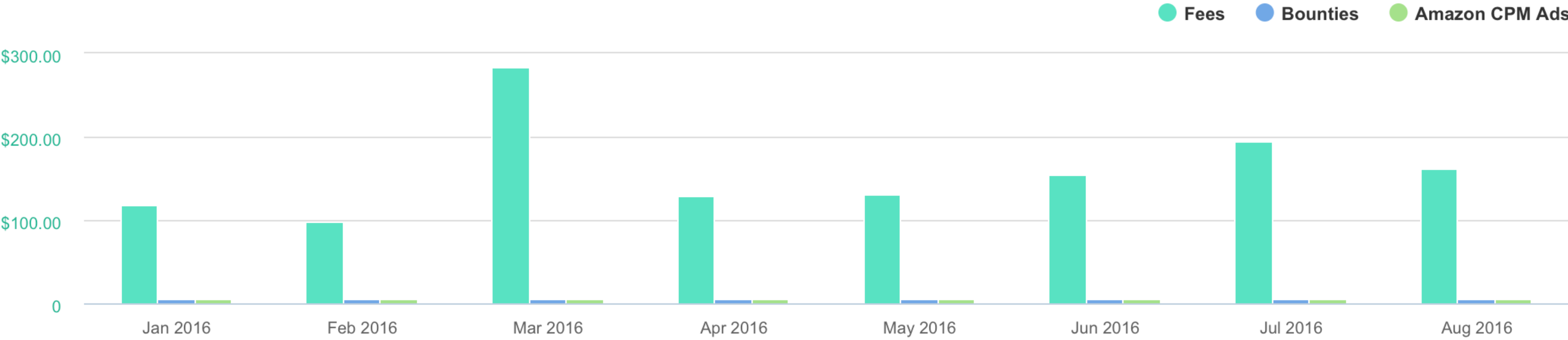
Bounties

\$3.<sup>00</sup>

Amazon CPM Ads

\$0.<sup>00</sup>

[Get Started with CPM Ads](#)





# Obama for America 2012

The “Secret Weapon” that really was secret.



# 2008 President: McCain/Palin vs. Obama/Biden

National	FOX News	Obama 50, McCain 43	Obama +7
National	NBC News/Wall St. Jrnl	Obama 51, McCain 43	Obama +8
National	Gallup	Obama 55, McCain 44	Obama +11
National	Diageo/Hotline	Obama 50, McCain 45	Obama +5
National	CBS News	Obama 51, McCain 42	Obama +9
National	ABC News/Wash Post	Obama 53, McCain 44	Obama +9
National	Ipsos/McClatchy	Obama 53, McCain 46	Obama +7
National	GWU/Battleground	Obama 50, McCain 44	Obama +6

Election Day 2008 national poll summary  
Source: Real Clear Politics

# 2008 President: McCain/Palin vs. Obama/Biden

- Obama/Biden had a clear and decisive lead through the primaries and into the general

National	FOX News	Obama 50, McCain 43	Obama +7
National	NBC News/Wall St. Jrnl	Obama 51, McCain 43	Obama +8
National	Gallup	Obama 55, McCain 44	Obama +11
National	Diageo/Hotline	Obama 50, McCain 45	Obama +5
National	CBS News	Obama 51, McCain 42	Obama +9
National	ABC News/Wash Post	Obama 53, McCain 44	Obama +9
National	Ipsos/McClatchy	Obama 53, McCain 46	Obama +7
National	GWU/Battleground	Obama 50, McCain 44	Obama +6

Election Day 2008 national poll summary

Source: Real Clear Politics



# 2008 President: McCain/Palin vs. Obama/Biden

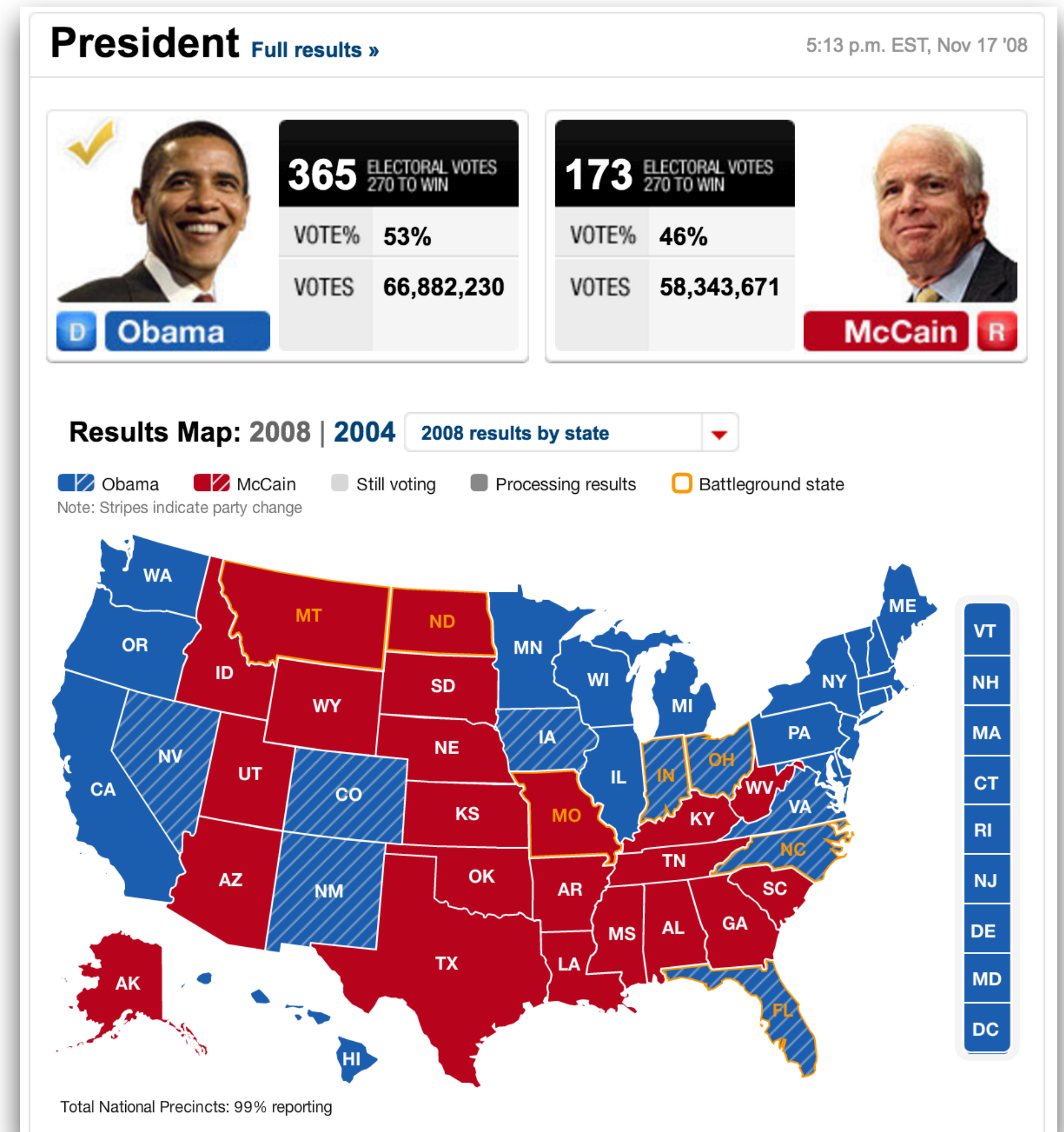
- Obama/Biden had a clear and decisive lead through the primaries and into the general
- On election day, it was widely believed Obama/Biden would win easily

National	FOX News	Obama 50, McCain 43	Obama +7
National	NBC News/Wall St. Jrnl	Obama 51, McCain 43	Obama +8
National	Gallup	Obama 55, McCain 44	Obama +11
National	Diageo/Hotline	Obama 50, McCain 45	Obama +5
National	CBS News	Obama 51, McCain 42	Obama +9
National	ABC News/Wash Post	Obama 53, McCain 44	Obama +9
National	Ipsos/McClatchy	Obama 53, McCain 46	Obama +7
National	GWU/Battleground	Obama 50, McCain 44	Obama +6

Election Day 2008 national poll summary

Source: Real Clear Politics

# Result: Obama/Biden by 7%

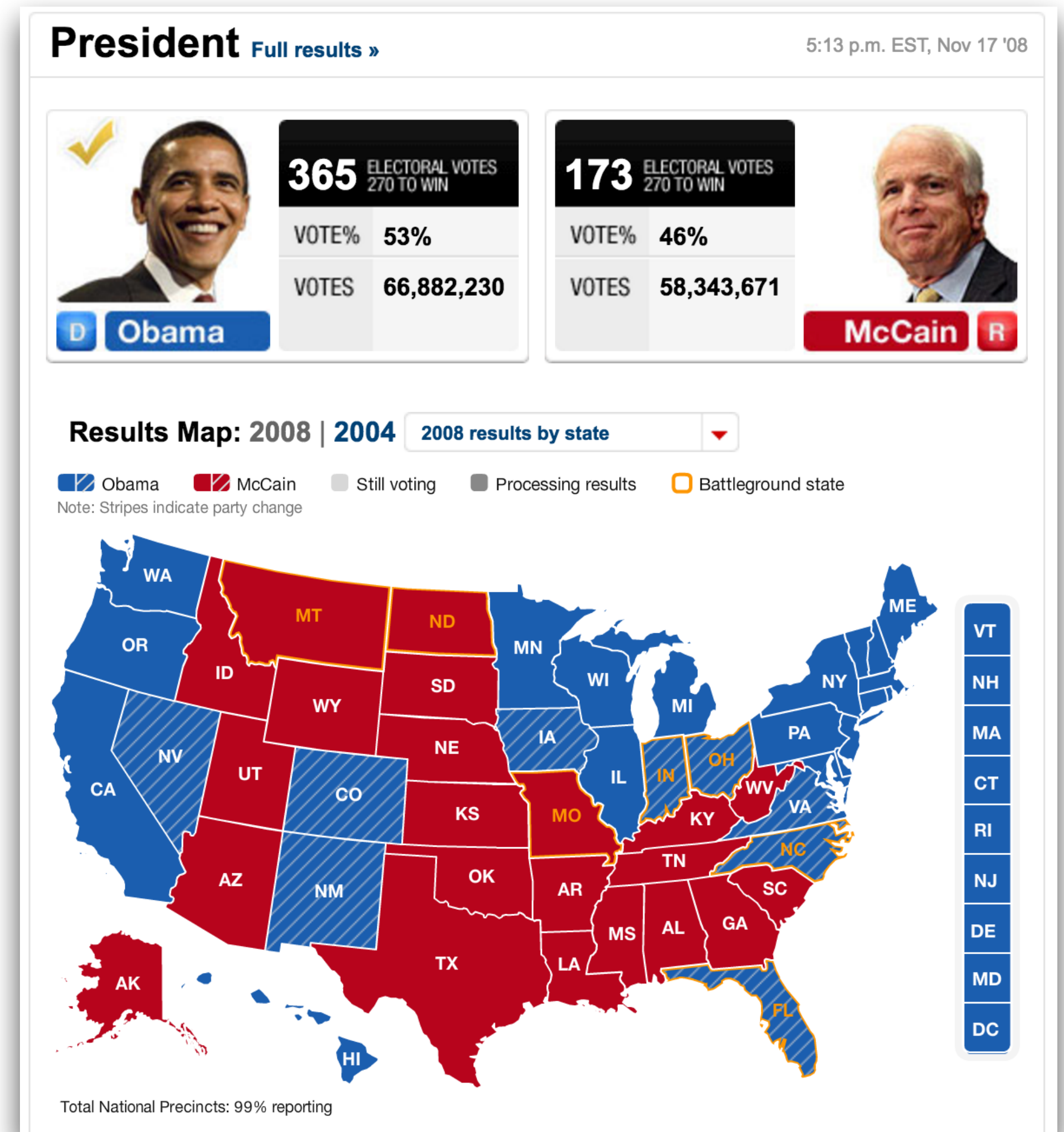


Election Day 2008 Results by State  
Source: [FEC.gov](http://FEC.gov)



# Result: Obama/Biden by 7%

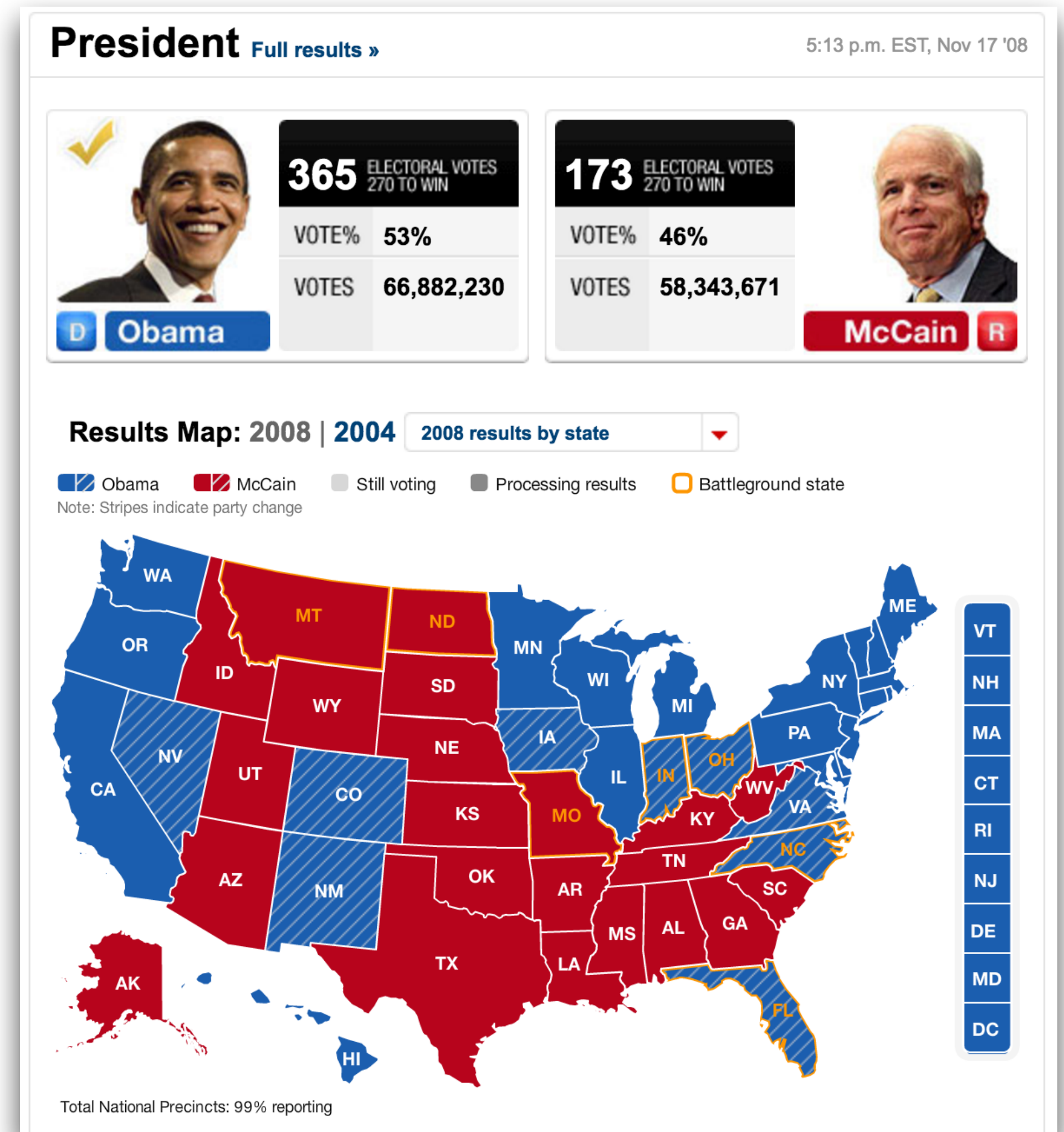
- Obama won virtually all big electoral states, plus took nine traditional GOP-held states (NV, CO, NM, NC, VA, IN, OH, IA, FL)



Election Day 2008 Results by State  
Source: [FEC.gov](http://FEC.gov)

# Result: Obama/Biden by 7%

- Obama won virtually all big electoral states, plus took nine traditional GOP-held states (NV, CO, NM, NC, VA, IN, OH, IA, FL)
- Democrats regained control of the US House and Senate



Election Day 2008 Results by State

Source: [FEC.gov](http://FEC.gov)



# 2012 President: Romney/Ryan vs. Obama/Biden

## Custom Chart: 2012 General Election: Romney vs. Obama

A user created this chart. Pollster editors have not endorsed it. [Back to official chart »](#)

SMOOTHING

MODERATE

DATE RANGE

11/01/2012

11/06/2012

PERCENT RANGE

35

55

PLOT

☒ Polls

☒ Polling Average

POLLSTERS

PARTISANSHIP

SUBPOPULATIONS

**Choices** Click a choice to show or hide it on the chart.

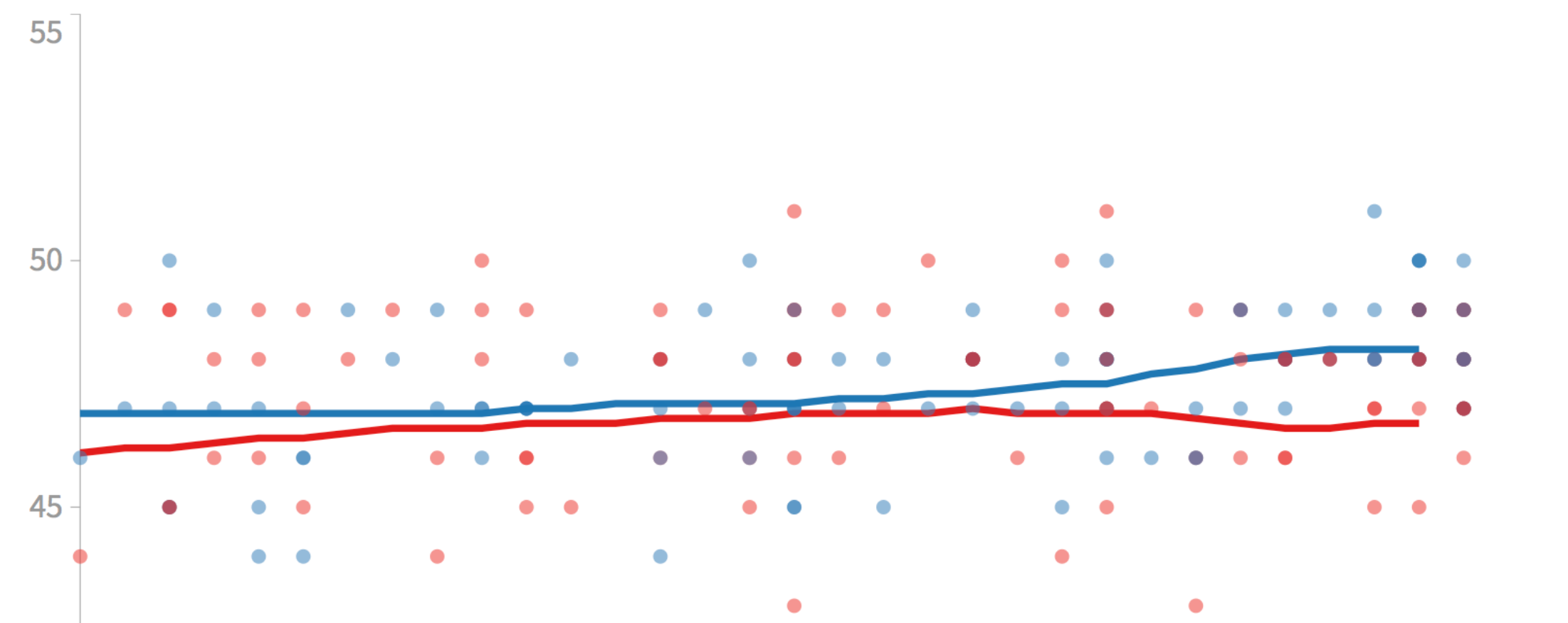
☒ Obama **48.2%** INCUMBENT

☒ Romney **46.7%**

☐ Undecided **3.2%**

☐ Other **5.1%**

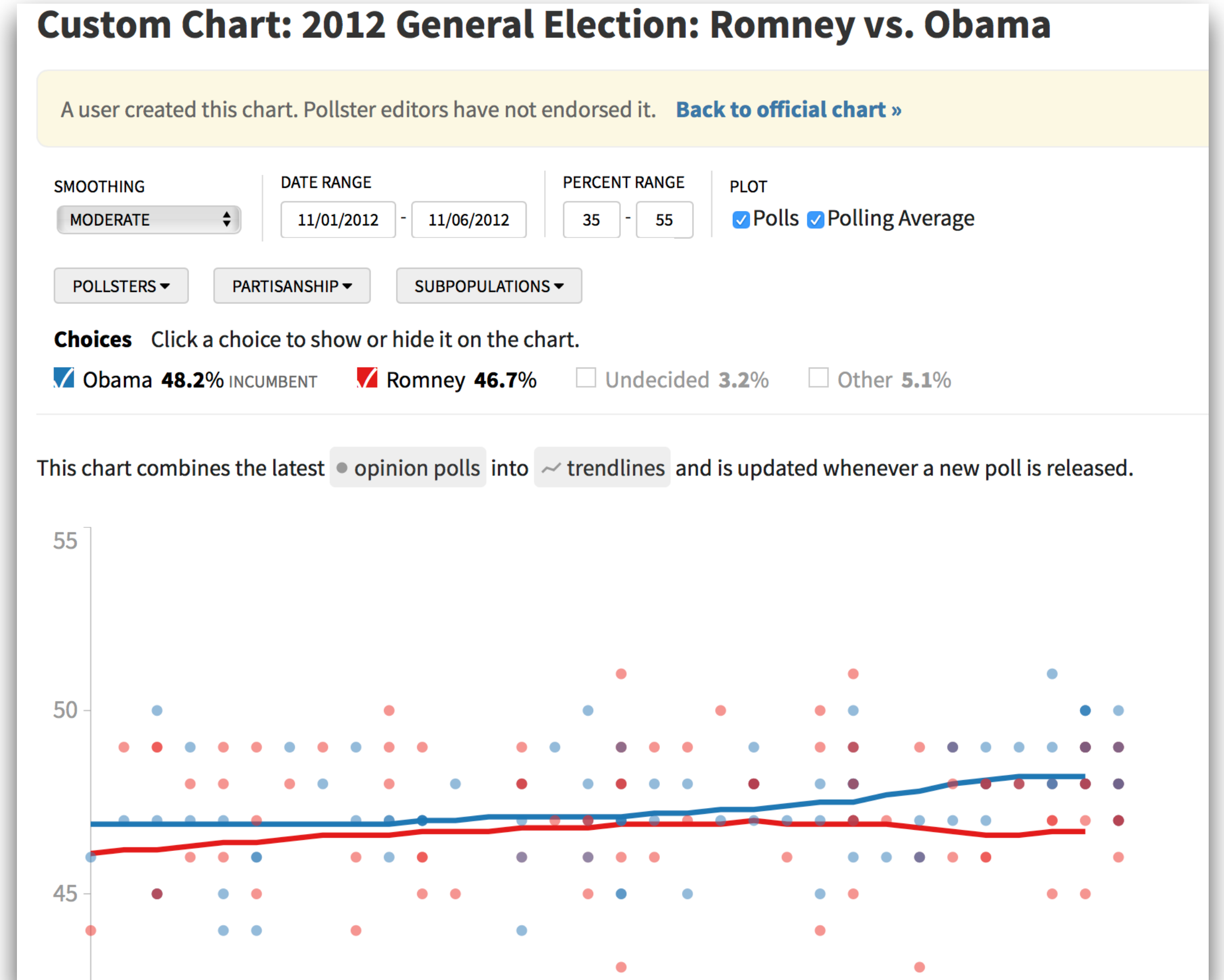
This chart combines the latest ☒ opinion polls into ☒ trendlines and is updated whenever a new poll is released.



November 2012 Meta-Poll Tracking  
Source: Pollster/Huffington Post

# 2012 President: Romney/Ryan vs. Obama/Biden

- Fiercely contested race through the primaries and the general

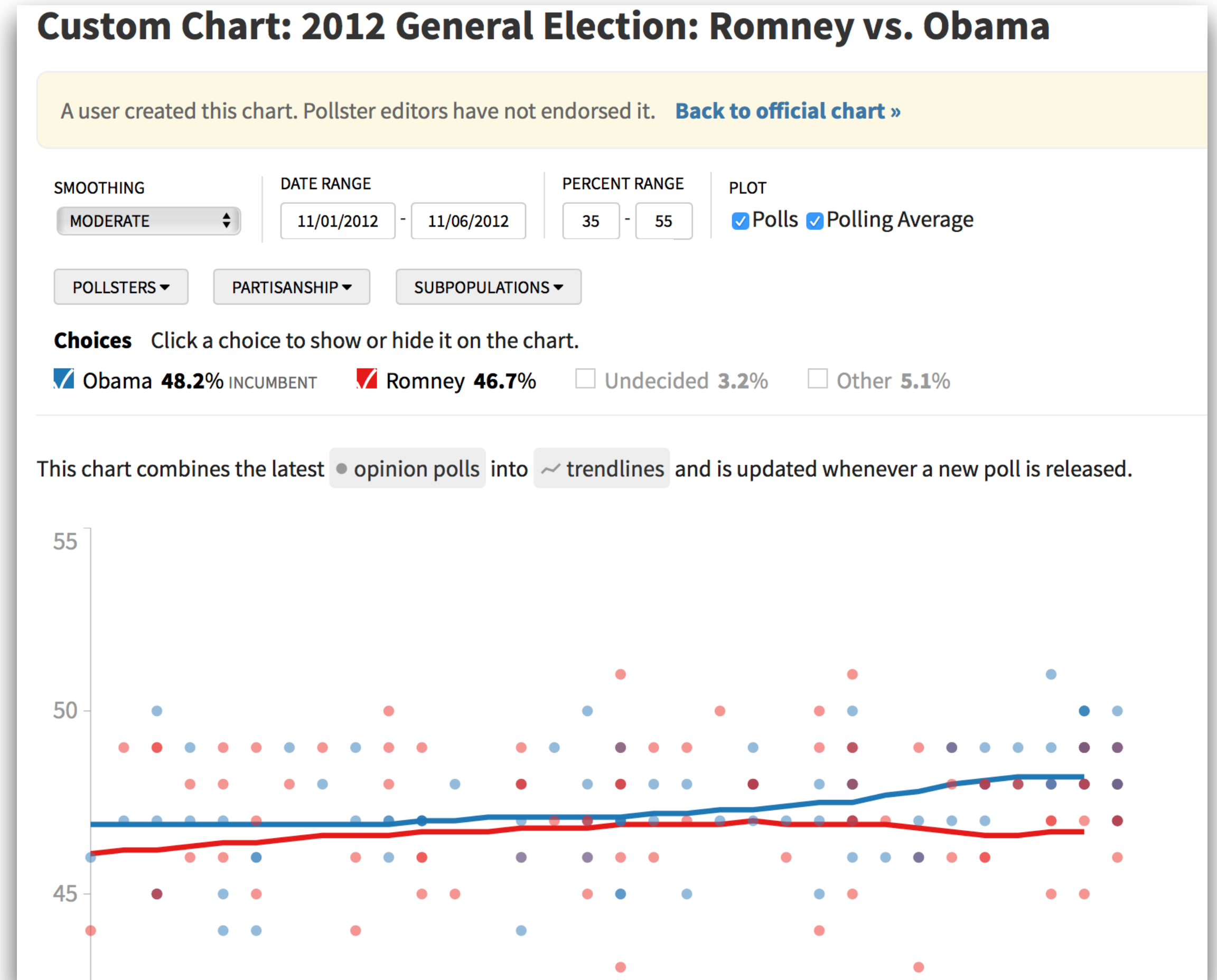


November 2012 Meta-Poll Tracking  
Source: Pollster/Huffington Post



# 2012 President: Romney/Ryan vs. Obama/Biden

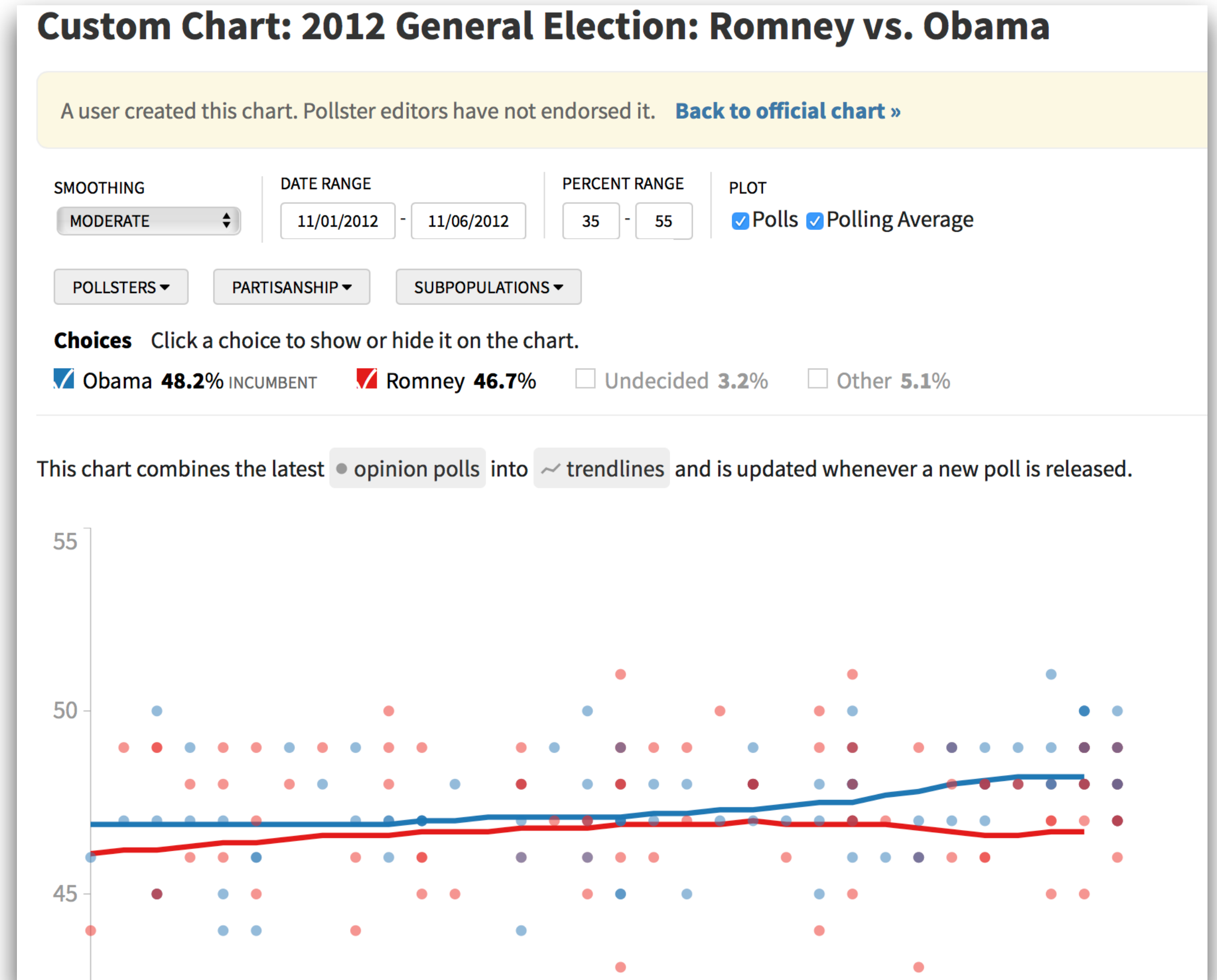
- Fiercely contested race through the primaries and the general
- Race “too close to call” as late as Election Day, but with Obama showing late surge



November 2012 Meta-Poll Tracking  
Source: Pollster/Huffington Post

# 2012 President: Romney/Ryan vs. Obama/Biden

- Fiercely contested race through the primaries and the general
- Race “too close to call” as late as Election Day, but with Obama showing late surge
- All Election Day polls were within the “margin of error”



November 2012 Meta-Poll Tracking  
Source: Pollster/Huffington Post



# What Changed in the 2012 Race

# What Changed in the 2012 Race

- Social media was now a significant factor in reaching the majority of younger voters, even more so for minority voters



# What Changed in the 2012 Race

- Social media was now a significant factor in reaching the majority of younger voters, even more so for minority voters
- The Citizens United vs. FEC Supreme Court decision in 2010 meant that for the first time in US history, outside groups and corporations could spend ***UNLIMITED*** funds to support campaigns and candidates

# What Changed in the 2012 Race

- Social media was now a significant factor in reaching the majority of younger voters, even more so for minority voters
- The Citizens United vs. FEC Supreme Court decision in 2010 meant that for the first time in US history, outside groups and corporations could spend **UNLIMITED** funds to support campaigns and candidates
- Technology had kept moving ahead at its inexorable rate, with two more doublings of price/performance since 2008



# What Changed in the 2012 Race

- Social media was now a significant factor in reaching the majority of younger voters, even more so for minority voters
- The Citizens United vs. FEC Supreme Court decision in 2010 meant that for the first time in US history, outside groups and corporations could spend **UNLIMITED** funds to support campaigns and candidates
- Technology had kept moving ahead at its inexorable rate, with two more doublings of price/performance since 2008
- Amazon Web Services was a thing



So Obama for  
America 2012 / DNC  
hires ***this*** guy





# Harper Reed





# Harper Reed

- B of A in Philosophy and CS, Cornell College, Mt. Vernon, Iowa — 2001





# Harper Reed

- B of A in Philosophy and CS, Cornell College, Mt. Vernon, Iowa — 2001
- Various tech-related jobs, 2002-2005





# Harper Reed

- B of A in Philosophy and CS, Cornell College, Mt. Vernon, Iowa — 2001
- Various tech-related jobs, 2002-2005
- Founded Threadless in 2005, a t-shirt printing company



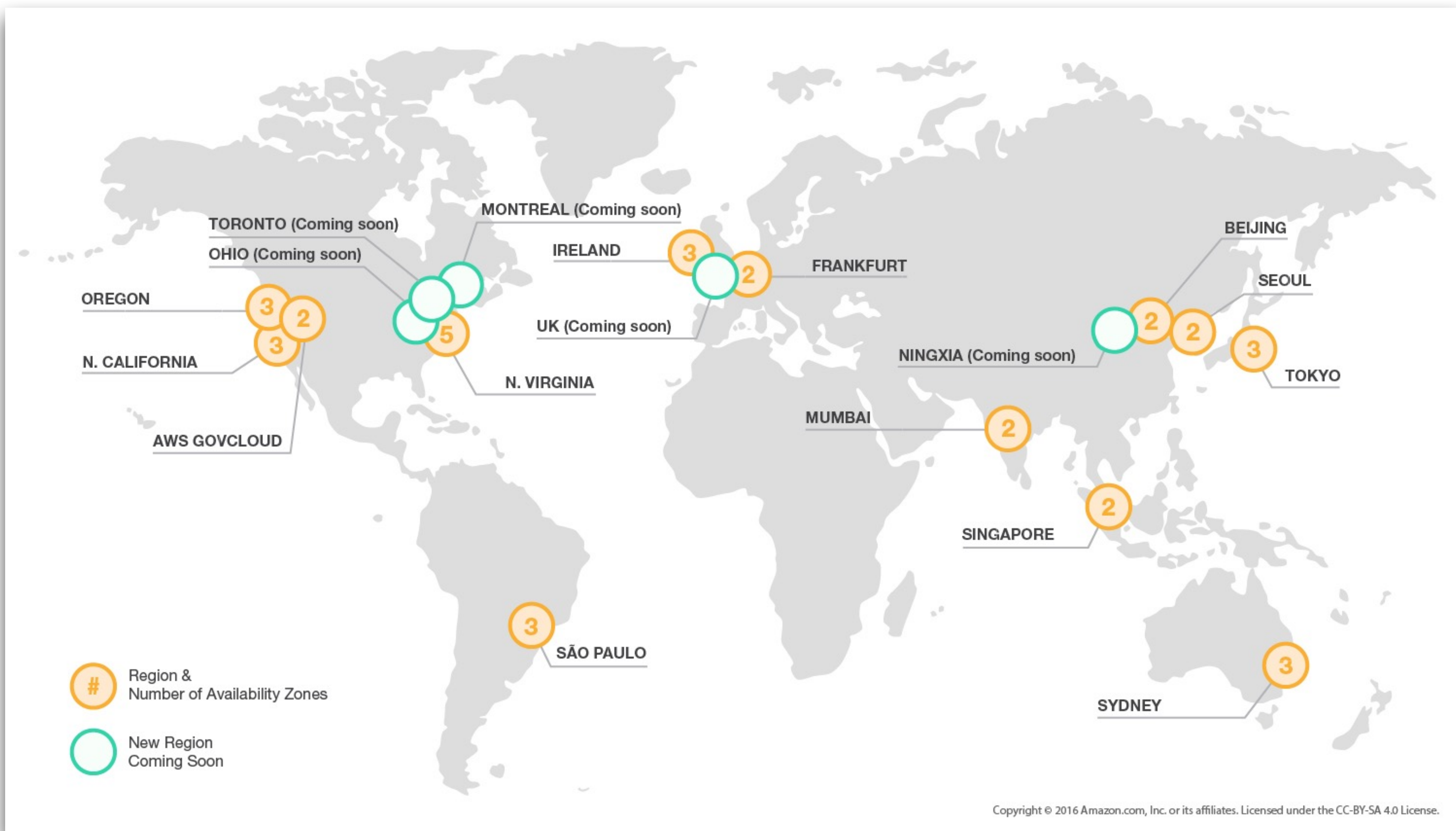


# Harper Reed

- B of A in Philosophy and CS, Cornell College, Mt. Vernon, Iowa — 2001
- Various tech-related jobs, 2002-2005
- Founded Threadless in 2005, a t-shirt printing company
- Hired in April 2011 by OFA as CTO based on his street cred and the fact that he was already in Chicago



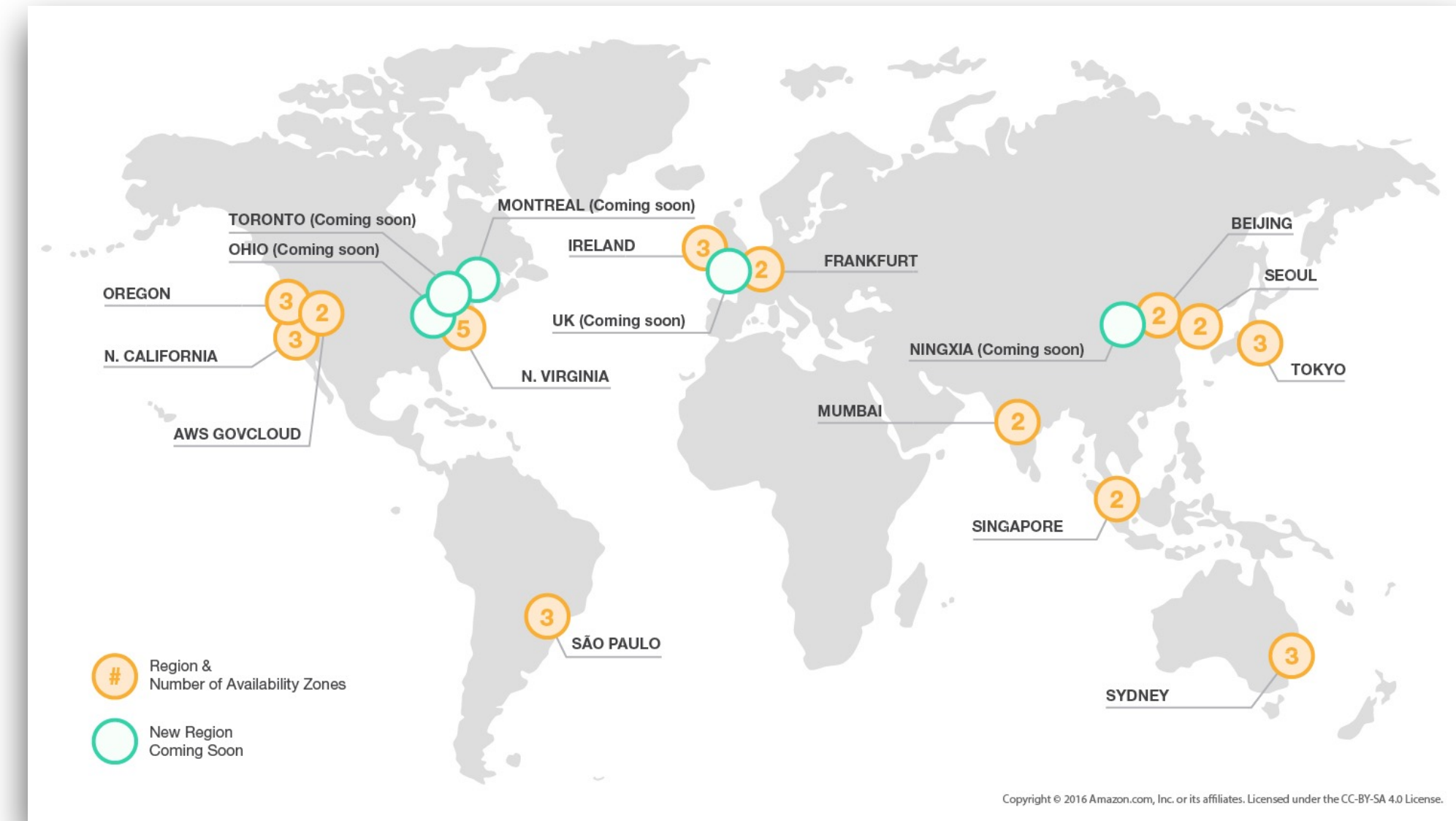




# Amazon Web Services

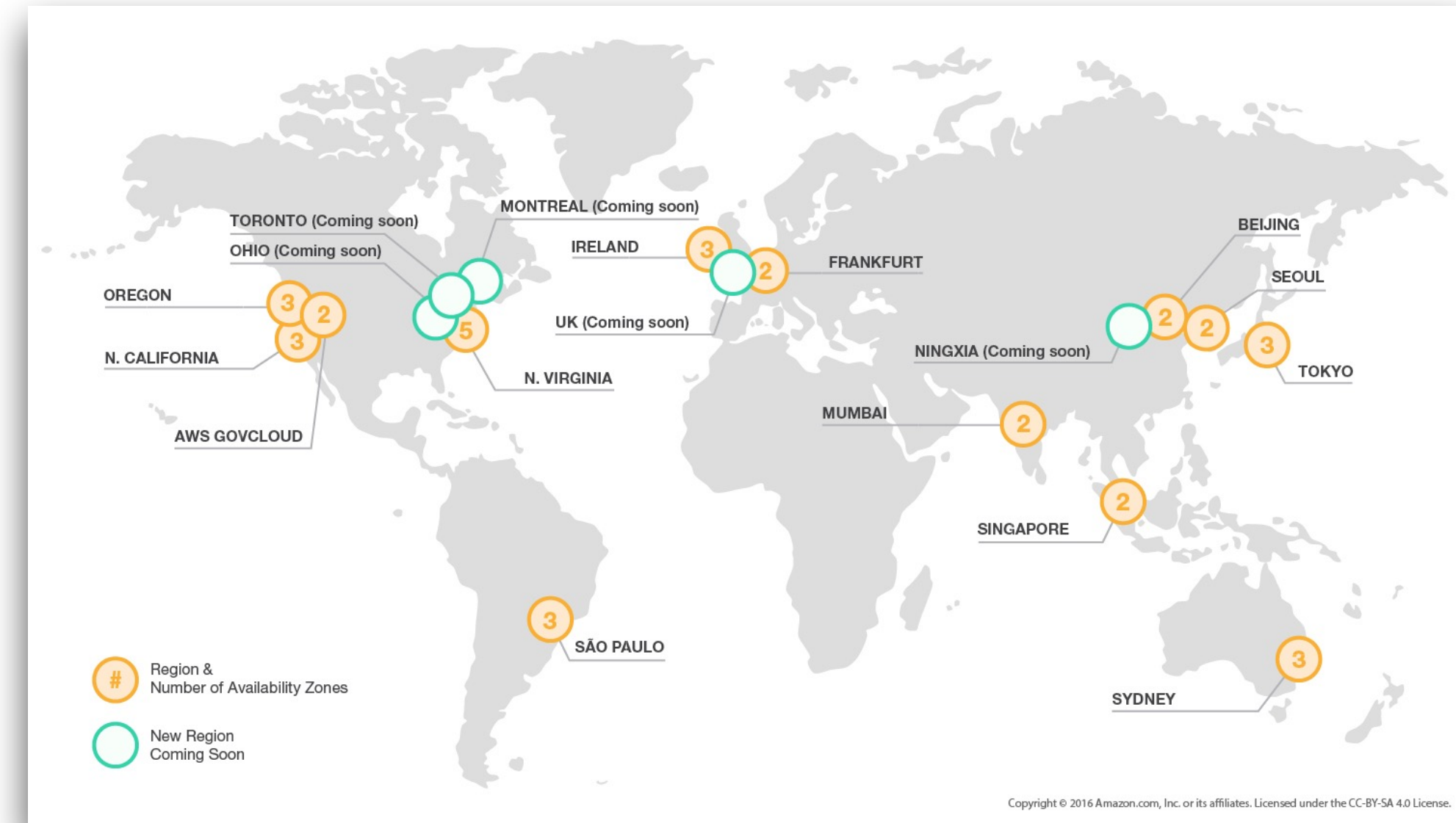


# Amazon Web Services



# Amazon Web Services

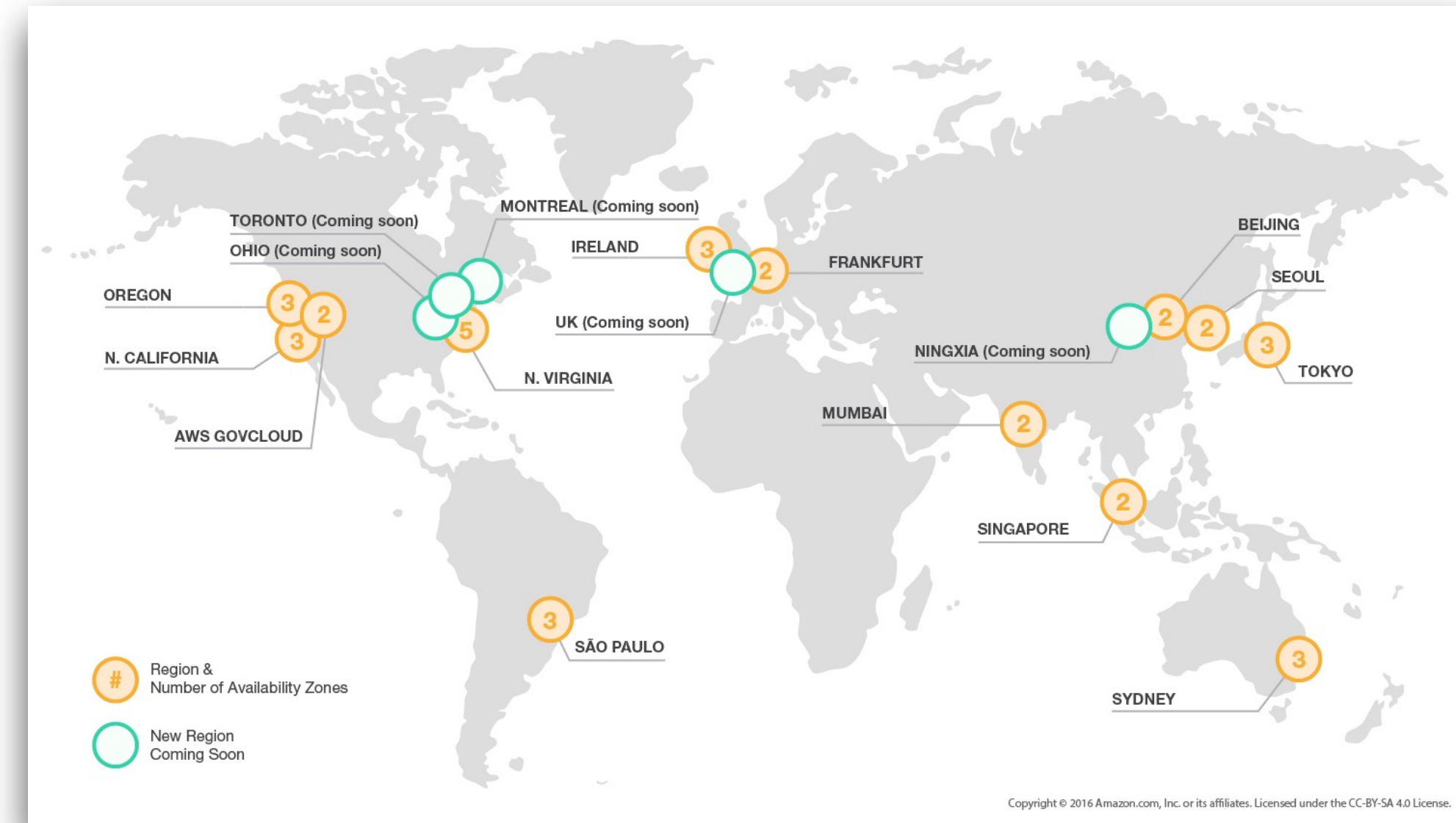
- Started in 2006, selling pay-as-you-go slices of Amazon's excess compute and storage capacity





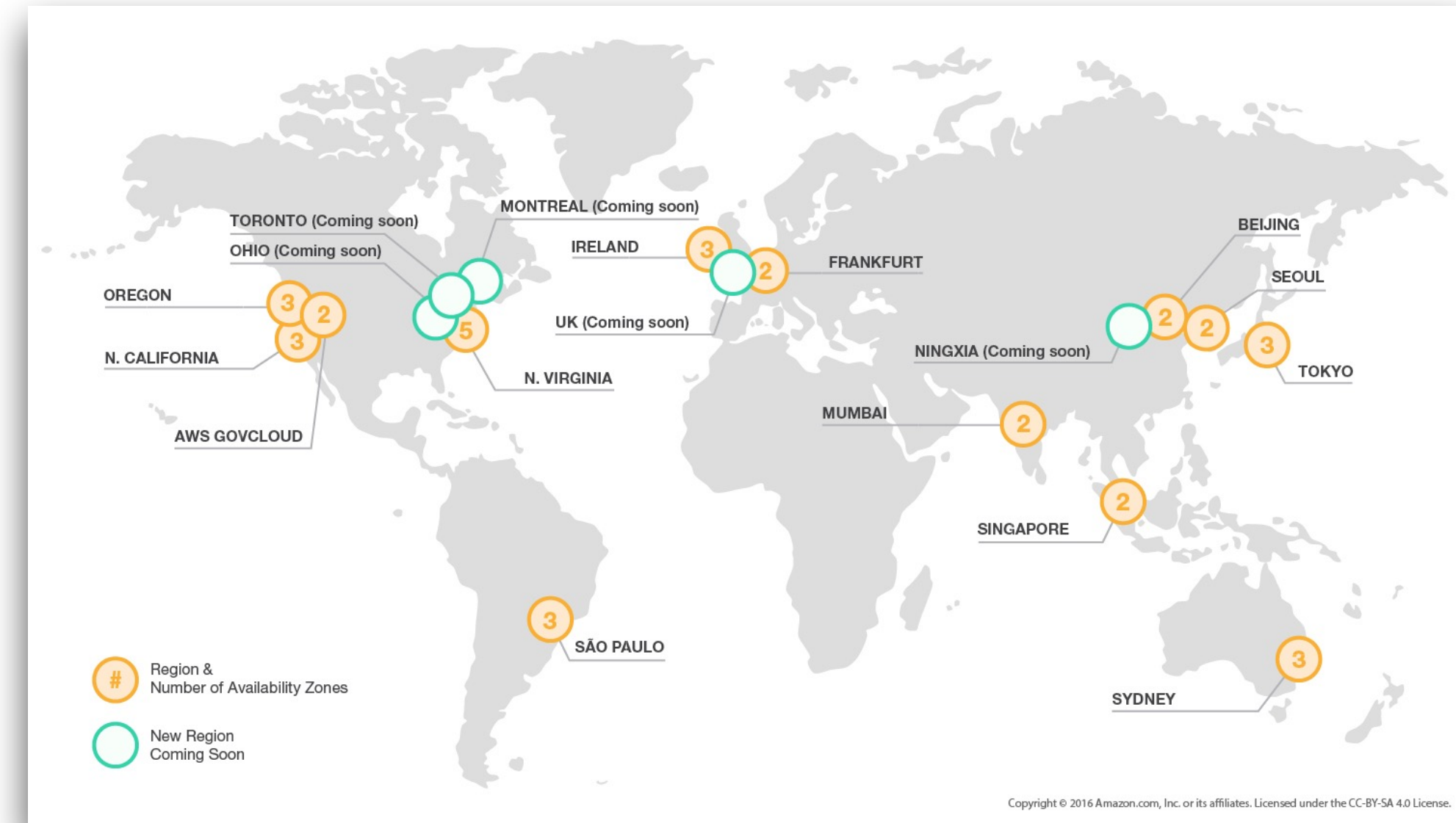
# Amazon Web Services

- Started in 2006, selling pay-as-you-go slices of Amazon's excess compute and storage capacity
- By 2010, was a \$1-billion, fast-growing division of Amazon



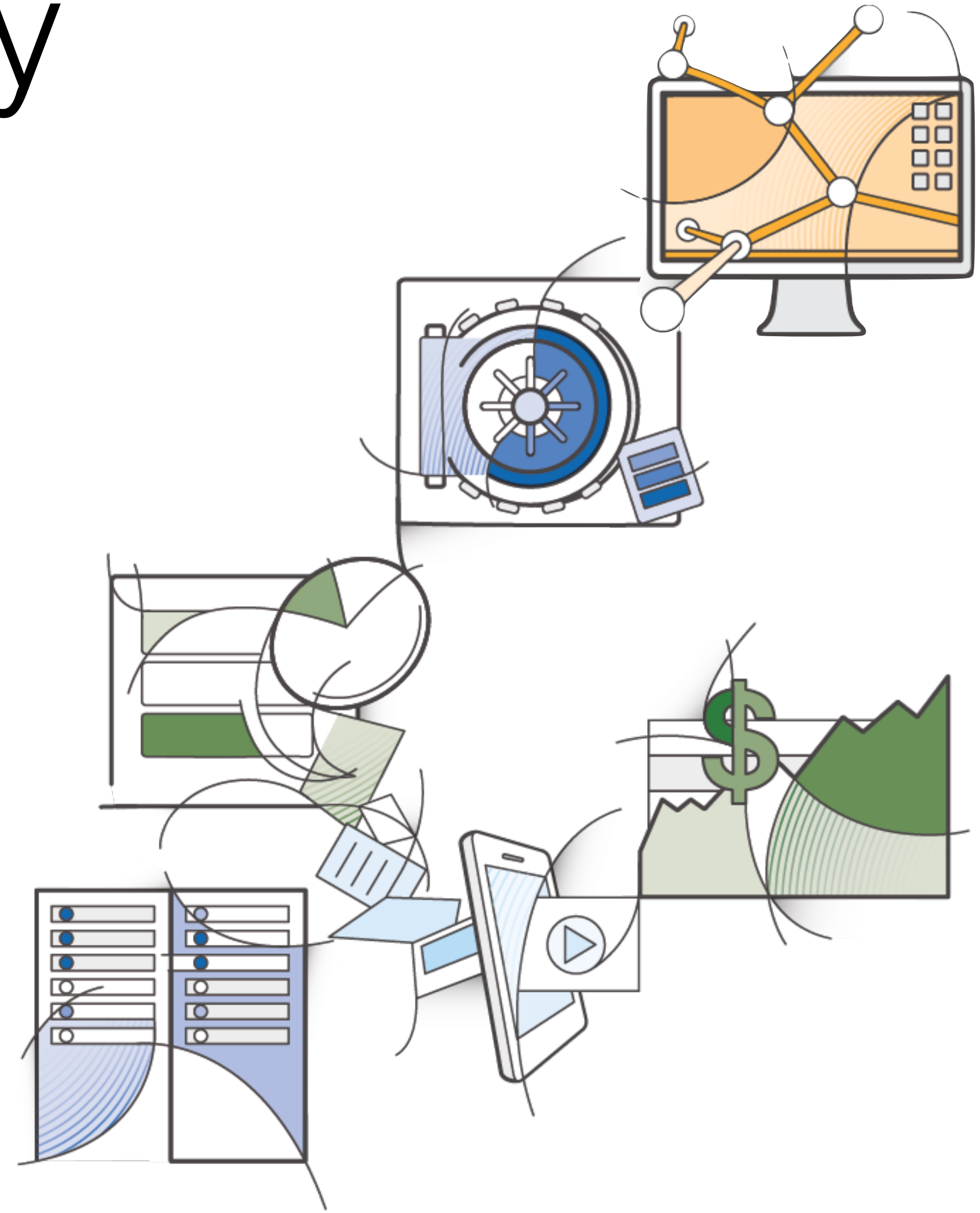
# Amazon Web Services

- Started in 2006, selling pay-as-you-go slices of Amazon's excess compute and storage capacity
- By 2010, was a \$1-billion, fast-growing division of Amazon
- By 2011, AWS was adding more capacity EACH DAY than was used to run ALL of amazon.com in 2007!



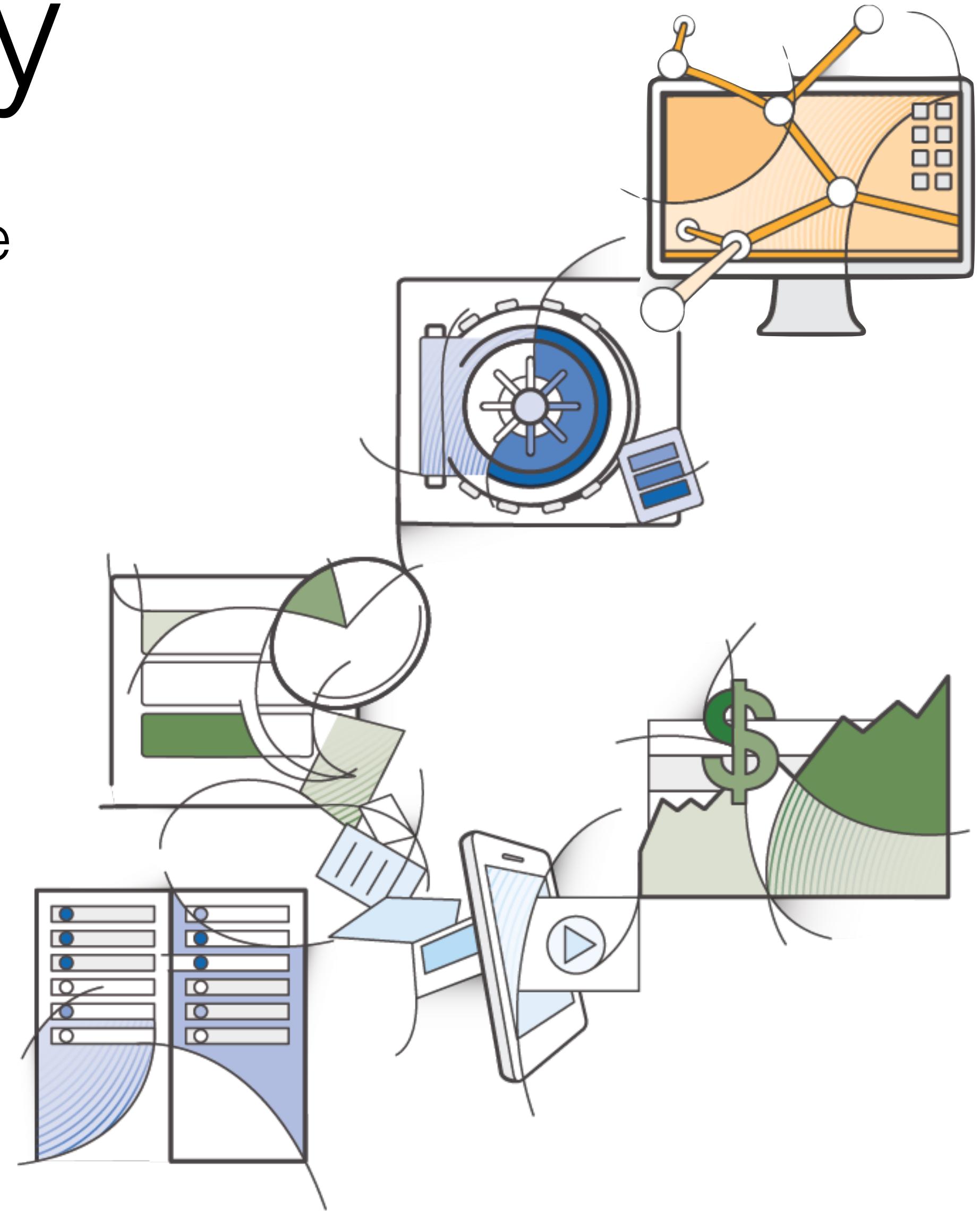


# AWS Today



# AWS Today

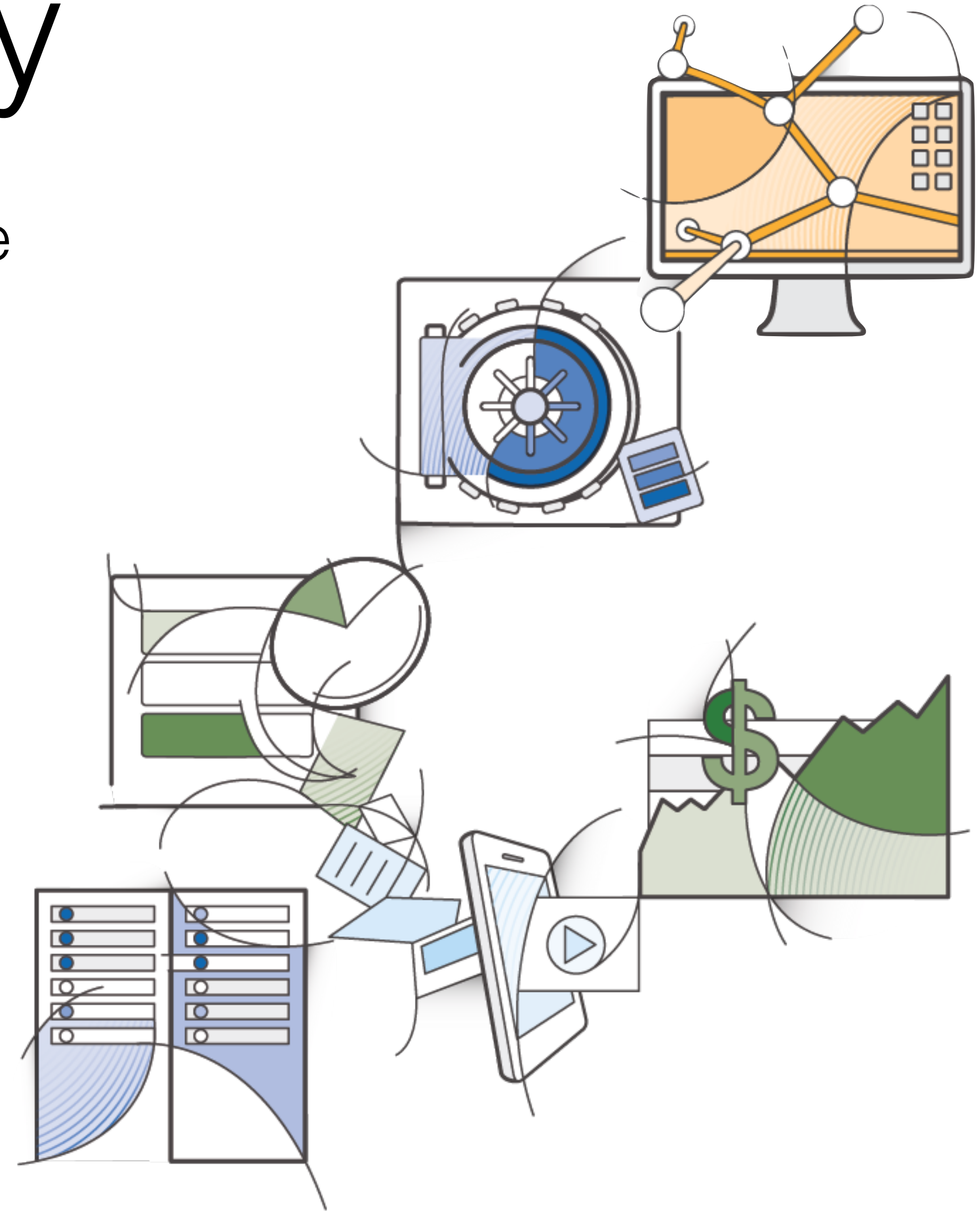
- AWS is Amazon's fastest-growing business and the cloud computing leader with 40%+ market share





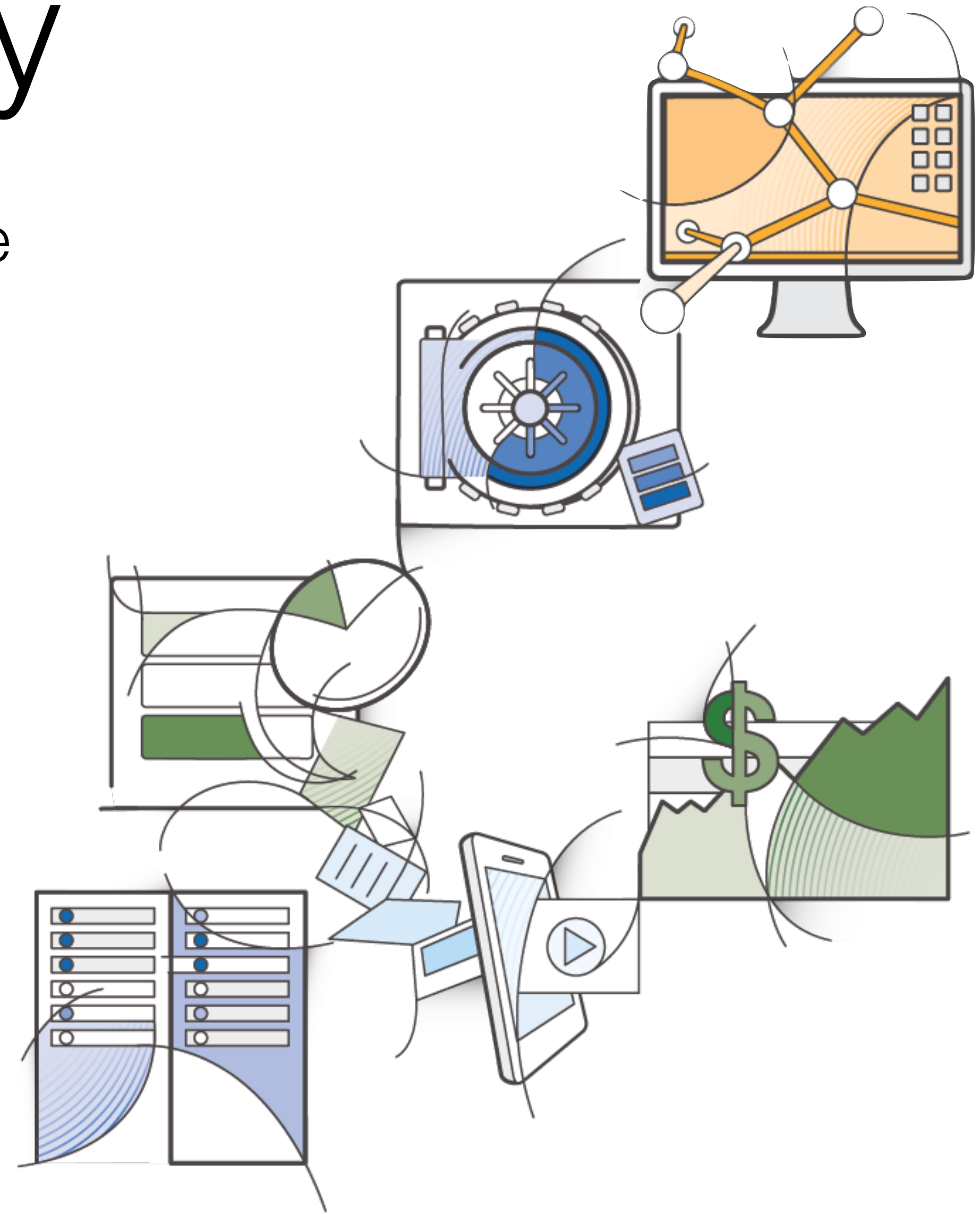
# AWS Today

- AWS is Amazon's fastest-growing business and the cloud computing leader with 40%+ market share
- Bigger than all of Facebook and growing 4x faster



# AWS Today

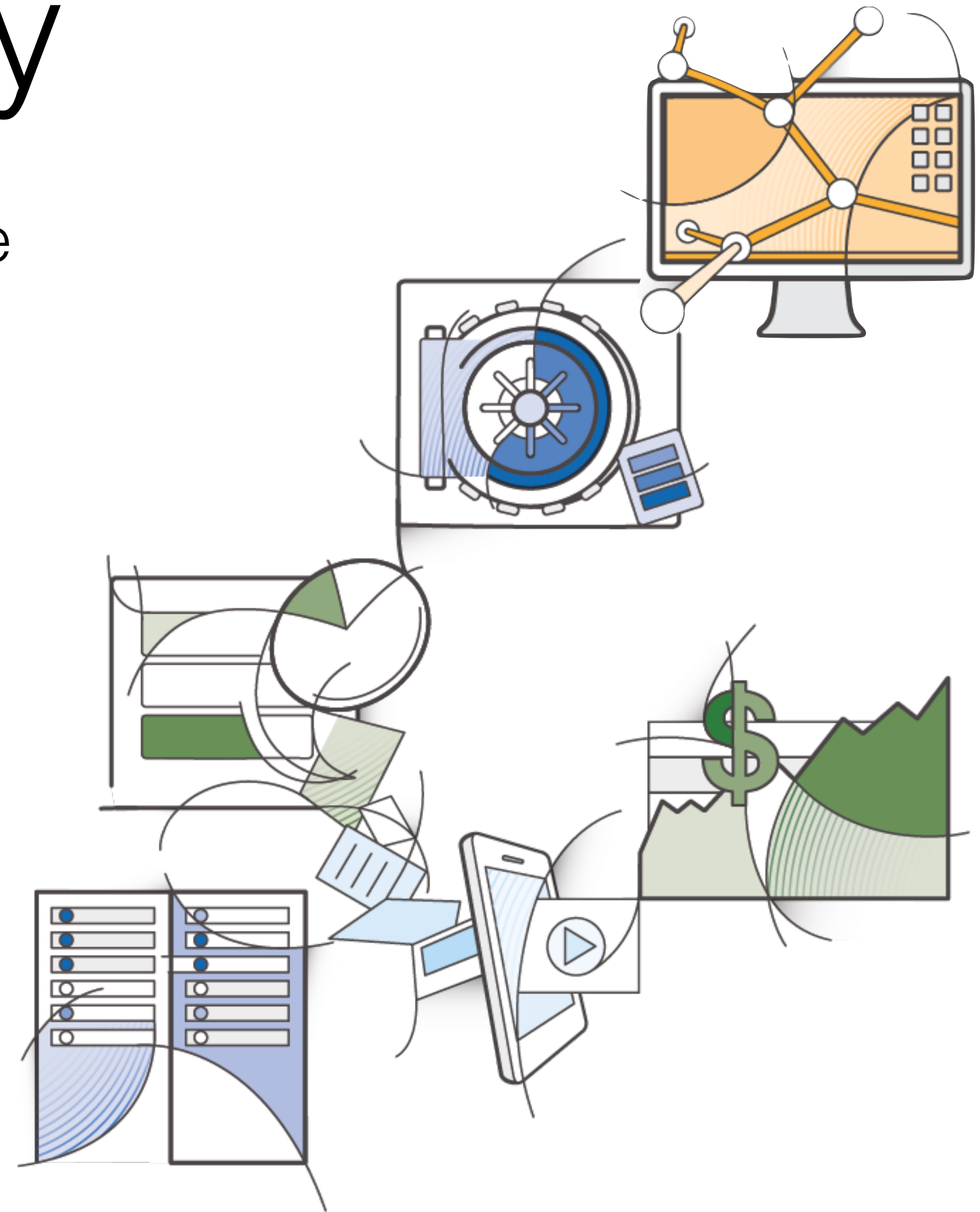
- AWS is Amazon's fastest-growing business and the cloud computing leader with 40%+ market share
- Bigger than all of Facebook and growing 4x faster
- Over 200,000 customers worldwide





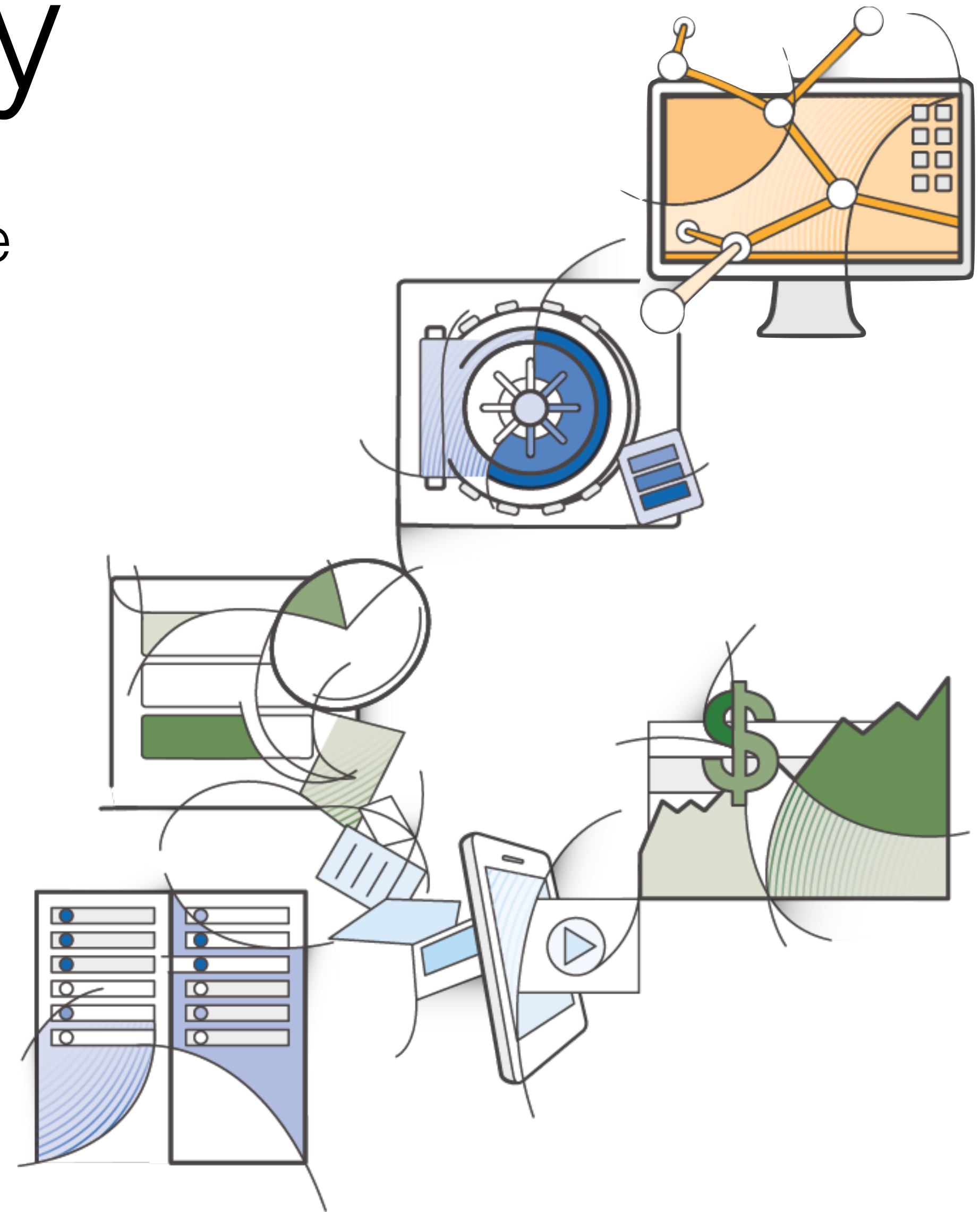
# AWS Today

- AWS is Amazon's fastest-growing business and the cloud computing leader with 40%+ market share
- Bigger than all of Facebook and growing 4x faster
- Over 200,000 customers worldwide
- 60 datacenters on five continents, over 120 core services, possibly as many as a million servers, adding new services & lowering prices on an almost weekly basis



# AWS Today

- AWS is Amazon's fastest-growing business and the cloud computing leader with 40%+ market share
- Bigger than all of Facebook and growing 4x faster
- Over 200,000 customers worldwide
- 60 datacenters on five continents, over 120 core services, possibly as many as a million servers, adding new services & lowering prices on an almost weekly basis
- Learn more at [aws.amazon.com](https://aws.amazon.com)







mlbam

intuit

NETFLIX

yelp



slack



airbnb



Expedia

LIONSGATE

lyft

# OFA Technology Team



# OFA Technology Team

- Grew to 500+ developers, programmers, operations admins and statisticians/demographers by Election Day

# OFA Technology Team

- Grew to 500+ developers, programmers, operations admins and statisticians/demographers by Election Day
- Built over 120 new apps from scratch, all running on AWS



# OFA Technology Team

- Grew to 500+ developers, programmers, operations admins and statisticians/demographers by Election Day
- Built over 120 new apps from scratch, all running on AWS
- Custom apps for everything from polling-place incident reporting to GOTV, canvassing, Twitter/Facebook campaigning, call center ops, donation drives & tracking, much, much more

# OFA Technology Team

- Grew to 500+ developers, programmers, operations admins and statisticians/demographers by Election Day
- Built over 120 new apps from scratch, all running on AWS
- Custom apps for everything from polling-place incident reporting to GOTV, canvassing, Twitter/Facebook campaigning, call center ops, donation drives & tracking, much, much more
- All tied together with a master control program called “Narwhal”



# OFA Technology Team

- Grew to 500+ developers, programmers, operations admins and statisticians/demographers by Election Day
- Built over 120 new apps from scratch, all running on AWS
- Custom apps for everything from polling-place incident reporting to GOTV, canvassing, Twitter/Facebook campaigning, call center ops, donation drives & tracking, much, much more
- All tied together with a master control program called “Narwhal”
- The GOP didn’t really have anything close to this sophisticated

# GOP's Project Orca

## **Vote mobilization problems**



Romney replaced the traditional [GOTV](#) system with the centralized [Project Orca](#). The project failed to mobilize 40,000 volunteers in key states during the election day.<sup>[173]</sup>



# GOP's Project Orca

## Vote mobilization problems

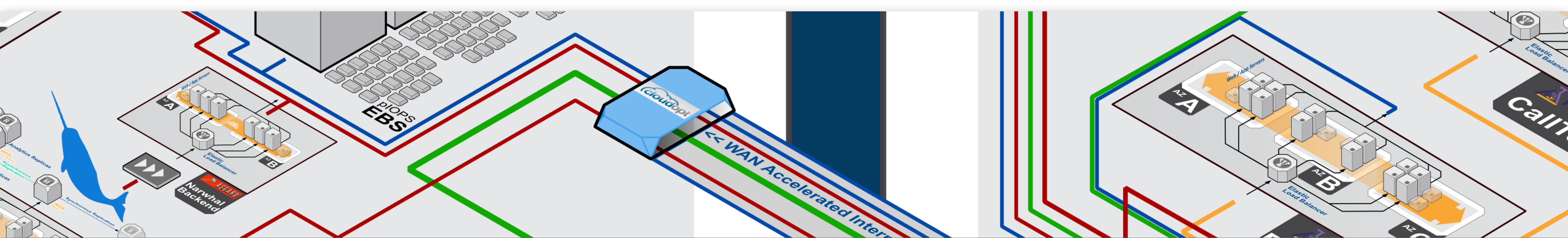
Romney replaced the traditional [GOTV](#) system with the centralized [Project Orca](#). The project failed to mobilize 40,000 volunteers in key states during the election day.<sup>[173]</sup>

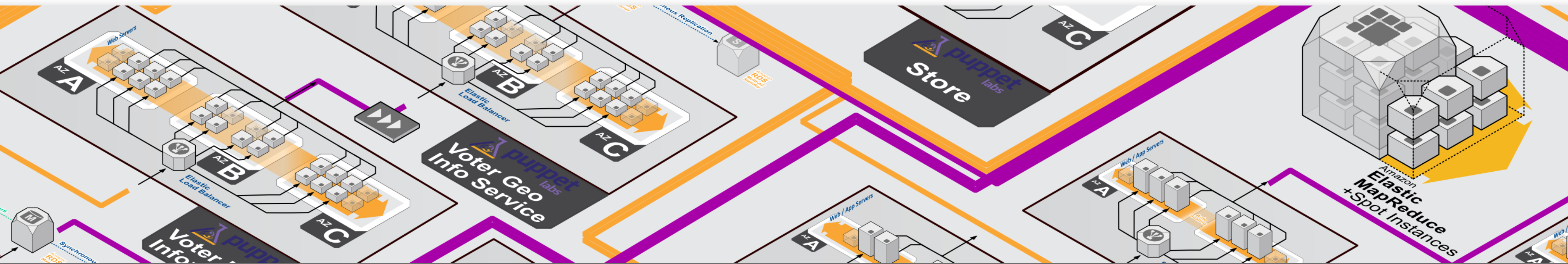


source: Wikipedia,  
*Washington Post* 11/16/12

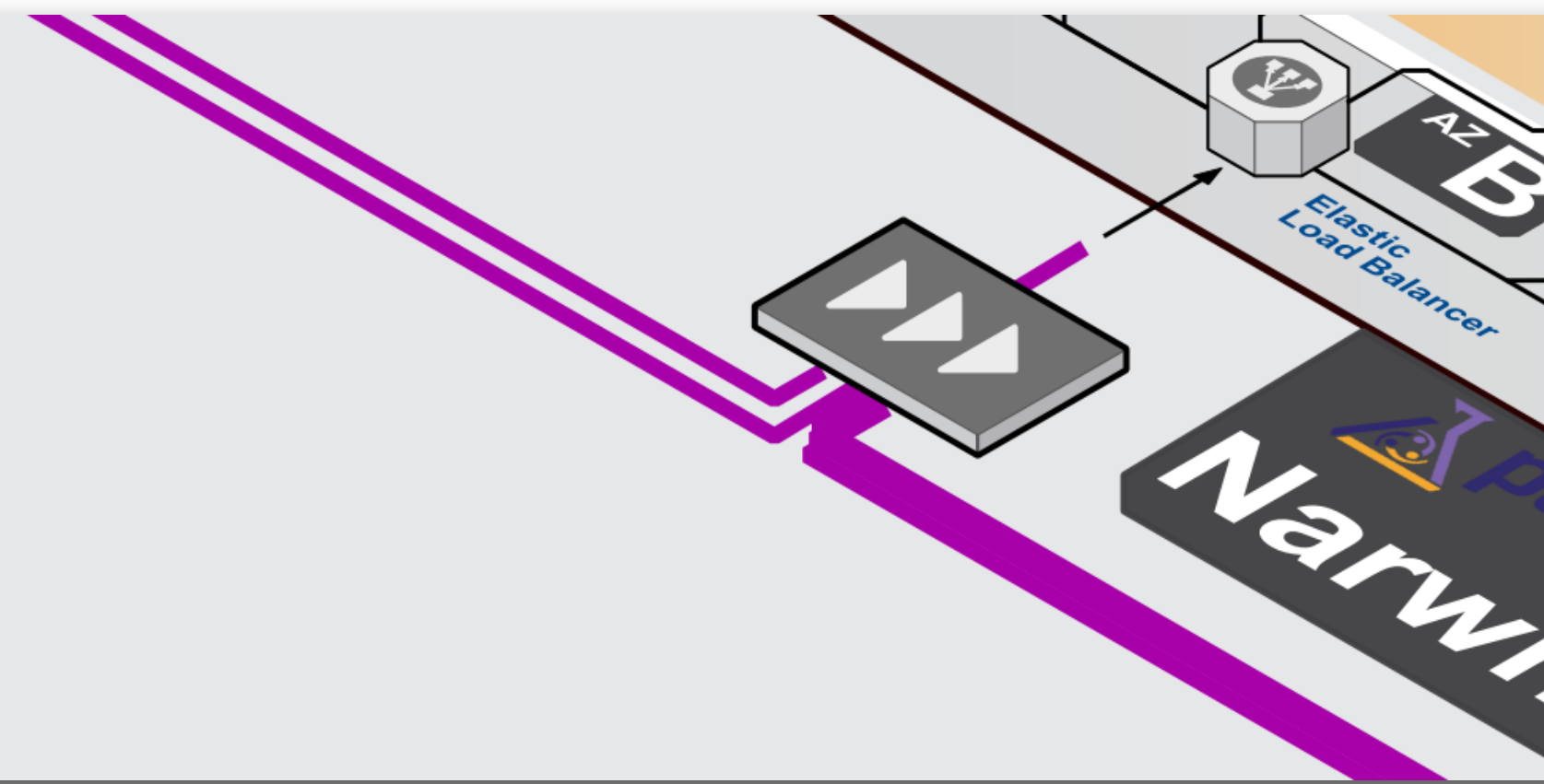
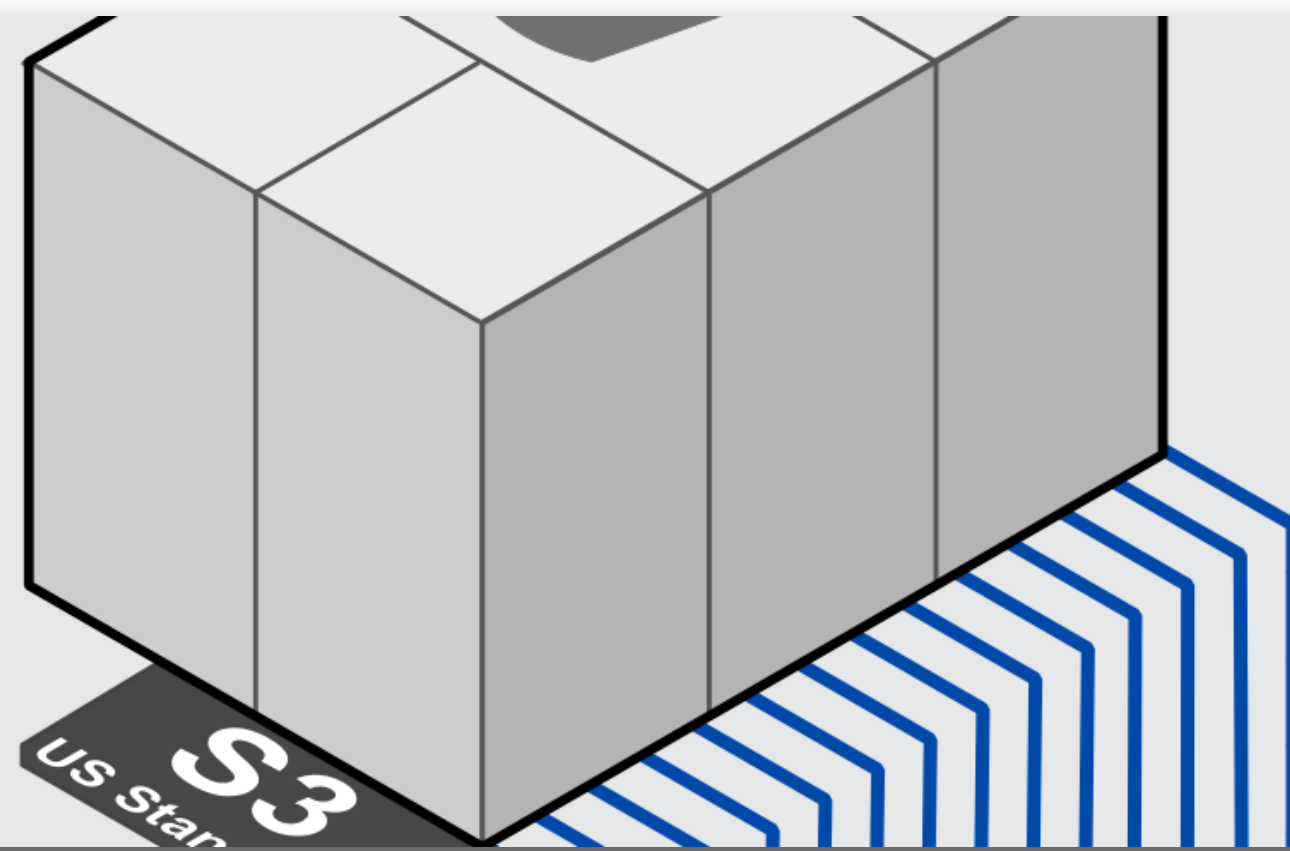
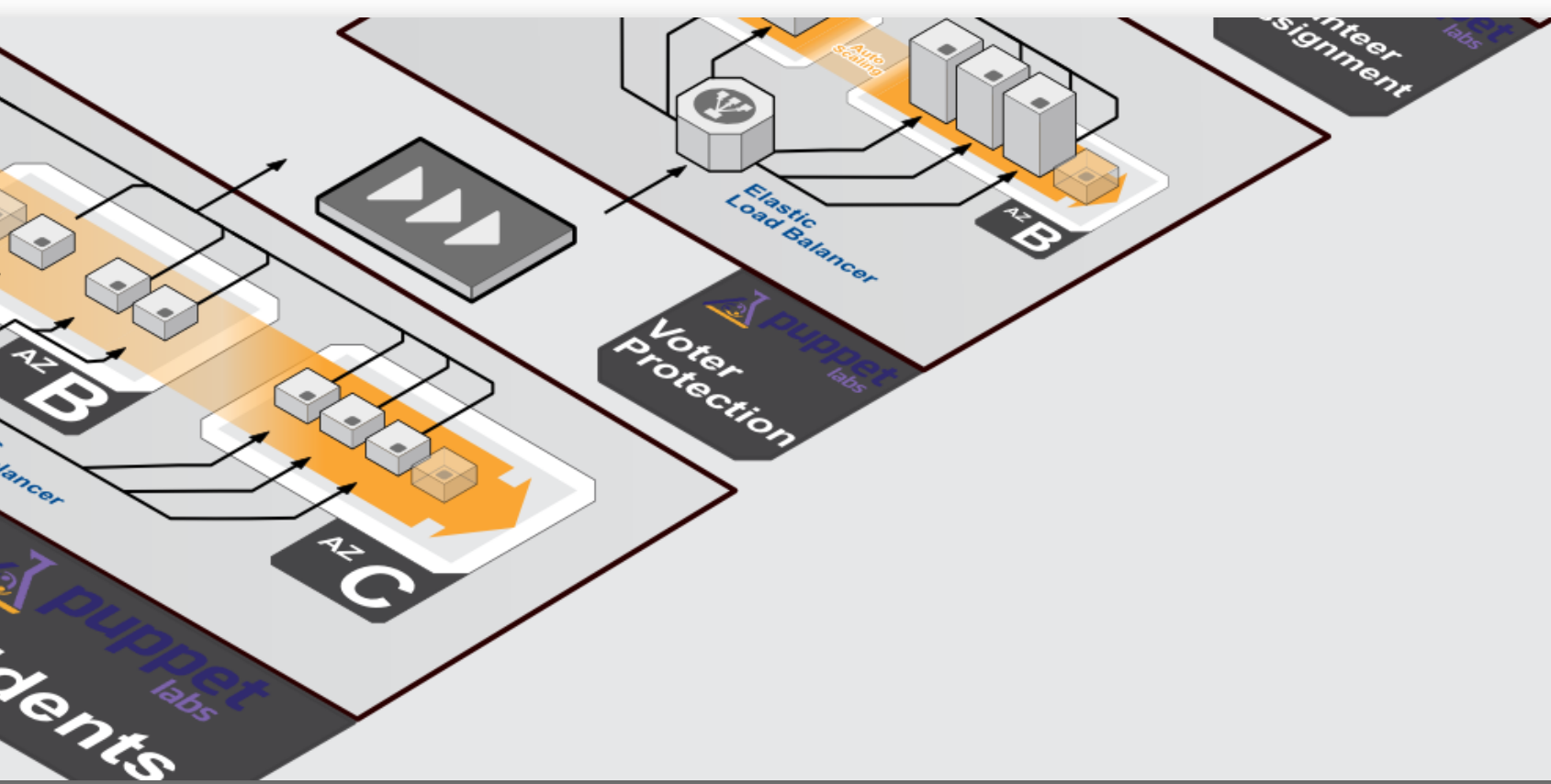


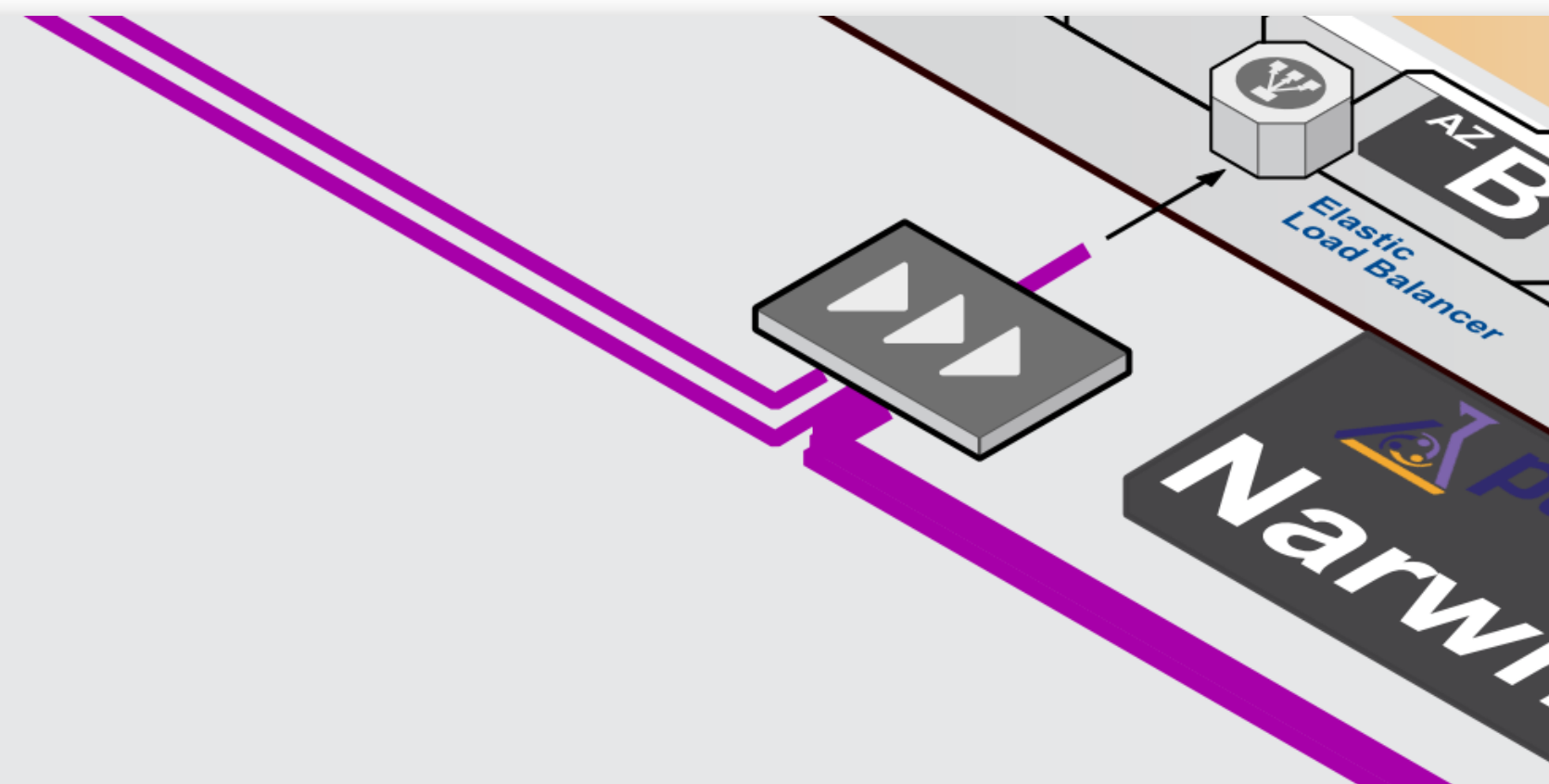
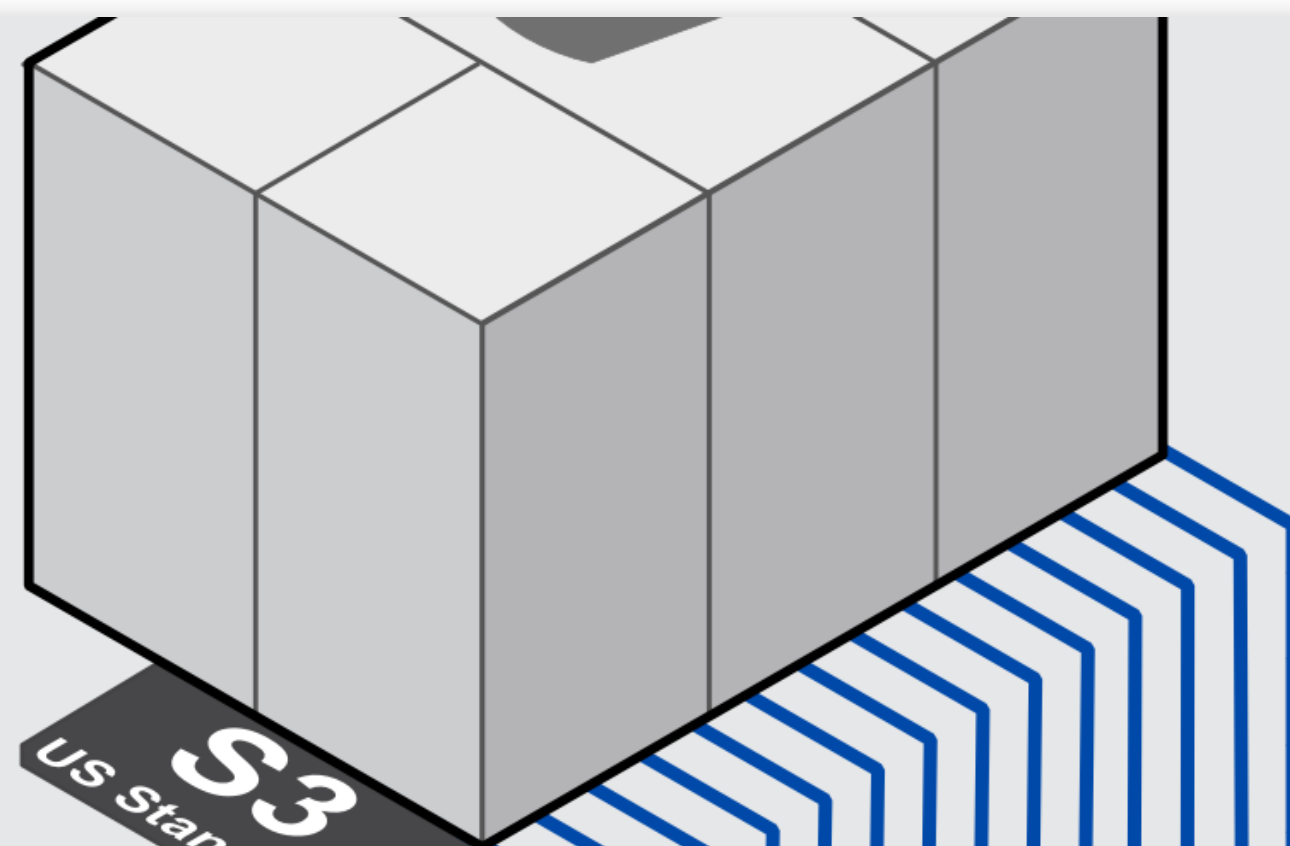
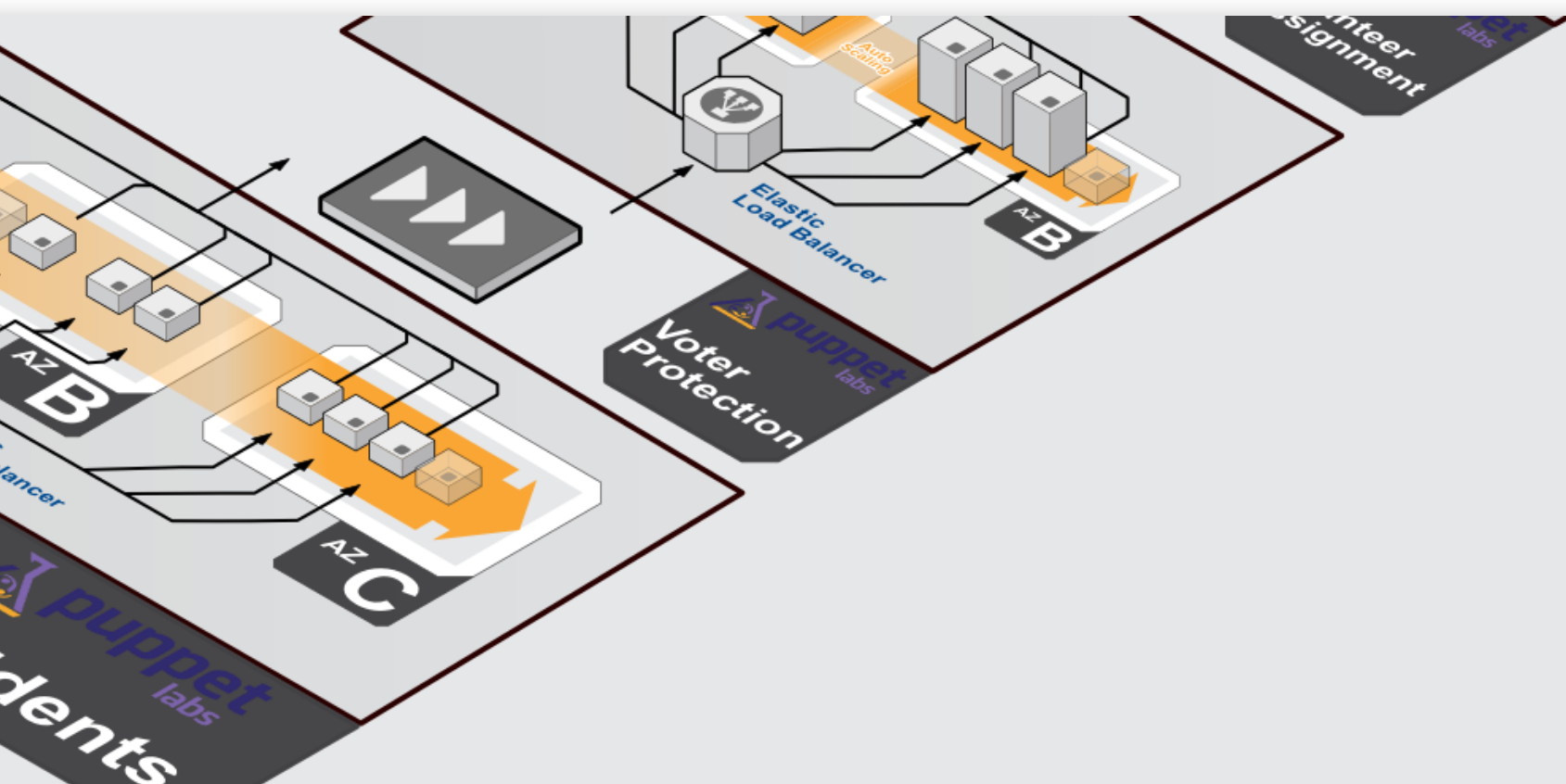














# OFA Stats

# OFA Stats

- In the week prior to Election Day, Amazon reported that OFA was their single biggest client — consuming almost twice as much of AWS's capacity as Netflix



# OFA Stats

- In the week prior to Election Day, Amazon reported that OFA was their single biggest client — consuming almost twice as much of AWS's capacity as Netflix
- Estimates are that OFA was using 80,000-150,000 AWS servers, running 24/7, to support the campaign and GOTV efforts

# OFA Stats

- In the week prior to Election Day, Amazon reported that OFA was their single biggest client — consuming almost twice as much of AWS's capacity as Netflix
- Estimates are that OFA was using 80,000-150,000 AWS servers, running 24/7, to support the campaign and GOTV efforts
- And the morning after the vote, OFA switched it all off and handed it back to Amazon, without spending another dime on the infrastructure



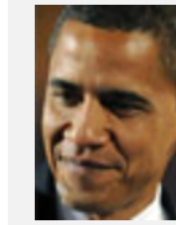
# Result: Obama/Biden by 4%

## President: Full Results

Result Details

Exit Polls

Candidates need 270 electoral votes to win the presidency



Obama

**332** Electoral Votes

**51%** 65,455,010 votes

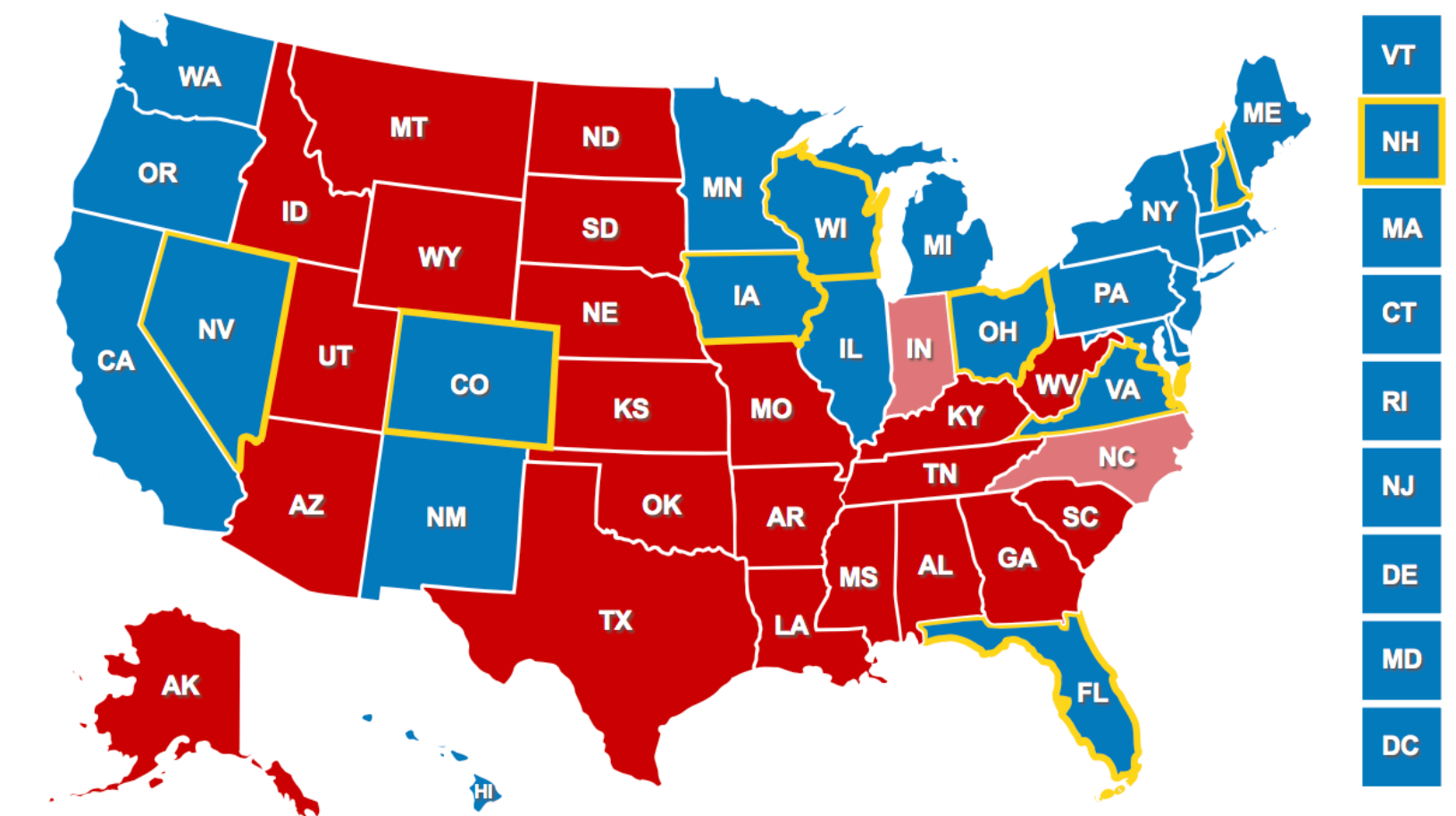


Romney

Electoral Votes **206**

60,771,703 votes **47%**

■ Democrats ■ Republicans ■ Still voting ■ Processing results  
■ No race ■ Battleground state *Note: Lighter colors indicate party change*

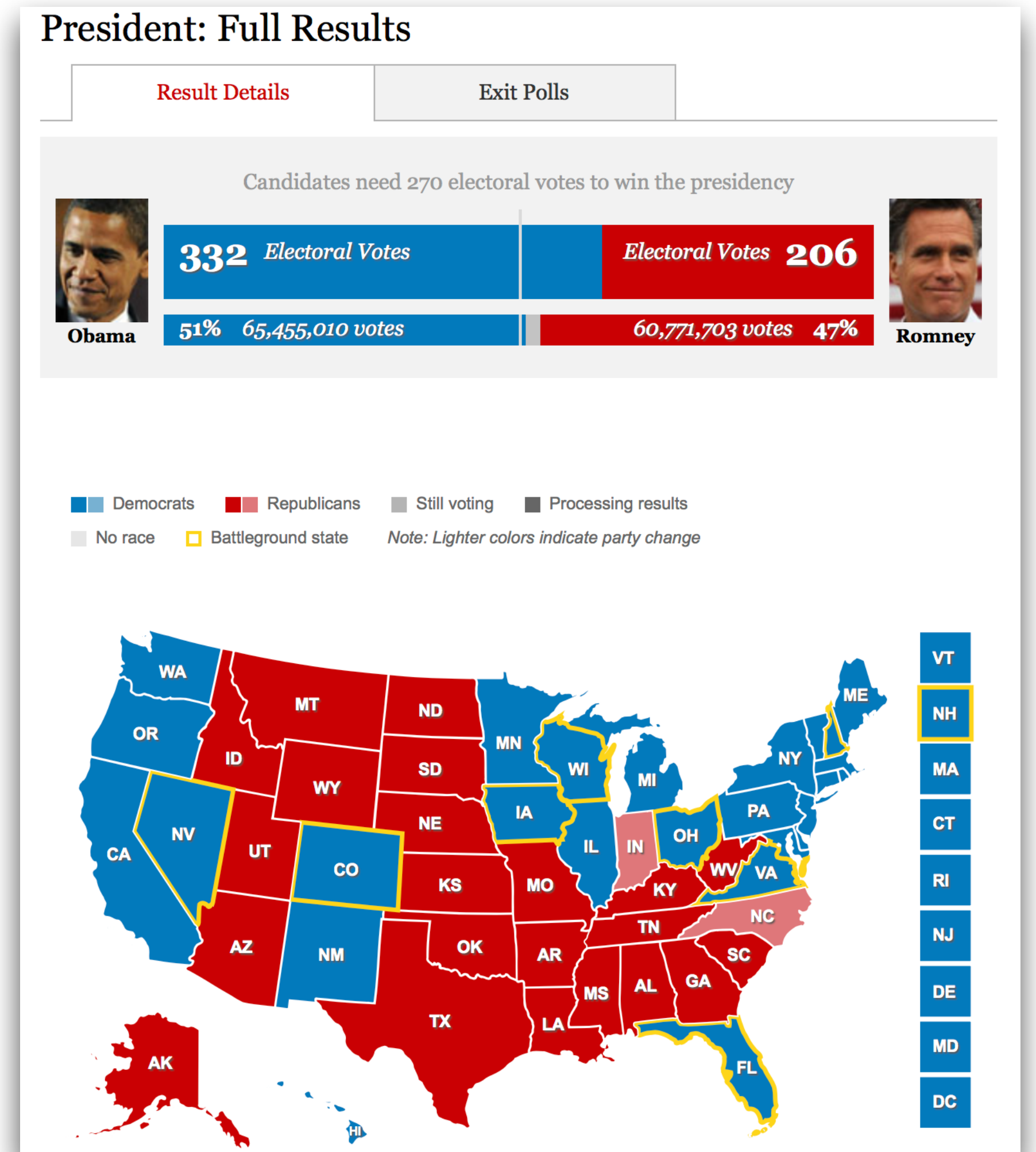


Election Day 2012 Results by State

Source: [cnn.com](http://cnn.com)

# Result: Obama/Biden by 4%

- Obama won every single “battleground” state

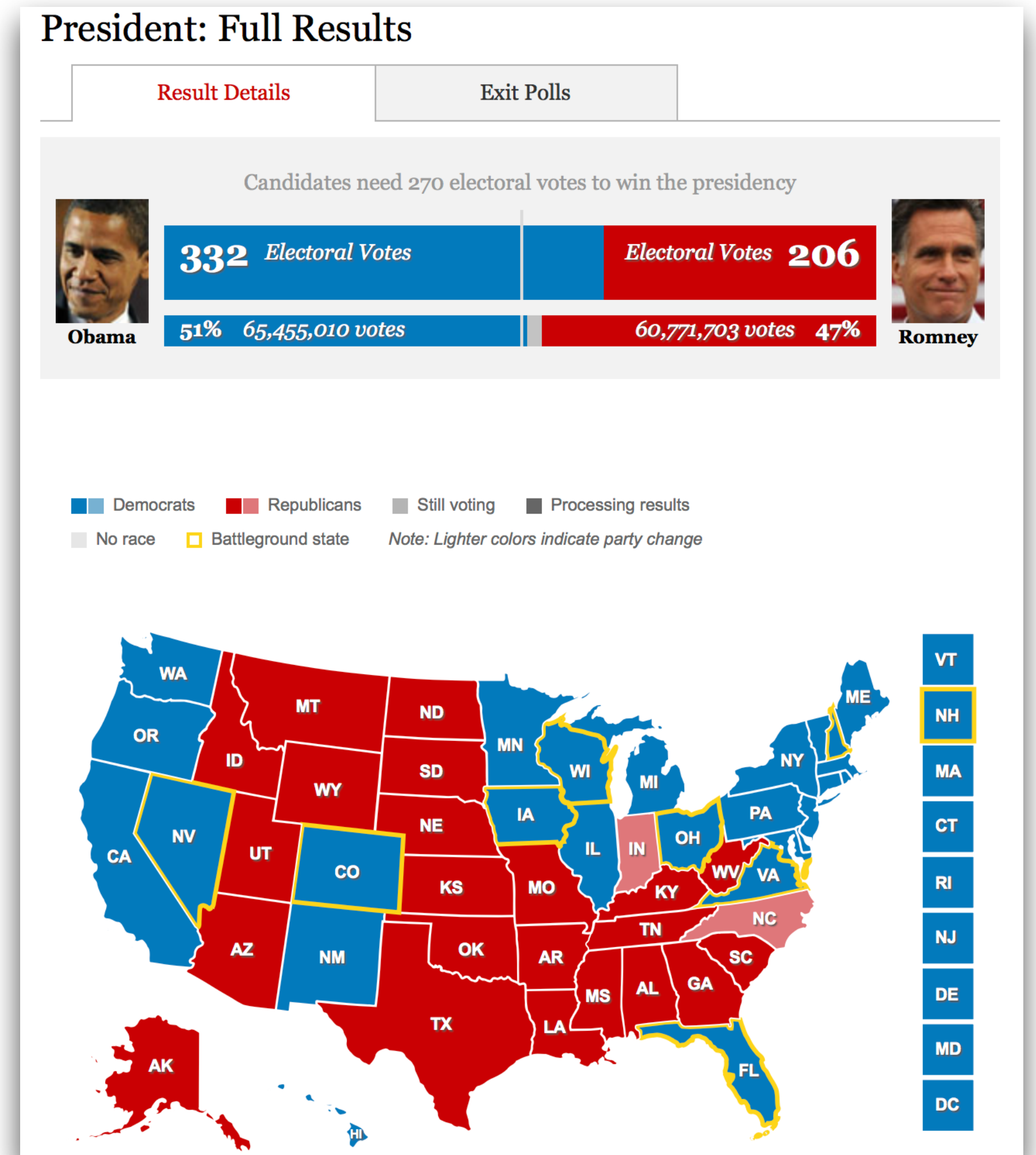


Election Day 2012 Results by State  
Source: [cnn.com](http://cnn.com)



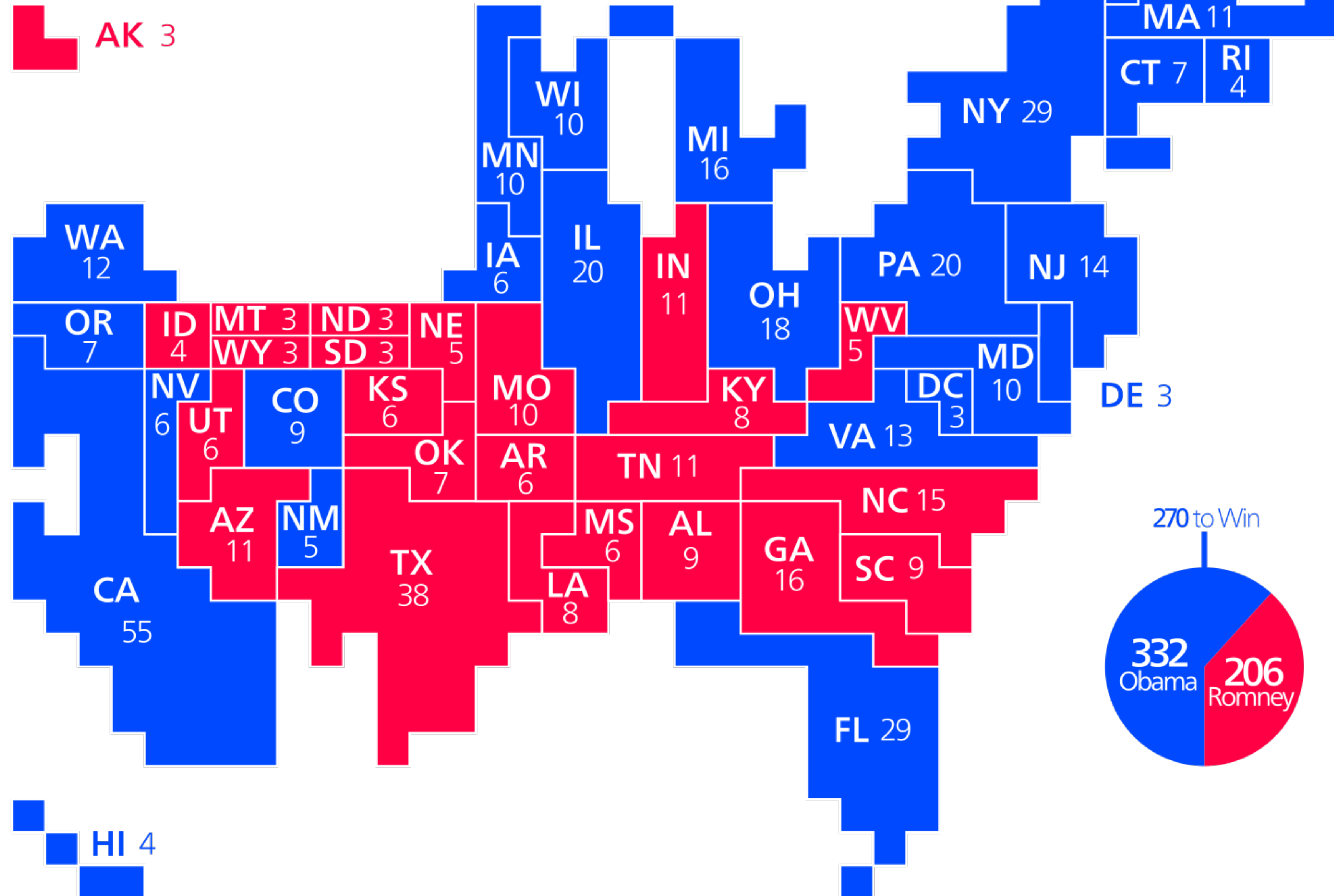
# Result: Obama/Biden by 4%

- Obama won every single “battleground” state
- Obama won 55% of women; 60% of the 18-29 age group; 76% of Hispanics; 93% of blacks; 81% of new voters; 69% of all CDs with population over 500,000; etc., etc.

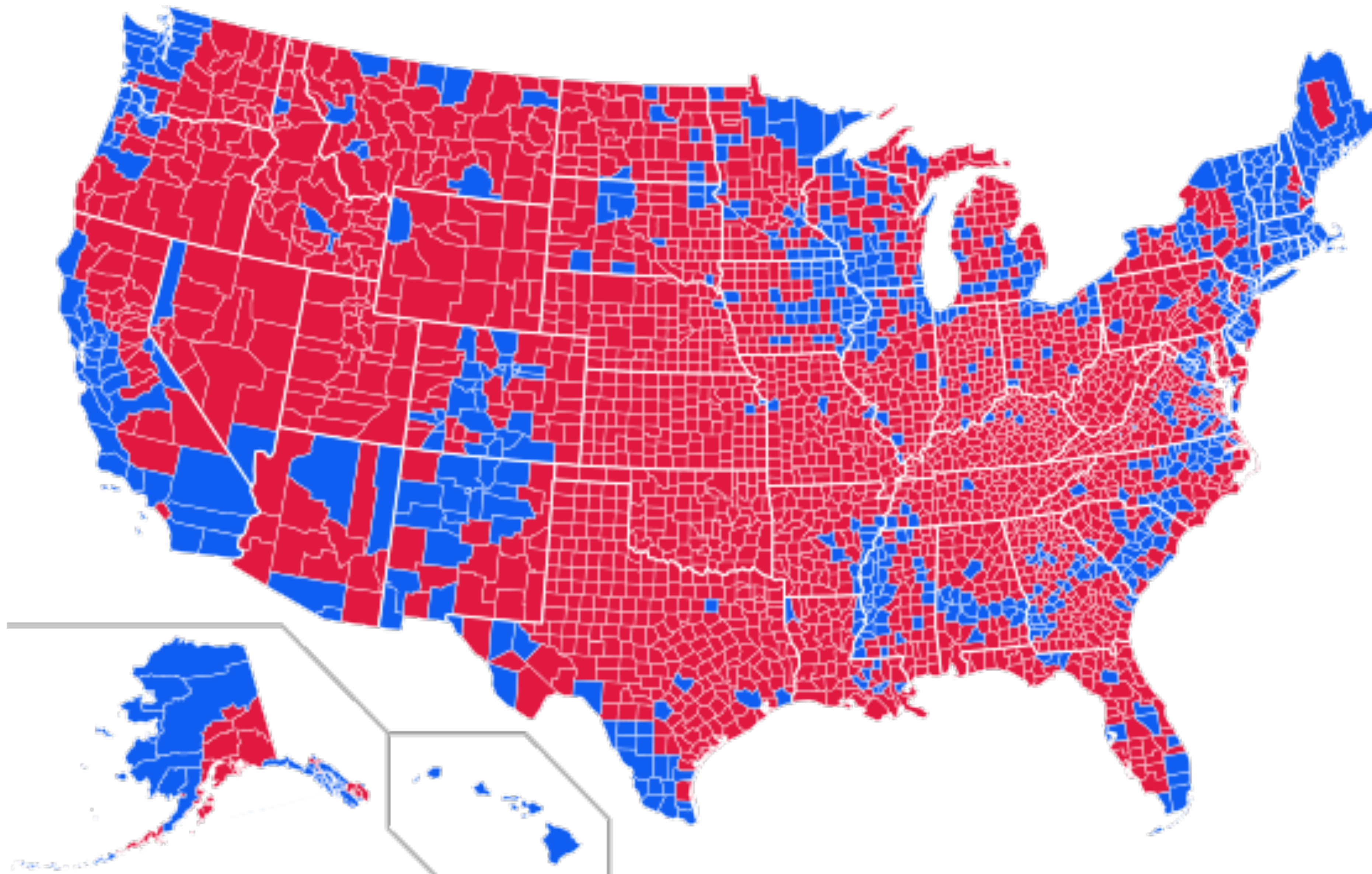


Election Day 2012 Results by State  
Source: [cnn.com](http://cnn.com)

# 2012 Electoral Vote



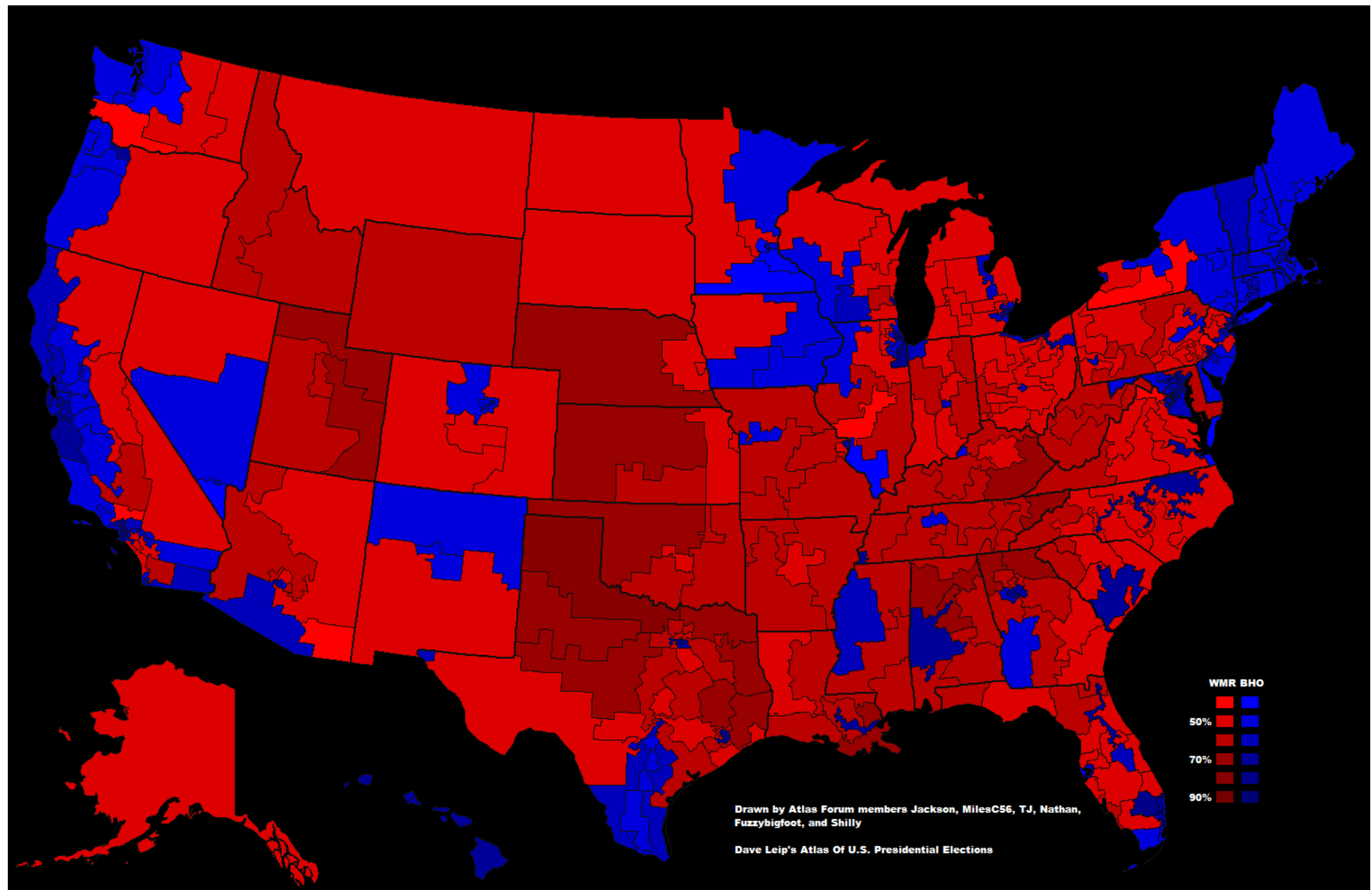




## 2012 US Presidential Election Results by County

source: [FEC.gov](http://FEC.gov)





# 2012 US Presidential Election Results by Congressional District

source: Atlas of US Presidential Elections



# Things to Think About

# Things to Think About

- In the four years since the 2012 OFA effort:



# Things to Think About

- In the four years since the 2012 OFA effort:
  - Do you think the team working on it has gotten dumber, or smarter?

# Things to Think About

- In the four years since the 2012 OFA effort:
  - Do you think the team working on it has gotten dumber, or smarter?
  - Do you think they have improved these tools?



# Things to Think About

- In the four years since the 2012 OFA effort:
  - Do you think the team working on it has gotten dumber, or smarter?
  - Do you think they have improved these tools?
  - Do you think they have even more resources at their disposal?

# Things to Think About

- In the four years since the 2012 OFA effort:
  - Do you think the team working on it has gotten dumber, or smarter?
  - Do you think they have improved these tools?
  - Do you think they have even more resources at their disposal?
  - Do you think social media will play a bigger part in this cycle?



# Things to Think About

- In the four years since the 2012 OFA effort:
  - Do you think the team working on it has gotten dumber, or smarter?
  - Do you think they have improved these tools?
  - Do you think they have even more resources at their disposal?
  - Do you think social media will play a bigger part in this cycle?
- Do you think the GOP has learned from any of this?

# Our Next Meeting



# Our Next Meeting

SEP

14

Cove Apple Club  
7:00 PM - 8:15 PM



Let's Adjourn  
to Cheeks!

