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12 UNITED STATES DISTRICT COURT
13 NORTHERN DISTRICT OF CALIFORNIA
14 SAN JOSE DIVISION

15 _____
16 SECURITIES AND EXCHANGE COMMISSION, :
17 :
18 Plaintiff, :
19 :
20 vs. : Civil Action No. C 07-3444 JF
21 :
22 MARK LESLIE, : COMPLAINT
23 KENNETH E. LONCHAR, :
24 PAUL A. SALLABERRY, : DEMAND FOR JURY TRIAL
25 MICHAEL M. CULLY, :
26 and DOUGLAS S. NEWTON, :
27 :
28 Defendants. :
29 _____

30 Plaintiff Securities and Exchange Commission (the “Commission”) alleges as follows:

31 **SUMMARY OF THE ACTION**

32 1. This is a financial fraud case against five former senior managers and finance
33 managers of Veritas Software Corporation (“Veritas” or the “Company”), a California software
34 maker. Mark Leslie, Kenneth E. Lonchar, and Paul A. Sallaberry knowingly participated in a
35 fraudulent scheme by artificially inflating Veritas’ publicly reported revenues and earnings through a
36 round-trip transaction with America Online, Inc. (“AOL”) in 2000 and by lying to Veritas’
37 independent auditors. In addition, Lonchar, with the participation and assistance of Michael M.

1 Cully and Douglas S. Newton, intentionally manipulated and distorted Veritas' reported earnings
2 through "smoothing" its financial results from at least 2000 through 2002. Lonchar, Cully, and
3 Newton also lied to and/or failed to disclose to Veritas' independent auditors their fraudulent
4 conduct.

5 2. In 2000, Veritas artificially inflated reported revenues by approximately \$20 million
6 in connection with a software sale to AOL. Defendant Leslie, Veritas' Chief Executive Officer
7 ("CEO") and Chairman of the Board of Directors, authorized the transaction and directed defendant
8 Sallaberry, Veritas' head of sales, to negotiate the terms and execute the transaction documents.
9 Defendant Lonchar, Veritas' Chief Financial Officer ("CFO"), applied an accounting treatment to the
10 transaction that did not comply with generally accepted accounting principles ("GAAP"). All three
11 defendants concealed the true nature of the transaction with AOL, which allowed Veritas to
12 artificially inflate its reported revenue, from Veritas' independent auditors.
13

14 3. From at least 2000 until his termination in 2002, Lonchar also applied a number of
15 non-GAAP accounting practices to produce "museum quality" (albeit false) financial results.
16 Veritas' controller, defendant Cully, and its assistant controller, defendant Newton, executed the non-
17 GAAP practices at Lonchar's direction. All three defendants concealed the accounting
18 manipulations and distortions from Veritas' independent auditors.
19

20 4. As a result of the defendants' actions, Veritas reported materially false and misleading
21 financial results in periodic reports filed with the Commission and other public statements from at
22 least 2000 through 2003 and in its January 28, 2004 earnings release of fourth quarter and annual
23 results for 2003.
24

25 5. By engaging in the foregoing conduct, Leslie, Lonchar, Sallaberry, and Cully, violated
26 the antifraud provisions of the federal securities laws. All the defendants violated the record-keeping
27 provisions and aided and abetted violations of the reporting provisions of the federal securities laws.
28

1 In addition, Lonchar, Cully, and Newton violated the internal control provisions of the federal
2 securities laws. Finally, all defendants lied to and/or failed to disclose material information to
3 Veritas' independent auditors, in violation of the federal securities laws. Unless enjoined from doing
4 so, the defendants are likely to commit the foregoing violations in the future.

5 6. Accordingly, the Commission is seeking an injunction, disgorgement of ill gotten
6 gains with prejudgment interest, and civil monetary penalties against all defendants. In addition, as
7 to Leslie, Lonchar, Sallaberry, and Cully, the Commission is seeking an officer and director bar
8 against them.
9

10 **JURISDICTION AND VENUE**

11 7. This Court has jurisdiction over this action under Section 22(a) of the Securities Act
12 of 1933 ("Securities Act") [15 U.S.C. § 77v(a)] and Sections 21(d), 21(e), and 27 of the Securities
13 Exchange Act of 1934 ("Exchange Act") [15 U.S.C. §§ 78u(d) and (e) and 78aa]. Defendants have
14 made use, directly or indirectly, of the means or instrumentalities of interstate commerce, of the
15 mails, or of the facilities of a national securities exchange, in connection with the transactions, acts,
16 practices, and courses of business alleged in this Complaint.
17

18 8. Venue is appropriate in this Court under Section 22(a) of the Securities Act [15 U.S.C.
19 § 77v(a)] and Section 27 of the Exchange Act [15 U.S.C. § 78aa], because certain of the acts or
20 transactions constituting the violations alleged herein occurred in this judicial district.
21

22 **DEFENDANTS**

23 9. Mark Leslie resides in Portola Valley, California. Leslie was the CEO of Veritas from
24 1990 through 2000. He was co-chair of the board of directors from 1997 until 1999, when he became
25 chairman of the board of directors. He resigned as CEO on December 31, 2000, but continued to
26 serve on the board of directors until May 31, 2004.
27
28

1 the Exchange Act and traded on the New York Stock Exchange. In 2003, the company changed its
2 name to Time Warner Inc.

3 **FRAUDULENT SCHEMES**

4 **LESLIE, SALLABERRY, AND LONCHAR KNOWINGLY AND IMPROPERLY INFLATED 5 THE PRICE OF A SOFTWARE LICENSE IN A TRANSACTION WITH AOL**

6 **Leslie and Sallaberry Agreed to the AOL Round-Trip Transaction**

7
8 16. During the summer of 2000, Veritas began negotiating with AOL to sell an unlimited
9 license for all of Veritas' software products as well as certain service, consulting and training
10 commitments (the "License"). Veritas' sales personnel, under Sallaberry's direction and supervision,
11 handled most of the License negotiations.

12 17. During negotiations in late August and September 2000, AOL proposed that Veritas
13 purchase online advertising from AOL. At the time, Veritas had no budget or need for AOL's online
14 advertising and rejected the proposal.

15
16 18. By mid-September 2000, AOL and Veritas had agreed on a \$30 million purchase price
17 for the License, which represented a 65% discount. Veritas and AOL agreed to close the transaction
18 by the end of the third quarter.

19 19. The \$30 million transaction constituted the largest transaction in Veritas' history,
20 more than twice the next largest sale of \$14 million.

21 20. On September 29, 2000, just hours before the parties were set to execute the License
22 agreement, AOL's lead negotiator telephoned Leslie and asked, as a favor, for Leslie to allow AOL
23 to pay an additional \$20 million for the license and for Veritas' agreement to purchase a comparable
24 amount of AOL online advertising. The AOL negotiator explained that AOL would simply take a
25 "shallower" (less favorable) discount on the license. Based upon his discussion with the AOL's lead
26 negotiator, Leslie understood that AOL was asking to pay a higher price for the same license.
27
28

1 21. Although Veritas did not need or want millions of dollars of online advertising from
2 AOL, Leslie agreed to the proposal. At the time, Leslie had never purchased online advertising and
3 had no idea if Veritas had a campaign in place to use online advertising.

4 22. After his telephone conversation with AOL on September 29, 2000, Leslie directed
5 Sallaberry to contact AOL to work out the details of the transaction. Leslie told Sallaberry that the
6 License was not to be changed in any way that would increase the real, out-of-pocket costs to Veritas.
7

8 23. Still on September 29, 2000, Sallaberry then telephoned a sales executive at AOL to
9 effectuate the agreement. The AOL sales executive repeated the proposal previously made to Leslie:
10 that AOL would pay Veritas \$50 million for the License, instead of \$30 million, if Veritas would buy
11 \$20 million of online advertising from AOL. After consulting with Lonchar and Leslie, Sallaberry
12 affirmed the AOL proposal. The terms of the License remained essentially unchanged despite the
13 \$20 million increase in the price.
14

15 24. Sallaberry, who had no marketing experience, reviewed and executed the AOL
16 advertising purchase – the largest in Veritas’ history – without consulting anyone in the marketing
17 department. Sallaberry did not try to negotiate any terms of AOL’s standard form advertising
18 contract, notwithstanding Veritas’ \$20 million lump sum payment for advertising, \$6.6 million of
19 which was to begin running within a matter of days. The advertising contract gave AOL complete
20 discretion as to where the advertising would be run.
21

22 25. On September 29, 2000, Lonchar told Sallaberry to document the transaction as if it
23 were two separately negotiated, *bona fide* contracts. Later that day, Sallaberry executed on behalf of
24 Veritas a contract to sell the License to AOL for \$50 million and a contract to buy \$20 million of
25 online advertising from AOL.
26

27 26. The License provided for payment within 30 days from the date of invoice while the
28 advertising agreement required payment within 30 days of the contract date – typical payment terms

1 for each company. Sallaberry and his AOL counterpart, however, verbally agreed to make
2 simultaneous wire payments of their respective amounts due. Sallaberry did not document this
3 agreement.

4 27. On October 2, 2000, Leslie revealed the true nature of the transaction in an email
5 correspondence, explaining: “We closed a \$30 million deal with AOL (which will be taken to
6 revenue in Q4). However, at the eleventh hour we got a request from AOL to gross up the deal by
7 \$20 million and take back an equal amount of dollars in paid advertising to AOL.”
8

9 28. In early October 2000 and in response to Leslie’s email, Leslie was warned at least
10 twice of the “sensitive” accounting issues arising from the AOL transaction. Leslie was urged to take
11 extra caution in making sure the Company’s independent auditors agreed with the Company’s
12 revenue recognition of the AOL transaction.

13 29. In November 2000, when Veritas’ \$20 million payment pursuant to the terms of the
14 advertising contract was due, AOL had not yet paid the \$50 million under the License. Sallaberry
15 insisted that Veritas hold AOL to his verbal agreement with AOL that these payments be made by
16 simultaneous wire transfers. On December 1, 2000, Sallaberry and Lonchar were told the companies
17 made these simultaneous wire transfer payments that day.
18

19 30. Despite his knowledge of the true nature of the AOL transaction, Lonchar improperly
20 booked the entire \$50 million as license and service revenue beginning in the fourth quarter of 2000
21 through 2002. Lonchar’s accounting for the transaction did not conform to GAAP.
22

23 **Leslie, Sallaberry and Lonchar Lied to and Withheld Material**
24 **Information from Veritas’ Independent Auditors about the AOL Transaction**

25 31. In December 2000, Veritas’ independent auditors reviewed the License as part of their
26 regular review of significant revenue transactions for the fourth quarter of 2000. Lonchar and
27 Sallaberry did not disclose to the auditors about the existence of the contingent nature of the
28 advertising deal – namely, that Veritas only agreed to enter into the advertising contract after AOL

1 agreed to fund that “purchase” by inflating the price of the License. As a result, the auditors
2 reviewed and treated the License as a “stand-alone” revenue contract.

3 32. In January 2001, Veritas’ independent auditors discovered the concurrent nature of the
4 contracts with AOL during its audit and questioned whether Veritas could recognize revenue on the
5 License in the amount of \$50 million. To determine whether Veritas could substantiate its
6 accounting for the contracts at their gross amounts, the auditors spoke to Leslie, Sallaberry, and
7 Lonchar to understand the business rationales behind the contracts and justify the prices paid.
8

9 33. Leslie, Sallaberry, and Lonchar each knowingly failed to inform the independent
10 auditors of the true, contingent nature of the AOL contracts, including the last minute negotiations
11 that resulted in the \$20 million inflation of the License price and \$20 million advertising deal.

12 **Lonchar’s Misrepresentations to the Auditors**

13 34. Lonchar lied to Veritas’ auditors, telling them: (1) the License and the advertising
14 contract were entered into for separate and valid business reasons and were not part of any overall
15 arrangement; (2) the transactions were separately negotiated by executives in different functional
16 organizations within Veritas; (3) both contracts were fairly valued; (4) Veritas entered into the
17 advertising contract in order to strengthen brand name recognition; and (5) AOL’s commitment to
18 pay the License fee was never contingent on Veritas entering into the advertising deal. Lonchar
19 accused the auditors of failing to trust him enough to take him at his word.
20

21 35. Lonchar did not tell the independent auditors about the contingent nature of the
22 contracts, including the last minute negotiations that resulted in the \$20 million inflation of the
23 License price and \$20 million advertising deal, or about the undocumented side agreement between
24 Sallaberry and AOL to make payment simultaneously.
25

26 36. Lonchar also participated in preparing and submitting to Veritas’ independent auditors
27 documentation that justified the \$50 million License price and concealed the true nature of the AOL
28

1 transaction.

2 **Leslie's Misrepresentations to the Auditors**

3 37. When the independent auditors discovered the license and advertising contract were
4 executed on the same day, they required that additional procedures be performed. The auditors
5 informed Leslie of the accounting literature on point, made inquiries regarding the substance of the
6 transactions and explained to him the accounting issues implicated by the transactions.
7

8 38. Leslie did not ask whether Lonchar had discussed or cleared the accounting with the
9 auditors. Instead, Leslie falsely represented to the auditors, among other things, that: (1) the two
10 AOL contracts were entered into for separate and valid business reasons; (2) the AOL software sale
11 and advertising purchase were separate and not part of any overall arrangement between the two
12 companies; (3) AOL's commitment to pay the fee for the license was, from its initiation, never
13 contingent upon Veritas entering into the advertising purchase; (4) Veritas needed this online
14 advertising as part of its campaign for stronger brand recognition; and (5) the contracts were fairly
15 priced at \$50 million and \$20 million, respectively. Leslie did not disclose to the independent
16 auditors the contingent nature of the contracts, including the last minute negotiations that resulted in
17 the \$20 million inflation of the License price and \$20 million advertising deal, or his role in the
18 negotiations.
19

20 **Sallaberry's Misrepresentations to the Auditors**

21 39. In January 2001, Sallaberry played a critical role in deceiving the independent
22 auditors about the two contracts he signed with AOL. As part of Veritas' effort to justify its
23 accounting for the AOL contracts, Sallaberry (1) lied to and misled the independent auditors in
24 discussions with the audit team; (2) participated in, or at least was aware that others were, altering or
25 withholding documents created contemporaneously with the transaction that described it as a \$30
26 million license at a 65% discount and directed the creation of documents to support the \$50 million
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1 price and 42% discount as being fair and reasonable; and (3) interceded with AOL to have his AOL
2 counterpart sign an audit confirmation for Veritas' independent auditors in time for Veritas' earnings
3 release.

4 40. Veritas' independent auditors spoke to Sallaberry about the sales process preceding
5 the license agreement, the overall business context for the transaction with AOL, the reason for the
6 size of the license, the discount percentage, the business reasons and scope of the transaction and
7 AOL's expected deployment of the software. The auditors also asked Sallaberry whether the size
8 and scope of the transaction was comparable to prior transactions. Instead of being truthful,
9 Sallaberry provided false and misleading responses.
10

11 41. When a member of the audit team asked Sallaberry whether the software sales
12 transaction was contingent upon or connected to the advertising arrangement, Sallaberry falsely
13 represented that they were not.
14

15 42. Sallaberry concealed the contingent nature of the advertising deal by falsely claiming
16 that the marketing department, not Sallaberry, negotiated the advertising deal.

17 43. Sallaberry did not disclose to Veritas' independent auditors the last minute
18 negotiations that resulted in the \$20 million inflation of the License price and \$20 million advertising
19 deal.
20

21 44. Sallaberry did not disclose to the auditors that he and his AOL counterpart agreed to
22 make payment under the contracts by simultaneous wire transfers, contrary to the express terms of
23 the two agreements, and that he later insisted that payments be made simultaneously when AOL
24 pressed for Veritas' payment on the stated contract terms.

25 45. Sallaberry also participated in the preparation of and submission to Veritas'
26 independent auditors documents that justified the \$50 million License price and concealed the true
27
28

1 nature of the AOL transaction. Sallaberry directed his sales team to collect documentation to falsely
2 support the value of the license at \$50 million and a 42% discount.

3 **Additional Misrepresentations to the Auditors**

4 46. During the January 2001 audit committee meeting at which the AOL transaction was
5 discussed with the independent auditors, Leslie and Lonchar again failed to inform the independent
6 auditors of the contingent nature of the software sale and advertising purchase and the last minute
7 negotiations that resulted in the \$20 million inflation of the License price and \$20 million advertising
8 deal as well as Leslie's role in the negotiations.

10 47. In January 2001, Lonchar and Leslie gave Veritas' independent auditors a materially
11 misleading representation letter, failing to disclose the contingent relationship of the parties' entry
12 into the License at a \$50 million price and their entry into the advertising contract. Instead, they
13 represented that, with regard to all of its software transactions, they had disclosed all sales terms to
14 the Company's auditors and that the sales agreements represented the entire arrangements and were
15 not supplemented by other written or oral agreements such as the oral agreement concerning the
16 payment terms. They also represented that the AOL contracts had been recorded at fair value within
17 reasonable limits. Lonchar again failed to disclose the parties' oral agreement to modify the payment
18 terms under the contracts to require simultaneous wire transfers.

20 48. Thus, the independent auditors, based upon the false representations made by Leslie,
21 Lonchar, and Sallaberry, ultimately issued an unqualified audit report on the 2000 financial
22 statements.

24 49. Thereafter, in 2001, Leslie and Lonchar approved the public disclosure of these false
25 and misleading financial results, including approving and signing the 2000 10-K, which contained the
26 artificially inflated results, filed with the Commission. Leslie and Lonchar also approved false and
27
28

1 misleading press releases and participated in earnings release teleconferences with analysts in which
2 false and misleading disclosures were made.

3 50. The inflated price of the License materially distorted Veritas' fourth quarter results of
4 operations. Fourth quarter revenues were inflated by \$19.2 million, representing 5% of total
5 revenues and 6% of license revenues for the quarter, and the net loss for the fourth quarter was
6 improperly reduced by \$8.1 million, representing a 6% understatement. Booking the \$20 million
7 "gross up" caused a material effect: it allowed Veritas to not only meet, but exceed, Wall Street
8 earnings estimates by two cents in keeping with Veritas' longstanding practice.

9
10 51. On January 17, 2003, Veritas announced that it would restate its financial statements
11 in order to reverse the \$20 million of improperly recognized revenue from the AOL round-trip
12 transaction and correct the related over-stated expenses (the "2003 Restatement").

13
14 **LONCHAR FURTHER MANIPULATED VERITAS'
FINANCIAL STATEMENTS**

15 52. Beginning in at least 2000 until his termination 2002, Lonchar knowingly directed a
16 scheme consisting of three separate non-GAAP accounting practices that he used to manage Veritas'
17 earnings and artificially "smooth" its financial results. As a result, Veritas' reported financial results
18 for 2000 through 2003 were materially false. Michael Cully, Veritas' controller, and Douglas
19 Newton, Veritas' assistant controller, assisted Lonchar in the scheme, as described below.

20
21 **Lonchar Improperly Recorded and Maintained
Accrued Liabilities, Using "Accrual Wish Lists" and "Cushion Schedules"**

22 53. Lonchar directed the recording, maintenance, and tracking of a variety of accrued
23 liability balances (including a variety of compensation, bonus, and incentive accruals, fixed asset
24 reserves and general reserves) that were not in conformity with GAAP because they were excessive
25 and/or unsubstantiated (the "improper accrued liabilities"). As a result, Veritas failed to accurately
26 report its quarterly and annual financial results, causing overstatements of earnings in some quarters
27
28

1 and understatements during other quarters, creating a false and misleading impression of the
2 Company's financial performance.

3 54. After properly-determined accruals had been made, and as part of its quarterly process
4 of closing its books and preparing financial statements, Lonchar requested that Company analysts in
5 finance and the operational units submit additional expenses for possible accrual in that period.
6 These proposed, non-GAAP accruals were kept on an "accrual wish list."

7
8 55. Lonchar, Cully, and Newton recorded a number of these accruals from the wish lists
9 without regard to GAAP. Rather, they improperly evaluated the recording of these additional non-
10 GAAP expenses from the wish list based primarily on whether: (a) there was room in the budget; (b)
11 they could be taken as expenses without adversely impacting the desired financial results for the
12 quarter, including the impact on earnings; and/or (c) they would benefit results in the subsequent
13 quarter by recording such expenses in the current quarter. Lonchar decided which accruals, and in
14 what amounts, to add to the accrued liabilities in order to achieve desired financial results. Lonchar
15 directed his finance team to prepare "cushion schedules" prepared on a quarterly (and at times
16 monthly) basis that reflected the improperly accrued liabilities. The cushion schedules showed
17 Lonchar, Cully and Newton the value of improper accrued liabilities that were available to be
18 released to offset new or unplanned expenses without adversely impacting Veritas' planned earnings
19 for a quarter. Cully and Newton participated in the preparation of the cushion schedules. Lonchar
20 knew these accruals were not in conformity with GAAP because they were excessive and/or
21 unsubstantiated.
22

23
24 56. The cumulative balances of over-stated accrued liabilities tracked on Veritas' cushion
25 schedules for each quarter from 2000 through 2002 ranged from approximately \$10 million to \$21
26 million.

27 57. Lonchar, Cully and Newton concealed these improper accruals by spreading them
28

1 over many accounts and by concealing the cushion schedules from its internal and independent
2 auditors.

3 58. In March 2004, Veritas announced a second restatement of its financial statements to
4 correct, among other things, its improper accounting for accrued liabilities and disclosed that this and
5 other improper accounting practices described below (the “2004 Restatement”).

6
7 **Lonchar Improperly Cut Off
Recognition of Professional Service Revenue**

8 59. Veritas’ second line of revenue (behind software sales) was from fees charged for
9 professional services related to the usage of its software (generally consulting and training).

10 60. At the beginning of each quarter, Lonchar set targets for reported revenue. In a
11 number of quarters, when the Company had reached its revenue targets, Lonchar instructed the
12 finance department to stop accruing and recognizing professional service revenue on services that
13 Veritas had delivered and therefore earned in the current quarter. The fully earned but unrecognized
14 service revenues were tracked on “Carryforward Rollforward” schedules.

15
16 61. Lonchar, Cully, and Newton knew that Veritas’ failure to recognize revenues when
17 they were earned did not comply with GAAP, which requires companies to recognize service fees at
18 the time they are earned and collectible.

19
20 62. Cully and Newton participated in quarter-end revenue meetings where Lonchar
21 directed the improper revenue cut-offs prior to the quarter end. At certain of these meetings when
22 Cully was present, Newton told Lonchar this practice was improper and that he was uncomfortable
23 with it. In response, Lonchar claimed that it would be the last quarter the accruals would not be
24 properly recorded. Lonchar, Cully, and Newton nevertheless continued to participate in this practice
25 despite their knowledge of its impropriety.

26
27 63. By this practice, Lonchar improperly managed Veritas’ quarterly professional service
28 revenues, pushed additional service revenues into the next quarter, and caused the percentage of

1 reported revenues attributable to professional services to be smaller than it otherwise would be; and
2 conversely, the ratio of reported license revenues was larger than it should have been.

3 64. Analysts tracked the license-to-service revenue mix as percentages of total revenues
4 each quarter. License revenue that constituted a larger percentage of total revenue was more
5 desirable because of the higher margins earned on license revenue.

6 65. By understating service revenue and overstating the ratio, Lonchar created false and
7 misleading quarterly financial results. Moreover, the practice resulted in “cookie jar” revenue
8 reserves that were available in future quarters if performance fell short of budget.

9 66. As part of its 2004 Restatement, Veritas corrected the accounting of the improper
10 quarterly revenue cut-off practice in its financial statements.

11
12 **Lonchar and Newton Improperly**
13 **Manipulated Veritas’ Deferred Revenue Balance**

14 67. Veritas also manipulated its financial reporting by improperly inflating its reported
15 deferred revenue on its balance sheet for the second quarter of 2002 by approximately \$7 million.

16 68. During the end of the second quarter of 2002, Lonchar and Newton noticed that
17 Veritas’ deferred revenue balance was substantially lower than expected and less than it had been in
18 the prior quarter. Concerned that analysts would view this declining deferred revenue balance
19 negatively and interpret it as an indication that the amount of Veritas’ new business had declined,
20 possibly signaling a decline in revenues for the next quarter, Lonchar and Newton devised a scheme
21 to improperly inflate the deferred revenue balance. Cully was informed of the scheme and
22 understood that Lonchar was concerned that a declining deferred revenue balance would be
23 interpreted as an indication that Veritas’ business was weakening and the Company was moving the
24 deferred revenue to revenue.
25

26 69. Following Lonchar’s instructions, Newton directed finance personnel to inflate the
27 deferred revenue balance, in violation of GAAP. Newton told finance personnel not to subtract
28

1 certain amounts from the deferred revenue balance that were attributable to unpaid contracts –
2 something Veritas normally did in reporting its deferred revenues in its quarterly financial
3 statements.

4 70. To conceal this improper inflation of the quarter end balance, Veritas finance
5 personnel provided Veritas' independent auditors with a falsified account reconciliation schedule.
6 The schedule falsely listed the status of certain licenses as "paid," when such items were known to
7 have been unpaid, so that the deferred revenues associated with those contracts would not be
8 subtracted from the deferred revenue balance. When the auditors questioned the schedule and the
9 inflated deferred revenue balance, they were told that the errors in the schedule were inadvertent
10 mistakes.
11

12 71. At the quarterly review close meeting attended by Lonchar, Cully, Newton and others,
13 the auditors asked whether the Company wanted to correct its books and financial statements for this
14 purported accidental error. Lonchar said that the Company would not undertake to correct the error
15 and instead leave it on the schedule of unadjusted audit differences. Lonchar, Cully and Newton
16 failed to advise the auditors that the error was the result of intentional manipulation of the deferred
17 revenue balance.
18

19 72. As part of its 2004 Restatement, Veritas corrected its deferred revenue balance, which
20 reduced the reported deferred revenue balance by approximately \$7 million for the second quarter of
21 2002.
22

23 **Lonchar and Cully Signed False
and Misleading Representation Letters**

24 73. In 2001 and 2002, Lonchar and Cully each signed false and misleading representation
25 letters and provided them to the Company's independent auditors.
26

27 74. In these letters as well as in discussions with the Company's internal and independent
28 auditors, Lonchar and Cully failed to disclose the non-GAAP accounting practices concerning its

1 excess and unsubstantiated accruals, professional service revenues, and deferred revenues making
2 false and misleading representations and omitting material information in making those
3 representations.

4 75. For example, in a January 23, 2001 letter to the Company's independent auditors,
5 Lonchar and Cully made the following false and misleading representations:

- 6 a. the consolidated statements of financial position and results of operations were
7 fairly presented in conformity with GAAP;
- 8 b. the un-audited quarterly financial information to be included in the Annual
9 Report to Stockholders was derived from interim financial statements prepared
10 in conformity with GAAP;
- 11 c. they provided the auditors with all financial records and related data;
- 12 d. there are no material weaknesses in internal controls;
- 13 e. the Company has accrued \$13,934,404, and \$12,771,464 in commissions
14 and bonuses, respectively, as of December 31, 2000 based upon its best
15 estimates of amounts earned in 2000 but to be paid subsequent to December
16 31, 2000;
- 17 f. there are no material transactions that have not been properly recorded in the
18 accounting records underlying the financial statements;
- 19 g. there has been no fraud involving management or employees who have
20 significant roles in internal control.
21
22
23

24 76. Likewise, in their January 25, 2002 letter to the Company's independent auditors,
25 Lonchar and Cully falsely represented that:

- 26 a. the consolidated financial statements are fairly presented in conformity with
27 GAAP;
28

- 1 b. they had made available to the Company's independent auditors all financial
2 records and related data;
- 3 c. there have been no:
- 4 i. Instances of fraud involving management or employees who have
5 significant roles in internal control;
- 6 ii. Allegations, either written or oral, of misstatements or other
7 misapplications of accounting principles in the Company's consolidated
8 financial statements that have not been disclosed to the Company's
9 independent auditors in writing;
- 10 iii. Allegations, either written or oral, of deficiencies in internal control
11 that could have a material effect on the Company's consolidated
12 financial statements that have not been disclosed to the Company's
13 independent auditors in writing; and
- 14 iv. False statements affecting the Company's consolidated financial
15 statements made to the Company's independent auditors, the
16 company's internal auditors, or other auditors who have audited entities
17 under their control upon whose work the Company's independent
18 auditors may be relying in connection with its audits.
- 19 d. the unaudited interim financial information accompanying the consolidated
20 financial statements for the quarters ended March 31, June 30, September 30,
21 and December 31, 2001, was prepared in conformity with GAAP; and
- 22 e. the accrual of porting services related to the Sun Microsystems OEM
23 arrangement is a probable and estimable liability in accordance with SFAS 5,
24 Accounting for Contingencies. ... [T]he assumptions used in developing the
25 accrual are management's best estimates based on the information available.
- 26 f. The January 25, 2002 letter to the Company's independent auditors also noted
27 as follows: "We understand that the term 'fraud' includes misstatements
28 arising from fraudulent financial reporting and misstatements arising from
misappropriation of assets. Misstatements arising from fraudulent financial
reporting are intentional misstatements, or omissions of amounts or disclosures

1 in financial statements to deceive financial statement users. Misstatements
2 arising from misappropriation of assets involve the theft of an entity's assets
3 where the effect of the theft causes the consolidated financial statements not to
4 be presented in conformity with accounting principles generally accepted in
5 the U.S.A.”

6
7 **LONCHAR FALSELY CERTIFIED VERITAS' COVERED REPORTS IN AUGUST 2002**

8
9 77. Prior to its officers' certification in August 2002 of its financial statements, including
10 its 2001 Form 10-K, Veritas began an internal review of the AOL transaction.

11 78. Shortly thereafter, a newspaper reporter called Veritas and asked it to comment on
12 allegations the Company had a software deal with AOL that required Veritas to purchase advertising
13 from AOL. Lonchar, Sallaberry and Leslie were consulted in connection with the Company's efforts
14 to avoid a story about its transaction with AOL. The Company thereafter told the reporter that the
15 software deal and advertising purchase were two distinct and different transactions and not part of the
16 same deal. Lonchar and Sallaberry knew this response was false and misleading.

17
18 79. During the internal review of the transaction, Lonchar falsely claimed that Veritas'
19 independent auditors were aware of the last minute change in the price of the License from \$30
20 million to \$50 million.

21 80. On August 13, 2002, Lonchar falsely certified the accuracy of Veritas' 2001 annual
22 financial statements and its interim financial statements for the quarter ended March 31, 2002, and on
23 August 14, 2002, Lonchar falsely certified the accuracy of Veritas' interim financial statements for
24 the quarter ended June 30, 2002, when he knew or was reckless in not knowing that the Company's
25 financial statements were not prepared in compliance with GAAP.
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DEFENDANTS PROFITED FROM THEIR MISCONDUCT

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2 81. Leslie profited by selling Veritas stock at prices inflated by the misstatement of the
3 revenue related to the AOL transaction and by receiving a bonus from Veritas based on Veritas'
4 artificially inflated financial results.

5 82. Sallaberry profited by selling Veritas stock at prices inflated by the misstatement of
6 the revenue related to the AOL transaction and by receiving a bonus from Veritas based on Veritas'
7 artificially inflated financial results.

8 83. Lonchar profited by selling Veritas stock at prices inflated by the misstatement of the
9 financial statements and by receiving a bonus from Veritas based on Veritas' artificially inflated
10 financial results.

11 84. Cully profited by selling Veritas stock at prices inflated by the improper earnings
12 management described in this complaint and by receiving cash bonuses from Veritas based on
13 Veritas' artificially inflated financial results.

14 85. Newton profited by selling Veritas stock at prices inflated by the improper earnings
15 management described in this complaint and by receiving cash bonuses from Veritas based on
16 Veritas' artificially inflated financial results.

FIRST CLAIM
(Fraud Violations – Offer or Sale of Veritas Stock)

**Violations of Section 17(a) of the Securities Act Against Leslie,
Lonchar, Sallaberry, and Cully**

17 86. Paragraphs 1 through 86 are realleged and incorporated herein by reference.

18 87. By engaging in the foregoing conduct alleged in the Complaint, defendants Leslie,
19 Lonchar, Sallaberry, and Cully, directly or indirectly, by use of the means or instruments of
20 transportation or communication in interstate commerce or of the mails, in connection with the offer
21 or sale of Veritas securities: (a) employed devices, schemes, or artifices to defraud; (b) obtained
22 money or property by means of untrue statements of material facts or omissions of material facts
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1 necessary in order to make the statements made, in light of the circumstances under which they were
2 made, not misleading; or (c) engaged in transactions, practices, or courses of business which operated
3 as a fraud or deceit upon the purchasers of securities.

4 88. By reason of the foregoing, these defendants violated, and unless restrained will violate,
5 Section 17(a) of the Securities Act [15 U.S.C. § 77q(a)].

6
7 **SECOND CLAIM**
(Fraud Violations – Purchase or Sale of Veritas Stock)

8 **Violations of Section 10(b) of the Exchange Act and Exchange Act**
9 **Rule 10b-5 Against Leslie, Lonchar, Sallaberry, and Cully**

10 89. Paragraphs 1 through 86 are realleged and incorporated herein by reference.

11 90. By engaging in the foregoing conduct alleged in the Complaint, defendants Leslie,
12 Lonchar, Sallaberry, and Cully, directly or indirectly, acting knowingly or recklessly, by use of the
13 means or instrumentalities of interstate commerce, or of the mails, or of any facility of a national
14 exchange, in connection with the purchase or sale of Veritas securities: (a) employed devices,
15 schemes, or artifices to defraud; (b) made untrue statements of material facts or omitted to state
16 material facts necessary to make the statements made, in the light of the circumstances under which
17 they were made, not misleading; or (c) engaged in acts, practices, or courses of business which
18 operated as a fraud or deceit upon any person.
19

20 91. By reason of the foregoing, these defendants violated, and unless restrained will violate,
21 Section 10(b) of the Exchange Act [15 U.S.C. § 78j(b)] and Exchange Act Rule 10b-5 [17 C.F.R. §
22 240.10b-5].
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THIRD CLAIM
(Record-Keeping Violations)

Violations of Section 13(b)(5) of the Exchange Act and Exchange Act Rule 13b2-1 Against All Defendants

92. Paragraphs 1 through 86 are realleged and incorporated herein by reference.

93. By engaging in the foregoing conduct alleged in the Complaint, defendants Leslie, Lonchar, Sallaberry, Cully, and Newton directly or indirectly knowingly falsified or caused to be falsified books, records, and accounts of Veritas subject to Section 13(b)(2)(A) of the Exchange Act.

94. By reason of the foregoing, these defendants violated, and unless restrained will violate, Section 13(b)(5) of the Exchange Act [15 U.S.C. § 78m(b)(5)] and Exchange Act Rule 13b2-1 [17 C.F.R. § 240.13b2-1].

FOURTH CLAIM
(Internal Controls Violations)

Violations of Section 13(b)(5) of the Exchange Act and Aiding and Abetting violations of Section 13(b)(2)(B) Against Lonchar, Cully, and Newton

95. Paragraphs 1 through 86 are realleged and incorporated herein by reference.

96. By engaging in the foregoing conduct alleged in the Complaint, defendants Lonchar, Cully, and Newton knowingly circumvented or knowingly failed to implement a system of internal accounting controls at Veritas.

97. By reason of the foregoing, these defendants violated Section 13(b)(5) of the Exchange Act [15 U.S.C. § 78m(b)(5)] and aided and abetted violations of Section 13(b)(2)(B) of the Exchange Act [15 U.S.C. § 78m(b)(2)(B)], and unless restrained will violate these provisions.

FIFTH CLAIM
(Lying to Auditors Violations)

Violations of Exchange Act Rule 13b2-2 Against All Defendants

98. Paragraphs 1 through 86 are realleged and incorporated herein by reference.

99. By engaging in the foregoing conduct alleged in the Complaint, defendants Leslie, Lonchar, Sallaberry, Cully and Newton made or caused to be made materially false or misleading statements or omissions to an accountant or auditor.

100. By reason of the foregoing, these defendants violated, and unless restrained will violate, Exchange Act Rule 13b2-2 [17 C.F.R. § 240.13b2-2].

SIXTH CLAIM
(Reporting Violations)

**Aiding and Abetting Violations of Section 13(a) and 13 (b)(2)(A) of
the Exchange Act and Exchange Act Rules 12b-20, 13a-1, 13a-11,
13a-13 and 13b2-1 Against All Defendants**

101. Paragraphs 1 through 86 are realleged and incorporated herein by reference.

102. By engaging in the foregoing conduct alleged in the Complaint, defendants Leslie, Lonchar, Sallaberry, Cully, and Newton aided and abetted Veritas' violations of Sections 13(a) and 13(b)(2)(A) of the Exchange Act [15 U.S.C. §§ 78m(a) and 78m(b)(2)(A)] and Exchange Act Rules 12b-20, 13a-1, 13a-11, 13a-13 and 13b2-1 [17 C.F.R. §§ 240.12b-20, 240.13a-1, 240.13a-11, 240.13a-13 and 240.13b2-1].

REQUEST FOR RELIEF

The Commission respectfully requests that the Court enter an Order:

- (i) Permanently restraining and enjoining Leslie, Lonchar, Sallaberry, and Cully from violating, directly or indirectly, Section 17(a) of the Securities Act, Sections 10(b) of the Exchange Act and Exchange Act Rule 10b-5;
- (ii) Permanently restraining and enjoining all defendants from violating, directly or indirectly, Exchange Act Rules 13b2-1 and 13b2-2;

- 1 (iii) Permanently restraining and enjoining Lonchar, Sallaberry, Cully, and Newton from
2 violating, directly or indirectly, Section 13(b)(5) and 13(b)(2)(B) of the Exchange Act;
- 3 (iv) Permanently restraining and enjoining all defendants from aiding and abetting violations
4 of Sections 13(a) and 13(b)(2)(A) of the Exchange Act and Exchange Act Rules 12b-20,
5 13a-1, 13a-11, and 13a-13;
- 6 (v) Ordering all defendants to disgorge ill-gotten gains, including pre-judgment and post-
7 judgment interest, resulting from the violations alleged in this Complaint;
- 8 (vi) Ordering all defendants to pay a civil penalty;
- 9 (vii) Ordering that Leslie, Lonchar, Sallaberry, and Cully, under Section 21(d)(2) of the
10 Exchange Act [15 U.S.C. § 78u(d)(2)], are prohibited from acting as officers or directors
11 of any issuer that has a class of securities registered pursuant to Section 12 of the
12 Exchange Act [15 U.S.C. § 78l] or that is required to file reports pursuant to Section 15(d)
13 of the Exchange Act [15 U.S.C. § 78o(d)]; and
14
15
16 (viii) Granting such other relief as the Court deems just and appropriate.

17 **DEMAND FOR JURY TRIAL**

18 The Commission hereby demands a jury trial.

19 Dated: June 29, 2007

20 Respectfully submitted,

21
22 /s/ Richard Hong
23 Richard Hong (Trial Counsel)
24 Scott W. Friestad
25 Melissa A. Robertson
26 Jeffrey B. Finnell

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