

To: Joichi Ito [REDACTED]
From: jeffrey E.
Sent: Wed 7/9/2014 10:53:53 PM
Subject: Re: Things

where is he located.

On Wed, Jul 9, 2014 at 5:49 PM, Joichi Ito <[REDACTED]> wrote:

Just distributing risk. ;-)

On Jul 10, 2014, at 06:49 , jeffrey E. <jeevacation@gmail.com> wrote:

> If you think it really works , what advantage to let anyone else have any? before acquisition?

>

>

> On Wed, Jul 9, 2014 at 5:48 PM, Joichi Ito <[REDACTED]> wrote:

> Would you rather have Bill or Bezos than Intel or other randoms? Shall I introduce you to David? You should meet him anyway and try out the prototype.

>

> - Joi

>

> On Jul 10, 2014, at 06:46 , jeffrey E. <jeevacation@gmail.com> wrote:

>

>> you know bezos. or i can show it to bill if you want but hes not back until aug unless super urgent

>>

>>

>> On Wed, Jul 9, 2014 at 5:41 PM, Joichi Ito <[REDACTED]> wrote:

>> I'll be meeting with David soon to follow up.

>>

>> Begin forwarded message:

>>

>>> From: David Smith <[REDACTED]>

>>> Subject: Re: Things

>>> Date: July 8, 2014 at 05:39:56 +0900

>>> To: Joichi Ito <[REDACTED]>

>>>

>>> Hi Joi,

>>>

>>> Lots happening. We should talk soon.

>>> - I have the license from Lockheed (finally). 31 patents and patent pending. Pretty good deal but not cheap. \$0.5M in 30 days. \$1.5M in 200 days. Royalty rate is good - drops to 2% after 65k units.

>>> - A NC investor group is interested in \$5M. We told them \$25M pre. They pushed back and had us meet with Blake Krikorian who knows you. He loved the product and positioning

so I think we can hold our line on valuation. Blake also asked for a convertible note like yours. Should know about the NC group soon.

>>> - Intel is looking at \$1.5M convertible note.

>>> - Met with Google and they said they were interested in an acquisition. No idea what valuation they are going to consider. Any ideas?

>>> - Working with Flextronics on manufacturing. Very interesting group. No problem in scaling.

>>> - Apple is interested in selling the device in their stores with an exclusive for the new iPad mini. October is a very big date with them.

>>> - Amazon is also interested and wants us to go to Seattle to meet their management.

>>>

>>> That said, we need to raise money quickly so I need to expand my search. Help here would be very valuable.

>>>

>>> Best regards,

>>>

>>> David

>>>

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