

From: Neil Callahan <ncallahan@rosemontseneca.com>
Sent: Friday, April 18, 2014 at 09:09:40 PM CEST
To: "John DeLoche" <jdeloche@rosemontseneca.com>
Cc: "William Lee" <will@rstp.com>, "Hunter Biden" <hbiden@rosemontseneca.com>, "Devon Archer" <darcher@rosemontseneca.com>, "Rob Walker" <rwalker@rosemontseneca.com>, "Eric Schwerin" <eschwerin@rosemontseneca.com>, "John DeLoche" <john@rstp.com>, "Suzanne Troy Cole" <suzanne@troyinv.com>
Bcc:
Reply-To:
Priority: Low
Subject: Re: Meeting Report: NB 4/17/2014

Great. Add him as a reference for sure! Great place for our early stage passes as you mentioned.

Neil Callahan
Rosemont Seneca
917-945-9516

On Apr 18, 2014, at 3:02 PM, John DeLoche <jdeloche@rosemontseneca.com> wrote:

Will, fantastic update. You rock bro!

Sent from my iPhone

On Apr 18, 2014, at 11:55 AM, William Lee <will@rstp.com> wrote:

Team,

I had a great meeting with Gilman Louie today. He is halfway raising his fund 3. NB is already in his fund again. Paul Daggatt and Brien Smith are his main guys there. He is also talking to JP Morgan who is in his current fund. He says he can be my personal reference for RSTP's fundraising process. I am reciprocating as well. He understands our fund well as his fund uses similar differentiation DC biz dev strategy but for pre revenue early stage companies wanting to get into government and non government. We can definitely send early deals his way. He can send deals that are already pass the technology risk stage to us.

Bill Coleman is a big part of his team. Gilman told me that I put the "\$B" billion dollar valuation to BEA Systems. Will connect with Bill after he returns from traveling in May.

Gilman will call NB can give feedback regarding our meeting.

We need to update the reference list.

William Lee

Rosemont Seneca Technology Partners (RSTP)

Sent from my iPhone

On Apr 17, 2014, at 8:37 PM, "Neil Callahan \ (Rosemont Seneca\)" <ncallahan@rosemontseneca.com> wrote:

Gilman Louie was the first CEO of In-Q-Tel. We've meet with them several times showing them deals and them showing us deals.

Neil Callahan

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From: William Lee [<mailto:will@rstp.com>]
Sent: Thursday, April 17, 2014 5:51 PM
To: Hunter Biden; Devon Archer; Neil Callahan
Cc: Rob Walker; Eric Schwerin; John DeLoche; Suzanne Troy Cole
Subject: Meeting Report: NB 4/17/2014

Neil, Hunter and Devon,

Thank you for taking the time to join us for the video conference and the call with NB. It is huge to have our whole IC in today's meeting. Both meetings in our SF office and at Counsyl went very well. Chuba and Eric from Counsyl did a fantastic job presenting Counsyl. We took NB to the airport after a total of 4.5 hours of meeting.

We made the ask for \$100M again during the meeting. NB mentioned that it is very rare that they get to move so fast with a fund, and it is also rare that RSTP has already met most of its key IC members at such quick timing. NB brought in one of their clients, Texas Permanent School Fund, a \$30B endowment fund to the meetings today. NB said this endowment can be a RSTP direct client. All these are very positive postures.

The next step is NB would like to have a call with Ramji. They would like to see more deal memos (Cataphora and Metabiota, Project Leo and Project Spider). They will also start calling RSTP references very shortly. Please notify your references that NB might be calling them. John and I will meet with Gilman Louie tomorrow morning. NB helped seeded Gilman's fund, and his name came up a few times already during our meetings with NB.

Huge progress with NB. Great work from the whole team!

-Will

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