

From: John DeLoche <john@rstp.com>
Sent: Friday, April 18, 2014 at 12:09:08 AM CEST
To: "Devon Archer" <darcher@rosemontseneca.com>
Cc: "William Lee" <will@rstp.com>, "Hunter Biden" <hbiden@rosemontseneca.com>, "Neil Callahan" <ncallahan@rosemontseneca.com>, "Rob Walker" <rwalker@rosemontseneca.com>, "Eric Schwerin" <eschwerin@rosemontseneca.com>, "Suzanne Troy Cole" <suzanne@troyinv.com>
Bcc:
Reply-To:
Priority: Low
Subject: Re: Meeting Report: NB 4/17/2014

Refernces attached. Please follow up today or asap, thanks

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On Thu, Apr 17, 2014 at 3:06 PM, Devon Archer <darcher@rosemontseneca.com> wrote:

Great progress!

Can you send me a list of my references so I can reach out now as a reminder.

On Apr 17, 2014, at 5:59 PM, John DeLoche <john@rstp.com> wrote:

Yes, great team work and thanks all for making this happen!

NB told us that their diligence process is going to be a reference-heavy process since we do not have multiple funds and portfolio companies to diligence. In short, they **WILL** be calling your references so make sure you are current with them and alert them to this.

Additionally, they are a big LP of Siris and sit on Frank's advisory board. I had a call with Frank last week and think he will be supportive of us, but Devon you should also reach out to him and perhaps Neil as well to reinforce the love there. They will call Frank for sure. Im sure they will also do lots of other off sheet references.

We are very close with NB and today did a lot to advance that. Paul Daggett told me they are discussing us at their IC meeting on Monday and will work to go to final IC committee on the fund and the direct on 4/28.

Best,

John

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On Thu, Apr 17, 2014 at 2:50 PM, William Lee <will@rstp.com> wrote:
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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