

From: Neil Callahan (Rosemont Seneca)
<ncallahan@rosemontseneca.com>
Sent: Friday, April 18, 2014 at 05:53:42 AM CEST
To: "William Lee" <will@rstp.com>
Cc: "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: ncallahan@rosemontseneca.com
Priority: Low
Subject: RE: Meeting Report: NB 4/17/2014

I have not had any interaction with him directly, just with In-Q-Tel staff in Virginia, pretty tight lipped dudes.

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From: William Lee [mailto:will@rstp.com]
Sent: Thursday, April 17, 2014 11:49 PM
To: <ncallahan@rosemontseneca.com>
Cc: Hunter Biden; Devon Archer; Rob Walker; Eric Schwerin; John DeLoche; Suzanne Troy

Cole

Subject: Re: Meeting Report: NB 4/17/2014

Neil,

Thanks for the background on Gilman. John and I have known him for many years since our kids are in Pre-K. He is the vice chair of our school. I shared a ski house with his family once. Has Gilman interacted much with our DC team and you in the past?

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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