

From: John DeLoche <jdeloche@rosemontseneca.com>
Sent: Tuesday, March 25, 2014 at 01:14:47 AM CET
To: "Hunter Biden" <hbiden@rosemontseneca.com>
Cc: "John DeLoche" <john@rstp.com>, "William Lee" <will@rstp.com>, "Rob Walker" <rwalker@rosemontseneca.com>
Bcc:
Reply-To:
Priority: Low
Subject: Re: Talking Points--Business Development Services Team
Relentlessly Drives Portfolio Company Growth

Morgan Stanely asked that we have them meet you as a follow up. Did not want to bother you on vaca. Thanks for making time!

Sent from my iPhone

On Mar 24, 2014, at 4:34 PM, Hunter Biden <hbiden@rosemontseneca.com> wrote:

Are we NOT doing call?

RHB
202.333.1880

On Mar 24, 2014, at 6:32 PM, John DeLoche <john@rstp.com> wrote:

Hunter,

Thanks for taking the time to join us briefly for this meeting with Morgan Stanley.

We will likely have already talked about you, Rob and Eric running our Business Development Services Team as a key point of differentiation when we dial you in. It would be great if you could add some more color on the team and differentiation. On your team page we have added that your team's mandate is to "Relentlessly Drive Portfolio Company Growth." I suggest you stress the following:

1. **We help our portfolio companies get new customers, both in government and the private sector** (Tysons/ Cargills and government agencies in case of Metabiota, Insurance companies as is the case with Counsyl).
2. **Public policy is tricky and we help our portfolio companies avoid public policy missteps and take advantage of opportunities-- technology entrepreneurs are often telling us this is a blind spot for them.**
3. **Driving international growth requires international public policy knowledge and relationships** (Counsyl in China and Middle East this year)

We should also stress that your team provides these **services free of charge to companies we invest in.**

If they ask, you should say that your team is **full time on this (which is why you are joining from vacation).**

Thanks bro!

John

John DeLoche
Managing Director
Rosemont Seneca Technology Partners
333 Bush Street, 21st Floor
San Francisco, CA 94104
office: 415 767 1288
mobile: 415 793 7070

This email communication is privileged and confidential and is intended only for the individuals or entities named above. Any unauthorized dissemination of any of the contents of this email is strictly prohibited. If you are not the intended recipient, please do not read, copy, use or disclose to others the contents of this communication. Please notify the sender that you have received this e-mail in error and then delete the e-mail.