

**To:** Jeffrey Epstein[jeevacation@gmail.com]  
**From:** Joichi Ito  
**Sent:** Wed 7/9/2014 9:49:46 PM  
**Subject:** Re: Things  
[signature.asc](#)

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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