

From: Greg Wyler <[REDACTED]>

To: "jeffrey E." <jeevacation@gmail.com>

Subject: RE:

Date: Wed, 25 Jun 2014 18:48:07 +0000

Importance: Normal

I do stink at negotiating.

From: jeffrey E. [mailto:[REDACTED]]

Sent: Wednesday, June 25, 2014 2:31 PM

To: Greg Wyler

Subject: Re:

First Second and Third , you do not know how to negotiate. i told you this repeatedly, then you say yes, and send me an email stating you are negotiating. you started out at 500 plus million. . then were offered 30. , you said you owned the spectrum, but bill called me to tell me no. then you said they would come back at 150 -200 for only the spectrum they came back at 35. . this is a great deal for you. you are getting fucked and though you see no google lawsuit , it would be the only way fro them to stop facebook. . or slow them down. . I suggested day one that google was your best buyer, but would only pay a co and not you. you should get others to bid as only leverage. you told me qualcomm was in for 500. I told you i doubt it, you told me emphatically you were only the plane with paul adn they are in. one telephone call later and they are out. . I suggest you continue to work at googel and put off the negotiations for a month . to recoup some of your lost momentum. tell them you are focusing on important issues, for them and need time to think as you really want to do the deal with them but have yet to figure a fair deal , but are confidnet that you will.

On Wed, Jun 25, 2014 at 1:22 PM, Greg Wyler <[REDACTED]> wrote:

I don't see a Google lawsuit on the horizon – unless I used the limited pieces they did (which I wouldn't without permission).

if I immediately went over and did this inside Facebook I would create an enemy. I have no interest in creating enemies. Not saying this is on the horizon, but if Facebook took the spectrum, but not me, then it is unlikely I would create an enemy.

If there was a non-Facebook investor I could go build the system and it would be simple. Google would likely participate.

I do want to build this company (provided I have ownership/upside and the normal controls that come with that), I know exactly how to do it.

I am taking your advice – it is playing heavily in my thoughts. I have constant negotiations ongoing and think I have a good non-google (but they could participate) path which keeps it fun and gives me funding. I will know tomorrow morning.

Spell it out for me though. What do you suggest?

Want to come to the O3b launch July 10? It is two hours from you in French Guyana. Fly in for the day and be my guest.

From: jeffrey E. [mailto:jeevacation@gmail.com]
Sent: Wednesday, June 25, 2014 12:58 PM
To: Greg Wyler
Subject: Re:

I don't have a side . I can easily buy it. you will need to structure your side. - either way .- little value given by anyone to spectrum in an outright purchase without it being operational. .and subject to a google lawsuit. - your valuations all included operational spectrum. not conditional. you prefer to do things your way, and ignoring my best advice. negotiating for yourself. from a position of strength to being seen as an extortionist. , not sure how to hit you in the head.

On Wed, Jun 25, 2014 at 12:42 PM, Greg Wyler <greg.wyler@intel.com> wrote:
Any news from your side?

I didn't like the Google terms. I am strongly leaning towards the other route I described. I will probably make a decision tonight and certainly by tomorrow. (unless I get new information!)

Meanwhile both SES and Intelsat are very interested in investing/partnering.

From: jeffrey E. [mailto:jeevacation@gmail.com]
Sent: Wednesday, June 25, 2014 12:35 PM
To: Greg Wyler
Subject:

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