

Dr Phillip King-Wilson

From: Julian Waits Sr. [julian@pivotpointra.com]
Sent: 12 April 2016 01:29
To: Dr. Phillip King-Wilson
Subject: Portfolio Valuation

Phillip,

I must apologize that I haven't gotten back to you as of yet. Being in NYC all week really kept me busy, along with everything else that goes into running a small start-up. I'm writing to see if you've thought through the valuation of your patents and IP?

I'm meeting Karl for dinner tonight, and I want to do my best to ensure that all parties or hopefully on the same page. I've already explained [REDACTED] issue to you, and so I need to see what Karl's appetite is moving forward. Though it's a last minute request, I'd appreciate if you could respond quickly. I have to decide what to do next and this week is, excuse the pun, the pivot point.

Best Regards,

Julian W. Waits, Sr.

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