

George A. Kembel

From: Tom Kosnik [kosnik@leland.Stanford.EDU]
Sent: Tuesday, June 15, 1999 12:35 PM
To: awinblad@humwin.com; mgorenberg@humwin.com; Elizabeth Armstrong
Cc: George A. Kembel; Tom Kosnik (E-mail); John Kembel (E-mail)
Subject: Re: Periphio (next steps)

Importance: High

Ann, Mark, and Elizabeth,

I am more excited about the Periphio concept than any I have seen since Netscape browser first gave us graphical access to the World Wide Web. In fact, MORE excited. Their concept creates enormous leverage for anyone who multitasks on computer based tasks in a real-time business, as well as anyone who channel surfs!

In addition, the founders are George and John Kembel - twin brothers whose creativity is legendary around Stanford, and who are ideal anchors around which to build a management team.

Although the Kembels have an executive summary of a business plan, I think having them demonstrate the Periphio concept on computer, and meet you in person, is by far the most efficient way for Hummer Winblad to grasp the concept and size up the co-founders.

When they approached me last Friday to go on their board of advisors, they had already been approached by two VCs, so a timely first meeting is an issue.

I know how busy you are. Please make time for Periphio. You will be glad you did! I am really fired up about this.

If you insist on reading something before deciding to meet, please email a reply to all and George & John will get the Exec summary to you.

In any event, they will follow up with Elizabeth directly to arrange a meeting with Ann and/or Mark.

Tomk

At 10:17 PM 6/14/99 -0700, George A. Kembel wrote:

>Tom,
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>Thank you for meeting with us last Friday. John and I enjoyed discussing
>our new business plan and demo for Periphio with you; we greatly appreciate
>your feedback.
>
>As you suggested, we believe an introduction to Hummer Winblad Venture
>Partners would be a great next step for Periphio.
>
>Sincerely,
>George
>
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