

## John Nix

---

**From:** John Nix <jnix@vobal.com>  
**Sent:** Wednesday, December 21, 2016 8:33 AM  
**To:** 'Chris Wilson'  
**Cc:** 'Andrew Bezaitis'  
**Subject:** RE: IoT Patents and Samsung

Hi Chris,

Thanks for the introduction!

I thought Samsung should be interested. The "evidence of use" charts are quite strong, so if they are interested now then that should build after sharing the charts. We will keep you posted.

The prosecution is also going well and continues to expand the portfolio. So, far, there are 8 patents issued, 2 with "notice of allowance", another with allowed claims, and 3 international application filings.

Happy Holidays!

Thanks, John

---

**From:** Chris Wilson [mailto:chrisw@yepher.com]  
**Sent:** Monday, December 19, 2016 1:22 PM  
**To:** Kang Lee; John Nix; Andrew Bezaitis  
**Subject:** IoT Patents and Samsung

John, Andy,

I want to introduce you to Kang Lee. He is a good friend of mine and he has many high level connections at Samsung. He has shared a summary of the patent portfolio with the head of IoT at Samsung Korea and they passed the information along to the IP acquisition team at Samsung. I understand they have interest in the portfolio and would like to explore it in more detail.

I've copied you all on this email together so you can connect and hopefully explore the relationship with Samsung together.

Let me know if there is anything I can do to help in this matter.

Regards,  
-- Chris Wilson