

## Eliot I. Bernstein

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**Subject:** FW: iviewit  
**Attachments:** Eliot I Bernstein.vcf

-----Original Message-----

From: Colter, David  
Sent: Wednesday, April 04, 2001 10:29 PM  
To: 'WJRCTO@aol.com'  
Cc: Cookson, Chris; Bell, Alan; 'MattMcConnell9@aol.com'; 'gt@wb.com'  
Subject: FW: iviewit

Bill,

I had an opportunity to talk with Ted Leonsis about a company we have both been looking at, iviewit. He suggested that I bring iviewit to your attention, and we should compare some of the streaming technology companies you and your team have been investigating.

As for iviewit, Greg Thagard and I took a look at them over the past year. They have pending patents which describe scaling processes and formulas for video and still images. There appears to be a solid licensing potential for the patents -- we primarily looked at the video patents, but recently I have delved into the still image patents, which provide an interesting way to deliver zoomable images across the Internet.

They have an operational side to the company for encoding, and they are currently processing some of the content for WB Online. We have continued the dialogue with iviewit to explore R&D opportunities for encoding. They are currently strengthening their management team, and are very open to a range of partnership/investment options -- worth taking a look.

I would be happy to provide the contacts for iviewit and/or arrange an introduction. Let me know how you would like to proceed.

Thanx,  
David

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-----Original Message-----

From: Colter, David  
Sent: Thursday, March 01, 2001 5:06 PM  
To: 'Leonsis@aol.com'; 'tedleonsis@netscape.com'  
Subject: FW: iviewit

Ted,

I hope you are feeling better. When I called your assistant indicated you had been sick all week -- my family has been battling flu bugs since November -- we have almost won.

I called to talk to you about a company called iviewit. Early last year we conducted some technical due diligence on encoding technologies and iviewit, was one of the few who stood out. I understand that you have had a chance to connect with them, and it was through mutual friends and contacts that Chuck Brunelas suggested that we link up to share information on the company, and extend the dialogue we have been having with iviewit to you and your team.

They have a strong technology and licensing play with patent pending technology in two areas: a still image zooming process that offers flexible magnification, and a mathematical scaling process for video. We have been very supportive of the technology and have passed the info to John Calkins, VP Strategic Planning to consider iviewit from the investment side.

I would be happy to share my perspective or discuss the technology at your convenience.

Thanx,  
David

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