

Message

**From:** Paul Cook [pcook@agile.tv]  
**Sent:** 2/13/2004 3:20:24 PM  
**To:** all@agile.tv  
**Subject:** Weekly Update

To All Employees:

It's clear that the environment has changed at Comcast and now they are not only supportive and enthusiastic but becoming active and aggressive to get us deployed as early as possible. They are acting as though we are part of the team. We do have the attention of the entire top management. In a visit Monday and Tuesday of this week I received the signed document pledging their \$2M investment. They promised to identify very soon a point person in operations who'll be responsible to enable our 10 to 500 sub trial in the Willow Grove head end. In a meeting with Steve Silva he stated he'd be pushing hard for us to have a ubiquitous deployment ultimately reaching their entire 21,000,000 subscribers. Obviously that's dependent on their all being digital. He also said it was important to the company that they be the first commercial deployer of our speech reco system. They confirmed again that the trial would be using the Source Guide IPG and the Seachange VOD. They love the new receiver and think it's really cool. When I was there, they were heavily involved with the last minute details of something-- and it turned out to be the deal they made with TV Guide wherein they've licensed all their IP and bought 51% of the development company to do their IPG. We believe that will be totally beneficial to Agile. TV Guide will be here next week and we'll learn a lot then.

In a visit with Motorola it appears they'll be making an investment in our series D round as well. I've asked for \$3M. They've also agreed to forgive all previous indebtedness and cancel the Horizon Partners agreement and to develop a new one - much more favorable to Agile.

We are close to learning of a decision by two VC's on their investing in us ( and leading this investment round).

At a Board meeting yesterday we had an excellent and detailed exchange on several important issues. Mark Foster gave the Board a excellent review of the risk factors the company is facing in getting from here to success in the market place. The Board asked us to defer doing any more work on the Agile Phone opportunity until we have this investment round done. At that point and with the new investors approval we will resume our look at the opportunity to use our current technology with some modification for the "smart" display phone market. It could be a spin out or a separate division in order to NOT defocus our drive to the Cable market.

On the 15th of February we will be 4 years old. What a remarkable four years it has been as we have indeed developed what we set out to develop and then some. We do have a proprietary position as we set out to create, we have a system that works and is generally liked by most who use it, we have a strong economic model with potential good profitability and we now have customers who want to deploy it to their subscribers. It looks like a quite profitable business for us and for our customers as well. Having said all this, we have a long way to go and a lot to do. It will be a matter of execution from here on as we race to finish our development and deploy our system first in trial and then commercially. Moving quickly but safely will be our charge. Satisfying the customer and the consumer will be our mission. I'm confident that with our superb staff we'll be able to do it.

Enjoy the Valentine's day week end.

Paul Cook

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**PROMPTU EXHIBIT 2015  
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