

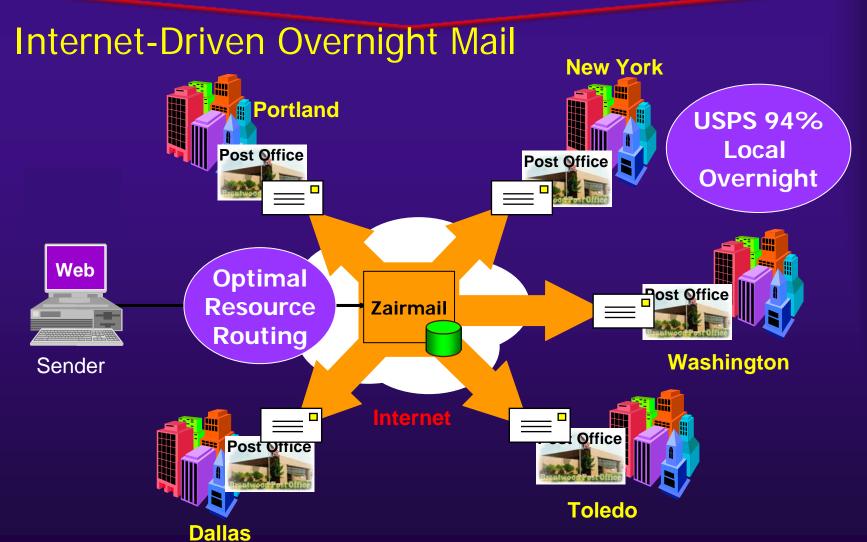
### Your Special Delivery

Venture Oregon 2000 October 3, 2000

### Imagine...

- An Internet offering that is just as valuable for those offline as those online
- An Internet offering that will earn money and produce a tangible product
- A business that has the potential to return billions for stakeholders!

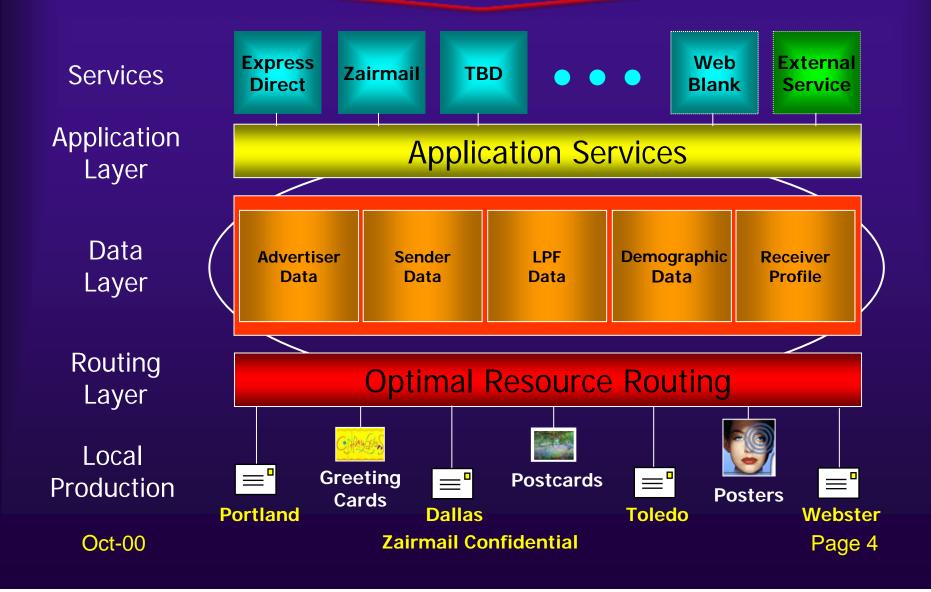
# Imagine ... Zairmail



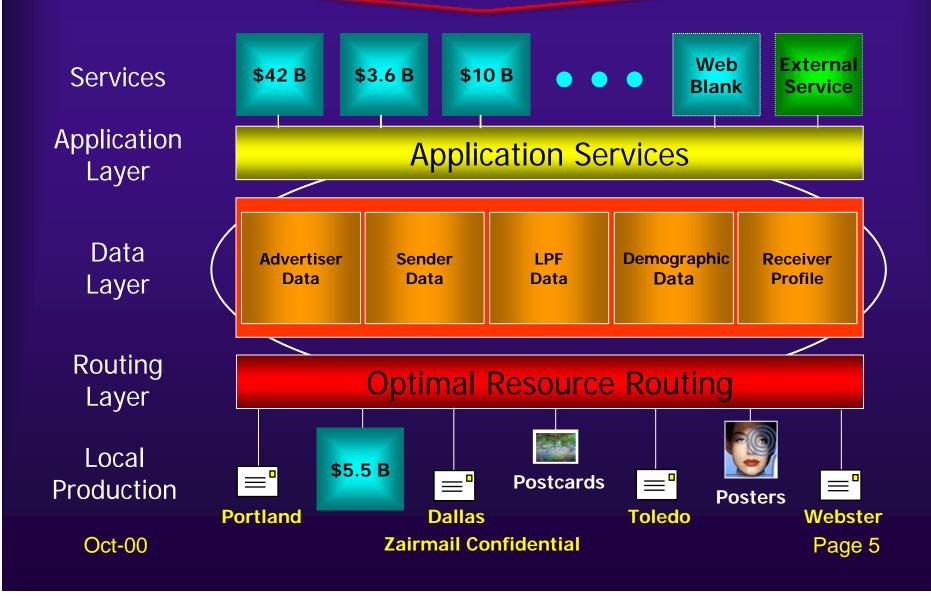
Oct-00

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#### **Broad-Based Infrastructure**



## Billion Dollar Opportunity



## Rapid Growth

- 100%+ QtQ revenue growth
  - 25+ advertisers
  - 10+ mailers
- Growing Employment
  - 30 employees now
  - 40 by year-end
- \$ 150 N

- Sales funnel
  - 25+ advertisers
  - 20+ mailers
- Cash reserves
  - 22 months now
  - Add 30% in Q4



1999 2000 2001 2002

## Winning Team: Management



Wilson Zehr President & CEO

18 years Engineering, Marketing, & Bus. Dev. eFusion, Sequent Computers Cadre Technologies, Verdix

BS, Finance & Law, Portland State MBA, PhD (candidate), Portland State



Bill Impey
Vice President, Marketing

30+ years Marketing & Operations Oregon Freeze Dry (division of Phillip Morris) Proctor & Gamble

BS, Duke University MBA, University of Virginia



Don Skloss Vice President, Sales

16+ years Sales & Management Transamerica, Dean Foods, Kraft General Foods, Johnson & Johnson BA, Business, Notre Dame



Mojy Mirashrafi Chief Technology Officer

18+ years Software Design & Engineering Intel Corporation, eFusion August Systems, Oregon State

BS & MS, Computer Science, Oregon State 7+ patents Internet communications



Tobin Kurtin Vice President, Operations

18+ years Operations BuySellBid.com, Johnstone Supply Oracle Corporation, General Electric

BS, Ind. Eng., Texas A&M University MBA, Ealing College



Keith Jackson Vice President, Operations

20+ years Consulting & Communications Bell Canada, Xios, Boots Company plc Stentor Alliance, Ferranti

BS, Economics, University of Wales MBA, Ottawa University (Canada)

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## Winning Team: Board of Directors



Bill Paxon

Partner, Akin Gump Straus Hauer & Feld US Congressman, New York (1988-1998)

BA & PhD, Canisius College PhD, Daeman College PhD, Roberts Wesleyan College



Wilson Zehr

President & CEO, Zairmail Business Development, eFusion

BS, Finance & Law, Portland State MBA, PhD (candidate), Portland State



Mike Coughlin

Partner, Computer Sciences Corp. CAO, US Post Office (1989-1999)

BA, Loras College Executive Exchange, Stanford



Rick Black

Chairman, Servador & ECRM Vice Chairman, Oak Technology

BS, Engineering, Texas A&M MBA, Harvard PhD, Beloit College



Jeff Tung

Partner, Timberline Ventures VP & Partner, Xerox Technology Ventures

BS & MS, EE, MIT MBA, Harvard



Bill Kallmar

Partner, Timberline Ventures CEO, Infinite Music & Eyeonics

BA, Chemistry, Reed College MS, MS & E, Stanford MBA, Harvard

## Winning Team: Partners

#### Reputable Funding Partners

- Timberline Ventures
- Draper Fisher Jurvetson
- Hewlett-Packard



- American Continental Group
- CommPartners
- Shandwick



- Xerox Corporation
- US Postal Service
- Experian (formerly TRW)







American Continental Group











# The Opportunity

Imagine Zairmail...

- Billion Dollar Investment Potential
- Experienced Management Team
- Systems and Partners in Place
- Generating Revenue Today!

Raising \$3M - \$5M this Quarter Let's Figure out how to Work Together!