United States District Court
Northern District of California
Δ DEFENDANT Δ
Case No. 4:24-CV-04722-YGR
Case Title Musk et al. v. Altman et al.
Exhibit No. DX-0716
Date Entered
Mark Busby, Clerk
By:_____, Deputy Clerk

From: Sam Teller [steller@openai.com]
Sent: 10/22/2017 5:15:54 PM
To: Shivon Zilis [shivon@openai.com]
Subject: Re: Greg + Ilya

Yes

On Oct 22, 2017, at 10:15 AM, Shivon Zilis <shivon@openai.com> wrote:

> Is it useful or not useful to start thinking about how this would work at Tesla, with or without them? Their default will be to put this off as long as possible so if I can help with generating certain types of momentum lmk!
>
> On Sat, Oct 21, 2017 at 4:27 PM, Sam Teller <steller@openai.com> wrote:
> Then they can stay at the non profit...
>
> > On Oct 21, 2017, at 2:42 PM, Shivon Zilis <shivon@openai.com> wrote:
> >
> > Yes. I mentioned that Elon seems increasingly drawn to the Tesla structure as the only logical answer to creating a true Google counterpoint and I completely understand why.
> >
> > They are really scared of losing their baby and definitely open to but not warm on the Tesla thing.
> >
> > I am worried that the Rex thing shifts momentum in the wrong direction for the three of them.
> >
> >> On Oct 21, 2017, at 2:11 PM, Sam Teller <steller@openai.com> wrote:
> >>
> >> Have you hinted that it will happen regardless of their support for it?
> >>
> >>> On Oct 21, 2017, at 1:09 PM, Shivon Zilis <shivon@openai.com> wrote:
> >>>
> >>> So clearly prefer the non-profit, if possible.
> >>>
> >>> Rationale:
> >>>
> >>> 1) Recruiting story + moral high ground
> >>> -They think it's easy to explain why someone would choose OpenAI over Google or Deepmind. They think non-profit for good an easy story to sell but harder at a corporation. Why Tesla AI vs Google AI?
> >>> (I shared my thoughts on this, which is Tesla is probably the most for the good of humanity corporation that exists, and we're lucky for that, but not sure how much that swayed them)
> >>>
> >>> 2) They think it's possible to raise 100's of millions in donations.
> >>> -They they should try that first. Don't think fundraising has been done in earnest. They asked my opinion. I said if 20-50M a year was the right number probably all good, but I thought it was improbable to raise 100M-500M per year, and that may not be enough to do this right. They are a little naive on this one... haven't ever tried to fundraise.
> >>>
> >>> 3) They haven't internalized the advantages of burying this in Tesla for stealth advantage.

>>> -They are not naturally hard wired as maneuverers. They have trouble conceiving why this is an advantage... "what matters is that we build something meaningful". My take was it doesn't matter if not a legit counterpoint to Google but I don't think they really see the world that way. They have trouble thinking about relative positioning.
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