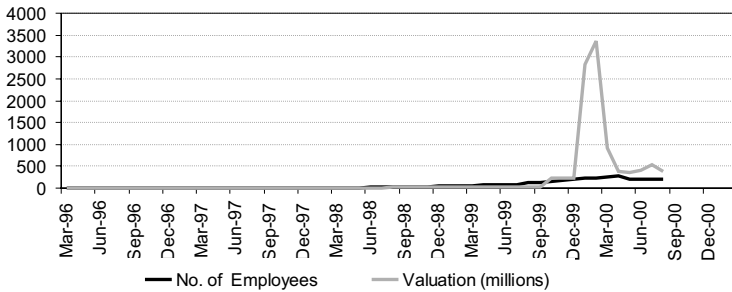


August 2000



40 Healthcare Facilities Now Signed Up for marketplace@novation. Signed Healthcare Organizations Represent More Than \$1.2 Billion In Annual Supply Purchases

Neoforma.com, Inc. and Novation today announced that an additional 21 healthcare facilities have signed contracts to use marketplace@novation, powered by Neoforma, as their Internet purchasing solution. A total of 40 healthcare facilities are now signed up . . .

*August 3, 2000
Neoforma Press Release*

Continuity



Even as the physical residue of our influence upon Neoforma continued to dissipate, I saw great evidence that something solid was still firmly planted underneath.

Jeff and I were seeing less and less of Bob. Onsite, we communicated with him formally a few times a month, but that was about it. We both felt it was important that neither of us seemed to be struggling with or exercising any control over Bob.

The company needed clear leadership, as it struggled against the fierce storms outside. So Jeff, Bob and I agreed to meet informally off-site every couple of months or so. We called it a Founders Dinner. While Bob was always very careful to avoid any disclosure of Neoforma's business, these dinners became an opportunity for the three of us to openly discuss our cultural observations about the company and its industry.

At one dinner, Bob brought up how, in his long and aggressive business career, he had never experienced so much lack of integrity. I panicked for a moment, thinking he was talking about me or Neoforma. But then he explained how perplexed and chagrined he had been by the high level of deceit, greed and malice he had witnessed each day in his normal business dealings.

He was frustrated by how effective some our competitors' and enemies' blatant media manipulations were. Each new feature, obscure award, new customer or supplier seemed to warrant the publication of a press release.

But Bob refused to yield to the idea that more information was better information. When the company had something truly significant to brag about, that is when he would approve a press release.

And, he refused to work with any person or company that displayed unscrupulous behavior. Based on the abundance of shady characters