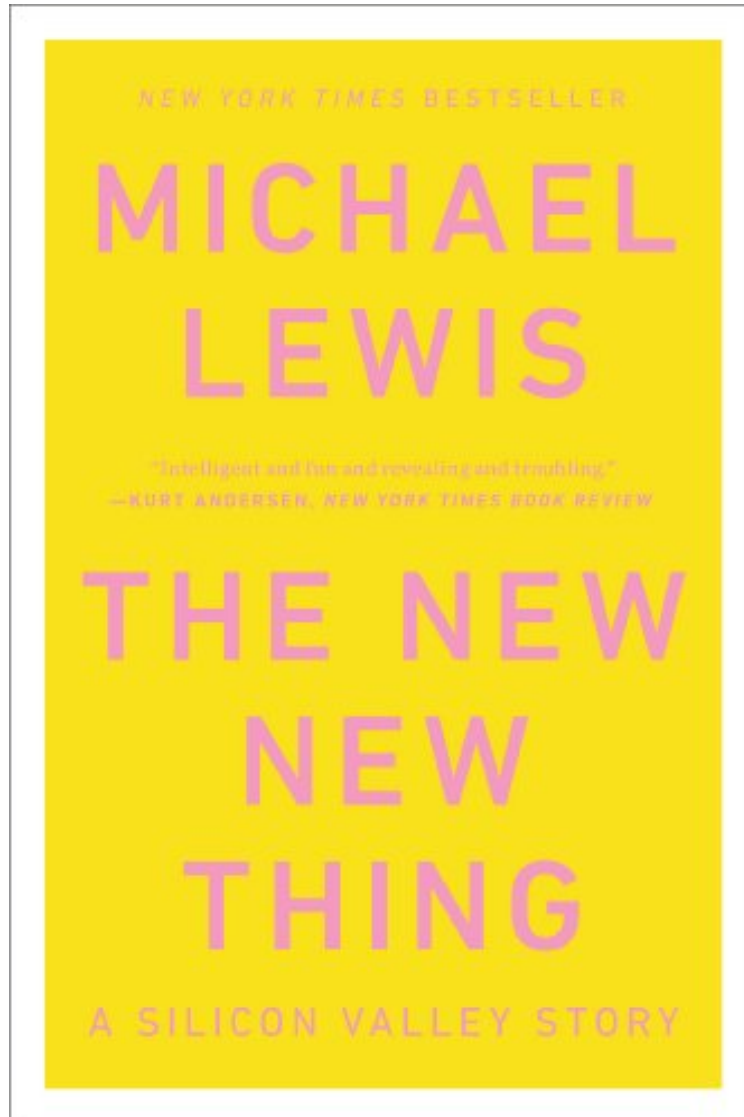


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The New New Thing: A Silicon Valley Story

Michael Lewis

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Michael Lewis : The New New Thing: A Silicon Valley Story before purchasing it in order to gage whether or not it would be worth my time, and all praised The New New Thing: A Silicon Valley Story:

0 of 0 people found the following review helpful. Lewis's Worst--But still worth reading.By Mr. Rocky G. WillsonIt is difficult to rate this book. While it is entertaining and somewhat informative and Michael Lewis writes well and tells a good tale--I've read nearly all his books--this is still his WORST book.Does that that mean I wouldn't recommend it? No! I still liked it, and would recommend it as a "good" read, I was disappointed because I expect a "great" read from this author.1 of 1 people found the following review helpful. terrificBy perryReading this for the first time, I kept forgetting it's 15 years old. Granted, the Internet was already a sensationally transformative thing, even in 1999 when

this was written, but this book confirms that Lewis -- perhaps thanks to his exposure to people like Jim Clark and other titans of the Silicon Valley -- had an understanding of and appreciation for the the tech revolution that continues on today that was ahead of his time. Thankfully, he makes good use of his linguistic gift of being able to break down complicated ideas and issues into plain English in this book. Highly recommend. 7 of 7 people found the following review helpful. A cool book but too much of JIM! By Susanna Hutcheson Michael Lewis knows Silicon Valley and he's an excellent writer. That said, I got a belly full of Jim Clark in this book. Perhaps he is the personification of the creator of the New New Thing in the Valley. But I have to think there are many other people who should have been equally represented in this otherwise wonderful read. What I think the book did very well was to demonstrate the extreme mind set in the valley of dreams. It shows us how the minds of the power brokers work and how things they create get old quickly --- how disposable everything is. Like my Palm Pilot that I bought at Christmas is old hat now. Hey, we've got color! The new new thing. Gotta have it! So read this book. It's really pretty great. You'll tire of Jim. But hey, he's an important dude and the only bad part is, you really won't like him at all when you put the book down. But he won't care. He's on to the New New Thing.

New York Times Bestseller. "A superb book. . . . [Lewis] makes Silicon Valley as thrilling and intelligible as he made Wall Street in his best-selling 'Liar's Poker.' In the weird glow of the dying millennium, Michael Lewis set out on a safari through Silicon Valley to find the world's most important technology entrepreneur. He found this in Jim Clark, a man whose achievements include the founding of three separate billion-dollar companies. Lewis also found much more, and the result is the best-selling book 'The New New Thing' is an ingeniously conceived history of the Internet revolution.

Michael Lewis was supposed to be writing about how Jim Clark, the founder of Silicon Graphics and Netscape, was going to turn health care on its ear by launching Healtheon, which would bring the vast majority of the industry's transactions online. So why was he spending so much time on a computerized yacht, each feature installed because, as one technician put it, "someone saw it on Star Trek and wanted one just like it?" Much of 'The New New Thing', to be fair, is devoted to the Healtheon story. It's just that Jim Clark doesn't do startups the way most people do. "He had ceased to be a businessman," as Lewis puts it, "and become a conceptual artist." After coming up with the basic idea for Healtheon, securing the initial seed money, and hiring the people to make it happen, Clark concentrated on the building of Hyperion, a sailboat with a 197-foot mast, whose functions are controlled by 25 SGI workstations (a boat that, if he wanted to, Clark could log onto and steer--from anywhere in the world). Keeping up with Clark proves a monumental challenge--"you didn't interact with him," Lewis notes, "so much as hitch a ride on the back of his life"--but one that the author rises to meet with the same frenetic energy and humor of his previous books, 'Liar's Poker' and 'Trail Fever'. Like those two books, 'The New New Thing' shows how the pursuit of power at its highest levels can lead to the very edges of the surreal, as when Clark tries to fill out an investment profile for a Swiss bank, where he intends to deposit less than .05 percent of his financial assets. When asked to assess his attitude toward financial risk, Clark searches in vain for the category of "people who sought to turn ten million dollars into one billion in a few months" and finally tells the banker, "I think this is for a different ... person." There have been a lot of profiles of Silicon Valley companies and the way they've revamped the economy in the 1990s--'The New New Thing' is one of the first books fully to depict the sort of man that has made such companies possible. --Ron Hogan From Publishers Weekly While it purports to look at the business world of Silicon Valley through the lens of one man, that one man, Jim Clark, is so domineering that the book is essentially about Clark. No matter: Clark is as successful and interesting an example of Homo siliconus as any writer is likely to find. Lewis ('Liar's Poker') has created an absorbing and extremely literate profile of one of America's most successful entrepreneurs. Clark has created three companies--Silicon Graphics, Netscape (now part of America Online) and Healtheon--each valued at more than \$1 billion by Wall Street. Lewis was apparently given unlimited access to Clark, a man motivated in equal parts by a love of the technology he helps to create and a desire to prove something to a long list of people whom he believes have done him wrong throughout his life (especially his former colleagues at Silicon Graphics). As Lewis looks at the various roles of venture capitalists, entrepreneurs and programmers and at how these very different mindsets fit together in the anatomy of big deals, he gives readers a sense of how the Valley works. But the heart of the book remains Clark, who simultaneously does everything from supervise the creation of what may be the world's largest sloop to creating his fourth company (currently in the works). Lewis does a good job of putting Clark's accomplishments in context, and if he is too respectful of Clark's privacy (several marriages and children are mentioned but not elaborated on), he provides a detailed look at the professional life of one of the men who have changed the world as we know it. (Oct.) Copyright 1999 Reed Business Information, Inc. From Library Journal Listeners are due for a thrilling ride through the strange landscape of computer geeks and billionaires, with a focus on the unique story of after-tax multibillionaire Jim Clark, founder of Silicon Graphics, Inc. (SGI), Netscape, and the newly emerging Healtheon. Lewis ('Liar's Poker') focuses on Clark's story as the key to comprehending the newly emerging Internet wealth, emphasizing his battles between Netscape and Microsoft; his almost immediate success with SGI; his emotional investment in his computer-driven

sailboat, the Hyperion; leading up to his next new, new thing, Healthon, Clark's Internet health site envisioned literally to transform the \$1 trillion healthcare industry. Clearly, Clark's nonpareil personae is an excellent example of how vastly different it is doing business in the age of the Internet, but this is not so much an analysis of Clark's business successes as it is a sort of technobiography. The numerous lengthy anecdotal tales and scenarios, narrated by Bruce Reizen, enrich the understanding of this exemplary personality, a high-tech rags-to-riches tale of a poor boy from Plainview, TX, but add little to a full appreciation for the strategies around these companies. A story yet to be told. Highly recommended for all public libraries. Dale Farris, Groves, TX Copyright 2000 Reed Business Information, Inc.