

SILICON VALLEY

"Leveling Up"

by

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COLD OPEN

EXT. INCUBATOR FRONT PORCH - DAY

RICHARD is pacing and psyching himself up to go inside and talk to the team.

INT. INCUBATOR LIVING ROOM - CONTINUOUS

Richard barges into the house.

RICHARD
Guys, I have an important
announcement to make.

He looks around the room. It's empty. He deflates. We hear movement in the kitchen, which he follows.

INT. KITCHEN - CONTINUOUS

RICHARD re-enacts his bravado entrance into the kitchen with a little less spunk than before. GILFOYLE and DINESH are at the table in a heated thumb war, as ERLICH officiates.

RICHARD
(forced panache)
Guys, I have an important
announcement to make.

GILFOYLE
(to Dinesh)
Why do people say that? Why don't
they just say what they're going to
say?

Richard deflates again.

DINESH
(to Richard)
When you charge in like that, it's
obvious that you think you're going
to say something important.

GILFOYLE
We're advanced enough to notice a
difference between this and when
you usually blabber on about Satan
knows what.

ERLICH

He just has to declare that because he doesn't command the attention I do when I stand up to speak.

RICHARD

(flustered)

Stop! [beat] Okay, just shut up.

DINESH

Whoa. Testy.

RICHARD

(gathers himself)

I've decided that we need a marketing company to help us grow, now that our pay-model has been working for a while.

ERLICH

(stands up)

I object! As a member of the board, and ten percent shareholder in this company, I firmly deny your request due to the lack of consultation with myself and the rest of the board prior to this announcement.

DINESH

He's right, Richard. You don't have the authority to make a decision like that anymore.

ERLICH

(points at Richard)

You are unilaterally deciding on the fate of this company and I, for one, won't stand for it.

He notices he is currently standing.

ERLICH (CONT'D)

(sits)

Figuratively speaking.

RICHARD

I'm not unilaterally deciding, it was part of our original plan.

GILFOYLE

Ugh. Sounds corporate.

ERLICH

We finally have Pied Piper running flawlessly with people *paying* for our services and you want us to whore ourselves out to "the man!"

RICHARD

The only people paying for it are Vine stars and Reddit enthusiasts. [beat - awkwardly] There is *so much* more money out there we aren't taking advantage of.

DINESH

(leery)

You want more money?

GILFOYLE

(stands up after a beat)

Welcome to the dark side, fearless former leader.

Gilfoyle bows to Richard.

ERLICH

(stands abruptly again)

Richard is right. [beat] And I know just the company to help.

RICHARD

(forced)

Well...I actually have one in mind! You don't really need...

ERLICH

(hurriedly)

I'll set up a meeting and they'll be here tomorrow.

RICHARD

How about the end of the week?

ERLICH

Time is of the essence, Richard. And I don't want to wait around for you to change your mind. I shall have them here henceforth and hitherto.

He runs out. JARED, who has been inconspicuous in the back corner, speaks up out of nowhere, scaring Richard.

JARED

Exciting! Thanks, Richard. In a few
days I'll report back with a
detailed recommendation, too.

He runs out. Richard looks to Gilfoyle and Dinesh, who shrug.

MAIN TITLE CREDITS.

ACT ONEINT. LIVING ROOM - CONTINUOUS

Richard, Dinesh and Gilfoyle walk into the living room together.

RICHARD
When did he walk in?

DINESH
I think he was standing there the whole time.

GILFOYLE
That dude freaks me out sometimes.

DINESH
You know it's bad when you freak out the Dark Lord.

RICHARD
He's fine. He's just...quiet.

As Richard's talking, Dinesh and Gilfoyle sit and Jared runs back in for his bag. Richard doesn't notice.

JARED
What's that?

Richard jumps.

RICHARD
Jared! What are you doing? I thought you left.

JARED
Just forgot my bag. Off to research!

He grabs his bag and runs out again. Gilfoyle and Dinesh give Richard "see what we mean" looks.

RICHARD
(quietly)
Guys, I really need you to make an effort so Erlich's marketing company isn't the only one we have to choose from.

DINESH
(earnestly)
Wow. You'd be demoted from your demotion?

GILFOYLE
You'd have to sit arm in arm with us plebeians.

DINESH
How emasculating.

Richard has had enough.

RICHARD
(exasperated)
Fine! I'll give \$10,000 to the person who finds the winning agency! Is that what you want?

Let the negotiations begin.

GILFOYLE
You don't have that money, nor the authority to offer it as a prize.

DINESH
Plus, that isn't fair to Erlich and Jared if you just offer it to us.

RICHARD
Oh yeah, Jared. I wonder where he was going?

GILFOYLE
(snaps at him)
No, no. Focus here. What do we get?

Richard thinks for a beat.

RICHARD
Okay. If one of you find the marketing agency we go with, you can take a week off. Paid. I do still have the authority to allow that.

DINESH
Considering travel time, a week basically turns into like three days of vacation.

RICHARD
Fine, two weeks!

GILFOYLE

A vacation that's less than a month is pretty much a slap in the face. Even my niece gets 3 months off, and she's a Christian.

DINESH

Yeah, I've heard you can't even get settled until halfway through the second week, anyway. [beat - dryly] I wouldn't know, though, since I've never taken a vacation.

RICHARD

Three weeks and that's my final offer. And that's *only* if the agency you bring to the table gets chosen.

Gilfoyle turns to his computer and types.

GILFOYLE

(after a beat)

Boom. Already found a guy on Fiverr.

Richard rolls his eyes and leaves.

GILFOYLE (CONT'D)

(calls after him)

Congratulations, Richard. My desire to win has been ignited.

INT. LIVING ROOM - LATER

Erlich barges into the room carrying a haphazardly drawn picture. Richard, Dinesh, and Gilfoyle are working at their computers.

ERLICH

Feast your eyes on our new marketing agency.

He shows them the picture - it's an aquatic creature resembling a dolphin. Dinesh studies it carefully.

DINESH

Is that a dolphin?

GILFOYLE

Did you just run outside and have an autistic child color that with its nondominant hand?

Erlich looks at the page, and to Gilfoyle.

ERLICH
Lay off, Gilfoyle. This is my
artist's rendition.

RICHARD
Artist's rendition of what,
exactly?

ERLICH
Of our new marketing agency's logo.

GILFOYLE
Hopefully their marketing is better
than their logo.

DINESH
Is it a seahorse?

ERLICH
(annoyed)
It's very clearly a porpoise.

DINESH
(accented - sounding like
"purpose")
Porpoise?

ERLICH
Their purpose is to get us a ton of
money, Dinesh! [beat] Introducing,
Porpoise Marketing.

GILFOYLE
If the name "Pied Piper" didn't get
people to take us seriously, I'm
sure "Porpoise" will.

ERLICH
Just to whet your appetite, think:
"Porpoise." The important half of
the word is "poise" and they will
show poise in the face of our
adversaries.

GILFOYLE
The unimportant half is "poor,"
which is how I feel about their
ability already.

ERLICH

(unfazed)

Also, notwithstanding, a porpoise is *not* a dolphin, but more elusive and exotic - like us.

He points to Dinesh, who shows his non-approval of being called exotic on his face.

ERLICH (CONT'D)

And finally, for the pure alliteration of it to have Pied Piper with Porpoise would allow the sayers of such to speak quickly and authoritatively when they think of our partnership. Much like the Germans, who are the leaders in designing and developing incredibly sound automobiles.

Richard and Gilfoyle stare blankly at Erlich for a beat. Richard shakes his head and goes back into the kitchen.

DINESH

(unfazed by the speech)

It kind of looks like a shell-less snail.

INT. KITCHEN - CONTINUOUS

Richard is looking in the fridge. Erlich follows him in.

ERLICH

Richard, listen. I know what you're thinking.

Richard pulls his head out from the fridge, waiting for Erlich's comment.

ERLICH (CONT'D)

Okay, what are you thinking?

Richard moves to the table and sits down with a yogurt.

RICHARD

While it *is* kind of weird that you only thought of a marketing agency *after* I talked about how much money having one could help us get, that's just weird, not surprising.

ERLICH

Is that my yogurt?

RICHARD

What? [beat - makes sure] No!

Erlich grabs the yogurt and examines it, finds that it's not his yogurt, and continues as if he had never asked but continues to hold Richard's yogurt.

ERLICH

Listen, I went to high school with the CMO. They're a small company, like us, but they've got heart!

RICHARD

What kind of clients do they have?

ERLICH

(deer in headlights)
I don't know off hand...but I'm certain they're great!

RICHARD

(deliberate, forced)
Fine. I'd love to hear Porpoise pitch.

They look at each other, trying to ignore the alliteration.

ERLICH

(runs out with the yogurt)
You won't regret this. I'll get them here tomorrow! Be ready!

Erlich slowly walks back into the kitchen, carefully puts the yogurt back on the kitchen table, slyly slides it to Richard as Richard stares at him, and then backs out of the room.

INT. LIVING ROOM - THE NEXT DAY

Dinesh walks to the door and opens it to a tall, hippie looking guy, BRAYDEN, holding a vintage briefcase.

DINESH

Can I help you?

BRAYDEN

This is Pied Piper, right? We're looking for Erlich.

DINESH

(calls to Erlich)
Erlich! There's a hippie at the door for you.

He turns to leave until, MARYAM, a beautiful Pakistani woman peeks out from behind Brayden and speaks up.

MARYAM

We're Porpoise [spoken the same way Dinesh did earlier]. We have a meeting scheduled?

Dinesh transforms into Rico Suave.

DINESH

(sexily)

Of course - Porpoise. I'm impressed, you came up with a proper pitch in less than 24 hours. You've got *my* attention.

BRAYDEN

(leans in front)

We're pitching *us* to *you*, so we've kind of got it down. [beat] Do you mind if we come in?

DINESH

(hushed - to Maryam)

Is he always this pushy? [beat] I'm Dinesh - co-CTO and lead programmer.

He extends his hand to shake. She doesn't take it. He's put off by it.

MARYAM

Maryam. Account Executive. And this is Brayden, CMO.

Erlich runs in and past Dinesh.

ERLICH

Brayden!

They bro-hug.

BRAYDEN

What's up, Erlich? Long time, no see. Thanks for reaching out.

Erlich turns his attention to Maryam.

ERLICH

Enchante, madame. Erlich Bachman, founder of this incubator and principal at Pied Piper.

He reaches for her hand to kiss it, and she grabs his hand and shakes it firmly.

DINESH

If Richard isn't a principal anymore, how are you, Erlich?

Erlich is talking to Brayden by this point, and leads him away with Maryam following closely behind. She shoots Dinesh a look as she walks away - she's not sure about him.

INT. KITCHEN - CONTINUOUS

Richard is looking in the fridge again.

ERLICH

Richard, we have to stop meeting like this.

Richard peeks out from behind the fridge to see his guests.

ERLICH (CONT'D)

Introducing Pied Piper's new marketing company!

RICHARD

Hi there. I'm Richard Hendricks, CEO.

ERLICH

(clarifies)
Former CEO.

BRAYDEN

Brayden. CMO of Porpoise. Pleasure.

MARYAM

And I'm Maryam. Account Executive. Thank you so much for having us.

ERLICH

(excitedly)
He literally didn't have a choice. I brought you guys in before he could say no! Don't worry, though, I already sang your praises.

They look at Richard, who gives the "that's just Erlich, he's harmless," look in return. He motions for them to sit down.

RICHARD

Right. Well, hopefully Erlich told you that we're vetting potential partners to market our compression capabilities to a wider audience.

ERLICH

(leans in to Maryam)
Global.

He winks. She shudders. Dinesh walks into the kitchen. He's snooping.

BRAYDEN

He did. We're excited for the opportunity.

Dinesh scoffs and looks into the fridge.

DINESH

(mockingly and quiet to himself)
"We're excited for the opportunity." Of course they are, the *hard* work is already done!

ERLICH

(loud and obnoxious)
Dinesh! Please! Your computer mind is being rude to our guests.

There is a knock at the front door. Erlich jumps up.

ERLICH (CONT'D)

Probably Jehovah's Witnesses. My turn to get rid of them! You all keep talking.

He runs out.

INT. LIVING ROOM - CONTINUOUS

Erlich runs in and rips open the door. JACK BARKER, flanked by two suited gentlemen, step in.

ERLICH

Someone alert the authorities, it seems that there has been an escape from Stonybrook Retirement Village.

JACK BARKER

Erlich Bachman.

ERLICH

Smack Smarker. [beat] To what do I owe this unwelcome and hopefully short-lived surprise?

JACK BARKER

Didn't Richard tell you? [beat] I'm here to introduce Pied Piper's new marketing team.

Richard enters. Erlich and Richard lock eyes.

END OF ACT ONE

ACT TWOINT. LIVING ROOM - CONTINUOUS

ERLICH
Et tu, Richard?

RICHARD
(flustered)
First of all, no.

He scurries over to Jack and speaks awkwardly close to his face for privacy's sake since so many people are around.

RICHARD (CONT'D)
You said we had until the end of next week to vet candidates and provide our recommendation.

JACK BARKER
(leans in awkwardly closer)
Richard, believe me, I tried to get PaaprClyp to wait, but they were so excited to get started that they...

ERLICH
(cuts him off)
Wait, their name is Paper Clip? Ha.

One of the suits by Jack hands Erlich a business card in the shape of a paperclip.

ERLICH (CONT'D)
Oh look, it's uniquely spelled.
[beat] I guess Microsoft's help cartoon registered the trademark first, huh boys?

JACK BARKER
Actually, Erlich, that iconic help assistant's name was "Clippy," not Paper...

ERLICH
Silence! [beat] Richard, a word.

He grabs Richard and spins him around and gets in awkwardly close to him, but doesn't move away from earshot of the others.

ERLICH (CONT'D)

Richard, blink twice if Action Jackoff has you brainwashed and you no longer have control over your mind.

RICHARD

It's not like that...

ERLICH

(dramatically, loudly)

Then clearly, you have sold out to "the man," and you were too chicken to tell us. Therefore, the only logical next step for the remaining capable members of Pied Piper is to plan a coup to oust you from your throne.

He dramatically turns and walks down the hallway to his room, raising his hand high and flicking off the four of them. Richard turns back to Jack.

JACK BARKER

It seems that our surprise visit came at a bit of a bad time.

RICHARD

(hushed but firm)

You said we have til the end of next week.

JACK BARKER

(whiny)

Richard, after your run ins with the sales team, you can't be trusted to think clearly enough to choose a valid marketing company on your own. It's too important of a decision. That's what I'm here for. Again.

Richard thinks about it for a beat, but is fed up.

RICHARD

(sternly)

No. [beat] *I* started this company. My team and I have the *right* to choose a company to represent us in the way we know we need to be represented. You even said that.

JACK BARKER

Richard...

RICHARD

(confident)

And with all due respect, *you* were placed in the role you have. Again. You don't know Pied Piper like I do, so there's no way you could make the best decision for it yet.

This shocks Jack, and it shows.

JACK BARKER

Okay. [beat - contemplates] I'll give you til Monday to give me a company.

Jack and the two suits leave. Richard celebrates his win.

INT. LIVING ROOM - FRONT DOOR - THE NEXT DAY

Gilfoyle is standing in the doorway. JIAN-YANG is next to him with a clip board in hand, and is wearing a bookie's green visor. There's a line of people, in small groups, out the driveway, and down the sidewalk as far as is visible.

The current group, a specifically-diverse group of five, 20-something hipsters, steps up, and hands Jian-Yang an application.

GILFOYLE

Okay, who are you and what do you do?

AGENCY LEAD 1

(quickly, rehearsed)

We're "Deliberate Global."

AGENCY LEAD 2

We're an award-winning digital agency that gives our clients' performance strategy, digital design and creative marketing.

The first holds up a bobblehead of the big-headed Burger King.

AGENCY LEAD 1

We did this.

Gilfoyle looks at it, at Jian-Yang, back at it, takes it, looks back at Jian-Yang.

GILFOYLE

No. [back to group] Thanks for coming. Next!

Jian-Yang writes notes on his clipboard. The group leaves, and is replaced by the next group who hands Jian-Yang their application. The three are in their mid-forties, well-dressed with fashionable glasses. One is wearing a Hooli glass - a hybrid steampunk version of Google glass.

AGENCY LEAD 3

Hi there, thanks for having us. We're from "Gaatcha & Gaatcha," just up the road in San Francisco. Our strategy-driven creative performance agency is an award-winning leader in designing marketing digitally.

Gilfoyle has been ignoring him and staring at the guy in the group wearing the Hooli glass.

GILFOYLE

Is that a Hooli glass? [beat - to Jian-Yang]

JIAN-YANG

Bad move!

GILFOYLE

Gotcha! Next!

More notes from Jian-Yang. The other two look disgusted and surprised at their coworker as they walk away. A group of four, well-dressed women come up - one of whom is dressed in goth, and has an air of Satanism. As the lead starts to speak, she hands Jian-Yang their application.

AGENCY LEAD 4

Hi there, we're from...

Gilfoyle notices a necklace around the Satanists neck that has two charms on it, a pentagram, and an inverted cross. He cuts off the Agency Lead, and speaks to the Goth Girl.

GILFOYLE

Satan. [beat - to Jian-Yang] Yes. [to the Goth] And you are?

Richard comes up and interrupts.

RICHARD

What's going on?

He looks out the door at the hundreds of people overtaking the property.

GILFOYLE

I'm finding a marketing agency.

RICHARD

How did you get so many companies to come here?

GILFOYLE

I put an ad on Craigslist.

He turns to Jian-Yang and puts his hand out. Jian-Yang hands him back a piece of paper, which he hands to Richard.

RICHARD

(reads aloud)

INTERNET BUSINESS valued at \$500million looking for hardworking dedicated MARKETING AGENCY 20-30 hours a week!

Must be available 10am-6pm Monday - Friday, there is a little flexibility, but must be available Thursday 10-6 (no flexibility there).

You should be able to follow directions and perform specific tasks requested, and turn us into a Fortune 500 company.

If interested, e-mail us at marketing@piedpiper.com for more detailed instructions.

He looks at Gilfoyle quizzically.

RICHARD (CONT'D)

Why do they have to be available all day Thursday with no flexibility?

GILFOYLE

Oh, I copied an ad looking for a dog walker on Craigslist and forgot to change that part.

Richard rolls his eyes and leaves.

GILFOYLE (CONT'D)
(calls after him)
I've already found a good
candidate!

INT. KITCHEN - CONTINUOUS

Richard walks in as Erlich is setting up a huge hit from his Aviato bong, a scale replica of a 747 that has a wingspan of two feet.

RICHARD
What are you doing?

ERLICH
What does it look like I'm doing?

RICHARD
Is that an Aviato-branded bong?

ERLICH
Yeah, I have 48 left. I guess I ordered a few too many before I sold the company. The idea just didn't take off.

RICHARD
(being witty)
Oh, I'm surprised they weren't
flying off the shelves.

This doesn't amuse Erlich.

RICHARD (CONT'D)
(awkwardly)
Anyway. Shouldn't you be looking
for some more agencies?

ERLICH
I've heard of your little *bribe* for Gilfoyle and Dinesh, and I am firmly planting my eggs in the Porpoise basket. When I win, I will be taking my long-desired vacation to the Peruvian Amazon to utilize Blue Morpho's offer of healing through Ayahuasca.

Erlich lights and deeply inhales from his bong as Richard speaks.

RICHARD

Erlich, listen. I'm not sure that Porpoise is going to be able to earn our business.

ERLICH

(exhales during speech)

Please, Richard. Porpoise is perfectly poised to procure and promote our product at a prime price to the people purported to purchase it.

Richard waves the smoke away from his face.

RICHARD

I didn't want to tell you this, but the reason I am so worried about finding the right marketing company is because the other day in our weekly meeting, Jack...

ERLICH

(jumps up)

Brainwashed you! I knew it!

RICHARD

What? No. [beat] He gave me an ultimatum saying that if we don't agree on a marketing company to represent Pied Piper that he not only is going to choose one for us - which will be those guys we saw yesterday - but, he's also going to demote me.

ERLICH

I knew there was something amiss! Don't worry, old buddy, we'll get this handled and you'll remain our fearless leader, or my name isn't Erlich Bachman.

Erlich picks up his bong and flies it out of the room but accidentally clips a wing and it breaks.

ERLICH (O.S.) (CONT'D)

47!

END OF ACT TWO

ACT THREEINT. LIVING ROOM - NEXT DAY

Gilfoyle, Dinesh, and Richard are all working. They are surprised when Jared opens the door, harried, arms full with marketing research, disheveled hair and a 5-o'clock shadow.

JARED

Okay, guys. I'm back. What'd I miss?

The three look at each other, quizzically.

RICHARD

Um...well, we're just working...so, not much?

JARED

Since Monday? I thought you would've already had companies coming in to pitch, or at least scheduled some to do so.

GILFOYLE

You've been gone since Monday?

JARED

(sheepishly)

Guys! [beat - to Richard] Richard? Did you not even notice I was gone?

Richard avoids his puppy dog look.

DINESH

It looks like we didn't.

This hits Jared.

JARED

Ah, yes. Okay.

He leaves for the kitchen. He returns.

JARED (CONT'D)

(frustrated)

No. You know what? No. I work very hard for this company because I believe in it, and I believe in *us*, and if you don't even notice when I'm not here, then what's the point?

He leaves for the kitchen again. He returns.

JARED (CONT'D)

(to Richard)

I'll kindly request about 15 minutes to report my findings so my week isn't for naught.

RICHARD

That's fine, Jared. I'm sorry.

JARED

Tomorrow morning, then?

RICHARD

(awkwardly)

Oh, tomorrow morning, Erlich's company is coming in to present their findings.

GILFOYLE

And I scheduled three companies after that to come in.

DINESH

I haven't got any plans. My cousin's company didn't want to come in and pitch.

JARED

(more frustrated)

Fine then! I'll just give my presentation *this afternoon* after I take a little time for *me*. [beat - leaving] Everyone, I would appreciate your presence.

DINESH

Oooh. This afternoon isn't good for me.

INT. KITCHEN - LATER

Jared is putting together the last pieces of his elaborate visual presentation web by connecting string from one company to another with a thumb-tack. He's in a t-shirt and jeans, and is not wearing shoes. Richard and Gilfoyle walk in.

RICHARD

Jared, listen...

Jared turns around to reveal that he's gotten a haircut, and now has a blue streak in the front of his hair. He's got a fake nose ring, and his t-shirt says "Don't Worry. Be Happy!"

GILFOYLE

We wanted to let you know that 1991 called and it wants its shirt back.

RICHARD

Gilfoyle, stop.

GILFOYLE

And its hair style, you dirty hippy.

RICHARD

Gilfoyle!

JARED

Listen, this is *not* a quarter-life crisis, whatever you think.

Richard and Gilfoyle look at each other.

GILFOYLE

Okay, John Mayer, looks like I got the decade wrong - but the sentiment behind it is still valid.

RICHARD

(cuts him off)

Jared, I'm sorry that we didn't notice that you were gone. Pied Piper is a team, and you're an important part of it. [beat] *This* isn't you, though. A nose ring?

JARED

(sheepishly)

You're right.

He takes out the nose ring - it's more difficult than it should be.

JARED (CONT'D)

(struggles)

I didn't want to commit to a real one, so I just used a key ring.

He finally manages to get it out. He takes a tissue and puts it in both nostrils, a la a bull's ring.

JARED (CONT'D)

This must be how a druggie feels.

RICHARD

I have some time now. I'd love for you to share what you found.

Erlich barges in as Jared turns to begin.

ERLICH

Richard! I'm glad I caught you. Step aside, Jared.

He pushes Jared aside and takes his presentation board down.

ERLICH (CONT'D)

Porpoise absolutely insisted they see us today with their findings instead of tomorrow morning.

Brayden and Maryam come around the corner with their presentation and bags.

BRAYDEN

That's not *exactly* true, Erlich.

MARYAM

We thought we had time scheduled with you, Richard. We're happy to come back in the morning.

ERLICH

Preposterous! Richard, tell them they can stay.

Richard looks at Jared, who reluctantly affirms that's fine.

RICHARD

(to Porpoise)

I'm sorry, of course. Thanks for coming.

Jared goes to leave with his presentation. Richard stops him.

RICHARD (CONT'D)

(to Jared)

Jared! Could you stay? I'd like your input.

JARED

Of course. Happy to.

RICHARD

Brayden, Maryam - this is Jared. He was out of the office researching marketing agency partners earlier this week when you were in.

JARED
 (shakes hands)
 Pleasure to meet you. [beat]
 Extremely excited to see what
 you've come up with.

Brayden and Maryam begin to set up their presentation on the same easel Jared was using.

INT. KITCHEN - LATER

Porpoise is mid-presentation.

MARYAM
 My guess is that your main userbase
 right now is young social app users
 and people who check out sites like
 Reddit more than five times a week.

Gilfoyle, Richard, and Dinesh are silent.

BRAYDEN
 However, based on preliminary
 research, we feel that your pay-for-
 model is too expensive. Maryam has
 done a competitive audit to show
 you what we mean.

She pulls out an 11x14 highlighted sheet of paper pointing out the names of their competition, and pricing. The three are reluctantly impressed with Porpoise's due diligence. Dinesh excuses himself to the living room. Maryam notices. Brayden continues talking to Gilfoyle.

DINESH
 (muttering)
 I told them it was too expensive.

INT. LIVING ROOM - LATER

Dinesh sits at his computer, coding. Maryam walks in, texting on her phone. She sits on Gilfoyle's chair and lets out a heavy sigh. Dinesh remains steadfastly focused on his computer screen as he speaks.

DINESH
 Gilfoyle won't like that you were
 sitting in his chair.

MARYAM
 Oh! I didn't realize we had
 assigned seats.

He gets the joke. He doesn't know how to react.

MARYAM (CONT'D)

Well, please don't tell him. I was just texting with my mom.

DINESH

First of all, I won't need to tell him. He's got hyperosmia, so he'll literally smell that you were sitting there.

She's grossed out and stands up.

DINESH (CONT'D)

Secondly, you must not be taking this meeting very seriously if you excused yourself to text with your mother.

She walks over to him.

MARYAM

Well, Brayden likened Pied Piper's compression technology to the God particle and inadvertently got into a heated lack-of-religious discussion with Gilfoyle, so I excused myself.

DINESH

Sounds about right.

MARYAM

Plus, My mom just learned how to text so I was excited to respond. [beat - opening up] She's back home in Pakistan.

He's interested. She leans in and looks at his code. He lazily tries to stop her.

MARYAM (CONT'D)

Pretty impressive.

DINESH

(awkwardly, seductively)

This is proprietary, you need to not disclose anything you've seen!

She stands back up and walks around the room, observing. Dinesh leans in and goes back to coding.

MARYAM

Can you give me a tour?

DINESH

I didn't think you knew how to program?

MARYAM

I meant of this place.

She leaves the room toward the bedrooms. Dinesh tries to stop her.

DINESH

Hey, wait!

She turns the corner and is at Dinesh's room.

INT. DINESH'S ROOM - CONTINUOUS

His room is an exact replica of his office space in the living room except there's a picture of his extended family on his desk, a prayer rug under his chair, a small Pakistan flag being held in a Snoopy mug, and a poster promoting Counting Crows album "August and Everything After," signed by the band, hanging over his meticulously-made bed.

DINESH

Don't go in there! It's private!

Dinesh catches up.

MARYAM

(admires the room)

I could smell the Pakistani on you the moment I met you.

DINESH

My family is from Karachi.

MARYAM

(scoffs)

My family is from Hyderabad. I spent my formative years in Pakistan, but came back here for university.

DINESH

(musters courage)

Smart and beauti...

She cuts him off.

MARYAM
 (nervously)
 Is that a prayer rug?

She's staring at the beautiful, though worn, rug under his computer chair.

MARYAM (CONT'D)
 Looks a little dirty.

Traditionally, a prayer rug should be almost revered, kept clean, and should definitely not be on the floor under a desk chair.

DINESH
 Uhhh...it's facing the right direction!?

She hrumps and leaves.

INT. KITCHEN - LATER

Gilfoyle, Dinesh, Richard, and Jared are now all hovered around, and enthralled with the presentation. Erlich is standing to the side of the presenters.

BRAYDEN
 Even though our research and thoughts are preliminary, we feel confident that this strategy would be a good start that would lead us into the next year.

Erlich steps forward, applauding deliberately.

ERLICH
 Well, I think I can speak for all of the shareholders in saying that there's really no debate, and we'd love to partner with you.

RICHARD
 (hushed)
 Erlich, we can't say that without actually consulting with everyone.

GILFOYLE
 Two of the companies I was going to bring bailed, and I thought I might have a chance with one of the women from the other. I won't be devastated if we go with Porpoise.

JARED

Richard, I agree with Gilfoyle. While I appreciate the opportunity to bring my research to light, I feel that our similarities would outweigh any potential negatives of working together.

Dinesh stands up and motions for Maryam to follow him into the living room, which she does.

INT. LIVING ROOM - CONTINUOUS

DINESH

I want to apologize for what you saw in my room. It's been so long since I've used that prayer rug, and the floor is so slippery...

MARYAM

What?

DINESH

You seemed so disappointed when you saw that I have my chair on the prayer rug that I...

MARYAM

(laughs)

Oh, I wasn't disappointed at that. I got nervous because I thought your room was cute and I was trying to change the subject. [beat] I was *disappointed* that you're an adult and you still have a framed poster of Counting Crows first album hanging above your computer.

DINESH

(flirts)

First of all, it's autographed. And secondly, Counting Crows is one of the most underrated bands in America today.

Maryam takes a long beat to process that, then slyly smiles.

MARYAM

We. Will. Be. Back.

Dinesh recognizes that Adam Duritz says that at the end of every concert, so she's a closeted fan also!

DINESH

Oh my god. You like Counting Crows,
too?

MARYAM

(flirts)

It's one thing to like them. You
have a poster hanging on your wall.

DINESH

It's autographed!

She turns to leave.

DINESH (CONT'D)

Maryam, wait! [beat - she does]
Before they come to a decision in
there, I want to see if I could ask
you out.

MARYAM

(cutely considers)

I think you could.

He is elated, but they wait together for too long of a beat,
and he doesn't say anything after that - so she awkwardly
smiles, and turns back into the kitchen as Dinesh is frozen.

INT. KITCHEN - CONTINUOUS

Maryam walks in as Brayden is consulting with Richard.

BRAYDEN

I'm asking you to trust me, and
trust Porpoise. I really think this
will be a good fit.

RICHARD

I'm just not sure, I'm sorry. I
don't want to jump into something
as big as this without vetting a
lot of other companies.

Dinesh erupts into the room.

DINESH

If we don't go with Porpoise, I
quit!

The room is stunned silent. Dinesh and Maryam have a moment.
Dinesh awkwardly slinks back out.

DINESH (CONT'D)
(leaving)
Carry on.

ERLICH
We're all in, Richard. What do you
say?

Richard looks around at everyone, who is - in fact - in
agreement.

RICHARD
Okay. Okay, let's do it.

The group stands, excited.

BRAYDEN
Fantastic! Maryam, tell them our
news.

ERLICH
Your news?

MARYAM
We're so excited to share that last
week, we signed a 4-year deal to be
the AOR of GoPro, and they've been
looking for a company like yours to
help bring them to the next level.

BRAYDEN
As a part of our agreement, we
aren't allowed to share that
information with non-clients, but
now that we're partners - we very
much think your algorithm will blow
the competition out of the water if
it became integrated into the GoPro
software platform.

The group is ecstatic. Erlich goes behind the counter, and
pulls out a suitcase and his Aviato bong.

ERLICH
Fantastic! You know, I took a
chance and booked non-refundable,
and it paid off. See you guys in a
month!

RICHARD
(calling after him)
Three weeks!

END OF ACT THREE

END TEASER**INT. LIVING ROOM - LATER**

Dinesh and Maryam are standing at the open front door. She's getting ready to leave.

MARYAM

Well, Dinesh. Here we are.

DINESH

(seductively)

We are indeed here.

MARYAM

So, I'm going to be leaving now.

DINESH

And I...will be staying.

MARYAM

(poking fun)

It's probably better that you were too chicken to ask me out before, now that we're working together.

Dinesh moves in closer.

DINESH

(suddenly machismo)

Too chicken? That's not it at all.

I was just...

Just then, Erlich - who has been secretly standing in the vestibule between the living room and kitchen watching the whole time - audibly snaps a picture with his phone. Dinesh and Maryam whip around.

ERLICH

Carry on! Just attempting to capture the precise moment when Dinesh's balls finally dropped.

BLACKOUT

"Previously On"

After "Action Jack" was rehired to be the CEO of Pied Piper, he admitted that he got so caught up in the excitement of such a valuable startup when he was first brought on, that he put the cart in front of the horse by installing a sales team before the platform was developed. What really needed to be done was to market the platform to garner as much interest as possible for a potential takeover.

Dinesh finally finished his passion project, "Date-a-Dinesh," after a year of working on it in the wings. Unfortunately, his multi-point data analysis connected him with his "perfect match," former one-day Pied Piper employee and recent extortionist, Carla, thus prompting him to give up on dating completely for one year.

Jared was forgotten at the zoo after a team building trip where the guys were brainstorming how to remove Jack completely...again.