

(Phoebe) Meeting in Quantico

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To: David Vincenzetti; Giancarlo Russo

Cc: Marco Bettini; Daniele Milan; Eric Rabe; Valleri Marco; Philippe Vinci

Hi guys, just a quick summary of our meeting with Phoebe in Quantico this morning with Eric and Daniele.

Participants: John Solano & his new colleague Bob.

In a nutshell, Good news & Bad news:

- Good news first: FBI appreciated that we are incorporating a US Subsidiary. They believe this will facilitate a direct relationship between the 2 organizations. They also appreciated that we are hiring US personal and that Daniele will facilitate the ramp-up of the US subsidiary by moving to the US. All in all, very good.
- Bad news: We missed the 3 years contract budget. We were « victim of the timing ». Because of the risk of loosing their budget, due to our recent change, they had to allocate it to another vendor... :-(. This was 600K\$+ of budget.

We proposed to continue the operations (like in the past) and wait for some « surplus money » that typically comes before the end of the fiscal year (September 30th). John mentioned that this surplus money is not guaranteed and that he is obliged to shut down completely the operations of Galileo. Nevertheless they would like to be able to resume when the budget will be available again: meaning February / March 2016.

We explained that new things were coming with Version 10, and that it was a bad moment to take the plug out. We further commented that we are proposing now some professional services packages such as best practices, assessment, calibration, workshops to maximize the efficiency of the attacks, etc...and they found it to be an excellent idea and they are ready to budgetize this. I think they were lacking information, follow-up and direct contact with HT. They appreciated the approach. This will be facilitated by having US team on board soon.

Of course, they mentioned that we were not able to propose them the « independency » they required for the Exploits Delivery and this will be an important factor of resuming the operations with Galileo in the future. They continue to be interested in new features all the more related to TOR, VPN and less-click infections. In the past their targets were 20% on TOR, now they are 60% on TOR. They want to be able to catch the IP of their targets using TOR.

Galileo is still seen as a « nice-to-have » by FBI. They confessed they were using it for low level types of investigations. For critical operations, they were using another platform. We need to come up with key features (TOR ? new TNI ? VPN ? less-click infection ?) in order to increase their « appetite » for Galileo.

They very much liked the fact that we might launch a User Club in Rome in 2016.

Actions:

They would like to know the budget to be able to resume the operations of Galileo in 2016. An idea would be to enable them to continue paying M&S in case they are able to get the surplus money before September 30th 2015. if they cannot purchase anything before 2016, in this case they would need to pay again for the license. Maybe this approach will entice them to consider continuing to use Galileo, at least their Test platform and fight for the surplus money. They are also interesting the budgeting the Professional Services proposed by HT with the purchase of licenses.

Daniele and Eric could add to this summary.

It is really a pity that we missed the timing...