

  **Re: Stefania's hotel mix up**

Alex Velasco

Sent: Tuesday, September 17, 2013 at 1:12 PM

To: Daniele Milan; Marco Bettini; Giancarlo Russo

Cc: David Vincenzetti

Daniele,

So far so good.

Right now we are just with Katie agents, not the local users. Katie will be administrator of the system, while the locals will be collecting the data. They are saying if this works out, they will bring it to other countries around the world. Already they are speaking of El Salvador and Chile.

All, I just got a call again from Paraguay about a tour in their country for demos. we meet them in ISS Brazil along with the minister of defense.

Also, we have Milpoltec in Chile that request demos as well.

I was also given a contact from Canada to follow up on Guatemala, which

TEVA has not said anything about Peru or Venezuela but we also have things to do there.

Robotec is wanting to organize two demos ASAP for this year sale in Colombia. - on this I was thinking that maybe Fulvio can stay in Colombia and work with robotec next week. I need to be in ISS next week. but Hugo can assist Fulvio.

Hugo says that a couple could close this year. (as always)

Also, I need to be at the installations with Ecuador and Colombia. I will be back home for one week after bogota install. so I will be able to travel with the booth for Cartagena interpol .

Also, Mexico ! Niv is telling me that Jalisco is in final signatures for a large system that will include RCS just like Campeche and Puebla. This also includes a military group that protects Pemex. These two installs will happen later this year November or December.

As for San Bernardino they want to talk to someone who uses the system, nobody is going to talk to them. I have asked Phoebe and they would like to but they are worried that, if San Bernardino gets exposed, they might also expose phoebe because it was a suggestion.

Also, DANY wants to talk to someone.

Here is the problem DA offices want proof that someone else is using it. Can I suggest that we offer the system to 1 DA's office for a period of 6 months to 1 year. With continuous assistance so they get confidence. This would be in the condition that they will be willing to talk to other DA offices.

BEFORE you say no, think about it. It would open the market in all DA offices and large sheriffs offices around the country and Canada. The sooner we agree to this the sooner we can start getting into these offices that we have been demo'ing since early this year. if we start this project this quarter we can have DA office's by end of next year. I think it is worth it.

Lastly I need HELP, as you know. I would like to have candidates for ISS to have a interview with management. Do you think it is possible? AND please involve me in the selection process. This person will need to work very close with me. It is important that we a least understand each other.

I would like to ask for a meeting you, Marco B, and Giancarlo. we need a strategy to finish out the year. we are 2 weeks into the 4th quarter and I do believe there are things we can do to close out the year right!

your thoughts?