

Local law enforcement agencies in the US

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To: David Vincenzetti; Giancarlo Russo

David and Giancarlo,

When we were in Washington, we briefly discussed the local law enforcement market in the US (San Bernardino, California discussion). Subsequent to our discussion, I did have a brief discussion with two representatives of the Montgomery County, Maryland police department, a large organization in the Washington, DC area.

I know that Alex has also had discussions with other departments across the country.

I continue to believe this is a very big potential market if we can figure out the best product offering for this segment. As we discussed in DC, one of the concerns of this segment is that The HT product is "too powerful". They have also said, their biggest challenge is "getting the lawyers and the District Attorneys to agree on what they can do legally".

Giancarlo, if I recall, you mentioned there will be a new release of the software that will allow us to selectively configure the product to be able to turn on and off capabilities. Am I correct on this?

Obviously, we will need to creatively price the product to this segment based on the capabilities they are purchasing and the segment's unique budgeting issues.

I would like to work with your team to help figure this out if you agree. I know you are very busy right now with other things.

Please provide me with an update on the above and let me know how I can help move the ball forward.

Thanks,

Fred