

Meeting with Metropolitan Bureau of Investigation of Orlando, FL



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To: rsales

Cc: Eric Rabe; Fred D'Alessio

Hi all,

yesterday we had a meeting with the Metropolitan Bureau of Investigation of Orlando, FL. We met 4 persons:

Randall "Scott" Pennington

Joseph "Joe" Sommers

Lt. Mike Gibson

Director Larry Zwieg

After a brief introduction of the company given by Eric, we went straight into discussing about the legal constraint to use the product: Joe is very knowledgeable about the kind of technology and the capability he can expect from it. Everyone we talked to understood the need for an offensive surveillance solution, and they understood exactly what HT offers thanks to a presentation and demo by Daniel Martinez. The main concern was the federal legal framework they have to comply with (Title III of the Omnibus Crime Control and Safe Streets act of 1968) which imposes "minimization" of the calls and messages (i.e., deleting portions which are not relevant to the search).

We tried to identify ways to go around this, for example using the connector to export to existing monitoring solution, already complying with Title III, but at the end we concluded that it is a necessary step to implement this procedures to enter the state and local markets. They seemed to be available to perform a joint effort to work on a mock-up interface that can comply with this.

We briefly met the Director of the MBI, who acknowledged the need for a solution like ours. Lieutenant Gibson agreed and was positive in finding budget, along the lines of the new price list. They are interested in 10 conc. targets to being with, while infection vectors are still to be evaluated.

They will be in NATIA and willing to do a fast PoC there to check the capabilities with a phone of theirs. We welcomed the possibility and let them understand that we'll organise it.

Daniele & Eric