

  **Re: Local law enforcement agencies in the US**

Giancarlo Russo

Sent: Friday, November 15, 2013 at 5:08 AM

To: Fred D'Alessio; David Vincenzetti; Giancarlo Russo

Thanks Fred,

your consideration make a lot of sense and I appreciate your availability to cooperate in the project.

Please consider that at the current stage the product can be selectively configured by the Administrator that can lock/unlock specific functionalities for specific users. Obviously anyone should trust the Administrator responsible for granting permissions. Honestly I don't know if this approach is sufficient for these client or not. Other solutions will be "customized" version and require a different study of feasibility.

On the other hand, I've asked Marco Bettini and Alex V. to draft a proposal document for the D.A. clients so that we can explore the opportunity. In particular Alex is thinking that S. Bernardino is the best pilot project since they are already using some kind of technology and they appear to be a "ready to buy" client.

My request to them was the following:

1 - Identify a pilot End User [owner: Alex V.]

2 - Define and discuss with the EU the applicable "rules of the game" [owner: Alex V. + Giancarlo R. + Daniele M.]

Main objectives:

- *define client expectation (testing plan, operational scenario to be simulated, hands-on activities, etc)*
- *define legal and contractual implication (e.g. binding agreement to purchase the solution?, possibilities to use the EU as a client reference for other EU, ecc)*
- *define timing and scope of the activity*

3 - Identify HT Team involved and timing for the operation [owner: Daniele M.]

I suggest to issue a proposal wich includes our involvement with the client for a quite long period (2-4weeks) so that they can perform all the required tests.

What do you think?

Giancarlo