Re: DA approach

Alex Velasco

Sent: Monday, November 11, 2013 at 3:17 PM
To: Giancarlo Russo
Cc: 'Marco Bettini'; Daniele Milan; d.vincenzetti@hackingteam.it

Hello All,

I wanted to bring you all up to date on this project:

I have reached out to DANY and Mariposa County (Phoenix AZ) about this project. But, I choose San Bernardino for the project.

Reasons is they are ready to buy a system like this. They DA office is pushing for it and they have the cases. Randy also tells that they support over 140 agencies around the country for wire tapping. If this system could help in anyone of those cases they will use it. DANY does not seem to have the cases for this and Mariposa does not have the personnel to run the project. Other DA's offices don't seem to have

Randy is eager to start and is waiting to see the conditions. My suggestions is to draw up the contract and conditions. Randy was telling me that it would be ideal to start in January because they will be available to test. The "client" will be on quite till after the holidays starting up "business" in March.

He is asking for the list of equipment he would need. I suggest we offer him a full system with all OS, 10 users and 15 agents with TNI. We would give him 6 months with possibility of expanding to 9 or even 12 months, depending on project success. He would also have a dedicated engineer who would know his status and what needs to be done to follow up and make the system successful.

Please advise, if agreed, we can start preparing contract.

Alex Velasco
Key Account Manager

Hacking Team
Milan Singapore Washington DC
www.hackingteam.com