

← ↻ Re: (Phoebe) Meeting in Quantico



Daniele Milan

**Sent:** Thursday, May 7, 2015 at 4:00 PM

**To:** Eric Rabe

**Cc:** Philippe Vinci; David Vincenzetti; Giancarlo Russo; Marco Bettini; Marco Valleri

I don't have other points to add, though I would like to stress that they are looking for tailored solutions that overlap with our future expansion possibilities. Furthermore, they are an elite unit that sees trends in cybercrime in advance of time, probably among the first worldwide. They can be a huge resource for our product management if we can involve them more.

It is extremely important that in February 2016 we do a flawless execution in resuming the contract: there will be a process to have "HT Usa Inc." accredited as a solution provider, that can take a few months to complete. In the meantime, we'll keep in touch with them marketing-wise, communicating all the new features. Finally it is worth trying to organise further meetings between here and end of this year to let me feel "involved" and probe if there are further developments in the pain we want to resolve for them (in exchange for \$\$\$).

Daniele

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