Trip Report 2013 America's Kick Off Tour			
Location	DC, San Bernardino, Santa Clara, Bogota, Fort Lauderdale, NYC	Local Rep	SS8, Hugo Ardila, Robotec
HT Personnel:	Alex V, Marco Catino	Groups meet	Romanian Embassy, US Customs, San Bernardino, React, Colombian Navy Intelligence, DNI, Directorate National of Intelligence, Colombian National Police, UN, NYPD, NY DA
Dates:	January 16-31	Reason:	First Demos to new contacts

TEAM WORK

It is great to be able to start out the year reaching out to new contacts that want to purchase our system. Last year we gathered several interesting prospects that we could not respond to as soon as we wanted. Fortunately we were able to get FAE help to the USA office, allowing us to pursue interesting prospects. Although a grueling schedule of 6 different cities, in 5 different states and two countries, in 15 days – it was needed. Thank you Marco B and Daniele for making the man power available and special thanks to FAE Marco C, for making yourself available. Great Team Work!

Romanian Embassy:
Visit from the Romanian Embassy of Washington DC. No purchase from the Embassy is expected. In fact we have done these Embassy presentations in the past with the Russian Embassy. We now have a contract with Moscow. I cannot say it is a direct relation but it did come about after the presentation. I could only hope that the same will happen with Romania. This is a great example of cause and effect. Sometimes we never know when we talk to someone, where the sale will come from. We will be following up with them to see where this will lead. If possible I will offer that they come to Milan or someone from HQ goes to them.

San Bernardino County Sheriff's Department with SS8:
Meeting with SS8, I believe this is a first joint meeting with a client and SS8 in the same room. 3 people from SS8 meet with us at a local restaurant: Pamela Warren, Raj Wadhwa and Tony Walter. Our Direct contact is Pamela. Raj seems to be the

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Technical Engineer for Intellego and Tony Walter is the direct contact to San Bernardino County Sheriff's. From my understanding they are using Intellego. RCS would be a complement to the Intellego system. Since SS8 was with us, I did not go in to Profiling and Correlation during the presentation. This could be something we can talk to them during a follow up meeting. The team was very impressed with the system and realized that they need this system. But as usual they did not know how create the legal paperwork needed. What interested them the most was the fact that they could set up the system to deliver data hours late. Calling it historical data and not live data/monitoring.

>Marco, Please remember to look into **Phantom Express** and their BES services.

R.E.A.C.T. (Rapid Enforcement Allied Computer Team)
The Silicon Valley's High Technology Task Force.
We met this team at NATIA last year and they have been asking that we come see them since. I am so happy we were finally able to be there. Our contact there is Tim Crowley brought in a large group of people that they work with. I will list them below. The presentation when well except for an update from Firefox that gave us just a little problem. Marco took care of it without missing a beat. All were very impressed especially Tom Hetherley from HIS. We need to follow up with him directly since he is part of this team, but he is also from a different agency I want to get in contact with. Tom Flattery from the SCCDA's office was imagining several ways to use the system and how to pay for it. One suggestion was to take the money used on PenLink (wiretapping) yearly cost that goes into the millions, from my understanding. Over all a very good meeting and several agencies to follow up with individually or with R.E.A.C.T.
Below is the list of people who were in attendance.

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R.E.A.C.T. attendants

HSI - Homeland Security Investigations
SCCDA - Santa Clara County District Attorney
SCCSO - Santa Clara County Sheriff's Office
SFDA - San Francisco District Attorney
1.) Jenn Deng – SCCDA DDA
2.) Kurtis Stenderup - SCCSO
3.) Jaime Gauthier – SCCDA
4.) Santiago Trejo – SCCDA
5.) Tom Hatherley - HSI
6.) Tom Flattery – SCCDA
7.) Aaron Bode – HSI
8.) Mike Sterner – SCCDA
9.) Marshall Norton – SCCDA
10.) Tonya Neu – SCCDA
11.) Keith Miller – SCCDA
12.) Mike Jacobs – SCCSO
13.) Hung LeDang – Mtn View PD
14.) Terrell Coleman – CHP
15.) Marty Beltran – Gilroy PD
16.) Stephanie Taylor – SFDA
17.) Tim Crowley - SCCSO

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Meeting with Robotec Bogota partner:

This was a last minuet, and fortunate change to our schedule. Hugo was asking for a webinar demo, but since DTXT ruined the relationship with the client, our visit to them was canceled. As a result we went to Robotec in Bogota, Colombia. Hugo took advantage of our visit to organize other demos that were being planed for later this year. First visit was with

Navy Intelligence:

Very good meeting, Hugo stayed with us the entire time. They had 2 engineers, boss and the money person present at the meeting. The Engineers had many question which were answered. This client has worked with Robotec in the past. It seems that they are going with a full turnkey solution with Robotec. Quick note: Robotec is a large company that installs security systems in buildings and many other products as well. Robotec can install an entire room with servers PC and security for the client. Turn Key solution which seems to be what the client wanted.

Colombian National Police:

This meeting was a meeting that was being planed for later in this month. The fact that we were able to be there when we were, made a good impression on the client about our quick response. These guys have seen a Gamma presentation. There is no doubt about that. Marco was able to debunk several advances that FF is telling the clients. Especially about being able to infect non-Jail broken iPhones. Marco clearly explained how this is not true and dangerous if used. They seemed very impressed on how RCS works. I believe they were comparing it with what they have seen elsewhere.

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Colombian Intelligence

We were waiting for a third meeting with Colombian Intelligence but they were not able to come due to short notice. But Hugo said that we need to meet with them ASAP. He is waiting for me to let him know when will be the next time we can visit him for follow up.

Broward County Sheriff's Office (Fort Lauderdale, Florida)

Our contact here is Detective Shannon Belanger. We met him at the Matia in Hershey, Pennsylvania. Broward County Sheriff's Department is the larges office in Florida. They have the largest investigation office in Florida. Shannon saw a quick demo of the system, but had no idea of its full capabilities. The task force's captain was with us for almost the entire time. He saw enough to say that they need this system. They also realized that what they pay for PenLink would cover the cost of the system. The only problem was the legality of t how to use it. This is always the case with all law enforcement offices.

United Nations Development Program (New York):

Our contact here is Luis Socorro Investigations specialist and Office of Audit and investigations. We met Luis at Matia. He came to see the demo and saw potential with in the UN. He was not able to attend the meeting due to other commitments, but he did understand that we only had this time slot. He arranged for three people to join us Paul Raines, Alexey Kuzmenko (very Hi-Tech) a Mr. Samuels, also a tech. Although very interested in the system, they are not a governmental agency nor would they be able to have a government official sign the EULA. Would we be interested in making an exception to the rule for them, or help them in another way, is up to management. Alexey had many very technical questions and Marco handled them all.

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District Attorney's office New York:
Steve Moran from the DA's office is an old contact of mine. We have worked together in different programs in the past. I have talked to him about RCS in the past and has always asked for a demo. Finally had time to see him, but it might have been a bit too late, for now. Reason is that they just finished a cyber-monitoring lab and all the money was spent. Not to worry they did not get FF. We had a large group of people there and many good questions. One of the people attending the meeting was Richard Brittson (Look him up with Cyber as key word). This guy is a celebrity in cyber crime. He has written books about cyber crime. He is a formal NYPD cyber crime police who has worked many high-profile computer crime cases and now he is with the DA's office. He was not able to stay very long, but before I got back to the hotel, he had already sent me his contact info. We need to follow up with him and offer another complete demo. In general they are interested, but need to wait for more money. One very good technical person was there and asked many questions. It was a good demo.

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Actions:

We have started something in which we need to do several follow ups within the next few weeks.

- **US Customs** could not come but has requested a demo ASAP. They saw the system before but waited for Katie and Phoebe to move first. Now they want in but would like a demo just for them.
- **Romania** – get another appointment with them in Romania or Milan
- **San Bernardino**- They want a reference but I already said client does not want to be know. So no reference, need to follow up with SS8 see where SB stand.
- **Santa Clara** – we had many contacts there need to follow up with all. Offer HSI a private demo. Follow up with DAs office.
- **Remotec** – is requesting we come back soon to demo the intelligence group
- **Fort Lauderdale** – is requesting pricing and a proof of concept for late February or early march.
- **United Nations** – must decide if we can work with them.
- **District Attorneys office NYC**- We need to follow up with Richard Brittson and see where he can introduces. This will require live demos in NYC.
- **NYPD** – We missed NYPD because we simply did not give them enough time to set up a meeting.

I can not express enough how much we need a FAE here in the USA. I know we are working on getting one here but he can not get here fast enough. As it is right now I cannot schedule any follow-ups until I know that I will be backed up.

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