Giancarlo Hi!

There was never a doubt from our side about your intentions.

From our experience since in effect we are both manufacturer\suppliers of technology we are in essence competitors, very difficult to find a way to maintain a relationship.

As you must know we are in same niche market that is usually based on trust and therefor our reputation is first and foremost. Our first responsibilities lay with our existing partner and distribution network, which we must guard.

Option 1 is feasible only if you are prepared to supply to customers as a sub distributer black box technology which you do not own, have no deal understanding of the IP or maintain.

Knowing our suppliers they are happy to and some of them do use sub suppliers to get to new customers.

Option 2 is really more of a partnership, and that why the initial cost are high.

We are always open to try new things but only if they are feasible and have a real future.

Best,
Dear Max,

sorry for my late reply and thank you for your message, at least you were able to verify that our interest is genuine and it is coming from our clients. As I mentioned, we are willing to evaluate a partnership with you even if I personally consider option n.1 unfeasible since we generally act as main contractor and for our clients might be difficult to enter into separate agreement.

The 2 options is interesting even if at the moment is not matching our investment opportunities. I will discuss internally and be back to you as soon as possible.

In the meanwhile, I will pass your contact to additional 2 clients that showed an interest in your tool,

Giancarlo

-------- Forwarded Message --------

Subject: RE: FW: I: Request of information

Date: Wed, 4 Feb 2015 06:20:50 +0200

From: Max <max@kailax.com>

To: 'Giancarlo Russo' <g.russo@hackingteam.com>

Giancarlo Hi!

I see you are very persistent, we take it as a complement to our product.
We have had a connection from Zurich police telling us that you wish to integrate our product in one of yours.

I just realized that you might not know much about our product and therefore even following our previous explanation still feel there is something to pursue.

The unlocker is a self-contained sealed and secure hand held unit that dose one thing and one thing only, bypasses windows passwords and gives system rights on the locked live PC

If the unit senses any attempt physical or digital to undermine its integrity it will brick itself and render it useless, we do not unbrick units, this is our way to protect our IP.

Now there are 2 ways you can integrate our unit in your system:

1. If your system is a collection of standalone tools and you want to add our unit as part of your offering, then you will have to contact our local distributer in the specific country you are dealing with and if you can prove to him end user he can supply the units to the end user. You will also have to work out with him your commission, and it is his propagative if he wants to enter such deal, in past it was tried but shot price upwards that was not viable. In any case as I explain before you will not have any way to test or touch or any say in unit warranty.

2. If you are looking to add our ability as OEM on your system, this means we have to share our IP with you, that is possible but price for unlimited use is US$ 4M, but you will also have to convince and assure us that no one else but you will have access to our IP.

I am sorry if we sound unfriendly, or uncooperative, but you as someone in this business will appreciate and understand our need to protect our investment and IP

Best,

Nir Levy (Max)

www.kailax.com

From: Giancarlo Russo [mailto:g.russo@hackingteam.com]
Sent: Monday, January 26, 2015 4:21 PM
To: Max
Cc: ‘Rami zoltak’
Subject: Re: FW: I: Request of information
many thanks for your help, appreciated.

best regards,

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On 1/26/2015 2:58 PM, Max wrote:
Giancarlo Hi!
Please ask them to contact me at this mail and I will make connection.

Nir Levy (Max)
www.kailax.com

From: Giancarlo Russo [mailto:g.russo@hackingteam.com]
Sent: Monday, January 26, 2015 3:44 PM
To: Max
Cc: 'Rami zoltak'
Subject: Re: FW: I: Request of information

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As you know LEA has complex procurement process and it may takes time: based on other existing agreement we have, it will be easy for us to intermediate this activity. Moreover, it might become a partnership opportunity between our company.

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Ciao Giancarlo,

ecco la mail.

Ciao

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**Da:** Rami Zoltak [mailto:rami.zoltak@2beuropa.de]
**Inviauto:** venerdì 23 gennaio 2015 16:14
**A:** Antonella Capaldo
**Cc:** 2bEuropa-Info
**Oggetto:** AW: Request of information

Dear Antonella,

Since we are working only with governmental offices, we are unfortunately unable to assist.

Mit freundlichen Grüßen / Best regards
Good Morning,

We would need to order n° 1 Kailax Unlocker.
Could you tell me what is the cost and how to place an order?
Thanks a lot.

Kind regards,

Antonella Capaldo
Administrative Support

Hacking Team
Milan Singapore Washington DC
www.hackingteam.com

email: a.capaldo@hackingteam.com
mobile:+39 3667216471
phone: +39 0229060603
Fwd: RE: FW: I: Request of information

| Email-ID | 44602 |
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Sorry we cannot help

Best,

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From: Rami Zoltak [mailto:rami.zoltak@2beuropa.de]
Sent: Monday, January 26, 2015 11:58 AM
To: Sales (sales@kailax.com)
Subject: WG: I: Request of information

Max Hi,

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Rami

---

From: Giancarlo Russo [mailto:g.russo@hackingteam.com]
An: Rami Zoltak
Cc: Antonella Capaldo
Betreff: Fwd: I: Request of information

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Giancarlo Russo
COO
Hacking Team
Milan Singapore Washington DC
www.hackingteam.com email: g.russo@hackingteam.com mobile: +39 3288139385 phone: +39 02 29060603

-------- Forwarded Message --------

Subject: I: Request of information
Date: Mon, 26 Jan 2015 11:36:34 +0100
From: Antonella Capaldo <a.capaldo@hackingteam.com>
To: 'Giancarlo Russo' <g.russo@hackingteam.com>

Ciao Giancarlo,

eccola mail.
Ciao

Da: Rami Zoltak [mailto:rami.zoltak@2beuropa.de]  
Inviaito: venerdì 23 gennaio 2015 16:14  
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Mit freundlichen Grüßen / Best regards

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Rami

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**Von:** Giancarlo Russo [mailto:g.russo@hackingteam.com]

**Gesendet:** Montag, 26. Januar 2015 11:44

**An:** Rami Zoltak

**Cc:** Antonella Capaldo

**Betreff:** Fwd: I: Request of information

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<td>max, rami</td>
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Attached Files

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From: Rami Zoltak [mailto:rami.zoltak@2beuropa.de]
Sent: Monday, January 26, 2015 11:58 AM
To: Sales (sales@kailax.com)
Subject: WG: I: Request of information

Max Hi,

please see below. I would appreciate if you take over from here

best
Rami

**Von:** Giancarlo Russo [mailto:g.russo@hackingteam.com]
**Gesendet:** Montag, 26. Januar 2015 11:44
**An:** Rami Zoltak
**Cc:** Antonella Capaldo
**Betreff:** Fwd: I: Request of information

Dear Rami,

I am Giancarlo Russo, COO at HackingTeam.

I would like to inform you that our interest in your product is for a LEA client of ours. As you might be aware of, HackingTeam develops and produces a solution exclusively dedicated to Intelligence/LEA and in this case the request to evaluate your product is coming from one of our clients.

I am sure you can understand that at this stage we are not in the position to disclose its name, however we are willing to enter into a confidentiality agreement signing a declaration to confirm you that the product is going to be used exclusively for a technical evaluation and will not be used on third parties devices if not our own and our client testing devices.

I hope this might help in assisting our client request, I remain available for further clarification,

Best regards,

Giancarlo Russo

---
Giancarlo Russo COO  Hacking Team Milan Singapore Washington DC
www.hackingteam.com  email: g.russo@hackingteam.com mobile: +39 3288139385 phone: +39 02 29060603

-------- Forwarded Message --------

**Subject:**
I: Request of information

**Date:**
Mon, 26 Jan 2015 11:36:34 +0100

**From:**
Antonella Capaldo <a.capaldo@hackingteam.com>
Ciao Giancarlo,

ecco la mail.

Ciao

---

To: 'Giancarlo Russo' <g.russo@hackingteam.com>

Ciao Giancarlo,

ecco la mail.

Ciao

---

Da: Rami Zoltak [mailto:rami.zoltak@2beuropa.de]
Inviat: venerdi 23 gennaio 2015 16:14
A: Antonella Capaldo
Cc: 2bEuropa-Info
Oggetto: AW: Request of information

Dear Antonella,

Since we are working only with governmental offices, we are unfortunately unable to assist.

Mit freundlichen Grüßen / Best regards

Rami Zoltak

2beuropa
Mittenwalder Str. 24
10961 Berlin
Tel: +49 30 68914906
Mobil: +49 178 4724008
Fax: +49 30 65775969
www.2beuropa.de

Von: Antonella Capaldo [mailto:a.capaldo@hackingteam.com]
Good Morning,

We would need to order n° 1 Kailax Unlocker.
Could you tell me what is the cost and how to place an order?
Thanks a lot.

Kind regards,

Antonella Capaldo
Administrative Support

Hacking Team
Milan Singapore Washington DC
www.hackingteam.com

email: a.capaldo@hackingteam.com
mobile: +39 3667216471
phone: +39 02 29060603

-- Giancarlo Russo COO Hacking Team Milan Singapore Washington DC
www.hackingteam.com email: g.russo@hackingteam.com mobile: +39 3288139385 phone: +39 02 29060603
Giancarlo Hi!

As was stated by Rami our products are available to official governmental organizations only.

In each of the countries we are present at, in over 70 countries worldwide, we have a local distributor. Both the local distributor and us are bound by agreements not to show, sell or present the product to anyone who is not an official governmental organization.

I am sure you can understand that we cannot and will not sell show or present a unit to you.

If your clients are indeed official governmental organization interested in our product they are welcome to connect our local distributor in their country, if they do not know who the distributor is, they are more than welcome to contact us and we will make the connection.

Sorry we cannot help

Best,

Kailax Sales
Max Hi,

please see below. I would appreciate if you take over from here

best

Rami

---

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Ciao Giancarlo,

ecco la mail.

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Kind regards,

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email: a.capaldo@hackingteam.com
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-- Giancarlo Russo COO Hacking Team Milan Singapore Washington DC
www.hackingteam.com email: g.russo@hackingteam.com mobile: +39 3288139385
phone: +39 02 29060603

Fwd: I: Request of information

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-- Giancarlo Russo COO Hacking Team Milan Singapore Washington DC
www.hackingteam.com email: g.russo@hackingteam.com mobile: +39 3288139385
phone: +39 02 29060603

-------- Forwarded Message --------
Subject: I: Request of information Date: Mon, 26 Jan 2015 11:36:34 +0100 From: Antonella Capaldo <a.capaldo@hackingteam.com>
To: ‘Giancarlo Russo‘ <g.russo@hackingteam.com>

Ciao Giancarlo,

eccolaimail.

Ciao

---
Da: Rami Zoltak [mailto:rami.zoltak@2beuropa.de]
Inviatato: venerdì 23 gennaio 2015 16:14
A: Antonella Capaldo
Cc: 2bEuropa-Info
Oggetto: AW: Request of information

Dear Antonella,
Since we are working only with governmental offices, we are unfortunately unable to assist.

Mit freundlichen Grüßen / Best regards

Rami Zoltak

2beuropa
Mittenwalder Str. 24
10961 Berlin
Tel: +49 30 68914906
Mobil: +49 178 4724008
Fax: +49 30 65775969
www.2beuropa.de

Von: Antonella Capaldo [mailto:a.capaldo@hackingteam.com]
An: 2beuropa-Info
Betreff: Request of information

Good Morning,

We would need to order nº 1 Kailax Unlocker.
Could you tell me what is the cost and how to place an order?
Thanks a lot.

Kind regards,

Antonella Capaldo
Administrative Support

Hacking Team
Milan Singapore Washington DC
www.hackingteam.com
I: Request of information

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<td><a href="mailto:g.russo@hackingteam.com">g.russo@hackingteam.com</a></td>
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</table>

Ciao Giancarlo,

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Kind regards,

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Hacking Team
Milan Singapore Washington DC
Ciao,

di seguito i dettagli del contatto:

Rami Zoltak

2beuropa
Mittenwalder Str. 24
10961 Berlin
Tel:  +49 30 68914906
Mobil: +49 178 4724008
Fax:  +49 30 65775969
www.2beuropa.de
Da: Marco Valleri [mailto:m.valleri@hackingteam.com]
Inviato: lunedì 26 gennaio 2015 10:42
A: 'Giancarlo Russo'; 'David Vincenzetti'; 'Daniele Milan'; 'Fabio Busatto'; 'm.bettini'
Cc: Antonella Capaldo
Oggetto: RE: Kailax

Metto in copia Antonella dato che e' lei che ha preso contatto con il rivenditore che e' http://www.2beuropa.de/

---

From: Giancarlo Russo [mailto:g.russo@hackingteam.com]
Sent: lunedì 26 gennaio 2015 10:37
To: Marco Valleri; David Vincenzetti; Daniele Milan; Fabio Busatto; m.bettini
Subject: Re: Kailax

è possibile avere un contatto per parlarci?

On 1/26/2015 10:35 AM, Marco Valleri wrote:

Walter ci ha segnalato un dispositivo USB che permetterebbe di fare miracoli su di un PC lockato.

Siamo abbastanza scettici riguardo all'effettivo funzionamento, cio' non di meno abbiamo proceduto con l'ordinarla per poter effettivamente studiarne il comportamento.

Purtroppo il rivenditore non tratta con privati ma solo con LEA, per cui dovremmo chiedere a qualcuno dei nostri clienti di farcela avere.

Qual e' l'iter consigliato in questo caso?
Il sito del produttore e’ http://kailax.pl/index ed il prezzo si aggira sui 600 euro.

--
Marco Valleri
CTO
Hacking Team
Milan Singapore Washington DC
www.hackingteam.com

email: m.valleri@hackingteam.com
mobile: +39 3488261691
phone: +39 0229060603

--
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**RE: Kailax**

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- Email Body
- Raw Email

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Hacking Team
Milan Singapore Washington DC
www.hackingteam.com

email: m.valleri@hackingteam.com
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phone: +39 0229060603

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I: Request of information
Dear Antonella,

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Mit freundlichen Grüßen / Best regards

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Betreff: Request of information

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Thanks a lot.

Kind regards,
Email-ID: 187438
Date: 2015-01-23 12:41:59 UTC
From: a.capaldo@hackingteam.com
To: info@2beuropa.de

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Hacking Team
Milan Singapore Washington DC
www.hackingteam.com

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Chiavetta 2

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QUESTI I DETTAGLI DEL RIVENDITORE CHE FORNISCE LO STRUMENTO CHE CI SERVE

2beuropa
Rami Zoltak
Mittenwalder Str. 24
10961 Berlin
Deutschland

Tel.: +49 30 689 149 06
Fax: +49 30 657 759 69
E-Mail: info@2beuropa.de
Marco Valleri
CTO
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Milan Singapore Washington DC
www.hackingteam.com

e-mail: m.valleri@hackingteam.com
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