

RE: Opportunity in Ecuador

Email-ID	1081041
Date	2015-07-03 01:36:22 UTC
From	e.pardo@hackingteam.com
To	p.vinci@hackingteam.com, m.bettini@hackingteam.com, a.scarafile@hackingteam.com, rsales@hackingteam.it

Attached Files

#	Filename	Size
505372	HT_Cuestionario v1.docx	48KiB
505373	acuerdo Hacking Team_REVISADO.docx	48KiB

- [Email Body](#)
- [Raw Email](#)

Guys,

Attached the questionnaire and the HT agreement in Spanish with some notes from the end-user. Tomorrow morning I have a call with Karel Coors to discuss the details of the Demo next week in Quito, Ecuador.

Thanks,

--

Eduardo Pardo

Field Application Engineer

email: e.pardo@hackingteam.com

phone: +39 3666285429

mobile: +57 3003671760

Hacking Team

www.hackingteam.com

From: Philippe Vinci [mailto:p.vinci@hackingteam.com]

Sent: Wednesday, July 01, 2015 3:54 AM

To: Eduardo Pardo

Cc: Marco Bettini; Alessandro Scarafile; HT

Subject: Re: Opportunity in Ecuador

Ciao Eduardo,

Let me try to give you some additional comments:

Yes, You can send him the one-page Demo document now, so that they understand what you are going to do. There is not much in this document and it is OK to send it prior to the NDA.

Regarding the demo, there are some occasion in which we perform demo (to Government End-Users) without NDA, for example during the ISS conference. So you could possibly do the demo to this End-User prior to the NDA. Below I give you some more arguments to Karel / End-User for them to sign:

In case they do not sign the NDA, we would do the standard demo (like in a conference) but if the end-user asks questions that we consider should be covered under a confidentiality agreement we won't be able to answer them...Similarly, if the end-user wants to ask questions more related to his operations, this is the same problem. So the main argument is that if we have the NDA signed before the meeting, the demo will be more than just a demo...It will be a complete interaction with the end-user to the benefit of the end-user. Another argument is that it is a standard practice and all our end-user are signing this mutual one.

If you need it, Marco and I could speak and insist with Karel today. Let us know.

Worse case scenario: no NDA is signed prior to the demo, you do the standard demo and you use your common sense if a question would require a confidentiality support. We have to be careful in the way we say « sorry I can't answer because we

have no NDA :-) » ...What I would suggest is that at the beginning of the demo, when the meeting starts, your Partner must state that because no NDA was signed, there could be some questions that won't be able to be answered, or some features that won't be shown....It is way better to say it before...Agree with the Partner to say it, or you should say it, with humility :-). Maybe they decide to sign it before.

Just sharing best practices :-)

Philippe

Le 30 juin 2015 à 20:28, Eduardo Pardo <e.pardo@hackingteam.com> a écrit :

Thank you Philippe.

I will help them fill out the questionnaire.

But since they are reluctant to sign our NDA I don't know if I can proceed with the Demo and share the Demo documents.

Should we wait for the NDA to proceed?

Thanks,

Eduardo Pardo

Field Application Engineer

Hacking Team

email: e.pardo@hackingteam.com

Mobile: +39 3666285429

Mobile: +57 3003671760

El 30/06/2015, a las 11:38 a.m., Philippe Antoine Vinci <p.vinci@hackingteam.com> escribió:

Hola Eduardo,

We have the NDA translated to Spanish (see attached).

For your information: in fact we don't have a NDA in Spanish (we don't sign agreement in Spanish), we have an NDA with both English and Spanish version in the same document. Which is not technically the same :-). The one that prevails is the English version. The Spanish translation is to help the understanding of our Spanish speaking end-users and prospects.

Regarding the questionnaire, you can tell him that this will help you in adapting your presentation/demo to what is really of interest to them. So this is to their benefit. If not, you can take advantage of your physical presence during the meeting, to go through the questionnaire and fill it with them (with the support of your partner). The questionnaire is also important before we do a configuration for any future Budgetary Proposal. So sooner or later they will have to do it.

Regarding the documents to prepare for your demo, have you sent them the one-page demo document that explains what we will show and what we need? This can be useful as well.

I hope this helps you

Mucha suerte !

Philippe

Le 30 juin 2015 à 17:48, Eduardo Pardo <e.pardo@hackingteam.com> a écrit :

Hello guys,

Just a couple of doubts regarding Ecuador prospect and latest partners email bellow.

Can we provide NDA in Spanish to prospect?

Can we proceed with Demo arrangements without NDA?

Thanks,

Eduardo Pardo

Field Application Engineer
Hacking Team

email: e.pardo@hackingteam.com

Mobile: +39 3666285429

Mobile: +57 3003671760

Inicio del mensaje reenviado:

De: Karel Coors <karel.coors@telecosmo.com.ec>

Fecha: 30 de junio de 2015, 10:20:34 a.m. GMT-5

Para: Eduardo Pardo <e.pardo@hackingteam.com>

Cc: Marco Bettini <m.bettini@hackingteam.com>, Philippe Antoine Vinci <p.vinci@hackingteam.com>, bd <bd@hackingteam.com>, "p.stolwerk@providenceitf.com" <p.stolwerk@providenceitf.com>, "Alessandro Scarafile" <a.scarafile@hackingteam.com>

Asunto: Re: Opportunity in Ecuador

Hi Eduardo

according to the client the presentation for 9th July is confirmed.

They are reluctant to sign the NDA as it is in English and they do not understand it protects both parties.

I do not see them be quick about filling in the questionnaire. I am quite sure a lot of information will be put on the table July 9, however.

Let me know when you wish to talk. On Skype I am karelcoors

Best regards

On Thu, Jun 25, 2015 at 8:51 AM, Eduardo Pardo <e.pardo@hackingteam.com> wrote:

All right Karen. I'll put the Thursday 9th of July as a tentative visit to Quito.

As soon as you have the meeting confirmation from end-user let me know so we can have a call to discuss the details of the visit.

Thank you.

Eduardo Pardo

Field Application Engineer
Hacking Team

email: e.pardo@hackingteam.com

Mobile: +39 3666285429

Mobile: +57 3003671760

El 25/06/2015, a las 8:12 a.m., Karel Coors <karel.coors@telecosmo.com.ec> escribió:

Thanks you Eduardo

for the moment the end user indicates July 9 is suitable

Best regards

On Thu, Jun 25, 2015 at 7:52 AM, Eduardo Pardo <e.pardo@hackingteam.com> wrote:

Hello Karel,

The earliest date for the demo would be any day from next week starting on Tuesday 30th of June to Friday 3rd of July, or the following week from the 6th to 9th of July.

Just select the most suitable date for you and end-user and let us know in advance so we can arrange the trip.

After you send us the NDA we will send you a document describing our demonstration and its requirements. For now I can tell you that I would use a cabled internet connection and a TV/projector.

Best regards,

Eduardo Pardo
Field Application Engineer
Hacking Team

email: e.pardo@hackingteam.com

Mobile: +39 3666285429

Mobile: +57 3003671760

El 24/06/2015, a las 5:13 p.m., Karel Coors <karel.coors@telecosmo.com.ec> escribió:

Hi Marco

likewise; a pleasure to know you through Skype.

The Questionnaire and NDA have been forwarded to the end user and will be prepared by it.

End user asked me what the earliest date is that Mr Pardo can visit us in Quito for the life demo.

Eduardo: please advise what requirements you have to be able to do the demo.

Best regards

On Wed, Jun 24, 2015 at 10:44 AM, Marco Bettini <m.bettini@hackingteam.com> wrote:

Hi Karel,

it was a pleasure talk to you.

As agreed, I'm sending attached the questionnaire for the client; please ask them to fill out, it will be very useful to understand their needs.

Once you end me the NDA signed by the customer, I will provide you also the solution description.

I put in cc my colleague Eduardo Pardo, an HT Field Application Engineer based in Colombia; he will be involve for arranging the presentation/demonstration in Quito.

Best Regards,

Marco

Il giorno 24/giu/2015, alle ore 09:47, Marco Bettini <m.bettini@hackingteam.com> ha scritto:

Hello Karel,

sorry for my yesterday fast reply, I was in train with other persons and I cannot freely speak.

I'm available for a call today at 10am your time (5pm italian time); does it fit your schedule?

If OK, I will call you on skype (my name is bettini56).

In the meantime I'm attaching the NDA signed by our side, as well.

Looking forward speaking you later today

Regards,

Marco

Il giorno 22/giu/2015, alle ore 21:00, Karel Coors <karel.coors@telecosmo.com.ec> ha scritto:

Hi Marco

attached copy signed NDA

Regards

On Mon, Jun 22, 2015 at 1:04 PM, Karel Coors <karel.coors@telecosmo.com.ec> wrote:

Hello Marco

this is a new group to be formed by Ministerio del Interior (MDI) for the use of a number of agencies active in policing.

The focus is on traffic social networks.

Since MDI is behind this, it will be the contracting partner.

I reviewed the Partner Policy Document and have no problem with it. I can sign the NDA so we can move forward.

Then we develop the opportunity step by step.

Best regards

On Mon, Jun 22, 2015 at 10:47 AM, Marco Bettini <m.bettini@hackingteam.com> wrote:

Hello Karel,

nice to meet you, as well.

I have attached to this email our Partner Policy and the NDA.

As reported in the policy, please let us know the name of the agency interested in our solution.

Since we already have some open activities in the Country, we need to be sure that we are not going to the same clients and avoid possible overlaps.

Thank you for your cooperation.

Best Regards,

Marco Bettini
Sales Manager

Hacking Team
Milan Singapore Washington DC
www.hackingteam.com

email: m.bettini@hackingteam.com
mobile: +39 3488291450
phone: +39 02 29060603

Il giorno 22/giu/2015, alle ore 17:17, Karel Coors <karel.coors@telecosmo.com.ec>
ha scritto:

Thanks.
I'll be standing by for news from Marco

Best regards

Karel P Coors
+593 999 462 168
Skype karelcoors

On 22 Jun 2015 09:48, "Philippe Antoine Vinci" <p.vinci@hackingteam.com> wrote:
Hi Karel, nice meeting you. Thanks Peter for the introduction.

I have just landed and I am all this week in a road-show in the middle east. Won't be
easy to catch up. Coming back friday.

I have copied my colleague Marco Bettini in charge of sales. Marco will contact you
and send you a NDA and our partner policy so that we can discuss accordingly.

Sorry for this short email sent from my phone.

Saludos

Philippe

--

Philippe Vinci
VP BD

From: Karel Coors [mailto:karel.coors@telecosmo.com.ec]
Sent: Monday, June 22, 2015 02:41 PM
To: Peter Stolwerk <p.stolwerk@providenceitf.com>
Cc: Philippe Antoine Vinci

Subject: Re: Opportunity in Equador

Thank you Peter.

Philippe: I'll be standing to coordinate a chat.
Please propose date and time. My contact details at end my mail.

Best regards

Karel P Coors
+593 999 462 168
Skype karelcoors

On 22 Jun 2015 06:38, "Peter Stolwerk" <p.stolwerk@providenceitf.com> wrote:

Hi Philippe,

With this email I would like to introduce you to Karel Coors.

Karel lives in Ecuador and has been a strong partner for Providence in that country. Karel has got some great relationships into the right user groups and has been a excellent partner for us.

Karel has been approached by one of his customers and I think there is a business opportunity for Hackingteam in this.

I hope that with this introduction you both can connect together on a short notice and hopefully create some good business from this.

Best regards,

Peter Stolwerk

Co-Owner and COO

Providence Group

<image002.png>

T (EU). +31(0) 238700114

T (UK). +44(0) 1989730740

M. +31(0) 622855913

W. www.providenceitf.com

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Peter Stolwerk

Co-Owner and COO

Providence Group

<image002.png>

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--

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Mobile +593 (0) 999 462 168

Skype karelcoors

--

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<HT NDA Jun 20150001.jpg> <HT NDA Jun 20150002.jpg>

<NDA Signed.pdf>

--

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<HT_NDA_ES.pdf>

Re: Invoice HT

Email-ID	1117661
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Date	2015-07-02 16:38:55 UTC
From	g.russo@hackingteam.com
To	jessica, peter

Attached Files

#	Filename	Size
532792	ATT00001.png	3.3KiB

- Email Body
- [Raw Email](#)

thanks!!!

On 7/2/2015 4:55 PM, Jessica van der linden wrote:

Dear Giancarlo,

Here is the information and the software for the Unlocker:

<https://www.dropbox.com/sh/yd9k5r7rz863g13/AAD75U0xO5iGymZ2yDwcpOxIa?dl=0>

The PIN and key are:

PIN: 1312 KEY: 0865-prov-whfr

If you have any questions please do not hesitate to contact us!

Jessica van der Linden

Office Management & Sales Support (Niet aanwezig op maandag - Not in the office on Monday)

Providence BNLX BV Postbus 3277 2001DG Haarlem The Netherlands

T. +31 (0)23 87 00 114 **M.** +31 (0)6 535 01 572 **W.** www.providenceitf.com

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telephone/email immediately.***

Op 2 jul. 2015, om 15:32 heeft Giancarlo Russo <g.russo@hackingteam.com> het volgende geschreven:
thanks, looking forward.

On 7/2/2015 3:02 PM, Peter Stolwerk wrote:

Hi giancarlo,

Jessica, in CC, wil send you this asap!

We normally don't send this in the same shipment. But you should have got it via email.

Met vriendelijke groet, Best regards,

Peter Stolwerk Co-Owner & COO Providence Group <http://www.providenceitf.com/>
sent from my Iphone

Op 2 jul. 2015 om 15:00 heeft Giancarlo Russo <g.russo@hackingteam.com> het volgende geschreven:

Hi Peter,

I received the USB Locker. Before sending to our client, I noticed that there is no "instruction" and neither an activation code. Since send a product description (a few line for our clients) on *do's* and *do not*, can you please check if there is any document I can use? more importantly, is there an activation code we should be aware of?

Thanks

Giancarlo

----- Forwarded Message ----- Subject: Re: Invoice HT Date: Tue, 30 Jun 2015 18:32:53 +0200 From: Giancarlo Russo <g.russo@hackingteam.com> To: Peter Stolwerk <p.stolwerk@providenceitf.com>

thanks! On 6/30/2015 4:21 PM, Peter Stolwerk wrote: > Hi GianCarlo, > > Attached the invoice for the shipment that is on it's way to you. > > Best regards, > > Peter > > -- Giancarlo Russo COO Hacking Team Milan Singapore Washington DC
www.hackingteam.com email: g.russo@hackingteam.com mobile: +39 3288139385
phone: +39 02 29060603
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www.hackingteam.com email: g.russo@hackingteam.com mobile: +39 3288139385
phone: +39 02 29060603

Re: Invoice HT

Email-ID	1125044
Date	2015-07-02 14:55:56 UTC
From	j.vd.linden@providenceitf.com
To	g.russo@hackingteam.com, p.stolwerk@providenceitf.com

Attached Files

#	Filename	Size
537430	D50EC8B1-EB50-4367-A027-4C8A48E6AB90.png	3.3KiB

- Email Body
- [Raw Email](#)

Dear Giancarlo,
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<https://www.dropbox.com/sh/yd9k5r7rz863g13/AAD75U0xO5iGymZ2yDwcpOxIa?dl=0>
The PIN and key are:
PIN: 1312 KEY: 0865-prov-whfr
If you have any questions please do not hesitate to contact us!

Jessica van der Linden
Office Management & Sales Support (Niet aanwezig op maandag - Not in the office on Monday)

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phone: +39 02 29060603

Re: Invoice HT

Email-ID	1117657
Date	2015-07-02 13:32:25 UTC
From	g.russo@hackingteam.com
To	peter, jessica

- Email Body
- [Raw Email](#)

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-- Giancarlo Russo COO Hacking Team Milan Singapore Washington DC
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Re: Invoice HT

Email-ID	1120866
Date	2015-07-02 13:02:17 UTC
From	p.stolwerk@providenceitf.com
To	g.russo@hackingteam.com, j.vd.linden@providenceitf.com

- Email Body
- [Raw Email](#)

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phone: +39 02 29060603

Sale, IPO rumors swirl around SRA

Email-ID	1142008
Date	2015-07-02 12:31:58 UTC
From	wt@1105newsletters.com
To	vince@hackingteam.it

- [Email Body](#)
- [Raw Email](#)

Washington Technology: Jul 2, 2015 Washington Technology Daily
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7/2/2015 Featured

- Sale, IPO rumors swirl around SRA

SRA International's ownership, Providence Equity Partners, is looking for its exit and has hired an investment bank to either find a buyer or take the company public.

- Harris restructures organization after Exelis acquisition

After closing its acquisition of Exelis, Harris Corp. is restructuring itself in order to increase operational efficiency.

- Protest troubles dog FBI radio modernization

The FBI is continuing to have troubles getting a \$200 million radio modernization project off the ground.

- Marines issue Plans and Data Support contract solicitation

The Marine Corps released the final solicitation for its Plans and Data Support contract June 30.

- Leidos wins \$10M O&M contract

Leidos has won a \$10 million task order to provide operations and maintenance support in support of the Army Communication Electronic Command's Property Book Unit Supply Enhanced (PBUSE) system.

- Northrop taps new VP, service center operations

Northrop Grumman has named Jeanie Wade vice president, service center operations.

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Don't miss this event - Register Today!

- Top 100: Inside Engility's strategy of building critical mass

Engility nearly doubled its revenue over the last 18 months through acquisitions, with an eye toward building the critical mass it needs to be competitive in today's market.

- WT Report: Primes want partnership from their subs

We take a deeper dive into our latest WT Insider Report: Primes Grade Their Subs, and primes are saying loud and clear that they want subcontractors who step up and be partners. How do you do that?

- Navy plans for IT, cybersecurity support contract

The Navy seeks support the Norfolk Naval Shipyard's Information Technology and Cyber Security Office's overall work.

- Analytic Strategies picks up \$50M in new contracts

Analytic Strategies has won over \$50 million in contracts to provide support three government agencies.

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Visual Studio Live! Redmond: Code Home

Visual Studio Live! is hitting the open road on the ultimate code trip to help you navigate the .NET Highway, and it's time to Code Home. From August 10 - 14, Developers, software architects, engineers, and designers will journey to Redmond for 5 days of unbiased and cutting-edge education on the .NET Platform. Click for more details!

Special Reports

- Who made 2014's biggest deals?

Our annual mergers and acquisitions special report includes a roundup of all the deals that closed in the past year along with our picks for the best deals of 2014.

- WT report puts focus on 2015 purchasing plans

Our "2015 Trends in Government Purchasing" special report explores the tech priorities and purchase plans of 2015, from cloud to cyber to mobility and beyond.

- WT launches exclusive contract award database

Washington Technology launches new contract award database as an exclusive benefit for our WT Insider members. It's a quick and versatile tool for tracking contract awards across the government market.

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WASHINGTON TECHNOLOGY INSIDER MEMBERSHIP

WT launches contractor confidence index

View the report tracking the industry's sentiment about the current market conditions and where it is headed.

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capable, and more manageable, including deep dives and "hands-on" workshops, TechMentor gives IT pros the training, information, and knowledge to stay relevant in the workforce. Click here for the agenda, speaker listing, and conference details!

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703-876-5100

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This message was sent to: vince@hackingteam.it

Check out Javier Nantes's new photo

Email-ID	1139868
Date	2015-07-02 12:02:04 UTC
From	messages-noreply@linkedin.com

To

vince@hackingteam.it

- [Email Body](#)
- [Raw Email](#)

See what's new with your LinkedIn connections David Vincenzetti | Settings What are your connections up to? See all updates See all updates Javier Nantes has an updated profile picture. View profile Profile Changes in Your Network Update your profile Javier Nantes has added skills: Security Incident Response, Penetration Testing, Computer Security, Risk Analysis, Threat Intelligence, Process Improvement View profile Javier Nantes has an updated profile (Volunteer Experience). View profile Tommaso Levy has an updated photo. View profile Tommaso Levy has an updated profile (Volunteer Experience). View profile What Your Network is Saying Mohamed Ali E. Ahmed, PhD published Utah, the place to be I recently had the pleasure of visiting the great state of Utah and thought I'd share a little about my experience. In many ways, it was a place I felt I could be right at home in. Right about now, I think many of you readers will be wondering what a Bahraini has in common with a "Utahn"?Excellent discussions with great friend, Utah Lieutenant Governor Spencer CoxWell, for starters I found there was a strong sense of community where many residents have a history of service to others. They also reflect religious tolerance and more diversity than the media often le Like • Comment Peter Stolwerk published Providence leading the market for (Technical) Surveillance Training In the last 5 years Providence has grown into one of the leading companies worldwide when it comes to delivering high end training courses in the field of covert (technical) surveillance and intelligence gathering. With many projects running around the world on a weekly bases we have proven to be a reliable and trusted brand for many organizations, that will only deliver the best available quality in the market. We are delivering our training courses all the way from very basic to a highly advanced level with full respect of the in house capabilities of our customers.Providence Group main tra Like • Comment Antonio Mazzeo shared an article Dino, le nouveau programme-espion développé par des francophones Des chercheurs en informatique font le lien entre un nouveau programme espion et une famille d'autres logiciels, tous soupçonnés d'avoir été développés par la France. Like • Comment Roberto Lorenzetti <https://lnkd.in/epRu5GM> Like • Comment People You May Know Sara Bonfortuni Consultant presso Michael Page Connect Sumann Subramaniam Learning Delivery Lead at Tech One Global Ltd Connect Yoad Fekete System&DevOps Engineer at Kaymera Technologies Connect Zew Du Consultant Connect New Connections + Philippe Botteri is now connected to Thomas Enraght-Moony Edmondo Porcu has 5 new connections Steve Orenberg has 3 new connections + Theresa Raytar is now connected to Kristine Mallin Margaret Tolleshaug, CTSM has 6 new connections + Gorakh Tiwari is now connected to Gazal Kalra Endorsements Emad Shehata was endorsed by Fabrizio Cornelli for Sales Management, International Sales, International Business, Key Account Management Endorse Emad Shehata Walter Furlan was endorsed by Alessandro Dellavedova for Computer Security Endorse Walter Furlan roberto banfi was endorsed by Alberto Tumiotto for Network Security Endorse roberto banfi Unsubscribe See all updates © 2015 LinkedIn Ireland Limited. LinkedIn, the LinkedIn logo, and InMail are registered trademarks of LinkedIn

Corporation in the United States and/or other countries. All rights reserved. You are receiving Network Updates Digest emails. Unsubscribe. This email was intended for David Vincenzetti (Founder & CEO, Hacking Team). Learn why we included this. LinkedIn is a registered business name of LinkedIn Ireland Limited. Registered in Ireland as a private limited company, Company Number 477441 Registered Office: 70 Sir John Roberson's Quay, Dublin 2

Re: Opportunity in Equador

Email-ID	1082566
Date	2015-07-01 12:28:08 UTC
From	e.pardo@hackingteam.com
To	p.vinci@hackingteam.com, m.bettini@hackingteam.com, a.scarafite@hackingteam.com, rsales@hackingteam.it

- [Email Body](#)
- [Raw Email](#)

Understood Philippe. I'll keep you posted.
Thank you very much for the explanation.

Eduardo PardoField Application EngineerHacking Team

email: e.pardo@hackingteam.com

Mobile: +39 3666285429

Mobile: +57 3003671760

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Ciao Eduardo,

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Should we wait for the NDA to proceed?

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email: e.pardo@hackingteam.comMobile: +39 3666285429Mobile: +57 3003671760

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The questionnaire is also important before we do a configuration for any future Budgetary Proposal. So sooner or later they will have to do it.

Regarding the documents to prepare for your demo, have you sent them the one-page demo document that explains what we will show and what we need ? This can be useful as well.

I hope this helps you

Mucha suerte !

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Le 30 juin 2015 à 17:48, Eduardo Pardo <e.pardo@hackingteam.com> a écrit :
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Just a couple of doubts regarding Ecuador prospect and latest partners email bellow.
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email: e.pardo@hackingteam.com Mobile: +39 3666285429 Mobile: +57
3003671760
Inicio del mensaje reenviado:

De: Karel Coors <karel.coors@telecosmo.com.ec>
Fecha: 30 de junio de 2015, 10:20:34 a.m. GMT-5
Para: Eduardo Pardo <e.pardo@hackingteam.com>
Cc: Marco Bettini <m.bettini@hackingteam.com>, Philippe Antoine Vinci <p.vinci@hackingteam.com>, bd <bd@hackingteam.com>, "p.stolwerk@providenceitf.com" <p.stolwerk@providenceitf.com>, "Alessandro Scarafile" <a.scarafile@hackingteam.com>
Asunto: Re: Opportunity in Equador

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Let me know when you wish to talk. On Skype I am karelcoors
Best regards

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Thank you.

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Best regards
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Just select the most suitable date for you and end-user and let us know in advance so we can arrange the trip.

After you send us the NDA we will send you a document describing our demonstration and its requirements. For now I can tell you that I would use a cabled internet connection and a TV/projector.

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Eduardo: please advise what requirements you have to be able to do the demo.

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it was a pleasure talk to you.

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I put in cc my colleague Eduardo Pardo, an HT Field Application Engineer based in Colombia; he will be involve for arranging the presentation/demonstration in Quito.

Best Regards, Marco

Il giorno 24/giu/2015, alle ore 09:47, Marco Bettini <m.bettini@hackingteam.com> ha scritto:

Hello Karel,

sorry for my yesterday fast reply, I was in train with other persons and I cannot freely speak. I'm available for a call today at 10am your time (5pm italian time); does it fit your schedule? If OK, I will call you on skype (my name is bettini56).

In the meantime I'm attaching the NDA signed by our side, as well.

Looking forward speaking you later today

Regards, Marco

Il giorno 22/giu/2015, alle ore 21:00, Karel Coors <karel.coors@telecosmo.com.ec> ha scritto:

Hi Marco

attached copy signed NDA

Regards

On Mon, Jun 22, 2015 at 1:04 PM, Karel Coors <karel.coors@telecosmo.com.ec> wrote:

Hello Marco

this is a new group to be formed by Ministerio del Interior (MDI) for the use of a number of agencies active in policing. The focus is on traffic social networks. Since MDI is behind this, it will be the contracting partner.

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Thank you for your cooperation.

Best Regards,

Marco Bettini

Sales Manager

Hacking Team

Milan Singapore Washington DC

www.hackingteam.com

email: m.bettini@hackingteam.com

mobile: +39 3488291450

phone: +39 02 29060603

Il giorno 22/giu/2015, alle ore 17:17, Karel Coors <karel.coors@telecosmo.com.ec> ha scritto:

Thanks.

I'll be standing by for news from Marco

Best regards

Karel P Coors

+593 999 462 168

Skype karelcoors

On 22 Jun 2015 09:48, "Philippe Antoine Vinci" <p.vinci@hackingteam.com> wrote:
Hi Karel, nice meeting you. Thanks Peter for the introduction.

I have just landed and I am all this week in a road-show in the middle east. Won't be easy to catch up. Coming back friday.

I have copied my colleague Marco Bettini in charge of sales. Marco will contact you and send you a NDA and our partner policy so that we can discuss accordingly.

Sorry for this short email sent from my phone.

Saludos

Philippe

--

Philippe Vinci
VP BD

From: Karel Coors [mailto:karel.coors@telecosmo.com.ec]
Sent: Monday, June 22, 2015 02:41 PM
To: Peter Stolwerk <p.stolwerk@providenceitf.com>
Cc: Philippe Antoine Vinci
Subject: Re: Opportunity in Equador

Thank you Peter.

Philippe: I'll be standing to coordinate a chat.
Please propose date and time. My contact details at end my mail.

Best regards

Karel P Coors
+593 999 462 168
Skype karelcoors

On 22 Jun 2015 06:38, "Peter Stolwerk" <p.stolwerk@providenceitf.com> wrote:
Hi Philippe,

With this email I would like to introduce you to Karel Coors.

Karel lives in Ecuador and has been a strong partner for Providence in that country.
Karel has got some great relationships into the right user groups and has been a
excellent partner for us.

Karel has been approached by one of his customers and I think there is a business
opportunity for Hackingteam in this.

I hope that with this introduction you both can connect together on a short notice
and hopefully create some good business from this.

Best regards,

Peter Stolwerk Co-Owner and COO Providence Group

<image002.png>

T (EU). +31(0) 238700114 **T (UK).** +44(0) 1989730740 **M.** +31(0)
622855913 **W. www.providenceitf.com** This electronic message contains
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Peter Stolwerk Co-Owner and COO Providence Group

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--

Karel P Coors

Global Conexion

Business Development

Office +593 2 243 7977 Mobile +593 (0) 999 462 168 Skype karelcoors

--

Karel P Coors

Global Conexion

Business Development

Office +593 2 243 7977 Mobile +593 (0) 999 462 168 Skype karelcoors
<HT NDA Jun 20150001.jpg> <HT NDA Jun 20150002.jpg>
<NDA Signed.pdf>

--

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Karel P Coors

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--

Karel P Coors

Global Conexion*Business Development*

Office +593 2 243 7977 Mobile +593 (0) 999 462 168 Skype karelcoors

<HT_NDA_ES.pdf>

Re: Opportunity in Equador

Email-ID	1088532
Date	2015-07-01 12:28:08 UTC
From	e.pardo@hackingteam.com
To	philippe, marco, alessandro, ht

- [Email Body](#)
- [Raw Email](#)

Understood Philippe. I'll keep you posted.
Thank you very much for the explanation.

Eduardo PardoField Application EngineerHacking Team

email: e.pardo@hackingteam.com

Mobile: +39 3666285429

Mobile: +57 3003671760

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Ciao Eduardo,

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Sales Manager

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Milan Singapore Washington DC

www.hackingteam.com

email: m.bettini@hackingteam.com

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phone: +39 02 29060603

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Philippe

--

Philippe Vinci
VP BD

From: Karel Coors [mailto:karel.coors@telecosmo.com.ec]
Sent: Monday, June 22, 2015 02:41 PM
To: Peter Stolwerk <p.stolwerk@providenceitf.com>
Cc: Philippe Antoine Vinci
Subject: Re: Opportunity in Ecuador

Thank you Peter.

Philippe: I'll be standing to coordinate a chat.
Please propose date and time. My contact details at end my mail.

Best regards

Karel P Coors
+593 999 462 168
Skype karelcoors

On 22 Jun 2015 06:38, "Peter Stolwerk" <p.stolwerk@providenceitf.com> wrote:
Hi Philippe,

With this email I would like to introduce you to Karel Coors.

Karel lives in Ecuador and has been a strong partner for Providence in that country. Karel has got some great relationships into the right user groups and has been a excellent partner for us.

Karel has been approached by one of his customers and I think there is a business opportunity for Hackingteam in this.

I hope that with this introduction you both can connect together on a short notice and hopefully create some good business from this.

Best regards,

Peter Stolwerk Co-Owner and COO Providence Group
<image002.png>

T (EU). +31(0) 238700114 **T (UK).** +44(0) 1989730740 **M.** +31(0) 622855913 **W. www.providenceitf.com** This electronic message contains information from Providence, which is confidential and may be legally privileged. The information is intended for use only by the individuals or entity named above, and is not for onward transmission without the specific permission of Providence. If you are not the intended recipient, be aware that any disclosure, copying, distribution or use of the contents of this information is strictly prohibited . If you have received this message in error, please notify me by telephone/email immediately.

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Global Conexion

Business Development

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<HT NDA Jun 20150001.jpg><HT NDA Jun 20150002.jpg>

<NDA Signed.pdf>

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<HT_NDA_ES.pdf>

Re: Opportunity in Ecuador

Email-ID	1094857
Date	2015-07-01 08:53:59 UTC
From	p.vinci@hackingteam.com
To	eduardo, marco, alessandro, ht

- | |
|------------|
| Email Body |
|------------|
-

- [Raw Email](#)

Ciao Eduardo,

Let me try to give you some additional comments:

Yes, You can send him the one-page Demo document now, so that they understand what you are going to do. There is not much in this document and it is OK to send it prior to the NDA.

Regarding the demo, there are some occasion in which we perform demo (to Government End-Users) without NDA, for example during the ISS conference. So you could possibly do the demo to this End-User prior to the NDA. Below I give you some more arguments to Karel / End-User for them to sign:

In case they do not sign the NDA, we would do the standard demo (like in a conference) but if the end-user asks questions that we consider should be covered under a confidentiality agreement we won't be able to answer them...Similarly, if the end-user wants to ask questions more related to his operations, this is the same problem. So the main argument is that if we have the NDA signed before the meeting, the demo will be more than just a demo...It will be a complete interaction with the end-user to the benefit of the end-user. Another argument is that it is a standard practice and all our end-user are signing this mutual one.

If you need it, Marco and I could speak and insist with Karel today. Let us know.

Worse case scenario: no NDA is signed prior to the demo, you do the standard demo and you use your common sense if a question would require a confidentiality support. We have to be careful in the way we say « sorry I can't answer because we have no NDA :-) » ...What I would suggest is that at the beginning of the demo, when the meeting starts, your Partner must state that because no NDA was signed, there could be some questions that won't be able to be answered, or some features that won't be shown....It is way better to say it before...Agree with the Partner to say it, or you should say it, with humility :-). Maybe they decide to sign it before.

Just sharing best practices :-)

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Le 30 juin 2015 à 20:28, Eduardo Pardo <e.pardo@hackingteam.com> a écrit :

Thank you Philippe.

I will help them fill out the questionnaire.

But since they are reluctant to sign our NDA I don't know if I can proceed with the Demo and share the Demo documents.

Should we wait for the NDA to proceed?

Thanks,

Eduardo PardoField Application EngineerHacking Team

email: e.pardo@hackingteam.comMobile: +39 3666285429Mobile: +57 3003671760

El 30/06/2015, a las 11:38 a.m., Philippe Antoine Vinci <p.vinci@hackingteam.com> escribió:

Hola Eduardo,

We have the NDA translated to Spanish (see attached).

For your information: in fact we don't have a NDA in Spanish (we don't sign agreement in Spanish), we have an NDA with both English and Spanish version in the same document. Which is not technically the same :-) ...The one that prevails is the English version. The Spanish translation is to help the understanding of our Spanish speaking end-users and prospects.

Regarding the questionnaire, you can tell him that this will help you in adapting your presentation/demo to what is really of interest to them. So this is to their benefit. If

not, you can take advantage of your physical presence during the meeting, to go through the questionnaire and fill it with them (with the support of your partner). The questionnaire is also important before we do a configuration for any future Budgetary Proposal. So sooner or later they will have to do it.

Regarding the documents to prepare for your demo, have you sent them the one-page demo document that explains what we will show and what we need ? This can be useful as well.

I hope this helps you
Mucha suerte !
Philippe

Le 30 juin 2015 à 17:48, Eduardo Pardo <e.pardo@hackingteam.com> a écrit :

Hello guys,

Just a couple of doubts regarding Ecuador prospect and latest partners email bellow.
Can we provide NDA in Spanish to prospect?

Can we proceed with Demo arrangements without NDA?

Thanks,

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email: e.pardo@hackingteam.com Mobile: +39 3666285429 Mobile: +57
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Inicio del mensaje reenviado:

De: Karel Coors <karel.coors@telecosmo.com.ec>

Fecha: 30 de junio de 2015, 10:20:34 a.m. GMT-5

Para: Eduardo Pardo <e.pardo@hackingteam.com>

Cc: Marco Bettini <m.bettini@hackingteam.com>, Philippe Antoine Vinci

<p.vinci@hackingteam.com>, bd <bd@hackingteam.com>,

"p.stolwerk@providenceitf.com" <p.stolwerk@providenceitf.com>, "Alessandro Scarafile" <a.scarafile@hackingteam.com>

Asunto: Re: Opportunity in Equador

Hi Eduardo

according to the client the presentation for 9th July is confirmed. They are reluctant to sign the NDA as it is in English and they do not understand it protects both parties.

I do not see them be quick about filling in the questionnaire. I am quite sure a lot of information will be put on the table July 9, however.

Let me know when you wish to talk. On Skype I am karelcoors

Best regards

On Thu, Jun 25, 2015 at 8:51 AM, Eduardo Pardo <e.pardo@hackingteam.com> wrote:

All right Karen. I'll put the Thursday 9th of July as a tentative visit to Quito.

As soon as you have the meeting confirmation from end-user let me know so we can have a call to discuss the details of the visit.

Thank you.

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El 25/06/2015, a las 8:12 a.m., Karel Coors <karel.coors@telecosmo.com.ec> escribió:

Thanks you Eduardo
for the moment the end user indicates July 9 is suitable
Best regards

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wrote:

Hello Karel,

The earliest date for the demo would be any day from next week starting on Tuesday 30th of June to Friday 3rd of July, or the following week from the 6th to 9th of July. Just select the most suitable date for you and end-user and let us know in advance so we can arrange the trip.

After you send us the NDA we will send you a document describing our demonstration and its requirements. For now I can tell you that I would use a cabled internet connection and a TV/projector.

Best regards,

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El 24/06/2015, a las 5:13 p.m., Karel Coors <karel.coors@telecosmo.com.ec>
escribió:

Hi Marco

likewise; a pleasure to know you through Skype.

The Questionnaire and NDA have been forwarded to the end user and will be prepared by it.

End user asked me what the earliest date is that Mr Pardo can visit us in Quito for the life demo.

Eduardo: please advise what requirements you have to be able to do the demo.

Best regards

On Wed, Jun 24, 2015 at 10:44 AM, Marco Bettini <m.bettini@hackingteam.com>
wrote:

Hi Karel,

it was a pleasure talk to you.

As agreed, I'm sending attached the questionnaire for the client; please ask them to fill out, it will be very useful to understand their needs. Once you end me the NDA signed by the customer, I will provide you also the solution description.

I put in cc my colleague Eduardo Pardo, an HT Field Application Engineer based in Colombia; he will be involve for arranging the presentation/demonstration in Quito.

Best Regards, Marco

Il giorno 24/giu/2015, alle ore 09:47, Marco Bettini <m.bettini@hackingteam.com>
ha scritto:

Hello Karel,

sorry for my yesterday fast reply, I was in train with other persons and I cannot freely speak. I'm available for a call today at 10am your time (5pm italian time); does it fit your schedule? If OK, I will call you on skype (my name is bettini56).

In the meantime I'm attaching the NDA signed by our side, as well.

Looking forward speaking you later today

Regards, Marco

Il giorno 22/giu/2015, alle ore 21:00, Karel Coors <karel.coors@telecosmo.com.ec> ha scritto:

Hi Marco
attached copy signed NDA
Regards

On Mon, Jun 22, 2015 at 1:04 PM, Karel Coors <karel.coors@telecosmo.com.ec> wrote:

Hello Marco
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I reviewed the Partner Policy Document and have no problem with it. I can sign the NDA so we can move forward.
Then we develop the opportunity step by step.
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Thank you for your cooperation.
Best Regards,
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Milan Singapore Washington DC
www.hackingteam.com

email: m.bettini@hackingteam.com
mobile: +39 3488291450
phone: +39 02 29060603

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Thanks.
I'll be standing by for news from Marco

Best regards

Karel P Coors
+593 999 462 168
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Hi Karel, nice meeting you. Thanks Peter for the introduction.

I have just landed and I am all this week in a road-show in the middle east. Won't be easy to catch up. Coming back friday.

I have copied my colleague Marco Bettini in charge of sales. Marco will contact you and send you a NDA and our partner policy so that we can discuss accordingly.

Sorry for this short email sent from my phone.

Saludos

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<HT_NDA_ES.pdf>

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Email-ID	1097300
Date	2015-07-01 08:53:52 UTC
From	p.vinci@hackingteam.com
To	e.pardo@hackingteam.com, m.bettini@hackingteam.com, a.scarafile@hackingteam.com, rsales@hackingteam.it

- | |
|------------|
| Email Body |
|------------|
- [Raw Email](#)

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Sales Manager

Hacking Team
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www.hackingteam.com

email: m.bettini@hackingteam.com
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<image002.png>

T (EU). +31(0) 238700114 **T (UK).** +44(0) 1989730740 **M.** +31(0) 622855913 **W. www.providenceitf.com** This electronic message contains information from Providence, which is confidential and may be legally privileged. The information is intended for use only by the individuals or entity named above, and is not for onward transmission without the specific permission of Providence. If you are not the intended recipient, be aware that any disclosure, copying, distribution or use of the contents of this information is strictly prohibited . If you have received this message in error, please notify me by telephone/email immediately.

--

Karel P Coors

Global Conexion

Business Development

Office +593 2 243 7977 Mobile +593 (0) 999 462 168 Skype karelcoors

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<HT NDA Jun 20150001.jpg><HT NDA Jun 20150002.jpg>

<NDA Signed.pdf>

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<HT_NDA_ES.pdf>

Re: Opportunity in Ecuador

Email-ID	1097285
Date	2015-07-01 08:53:22 UTC
From	p.vinci@hackingteam.com
To	e.pardo@hackingteam.com, m.bettini@hackingteam.com, a.scarafile@hackingteam.com, rsales@hackingteam.it

- | |
|------------|
| Email Body |
|------------|
- [Raw Email](#)

Ciao Eduardo, Let me try to give you some additional comments:
You can send him the one-page Demo document now, so that they understand what you are going to do. There is not much in this document and it is OK to send it prior to the NDA.

Regarding the demo, there are some occasion in which we perform demo (to Government End-Users) without NDA, for example during the ISS conference. So you could possibly do the demo to this End-User prior to the NDA. Below I give you some more arguments to Karel / End-User for them to sign:

In case they do not sign the NDA, we would do the standard demo (like in a conference) but if the end-user asks questions that we consider should be covered under a confidentiality agreement we won't be able to answer them...Similarly, if the end-user wants to ask questions more related to his operations, this is the same problem. So the main argument is that if we have the NDA signed before the meeting, the demo will be more than just a demo...It will be a complete interaction with the end-user to the benefit of the end-user. Another argument is that it is a standard practice and all our end-user are signing this mutual one.

If you need it, Marco and I could speak and insist with Karel today. Let us know.
Worse case scenario: no NDA is signed prior to the demo, you do the standard demo and you use your common sense if a question would require a confidentiality support. We have to be careful in the way we say « sorry I can't answer because we have no NDA :-) » ...What I would suggest is that at the beginning of the demo, when the meeting starts, your Partner must state that because no NDA was signed, there could be some questions that won't be able to be answered, or some features that won't be shown....It is way better to say it before...Agree with the Partner to say it, or you sh

Just sharing best practices :-)

Philippe

Le 30 juin 2015 à 20:28, Eduardo Pardo <e.pardo@hackingteam.com> a écrit :
Thank you Philippe.

I will help them fill out the questionnaire.

But since they are reluctant to sign our NDA I don't know if I can proceed with the Demo and share the Demo documents.

Should we wait for the NDA to proceed?

Thanks,

Eduardo PardoField Application EngineerHacking Team

email: e.pardo@hackingteam.comMobile: +39 3666285429Mobile: +57 3003671760

El 30/06/2015, a las 11:38 a.m., Philippe Antoine Vinci <p.vinci@hackingteam.com> escribió:

Hola Eduardo,

We have the NDA translated to Spanish (see attached).

For your information: in fact we don't have a NDA in Spanish (we don't sign agreement in Spanish), we have an NDA with both English and Spanish version in the same document. Which is not technically the same :-) ...The one that prevails is the English version. The Spanish translation is to help the understanding of our Spanish speaking end-users and prospects.

Regarding the questionnaire, you can tell him that this will help you in adapting your

presentation/demo to what is really of interest to them. So this is to their benefit. If not, you can take advantage of your physical presence during the meeting, to go through the questionnaire and fill it with them (with the support of your partner). The questionnaire is also important before we do a configuration for any future Budgetary Proposal. So sooner or later they will have to do it.

Regarding the documents to prepare for your demo, have you sent them the one-page demo document that explains what we will show and what we need ? This can be useful as well.

I hope this helps you

Mucha suerte !

Philippe

Le 30 juin 2015 à 17:48, Eduardo Pardo <e.pardo@hackingteam.com> a écrit :

Hello guys,

Just a couple of doubts regarding Ecuador prospect and latest partners email bellow.

Can we provide NDA in Spanish to prospect?

Can we proceed with Demo arrangements without NDA?

Thanks,

Eduardo Pardo Field Application Engineer Hacking Team

email: e.pardo@hackingteam.com Mobile: +39 3666285429 Mobile: +57

3003671760

Inicio del mensaje reenviado:

De: Karel Coors <karel.coors@telecosmo.com.ec>

Fecha: 30 de junio de 2015, 10:20:34 a.m. GMT-5

Para: Eduardo Pardo <e.pardo@hackingteam.com>

Cc: Marco Bettini <m.bettini@hackingteam.com>, Philippe Antoine Vinci

<p.vinci@hackingteam.com>, bd <bd@hackingteam.com>,

"p.stolwerk@providenceitf.com" <p.stolwerk@providenceitf.com>, "Alessandro

Scarafile" <a.scarafile@hackingteam.com>

Asunto: Re: Opportunity in Equador

Hi Eduardo

according to the client the presentation for 9th July is confirmed. They are reluctant to sign the NDA as it is in English and they do not understand it protects both parties.

I do not see them be quick about filling in the questionnaire. I am quite sure a lot of information will be put on the table July 9, however.

Let me know when you wish to talk. On Skype I am karelcoors

Best regards

On Thu, Jun 25, 2015 at 8:51 AM, Eduardo Pardo <e.pardo@hackingteam.com> wrote:

All right Karen. I'll put the Thursday 9th of July as a tentative visit to Quito.

As soon as you have the meeting confirmation from end-user let me know so we can have a call to discuss the details of the visit.

Thank you.

Eduardo Pardo Field Application Engineer Hacking Team

email: e.pardo@hackingteam.com Mobile: +39 3666285429 Mobile: +57

3003671760

El 25/06/2015, a las 8:12 a.m., Karel Coors <karel.coors@telecosmo.com.ec>

escribió:

Thanks you Eduardo
for the moment the end user indicates July 9 is suitable
Best regards

On Thu, Jun 25, 2015 at 7:52 AM, Eduardo Pardo <e.pardo@hackingteam.com>
wrote:

Hello Karel,

The earliest date for the demo would be any day from next week starting on Tuesday
30th of June to Friday 3rd of July, or the following week from the 6th to 9th of July.
Just select the most suitable date for you and end-user and let us know in advance
so we can arrange the trip.

After you send us the NDA we will send you a document describing our
demonstration and its requirements. For now I can tell you that I would use a cabled
internet connection and a TV/projector.

Best regards,

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email: e.pardo@hackingteam.com Mobile: +39 3666285429 Mobile: +57
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escribió:

Hi Marco

likewise; a pleasure to know you through Skype.

The Questionnaire and NDA have been forwarded to the end user and will be
prepared by it.

End user asked me what the earliest date is that Mr Pardo can visit us in Quito for
the life demo.

Eduardo: please advise what requirements you have to be able to do the demo.

Best regards

On Wed, Jun 24, 2015 at 10:44 AM, Marco Bettini <m.bettini@hackingteam.com>
wrote:

Hi Karel,

it was a pleasure talk to you.

As agreed, I'm sending attached the questionnaire for the client; please ask them to
fill out, it will be very useful to understand their needs. Once you end me the NDA
signed by the customer, I will provide you also the solution description.

I put in cc my colleague Eduardo Pardo, an HT Field Application Engineer based in
Colombia; he will be involve for arranging the presentation/demonstration in Quito.

Best Regards, Marco

Il giorno 24/giu/2015, alle ore 09:47, Marco Bettini <m.bettini@hackingteam.com>
ha scritto:

Hello Karel,

sorry for my yesterday fast reply, I was in train with other persons and I cannot
freely speak. I'm available for a call today at 10am your time (5pm italian time);
does it fit your schedule? If OK, I will call you on skype (my name is bettini56).

In the meantime I'm attaching the NDA signed by our side, as well.

Looking forward speaking you later today
Regards, Marco

Il giorno 22/giu/2015, alle ore 21:00, Karel Coors <karel.coors@telecosmo.com.ec>
ha scritto:

Hi Marco
attached copy signed NDA
Regards

On Mon, Jun 22, 2015 at 1:04 PM, Karel Coors <karel.coors@telecosmo.com.ec>
wrote:

Hello Marco
this is a new group to be formed by Ministerio del Interior (MDI) for the use of a
number of agencies active in policing. The focus is on traffic social networks. Since
MDI is behind this, it will be the contracting partner.
I reviewed the Partner Policy Document and have no problem with it. I can sign the
NDA so we can move forward.
Then we develop the opportunity step by step.
Best regards

On Mon, Jun 22, 2015 at 10:47 AM, Marco Bettini <m.bettini@hackingteam.com>
wrote:

Hello Karel,
nice to meet you, as well.
I have attached to this email our Partner Policy and the NDA.
As reported in the policy, please let us know the name of the agency interested in
our solution. Since we already have some open activities in the Country, we need to
be sure that we are not going to the same clients and avoid possible overlaps.
Thank you for your cooperation.
Best Regards,
Marco Bettini
Sales Manager

Hacking Team
Milan Singapore Washington DC
www.hackingteam.com

email: m.bettini@hackingteam.com
mobile: +39 3488291450
phone: +39 02 29060603

Il giorno 22/giu/2015, alle ore 17:17, Karel Coors <karel.coors@telecosmo.com.ec>
ha scritto:

Thanks.
I'll be standing by for news from Marco

Best regards

Karel P Coors
+593 999 462 168
Skype karelcoors

On 22 Jun 2015 09:48, "Philippe Antoine Vinci" <p.vinci@hackingteam.com> wrote:
Hi Karel, nice meeting you. Thanks Peter for the introduction.

I have just landed and I am all this week in a road-show in the middle east. Won't be easy to catch up. Coming back friday.

I have copied my colleague Marco Bettini in charge of sales. Marco will contact you and send you a NDA and our partner policy so that we can discuss accordingly.

Sorry for this short email sent from my phone.

Saludos

Philippe

--

Philippe Vinci
VP BD

From: Karel Coors [mailto:karel.coors@telecosmo.com.ec]
Sent: Monday, June 22, 2015 02:41 PM
To: Peter Stolwerk <p.stolwerk@providenceitf.com>
Cc: Philippe Antoine Vinci
Subject: Re: Opportunity in Ecuador

Thank you Peter.

Philippe: I'll be standing to coordinate a chat.
Please propose date and time. My contact details at end my mail.

Best regards

Karel P Coors
+593 999 462 168
Skype karelcoors

On 22 Jun 2015 06:38, "Peter Stolwerk" <p.stolwerk@providenceitf.com> wrote:
Hi Philippe,

With this email I would like to introduce you to Karel Coors.

Karel lives in Ecuador and has been a strong partner for Providence in that country. Karel has got some great relationships into the right user groups and has been a excellent partner for us.

Karel has been approached by one of his customers and I think there is a business opportunity for Hackingteam in this.

I hope that with this introduction you both can connect together on a short notice and hopefully create some good business from this.

Best regards,

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<image002.png>

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Date	2015-07-01 08:52:52 UTC
From	p.vinci@hackingteam.com
To	e.pardo@hackingteam.com, m.bettini@hackingteam.com, a.scarafile@hackingteam.com, rsales@hackingteam.it

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|------------|
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- [Raw Email](#)

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<p.vinci@hackingteam.com>, bd <bd@hackingteam.com>,

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Sales Manager

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email: m.bettini@hackingteam.com
mobile: +39 3488291450
phone: +39 02 29060603

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If you need it, Marco and I could speak and insist with Karel today. Let us know.

Worse case scenario, no NDA is signed prior to the demo, you do the standard demo and you use your common sense if a question would require a confidentiality support. We have to be careful in the way we say « sorry I can't answer because we have no NDA :-) » ...What I would suggest is that at the beginning of the demo, when the meeting start, your partner should say that because an NDA was not signed, there could be some questions that won't be able to be answered, or some features that won't be shown....I think it is better to say it before...

Just sharing best practices :-)

Philippe

Le 30 juin 2015 à 20:28, Eduardo Pardo <e.pardo@hackingteam.com> a écrit :
Thank you Philippe.

I will help them fill out the questionnaire.

But since they are reluctant to sign our NDA I don't know if I can proceed with the Demo and share the Demo documents.

Should we wait for the NDA to proceed?

Thanks,

Eduardo PardoField Application EngineerHacking Team

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Fecha: 30 de junio de 2015, 10:20:34 a.m. GMT-5
Para: Eduardo Pardo <e.pardo@hackingteam.com>
Cc: Marco Bettini <m.bettini@hackingteam.com>, Philippe Antoine Vinci <p.vinci@hackingteam.com>, bd <bd@hackingteam.com>, "p.stolwerk@providenceitf.com" <p.stolwerk@providenceitf.com>, "Alessandro Scarafite" <a.scarafite@hackingteam.com>
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Best regards

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As agreed, I'm sending attached the questionnaire for the client; please ask them to fill out, it will be very useful to understand their needs. Once you send me the NDA signed by the customer, I will provide you also the solution description.

I put in cc my colleague Eduardo Pardo, an HT Field Application Engineer based in Colombia; he will be involve for arranging the presentation/demonstration in Quito.

Best Regards, Marco

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Hello Karel,

sorry for my yesterday fast reply, I was in train with other persons and I cannot freely speak. I'm available for a call today at 10am your time (5pm italian time); does it fit your schedule? If OK, I will call you on skype (my name is bettini56).

In the meantime I'm attaching the NDA signed by our side, as well.

Looking forward speaking you later today

Regards, Marco

Il giorno 22/giu/2015, alle ore 21:00, Karel Coors <karel.coors@telecosmo.com.ec> ha scritto:

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attached copy signed NDA

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Best Regards,

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Sales Manager

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mobile: +39 3488291450

phone: +39 02 29060603

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Thanks.

I'll be standing by for news from Marco

Best regards

Karel P Coors

+593 999 462 168

Skype karelcoors

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I have just landed and I am all this week in a road-show in the middle east. Won't be

easy to catch up. Coming back friday.

I have copied my colleague Marco Bettini in charge of sales. Marco will contact you and send you a NDA and our partner policy so that we can discuss accordingly.

Sorry for this short email sent from my phone.

Saludos

Philippe

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Philippe Vinci
VP BD

From: Karel Coors [mailto:karel.coors@telecosmo.com.ec]
Sent: Monday, June 22, 2015 02:41 PM
To: Peter Stolwerk <p.stolwerk@providenceitf.com>
Cc: Philippe Antoine Vinci
Subject: Re: Opportunity in Ecuador

Thank you Peter.

Philippe: I'll be standing to coordinate a chat.
Please propose date and time. My contact details at end my mail.

Best regards

Karel P Coors
+593 999 462 168
Skype karelcoors

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Hi Philippe,

With this email I would like to introduce you to Karel Coors.

Karel lives in Ecuador and has been a strong partner for Providence in that country. Karel has got some great relationships into the right user groups and has been an excellent partner for us.

Karel has been approached by one of his customers and I think there is a business opportunity for Hackingteam in this.

I hope that with this introduction you both can connect together on a short notice and hopefully create some good business from this.

Best regards,

Peter Stolwerk Co-Owner and COO Providence Group
<image002.png>

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Global Conexion

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<HT NDA Jun 20150001.jpg><HT NDA Jun 20150002.jpg>

<NDA Signed.pdf>

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<HT_NDA_ES.pdf>

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Email-ID	1097262
Date	2015-07-01 08:51:52 UTC
From	p.vinci@hackingteam.com
To	e.pardo@hackingteam.com, m.bettini@hackingteam.com, a.scarafile@hackingteam.com, rsales@hackingteam.it

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Inicio del mensaje reenviado:

De: Karel Coors <karel.coors@telecosmo.com.ec>

Fecha: 30 de junio de 2015, 10:20:34 a.m. GMT-5

Para: Eduardo Pardo <e.pardo@hackingteam.com>

Cc: Marco Bettini <m.bettini@hackingteam.com>, Philippe Antoine Vinci <p.vinci@hackingteam.com>, bd <bd@hackingteam.com>,

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<HT NDA Jun 20150001.jpg> <HT NDA Jun 20150002.jpg>

<NDA Signed.pdf>

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<HT_NDA_ES.pdf>

Re: Opportunity in Ecuador

Email-ID	1097332
Date	2015-07-01 08:51:22 UTC
From	p.vinci@hackingteam.com
To	e.pardo@hackingteam.com, m.bettini@hackingteam.com, a.scarafile@hackingteam.com, rsales@hackingteam.it

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Eduardo PardoField Application EngineerHacking Team

email: e.pardo@hackingteam.comMobile: +39 3666285429Mobile: +57 3003671760

El 30/06/2015, a las 11:38 a.m., Philippe Antoine Vinci <p.vinci@hackingteam.com> escribió:

Hola Eduardo,

We have the NDA translated to Spanish (see attached).

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I hope this helps you
Mucha suerte !
Philippe

Le 30 juin 2015 à 17:48, Eduardo Pardo <e.pardo@hackingteam.com> a écrit :
Hello guys,
Just a couple of doubts regarding Ecuador prospect and latest partners email bellow.
Can we provide NDA in Spanish to prospect?
Can we proceed with Demo arrangements without NDA?
Thanks,

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3003671760

Inicio del mensaje reenviado:

De: Karel Coors <karel.coors@telecosmo.com.ec>
Fecha: 30 de junio de 2015, 10:20:34 a.m. GMT-5
Para: Eduardo Pardo <e.pardo@hackingteam.com>
Cc: Marco Bettini <m.bettini@hackingteam.com>, Philippe Antoine Vinci <p.vinci@hackingteam.com>, bd <bd@hackingteam.com>, "p.stolwerk@providenceitf.com" <p.stolwerk@providenceitf.com>, "Alessandro Scarafile" <a.scarafile@hackingteam.com>
Asunto: Re: Opportunity in Ecuador

Hi Eduardo

according to the client the presentation for 9th July is confirmed. They are reluctant to sign the NDA as it is in English and they do not understand it protects both parties.

I do not see them be quick about filling in the questionnaire. I am quite sure a lot of information will be put on the table July 9, however.

Let me know when you wish to talk. On Skype I am karelcoors
Best regards

On Thu, Jun 25, 2015 at 8:51 AM, Eduardo Pardo <e.pardo@hackingteam.com> wrote:

All right Karen. I'll put the Thursday 9th of July as a tentative visit to Quito. As soon as you have the meeting confirmation from end-user let me know so we can have a call to discuss the details of the visit.
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El 25/06/2015, a las 8:12 a.m., Karel Coors <karel.coors@telecosmo.com.ec> escribió:

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Best regards

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After you send us the NDA we will send you a document describing our demonstration and its requirements. For now I can tell you that I would use a cabled internet connection and a TV/projector.

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I put in cc my colleague Eduardo Pardo, an HT Field Application Engineer based in Colombia; he will be involve for arranging the presentation/demonstration in Quito.

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sorry for my yesterday fast reply, I was in train with other persons and I cannot freely speak. I'm available for a call today at 10am your time (5pm italian time); does it fit your schedule? If OK, I will call you on skype (my name is bettini56).

In the meantime I'm attaching the NDA signed by our side, as well.

Looking forward speaking you later today

Regards, Marco

Il giorno 22/giu/2015, alle ore 21:00, Karel Coors <karel.coors@telecosmo.com.ec> ha scritto:

Hi Marco

attached copy signed NDA

Regards

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Hello Marco

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Thank you for your cooperation.

Best Regards,

Marco Bettini

Sales Manager

Hacking Team

Milan Singapore Washington DC

www.hackingteam.com

email: m.bettini@hackingteam.com

mobile: +39 3488291450

phone: +39 02 29060603

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Thanks.

I'll be standing by for news from Marco

Best regards

Karel P Coors
+593 999 462 168
Skype karelcoors

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I have copied my colleague Marco Bettini in charge of sales. Marco will contact you and send you a NDA and our partner policy so that we can discuss accordingly.

Sorry for this short email sent from my phone.

Saludos

Philippe

--

Philippe Vinci
VP BD

From: Karel Coors [mailto:karel.coors@telecosmo.com.ec]
Sent: Monday, June 22, 2015 02:41 PM
To: Peter Stolwerk <p.stolwerk@providenceitf.com>
Cc: Philippe Antoine Vinci
Subject: Re: Opportunity in Ecuador

Thank you Peter.

Philippe: I'll be standing to coordinate a chat.
Please propose date and time. My contact details at end my mail.

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<HT NDA Jun 20150001.jpg><HT NDA Jun 20150002.jpg>

<NDA Signed.pdf>

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<HT_NDA_ES.pdf>

Re: Opportunity in Equador

Email-ID	1097302
Date	2015-07-01 08:50:52 UTC
From	p.vinci@hackingteam.com
To	e.pardo@hackingteam.com, m.bettini@hackingteam.com, a.scarafile@hackingteam.com, rsales@hackingteam.it

- Email Body
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- [Raw Email](#)

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You can send him the one-page Demo document now, so that they understand what you are going to do. There is not much in this document and it is OK to send it prior to the NDA.

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If you need it, Marco and I could speak and insist with Karel today. Let us know. Worse case scenario, no NDA is signed prior to the demo, you do the standard demo and you use your common sense if a question would require a confidentiality support. We have to be careful in the way we say « sorry I can't answer because we have no NDA :-) » ..

Philippe Vinci
VP Business Development

Hacking Team
Milan Singapore Washington DC
www.hackingteam.com

email: p.vinci@hackingteam.com
mobile: +39 3351005194
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<HT NDA Jun 20150001.jpg><HT NDA Jun 20150002.jpg>

<NDA Signed.pdf>

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<HT_NDA_ES.pdf>

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From	p.vinci@hackingteam.com
To	e.pardo@hackingteam.com, m.bettini@hackingteam.com, a.scarafile@hackingteam.com, rsales@hackingteam.it

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Sorry for this short email sent from my phone.

Saludos

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Sent: Monday, June 22, 2015 02:41 PM
To: Peter Stolwerk <p.stolwerk@providenceitf.com>
Cc: Philippe Antoine Vinci
Subject: Re: Opportunity in Ecuador

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Please propose date and time. My contact details at end my mail.

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<HT NDA Jun 20150001.jpg><HT NDA Jun 20150002.jpg>

<NDA Signed.pdf>

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Date	2015-07-01 08:49:52 UTC
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To	e.pardo@hackingteam.com, m.bettini@hackingteam.com, a.scarafile@hackingteam.com, rsales@hackingteam.it

- Email Body
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- [Raw Email](#)

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If you need it, Marco and I could speak and insist with Karel today. Let us know. Worse case scenario, no NDA is signed prior to the demo

Philippe Vinci
VP Business Development

Hacking Team
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www.hackingteam.com

email: p.vinci@hackingteam.com

mobile: +39 3351005194

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Sorry for this short email sent from my phone.

Saludos

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To: Peter Stolwerk <p.stolwerk@providenceitf.com>
Cc: Philippe Antoine Vinci
Subject: Re: Opportunity in Ecuador

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<HT NDA Jun 20150001.jpg> <HT NDA Jun 20150002.jpg>

<NDA Signed.pdf>

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<HT_NDA_ES.pdf>

Re: Opportunity in Ecuador

Email-ID	1097290
Date	2015-07-01 08:48:52 UTC
From	p.vinci@hackingteam.com
To	e.pardo@hackingteam.com, m.bettini@hackingteam.com, a.scarafile@hackingteam.com, rsales@hackingteam.it

- Email Body
- [Raw Email](#)

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If you need it, Marco and I could spe

Philippe Vinci
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I have copied my colleague Marco Bettini in charge of sales. Marco will contact you and send you a NDA and our partner policy so that we can discuss accordingly.

Sorry for this short email sent from my phone.

Saludos

Philippe

--

Philippe Vinci
VP BD

From: Karel Coors [mailto:karel.coors@telecosmo.com.ec]
Sent: Monday, June 22, 2015 02:41 PM
To: Peter Stolwerk <p.stolwerk@providenceitf.com>
Cc: Philippe Antoine Vinci
Subject: Re: Opportunity in Ecuador

Thank you Peter.

Philippe: I'll be standing to coordinate a chat.
Please propose date and time. My contact details at end my mail.

Best regards

Karel P Coors
+593 999 462 168
Skype karelcoors

On 22 Jun 2015 06:38, "Peter Stolwerk" <p.stolwerk@providenceitf.com> wrote:

Hi Philippe,

With this email I would like to introduce you to Karel Coors.

Karel lives in Ecuador and has been a strong partner for Providence in that country. Karel has got some great relationships into the right user groups and has been an excellent partner for us.

Karel has been approached by one of his customers and I think there is a business opportunity for Hackingteam in this.

I hope that with this introduction you both can connect together on a short notice and hopefully create some good business from this.

Best regards,

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Global Conexion

Business Development

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<HT NDA Jun 20150001.jpg><HT NDA Jun 20150002.jpg>

<NDA Signed.pdf>

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<HT_NDA_ES.pdf>

Re: Opportunity in Ecuador

Email-ID	1097338
Date	2015-07-01 08:47:52 UTC
From	p.vinci@hackingteam.com
To	e.pardo@hackingteam.com, m.bettini@hackingteam.com, a.scarafile@hackingteam.com, rsales@hackingteam.it

- Email Body
- [Raw Email](#)

Ciao Eduardo, Let me try to give you some additional comments:

You can send him the one-page Demo document now, so that they understand what you are going to do. There is not much in this document and it is OK to send it prior to the NDA.

Regarding the demo, there are some occasion in which we perform demo (to Government End-Users) without NDA, for example during the ISS conference. So you could possibly do the demo to this End-User prior to the NDA. Below I give you some more arguments to Karel / End-User for them to sign:

In case they do not sign the NDA, we would do the standard demo (like in a conference) but if the end-user asks questions that we consider should be covered under a confidentiality agreement we won't be able to answer them...Similarly, if the end-user wants to ask questions more related to his operations, this is the same problem. So the main argument is that if we have the NDA signed before the meeting, the demo will be more than just a demo...It will be a complet

Philippe Vinci
VP Business Development

Hacking Team
Milan Singapore Washington DC
www.hackingteam.com

email: p.vinci@hackingteam.com
mobile: +39 3351005194
phone: +39 0229060603

Le 30 juin 2015 à 20:28, Eduardo Pardo <e.pardo@hackingteam.com> a écrit :
Thank you Philippe.

I will help them fill out the questionnaire.

But since they are reluctant to sign our NDA I don't know if I can proceed with the Demo and share the Demo documents.

Should we wait for the NDA to proceed?

Thanks,

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email: e.pardo@hackingteam.com Mobile: +39 3666285429 Mobile: +57 3003671760
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Regarding the questionnaire, you can tell him that this will help you in adapting your presentation/demo to what is really of interest to them. So this is to their benefit. If not, you can take advantage of your physical presence during the meeting, to go through the questionnaire and fill it with them (with the support of your partner).

The questionnaire is also important before we do a configuration for any future Budgetary Proposal. So sooner or later they will have to do it.

Regarding the documents to prepare for your demo, have you sent them the one-page demo document that explains what we will show and what we need? This can be useful as well.

I hope this helps you

Mucha suerte !

Philippe

Le 30 juin 2015 à 17:48, Eduardo Pardo <e.pardo@hackingteam.com> a écrit :
Hello guys,

Just a couple of doubts regarding Ecuador prospect and latest partners email bellow.
Can we provide NDA in Spanish to prospect?

Can we proceed with Demo arrangements without NDA?

Thanks,

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Inicio del mensaje reenviado:

De: Karel Coors <karel.coors@telecosmo.com.ec>

Fecha: 30 de junio de 2015, 10:20:34 a.m. GMT-5

Para: Eduardo Pardo <e.pardo@hackingteam.com>

Cc: Marco Bettini <m.bettini@hackingteam.com>, Philippe Antoine Vinci <p.vinci@hackingteam.com>, bd <bd@hackingteam.com>, "p.stolwerk@providenceitf.com" <p.stolwerk@providenceitf.com>, "Alessandro Scarafile" <a.scarafile@hackingteam.com>

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according to the client the presentation for 9th July is confirmed. They are reluctant to sign the NDA as it is in English and they do not understand it protects both parties.

I do not see them be quick about filling in the questionnaire. I am quite sure a lot of information will be put on the table July 9, however.

Let me know when you wish to talk. On Skype I am karelcoors

Best regards

On Thu, Jun 25, 2015 at 8:51 AM, Eduardo Pardo <e.pardo@hackingteam.com> wrote:

All right Karen. I'll put the Thursday 9th of July as a tentative visit to Quito.

As soon as you have the meeting confirmation from end-user let me know so we can have a call to discuss the details of the visit.

Thank you.

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El 25/06/2015, a las 8:12 a.m., Karel Coors <karel.coors@telecosmo.com.ec> escribió:

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On Thu, Jun 25, 2015 at 7:52 AM, Eduardo Pardo <e.pardo@hackingteam.com> wrote:

Hello Karel,

The earliest date for the demo would be any day from next week starting on Tuesday 30th of June to Friday 3rd of July, or the following week from the 6th to 9th of July.

Just select the most suitable date for you and end-user and let us know in advance so we can arrange the trip.

After you send us the NDA we will send you a document describing our demonstration and its requirements. For now I can tell you that I would use a cabled internet connection and a TV/projector.

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Hi Marco
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End user asked me what the earliest date is that Mr Pardo can visit us in Quito for the life demo.
Eduardo: please advise what requirements you have to be able to do the demo.
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On Wed, Jun 24, 2015 at 10:44 AM, Marco Bettini <m.bettini@hackingteam.com> wrote:

Hi Karel,
it was a pleasure talk to you.
As agreed, I'm sending attached the questionnaire for the client; please ask them to fill out, it will be very useful to understand their needs. Once you send me the NDA signed by the customer, I will provide you also the solution description.
I put in cc my colleague Eduardo Pardo, an HT Field Application Engineer based in Colombia; he will be involve for arranging the presentation/demonstration in Quito.

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Il giorno 24/giu/2015, alle ore 09:47, Marco Bettini <m.bettini@hackingteam.com> ha scritto:

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sorry for my yesterday fast reply, I was in train with other persons and I cannot freely speak. I'm available for a call today at 10am your time (5pm italian time); does it fit your schedule? If OK, I will call you on skype (my name is bettini56).
In the meantime I'm attaching the NDA signed by our side, as well.
Looking forward speaking you later today
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Il giorno 22/giu/2015, alle ore 21:00, Karel Coors <karel.coors@telecosmo.com.ec> ha scritto:

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Thank you for your cooperation.

Best Regards,
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Sales Manager

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Milan Singapore Washington DC
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email: m.bettini@hackingteam.com
mobile: +39 3488291450
phone: +39 02 29060603

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<HT_NDA_ES.pdf>

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Email-ID	1097314
Date	2015-07-01 08:47:22 UTC
From	p.vinci@hackingteam.com
To	e.pardo@hackingteam.com, m.bettini@hackingteam.com, a.scarafite@hackingteam.com, rsales@hackingteam.it

- [Email Body](#)
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Karel P Coors

Global Conexion

Business Development

Office +593 2 243 7977 Mobile +593 (0) 999 462 168 Skype karelcoors

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<HT_NDA_ES.pdf>

Re: Opportunity in Ecuador

Email-ID	1097272
Date	2015-07-01 08:46:52 UTC
From	p.vinci@hackingteam.com
To	e.pardo@hackingteam.com, m.bettini@hackingteam.com, a.scarafite@hackingteam.com, rsales@hackingteam.it

- | |
|------------|
| Email Body |
|------------|
- [Raw Email](#)

Ciao Eduardo, Let me try to give you some additional comments:
You can send him the one-page Demo document now, so that they understand what you are going to do. There is not much in this document and it is OK to send it prior to the NDA.

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In case they do not sign the NDA, we would do the standard demo (like in a conference) but if the end-user asks questions that we consider should be covered under a confidentiality agr

Philippe Vinci
VP Business Development

Hacking Team
Milan Singapore Washington DC
www.hackingteam.com

email: p.vinci@hackingteam.com
mobile: +39 3351005194
phone: +39 0229060603

Le 30 juin 2015 à 20:28, Eduardo Pardo <e.pardo@hackingteam.com> a écrit :
Thank you Philippe.

I will help them fill out the questionnaire.

But since they are reluctant to sign our NDA I don't know if I can proceed with the Demo and share the Demo documents.

Should we wait for the NDA to proceed?

Thanks,

Eduardo PardoField Application EngineerHacking Team
email: e.pardo@hackingteam.comMobile: +39 3666285429Mobile: +57 3003671760

El 30/06/2015, a las 11:38 a.m., Philippe Antoine Vinci <p.vinci@hackingteam.com> escribió:

Hola Eduardo,

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For your information: in fact we don't have a NDA in Spanish (we don't sign agreement in Spanish), we have an NDA with both English and Spanish version in the same document. Which is not technically the same :-). The one that prevails is the English version. The Spanish translation is to help the understanding of our Spanish speaking end-users and prospects.

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Regarding the documents to prepare for your demo, have you sent them the one-page demo document that explains what we will show and what we need? This can be useful as well.

I hope this helps you

Mucha suerte !

Philippe

Le 30 juin 2015 à 17:48, Eduardo Pardo <e.pardo@hackingteam.com> a écrit :

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Can we provide NDA in Spanish to prospect?

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Inicio del mensaje reenviado:

De: Karel Coors <karel.coors@telecosmo.com.ec>

Fecha: 30 de junio de 2015, 10:20:34 a.m. GMT-5

Para: Eduardo Pardo <e.pardo@hackingteam.com>

Cc: Marco Bettini <m.bettini@hackingteam.com>, Philippe Antoine Vinci

<p.vinci@hackingteam.com>, bd <bd@hackingteam.com>,

"p.stolwerk@providenceitf.com" <p.stolwerk@providenceitf.com>, "Alessandro

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I do not see them be quick about filling in the questionnaire. I am quite sure a lot of information will be put on the table July 9, however.

Let me know when you wish to talk. On Skype I am karelcoors

Best regards

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Just select the most suitable date for you and end-user and let us know in advance so we can arrange the trip.

After you send us the NDA we will send you a document describing our demonstration and its requirements. For now I can tell you that I would use a cabled internet connection and a TV/projector.

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El 24/06/2015, a las 5:13 p.m., Karel Coors <karel.coors@telecosmo.com.ec> escribió:

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End user asked me what the earliest date is that Mr Pardo can visit us in Quito for the life demo.

Eduardo: please advise what requirements you have to be able to do the demo.

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On Wed, Jun 24, 2015 at 10:44 AM, Marco Bettini <m.bettini@hackingteam.com> wrote:

Hi Karel,

it was a pleasure talk to you.

As agreed, I'm sending attached the questionnaire for the client; please ask them to fill out, it will be very useful to understand their needs. Once you end me the NDA signed by the customer, I will provide you also the solution description.

I put in cc my colleague Eduardo Pardo, an HT Field Application Engineer based in Colombia; he will be involve for arranging the presentation/demonstration in Quito.

Best Regards, Marco

Il giorno 24/giu/2015, alle ore 09:47, Marco Bettini <m.bettini@hackingteam.com> ha scritto:

Hello Karel,

sorry for my yesterday fast reply, I was in train with other persons and I cannot freely speak. I'm available for a call today at 10am your time (5pm italian time); does it fit your schedule? If OK, I will call you on skype (my name is bettini56).

In the meantime I'm attaching the NDA signed by our side, as well.

Looking forward speaking you later today

Regards, Marco

Il giorno 22/giu/2015, alle ore 21:00, Karel Coors <karel.coors@telecosmo.com.ec> ha scritto:

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attached copy signed NDA

Regards

On Mon, Jun 22, 2015 at 1:04 PM, Karel Coors <karel.coors@telecosmo.com.ec> wrote:

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Thank you for your cooperation.

Best Regards,

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www.hackingteam.com

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mobile: +39 3488291450

phone: +39 02 29060603

Il giorno 22/giu/2015, alle ore 17:17, Karel Coors <karel.coors@telecosmo.com.ec> ha scritto:

Thanks.

I'll be standing by for news from Marco

Best regards

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Skype karelcoors

On 22 Jun 2015 09:48, "Philippe Antoine Vinci" <p.vinci@hackingteam.com> wrote:
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I have copied my colleague Marco Bettini in charge of sales. Marco will contact you and send you a NDA and our partner policy so that we can discuss accordingly.

Sorry for this short email sent from my phone.

Saludos

Philippe

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Philippe Vinci
VP BD

From: Karel Coors [mailto:karel.coors@telecosmo.com.ec]
Sent: Monday, June 22, 2015 02:41 PM
To: Peter Stolwerk <p.stolwerk@providenceitf.com>
Cc: Philippe Antoine Vinci
Subject: Re: Opportunity in Ecuador

Thank you Peter.

Philippe: I'll be standing to coordinate a chat.
Please propose date and time. My contact details at end my mail.

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I hope that with this introduction you both can connect together on a short notice and hopefully create some good business from this.

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<image002.png>

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<HT NDA Jun 20150001.jpg><HT NDA Jun 20150002.jpg>

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email: e.pardo@hackingteam.com Mobile: +39 3666285429 Mobile: +57
3003671760
Inicio del mensaje reenviado:

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Fecha: 30 de junio de 2015, 10:20:34 a.m. GMT-5
Para: Eduardo Pardo <e.pardo@hackingteam.com>
Cc: Marco Bettini <m.bettini@hackingteam.com>, Philippe Antoine Vinci <p.vinci@hackingteam.com>, bd <bd@hackingteam.com>, "p.stolwerk@providenceitf.com" <p.stolwerk@providenceitf.com>, "Alessandro Scarafile" <a.scarafile@hackingteam.com>
Asunto: Re: Opportunity in Equador

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Looking forward speaking you later today

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Sales Manager

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Milan Singapore Washington DC

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Sorry for this short email sent from my phone.

Saludos

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Cc: Philippe Antoine Vinci
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Please propose date and time. My contact details at end my mail.

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<image002.png>

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<HT_NDA_ES.pdf>

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What I suggest you to comment to Karel, is that, in case they do not sign the NDA, we would do the standard demo (like in a conference)

Philippe Vinci

VP Business Development

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email: p.vinci@hackingteam.com
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To: Peter Stolwerk <p.stolwerk@providenceitf.com>
Cc: Philippe Antoine Vinci
Subject: Re: Opportunity in Ecuador

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<image002.png>

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<HT NDA Jun 20150001.jpg> <HT NDA Jun 20150002.jpg>

<NDA Signed.pdf>

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<HT_NDA_ES.pdf>

Re: Opportunity in Ecuador

Email-ID	1097330
Date	2015-07-01 08:44:22 UTC
From	p.vinci@hackingteam.com
To	e.pardo@hackingteam.com, m.bettini@hackingteam.com, a.scarafile@hackingteam.com, rsales@hackingteam.it

- [Email Body](#)
- [Raw Email](#)

Ciao Eduardo, Let me try to give you some additional comments:
You can send him the one-page Demo document now, so that they understand what you are going to do. There is not much in this document and it is OK to send it prior to the NDA.

Regarding the demo, there are some occasion in which we perform demo (to Government End-Users) without NDA, for example during the ISS conference. So you could

Philippe Vinci
VP Business Development

Hacking Team
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email: p.vinci@hackingteam.com
mobile: +39 3351005194
phone: +39 0229060603

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But since they are reluctant to sign our NDA I don't know if I can proceed with the Demo and share the Demo documents.

Should we wait for the NDA to proceed?

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email: e.pardo@hackingteam.comMobile: +39 3666285429Mobile: +57 3003671760
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Regarding the documents to prepare for your demo, have you sent them the one-page demo document that explains what we will show and what we need ? This can be useful as well.

I hope this helps you

Mucha suerte !

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"p.stolwerk@providenceitf.com" <p.stolwerk@providenceitf.com>, "Alessandro Scarafite" <a.scarafite@hackingteam.com>

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From	p.vinci@hackingteam.com
To	e.pardo@hackingteam.com, m.bettini@hackingteam.com, a.scarafile@hackingteam.com, rsales@hackingteam.it

- | |
|------------|
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Karel has got some great relationships into the right user groups and has been a
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Karel has been approached by one of his customers and I think there is a business
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I hope that with this introduction you both can connect together on a short notice
and hopefully create some good business from this.

Best regards,

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<image002.png>

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Karel P Coors

Global Conexion

Business Development

Office +593 2 243 7977 Mobile +593 (0) 999 462 168 Skype karelcoors

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<HT NDA Jun 20150001.jpg><HT NDA Jun 20150002.jpg>

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<HT_NDA_ES.pdf>

Re: Opportunity in Ecuador

Email-ID	1097275
Date	2015-07-01 08:43:22 UTC
From	p.vinci@hackingteam.com
To	e.pardo@hackingteam.com, m.bettini@hackingteam.com, a.scarafile@hackingteam.com, rsales@hackingteam.it

- [Email Body](#)
- [Raw Email](#)

Ciao Eduardo, Let me try to give you some additional comments:

You can send him the one-page Demo document now, so that they understand what you are going to do. There is not much in this document and it is OK to send it prior to the NDA.

Philippe Vinci
VP Business Development

Hacking Team
Milan Singapore Washington DC
www.hackingteam.com

email: p.vinci@hackingteam.com

mobile: +39 3351005194

phone: +39 0229060603

Le 30 juin 2015 à 20:28, Eduardo Pardo <e.pardo@hackingteam.com> a écrit :

Thank you Philippe.

I will help them fill out the questionnaire.

But since they are reluctant to sign our NDA I don't know if I can proceed with the Demo and share the Demo documents.

Should we wait for the NDA to proceed?

Thanks,

Eduardo Pardo Field Application Engineer Hacking Team

email: e.pardo@hackingteam.com Mobile: +39 3666285429 Mobile: +57 3003671760

El 30/06/2015, a las 11:38 a.m., Philippe Antoine Vinci <p.vinci@hackingteam.com> escribió:

Hola Eduardo,

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For your information: in fact we don't have a NDA in Spanish (we don't sign agreement in Spanish), we have an NDA with both English and Spanish version in the same document. Which is not technically the same :-). The one that prevails is the English version. The Spanish translation is to help the understanding of our Spanish speaking end-users and prospects.

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The questionnaire is also important before we do a configuration for any future Budgetary Proposal. So sooner or later they will have to do it.

Regarding the documents to prepare for your demo, have you sent them the one-page demo document that explains what we will show and what we need? This can be useful as well.

I hope this helps you

Mucha suerte !

Philippe

Le 30 juin 2015 à 17:48, Eduardo Pardo <e.pardo@hackingteam.com> a écrit :

Hello guys,

Just a couple of doubts regarding Ecuador prospect and latest partners email bellow.

Can we provide NDA in Spanish to prospect?

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email: e.pardo@hackingteam.com Mobile: +39 3666285429 Mobile: +57

3003671760

Inicio del mensaje reenviado:

De: Karel Coors <karel.coors@telecosmo.com.ec>

Fecha: 30 de junio de 2015, 10:20:34 a.m. GMT-5

Para: Eduardo Pardo <e.pardo@hackingteam.com>

Cc: Marco Bettini <m.bettini@hackingteam.com>, Philippe Antoine Vinci

<p.vinci@hackingteam.com>, bd <bd@hackingteam.com>,

"p.stolwerk@providenceitf.com" <p.stolwerk@providenceitf.com>, "Alessandro

Scarafile" <a.scarafile@hackingteam.com>

Asunto: Re: Opportunity in Ecuador

Hi Eduardo

according to the client the presentation for 9th July is confirmed. They are reluctant to sign the NDA as it is in English and they do not understand it protects both parties.

I do not see them be quick about filling in the questionnaire. I am quite sure a lot of information will be put on the table July 9, however.

Let me know when you wish to talk. On Skype I am karelcoors

Best regards

On Thu, Jun 25, 2015 at 8:51 AM, Eduardo Pardo <e.pardo@hackingteam.com> wrote:

All right Karen. I'll put the Thursday 9th of July as a tentative visit to Quito.

As soon as you have the meeting confirmation from end-user let me know so we can have a call to discuss the details of the visit.

Thank you.

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email: e.pardo@hackingteam.com Mobile: +39 3666285429 Mobile: +57 3003671760

El 25/06/2015, a las 8:12 a.m., Karel Coors <karel.coors@telecosmo.com.ec> escribió:

Thanks you Eduardo

for the moment the end user indicates July 9 is suitable

Best regards

On Thu, Jun 25, 2015 at 7:52 AM, Eduardo Pardo <e.pardo@hackingteam.com> wrote:

Hello Karel,

The earliest date for the demo would be any day from next week starting on Tuesday 30th of June to Friday 3rd of July, or the following week from the 6th to 9th of July.

Just select the most suitable date for you and end-user and let us know in advance so we can arrange the trip.

After you send us the NDA we will send you a document describing our demonstration and its requirements. For now I can tell you that I would use a cabled internet connection and a TV/projector.

Best regards,

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El 24/06/2015, a las 5:13 p.m., Karel Coors <karel.coors@telecosmo.com.ec> escribió:

Hi Marco

likewise; a pleasure to know you through Skype.

The Questionnaire and NDA have been forwarded to the end user and will be prepared by it.

End user asked me what the earliest date is that Mr Pardo can visit us in Quito for the life demo.

Eduardo: please advise what requirements you have to be able to do the demo.

Best regards

On Wed, Jun 24, 2015 at 10:44 AM, Marco Bettini <m.bettini@hackingteam.com> wrote:

Hi Karel,

it was a pleasure talk to you.

As agreed, I'm sending attached the questionnaire for the client; please ask them to fill out, it will be very useful to understand their needs. Once you send me the NDA signed by the customer, I will provide you also the solution description.

I put in cc my colleague Eduardo Pardo, an HT Field Application Engineer based in Colombia; he will be involved for arranging the presentation/demonstration in Quito.

Best Regards, Marco

Il giorno 24/giu/2015, alle ore 09:47, Marco Bettini <m.bettini@hackingteam.com> ha scritto:

Hello Karel,

sorry for my yesterday fast reply, I was in train with other persons and I cannot freely speak. I'm available for a call today at 10am your time (5pm italian time); does it fit your schedule? If OK, I will call you on skype (my name is bettini56).

In the meantime I'm attaching the NDA signed by our side, as well.

Looking forward speaking you later today

Regards, Marco

Il giorno 22/giu/2015, alle ore 21:00, Karel Coors <karel.coors@telecosmo.com.ec> ha scritto:

Hi Marco

attached copy signed NDA

Regards

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Thank you for your cooperation.

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Marco Bettini
Sales Manager

Hacking Team
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email: m.bettini@hackingteam.com
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Il giorno 22/giu/2015, alle ore 17:17, Karel Coors <karel.coors@telecosmo.com.ec>
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Thanks.
I'll be standing by for news from Marco

Best regards

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Skype karelcoors

On 22 Jun 2015 09:48, "Philippe Antoine Vinci" <p.vinci@hackingteam.com> wrote:
Hi Karel, nice meeting you. Thanks Peter for the introduction.

I have just landed and I am all this week in a road-show in the middle east. Won't be
easy to catch up. Coming back friday.

I have copied my colleague Marco Bettini in charge of sales. Marco will contact you
and send you a NDA and our partner policy so that we can discuss accordingly.

Sorry for this short email sent from my phone.

Saludos

Philippe

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Philippe Vinci
VP BD

From: Karel Coors [mailto:karel.coors@telecosmo.com.ec]
Sent: Monday, June 22, 2015 02:41 PM
To: Peter Stolwerk <p.stolwerk@providenceitf.com>
Cc: Philippe Antoine Vinci
Subject: Re: Opportunity in Equador

Thank you Peter.

Philippe: I'll be standing to coordinate a chat.
Please propose date and time. My contact details at end my mail.

Best regards

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Ciao Eduardo, Let me try to give you some more

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Hola Eduardo,

We have the NDA translated to Spanish (see attached).

For your information: in fact we don't have a NDA in Spanish (we don't sign agreement in Spanish), we have an NDA with both English and Spanish version in the same document. Which is not technically the same :-) ...The one that prevails is the English version. The Spanish translation is to help the understanding of our Spanish speaking end-users and prospects.

Regarding the questionnaire, you can tell him that this will help you in adapting your presentation/demo to what is really of interest to them. So this is to their benefit. If not, you can take advantage of your physical presence during the meeting, to go through the questionnaire and fill it with them (with the support of your partner).

The questionnaire is also important before we do a configuration for any future Budgetary Proposal. So sooner or later they will have to do it.

Regarding the documents to prepare for your demo, have you sent them the one-page demo document that explains what we will show and what we need ? This can be useful as well.

I hope this helps you

Mucha suerte !

Philippe

Le 30 juin 2015 à 17:48, Eduardo Pardo <e.pardo@hackingteam.com> a écrit :
Hello guys,

Just a couple of doubts regarding Ecuador prospect and latest partners email bellow.

Can we provide NDA in Spanish to prospect?

Can we proceed with Demo arrangements without NDA?

Thanks,

Eduardo Pardo Field Application Engineer Hacking Team
email: e.pardo@hackingteam.com Mobile: +39 3666285429 Mobile: +57
3003671760

Inicio del mensaje reenviado:

De: Karel Coors <karel.coors@telecosmo.com.ec>

Fecha: 30 de junio de 2015, 10:20:34 a.m. GMT-5

Para: Eduardo Pardo <e.pardo@hackingteam.com>

Cc: Marco Bettini <m.bettini@hackingteam.com>, Philippe Antoine Vinci <p.vinci@hackingteam.com>, bd <bd@hackingteam.com>, "p.stolwerk@providenceitf.com" <p.stolwerk@providenceitf.com>, "Alessandro Scarafile" <a.scarafile@hackingteam.com>

Asunto: Re: Opportunity in Ecuador

Hi Eduardo

according to the client the presentation for 9th July is confirmed. They are reluctant to sign the NDA as it is in English and they do not understand it protects both parties.

I do not see them be quick about filling in the questionnaire. I am quite sure a lot of information will be put on the table July 9, however.

Let me know when you wish to talk. On Skype I am karelcoors

Best regards

On Thu, Jun 25, 2015 at 8:51 AM, Eduardo Pardo <e.pardo@hackingteam.com> wrote:

All right Karen. I'll put the Thursday 9th of July as a tentative visit to Quito.

As soon as you have the meeting confirmation from end-user let me know so we can have a call to discuss the details of the visit.

Thank you.

Eduardo Pardo Field Application Engineer Hacking Team

email: e.pardo@hackingteam.com Mobile: +39 3666285429 Mobile: +57
3003671760

El 25/06/2015, a las 8:12 a.m., Karel Coors <karel.coors@telecosmo.com.ec> escribió:

Thanks you Eduardo

for the moment the end user indicates July 9 is suitable

Best regards

On Thu, Jun 25, 2015 at 7:52 AM, Eduardo Pardo <e.pardo@hackingteam.com> wrote:

Hello Karel,

The earliest date for the demo would be any day from next week starting on Tuesday 30th of June to Friday 3rd of July, or the following week from the 6th to 9th of July.

Just select the most suitable date for you and end-user and let us know in advance so we can arrange the trip.

After you send us the NDA we will send you a document describing our demonstration and its requirements. For now I can tell you that I would use a cabled internet connection and a TV/projector.

Best regards,

Eduardo Pardo Field Application Engineer Hacking Team

email: e.pardo@hackingteam.com Mobile: +39 3666285429 Mobile: +57

3003671760

El 24/06/2015, a las 5:13 p.m., Karel Coors <karel.coors@telecosmo.com.ec> escribió:

Hi Marco

likewise; a pleasure to know you through Skype.

The Questionnaire and NDA have been forwarded to the end user and will be prepared by it.

End user asked me what the earliest date is that Mr Pardo can visit us in Quito for the life demo.

Eduardo: please advise what requirements you have to be able to do the demo.

Best regards

On Wed, Jun 24, 2015 at 10:44 AM, Marco Bettini <m.bettini@hackingteam.com> wrote:

Hi Karel,

it was a pleasure talk to you.

As agreed, I'm sending attached the questionnaire for the client; please ask them to fill out, it will be very useful to understand their needs. Once you end me the NDA signed by the customer, I will provide you also the solution description.

I put in cc my colleague Eduardo Pardo, an HT Field Application Engineer based in Colombia; he will be involve for arranging the presentation/demonstration in Quito.

Best Regards, Marco

Il giorno 24/giu/2015, alle ore 09:47, Marco Bettini <m.bettini@hackingteam.com> ha scritto:

Hello Karel,

sorry for my yesterday fast reply, I was in train with other persons and I cannot freely speak. I'm available for a call today at 10am your time (5pm italian time); does it fit your schedule? If OK, I will call you on skype (my name is bettini56).

In the meantime I'm attaching the NDA signed by our side, as well.

Looking forward speaking you later today

Regards, Marco

Il giorno 22/giu/2015, alle ore 21:00, Karel Coors <karel.coors@telecosmo.com.ec> ha scritto:

Hi Marco

attached copy signed NDA

Regards

On Mon, Jun 22, 2015 at 1:04 PM, Karel Coors <karel.coors@telecosmo.com.ec> wrote:

Hello Marco

this is a new group to be formed by Ministerio del Interior (MDI) for the use of a number of agencies active in policing. The focus is on traffic social networks. Since MDI is behind this, it will be the contracting partner.

I reviewed the Partner Policy Document and have no problem with it. I can sign the NDA so we can move forward.

Then we develop the opportunity step by step.

Best regards

On Mon, Jun 22, 2015 at 10:47 AM, Marco Bettini <m.bettini@hackingteam.com> wrote:

Hello Karel,

nice to meet you, as well.

I have attached to this email our Partner Policy and the NDA.

As reported in the policy, please let us know the name of the agency interested in our solution. Since we already have some open activities in the Country, we need to be sure that we are not going to the same clients and avoid possible overlaps.

Thank you for your cooperation.

Best Regards,

Marco Bettini

Sales Manager

Hacking Team

Milan Singapore Washington DC

www.hackingteam.com

email: m.bettini@hackingteam.com

mobile: +39 3488291450

phone: +39 02 29060603

Il giorno 22/giu/2015, alle ore 17:17, Karel Coors <karel.coors@telecosmo.com.ec> ha scritto:

Thanks.

I'll be standing by for news from Marco

Best regards

Karel P Coors

+593 999 462 168

Skype karelcoors

On 22 Jun 2015 09:48, "Philippe Antoine Vinci" <p.vinci@hackingteam.com> wrote:
Hi Karel, nice meeting you. Thanks Peter for the introduction.

I have just landed and I am all this week in a road-show in the middle east. Won't be easy to catch up. Coming back friday.

I have copied my colleague Marco Bettini in charge of sales. Marco will contact you and send you a NDA and our partner policy so that we can discuss accordingly.

Sorry for this short email sent from my phone.

Saludos

Philippe

--

Philippe Vinci
VP BD

From: Karel Coors [mailto:karel.coors@telecosmo.com.ec]
Sent: Monday, June 22, 2015 02:41 PM
To: Peter Stolwerk <p.stolwerk@providenceitf.com>
Cc: Philippe Antoine Vinci
Subject: Re: Opportunity in Ecuador

Thank you Peter.

Philippe: I'll be standing to coordinate a chat.
Please propose date and time. My contact details at end my mail.

Best regards

Karel P Coors
+593 999 462 168
Skype karelcoors

On 22 Jun 2015 06:38, "Peter Stolwerk" <p.stolwerk@providenceitf.com> wrote:
Hi Philippe,
With this email I would like to introduce you to Karel Coors.
Karel lives in Ecuador and has been a strong partner for Providence in that country.
Karel has got some great relationships into the right user groups and has been a
excellent partner for us.
Karel has been approached by one of his customers and I think there is a business
opportunity for Hackingteam in this.
I hope that with this introduction you both can connect together on a short notice
and hopefully create some good business from this.

Best regards,

Peter Stolwerk Co-Owner and COO Providence Group
<image002.png>

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Peter Stolwerk Co-Owner and COO Providence Group
<image002.png>

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--

Karel P Coors

Global Conexion

Business Development

Office +593 2 243 7977 Mobile +593 (0) 999 462 168 Skype karelcoors

--

Karel P Coors

Global Conexion

Business Development

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<HT NDA Jun 20150001.jpg> <HT NDA Jun 20150002.jpg>
<NDA Signed.pdf>

--

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--

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--

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<HT_NDA_ES.pdf>

Re: I: Demo on the 6th

Email-ID	1083280
Date	2015-07-01 07:58:05 UTC
From	l.invernizzi@hackingteam.com
To	a.scarafile@hackingteam.com

- Email Body
- [Raw Email](#)

Sisi, ci siamo appena sentiti. Thx, buona giornata !

Lorenzo

Sent from my BlackBerry 10 smartphone. **From:** Alessandro Scarafile **Sent:** Wednesday, 1 July 2015 09:52 **To:** Lorenzo Invernizzi **Subject:** R: I: Demo on the 6th

Ok.

Dovrebbe provare a chiamarti a minuti per organizzarvi meglio per il viaggio: pare che le demo siano diventate 2 e con partenza lunedì mattina molto presto.

Alessandro

Da: Lorenzo Invernizzi [mailto:l.invernizzi@hackingteam.com]

Inviato: mercoledì 1 luglio 2015 09:52

A: Alessandro Scarafile

Oggetto: Re: I: Demo on the 6th

Ciao Ale, ho sentito gia' Marco, per l olanda lascio stare :) grazie cmq per il suggerimento, era una Bella idea :D

Sent from my BlackBerry 10 smartphone.

From: Alessandro Scarafile

Sent: Tuesday, 30 June 2015 17:30

To: Lorenzo Invernizzi

Subject: I: Demo on the 6th

Ciao Lorenzo.

Se hai intenzione di fermarti ad Amsterdam qualche giorno, facci su una pensata e avverti Marco per tempo, in modo da aspettare a prenotare il tuo volo di rientro.

Alessandro

Da: Philippe Vinci [mailto:p.vinci@hackingteam.com]

Inviato: martedì 30 giugno 2015 17:24

A: Peter Stolwerk

Cc: Giancarlo Russo; peter Sakkers; Marco Bettini; Alessandro Scarafile; Lorenzo Invernizzi

Oggetto: Re: Demo on the 6th

Hi Peter,

You will have a long life :-)...I was just about to send you an email asking if you had the address confirmation from the Dutch Police...

I'm copying to your email **Marco Bettini** (Head of Sales), **Alessandro Scarafile** (Head of Field Application Engineers) and **Lorenzo Invernizzi** (HT's FAE).

Both Marco and Lorenzo will be participating to the meeting and demo. We anticipated that there will be technical questions so, yes, I can confirm that Lorenzo has the experience to answer technical questions about our capabilities: he has already performed complete installation of our solution and also full training to end-users in different countries and cultural environments. He is by the way this week performing an installation and training this week :-).

Could you tell us how many people and technical people you anticipate in the meeting ?

Regarding the other unit meeting, if we consider the time to travel from one location to the other, the set-up time (at least 15mn if everything is ready: cables LAN, projects), and the time sufficient to do the presentation, the demo and the Q&A, I think it is too short to do the 2nd meeting on Monday morning. All the more if the meeting with the Dutch Police is at 12.45.

What we had planned to do is to remain one more day, and to do the second meeting on the 7th in the morning or afternoon. Is it possible ? Alternatively we could do the 6th, but in the late afternoon after the Dutch Police demo, so that we have no time constraint to stop and run...7th is definitely better.

Hi Peter (Sakkers), nice hearing from you. And thank you in advance for helping us in the logistics and pick-up arrangements. Marco will send you the flight details and be in contact with you.

I'm convinced that there is a real need in the Netherlands for such a capability and that we will impress them :-)

Enjoy Asia and see you soon.

Philippe

--

Philippe Vinci
VP Business Development

Hacking Team
Milan Singapore Washington DC
www.hackingteam.com

email: p.vinci@hackingteam.com
mobile: +39 3351005194
phone: +39 0229060603

Le 30 juin 2015 à 16:29, Peter Stolwerk <p.stolwerk@providenceitf.com> a écrit :

Hi Phillipe,

I had a meeting today with the National Police regarding the demonstration on Monday the 6th.

We are expected to turn up at 12:45 at a secret location (we get the details this Thursday) for the meeting and demonstration. They will make sure all the right setup requirements are present.

They specifically requested that a deep technical expert is present as they will have a lot of question. Their words : not a salespitch but a real capability overview.

Another unit (military intelligence) requested if they could do a separate meeting/demo in our office in the Netherlands in the morning of the 6th. Will that be possible? How long is your setup time?

It will take a hour to drive from our office in Haarlem (Stolbergstraat 9 in Haarlem) to the requested location.

I will not be present as I am leaving to Asia this Sunday. But Peter Sakkers (in CC) will be at both meetings to support you.

Please let me know flight details etc, so Peter can make arrangements to pick you up etc.

It seems the interest is real, so fingers crossed and hopefully we will move forward to a positive result.

Best regards,

Peter Stolwerk

Co-Owner and COO

Providence Group

<image002.png>

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R: I: Demo on the 6th

Email-ID	1082719
Date	2015-07-01 07:52:54 UTC
From	a.scarafila@hackingteam.com
To	l.invernizzi@hackingteam.com

- [Email Body](#)
- [Raw Email](#)

Ok.

Dovrebbe provare a chiamarti a minuti per organizzarvi meglio per il viaggio: pare che le demo siano diventate 2 e con partenza lunedì mattina molto presto.

Alessandro

Da: Lorenzo Invernizzi [mailto:l.invernizzi@hackingteam.com]

Inviato: mercoledì 1 luglio 2015 09:52

A: Alessandro Scarafila

Oggetto: Re: I: Demo on the 6th

Ciao Ale, ho sentito già Marco, per l'olanda lascio stare :) grazie cmq per il suggerimento, era una bella idea :D

Sent from my BlackBerry 10 smartphone.

From: Alessandro Scarafile
Sent: Tuesday, 30 June 2015 17:30
To: Lorenzo Invernizzi
Subject: I: Demo on the 6th

Ciao Lorenzo.

Se hai intenzione di fermarti ad Amsterdam qualche giorno, fatti su una pensata e avverti Marco per tempo, in modo da aspettare a prenotare il tuo volo di rientro.

Alessandro

Da: Philippe Vinci [mailto:p.vinci@hackingteam.com]
Inviato: martedì 30 giugno 2015 17:24
A: Peter Stolwerk
Cc: Giancarlo Russo; peter Sakkers; Marco Bettini; Alessandro Scarafile; Lorenzo Invernizzi
Oggetto: Re: Demo on the 6th

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Philippe

--

Philippe Vinci
VP Business Development

Hacking Team
Milan Singapore Washington DC
www.hackingteam.com

email: p.vinci@hackingteam.com
mobile: +39 3351005194
phone: +39 0229060603

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I will not be present as I am leaving to Asia this Sunday. But Peter Sakkers (in CC) will be at both meetings to support you.

Please let me know flight details etc, so Peter can make arrangements to pick you up etc.

It seems the interest is real, so fingers crossed and hopefully we will move forward to a positive result.

Best regards,

Peter Stolwerk

Co-Owner and COO

Providence Group

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Re: I: Demo on the 6th

Email-ID	1083040
Date	2015-07-01 07:51:34 UTC
From	l.invernizzi@hackingteam.com
To	a.scarafile@hackingteam.com

- [Email Body](#)
- [Raw Email](#)

Ciao Ale, ho sentito gia' Marco, per l olanda lascio stare :) grazie cmq per il suggerimento, era una Bella idea :D
Sent from my BlackBerry 10 smartphone. **From:** Alessandro Scarafile **Sent:** Tuesday, 30 June 2015 17:30 **To:** Lorenzo Invernizzi **Subject:** I: Demo on the 6th

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Alessandro

Da: Philippe Vinci [mailto:p.vinci@hackingteam.com]
Inviato: martedì 30 giugno 2015 17:24
A: Peter Stolwerk
Cc: Giancarlo Russo; peter Sakkers; Marco Bettini; Alessandro Scarafile; Lorenzo Invernizzi
Oggetto: Re: Demo on the 6th

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Philippe

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email: p.vinci@hackingteam.com
mobile: +39 3351005194
phone: +39 0229060603

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Please let me know flight details etc, so Peter can make arrangements to pick you up etc.

It seems the interest is real, so fingers crossed and hopefully we will move forward to a positive result.

Best regards,

Peter Stolwerk

**Co-Owner and COO
Providence Group**

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Re: Demo on the 6th

Email-ID	1083400
Date	2015-07-01 07:41:52 UTC
From	p.sakkers@providenceitf.com
To	p.vinci@hackingteam.com, p.stolwerk@providenceitf.com, g.russo@hackingteam.com, m.bettini@hackingteam.com, a.scarafila@hackingteam.com, l.invernizzi@hackingteam.com

Attached Files

#	Filename	Size
506370	D50EC8B1-EB50-4367-A027-4C8A48E6AB90.png	3.3KiB

- [Email Body](#)
- [Raw Email](#)

Hi Philippe

That is good news, thanks for that. Also I heard that my car is upgraded to a four seats so we have a comfy ride through the NL countryside.

I will be at the airport for pick up can you forward me the gsm nr from Marco or Lorenzo for direct contact on time of arrival

Can you please confirm flight nr's and arrival/departure times when you have made the bookings

Kind regards / Vriendelijke groet,

Peter Sakkers

Sales & Training Representative

Providence BNLX BV Postbus 3277 2001DG Haarlem The Netherlands

T. +31 23 87 00 114 **M.** +31 630 369 171 **W.** www.providenceitf.com

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Op 1 jul. 2015, om 09:12 heeft Philippe Vinci <p.vinci@hackingteam.com> het volgende geschreven:

Hi Peter,

The earliest flight is an Easyjet arriving at Schipol at 8h10. So, since your office is in Haarlem, close to the airport, I think we could make it for 9.00 am in your office.

If we are able to schedule everything in one day, we will leave the same night and travel with no extra luggage (but the demo chain :-))

Let's try to do it

Philippe

Le 1 juil. 2015 à 08:34, peter Sakkers <p.sakkers@providenceitf.com> a écrit :

Hello Phillipe

It is also nice to meet you

Regarding the the other Unit (military intel)we are looking at one guy, also needs a

compact straight forward capability brief he can be at the office in Haarlem at 09.00 if we end at 11.00 we have plenty of time to drive to the other location. bare in mind that I have a threeseat car and we all sit in the front I will make sure you will be picked up at schiphol

Kind regards / Vriendelijke groet,
Peter Sakkers
Sales & Training Representative

<D50EC8B1-EB50-4367-A027-4C8A48E6AB90.png>

Providence BNLX BV Postbus 3277 2001DG Haarlem The Netherlands

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Enjoy Asia and see you soon.

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Philippe Vinci
VP Business Development

Hacking Team
Milan Singapore Washington DC
www.hackingteam.com

email: p.vinci@hackingteam.com

mobile: +39 3351005194

phone: +39 0229060603

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Re: Demo on the 6th

Email-ID	1082840
Date	2015-07-01 07:12:32 UTC
From	p.vinci@hackingteam.com
To	p.sakkers@providenceitf.com, p.stolwerk@providenceitf.com, g.russo@hackingteam.com, m.bettini@hackingteam.com, a.scarafite@hackingteam.com, l.invernizzi@hackingteam.com

- Email Body
- [Raw Email](#)

Hi Peter,
The earliest flight is an Easyjet arriving at Schipol at 8h10. So, since your office is in Haarlem, close to the airport, I think we could make it for 9.00 am in your office. If we are able to schedule everything in one day, we will leave the same night and travel with no extra luggage (but the demo chain :-))
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Email-ID	1095884
Date	2015-07-01 07:12:32 UTC
From	p.vinci@hackingteam.com
To	peter, peter, giancarlo, marco, alessandro, lorenzo

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Date	2015-07-01 06:34:19 UTC
From	p.sakkers@providenceitf.com
To	p.vinci@hackingteam.com, p.stolwerk@providenceitf.com, g.russo@hackingteam.com, m.bettini@hackingteam.com, a.scarafite@hackingteam.com, l.invernizzi@hackingteam.com

Attached Files

#	Filename	Size
506104	D50EC8B1-EB50-4367-A027-4C8A48E6AB90.png	3.3KiB

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