

Area	Count - Customer	Susp. Customer
APAC	10	1
Europe	17	2
LATAM	11	3
MEA	13	1
North America	3	
<b>Total Result</b>	<b>54</b>	<b>7</b>

**#**                      **Code**

1	PP
2	CNI / CNI-old, Prod, Test
3	IDA
4	MKIH
6	CSDN
8	CSH
9	MACC
10	PCIT
11	SSNS
13	ROS
14	GIP
15	INTECH-CONDOR
16	SEGOB
19	UZC
20	GNSE
21	PHOEBE 1phoebe-01, -02, -03, Test
22	ORF
23	PANP
24	TNP
25	MOI
26	NSS
27	DOD
29	BSGO
30	PGJ MEX
31	INSA
32	INTECH-FALCON
34	SIO
35	MYMI
36	AlFahad
37	NISS01-02
38	KVANT
39	TCC-GID
40	KNB
41	SKA
42	UAEAF
43	KATIE-1
44	CBA
45	MOD
46	PMO
47	EDQ
48	AZSN
49	GEDP

50	SDUC
51	MOACA
52	THDOC
53	SENAIN
54	MDNP
55	SCICO
56	CIS
57	BHR
58	PEMEX
59	
60	HON
61	SSPT
62	SEPYF
63	ARIEL
64	YUKI
65	DUSTIN
66	PHANTOM
67	JASMINE
68	TIKIT
69	VIKYS
70	ZUEGG
71	VIRNA
72	TREVOR
73	LIVIA
74	BRENDA

**OPPORTUNITIES**

#1
#2
#3
#4
#5
#6
#7
#8
#9
#10
#11
#12
#13
#14
#15

- #16
- #17
- #18
- #19
- #20
- #21
- #22
- #23
- #24
- #25

**#**

17 PF MEX  
18 ATI  
28 MXNV  
5 PN  
7 CUSAEM  
12 AFP  
33 RCSSPA

**Code**

**Customer****Country**

Polizia Postale	Italy
CNI	Spain
IDA SGP	Singapore
Information Office	Hungary
CSDN	Morocco
Italy - DA - Rental	Italy
MACC	Malaysia
PCM	Italy
SSNS - Ungheria	Hungary
CC - Italy	Italy
GIP Saudi	Saudi
IR Authorities (Condor)	Luxemburg
La Dependencia y/o Cisen	Mexico
UZC	Czech Rep.
Egypt - MOD	Egypt
FBI	USA
Oman - Intelligence	Oman
President Security	Panama
Turkish National Police	Turkey
UAE - MOI	UAE
NSS	Uzbekistan
DOD	USA
Bayelsa State Government	Nigeria
Estado del Mexico	Mexico
Information Network Security Agency	Ethiopia
State security (Falcon)	Luxemburg
Italy - DA - Rental	Italy
MAL - MI	Malaysia
Morocco - DST	Morocco
NISS - National Intelligence and Security Service	Sudan
Russia - KVANT	Russia
Saudi - GID	Saudi
SIS of NSC	Kazakistan
The 5163 Army Division	S. Korea
UAE - Intelligence	UAE
DEA	USA
CBA Poland	Poland
MOD Saudi	Saudi
PMO	Malaysia
Estado de Queretaro	Mexico
Azerbaijan NS	Adjerbaijan NSS
Governo de Puebla	Mexico

Governo de Campeche  
AC Mongolia  
Dept. of Correction Thai Police  
SENAIN  
DIPOL  
Guardia di Finanza  
Intelligence  
Midworld Barhein  
Mexico - pemx  
Malaysia K  
Honduras  
Mex Taumalipas  
Sec. De Planeacion y Finanzas  
AREA  
Mexico Yucatan  
Mexico Durango  
DIE Chile  
Jalisco Mexico  
Royal Thai Army  
Vietnam GD5  
Kantonspolizei Zurich  
Vietnam GD1  
Egypt TRD GNSE  
Lebanon Army Forces  
Brasil PF

Mexico  
Mongolia  
Thailand  
Ecuador  
Colombia  
Italy  
Cyprus  
Bahrein  
Mexico  
Malaysia  
Honduras  
Mexico  
Mexico  
Italia  
Mexico  
Mexico  
Chile  
Mexico  
Thailand  
Vietnam  
Switzerland  
Vietnam  
Egypt  
Lebanon  
Brasil

**Customer**

Malaysia RMP Commercial Crime K  
Malaysia MCMC K  
Thailand AFSC  
Thailand Narcotic Police  
MOD Viernam  
Egypt TRD A6  
UAE ADP  
Saudi GDTA  
Colombia Puma NICE  
Danimarca Danielle (Nice)  
AGS (Elbit)  
DIPOL (Nice)  
India Signal Intelligence  
Egypt Homeland Security  
UAE MOI SSD

**Country**

Malaysia  
Malaysia  
Thailand  
Thailand  
Vietnam  
Egypt  
UAE  
Saudi  
Colombia  
Denmark  
Kazakhstan  
Colombia  
India  
Egypt  
UAE

*Oman ROP*  
*Morocco Gendarmerie*  
*Qatar SSB*  
*Kuwait Cybercrime*  
*Lituania Anti Corr*  
*Israele Lasagna (Nice)*  
*Dominican Republic*  
*Mexico Sonora Elite*  
*Mexico Fiscalia Nayarit*  
*Chile*

*Oman*  
*Morocco*  
*Qatar*  
*Kuwait*  
*Lituania*  
*Israel*  
*Dominican Republic*  
*Mexico*  
*Mexico*  
*Chile*

**Customer**

Policia Federal Mexico  
Resi Informatica  
Navy  
Policia Federal  
CUSAEM  
AFP  
Italy - DA - Rental

**Country**

Mexico  
Tunisia  
Mexico  
Spain  
Mexico  
Australia  
Italy

<u>KAM</u>	<u>Year Bought First RC</u>	<u>Maintenance paid till</u>
Bettini	2004	Jun-15
Bettini	2006	Dec-14
Maglietta	2008	Feb-15
Luppi	2008	Dec-15
Maanna	2009	Jan-15
Bettini	2009	Jan-15
Maglietta	2009	Jan-16
Bettini	2009	Jan-15
Luppi	2009	Dec-15
Bettini	2010	Apr-16
Maanna	2010	Feb-14
Bettini	2010	Jun-15
Velasco	2010	Jan-15
Luppi	2010	Dec-15
Maanna	2011	Dec-14
Velasco	2011	Jun-15
Maanna	2011	Dec-14
Velasco	2011	May-14
Maanna	2011	Nov-14
Luppi	2011	Jan-15
Luppi	2011	Jul-15
Velasco	2011	not operating
Luppi	2012	Nov-13
Velasco	2012	Dec-14
Luppi	2012	Oct-15
<i>Bettini</i>	2012	May-15
Bettini	2012	Jan-15
Maglietta	2012	Jan-15
Maanna	2012	Jan-15
Maanna	2012	Sep-14
Bettini	2012	Nov-14
Shehata	2012	Jan-15
Luppi	2012	Jan-15
Maglietta	2012	May-15
Maanna	2012	May-15
Velasco	2012	Dec-15
Luppi	2012	Jul-15
Maanna	2013	Jul-15
Maglietta	2013	Mar-15
Velasco	2013	Mar-14
Luppi	2013	Jun-15
Velasco	2013	Aug-14



Velasco	2013	Jun-14
Maglietta	2013	Mar-15
Maglietta	2013	Jul-14
Velasco	2013	Oct-15
Velasco	2013	Oct-16
Bettini	2013	Jan-15
Luppi	2013	Feb-15
Maanna	2013	May-15
Velasco	2013	Mar-15
Maglietta	2013	
Luppi	2014	Jul-14
Velasco	2014	Jul-15
Velasco	2014	Sep-15
Bettini	2014	Jan-15
Velasco	2014	Nov-15
Velasco	2014	Jan-15
Velasco	2014	Oct-18
Velasco	2014	
Maglietta	2014	
Maglietta	2014	Jan-16
Shehata	2014	Jan-18
Maglietta	2015	
Shehata	2015	Apr-17
Shehata	2015	May-18
Luppi	2015	

<b><u>KAM</u></b>	<b><u>Year Bought First RC</u></b>	<b>Maintenance paid till</b>
<i>Maglietta</i>		
<i>Maglietta</i>		
<i>Maglietta</i>		
<i>Maglietta</i>		
<i>Maglietta</i>		
<i>Shehata</i>		
<i>Shehata</i>		
<i>Shehata</i>		
<i>Luppi</i>		
<i>Luppi</i>		
<i>Luppi</i>		
<i>Luppi</i>		
<i>Maglietta</i>		
<i>Shehata</i>		
<i>Shehata</i>		

Shehata  
Shehata  
Shehata  
Shehata  
Shehata  
Luppi  
Bettini  
Bettini  
Bettini  
Bettini

**Year Bought First RC: importo fattura**

2010  
2010  
2011  
2008  
2009  
2010  
2012

Bettini

**Annual Maitenance fee****Total  
Client Revenues**

100,000	808,833
52,000	538,000
89,000	1,209,967
41,000	885,000
140,000	1,936,050
50,000	628,250
77,000	789,123
90,000	764,297
64,000	1,011,000
50,000	497,349
45,000	600,000
45,000	446,000
130,000	1,390,000
55,000	689,779
70,000	598,000
100,000	697,710
30,000	500,000
110,000	750,000
45,000	440,000
90,000	634,500
50,000	917,038
	190,000
75,000	450,000
120,000	783,000
80,000	750,000
38,000	316,000
60,000	496,000
77,000	552,000
160,000	1,237,500
76,000	960,000
72,000	451,017
114,000	1,201,000
140,000	1,012,500
67,000	686,400
150,000	1,200,000
70,000	567,984
35,000	249,200
220,000	1,108,687
64,500	520,000
48,000	234,500
32,000	349,000
64,000	428,835

78,000	<b>386,296</b>
100,000	<b>799,000</b>
52,000	<b>286,482</b>
75,000	<b>535,000</b>
35,000	<b>335,000</b>
80,000	<b>400,000</b>
40,000	<b>375,625</b>
	<b>210,000</b>
	<b>321,120</b>
	<b>-</b>
	<b>355,000</b>
	<b>322,900</b>
91,000	<b>371,035</b>
	<b>430,000</b>
	<b>401,788</b>
	<b>421,397</b>
	<b>2,289,155</b>
	<b>748,003</b>
	<b>360,000</b>
	<b>281,170</b>
	<b>486,500</b>
	<b>543,810</b>
	<b>137,500</b>
	<b>-</b>
	<b>41,871,712</b>

**Annual Maintenance fee**

**Total  
Client Revenues**

**importo risconto**

**Total  
Client Revenues**

-  
-  
-  
-  
-

**#REF!**  
**#REF!**

da fatturare

**2019**

da fatturare

**2018**

da fatturare

**2017**

64,167

89,167

247,476	247,476
100,000	100,000

	70,000
	108,762
	122,500
287,706	287,706

<b>635,182</b>	<b>1,089,778</b>
----------------	------------------

da fatturare  
**2019**

da fatturare  
**2018**

da fatturare  
**2017**





da fatturare

**2016**

**2015**  
**expected**

	250,000
	-
12,167	-
	-
	-
	90,000
70,000	-
	48,000
	-
15,000	-
	-
	120,000
	-
32,500	-
	-
	220,000
	-
	-
110,000	-
	-
	-
	-
	-
	800,000
15,833	-
	-
	77,000
	80,000
	-
	-
214,000	-
	-
	67,500
	33,850
	-
	-
	-
	-
	100,000
	-
	-
	-

	-
	-
62,083	75,000
	75,000
	-
33,750	75,000
	16,875
	-
	-
	-
	-
	-
	-
	-
	-
	-
	-
247,476	-
100,000	-
	-
	-
70,000	-
	-
	-
	412,500
	863,118
	1,175,000
	-
<b>982,810</b>	<b>4,578,843</b>

da fatturare  
**2016**

<u>2015</u> <u>expected</u>
460,000
380,000
490,000
380,000
450,000
750,000
830,000
1,850,000
850,000
480,000
800,000
850,000
800,000
1,100,000
790,000

	600,000
	487,000
	1,500,000
	1,000,000
	493,000
	300,000
	450,000
	350,000
	230,000
	350,000
	<b>17,020,000</b>

	<b>Total</b>
<b>Existing</b>	<b>4,578,843</b>
<b>New Business</b>	<b>17,020,000</b>
<b>TOTAL</b>	<b>25,065,024</b>

## Forecast

Q1

Q2

Q3

250,000

90,000

24,000

120,000

220,000

800,000

77,000

40,000

33,750

33,850

100,000

75,000

75,000  
16,875

412,500  
863,118

1,175,000

- ###

- **1,527,618** **2,878,475**

**Forecast**

Q1

Q2

Q3

460,000  
380,000

750,000  
830,000  
1,850,000

850,000  
480,000

850,000  
800,000

790,000

		600,000
		487,000
		1,500,000
	300,000	
		450,000
		350,000
	230,000	
	-	
	<b>1,860,000</b>	<b>10,097,000</b>

	<b>Forecast</b>		
<b>Q1</b>		<b>Q2</b>	<b>Q3</b>
	-	<b>1,527,618</b>	<b>2,878,475</b>
	-	<b>1,860,000</b>	<b>10,097,000</b>

<u>Q4</u>	<u>2015 Total</u>
	8,667
	-
	81,500
	91,000
	140,000
	85,000
	70,000
24,000	48,000
	64,000
	45,507
	30,000
	15,833
	205,000
	119,900
	97,500
	59,855
	100,000
	-
	-
	-
	100,833
	-
	-
	-
	40,000
	47,167
	53,000
	92,000
40,000	80,000
	-
	-
	124,833
33,750	112,500
	33,850
	87,500
	94,572
	20,767
	-
	-
	-
	12,429
	22,458

	-
	<b>86,917</b>
	-
75,000	<b>62,500</b>
	-
	-
	<b>16,875</b>
	-
	-
	-
	-
	-
	-
	-
	-
	-
	<b>360,000</b>
	<b>281,170</b>
	-
	<b>435,048</b>
	<b>15,000</b>
	-
	<b>25,000</b>
<b>172,750</b>	<b>3,466,181</b>

<u>Q4</u>
<i>490,000</i>
<i>380,000</i>
<i>450,000</i>
<i>800,000</i>
<i>1,100,000</i>





<b>Q4</b>	<b>Total</b>
172,750	3,466,181
<b>5,063,000</b>	

**Confirmed**

**2015**  
**License/ Upgrades**

**2015**  
**Maintenance**

8,667

81,500

91,000

140,000

85,000

70,000

48,000

64,000

45,507

30,000

15,833

205,000

119,900

97,500

59,855

100,000

100,833

40,000

47,167

53,000

92,000

80,000

124,833

112,500

33,850

87,500

94,572

20,767

12,429

22,458

86,917

62,500

16,875

360,000

281,170

435,048

15,000

25,000

**1,116,218**

**2,349,963**

<b>Confirmed License/Upgrade</b>	<b>Maintenance</b>
<b>1,116,218</b>	<b>2,349,963</b>

risconto da anno precedente

<b><u>2014 Total</u></b>	<b><u>2014</u></b>
	<b><u>License/ Upgrades</u></b>
17,333	-
-	-
97,500	-
63,000	22,000
74,800	74,800
45,000	-
70,000	-
82,683	-
64,000	-
44,627	-
30,000	-
51,453	-
205,000	65,000
47,252	-
38,334	-
59,855	59,855
-	-
-	-
-	-
130,000	40,000
215,238	169,238
-	-
-	-
-	-
80,000	-
40,833	-
59,000	-
77,000	-
160,000	-
76,000	-
55,932	-
164,000	50,000
190,000	55,000
145,700	78,000
150,000	-
14,375	14,375
38,566	-
9,487	9,487
-	-
-	-
16,571	-
93,076	70,618

-	-
-	-
-	-
12,500	-
-	-
-	-
70,000	70,000
-	-
-	-
-	-
355,000	355,000
322,900	322,900
371,035	371,035
430,000	430,000
401,788	401,788
421,397	421,397
1,546,727	1,546,727
448,003	448,003
-	-
-	-
346,500	346,500
<b>7,432,465</b>	<b>5,421,723</b>



da fatturare (al 31.12.2014)

<b><u>2014</u></b> <b><u>Maintenance</u></b>	<b><u>2013 Total</u></b>
17,333	17,333
-	-
97,500	126,500
41,000	156,000
	961,250
45,000	45,000
70,000	77,000
82,683	27,561
64,000	64,000
44,627	133,710
30,000	115,000
51,453	20,714
140,000	-
47,252	65,000
38,334	76,666
-	-
-	40,000
-	20,000
-	150,000
90,000	-
46,000	-
-	-
-	-
-	273,000
80,000	40,000
40,833	22,167
59,000	79,000
77,000	-
160,000	160,000
76,000	15,000
55,932	5,085
114,000	39,000
135,000	-
67,700	58,850
150,000	62,500
-	109,037
38,566	11,867
	1,099,200
	520,000
-	234,500
16,571	320,000
22,458	313,301







risconto da anno precedente

da fatturare (al 31.12.2013)

**2013**  
**License/ Upgrades**

**2013**  
**Maintenance**

	17,333
	126,500
115,000	41,000
886,250	75,000
	45,000
	77,000
	27,561
	64,000
103,671	30,038
115,000	
	20,714
65,000	
76,666	
-	40,000
20,000	-
150,000	-
-	###
-	###
-	###
-	###
273,000	-
	40,000
	22,167
65,000	14,000
-	###
	160,000
	15,000
	5,085
39,000	-
-	###
	58,850
	62,500
43,507	65,530
	11,867
1,099,200	
520,000	
234,500	
320,000	
313,301	

386,296  
650,000  
286,482  
460,000  
335,000  
400,000  
255,000  
210,000  
321,120

-

**7,742,994**

**1,019,145**

1

;) )

<u>2012 Total</u>	<u>2012</u> <u>ense/ Upgrad</u>	<u>2012</u> <u>Maintenance</u>
229,000	133,667	95,333
-	-	-
99,600	-	99,600
-	-	-
-	-	-
-	-	-
-	-	-
197,720	197,720	-
116,000	116,000	-
25,000	-	25,000
-	-	-
168,000	130,000	38,000
325,000	195,000	130,000
131,717	131,717	-
58,000	58,000	-
310,000	310,000	-
90,000	30,000	60,000
50,000	50,000	-
140,000	140,000	-
124,500	67,500	57,000
-	-	-
-	-	-
450,000	450,000	-
510,000	510,000	-
590,000	590,000	-
190,000	190,000	-
305,000	305,000	-
383,000	383,000	-
837,500	837,500	-
869,000	869,000	-
390,000	390,000	-
570,000	570,000	-
710,000	710,000	-
448,000	448,000	-
900,000	900,000	-
350,000	350,000	-
178,000	178,000	-
-	-	-
-	-	-
-	-	-
-	-	-
-	-	-

-  
-  
-  
-  
-  
-  
-  
-

<b>9,745,037</b>	<b>9,240,104</b>
------------------	------------------







-  
-  
-  
-  
-  
-  
-  
-

<b>3,964,071</b>	<b>3,428,938</b>
------------------	------------------





-  
-  
-  
-  
-  
-  
-  
-

<b>535,133</b>	<b>2,201,300</b>	<b>1,991,300</b>
----------------	------------------	------------------





	<b>210,000</b>
--	----------------





<b>Revenues ante 2010</b>	<b>Exploit</b>	<b>Invoices porto fatt</b>
536,500	No	
306,000	No	
396,000	Yes	
451,000	Yes	
400,000	Yes	
318,250	Yes	
390,000	Yes	
375,000	Yes	
420,000	No	
-	Yes	
-	Yes	
-	Yes	
-	Yes	
-	Yes	
-	Yes	
-	Yes	
-	Yes	
-	No	
-	No	
-	Yes	
-	Yes	
-	Yes	
-	No	
-	No	
-	Yes	
-	Yes	
-	No	
-	Yes	
-	No	
-	Yes	
-	Yes	
-	No	
-	Yes	
-	Yes	
-	Yes	
-	Yes	
-	Yes	
-	Yes	
-	Yes	
-	Yes	
-	Yes	
-	Yes	
-	Yes	
-	Yes	
-	Yes (parziale)	
-	Yes	

Yes  
Yes  
No  
Yes  
Yes  
Yes  
Yes

**3,592,750**



**orto risc** **delta** **other**

Upgrade 9





1.2







Ricavi da sell recap  
Riapertura Risconti  
Fatturato 2015  
di cui competenza 2014



<b>Richiedente:</b> Marco Bettini
Funzione rich.: commerciale
Data della rich.:
per Motivazione: c. vendita

uso interno:
<b>vendita/commissa:</b>
Termini di consegna:
Codice commessa:

<b>Ns. Ordine n°</b>	024.2010	<b>Filiale</b>
<b>Ord. Cliente n°:</b>	RQ13.054-10	
<b>Data ord.:</b>		
<b>ns. rif. Offerta:</b>		

**DATI ANAGRAFICI CLIENTE**

Dati di fatturazione				Dati di spedizione			
<b>Rag. Soc.:</b> MI Tunisia				<b>Rag. Soc.:</b> idem			
<b>P.IVA-C.F.:</b>				<b>Indirizzo di sped.:</b>			
<b>Sede Legale:</b>				<b>alla c.a. di:</b>	Funzione:		
<b>Referente:</b>		<i>Funzione:</i>		<b>Tel.:</b>	<b>Fax:</b>	<b>Cell.:</b>	
<b>Tel.:</b>		<b>Fax:</b>		<b>Cell.:</b>			
<b>Banca:</b>				<b>Prima Resa:</b> f.co ns. Sede __	f.co Sede di Spedizione __x__		a ½ Vettore __
<b>Fatturazione: 100% all'ordine.</b>				<b>Trasporto:</b> a ½ ns. __	a ½ Cliente __		a ½ Vettore __
				<b>Porto:</b> franco __	assegnato __		franco con addebito in Ft. __
				<b>Note di sped.:</b>			

Tip o	Divisio ne	Fornitore	N° ord. Fornit.	Codice	Costo unit. (presunto)	Descrizione	q.tà	prezzo unit.listino	sc.%	imp. Unit. Netto	Importo tot.	n° DDT	n° Fatt.
1		HT					1				105,000.00		
2													
3													
4													
5													
6													
7													
8													
9													
10													
11													
12													
13													
14													
15													
24													
<b>Costo acq. TOT. (presunto)</b>						<b>Approvazione Direz. Comm.le</b>							
<b>Importo totale di vendita</b>					105,000.00	<b>Approvazione Direz. Tecnica</b>							
<b>Ricavo %</b>					100.00%	<b>Approvazione Direz. Finanziaria</b>							

<b>Richiedente:</b>
Funzione rich.:
Data della rich.:
per Motivazione:

uso interno:
<b>vendita/commessa:</b>
Termini di consegna:
Codice commessa:

<b>Ns. Ordine n°</b>	<b>Filiale</b>
<b>Ord. Cliente n°:</b>	
<b>Data ord.:</b>	
<i>ns. rif. Offerta:</i>	

**DATI ANAGRAFICI CLIENTE**

<b>Dati di fatturazione</b>				<b>Dati di spedizione</b>			
<b>Rag. Soc.:</b>				<b>Rag. Soc.:</b>			
<b>P.IVA-C.F.:</b>				<b>Indirizzo di sped.:</b>			
<b>Sede Legale:</b>				<b>alla c.a. di:</b>		<b>Funzione:</b>	
<b>Referente:</b>		<b>Funzione:</b>		<b>Tel.:</b>		<b>Fax:</b>	
Tel.:		Fax:		Cell.:			
<b>Banca:</b>		<b>Pagamento:</b>		<b>Prima Resa:</b>		f.co ns. Sede __ f.co Sede di Spedizione __	
Note:				<b>Trasporto:</b> a ½ ns. __ a ½ Cliente __ a ½ Vettore __			
				<b>Porto:</b> franco __ assegnato __ franco con addebito in Ft. __			
				Note di sped.:			

	Tip o	Divisio ne	Fornitore	N° ord. Fornit.	Codice	Costo unit. (presunto)	Descrizione	q.tà	prezzo unit.listino	sc.%	imp. Unit. Netto	Importo tot.	n° DDT	n° Fatt.
1											0	0		
2											0	0		
3											0	0		
4											0	0		
5											0	0		
6											0	0		
7											0	0		
8											0	0		
9											0	0		
10											0	0		
11											0	0		
12											0	0		
13											0	0		
14											0	0		
15											0	0		
16											0	0		
17											0	0		
18											0	0		
19											0	0		
20											0	0		
21											0	0		
22											0	0		
23											0	0		
24											0	0		
<b>Costo acq. TOT. (presunto)</b>						<b>0</b>	<b>Approvazione Direz. Comm.le</b>							
<b>Importo totale di vendita</b>						<b>0</b>	<b>Approvazione Direz. Tecnica</b>							
<b>Ricavo % #DIV/0!</b>							<b>Approvazione Direz. Finanziaria</b>							

## COMPANY CONFIDENTIAL

Nice/HT Agreement

### AGREEMENT

This Agreement ("**Agreement**") is entered into as of the date of the last signature hereon (the "**Effective Date**") by and between

**NICE Systems Ltd.**, an Israeli company, with registered offices at 8 Hapnina Street, Raanana, Israel, hereby duly represented by Yossi Ofek, President of the Intelligence Solutions Division of the Security Group (hereinafter referred to as the "**Buyer**" or "**Nice**"), on the one hand,

and

**HT S.r.l.**, an Italian limited liability company, with registered office in Milano, Via Moscova n. 13, registered before the Companies' Register of Milan REA n. 1712545 hereby duly represented by David Vincenzetti, CEO, (hereinafter referred to as the "**Seller**" or "**HT**"), on the other hand:

### WHEREAS

- (a) Seller is an Italian company operating, *inter alia*, in the field of IT security consultancy and management and carrying out activities related to ethical hacking, forensic analysis, cryptography, certifications of systems security, risks analysis and control, as well as project and development of offensive security software solutions;
- (b) within its activities, HT has created, projected and produced a software solution under the name "Remote Control System", described in detail in Appendix 1 hereto, (hereafter "**RCS**" or the "**System**" as better defined under article 1 below) with regard to which HT is the sole and exclusive owner of all the intellectual property rights;
- (c) RCS software enables to attack, screen, gain control of and monitor endpoint personal devices such as PCs and Smartphones.
- (d) Buyer is an Israeli company which develops and sells various communication interception software solutions and systems;
- (e) one of Buyer's customers, (National Security Service) located in ~~the "End-User"~~, as better defined under article 1 below), well acquainted with the System and acknowledging its functionalities, applications and performances, intends, through Buyer, to obtain, for its internal purposes a non-exclusive, non-assignable and non-transferable license to the RCS and to buy, through the Buyer, related services and deliverables of the Seller, all as set forth in Appendix 1 hereto;

## COMPANY CONFIDENTIAL

Nice/HT Agreement

- (f) The Buyer has declared to the Seller that it has a long standing supply relationship with End User and that, for the purposes set forth in the premise (g), it has entered into a sales agreement with the (the "Customer") for the provision of the System to the End User (the "Sales Agreement") including a set of contractual terms that have not been disclosed to HT and that will not form part of this Agreement nor of the End User License Agreement that shall be signed by the End User (the "Eula" - see Appendix 4 - EULA End User License Agreement) ;
- (g) The parties have agreed that Seller will supply to Buyer, and Buyer will purchase from Seller, the Product, as defined hereinafter and better described under Appendix 1 hereto, exclusively for resale to the End User who will use it on its own EDP, as defined in Appendix 4 - Eula for lawful purposes which are fully in compliance with the Relevant Laws and Regulations, as defined in article 1 below, and in accordance with the terms and condition provided herein;

**NOW THEREFORE, the parties agree as follows:**

### 1. DEFINITIONS

- 1.1. "**End-User**" shall mean the Government entity described under premise (e) to whom the System shall be licensed and which shall use the System for its own internal use and not for further license or redistribution.
- 1.2. "**Error**" shall mean the failure of RCS to perform in accordance with its specifications as provided in the Documentation, which failure can be demonstrated by Nice.
- 1.3. "**RCS**" or "**System**" shall mean the software under the name "Remote Control System" that shall be licensed to the End-User through the Customer, described in detail in Appendix 1.
- 1.4. "**HW**" will mean only the HW defined as "Injection Proxy Appliance" accompanying the System, as described in **Appendix 1**, that shall be supplied by HT to Nice, being agreed that any additional hardware necessary for the proper functioning of the RCS shall be purchased directly by the Buyer at its own cost and responsibility.
- 1.5. "**Product**": shall mean the System and the HW.
- 1.6 "**Relevant Laws and Regulations**" means Italian applicable law and regulations, the applicable law and regulations of the End User and the applicable law and regulations of any other Country in which the End User will use RCS.

**COMPANY CONFIDENTIAL**

Nice/HT Agreement

- 2. SUBJECT OF THE AGREEMENT – Supply and Delivery**
- 2.1. HT undertakes to supply the Product to Nice - who accepts – only and exclusively for the scope of reselling the Product to Customer pursuant to the EULA for use by the End-User.
- 2.2. Seller shall deliver to the Buyer the HW according to Ex works Milan (Incoterms 2000), not later than 30 days from date of receipt by Buyer of the purchase order. The Seller shall provide the Buyer with all required information as set forth in section 5 for the purposes of enabling the Buyer to take the required preparatory actions and arrangements for customs release of HW (the “Shipment Notice”).
- 2.3. The HW shall be delivered by the Seller upon condition that HT has timely and exactly received the Pre-payment, as defined in article 3.4 (a) below.
- 2.4. With reference to RCS, it shall be delivered directly to the End User by the Seller, in both the following formats: (i) by permitting to the End User to download the System and (ii) by means of an electronic support. RCS shall be delivered by the Seller contextually to the Installation of the same, in accordance to article 2.5 and 2.6 below. Upon occurrence of the same conditions set forth in article 2.6 below and contextually to the installation of RCS, HT shall also deliver to End User the electronic support ( i.e. DVD and the dongle related to the RCS).
- 2.5. RCS shall be installed by the Seller, at the End-User Site , not later than 30 days after Buyer's notification to the Seller, being agreed that such notification shall be sent by the Buyer after the purchase order and, in any event provided the Seller's personnel have been granted the appropriate visas and permits, as set forth in article 12.1 below. The installation shall be made in accordance to article 9 below and to Appendix 3
- 2.6. The RCS shall be delivered and installed by the Seller upon condition that both the following conditions are timely and exactly fulfilled:
- 2.6.1 that HT has timely and exactly received the Pre-payment, as defined in article 3.4 (a) below;
- 2.6.2 that HT has received the Eula duly signed for acceptance by the End User.
- 2.7. Nice hereby undertakes to make the End User sign the Eula and to send the Eula, duly signed by End User to HT not later than 30 days from the signature of this Agreement.



**COMPANY CONFIDENTIAL**

Nice/HT Agreement

**3. PRICE AND TOTAL VALUE OF THE AGREEMENT – PAYMENT TERMS**

- 3.1. It is agreed that the price for the Product is the one specified in Appendix 1.
- 3.2. It is agreed that the prices for the professional services are those specified in Appendix 1.
- 3.3. The prices for the Product and for the professional services are fixed and shall not be modified until the end of the Maintenance Period (as defined herein). The total value (amount) of this Agreement shall be 426,800 EUR ("Agreement Value").
- 3.4. The Buyer shall pay to the Seller the Agreement Value by means of 3 installments as follows:
- (a) 30% of the Agreement Value (amount of 128.040,00 EUR), not later than the 14<sup>th</sup> day after the signature if this Agreement (the "Pre-payment").
  - (b) 40% of the Agreement Value (amount of 170.720,00 EUR) shall be paid upon delivery of RCS pursuant to article 2.3 above;
  - (c) The balance at the signature of the SAT Certificate, as defined in Appendix 3.
- 3.5. All payments shall be made, by bank transfer at the Buyer's expense, in Euro. Prices do not include VAT and are quoted for NICE System Ltd. HT will issue the invoices at the date of each step.

**4. SELLER'S RESPONSIBILITY**

- 4.1. HT represents and warrants that any services provided hereunder will be performed in a professional and workmanlike manner.
- 4.2. The Seller agrees that when using the End-User's premises or facilities for the purposes of the performance of its obligations under this Agreement, it will comply with all laws (as notified by the Buyer or as might reasonably be inferred) and reasonable directions relating to security and occupational health and safety in effect at those premises or in regard to those facilities.

**5. SHIPMENT NOTICE**

- 5.1. Save with respect to the provisions of article 2.2 above, the Seller shall communicate in writing to the Buyer the date on which the HW shall be

..... + omitted



**COMPANY CONFIDENTIAL**

Nice/HT Agreement

23.10 It is understood that the only obligations and liabilities undertaken by the Seller vis-à-vis the End User are exclusively those set forth in the Eula and under no circumstance will the Seller be obligated to provide the End-User with any additional software and/or services of any type. Should the End-User shall have any claims and/or demands with reference to obligations different than those stated in the Eula:

- a) The Seller shall inform the Buyer in a timely manner;
- b) The Buyer shall at its own cost and expenses handle and resolve such claim/demand directly with the End-User.

In the event the Seller shall incur any costs or expenses in relation to such claims and/or demand, the Buyer shall reimburse the Seller for any costs or expenses or damage actually incurred by the Seller with respect to such claims and/or demands made by End-User.

23.11 For the avoidance of doubt, it is agreed that the Buyer's total liability arising in connection with the above mentioned articles 23.9 and 23.10 shall in any event be limited: (i) to direct, objectively measurable damages (under no circumstances will Buyer be liable for consequential, special or indirect damages including but not limited to loss of profits) and (ii) to the aggregate amount equal to 100% of the Agreement Value.

List of Appendix:

- Appendix 1 - Remote Control System Technical Description
- Appendix 2 – Software Acceptance Procedure SAT
- Appendix 3 – Schedule of activities
- Appendix 4 – End User Software License Agreement

**SIGNATURES OF THE PARTIES**

On behalf of NICE Systems Ltd.

Yossi Ofek  
21.2.2011

**Yossi Ofek**  
Corporate VP & President  
Intelligence Solutions Division  
NICE Systems Ltd.

**Eran Porat**  
Corporate VP Finance  
Nice Systems Ltd.

On behalf of HT S.r.l.,

DAVID VINCENZI  
David Vincenzi  
29/2/2011

SEDE LEGALE E OPERATIVA:
VIA M. SCOVA, 13 - MILANO
PH. 02 29060 803 - FAX 02 63118 946
F. IVA/C.F. 03924730967

# ]HackingTeam[

HT S.r.l.

Sede legale e operativa: Via della Moscova,13 – 20121 Milano – Tel: +39.02.29.06.06.03

e-mail: [info@hackingteam.it](mailto:info@hackingteam.it) – web: <http://www.hackingteam.it> – Fax: +39.02.63118946

P.IVA: 03924730967 – Capitale Sociale: € 223.572,00 i.v.

N° Reg. Imprese / CF 03924730967 – N° R.E.A. 1712545

**Spett.le**

**RESI Informatica S.p.A.**

**S.s. 148 Pontina Km 44,044**

**04011 Aprilia (LT)**

**P.IVA 05633751002**

**C.F. 01353620592**

**Milano, 31 marzo 2010**

**Fattura n. 022/2010**

**Rif. Vs. Ordine 054-10 del 22.02.2010**

**Remote Control System Package come da offerta 023-02.MB**

	<b>Euro</b>	<b>105.000,00</b>
<b>+20% IVA</b>	<b>Euro</b>	<b>21.000,00</b>
	-----	
<b>Totale da corrispondere</b>	<b>Euro</b>	<b>126.000,00</b>

**Modalità di pagamento:**

**Bonifico Bancario a 45gg data avvenuta accettazione da parte dell'utente finale**

**Rimessa a favore HT S.r.l. presso Unicredit Banca - L.go Donegani Milano**

**Coordinate bancarie ABI 02008 CAB 01621 C/C 000010228244 CIN A.**

**IBAN IT 29 A 02008 01621 000010228244**