

]HackingTeam[

NICE[®]

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Deals Won:

End User	Country / request date	Note	Request Date/last contact
National Security	Azerbaijan	Customer should come to Milan for advance training. Reuven said that no other deals will happen in the area since all the other agencies are waiting to see the outcome of the product usage.	
Department of Correction	Thailand	-	Deal Closed in May 2013

Deals Pending:

End User	Country	Note	Request Date/last contact
Federal Police	Brazil	Quotation issued to the local NICE partner. Decision should have been taken by q4 2013. The date passed without any information from the partner. After Max pushing, they said	Date of request: October 2010

End User	Country	Note	Request Date/last contact
		2014 budget evaluation should begin late January.	
DIPOL	Colombia (Purchased by Fiscalia)	demo performed. No quotation issued Forecast: possible tender or RFQ in Q4	Date of request: June 2013
DIPON	Colombia (Project Puma)	Tender. Won according to NICE. No information so far about the date of delivery (q2/q3 maybe) nor about the amount (608.000 HT offer)	June 2013
MOI	Guatemala	PO received by the partner in September. In December we got the information that the purchasing process from the customer would have started only in January 2014	September 2013
MOI	Honduras (Project Hera)	Po received on 01/01/2014. Still discussing payment terms with NICE.	June 2013
?	<i>Israel TNI</i>	New meeting with the customer after Zohar request directly to David. Problem is that the 2 technical issues we cannot overcome are showstopper for the end user. Possible customization? New meeting to be arranged according to Zohar input.	<i>Apr 2012</i>
IDF	Israel	2 demos held at NICE hq. waiting for customer feedback Expected closing end q1/2014	March 2013
MOI	Kuwait	Quotation issued after 2 demos at clients premises. Checked with Ori but no feedback so far from the end user.	November 2012/august 2013

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		Elections, waiting for the situation to be clearer. Zohar for update	
NBI	Finland	New one. No feedback so far, NICE directly in contact with the end user.	May 2013
MOI	Georgia	meeting held at customer premises in February 2013. No feedback from NICE (Reuven) so far even if requested. Forecast: q1 2014 (Slow process according to Reuven) - no feedback so far.	February 2013 / PENDING
Hellenic Police	Greece	Dealer agreement to be discussed No feedback from the partner	Jan 2013 / april 2013
Cabsec	India	No feedback since june 2013	Oct. 2011 / june 2013
Macao Policia Judiciaia	Macao	demo and POC completed 30 November 2012. Sent them several e-mails for feedback and the answers have changed from time to time amongst them: - We are evaluating and comparing your product to others - We are currently busy with the moving as our HQ is changing location - HQ project has been delayed (this is the last one received)	Feb. 2012 / EXPIRED
?	Romania	No feedback since 11/2012	March 2012 /EXPIRED
Anti corruption	Moldavia	No feedback	September 2013 / September 2013
VBA	Serbia	quotation sent to NICE and local reseller in q4 2012.	April 2012 / EXPIRED

End User	Country	Note	Request Date/last contact
		Lost according to Reuven feedback. The major issue was that the solution should have been a combined one between different agencies and bought by telecom	
IDA - NIA	Singapore	no feedback since q1 2012	Oct. 2011 / EXPIRED
Min of Defense Singapore	Singapore		Sept 2011/ EXPIRED
Royal Thai Army Signal Dept	Thailand	no update since beginning of 2013	Oct. 2012 / Pending
ISOC	Thailand	no update since beginning of 2013	Oct. 2012 / Pending
Internal Security Op Center	Thailand	no update since beginning of 2013	Oct. 2012 / Pending
National Intelligence Agency	Thailand	no update since beginning of 2013	Oct. 2012 / Pending
Government House	Thailand	no update since beginning of 2013	Oct. 2012 / Pending
Royal Thai Police	Thailand	No update	Aug. 2013 / Pending
MICT Thailand	Thailand	No update	Aug. 2013 / Pending
Ministry of national security	Turkmenistan	Quotation sent on June 2013 (Reuven) feedback is that the opportunity is in standby because the end user is waiting to see how the issues in Azerbaijan will be solved (Reuven statement). Forecast: Q4 2013- Q1 2014	June 2013 / june 2013

End User	Country	Note	Request Date/last contact
		(in contrast to what reported above) NO Feedback	

Expired requests:

End User	Country	Note	Request Date/last contact
Cabsec	India	additional feedback from Adam	08/2011 - 03/2013
Bais, NCA	Indonesia	Moshe is no longer responsible of the region. NICE was introduced to Fajar Indah for BAIS	ago-11/expired
no agency	Kazakstan	was just a preliminary evaluation on how we could have sold to the country via a local partner of NICE	giu-12/expired
no agency	Lithuania	no follow back	apr-12/expired
overall situation + PF	Mexico	nothing active due to the fact we are already active	apr-12/ expired
baja California	Mexico	no follow back	mag-11/ expired
PGR	Mexico	no follow back	lug-11/expired
MIVD	Netherlands	no follow back	set-12/expired
FSB	Russia	overlap with HT activities	apr-11/expired
NSS	Ruwanda		mar-12/expired
VBA	Serbia	offer sent to local reseller. Reuven confirmed it's lost.	apr-12/expired
CSIT	Singapore	no follow back	set-11/expired
MHA	Singapore	IPA project.	set-11/expired
Military Security Division	Singapore	no follow back	set-11/expired
MOI	Slovakia	no follow back	ott-11/expired
no agency	Ukraine	was just a preliminary evaluation on how we could have sold to the country via a local partner of NICE	lug-12/expired

Potential New Business:

End User	Country / request date	Note	Request Date / Status
	Uzbekistan	Gilad Levi - problem with the proposal.	
	Kazakhstan	Q1 2014	
	Kirghizistan	Q1 2014	