

From: [REDACTED]@met.pnn.police.uk
To: [Massimiliano <Luppi>](#)
CC:
Date: 28/07/2014 11:39:34
Subject: RE: Tender Submission

[Massimiliano,](#)

That is correct at this time. Of course in the months/years to come this could change and if that is the case then we would welcome your organisations participation, if applicable.

Regards,

Paul

Paul Knapp - Category Manager
Procurement Services - Resources Directorate - Metropolitan Police Service

[REDACTED]
8th Floor West, Empress State Building, Empress Approach, Lillie Road, Earls Court, London SW6 1TR

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From: Massimiliano Luppi [mailto:[REDACTED]@hackingteam.com]
Sent: 28 July 2014 11:25
To: Knapp Paul - SSS Procurement Operations Services
Subject: R: Tender Submission

Thank you Paul,

does it mean your organization have no intention to move forward with a new tender?

Best regards,
Massimiliano Luppi
Key Account Manager

HackingTeam
Milan Singapore Washington DC
www.hackingteam.com

mail: [REDACTED]
mobile: [REDACTED]
phone: [REDACTED]

Da: Paul.Knapp@met.pnn.police.uk [mailto:[REDACTED]@met.pnn.police.uk]
Inviato: lunedì 28 luglio 2014 12:10
A: [REDACTED]@hackingteam.com
Oggetto: RE: Tender Submission

Massimiliano,

Brian has not sent you feedback directly but I did on the 17th July. I have re-attached a copy of that email for your information.

Regards,

Paul

Paul Knapp - Category Manager
Procurement Services - Resources Directorate - Metropolitan Police Service

[REDACTED]
8th Floor West, Empress State Building, Empress Approach, Lillie Road, Earls Court, London SW6 1TR

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From: Massimiliano Luppi [mailto:[REDACTED]@hackingteam.com]
Sent: 25 July 2014 09:41

To: Knapp Paul - SSS Procurement Operations Services
Subject: R: Tender Submission

Good Morning Paul,

I hope you are good.

Could you please let me know if Brian have already sent us the feedback on the tender?

As you know we both had some issues in the past about receiving each other emails, so I was wondering if he did.

Thank you very much,

Massimiliano Luppi
Key Account Manager

HackingTeam
Milan Singapore Washington DC
www.hackingteam.com

mail:
mobil
phon



Da: [redacted]@met.pnn.police.uk]

Inviato: mercoledì 4 giugno 2014 12:31

A: [redacted]@hackingteam.it

Oggetto: Tender Submission

Massimiliano,

Just to let you know that I am still waiting from Brian Whitaker to provide me with feedback on your tender. I have chased him for it and will get it over to you just as soon as I am able.

Regards,

Paul

Paul Knapp - Category Manager
Procurement Services - Resources Directorate - Metropolitan Police Service

[REDACTED]
8th Floor West, Empress State Building, Empress Approach, Lillie Road, Earls Court, London SW6 1TR

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From: Knapp Paul - DoR (ProcServ)
Sent: 30 May 2014 09:15
To: 'Massimiliano Luppi'
Subject: RE: Tender Submission

Hello Massimiliano,

I'm afraid that I can not provide any further information as to why this decision has been reached other than what was provided in my email of yesterday. We can of course provide feedback on your individual proposal and paperwork. We would normally hold these sessions in person but appreciate this would be difficult in your case. I will ask Brian Whitaker to provide a written summary of your proposal and forward as soon as possible.

Regards,

Paul

Paul Knapp - Category Manager
Procurement Services - Resources Directorate - Metropolitan Police Service

[REDACTED]
8th Floor West, Empress State Building, Empress Approach, Lillie Road, Earls Court, London SW6 1TR

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From: Massimiliano Luppi [REDACTED]@hackingteam.it]
Sent: 30 May 2014 08:51
To: Knapp Paul - DoR (ProcServ) [REDACTED]@hackingteam.it
Subject: R: Tender Submission

Hello Paul,

thank you for your email.

If you can share this information, could you please let us know the reason for such decision?

Is it because no tender submission was matching your requirements?

Also, a feedback on our proposal would be beneficial. Can you please provide us a feedback on our paperwork?

Best regards,

Massimiliano Luppi
Key Account Manager

HackingTeam
Milan Singapore Washington DC
www.hackingteam.com

mail
mob
phon

Da: [redacted]@met.pnn.police.uk [redacted]@met.pnn.police.uk]

Inviato: giovedì 29 maggio 2014 16:15

A: [redacted]@hackingteam.it

Oggetto: Tender Submission

Dear Massimiliano,

I am writing with reference to previous correspondence issued in relation to the Invitation to Tender (ITT) issued by the Metropolitan Police Service (MPS) on the 20th December 2013 to which you provided a tender response on the 10th January 2014.

As previously advised, making an announcement on the result of this exercise has been delayed whilst the MPS underwent internal reviews on how we wished to move this area of technology forward. It is with regret that I now write to advise that following this review the MPS has decided not to proceed with this tender and no contract award will be made.

I appreciate that you may find this announcement frustrating and I would personally like to apologise on behalf of the MPS for the time it has taken to reach this decision. Should any similar tendering exercises occur in the future then of course the MPS would welcome your organisations participation.

Should you feel it would be beneficial to be provided with feedback on your tender proposal then please let me know and arrangements will be made.

Once again please accept my sincere apologies for any inconvenience caused.

Kind regards,

Paul

Paul Knapp - Category Manager
Procurement Services - Resources Directorate - Metropolitan Police Service

8th Floor West, Empress State Building, Empress Approach, Lillie Road, Earls Court, London SW6 1TR

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From: Knapp Paul - DoR (ProcServ)

Sent: 16 April 2014 12:35

To: 'Massimiliano Luppi'

Subject: Tender Submission

Dear Massimiliano,

Please accept my sincere apologies for the delay in notifying the result of the tender submission's provided back in January, but as previously advised this is as a result of the on-going discussions/clarifications within the MPS internal client unit.

Regrettably, this delay is still on-going and I need to write yet again and request that your organisation confirms that it is prepared to keep the costs submitted in your original tender response for a further period with a revised expiry date of the 31st May 2014.

I would be grateful if you would provide email confirmation at your earliest possible convenience.

Once again, please accept my sincere apologies for any inconvenience these delays may have caused you and your organisation and hopefully I will be able to advise the MPS's decision shortly.

Regards,

Paul

Paul Knapp - Category Manager
Procurement Services - Resources Directorate - Metropolitan Police Service

[REDACTED]
8th Floor West, Empress State Building, Empress Approach, Lillie Road, Earls Court, London SW6 1TR

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From: Knapp Paul - DoR (ProcServ)
Sent: 03 April 2014 14:24
To: 'Massimiliano Luppi'
Subject: RE: Tender Submission

Massimiliano,

Thank you for your email. Unfortunately the evaluation is on going but I hope to be able to provide a further update in due course.

Your continuing cooperation and patience is appreciated.

Regards,

Paul

Paul Knapp - Category Manager
Procurement Services - Resources Directorate - Metropolitan Police Service

[REDACTED]
8th Floor West, Empress State Building, Empress Approach, Lillie Road, Earls Court, London SW6 1TR

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From: Massimiliano Luppi [mailto:[REDACTED]@hackingteam.it]
Sent: 03 April 2014 14:19
To: Knapp Paul - DoR (ProcServ)
Subject: R: Tender Submission

Hello Paul,

with reference to our previous conversation, could you please let me know what is the status of the evaluation?
I would like to know if we provided all the information you need.

Also, I'd like to inform you that in-between the submission of the tender and today, we implemented new features to our solution such as:

- Tracking of digital and crypto currencies: bitcoin, litecoin, feathercoin
- Intelligence and Correlation module: this feature automatically analyze all the gathered data in order to find patterns, anomalies, correlations between your targets (optional feature)
- VoIP over mobile Skype and Viber
- Import of preexistent data into the system
- New testing environment: RITE (Rite is a Testing Ecosystem), it performs more than 500 tests everyday on 100 virtual machines. RITE will test invisibility of the solution (backdoor) during and after installation, behavior of the backdoor with different operating systems, application and settings, data collection. RITE will automatically test the exploits behavior and execution.

Don't hesitate to contact me if you need further information.
Best regards,

Massimiliano Luppi
Key Account Manager

HackingTeam
Milan Singapore Washington DC
www.hackingteam.com

mail:
mobil
phone

Dal [redacted] [@met.pnn.police.uk](mailto:[redacted]@met.pnn.police.uk) [redacted] [@met.pnn.police.uk](mailto:[redacted]@met.pnn.police.uk)

Inviato: venerdì 21 marzo 2014 10:11

A [redacted] [@hackingteam.it](mailto:[redacted]@hackingteam.it)

Oggetto: RE: Tender Submission

Massimiliano,

Email received. Many thanks.

Regards,

Paul

Paul Knapp - Category Manager
Procurement Services - Resources Directorate - Metropolitan Police Service

8th Floor West, Empress State Building, Empress Approach, Lillie Road, Earls Court, London SW6 1TR

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From: Massimiliano Luppi [redacted]@hackingteam.it]
Sent: 20 March 2014 10:47
To: Knapp Paul - DoR (ProcServ); [redacted]@hackingteam.it
Cc: HT
Subject: R: Tender Submission

Hello Paul,

as per your request, our tender submission will be kept valid until April 30th 2014.
Kindly give us confirmation of the receiving of this mail.

Best regards,

Massimiliano Luppi
Key Account Manager

HackingTeam
Milan Singapore Washington DC
www.hackingteam.com

mai
mob
pho

Da: [redacted] [mailto:[\[redacted\]@met.pnn.police.uk](mailto:[redacted]@met.pnn.police.uk)]

Inviato: mercoledì 19 marzo 2014 12:53

A: [redacted]
Oggetto: Tender Submission

Dear Massimiliano,

I am writing with reference to our previous email exchange which is copied below.

Unfortunately, the tender valuation process has been further delayed and we are not now expecting to be in a position to make and advise bidders of our decision before the end of March and more likely not until mid/late April.

The Metropolitan Police regrets these delays and appreciates and apologises for any inconvenience this may cause. With this in mind however I would be grateful if you would confirm that your organisation is still prepared to keep your submitted costs, as per your original tender response and unchanged until the 30th April?

I would be grateful if you would provide this response at your earliest possible convenience.

Once again, please accept my apologies for any inconvenience these delays may cause.

Regards,

Paul

Paul Knapp - Category Manager
Procurement Services - Resources Directorate - Metropolitan Police Service

[redacted]
8th Floor West, Empress State Building, Empress Approach, Lillie Road, Earls Court, London SW6 1TR

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From: Massimiliano Luppi [mailto:[\[redacted\]@hackingteam.com](mailto:[redacted]@hackingteam.com)]

Sent: 21 February 2014 09:49

To: Knapp Paul - DoR (ProcServ)
Cc: HT
Subject: R: Tender Submission

Hello Paul,

please note that the all our tender response will be valid and unchanged, as per your request, until March 31st.
kindly send us confirmation that you received this email.

Best regards,

Massimiliano Luppi
Key Account Manager

HackingTeam
Milan Singapore Washington DC
www.hackingteam.com

mail:
mobi
phon

Da: [REDACTED]@met.pnn.police.uk]

Inviato: mercoledì 19 febbraio 2014 16:22

A: [REDACTED]@hackingteam.com

Oggetto: Tender Submission

Dear Massimiliano,

I am writing to advise you that the tender valuation process has been delayed and we are not now expecting to be in a position to make our decision and progress to award stage for a few more weeks.

With this in mind I would be grateful if you would confirm that your organisation is prepared to keep your submitted costs, as per your original tender response, unchanged until the 31st March?

I would be grateful if you would provide this response at your earliest possible convenience.

Please accept my apologies for any inconvenience these delays may cause.

Regards,

Paul

Paul Knapp - Category Manager
Procurement Services - Resources Directorate - Metropolitan Police Service

8th Floor West, Empress State Building, Empress Approach, Lillie Road, Earls Court, London SW6 1TR

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