

From: ["Philippe Antoine Vinci" </O=HACKINGTEAM/OU=EXCHANGE ADMINISTRATIVE GROUP \(FYDIBOHF23SPDLT\)/CN=RECIPIENTS/CN=PHILIPPE ANTOINE VINCI785>](mailto:Philippe.Antoine.Vinci@hackingteam.com)
To: [Massimiliano <Luppi>](mailto:Massimiliano@hackingteam.com)
CC: ["Marco Bettini" \[REDACTED\]@hackingteam.com](mailto:Marco.Bettini@hackingteam.com)
Date: 23/04/2015 23:35:56
Subject: (NCA) reference call & price/budget

Hi Max,

Thanks for this. Extremely interesting. My 50 cents comments:

1- yes, sure, we can have one of our favorite European client :-)) having a chat with him to build the case. Maybe we would like to take the opportunity to tell him that he has to come to Rome? Because the reference doesn't want to discuss over the phone. Just one idea in order to "control" a little bit more the exchange. And have him visiting in Milan, so that we can discuss also the budget. What do you think? If he can travel in a short-term, that could be a good approach. We would also need to find the reference with a use case similar to the one NCA is looking for.

2- regarding the question on the key logger, this can be an opportunity....in the case his plan is to buy the product via a different mechanisms, meaning "hiding" the purchase of the RCS system by buying a specific functionality (key logger) for a specific operation. If this is the case, then it is an opportunity. If his case on the contrary is to reduce the price further, then is NOT good. So we need to understand what is behind.

280k€ for this configuration is unfortunately ridiculously low (sorry if I'm using this brutal adjective...I really want to make the point...my objective is not to criticize, just being factual. So, sorry in advance). We should not sell anything at this price....

So conclusion, if he wants to purchase the first system under a different name, no problem. If he wants to reduce the cost to the key logger functionality, we should not follow this. We should propose a different approach.

I much prefer a yearly license approach. Instead of discounting, or in making differed payment, I would prefer to charge yearly, and the year after the same charge (or higher if functionalities grow).

Yearly payment should include the yearly average of cost of ownership over a period of 3 or 5 years, which cost would be including the 20% M&S and the EDS in case they need it. Marco knows how to do the calculation (we did it for Turkey and for Nayarit). Minimum yearly price should be around above 300k€.

I am anticipated this to you so that when you wake up you can think further about it. And then we could Skype when I wake up

Philippe

Philippe Vinci
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Le 23 avr. 2015 à 03:53, Massimiliano Luppi <[\[REDACTED\]@hackingteam.com](mailto:[REDACTED]@hackingteam.com)> a écrit :

Philippe, Marco ciao,

please see below the email from the NCA prospect (UK)

He is asking to be contacted from one of our customers for some reference that he can use to push internally our solution.

His second request is to know if it's possible to purchase only certain features of our solution (keylogging in specific).

He motivates this request with "operation specific" purchase.

Assuming it might be the case (it's not the first time I received this request), I am convinced it's also a matter of price.

Due to the very low price of the quotation they already received, I believe we should evaluate other possibilities: what about a multiple year payment?

@Marco, can you please check with Carabinieri if we can provide NCA their contacts?

@Marco and Philippe, what about proposing a payment in 2 years?

Ps: for your convenience, I enclose the proposal they have.

Massimiliano

From: SPRINGTHORPE, Jonathan [[mailto:\[REDACTED\]@nca.x.gsi.gov.uk](mailto:[REDACTED]@nca.x.gsi.gov.uk)]

Sent: giovedì 23 aprile 2015 08:27

To: 'Massimiliano Luppi'

Subject: RE: Meeting on January 21st

OFFICIAL

Hi Massimiliano

To help with the justification process I was wondering whether you could contact some of your law enforcement customers/agencies and see if they would contact me with endorsements for your product. It will help my business case if I can show that your system is used by other influential law enforcement bodies. I do understand that they may not want to get in contact but it would certainly strengthen my proposal.

Would it also be possible to strip the original quotation down to a minimum of a software key logger? The reason behind this is I may be able to get this purchased via different mechanisms as it is operation specific and this would allow us to then grow the system accordingly as we would then have the base platform.

I hope this all makes sense!

Kind regards

Jon

From: Massimiliano Luppi [mailto:massimiliano.luppi@hackingteam.com]
Sent: 21 April 2015 11:15
To: SPRINGTHORPE, Jonathan
Subject: RE: Meeting on January 21st

Hello Jonathan,

thank you for your update.

Can you please let me know when the new budget should be allocated?

In the meantime, I will keep you posted on the future developments of our solution so that you'll have all the information up to date.

Best regards,
Massimiliano Luppi
Key Account Manager

HackingTeam
Milan Singapore Washington DC
www.hackingteam.com

mail: [REDACTED]
mobil [REDACTED]
phone [REDACTED]

From: SPRINGTHORPE, Jonathan [mailto: [REDACTED]@nca.x.gsi.gov.uk]
Sent: mercoledì 15 aprile 2015 15:46
To: 'Massimiliano Luppi'
Subject: RE: Meeting on January 21st

OFFICIAL

Hi Massimiliano

Just an update for you. We were unable to secure funds at the end of the financial year so we are currently waiting for the new budgets to be released. Your product was received extremely well by all parties and was a real eye opener for what can be achieved. I do not need any further information at this stage but will be in contact if this changes.

Take care

Jon

From: Massimiliano Luppi [mailto: [REDACTED]@hackingteam.com]
Sent: 31 March 2015 14:20
To: SPRINGTHORPE, Jonathan
Subject: RE: Meeting on January 21st

Hello Mr. Springthorpe,

hope this email finds you well.

With reference to our last conversation, could you please let me know what is your evaluation of our solution? Has your team had the chance to discuss HackingTeam technology?

As per your indication, several groups would be involved in the project, therefore you needed some time to gather all the feedback.

Can you please let me know if you need some more information from my side?

Best regards,
Massimiliano Luppi
Key Account Manager

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www.hackingteam.com

mail: [REDACTED]@hackingteam.com

mobile:

phone:

From: SPRINGTHORPE, Jonathan [redacted]@nca.x.gsi.gov.uk]

Sent: lunedì 23 febbraio 2015 15:29

To: 'Massimiliano Luppi'

Subject: RE: Meeting on January 21st

OFFICIAL

Hi Massimiliano

I am very well thank you. Sorry for the delay but things are busy Operationally at the moment.

As I understand, my proposal is with our Board for discussion so I am awaiting a response on how we are to proceed.

Hopefully this will not take too long!

Kind regards

Jon

From: Massimiliano Luppi [redacted]@hackingteam.com]

Sent: 10 February 2015 09:04

To: SPRINGTHORPE, Jonathan

Cc: "'Sergio R.-Solís"; 'HT'

Subject: R: Meeting on January 21st

Good morning Jonathan,

how are you?

I would like to know if you had the chance to collect the feedback from your colleagues and if there are some additional information you require from us to evaluate our solution.

Best regards,

Massimiliano Luppi

Key Account Manager

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mail:
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Da: Massimiliano Luppi [mailto: [REDACTED]@hackingteam.com]

Inviato: venerdì 23 gennaio 2015 10:25

A: 'SPRINGTHORPE, Jonathan'

Cc: "'Sergio R.-Solis"; 'HT'

Oggetto: R: Meeting on January 21st

Jonathan good morning,

Thank you very much for your organization's hospitality and the interest in our technology!

We're happy to hear that the meeting met the expectations.

Aslo, let me thank you for helping us in having everything running smoothly (internet, projector etc..)

Please feel free to contact me for any question will arise in the near future.

I'm looking forward to hearing from you.

Best regards,
Massimiliano Luppi
Key Account Manager

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mail: [REDACTED].com
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Da: SPRINGTHORPE, Jonathan [mailto: [REDACTED]@nca.x.gsi.gov.uk]

Inviato: venerdì 23 gennaio 2015 09:02

A: 'Massimiliano Luppi'
Cc: "'Sergio R.-Solis"; 'HT'
Oggetto: RE: Meeting on January 21st

OFFICIAL

Morning Massimiliano

Just a quick note to thank you and Sergio for your demonstration on Wednesday. It was extremely well received and proved to be a real eye opener for what can be achieved.

Once I to proceed or if I require any further information etc I will certainly be in touch.

Once again, thank you both very much!

Cheers
Jon

-----Original Message-----

From: Massimiliano Luppi [redacted@hackingteam.com]

Sent: 16 January 2015 17:10

To: SPRINGTHORPE, Jonathan

Cc: "'Sergio R.-Solis"; 'HT'

Subject: R: Meeting on January 21st

Hello Jonathan,

as per our previous conversation, we'll wait for you in the lobby of the Marriott (SMITH WAY, LE19 1SW GB) at 9:00 am on Wednesday 21.
Please call me at my mobile number for any emergency.

Best regards,
Massimiliano Luppi
Key Account Manager

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mail
mob
phon



Da: SPRINGTHORPE, Jonathan [redacted]@nca.x.gsi.gov.uk]
Inviato: martedì 13 gennaio 2015 16:20
A: 'Massimiliano Luppi'
Cc: "'Sergio R.-Solís"; HT
Oggetto: RE: Meeting on January 21st

OFFICIAL

Hi Massimiliano
Please can you provide me with an agenda for the demonstration next week.

Regards
Jon

-----Original Message-----

From: Massimiliano Luppi [redacted]@hackingteam.com]
Sent: 05 January 2015 09:16
To: SPRINGTHORPE, Jonathan
Cc: "'Sergio R.-Solís"; HT
Subject: Meeting on January 21st

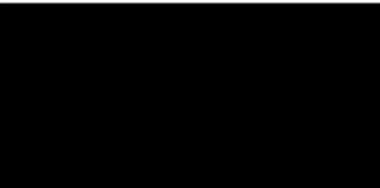
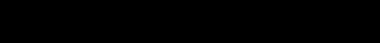
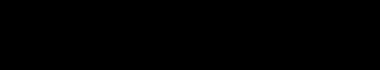
Good morning Jonathan,
and happy new year.

everything is booked and confirmed from our side for the meeting of January 21st.
we are staying at the Marriott (SMITH WAY, LE19 1SW GB), kindly let me know at what time you are going to pick us up in the morning.
As agreed, we'll perform a live demo focusing our attention on the mobile capabilities of our solution.
Together with me there will be my colleague Sergio Solis (copied here).
Our return flight is in the afternoon so we have the whole morning for the meeting.

Regards,

Massimiliano Luppi
Key Account Manager

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