

Philippe Vinci

Sent: Monday, April 20, 2015 at 3:43 AM

To: Giancarlo Russo

Cc: Massimiliano Luppi; Marco Bettini; Milan Daniele

Hi Giancarlo,

We can further detail it with Daniele. I think a good first estimate of the additional services could be around:

- + 70K€ for Services such as additional trainings, workshops, advanced training. I would add 20K€ to 30K€ for the security audit, for example.
- + 25 to 30K€ per month equivalent to 75K€ 3 months assistance for example
- + 150K€ for Exploit Delivery Services, including 1 scenario to run on RITE (120K€ + 20K€ for 1 scenario + 10K€ of extra services, just in case)

So I believe that we could push between 300K€ to 350K€ of additional services. What do you think ?

We should re-visit our Software price for additional agents and platforms. Max, what is the current price you have in your head for INSA agents and platforms (unbundled please) ?

Maybe another idea would be to limit the M&S renewal to 1 year...and see what happens. This is a good sign from Hacking Team to them that we are still « evaluating » their behavior.

So, we can get the same money, without jeopardizing future M&S...Anyway there is no impact on revenue this year on M&S. So let's try to focus on Sales that could generate more revenue this year, and maintain revenues for future years.

Just some ideas.

Philippe

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