From: (b)(6) (b)(7)(C)
Sent: Friday, August 4, 2017 9:47 AM
To: (b)(6) (b)(7)(C)
Cc:
Subject: Mobile Location Intelligence Platform
Attachments: Venntel Mobile Location Intelligence.pdf; VENNTEL DS (1).pdf

Guys,

One of our resellers reached out to me about the mobile tracking software in the attachments and I thought it might be of interest to you.

If not, no big deal. However, if you are interested, let me know and I can set up a meeting.

(b)(6) (b)(7)(C)

U.S. Customs and Border Protection
Office of Information and Technology
Targeting and Analysis Systems Program Office
w (b) (7)(C) (b)
(b)(6) (b)(7)(C)
(b)(6) (b)(7)(C)

(b) (4)

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(b) (4)

(b) (4)

From: (b)(6) (b)(7)(C)
Sent: Thursday, November 16, 2017 2:55 PM
To: (b)(6) (b)(7)(C)
Cc:
Subject: Venntel Data Sheet Oct 17.pptx
Attachments: Venntel Data Sheet Oct 17.pptx

(b)(6) (b)(7)(C)

Thanks for the discussion today regarding NGA. Happy to help where I can.

Enclosed is a brie (b)(6) (b)(7)(C) and received on apps tracking and persistent monitoring. Good to understand what's out there and if you would like to learn more, I can arrange that as well.

V/r,

(b)(6) (b)(7)(C)

Business Intelligence Solution Services (BISS)
Supporting CBP/OIT/TASPD/NTC
U.S. Customs & Border Protection
ManTech International Corporation
De (b)(6) (b)(7)(C)
Cel

VENNTEL

MOBILE. LOCATION. INTELLIGENCE.

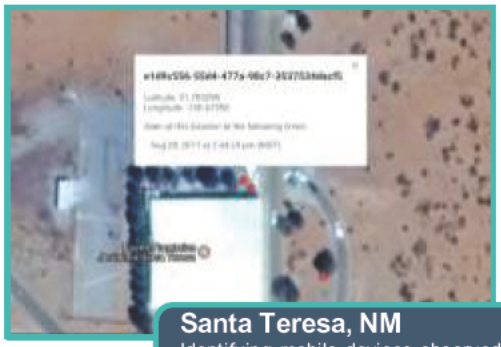
Innovative big data applications for analytics for commercial and government clients. Quickly identify threats and reduce the time and resources required to investigate them.

OUR SOLUTIONS

Venntel's proprietary platform analyzes billions of commercially-available location signals to provide insight into digital device locations and movement patterns.

BENEFITS

- Identify mobile devices observed at places of interest - ideal for tipping and cueing
- Filter by date or date range, time-of-day and more



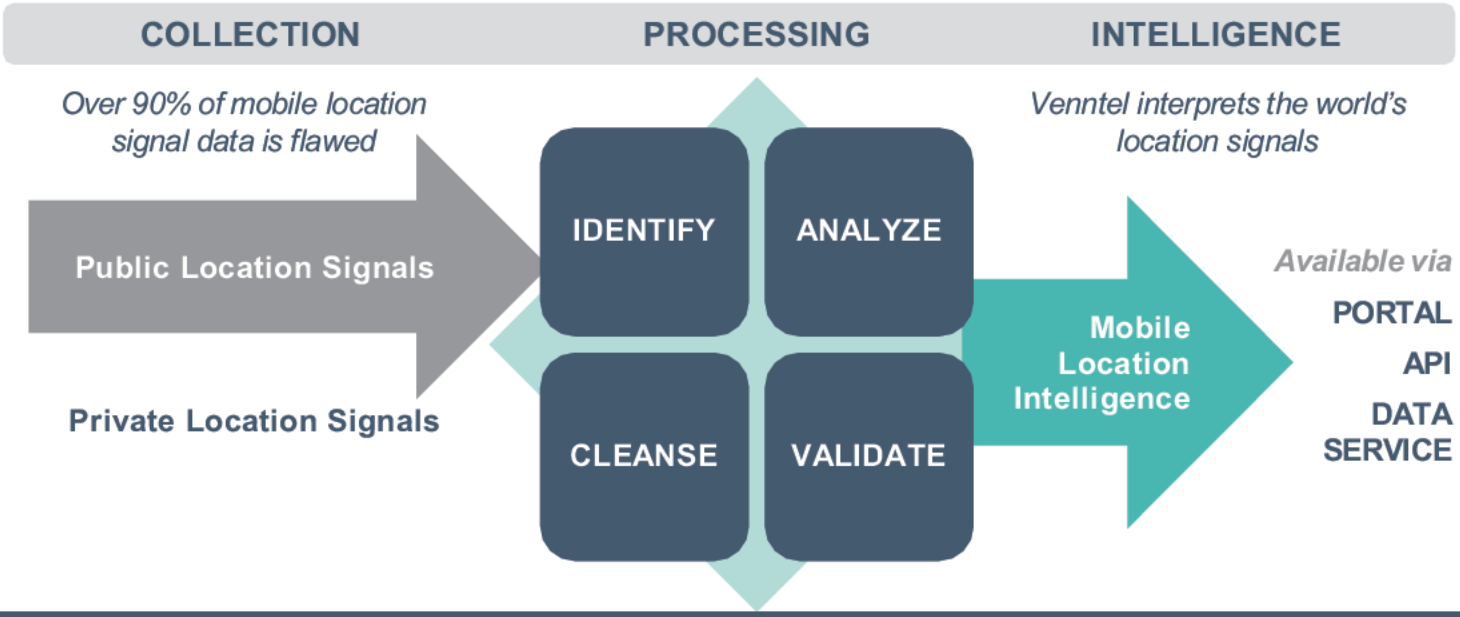
Santa Teresa, NM
Identifying mobile devices observed at a location at the U.S./Mexico border

- Monitor high-risk areas; identify repeat visitors, frequented locations, pinpoint known associates and discover pattern of life
- Data license rights permit processing, analysis and sub-licensing of location data

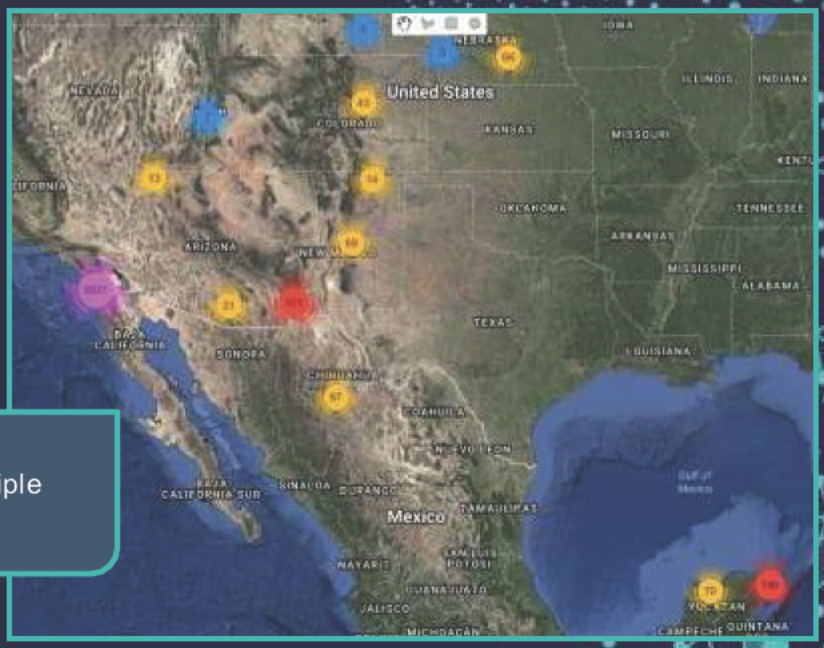
HIGHLIGHTS

- **Proven technology platform.** 5+ years of research and development to create the Venntel platform.
- **Unmatched scale.** Compiles, processes and validates billions of location signals daily.
- **Comprehensive coverage.** Analyzes location signals from 250 million mobile devices in the U.S.
- **100% Opt-in.** All users opt-in to location data collection. No PII is ever collected.

OUR PLATFORM

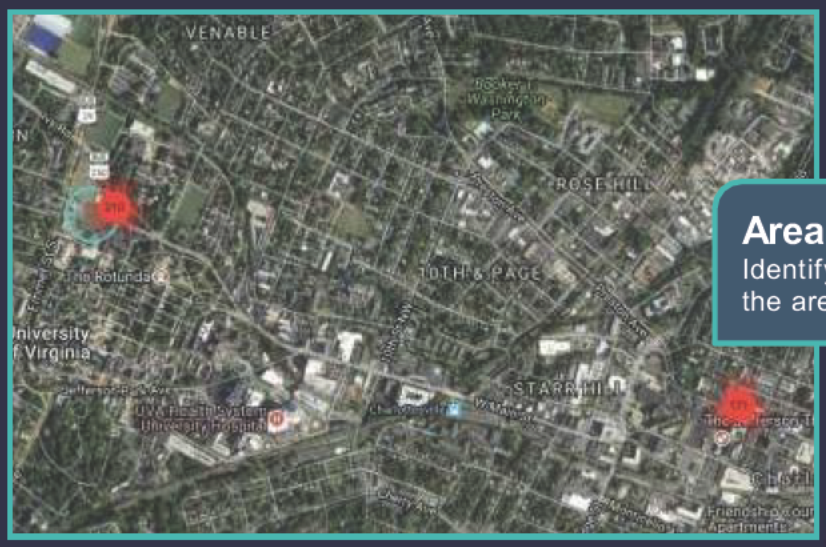


2201 Cooperative Way, Suite 600 Herndon, VA 20171 | www.venntel.com | info@venntel.com



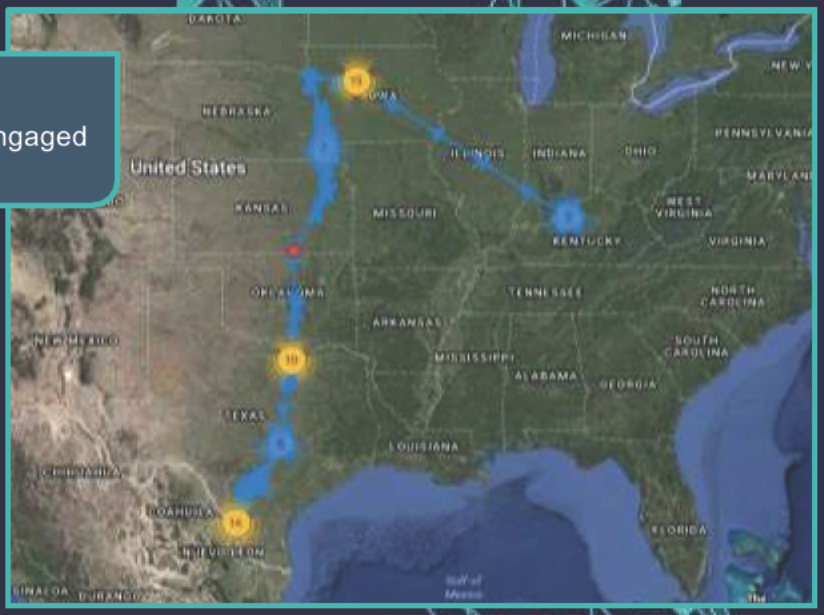
Pattern of Life

Tracing a device observed at multiple locations throughout the U.S. and Mexico



Area of Interest

Identifying mobile devices observed in the area of the Charlottesville riots



Route Analysis

Tracing the route of a vehicle engaged in human trafficking

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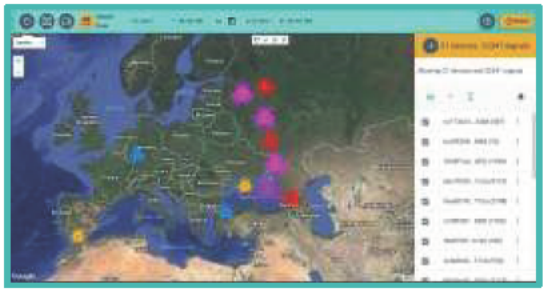
OUR SOLUTIONS

Venntel's proprietary platform analyzes billions of commercially-available location signals to provide insight into digital device locations and movement patterns.

BENEFITS

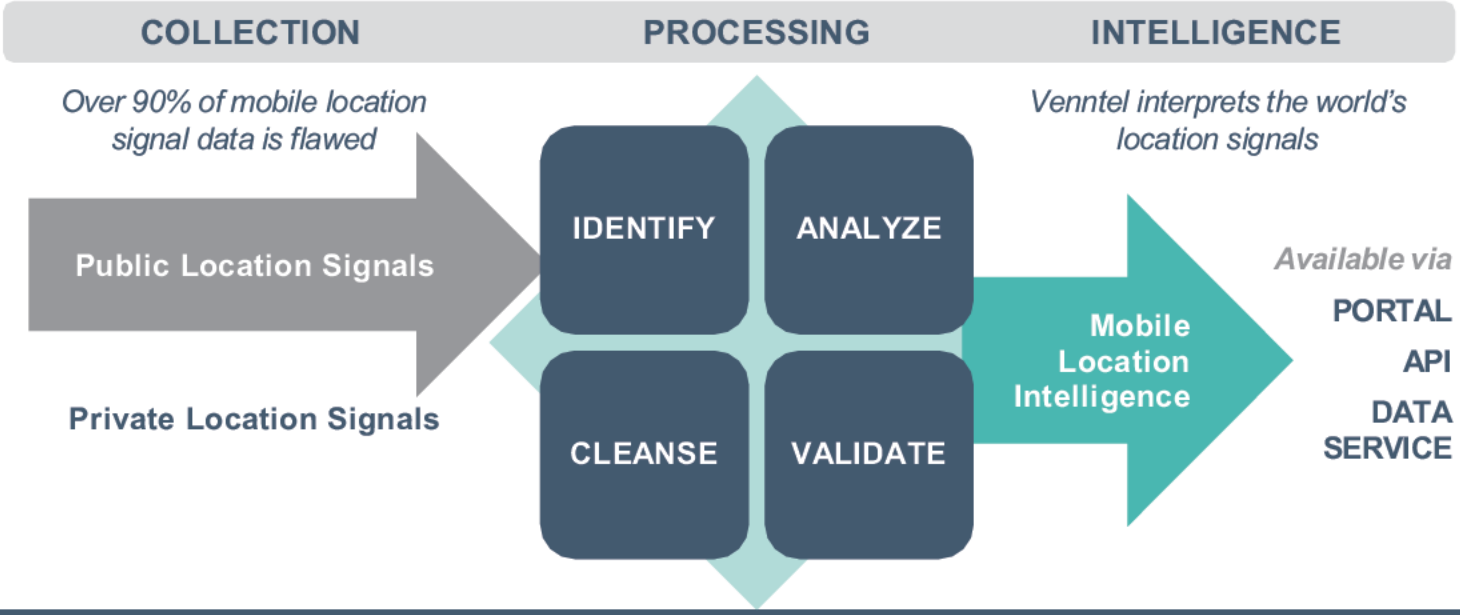


- Identify mobile devices observed at places of interest - ideal for tipping and cueing
- Filter by date or date range, time-of-day and more
- Monitor high-risk areas; identify repeat visitors, frequented locations, pinpoint known associates and discover pattern of life
- Data license rights permit processing, analysis and sub-licensing of location data

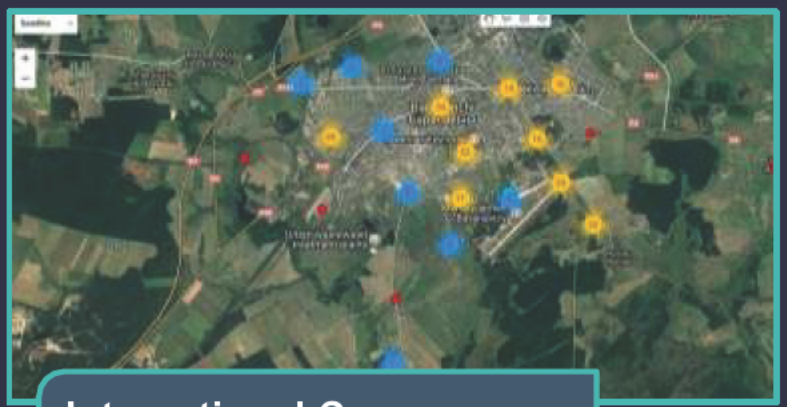
HIGHLIGHTS

- **Proven technology platform.** 5+ years of research and development to create the Venntel platform.
- **Unmatched scale.** Compiles, processes and validates billions of location signals daily.
- **Comprehensive coverage.** Analyze location signals from millions of devices, domestic and international. Additional countries available by request.
- **100% Opt-in.** All users opt-in to location data collection. No PII is ever collected.

OUR PLATFORM

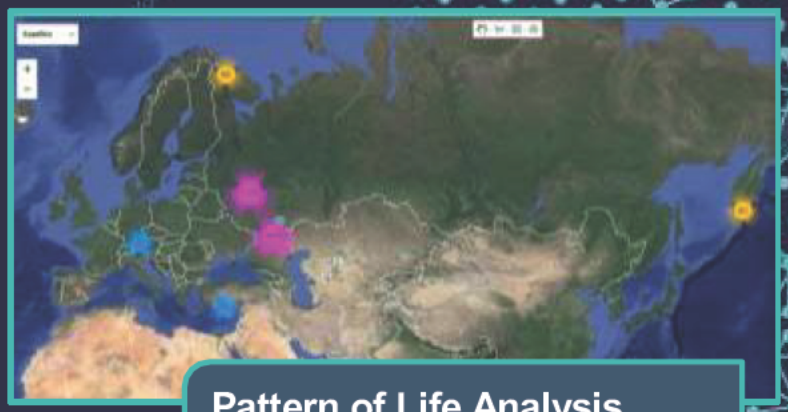


2201 Cooperative Way, Suite 600 Herndon, VA 20171 | www.venntel.com | info@venntel.com



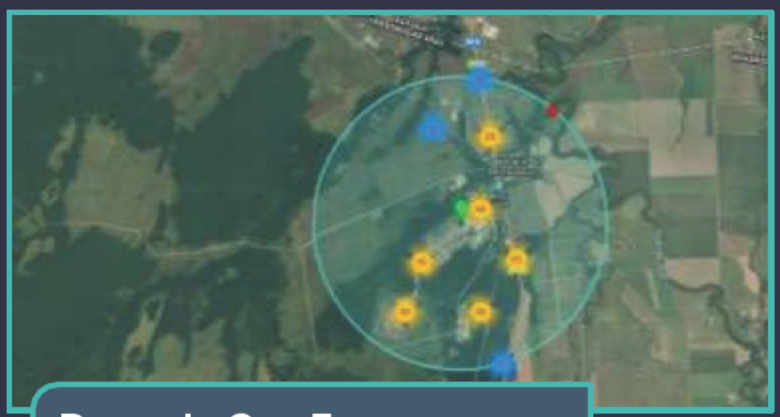
International Coverage

Mobile devices observed at a chosen point-of-interest in Belarus, Russia



Pattern of Life Analysis

Identify movement patterns and known associates for a selected device



Dynamic Geo-Fences

Quickly identify mobile devices observed at your selected location

Time-Based Analysis

Analyze device movement over a period of days, weeks or months

VENNTEL

From: (b)(6) (b)(7)(C)
Sent: Thursday, March 15, 2018 9:44 AM
To: MCLAUGHLIN, JIM E
Subject: RE: Virtual intro

Sir,

Good morning.

I have reached out t (b) (6) and am awaiting feedback.

v/r,
(b)(6) (b)(7)(C)

From: MCLAUGHLIN, JIM E
Sent: Thursday, March 15, 2018 8:48 AM
To (b)(6) (b)(7)(C) @cbp.dhs.gov>
Subject: FW: Virtual intro

Please work to schedule a meeting wi (b) (6)
(b) (6) was just making the introduction so you won't need to CC him on the invite.

Please includ (b) (6), (b) (7 as 'optional' on the meeting invite wi (b) (6)
Thanks

James E. McLaughlin IV
Executive Director, Targeting and Analysis Systems Program Directorate
(b) (6), (b) (7)(C) @cbp.dhs.gov
((b)(6) (b)(7)(C)
(

From: MCLAUGHLIN, JIM E
Sent: Thursday, March 15, 2018 8:43:59 AM
T (b) (6) (b) (6), (b) (7)(C)
Subject: RE: Virtual intro

H (b) (6)
Nice to meet you. I'm copying i (b)(6) (b)(7)(C) for scheduling to see if we can find some time in the next couple weeks. I'm very interested to hear about your company's capabilities.

(b) (6) thank you for the introduction

James E. McLaughlin IV
Executive Director, Targeting and Analysis Systems Program Directorate
(b) (7)(C), (b) (6) @cbp.dhs.gov
((b)(6) (b)(7)(C)
(

From (b) (6)
Sent: Thursday, March 15, 2018 8:08:44 AM
To (b) (6)
Cc: MCLAUGHLIN, JIM E
Subject: Re: Virtual intro

Thank yo (b) (6)

Jim- great to meet you via email. We've been working wit (b) (7)(E) and recently briefe (b)(6) (b)(7)(C) and team.
I would be happy to brief you on our capabilities.

Just let me know what works for you.

v/r
(b) (6)

(b) (6)
Venntel
(b) (6)
venntel.com

On Wed, Mar 14, 2018 at 7:13 PM (b) (6) > wrote:

> Jim - per our conversation I'm introducing you t (b) (6) of Venntel. Venntel has a mobile location data intelligence platform that leverages the unclassified, commercially available mobile advertising ecosystem. I believe it may be of interest to you based on my understanding of some of the use cases.
>
> (b) (6) Jim McLaughlin runs CBP OIT's Targeting and Analysis Program Directorate. Among his shops many areas of support is CBP's OFO and the National Targeting Center (where I believe you just were earlier this week). Per my conversation with Jim, he is interested in learning more about your software.
>
> Best Regards,
> (b) (6)

(b) (6)

Sent from Outlook for iOS

From: (b) (6)
Sent: Thursday, March 15, 2018 12:08 PM
To: MCLAUGHLIN, JIM E
Subject: RE: Virtual intro

You're welcome.

By the way there is a marketing event (https://mamsummit.com/) coming up next month that may be of interest to you if advertising data is an area of opportunity for targeting.

All the best,
(b) (6)

Notice: The information contained in this e mail and any files transmitted with it are legally privileged, confidential, and intended solely for the use of the individual or entity that is addressed as the intended recipient. If you are not the intended recipient you should not disseminate, distribute, or copy this email. Please notify the sender immediately by e mail if you have received this e mail by mistake and delete this e mail from your system. Any use, distribution, transmittal or re transmittal of information contained in this e mail by persons who are not intended recipients is strictly prohibited and may be a violation of law.

From: MCLAUGHLIN, JIM E [mailto (b) (6), (b) (7)(C) @cbp.dhs.gov]
Sent: Thursday, March 15, 2018 8:44 AM
T (b) (6) venntel.com (b) (6)
(b)(6) (b)(7)(C) @cbp.dhs.gov>
Subject: RE: Virtual intro

H (b) (6)
Nice to meet you. I'm copying i (b)(6) (b) (7)(C) or scheduling to see if we can find some time in the next couple weeks. I'm very interested to hear about your company's capabilities.

(b) (6) hank you for the introduction

James E. McLaughlin IV
Executive Director, Targeting and Analysis Systems Program Directorate
(b) (6), (b) (7)(C)

From [redacted] (b) (6)
Sent: Thursday, March 15, 2018 8:08:44 AM
T [redacted] (b) (6)
Cc: MCLAUGHLIN, JIM E
Subject: Re: Virtual intro

Thank yo [redacted] (b) (6)

Jim- great to meet you via email. We've been working wit [redacted] and recently brief [redacted] (b)(6) (b)(7)(C) and team.
I would be happy to brief you on our capabilities.

Just let me know what works for you.

v/r
[redacted] (b) (6)

[redacted] (b) (6)
Venntel
[redacted] (b) (6) | venntel.com

On Wed, Mar 14, 2018 at 7:13 PM [redacted] (b) (6) @summitfgi.com> wrote:

> Jim - per our conversation I'm introducing you t [redacted] (b) (6) of Venntel. Venntel has a mobile location data intelligence platform that leverages the unclassified, commercially available mobile advertising ecosystem. I believe it may be of interest to you based on my understanding of some of the use cases.
>
> [redacted] (b) (6) Jim McLaughlin runs CBP OIT's Targeting and Analysis Program Directorate. Among his shops many areas of support is CBP's OFO and the National Targeting Center (where I believe you just were earlier this week). Per my conversation with Jim, he is interested in learning more about your software.
>
> Best Regards,
> [redacted] (b) (6)
>
> Sent from Outlook for iOS

Subject: Mt [redacted] (b) (6)
Location: AXA021A-RMB-ROOM-600C

Start: Wed 3/28/2018 10:00 AM
End: Wed 3/28/2018 11:00 AM
Show Time As: Tentative

Recurrence: (none)

Meeting Status: Not yet responded

Organizer: [redacted] (b)(6) (b)(7)(C) on behalf of MCLAUGHLIN, JIM [redacted] (b) (7)(E)

Required Attendees: [redacted] (b) (6) @venntel.com
Optional Attendees: [redacted] (b) (6), (b) (7)(C)

Re: Meeting w/XD McLaughlin

From: (b) (6) @venntel.com>
Sent: Thursday, March 15, 2018 12:35 PM
To: (b)(6) (b)(7)(C)
Subject: Re: Meeting w/XD McLaughlin

Let's go with March 28th at 10:00

Thanks

(b) (6)
Venntel
(b) (6)
venntel.com

On Thu, Mar 15, 2018 at 11:57 A (b)(6) (b)(7)(C) @cbp.dhs.gov> wrote:

(b) (6)

Thank you for the response back.

It looks like XD McLaughlin has the following dates/times available:

Wed. 28 March from 1000-1200

Thu. 29 March from 1000-1500

Tue. 03 April from 1000-1500

Wed. 04 April from 1300-1500

Do any of these dates/times work for you?

v/r,

(b)(6) (b)(7)(C)

Staff Assistant to Exec Dir James McLaughlin

Office of Information and Technology

Targeting and Analysis Systems Program Directorate (TASPD)

5971 Kingstowne Village Parkway (b) (6), (b) (7), Alexandria, VA 22315

((b)(6) (b)(7)(C)

(

U.S. Customs and Border Protection

From (b) (6) @venntel.com]
Sent: Thursday, March 15, 2018 10:43 AM
To (b) (6), (b) (7)(C) @cbp.dhs.gov>
Subject: Re: Meeting w/XD McLaughlin

H (b)(6) (b)(7)(C)

One hour

2 Venntel employee (b) (6) me) an (b) (6) @venntel.com)

Yes we would like to project; HDMI connection

Thank you

(b) (6)

(b) (6)

(b) (6) @venntel.com | venntel.com

On Thu, Mar 15, 2018 at 9:43 A (b)(6) (b)(7)(C) @cbp.dhs.gov> wrote:

(b) (6)

Good morning.

I'm reaching out to you to schedule a meeting w/XD McLaughlin.

I have a couple of questions:

How much time do you require for this meeting?

How many folks will be attending?

Will you need to project anything?

v/r,

(b)(6) (b)(7)(C)

Staff Assistant to Exec Dir James McLaughlin

Office of Information and Technology

Targeting and Analysis Systems Program Directorate (TASPD)

5971 Kingstowne Village Parkway, 603A, Alexandria, VA 22315

((b)(6) (b)(7)(C) [redacted]

([redacted]

U.S. Customs and Border Protection

From: Google Calendar <calendar-notification@google.com> on behalf of Google Calendar on behalf o (b) (6) @venntel.co (b) (6) @venntel.com (b) (6) @venntel.com>

Sent: Thursday, March 15, 2018 2:10 PM

To: MCLAUGHLIN, JIM E

Subject: Accepted: Mtg. (b) (6) an (b) (6) @ Wed Mar 28, 2018 10am - 11am (EDT) (MCLAUGHLIN, JIM E)

(b) (6) **@venntel.com has accepted this invitation.**

Mtg. w (b) (6)

When Wed Mar 28, 2018 10am 11am Eastern Time

Where AXA021A RMB ROOM 600C (map)

Calendar MCLAUGHLIN, JIM E

Who MCLAUGHLIN, JIM E - organizer

- (b) (6) @venntel.com - creator
- (b) (6)
- (b) (6), (b) (7)(C) optional

Invitation from Google Calendar

You are receiving this courtesy email at the account jim.e.mclaughlin@cbp.dhs.gov because you are an attendee of this event.

To stop receiving future updates for this event, decline this event. Alternatively you can sign up for a Google account at https://www.google.com/calendar/ and control your notification settings for your entire calendar.

Forwarding this invitation could allow any recipient to modify your RSVP response. Learn More.

invite.ics

Mtg. [redacted] (b) (6)
AXA021A-RMB-ROOM-600C
20180328T140000Z
CONFIRMED

PRODID
-//Google Inc//Google Calendar 70.9054//EN

Version
2.0

CALSCALE
GREGORIAN

METHOD
REPLY

Start Date/Time
20180328T140000Z

End Date/Time
20180328T150000Z

DTSTAMP
20180315T180937Z

ORGANIZER (CN="MCLAUGHLIN, JIM E")
mai [redacted] (b)(6) (b)(7)(C) @cbp.dhs.gov

UID

040000008200E00074C5B7101A82E00800000000B0853AF55DBCD3010000000000000000000100000007D5E02BD74F18F4D9B84E9D7921CB343

Attendee **mailt** [redacted] (b) (6) **@venntel.com**
Role REQ-PARTICIPANT

CREATED
20180315T170305Z

Description

Last Modified
20180315T180937Z

Location
AXA021A-RMB-ROOM-600C

Sequence Number
0

Status
CONFIRMED

Summary
Mtg. [redacted] (b) (6)

Time Transparency
OPAQUE

X-MICROSOFT-CDO-ALLDAYEVENT
FALSE

X-MICROSOFT-CDO-APPT-SEQUENCE
0

X-MICROSOFT-CDO-BUSYSTATUS
TENTATIVE

X-MICROSOFT-CDO-IMPORTANCE
1

X-MICROSOFT-CDO-INSTTYPE
0

X-MICROSOFT-CDO-INTENDEDSTATUS
BUSY

X-MI[redacted]OWNERAPPTID
(b) (7)(E)

X-MICROSOFT-DISALLOW-COUNTER
FALSE

Subject: Mtg. [redacted] (b) (6)
Location: AXA021A-RMB-ROOM-600C

Start: Wed 3/28/2018 10:00 AM
End: Wed 3/28/2018 11:00 AM
Show Time As: Tentative

Recurrence: (none)

Meeting Status: Not yet responded

Organizer: [redacted] (b)(6) (b)(7)(C) on behalf of MCLAUGHLIN, JIM E /O DHS/OU EXCHANGE ADMINISTRATIVE GROUP

Required Attendees: [redacted] (b)(6) (b)(7)(C) CN RECIPIENTS/CN JIM.E.MCLAUGHLIN [redacted] (b) (6) @venntel.com'
Optional Attendees: [redacted] (b)(6) (b)(7)(C)

5971 Kingstowne Village Parkway, Alexandria, VA 22315

Please come to the 5th floor guards desk, sign in, give me a call o [redacted] (b)(6) (b)(7)(C) nd I will come down to get you.

There is free parking outside the building and in the garage under the building.

Re: Meeting w/XD McLaughlin

From: Google Calendar <calendar-notification@google.com> on behalf of Google Calendar on behalf [redacted]@venntel.com mike@venntel.co [redacted]@venntel.com>
Sent: Wednesday, March 28, 2018 12:55 AM
To: MCLAUGHLIN, JIM E
Subject: Accepted: Mtg. w [redacted] an [redacted] @ Wed Apr 4, 2018 1pm - 2pm (EDT) (MCLAUGHLIN, JIM E)

[redacted]@venntel.com has accepted this invitation.

Mtg. [redacted] **an** [redacted]

When Wed Apr 4, 2018 1pm 2pm Eastern Time

Where AXA021A RMB ROOM 600C (map)

Calendar MCLAUGHLIN, JIM E

Who MCLAUGHLIN, JIM E - organizer

[redacted]@venntel.com - creator
[redacted]
[redacted] optional

5971 Kingstowne Village Parkway, Alexandria, VA 22315

Please come to the 5th floor guards desk, sign in, give me a call o [redacted] and I will come down to get you.

There is free parking outside the building and in the garage under the building.

Invitation from Google Calendar

You are receiving this courtesy email at the account jim.e.mclaughlin@cbp.dhs.gov because you are an attendee of this event.

To stop receiving future updates for this event, decline this event. Alternatively you can sign up for a Google account at https://www.google.com/calendar/ and control your notification settings for your entire calendar.

Forwarding this invitation could allow any recipient to modify your RSVP response. Learn More.

invite.ics

Mtg. [redacted] (b) (6) an [redacted] (b) (6)
AXA021A-RMB-ROOM-600C
20180404T170000Z
CONFIRMED

PRODID
-//Google Inc//Google Calendar 70.9054//EN

Version
2.0

CALSCALE
GREGORIAN

METHOD
REPLY

Start Date/Time
20180404T170000Z

End Date/Time
20180404T180000Z

DTSTAMP
20180328T045432Z

ORGANIZER (CN="MCLAUGHLIN, JIM E")
mailt [redacted] (b)(6) (b)(7)(C) @cbp.dhs.gov

UID

040000008200E00074C5B7101A82E00800000000B0853AF55DBCD3010000000000000000000100000007D5E02BD74F18F4D9B84E9D7921CB343

Attendee **mailt** [redacted] (b) (6) **@venntel.com**
Role REQ-PARTICIPANT

CREATED
20180327T214510Z

Description
5971 Kingstowne Village Parkway<https://maps.google.com/?q=5971+Kingstowne+Village+Parkway&entry=gmail&source=g>, Alexandria, VA 22315n
Please come to the 5th floor guards desk, sign in, give me a call o [redacted] (b)(6) (b)(7)(C) and I will come down to get you.

There is free parking outside the building and in the garage under the building.

Last Modified
20180328T045431Z

Location
AXA021A-RMB-ROOM-600C

Sequence Number
2

Status
CONFIRMED

Summary
Mtg. [redacted] (b) (6) an [redacted] (b) (6)

Time Transparency
OPAQUE

X-MICROSOFT-CDO-ALLDAYEVENT
FALSE

X-MICROSOFT-CDO-APPT-SEQUENCE
2

X-MICROSOFT-CDO-BUSYSTATUS
TENTATIVE

X-MICROSOFT-CDO-IMPORTANCE
1

X-MICROSOFT-CDO-INSTTYPE
0

X-MICROSOFT-CDO-INTENDEDSTATUS
BUSY

X-MICROSOFT-CDO-OWNERAPPTID
[redacted] (b)(7)(E)

X-MICROSOFT-DISALLOW-COUNTER
FALSE

From: Google Calendar <calendar-no tion@google.com> on behalf of Google Calendar on behalf o (b) (6) @venntel.co (b) (6) @venntel.co (b) (6) @venntel.com>
Sent: Wednesday, March 28, 2018 8:40 AM
To: MCLAUGHLIN, JIM E
Subject: Accepted: Mtg. (b) (6) an (b) (6) @ Wed Apr 4, 2018 1pm - 2pm (EDT) (MCLAUGHLIN, JIM E)

(b) (6) @venntel.com has accepted this invitation

Mtg. (b) (6) an (b) (6)

When 4, 2018 1pm 2pm Eastern Time

Where AXA021A RMB ROOM 600C (map)

Calendar MCLAUGHLIN, JIM E

Who MCLAUGHLIN, JIM E - organizer

(b) (6) @venntel.com - creator
(b) (6) @venntel.com'
(b)(6) (b)(7)(C) - optional

5971 Kingstowne Village Parkway, Alexandria, VA 22315

Please come to the 5th floor guards desk, sign in, give me a call o (b)(6) (b) (7)(C) and I will come down to get you.

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Invitation from Google Calendar

You are receiving this courtesy email at the account jim.e.mclaughlin@cbp.dhs.gov because you are an attendee of this event.

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Forwarding this invitation could allow any recipient to modify your RSVP response. Learn More.

invite.ics

Mtg. [redacted] (b) (6) an [redacted] (b) (6)
AXA021A-RMB-ROOM-600C
20180404T170000Z
CONFIRMED

PRODID
-//Google Inc//Google Calendar 70.9054//EN

Version
2.0

CALSCALE
GREGORIAN

METHOD
REPLY

Start Date/Time
20180404T170000Z

End Date/Time
20180404T180000Z

DTSTAMP
20180328T123945Z

ORGANIZER (CN="MCLAUGHLIN, JIM E")
mailt [redacted] (b)(6) (b)(7)(C) @cbp.dhs.gov

UID

040000008200E00074C5B7101A82E00800000000B0853AF55DBCD3010000000000000000000100000007D5E02BD74F18F4D9B84E9D7921CB343

Attendee **mailt** [redacted] (b) (6) **@venntel.com**
Role REQ-PARTICIPANT

CREATED
20180327T214510Z

Description
5971 Kingstowne Village Parkway<https://maps.google.com/?q=5971+Kingstowne+Village+Parkway&entry=gmail&source=g>, Alexandria, VA 22315n
Please come to the 5th floor guards desk, sign in, give me a call o [redacted] (b)(6) (b)(7)(C) and I will come down to get you.

There is free parking outside the building and in the garage under the building.

Last Modified
20180328T123945Z

Location
AXA021A-RMB-ROOM-600C

Sequence Number
2

Status
CONFIRMED

Summary
Mtg. [redacted] an [redacted]

Time Transparency
OPAQUE

X-MICROSOFT-CDO-APPT-SEQUENCE
2

X-MICROSOFT-CDO-BUSYSTATUS
TENTATIVE

X-MICROSOFT-CDO-IMPORTANCE
1

X-MICROSOFT-CDO-INSTTYPE
0

X-MICROSOFT-CDO-INTENDEDSTATUS
BUSY

X-MICROSOFT-CDO-OWNERAPPTID
[redacted]

X-MICROSOFT-DISALLOW-COUNTER
FALSE

From: (b) (6) @venntel.com>
Sent: Wednesday, March 28, 2018 9:31 AM
To: MCLAUGHLIN, JIM E
Cc: (b) (6), (b) (7)(C)
Subject: Re: Mtg. w (b) (6)

No worries. Looking forward to meeting next week.

v (b) (6)

On Wed, Mar 28, 2018 at 9:29 AM, MCLAUGHLIN, JIM (b) (6), (b) (7)(C) @cbp.dhs.gov> wrote:
Yes, sorry to have to push. Foreign gov partner who is in town requested a second day of meetings.

James E. McLaughlin IV
Executive Director, Targeting and Analysis Systems Program Directorate
(b) (7)(C), (b) (6) @cbp.dhs.gov
(b) (7)(C), (b) (6)

From (b) (6)
Sent: Wednesday, March 28, 2018 9:08:42 AM
To: MCLAUGHLIN, JIM E
Cc (b) (6) (b) (6), (b) (7)(C)
Subject: Re: Mtg (b) (6)

Just confirming that our meeting has been pushed to April 4th.

Thanks,

(b) (6)

On Tue, Mar 27, 2018 at 5:45 PM, MCLAUGHLIN, JIM (b) (7)(C), (b) (6) @cbp.dhs.gov> wrote:

5971 Kingstowne Village Parkway, Alexandria, VA 22315

Please come to the 5th floor guards desk, sign in, give me a call o (b)(6) (b)(7)(C) and I will come down to get you.

There is free parking outside the building and in the garage under the building.

---------- Forwarded message ----------
From [redacted] (b) (6) @venntel.com>
To [redacted] (b)(6)&(b)(7)(C) [redacted]
Cc:
Bcc:
Date: Thu, 15 Mar 2018 16:34:55 +0000
Subject: Re: Meeting w/XD McLaughlin
Let's go with March 28th at 10:00

Thanks

[redacted] (b) (6) [redacted]

Venntel

[redacted] (b) (6) [redacted]

[redacted] (b) (6) [redacted] @venntel.com | venntel.com

On Thu, Mar 15, 2018 at 11:57 AM [redacted] (b)(6) (b)(7)(C) [redacted] @cbp.dhs.gov> wrote:

Chris,

Thank you for the response back.

It looks like XD McLaughlin has the following dates/times available:

Wed. 28 March from 1000-1200

Thu. 29 March from 1000-1500

Tue. 03 April from 1000-1500

Wed. 04 April from 1300-1500

Do any of these dates/times work for you?

v/r,

(b)(6) (b)(7)(C)

Staff Assistant to Exec Dir James McLaughlin

Office of Information and Technology

Targeting and Analysis Systems Program Directorate (TASPD)

5971 Kingstowne Village Parkway, 603A, Alexandria, VA 22315

((b)(6) (b)(7)(C)

(C

U.S. Customs and Border Protection

Fro (b) (6) @venntel.com]
Sent: Thursday, March 15, 2018 10:43 AM
To (b)(6) (b)(7)(C) @cbp.dhs.gov>
Subject: Re: Meeting w/XD McLaughlin

H (b)(6) (b)(7)(C)

One hour

2 Venntel employee (b) (6) me) an (b) (6) @venntel.com)

Yes we would like to project; HDMI connection

Thank you

(b) (6)

(b) (6)

Venntel

(b) (6)

(b) (6) @venntel.com | venntel.com

On Thu, Mar 15, 2018 at 9:43 AM (b)(6) (b)(7)(C) @cbp.dhs.gov> wrote:

H (b) (6)

Good morning.

I'm reaching out to you to schedule a meeting w/XD McLaughlin.

I have a couple of questions:

How much time do you require for this meeting?

How many folks will be attending?

Will you need to project anything?

v/r,

(b)(6) (b)(7)(C)

Staff Assistant to Exec Dir James McLaughlin

Office of Information and Technology

Targeting and Analysis Systems Program Directorate (TASPD)

5971 Kingstowne Village Parkway, 603A, Alexandria, VA 22315

(O (b)(6) (b)(7)(C)

(C

U.S. Customs and Border Protection

(b) (6)

Venntel, Inc.
(b) (6) venntel.com
(b) (6)

(b) (6)

Venntel, Inc.
(b) (6) @venntel.com
(b) (6)

Subject: Canceled: Mtg. [redacted] (b) (6)
Location: AXA021A-RMB-ROOM-600K

Start: Wed 4/4/2018 1:00 PM
End: Wed 4/4/2018 2:00 PM
Show Time As: Free

Recurrence: (none)

Meeting Status: Not yet responded

Organizer: [redacted] (b)(6) (b)(7)(C) on behalf of MCLAUGHLIN, JIM E /O DHS/OU EXCHANGE ADMINISTRATIVE GROUP

Required Attendees: [redacted] (b)(6) (b)(7)(C) /CN RECIPIENTS/CN JIM.E.MCLAUGHLIN [redacted] (b) (6) @venntel.com'
Optional Attendees: [redacted] (b)(6) (b)(7)(C)

Importance: High

5971 Kingstowne Village Parkway, Alexandria, VA 22315

Please come to the 5th floor guards desk, sign in, give me a call o [redacted] (b)(6) (b)(7)(C) and I will come down to get you.

There is free parking outside the building and in the garage under the building.

Re: Meeting w/XD McLaughlin

From: (b)(6) (b)(7)(C)
Sent: Friday, March 30, 2018 9:47 AM
To: MCLAUGHLIN, JIM E
Subject: RE: Mtg. (b) (6)

Jim, I'd like to pull in one of the USBP guys working on telemetry data as well unless you object.
Also wondering if someone at the NTC would be interested in this space...
(b)(6) (b)(7)(C)

From: MCLAUGHLIN, JIM E
Sent: Wednesday, March 28, 2018 9:30 AM
T (b) (6) @venntel.com>
C (b) (6) @venntel.com (b)(6) (b)(7)(C) @cbp.dhs.gov>
Subject: RE: Mtg. (b) (6)

Yes, sorry to have to push (b) (7)(E) who is in town requested a second day of meetings.

James E. McLaughlin IV
Executive Director, Targeting and Analysis Systems Program Directorate
(b) (6), (b) (7)(C) @cbp.dhs.gov
(o)571-468-2540
(m)571-344-3139

Fro (b) (6)
Sent: Wednesday, March 28, 2018 9:08:42 AM
To: MCLAUGHLIN, JIM E
Cc (b) (6) (b) (6), (b) (7)(C)
Subject: Re: Mtg. w (b) (6)

Just confirming that our meeting has been pushed to April 4th.

Thanks,

(b) (6)

On Tue, Mar 27, 2018 at 5:45 PM, MCLAUGHLIN, JIM (b) (6), (b) (7)(C) @cbp.dhs.gov> wrote:

> 5971 Kingstowne Village Parkway, Alexandria, VA 22315
>
> Please come to the 5th floor guards desk, sign in, give me a call o (b)(6) (b)(7)(C) nd I will come down to get you.

There is free parking outside the building and in the garage under the building.

-------- [redacted] age ----------
From [redacted] @venntel.com>
To: "ESTEP, TAMMY J [redacted] @cbp.dhs.gov>
Cc:
Bcc:
Date: Thu, 15 Mar 2018 16:34:55 +0000
Subject: Re: Meeting w/XD McLaughlin
Let's go with March 28th at 10:00

Thanks

[redacted]

Venntel
[redacted]
[redacted] @venntel.com | venntel.com

On Thu, Mar 15, 2018 at 11:57 A [redacted] @cbp.dhs.gov> wrote:
[redacted]

Thank you for the response back.

It looks like XD McLaughlin has the following dates/times available:

Wed. 28 March from 1000-1200

Thu. 29 March from 1000-1500

Tue. 03 April from 1000-1500

Wed. 04 April from 1300-1500

Do any of these dates/times work for you?

v/r,

(b)(6) (b)(7)(C)

Staff Assistant to Exec Dir James McLaughlin

Office of Information and Technology

Targeting and Analysis Systems Program Directorate (TASPD)

5971 Kingstowne Village Parkway, 603A, Alexandria, VA 22315

((b)(6) (b)(7)(C)

(

U.S. Customs and Border Protection

Fro (b) (6) @venntel.com]
Sent: Thursday, March 15, 2018 10:43 AM
T (b)(6) (b)(7)(C) @cbp.dhs.gov>
Subject: Re: Meeting w/XD McLaughlin

H (b)(6) (b)(7)(C)

One hour

2 Venntel employee (b) (6) an (b) (6) @venntel.com)

Yes we would like to project; HDMI connection

Thank you

[redacted] (b) (6)

[redacted] (b) (6)

Venntel

[redacted] (b) (6)

[redacted] (b) (6) @venntel.com | venntel.com

On Thu, Mar 15, 2018 at 9:43 A [redacted] (b)(6)&(b)(7)(C) > wrote:

[redacted] (b) (6)

Good morning.

I'm reaching out to you to schedule a meeting w/XD McLaughlin.

I have a couple of questions:

How much time do you require for this meeting?

How many folks will be attending?

Will you need to project anything?

v/r,

(b)(6) (b)(7)(C)

Staff Assistant to Exec Dir James McLaughlin

Office of Information and Technology

Targeting and Analysis Systems Program Directorate (TASPD)

5971 Kingstowne Village Parkway, 603A, Alexandria, VA 22315

((b)(6) (b)(7)(C)

(

U.S. Customs and Border Protection

(b) (6)

Venntel, Inc.

(b) (6) @venntel.com

(b) (6)

From: [redacted] (b)(6) (b)(7)(C)
Sent: Monday, April 2, 2018 8:11 AM
To: MCLAUGHLIN, JIM E [redacted] (b) (6), (b) (7)(C) J.; [redacted] (b) (6) @venntel.com'
Cc: [redacted] (b) (6), (b) (7)(C)
Subject: RE: Mtg. w [redacted] (b) (6)

[redacted] (b) (6), (b) (7)(C)

I will be at the meeting. Which would work better for you all to meet, before or afterwards? My schedule is pretty open on Wednesday.

Thanks,

[redacted] (b)(6) (b)(7)(C)
[redacted] (b) (7)(E)
[redacted]
Offic [redacted] (b)(6) (b)(7)(C)
Mobi

-----Original Appointment-----
From: MCLAUGHLIN, JIM E
Sent: Monday, April 2, 2018 8:03 AM
To: MCLAUGHLIN, JIM E [redacted] (b) (6), (b) (7)(C) [redacted] (b) (6), (b) (7)(C) @venntel.com'
C [redacted] (b)(6) (b)(7)(C)
Subject: FW: Mtg. [redacted] (b) (6)
When: Wednesday, April 4, 2018 1:00 PM-2:00 PM (UTC-05:00) Eastern Time (US & Canada).
Where: AXA021A-RMB-ROOM-600K

[redacted] (b)(6) (b)(7)(C)

This is the vendor meeting I'd mentioned I believe Venntel works with data similar t [redacted] (b)(7)(E) Per our conversation, I spoke w/my boss and he'd welcome your team's insight [redacted] (b)(6) (b)(7) could join us in Kingstowne.

[redacted] (b)(6) (b)(7)(C) would be great if you could join us we're in a commercial office building behind the Safeway. If you can spare some additional time before or after the meeting, we'd like to show you some of the stuff we're working on.

v/r,
[redacted] (b)(6) (b)(7)(C)

-----Original Appointment-----
Fro [redacted] (b)(6) (b)(7)(C) **On Behalf Of** MCLAUGHLIN, JIM E
Sent: Thursday, March 15, 2018 4:06 PM
To: MCLAUGHLIN, JIM E [redacted] (b) (6) venntel.com'
Cc [redacted] (b)(6) (b)(7)(C)

Subject: Mtg. w [redacted] (b) (6)
When: Wednesday, April 04, 2018 1:00 PM-2:00 PM (UTC-05:00) Eastern Time (US & Canada).
Where: AXA021A-RMB-ROOM-600K

5971 Kingstowne Village Parkway, Alexandria, VA 22315

Please come to the 5th floor guards desk, sign in, give me a call o [redacted] (b)(6) (b)(7)(C) and I will come down to get you.

There is free parking outside the building and in the garage under the building.

From: (b) (6) @venntel.com>
Sent: Thursday, April 5, 2018 10:10 AM
To: (b) (7)(C), (b) (6)
Cc: MCLAUGHLIN, JIM E (b) (6), (b) (7)(C) J. (b) (6) @venntel.com (b)(6) (b)(7)(C)
Subject: Re: Mtg. (b) (6)

Thank you all for meeting wit (b) (6) and I yesterday afternoon. Please let us know if there are any immediate questions we can answer.

I'm available on my mobile a (b) (6).

Regards,

(b) (6)

Venntel

(b) (6)

(b) (6) @venntel.com | venntel.com

On Mon, Apr 2, 2018 at 8:10 AM (b)(6)&(b)(7)(C) wrote:

(b)(6) (b)(7)(C)

I will be at the meeting. Which would work better for you all to meet, before or afterwards? My schedule is pretty open on Wednesday.

Thanks,

(b)(6) (b)(7)(C)

(b) (7)(E)

Office (b)(6) (b)(7)(C)

Mobil

From: [redacted] (b) (6) @venntel.com>
Sent: Monday, April 9, 2018 3:48 PM
To: [redacted] (b)(6) (b)(7)(C)
Subject: Thanks

[redacted] (b)(6) (b)(7)(C)

Great meeting you last week. Thanks again for your comments and suggestion. I wanted to see if it makes sense to get back together for coffee and see how we could help you in your mission and possibly set up a use case. We can also discuss getting a couple of portal licenses for evaluation.

Feel free to reach out to me if you have any questions.

v [redacted] (b) (6)

[redacted] (b) (6)

Venntel, Inc.
[redacted] (b) (6) @venntel.com
[redacted] (b) (6)

From: (b)(6) (b)(7)(C)
Sent: Wednesday, April 11, 2018 10:30 AM
To: (b) (6)
Subject: RE: Thanks

Sounds great!

See you at la Madeline at 0830 on Monday.

v/r,
- Jon
(b)(6) (b)(7)(C)
m)

From (b) (6) @venntel.com>
Sent: Wednesday, April 11, 2018 10:07 AM
To (b)(6) (b)(7)(C) @cbp.dhs.gov>
Subject: Re: Thanks

Perfect. 8:30 work for you?

(b) (6)

On Wed, Apr 11, 2018 at 9:25 AM (b)(6) (b)(7)(C) @cbp.dhs.gov> wrote:

(b) (6)

I've got an open block from 0800 1000 Monday.

Would the la Madeline just down the street from our office (5876 Kingstowne Center Suite 100, Alexandria, VA) OK?

Thanks,

(b)(6) (b)(7)(C)

Fro (b) (6) @venntel.com>
Sent: Tuesday, April 10, 2018 9:24 PM
T (b)(6) (b)(7)(C) @cbp.dhs.gov>
Subject: Re: Thanks

He (b)(6) (b)(7)(C)

Coffee next Monday would work for me. Where and what time would be best for you?

(b) (6)

On Tue, Apr 10, 2018 at 9:17 PM, DOSTAL, JO (b) (6), (b) (7)(C) @cbp.dhs.gov> wrote:

Thank (b) (6)

We appreciated your insight and the portal demo. I would be interested in additional discussion of a use case and was wondering if next Monday might work for a call or coffee.

Our next step will be reaching out t (b)(6) (b)(7)(C) throug (b) (7)(E) to see if we can start with a few of their portal licenses. May take you up on evaluation options if they don't have any to spare.

v/r,
(b)(6) (b)(7)(C)

From (b) (6)
Sent: Monday, April 09, 2018 8:47:52 PM
To (b)(6) (b)(7)(C)
Subject: Thanks

(b)(6) (b)(7)(C)

Great meeting you last week. Thanks again for your comments and suggestion. I wanted to see if it makes sense to get back together for coffee and see how we could help you in your mission and possibly set up a use case. We can also discuss getting a couple of portal licenses for evaluation.

Feel free to reach out to me if you have any questions.

(b) (6)

--

(b) (6)

Venntel, Inc.

(b) (6)

@venntel.com

(b) (6)

(b) (6)

Venntel, Inc.

(b) (6)

@venntel.com

(b) (6)

(b) (6)

nntel, Inc.

(b) (6)

@venntel.com

(b) (6)

From: (b) (6) @venntel.com>
Sent: Monday, April 16, 2018 11:09 AM
To: (b)(6) (b)(7)(C)
Subject: S&T

(b)(6) (b)(7)(C)

Is it possible to send t (b) (6) (or me) your email that you sent t (b)(6) (b)(7)(C) , (b) (6) is happy to facilitate, but would be better (b) (6) o have your email in order to bring it up t (b)(6) (b)(7)(C)

Let me know if you have any questions.

(b) (6)

(b) (6)

Venntel, Inc.
(b) (6) @venntel.com
(b) (6)

From: (b)(6) (b)(7)(C)
Sent: 8:33 AM
To: (b)(6) (b)(7)(C)
Subject: FW: New Portal Functionality Available this Week

(b)(6) (b)(7)(C)

As you talk t (b)(6) (b)(7)(C) about the Venntel data vs the Portal, below are the latest portal enhancements, to some degree initiated due to our engagement.

Cheers
(b)(6) (b)(7)(C)

Fro (b)(6) (b)(7)(C) @mitre.org]
Sent: Thursday, April 19, 2018 8:24 AM
T (b)(6) (b)(7)(C) @hq.dhs.gov (b)(6) (b)(7)(C) @HQ.DHS.GOV (b)(6) (b)(7)(C) (b)(6) (b)(7)(C) @hq.dhs.gov (b)(6) (b)(7)(C) @mitre.org (b)(6) (b)(7)(C) (b)(6) (b)(7)(C) @HQ.DHS.GOV (b)(6) (b)(7)(C) @mitre.org>
Subject: FW: New Portal Functionalit (b) (7)(E)

(b)(6) (b)(7)(C) et al,

FYSA. New Venntel Portal enhancements.

(b)(6) (b)(7)(C)

(b)(6) (b)(7)(C)

Fro (b) (6) @venntel.com>
Date: Wednesday, April 18, 2018 at 2:53 PM
T (b)(6) (b)(7)(C) @mitre.org> (b)(6) (b)(7)(C) @mitre.org (b)(6) (b)(7)(C) (b)(6) (b)(7)(C) @mitre.org> (b)(6) (b)(7)(C) ssociates.hq.dhs.go (b)(6) (b)(7)(C) associates.hq.dhs.gov>, (b)(6) (b)(7)(C) @mitre.org>
Subject: New Portal Functionalit (b) (7)(E)

Hello,

This is a brief announcement to highlight some fixes and features that will be deployed to the Porta (b) (7)(E).

(b) (4), (b) (7)(E)

(b) (4)

Thank you for taking the time to review this information. As always, please feel free to contact me with any questions or concerns.

I will be out of the office attending the GEOINT Conference next week. In the event that you need something please contact my cell phon (b) (6)

All the Best,

(b) (6)

(b) (4)

(b) (4)

From: (b)(6) (b)(7)(C)
Sent: Thursday, April 19, 2018 12:00 PM
To: (b) (6)
Subject: RE: Thanks

(b) (6)

We're approachin (b) (6), (b) (7)(C) through our APEX Border Sit. Awareness contact I don't have an e-mail but did give our contact a poke on Tuesday.

v/r,
(b)(6) (b)(7)(C)

Fro (b) (6) @venntel.com>
Sent: Monday, April 16, 2018 12:20 PM
T (b)(6) (b)(7)(C) @cbp.dhs.gov>
Subject: Thanks

(b)(6) (b)(7)(C)

Thanks again for meeting with me. I appreciate your thoughts and insights. Please let me know what I can do to move the opportunity forward.

(b) (6)

BTW (b)(6) (b)(7)(C) was the person that I was trying to think of.

(b) (6)

ntel, Inc.
(b) (6) @venntel.com
(b) (6)

From: (b) (6) @venntel.com>
Sent: Thursday, April 19, 2018 2:30 PM
To: (b)(6) (b)(7)(C)
Subject: Re: Thanks

He (b)(6) (b)(7)(C)

Thanks for reaching back out t (b)(6) (b)(7)(C) (b) (6) (b) (6)

We are working on getting you and th (b) teams together to discuss their use-cases. What does late April, early May look like for you?

Stay tuned.

(b) (6)

On Thu, Apr 19, 2018 at 12:01 P (b)(6)&(b)(7)(C) > wrote:

(b) (6) forgo (b)(6) (b)(7) (C) s one of my peers here (Analytics)!

(b)(6) (b)(7)(C)

From (b) (6) @venntel.com>
Sent: Monday, April 16, 2018 12:20 PM
T (b)(6)&(b)(7)(C)
Subject: Thanks

(b)(6) (b)(7)(C)

Thanks again for meeting with me. I appreciate your thoughts and insights. Please let me know what I can do to move the opportunity forward.

v (b) (6)

BT (b)(6) (b)(7)(C) was the person that I was trying to think of.

--

(b) (6)

Venntel, Inc.

(b) (6) e@venntel.com

(b) (6)

(b) (6)

Venntel, Inc.

(b) (6) @venntel.com

(b) (6)

From: (b) (6) @venntel.com>
Sent: Wednesday, May 9, 2018 10:09 AM
To: (b)(6) (b)(7)(C)
Subject: Following Up

(b)(6) (b)(7)(C)

I hope this email finds you well. I wanted to see what we need to do to get your team set up with a no-cost trial evaluation.

Happy to meet and discuss.

(b) (6)

(b) (6)

Venntel, Inc.
(b) (6) @venntel.com
(b) (6)

From: (b)(6) (b)(7)(C)
Sent: Thursday, June 28, 2018 6:14 PM
To: (b)(6) (b)(7)(C)
Subject: Vendor integration with MSAB - FW: Checking In

(b)(6) (b)(7)(C)

(b) (6) s the Venntel rep Jim mentioned this afternoon when I have a chance to reach out to hi (b) (5), (b) (7)(E) (b) (5), (b) (7)(E)
(b)(7)(E)
(b) (5), (b) (7)(E) (b)(7)(E) (b) (5), (b) (7)(E)

Would also like to offer to join you in the discussion if you'd lik (b)(7)(E) (b)(7)(E). the only downside I see is that you might get added to a rolodex and have to field unwanted solicitations... and the time you'd have to commit to the conversation.

v/r,
(b)(6) (b)(7)(C)

From (b) (6) @venntel.com>
Sent: Thursday, June 28, 2018 11:02 AM
To (b)(6) (b)(7)(C) @cbp.dhs.gov>
Subject: Checking In

(b)(6) (b)(7)(C)

Wanted to check in with you to see if there is anything that you might need from us. If I remember correctly, you were interested in trial licenses. I also understand that you had reached out t (b)(6) (b)(7)(C) over at (b) (7)(E).

Is there anything additional that you need from us?

Would love to catch up for coffee if you had time.

Let me know.

(b) (6)

(b) (6)

nntel, Inc.
(b) (6) @venntel.com
(b) (6)

Call (b)(6) (b)(7)(C) [redacted]
Call
20180703T150000Z
CONFIRMED

PRODID
-//Google Inc//Google Calendar 70.9054//EN

Version
2.0

CALSCALE
GREGORIAN

METHOD
REQUEST

Start Date/Time
20180703T150000Z

End Date/Time
20180703T153000Z

DTSTAMP
20180702T012440Z

ORGANIZER (C [redacted] (b) (6) @venntel.com)
mai [redacted] (b) (6) @venntel.com

UID
4l7d21gve5f32t17rm27hkb8ph@google.com

Attendee **mailt** [redacted] (b) (6) **@venntel.com**
Role REQ-PARTICIPANT
RSVP TRUE

Attendee **mailt** [redacted] (b)(6) (b)(7)(C) **@cbp.dhs.gov**
Role REQ-PARTICIPANT
RSVP TRUE

CREATED
20180629T215732Z

De [redacted] (b) (6) n o ca [redacted] (b)(6) (b)(7)(C)

-::~:~::~::~:~::-
Please do not edit this section of the description.

View your event at
[redacted] (b) (7)(E)

-::~:~::~::~:~::-

Last Modified
20180702T012439Z

Location
Call

Sequence Number
1

Status
CONFIRMED

Summary
Call [redacted]

Time Transparency
OPAQUE

From: (b)(6) (b)(7)(C)
Sent: Tuesday, July 3, 2018 8:03 AM
To: (b) (6)
Subject: RE: 1030 or 1130? - RE: 1100? - RE: Checking In

Thank (b) (6)

Appreciate your flexibility.

v/r,
(b)(6) (b)(7)(C)

Fro (b) (6) @venntel.com>
Sent: Tuesday, July 03, 2018 8:03 AM
T (b)(6) (b)(7)(C) @cbp.dhs.gov>
Subject: Re: 1030 or 1130? - RE: 1100? - RE: Checking In

Sure. Let's do 11:30.

Sent from my iPhone

On Jul 3, 2018, at 7:51 AM (b)(6) (b)(7)(C) @cbp.dhs.gov> wrote:

(b) (6)

> My boss sent a meeting invite to me for 1100-1130 this morning. Would it be possible to shift our call to either 1030 or 1130?
>
> Respectfully,
> (b)(6) (b)(7)(C)
>
> **Fro** (b) (6) @venntel.com>
> **Sent:** Friday, June 29, 2018 12:43 PM
> **T** (b)(6) (b)(7)(C) @cbp.dhs.gov>
> **Subject:** Re: 1100? - RE: Checking In
>
> Yes, that works for me.
>
> Catch up Tuesday
>
> On Fri, Jun 29, 2018 at 12:35 P (b)(6) (b)(7)(C) @cbp.dhs.gov> wrote:
>
> > Would 1100 work?

v/r,

(b)(6) (b)(7)(C)

Fro (b) (6) @venntel.com>
Sent: Friday, June 29, 2018 11:57 AM
T (b)(6) (b)(7)(C) @cbp.dhs.gov>
Subject: Re: Checking In

He (b)(6) (b)(7) (C) Thanks for the update. Tuesday works for me. What time?

(b) (6)

On Fri, Jun 29, 2018 at 11:55 A (b)(6) (b)(7)(C) @cbp.dhs.gov> wrote:

(b) (6)

Thanks for the note. We have reached out t (b)(6) (b)(7)(C) and our users have been exploring your tools with them and they've been gaining an appreciation for what your tools can add to our mission.

Are you around next week? Maybe we could touch base with a call next Tuesday or Thursday?

v/r,

(b)(6) (b)(7)(C)

Fro (b) (6) @venntel.com>
Sent: Thursday, June 28, 2018 11:02 AM
T (b)(6) (b)(7)(C) @cbp.dhs.gov>
Subject: Checking In

(b)(6) (b)(7)(C)

Wanted to check in with you to see if there is anything that you might need from us. If I remember correctly, you were interested in trial licenses. I also understand that you had reached out t (b) (6), (b) (7)(C) over a (b) (7)(E).

Is there anything additional that you need from us?

Would love to catch up for coffee if you had time.

Let me know.

(b) (6)

--

(b) (6)

Venntel, Inc.

(b) (6) @venntel.com
(b) (6)

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(b) (6)

Venntel, Inc.

(b) (6) @venntel.com

(b) (6)

(b) (6)

Venntel, Inc.

(b) (6) @venntel.com

(b) (6)

From: (b) (6) @venntel.com>
Sent: Tuesday, July 3, 2018 11:31 AM
To: (b)(6) (b)(7)(C)
Subject: Re: 1030 or 1130? - RE: 1100? - RE: Checking In

He (b)(6) (b)(7)(C) Just call me when you are fre (b) (6)
(b) (6)

Sent from my iPhone

On Jul 3, 2018, at 7:51 AM (b)(6) (b)(7)(C) @cbp.dhs.gov> wrote:

(b) (6)

My boss sent a meeting invite to me for 1100-1130 this morning. Would it be possible to shift our call to either 1030 or 1130?

Respectfully,
(b)(6) (b)(7)(C)

Fro (b) (6) @venntel.com>
Sent: Friday, June 29, 2018 12:43 PM
T (b)(6) (b)(7)(C) @cbp.dhs.gov>
Subject: Re: 1100? - RE: Checking In

Yes, that works for me.

Catch up Tuesday

On Fri, Jun 29, 2018 at 12:35 P (b)(6) (b)(7)(C) @cbp.dhs.gov> wrote:

Would 1100 work?

v/r,
(b)(6) (b)(7)(C)

Fro (b) (6) @venntel.com>
Sent: Friday, June 29, 2018 11:57 AM

T (b)(6) (b)(7)(C) @cbp.dhs.gov>
Subject: Re: Checking In

He (b)(6) (b)(7)(C) Thanks for the update. Tuesday works for me. What time?

(b) (6)

On Fri, Jun 29, 2018 at 11:55 A (b)(6) (b)(7)(C) @cbp.dhs.gov> wrote:

(b) (6)

Thanks for the note. We have reached out t (b)(6) (b)(7)(C) and our users have been exploring your tools with them and they've been gaining an appreciation for what your tools can add to our mission.

Are you around next week? Maybe we could touch base with a call next Tuesday or Thursday?

v/r,

(b)(6) (b)(7)(C)

Fro (b) (6) @venntel.com>
Sent: Thursday, June 28, 2018 11:02 AM
To (b)(6) (b)(7)(C) @cbp.dhs.gov>
Subject: Checking In

(b)(6) (b)(7)(C)

Wanted to check in with you to see if there is anything that you might need from us. If I remember correctly, you were interested in trial licenses. I also understand that you had reached out t (b) (6), (b) (7)(C) over a (b) (7)(E)

Is there anything additional that you need from us?

Would love to catch up for coffee if you had time.

Let me know.

(b) (6)

--

(b) (6)

Venntel, Inc.

(b) (6) @venntel.com

(b) (6)

--

(b) (6)

Venntel, Inc.

(b) (6) @venntel.com

(b) (6)

(b) (6)

nntel, Inc.

(b) (6) @venntel.com

(b) (6)

From: (b) (6) @venntel.com>
Sent: Monday, July 16, 2018 8:36 AM
To: (b)(6) (b)(7)(C)
Subject: Re: Next week

Sure 2pm works for me. I'll call your desk if that works.

(b) (6)

Sent from my iPhone

On Jul 16, 2018, at 8:25 AM (b)(6) (b)(7)(C) @cbp.dhs.gov> wrote:

(b) (6)

This week will be tough, but I could do a call this afternoon or Thursday morning.
Would you be available this afternoon ~2pm?

v/r,
(b)(6) (b)(7)(C)

Fro (b) (6) @venntel.com>
Sent: Friday, July 13, 2018 10:19 AM
T (b)(6) (b)(7)(C) @cbp.dhs.gov>
Subject: Next week

(b)(6) (b)(7)(C)

Have time for coffee or lunch next week?

(b) (6)

(b) (6)

Venntel, Inc.
(b) (6) @venntel.com
(b) (6)

From: (b) (6) @venntel.com>
Sent: Thursday, August 23, 2018 12:25 PM
To: (b)(6) (b)(7)(C)
Subject: Checking in

(b)(6) (b)(7)(C)

Do you have time for a quick call today or tomorrow? Wanted to get some sense of where your group is relative to the potential NTC buy.

Let me know a good number and time to connect.

Thanks,

(b) (6)

(b) (6)

Venntel, Inc.
(b) (6) @venntel.com
(b) (6)

From: (b)(6) (b)(7)(C)
Sent: Wednesday, October 3, 2018 4:29 PM
To: (b)(6) (b)(7)(C)
Cc:
Subject: RE: Venntel Licenses

Thanks for looking out for u (b) (6), (b) (7)(C)

(b) (6), (b) (7)(C) done a great job of balancing access to capabilities with other tools in the past and I'll appreciate his help managing these.

v/r,
(b)(6) (b)(7)(C)

Fro (b)(6) (b)(7)(C)
Sent: Wednesday, October 03, 2018 3:58 PM
To (b) (6), (b) (7)(C) @cbp.dhs.gov>
Cc (b) (6), (b) (7)(C) @CBP.DHS.GOV> (b) (6), (b) (7)(C) @cbp.dhs.gov>
Subject: RE: Venntel Licenses

Yes, understood.

For ease, management, interaction with the vendor, PW resets, etc…just let me know if you want me involved with the oth (b) (7) or if you all want to handle.

(b) (7)(C), (b) (6)
Senior Advisor
NTC-CN (b) (7)(E)
U.S. Customs & Border Protection
(b)(6) (b)(7)(C)

Fro (b)(6) (b)(7)(C)
Sent: Wednesday, October 3, 2018 3:56 PM
To (b) (6), (b) (7)(C) @cbp.dhs.gov>
Cc (b) (6), (b) (7)(C) @CBP.DHS.GOV> (b) (6), (b) (7)(C) @cbp.dhs.gov>
Subject: FW: Venntel Licenses

(b)(6) (b)(7)(C)

Please note when you work out which users will be utilizing this tool, that you hav (b) (7)(E) The other four that were purchased belong t (b) (6), (b) (7)(C) group.

Thank you
(b)(6) (b)(7)(C)
DHS/CBP/OIT/TASPD
12825 Worldgate Dr (b) (7)(C), (b) (6)

Herndon, VA 20170
(b)(6) (b)(7)(C)

Fro (b) (6) @venntel.com>
Sent: Wednesday, October 3, 2018 3:25 PM
T (b)(6) (b)(7)(C) @cbp.dhs.gov>
C (b) (6) @venntel.com (b) (6), (b) (7)(C) @cbp.dhs.gov (b) (7)(C), (b) (6)
(b) (6), (b) (7)(C) @CBP.DHS.GOV> (b) (6), (b) (7)(C) @cbp.dhs.gov>
Subject: Re: Venntel Licenses

Good Afternoo (b)(6) (b)(7)(C)

Thank you for contacting me. I am looking forward to working with you in transitioning your users from their trial portal instance to the NTC Portal.

Shortly, I will send you a list of all the users who have been engaged in the trial so that you can let me know which will be moving forward, (or if there will be different users engaging in NTC's portal.)

I am available all day tomorrow, I will be on customer site Friday but will have opportunities to make brief calls throughout the day on Friday.

Let me know what day and time work the best for you and I will get a call scheduled.

Best,

(b) (6)

On Wed, Oct 3, 2018 at 11:27 AM (b)(6) (b)(7)(C) (b)(6) (b)(7)(C) @cbp.dhs.gov> wrote:

(b) (6)

Good Morning. I wanted to reach out and work with you on getting the requisite license information for our CBP Venntel Licenses.

I will be your POC for account management, training, requirements, etc.

Please let me know when you are available for a quick chat.

Thanks

(b)(6) (b)(7)(C)

(b) (7)(C), (b) (6)

Senior Advisor

NTC-CN (b) (7)(E)

U.S. Customs & Border Protection

(b)(6) (b)(7)(C)

(b) (6)

Director of Customer Success

(b) (6)

(b) (6)@venntel.com

From: (b) (6) @venntel.com>
Sent: Wednesday, October 3, 2018 4:58 PM
To: (b) (6), (b) (7)(C)
Cc: (b) (6)@venntel.com (b) (6), (b) (7)(C)
Subject: Re: Venntel Licenses

Hi there,

Thanks for the heads up regarding new users. Let's plan on 10:00 AM EST for our call - I will call you then. (b)(6) (b)(7)(C) the best number to reach you at?

Thanks!

(b) (6)

On Wed, Oct 3, 2018 at 4:45 P (b)(6) (b)(7)(C) @cbp.dhs.gov> wrote:

(b) (6)

I'm wide open tomorrow so just let me know what time is best.

As far as users, we will have a mix of old and new.

(b)(6) (b)(7)(C)

(b) (7)(C), (b) (6)

Senior Advisor

NTC-CN (b) (7)(E)

U.S. Customs & Border Protection
(b)(6) (b)(7)(C)

Fro (b) (6) @venntel.com]
Sent: Wednesday, October 3, 2018 3:25 PM
T (b)(6) (b)(7)(C) @cbp.dhs.gov>
Cc (b) (6) @venntel.com (b) (6), (b) (7)(C) @cbp.dhs.gov> (b) (6), (b) (7)(C)
(b) (6), (b) (7)(C) @CBP.DHS.GOV> (b) (6), (b) (7)(C) @cbp.dhs.gov>
Subject: Re: Venntel Licenses

Good Afternoo (b)(6) (b)(7)(C)

Thank you for contacting me. I am looking forward to working with you in transitioning your users from their trial portal instance to the NTC Portal.

Shortly, I will send you a list of all the users who have been engaged in the trial so that you can let me know which will be moving forward, (or if there will be different users engaging in NTC's portal.)

I am available all day tomorrow, I will be on customer site Friday but will have opportunities to make brief calls throughout the day on Friday.

Let me know what day and time work the best for you and I will get a call scheduled.

Best,

(b) (6)

On Wed, Oct 3, 2018 at 11:27 AM (b)(6) (b)(7)(C) (b)(6) (b)(7)(C) @cbp.dhs.gov> wrote:

(b) (6)

Good Morning. I wanted to reach out and work with you on getting the requisite license information for our CBP Venntel Licenses.

I will be your POC for account management, training, requirements, etc.

Please let me know when you are available for a quick chat.

Thanks

(b)(6) (b)(7)(C)

(b)(6) (b)(7)(C)

Senior Advisor

NTC-CN (b) (7)(E)

U.S. Customs & Border Protection

(b)(6) (b)(7)(C)

--

(b) (6)

Director of Customer Success

(b) (6)

(b) (6)@venntel.com

(b) (6)

Director of Customer Success

(b) (6)

(b) (6) @venntel.com

From: (b)(6) (b)(7)(C)
Sent: Friday, October 19, 2018 9:42 AM
To: (b) (6)
Cc: (b) (6) @venntel.co (b)(6) (b)(7)(C)
Subject: FW: Venntel timing out

(b) (6)

FYSA. I know we had discussed this issue a few weeks back and you all were working on it.

Any status update on when this may be resolved?

Thank You

(b) (7)(C), (b) (6)

Senior Advisor
NTC-CN (b) (7)(E)
U.S. Customs & Border Protection
(b)(6) (b)(7)(C) (C)

Fro (b)(6) (b)(7)(C)
Sent: Friday, October 19, 2018 9:36 AM
To (b) (6), (b) (7)(C) @cbp.dhs.gov>
Subject: Venntel timing out

(b)(6) (b)(7)(C)

Just ran a query wit (b)(6) (b)(7)(C) whe (b) (7)(E)
(b) (7)(E)

Thanks

(b) (6), (b) (7)(C)
(b) (7)(E) Analyst (CTR)
U.S. Customs and Border Protection
National Targeting Center
Counter Network Division
(b) (7)(E)
(Des (b)(6) (b)(7)(C)

From: (b) (6) @venntel.com>
Sent: Tuesday, January 22, 2019 3:35 PM
To: (b)(6) (b)(7)(C)
Subject: Connect

He (b)(6) (b)(7)(C)

Wanted to reach back out to you to see how you all were doing and to see about setting up meeting to discuss recent updates to the Venntel platform and future plans for 2019. Let me know if you have time this week or early next week (I'm on travel Wed-Fri).

Looking forward to catching up.

v/r

(b) (6)

(b) (6)

Venntel, Inc.
(b) (6) @venntel.com
(b) (6)

Full Name: (b) (6)

E-mail: (b) (6) @venntel.com
E-mail Display As: (b) (6)

From: (b) (6) @venntel.com>
Sent: Wednesday, June 12, 2019 4:28 PM
To: (b)(6) (b)(7)(C)
Cc:
Subject: Quote for Special Data Projects
Attachments: Venntel Quote - DHS CBP Special Projects 061319.pdf

(b)(6) (b)(7)(C)

Venntel is pleased to provide a quote for up t (b) (7)(E) as requested b (b) (7)(C), (b) (6)
(b)(6) (b)(7)(C)

Please let me know if you have any questions.

Best regards,

(b) (6)

Venntel, Inc.
(b) (6) @venntel.com
(b) (6)

From: (b) (6) [redacted] @venntel.com>
Sent: Thursday, June 13, 2019 9:10 AM
To: [redacted] (b)(6) (b)(7)(C)
Subject: Re: Coffee

[redacted] (b)(6) (b)(7)(C)

That works for me. Where would you like to meet?

[redacted] (b) (6)

On Thu, Jun 13, 2019 at 7:44 A [redacted] (b)(6) (b)(7)(C) @cbp.dhs.gov> wrote:

[redacted] (b) (6)

I'll be out in Reston next Thursday afternoon for a series of meetings, so it would be easy for me to meet in the Reston/Herndon area ~1100 if that's convenient for you.

Otherwise, Monday or Tuesday morning (sometime between 0800 and 1000) around Kingstowne would work as well.

v/r,

[redacted] (b)(6) (b)(7)(C)

Fro [redacted] (b) (6) @venntel.com>
Sent: Wednesday, June 12, 2019 11:28 AM
T [redacted] (b)(6) (b)(7)(C) @cbp.dhs.gov>
Subject: Coffee

[redacted] (b)(6) (b)(7)(C)

Wanted to see if you have time next week to get together (maybe for coffee?). I wanted to give you an update on our activities and a few other items to include a briefing being set up at DHS at the end of the month (June 28th) sponsored b [redacted] (b) (7)(E) as well as a requirement coming from CBP/NTC.

Happy to come back to your area if that works for you. Let me know what day/times are best for you and I'll adjust my schedule accordingly.

Best,

(b) (6)

Venntel, Inc.
(b) (6) @venntel.com
(b) (6)

(b) (6)

Venntel, Inc.
(b) (6) @venntel.com
(b) (6)

Sent: Wednesday, June 19, 2019 1:06 PM
To: (b) (6)
Subject: RE: Tomorrow

Thanks for the not (b) (6)

I'm still good for 1100

Fro (b) (6) @venntel.com>
Sent: Wednesday, June 19, 2019 1:00 PM
T (b)(6) (b)(7)(C) @cbp.dhs.gov>
Subject: Tomorrow

H (b)(6) (b)(7)(C)

Where and what time would you like to meet?

(b) (6)

--
(b) (6)

Venntel, Inc.
(b) (6) @venntel.com
(b) (6)

Subject: Venntel discussion

Start: Thu 6/20/2019 11:30 AM
End: Thu 6/20/2019 12:30 PM

Recurrence: (none)

Organizer: [redacted] (b)(6) (b)(7)(C)

Subject: Invitatio (b)(6) (b)(7)(C) acksons RTC @ Thu Jun 20, 2019 11:15am - 12:30pm (EDT)
(b)(6) (b)(7)(C) @cbp.dhs.gov)

Location: Jacksons Reston Town Center

Start: Thu 6/20/2019 11:15 AM
End: Thu 6/20/2019 12:30 PM
Show Time As: Tentative

Recurrence: (none)

Meeting Status: Not yet responded

Organizer: (b) (6) @venntel.com

Subject: Invitatio (b)(6) (b)(7)(C) Jacksons RTC @ Thu Jun 20, 2019 11:15am - 12:30pm (EDT) (b)(6) (b)(7)(C) @cbp.dhs.gov)

Location: Jacksons Reston Town Center

Start: Thu 6/20/2019 11:15 AM
End: Thu 6/20/2019 12:30 PM

Recurrence: (none)

Meeting Status: Accepted

Organizer: (b) (6) @venntel.com

You have been invited to the following event.

more details »

(b)(6) (b)(7)(C) **Jacksons RTC**

When
Thu Jun 20, 2019 11:15am 12:30pm Eastern Time - New York
Where
Jacksons Reston Town Center (map)
Calendar
(b)(6) (b)(7)(C) cbp.dhs.gov

- (b) (6) @venntel.com - organizer
- (b)(6) (b)(7)(C) @cbp.dhs.gov

Goin (b)(6) (b)(7)(C) @cbp.dhs.gov)?
Yes
Maybe -
No more options »

Invitation from Google Calendar

You are receiving this courtesy email at the accou (b) (6), (b) (7)(C) @cbp.dhs.gov because you are an attendee of this event.

To stop receiving future updates for this event, decline this event. Alternatively you can sign up for a Google account at https://www.google.com/calendar/ and control your notification settings for your entire calendar.

Forwarding this invitation could allow any recipient to send a response to the organizer and be added to the guest list, or invite others regardless of their own invitation status, or to modify your RSVP. Learn More.

invite.ics

Sent: 5:19 PM
To: (b) (6)
Subject: RE: Follow up

Than (b) (6)

I think it did. I was most interested in making sure we put it in front of our legal and privacy offices and gave them an

(b) (5)

Fro (b) (6) @venntel.com>
Sent: Friday, July 12, 2019 10:06 AM
T (b)(6) (b)(7)(C) @cbp.dhs.gov>
Subject: Follow up

(b)(6) (b)(7)(C)

Wanted to get your perspective on the briefing. Do you think it accomplished what you wanted?

(b) (6)

(b) (6)

Venntel, Inc.
(b) (6) @venntel.com
(b) (6)

From: (b)(6) (b)(7)(C)
Sent: Friday, July 26, 2019 7:38 AM
To: (b) (6)
Subject: RE: Follow up

Than (b) (6)

I think it did. I was most interested in making sure we put it in front of our legal and privacy offices and gave them an opportunity to ask questions.

v/r,
(b)(6) (b)(7)(C)

Fro (b) (6) @venntel.com>
Sent: Friday, July 12, 2019 10:06 AM
T (b)(6) (b)(7)(C) @cbp.dhs.gov>
Subject: Follow up

(b)(6) (b)(7)(C)

Wanted to get your perspective on the briefing. Do you think it accomplished what you wanted?

(b) (6)

(b) (6)

Venntel, Inc.
(b) (6) @venntel.com
(b) (6)

From: (b) (6) @venntel.com>
Sent: Friday, August 16, 2019 11:56 AM
To: (b)(6) (b)(7)(C)
Subject: Re: Ad-hoc queries

He (b)(6) (b)(7)(C)

Thanks for the heads up. Keep me posted and let me know if I can help.

v/r
(b) (6)

On Fri, Aug 16, 2019 at 11:41 A (b)(6) (b)(7)(C) @cbp.dhs.gov> wrote:

(b) (6)

We're still struggling with some of the privacy paperwork before we can execute this year's renewal.

I'd prefer to hold off on any larger requests until we've closed on this renewal and have ensured privacy has bought into what we're doing.

v/r,

(b)(6) (b)(7)(C)

From (b) (6) @venntel.com>
Sent: Wednesday, August 14, 2019 10:53 AM
To (b)(6) (b)(7)(C) @cbp.dhs.gov>
Subject: Ad-hoc queries

He (b)(6) (b)(7)(C)

Wanted to see if you might have time this or next week to connect. Spoke t (b) (6), (b) (7)(C) this morning regarding the lasted data pul (b)(7)(E)) and wanted to discuss possible options and/or how we might be able to grow this capability for much larger requests (b) (7)(E)).

Let me know your thoughts.

Best,

(b) (6)

--

(b) (6)

Venntel, Inc.

(b) (6) e@venntel.com

(b) (6)

(b) (6)

(b) (6) ntel, Inc.

@venntel.com

(b) (6)

U.S. Department of Homeland Security
U.S. Customs and Border Protection
Office of Field Operations

National Targeting Center

NTC-CND (b) (7)(E) – Tools and Management Update

September 20, 2019

Overview

(b) (7)(E) continues to successfully execute our multi-pronged strategies to maximize return on investment and ensure accounts are deployed and effectively utilized. The Team also continues to solicit feedback, success stories and collect new requirements from users across the enterprise and various mission sets.

(b) (7)(E)

(b) (7)(E), (b) (5)

(b) (7)(E)

(b) (7)(E), (b) (5)

Venntel

Licenses: (b) (7)(E) w/ TASPD)

Current Allocation: (b) (7)(E) TASPD.

U.S. Department of Homeland Security
U.S. Customs and Border Protection
Office of Field Operations

National Targeting Center

Open Accounts: [redacted]

(b) (5), (b) (7)(E) [redacted]

Kickoff Meeting: TBD

Training: Onsite and webinars available.

Notes: New UI and potentially additional data sources coming.

(b) (7)(E) [redacted]

(b) (7)(E) [redacted]

U.S. Department of Homeland Security
U.S. Customs and Border Protection
Office of Field Operations

National Targeting Center

(b) (7)(E)

[redacted]

(b) (7)(E)

[redacted]

U.S. Department of Homeland Security
U.S. Customs and Border Protection
Office of Field Operations

National Targeting Center

(b) (7)(E)

(b) (7)(E)

(b) (7)(E)

U.S. Department of Homeland Security
U.S. Customs and Border Protection
Office of Field Operations

National Targeting Center

(b) (7)(E)

(b) (7)(E)

(b) (7)(E)

(b) (7)(E)

U.S. Department of Homeland Security
U.S. Customs and Border Protection
Office of Field Operations
National Targeting Center

(b) (7)(E)

(b) (7)(E), (b) (5)

IntelCenter

Licenses: (b) (7)(E)

Current Allocation: (b) (7)(E)

Open Accounts (b) (7)(E)

(b) (7)(E) . (b) (7)(E), (b) (5)

(b) (7)(E)

(b) (7)(E), (b) (5)

U.S. Department of Homeland Security
U.S. Customs and Border Protection
Office of Field Operations

National Targeting Center

(b) (7)(E)

(b) (7)(E)

(b) (7)(E), (b) (5)

(b) (7)(E), (b) (5)

U.S. Department of Homeland Security
U.S. Customs and Border Protection
Office of Field Operations

National Targeting Center

(b) (7)(E), (b) (5)

[redacted]

(U) Office of Information and Technology
(U) Service Delivery Requirements Document
(U//LES) Commercial Telemetry Pilot - Venntel Portal
(U) CBP Originating Office (b) (7)(E) [redacted]
(U) Originating Office POC (Nam [redacted] (b)(6) (b)(7)(C)
(U) Originating Office POC (Phone Numbe [redacted] (b)(6) (b)(7)(C)
(U) Date of Request: April 16, 2020

(U) Detailed Description of Requirement:
(U//LES) U.S. Customs and Border Protection (CBP (b) (7)(E) requires access to commercial telemetry data as part of a commercial telemetry data pilot. The pilot relates to the use of location information derived from commercially available telemetry data used in the advertising and marketing ecosystem (b) (7)(E) [redacted]

(U//LES) The purpose of this firm-fixed price contract is for the contractor to provide the following deliverables:

Item Description	Quantity
(U//LES) Venntel portal access for a named user	(b) (7)(E) [redacted]

(U) The period of performance will be 9/25/20-9/24/21.

(U) Historical Information/Background on Requirement:
N/A

Group	Type	FY 2020	FY 2021	FY 2022	FY 2023	FY 2024	FY 2025
TASPD	New Investment	(b) (7)(E)	[redacted]	[redacted]	[redacted]	[redacted]	[redacted]
	Total	(b) (7)(E)	[redacted]	[redacted]	[redacted]	[redacted]	[redacted]

(U) Detailed Description of Government Position Cost:
N/A
(U) Detailed Description of New Investment Cost (for each FY as applicable):
TASPD
Contracting support to establish service from the vendor.
(b) (7)(E) [redacted]
Fund contract t (b) (7)(E) [redacted].
(U) Detailed Description of O&M Cost (for each FY as applicable):
Licensing fees for portal access