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.
Dear [Name],

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

Enclosed is a brief [b](6) 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,

[Business Intelligence Solution Services (BISS)]
[Supporting CBP/OIT/TASPD/NTC]
[U.S. Customs & Border Protection]
[ManTech International Corporation]

[De]
[Cel]
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.

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.

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

OUR PLATFORM

<table>
<thead>
<tr>
<th>COLLECTION</th>
<th>PROCESSING</th>
<th>INTELLIGENCE</th>
</tr>
</thead>
<tbody>
<tr>
<td>Public Location Signals</td>
<td>IDENTIFY</td>
<td>Venntel interprets the world's location signals</td>
</tr>
<tr>
<td>Private Location Signals</td>
<td>CLEANSE</td>
<td>Mobile Location Intelligence</td>
</tr>
<tr>
<td></td>
<td>ANALYZE</td>
<td>Available via</td>
</tr>
<tr>
<td></td>
<td>VALIDATE</td>
<td>PORTAL API DATA SERVICE</td>
</tr>
</tbody>
</table>

Over 90% of mobile location signal data is flawed
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
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.

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.

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

OUR PLATFORM

<table>
<thead>
<tr>
<th>COLLECTION</th>
<th>PROCESSING</th>
<th>INTELLIGENCE</th>
</tr>
</thead>
<tbody>
<tr>
<td>Public Location Signals</td>
<td>IDENTIFY</td>
<td>Venntel interprets the world’s location signals</td>
</tr>
<tr>
<td>Over 90% of mobile location signal data is flawed</td>
<td>ANALYZE</td>
<td>Available via</td>
</tr>
<tr>
<td>Private Location Signals</td>
<td>CLEANSE</td>
<td>PORTAL</td>
</tr>
<tr>
<td></td>
<td>VALIDATE</td>
<td>API</td>
</tr>
<tr>
<td></td>
<td></td>
<td>DATA SERVICE</td>
</tr>
</tbody>
</table>
International Coverage
Mobile devices observed at a chosen point-of-interest in Belarus, Russia

Dynamic Geo-Fences
Quickly identify mobile devices observed at your selected location

Pattern of Life Analysis
Identify movement patterns and known associates for a selected device

Time-Based Analysis
Analyze device movement over a period of days, weeks or months
Sir,

Good morning.

I have reached out to (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 with (b)(6). We were just making the introduction so you won’t need to CC him on the invite.

Please include as ‘optional’ on the meeting invite with (b)(6).

Thanks

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

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

Hi (b)(6)

Nice to meet you. I’m copying (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
From: Thursday, March 15, 2018 8:08:44 AM
To: MCLAUGHLIN, JIM E
Cc: MCLAUGHLIN, JIM E
Subject: Re: Virtual intro

Thank you. Jim - great to meet you via email. We've been working with and recently briefed and team.
I would be happy to brief you on our capabilities.

Just let me know what works for you.

v/r

On Wed, Mar 14, 2018 at 7:13 PM > wrote:

Jim - per our conversation I’m introducing you to of Venntel. Venntel is 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.

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.
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,

---

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 retransmittal of information contained in this e-mail by persons who are not intended recipients is strictly prohibited and may be a violation of law.

---

H

Nice to meet you. I'm copying (b)(6) 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. Thank you for the introduction.

James E. McLaughlin IV
Executive Director, Targeting and Analysis Systems Program Directorate
From: [REDACTED]
Sent: Thursday, March 15, 2018 8:08:44 AM
To: [REDACTED]
Cc: MCLAUGHLIN, JIM E
Subject: Re: Virtual intro

Thank you.

Jim - great to meet you via email. We've been working with [REDACTED] and recently briefed [REDACTED] and team. I would be happy to brief you on our capabilities.

Just let me know what works for you.

v/r

Venntel

venntel.com

On Wed, Mar 14, 2018 at 7:13 PM [REDACTED] wrote:

Jim - per our conversation I’m introducing you to [REDACTED] 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.

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,

Sent from Outlook for iOS
Subject: Mt (b) (8)
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: (b)(6) (b)(7)(C) on behalf of MCLAUGHLIN, JIM (b)(7)(E)

Required Attendees: (b) (8) @venntel.com
Optional Attendees: (b) (8), (b)(7)(C)

Re: Meeting w/XD
McLaughlin
Let's go with March 28th at 10:00

Thanks

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

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?
From: (b)(6), (b)(7)(C) 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

One hour

2 Venntel employee (b)(6) (b)(7)(C) me) an (b)(6) venntel.com)

Yes we would like to project; HDMI connection

Thank you
On Thu, Mar 15, 2018 at 9:43 AM, @cbp.dhs.gov wrote:

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,
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
From: Google Calendar <calendar-notification@google.com> on behalf of Google Calendar on behalf of @venntel.co @venntel.com @venntel.com
Sent: Thursday, March 15, 2018 2:10 PM
To: MCLAUGHLIN, JIM E
Subject: Accepted: Mtg. @ Wed Mar 28, 2018 10am - 11am (EDT) (MCLAUGHLIN, JIM E)

@venntel.com has accepted this invitation.

From: MCLAUGHLIN, JIM E - organizer

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
<table>
<thead>
<tr>
<th><strong>Status</strong></th>
<th>CONFIRMED</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Summary</strong></td>
<td>Mtg. (b) (6)</td>
</tr>
<tr>
<td><strong>Time Transparency</strong></td>
<td>OPAQUE</td>
</tr>
<tr>
<td><strong>X-MICROSOFT-CDO-ALLDAYEVENT</strong></td>
<td>FALSE</td>
</tr>
<tr>
<td><strong>X-MICROSOFT-CDO-APPT-SEQUENCE</strong></td>
<td>0</td>
</tr>
<tr>
<td><strong>X-MICROSOFT-CDO-BUSYSTATUS</strong></td>
<td>TENTATIVE</td>
</tr>
<tr>
<td><strong>X-MICROSOFT-CDO-IMPORTANCE</strong></td>
<td>1</td>
</tr>
<tr>
<td><strong>X-MICROSOFT-CDO-INSTYPE</strong></td>
<td>0</td>
</tr>
<tr>
<td><strong>X-MICROSOFT-CDO-INTENDEDSTATUS</strong></td>
<td>BUSY</td>
</tr>
<tr>
<td><strong>X-MICROSOFT-DISALLOW-COUNTER</strong></td>
<td>FALSE</td>
</tr>
<tr>
<td><strong>X-MICROSOFT-DISALLOW-COUNTER</strong></td>
<td>FALSE</td>
</tr>
</tbody>
</table>

(b) (6)
Subject: Mtg.  
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: on behalf of MCLAUGHLIN, JIM E /O DHS/OU EXCHANGE ADMINISTRATIVE GROUP

Required Attendees: 
Optional Attendees:

5971 Kingstowne Village Parkway, Alexandria, VA 22315

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

There is free parking outside the building and in the garage under the building.
From: Google Calendar <calendar-notification@google.com> on behalf of Google Calendar on behalf of (b)@venntel.com mike@venntel.com (b)@venntel.com>
Sent: Wednesday, March 28, 2018 12:55 AM
To: MCLAUGHLIN, JIM E
Subject: Accepted: Mtg. with (b) on (b) @ Wed Apr 4, 2018 1pm - 2pm (EDT) (MCLAUGHLIN, JIM E)

@venntel.com has accepted this invitation.

Mtg. Plan (b) (b) (b) (b)
When Wed Apr 4, 2018 1pm - 2pm Eastern Time
Where AXA021A RMB ROOM 600C (map)
Calendar MCLAUGHLIN, JIM E
Who MCLAUGHLIN, JIM E - organizer

5971 Kingstowne Village Parkway, Alexandria, VA 22315

Please come to the 5th floor guards desk, sign in, give me a call @ (b) 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
Meet in an
AXA021A-RMB-ROOM-600C
20180404T170000Z
CONFIRMED

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

Version
2.0

CALENDAR
GREGORIAN

METHOD
REPLY

Start Date/Time
20180404T170000Z

End Date/Time
20180404T180000Z

DTSTAMP
20180328T045432Z

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

UID
040000008200E00074C5B7101A82E00800000000B0853AF55DBCD3D01000000000000000100000007D5E02BD74F18F4D9B84E9D7921CB343

Attendee mailt (b)(6)@venntel.com
Role REQ-PARTICIPANT

CREATED
20180327T214510Z

Description
5971 Kingstown Village Parkway<https://maps.google.com/?q=5971+Kingstowne+Village+Parkway&entry=gmail&source=g>,
Alexandria, VA 22315
Please come to the 5th floor guards desk, sign in, give me a call on (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
Meeting and an

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
(b)(7)(E)

X-MICROSOFT-DISALLOW-COUNTER
FALSE
MCLAUGHLIN, JIM E

5971 Kingstowne Village Parkway, Alexandria, VA 22315

Please come to the 5th floor guards desk, sign in, give me a call (703) 221-7099 and I will come down to get you.

There is free parking outside the building and in the garage under the building.
Mtg. an
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 (b)(6)(b)(7)(C)@cbp.dhs.gov

UID
040000008200E000745C5B7101A82E0080000000BB0853AF55DBC301000000000000001000007D5E02BD74F18F4D9B84E9D7921CB343

Attendee mailt (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 (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. (b) (6) an (b) (6)

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
(b)(7)(E), (b)(6) (b)(7) (b)

X-MICROSOFT-DISALLOW-COUNTER
FALSE
From: @venntel.com>
Sent: Wednesday, March 28, 2018 9:31 AM
To: MCLAUGHLIN, JIM E
Cc: [b] (6), [b] (7)(C)
Subject: Re: Mtg w

No worries. Looking forward to meeting next week.

On Wed, Mar 28, 2018 at 9:29 AM, MCLAUGHLIN, JIM @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
[c] (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] (7)(C)
Subject: Re: Mtg

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

Thanks,

On Tue, Mar 27, 2018 at 5:45 PM, MCLAUGHLIN, JIM @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 (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.
On Thu, Mar 15, 2018 at 11:57 AM @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?
Subject: Re: Meeting w/XD McLaughlin

Yes we would like to project; HDMI connection

Thank you
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,
Subject: Canceled: Mtg. (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: On behalf of MCLAUGHLIN, JIM E /O DHS/OU EXCHANGE ADMINISTRATIVE GROUP
Required Attendees: @venntel.com'
Optional Attendees: (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 and I will come down to get you.

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

Yes, sorry to have to push who is in town requested a second day of meetings.

James E. McLaughlin IV
Executive Director, Targeting and Analysis Systems Program Directorate
571-468-2540
(m) 571-344-3139

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

Thanks,

On Tue, Mar 27, 2018 at 5:45 PM, MCLAUGHLIN, JIM wrote:

5971 Kingstowne Village Parkway, Alexandria, VA 22315

Please come to the 5th floor guards desk, sign in, give me a call and I will come down to get you.
There is free parking outside the building and in the garage under the building.

--------
From: [Redacted]@venntel.com
To: "ESTEP, TAMMY J [Redacted][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

--------
On Thu, Mar 15, 2018 at 11:57 AM [Redacted][Redacted]@cbp.dhs.gov> wrote:

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)

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

U.S. Customs and Border Protection

(b)(6) @venntel.com

(b)(6) @venntel.com

(b)(6) @venntel.com

Subject: Re: Meeting w/XD McLaughlin

One hour

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

Yes we would like to project, HDMI connection
Thank you

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,

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

Venntel, Inc. www.venntel.com
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,

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

This is the vendor meeting I’d mentioned. I believe Venntel works with data similar to yours. Per our conversation, I spoke w/my boss and he’d welcome your team’s insight. I’d be happy for you to join us in Kingstowne.

It 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,

-----Original Appointment-----
From: MCLAUGHLIN, JIM E
Sent: Thursday, March 15, 2018 4:06 PM
To: MCLAUGHLIN, JIM E @venntel.com'
Cc: (b)(6) (b)(7)(C)
Subject: Mtg. w

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 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
Subject: (b)(6)

Re: Mtg.

Thank you all for meeting with (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 at (b)(6).

Regards,

(b)(6)
Venntel

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)

Office (D)(5) (D)(/)(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.

Venntel, Inc.
Sounds great!

See you at la Madeline at 0830 on Monday.

v/r,
- Jon

Perfect. 8:30 work for you?

On Wed, Apr 11, 2018 at 9:25 AM @cbp.dhs.gov wrote:

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

On Tue, Apr 10, 2018 at 9:17 PM, DOSTAL, JO <@cbp.dhs.gov> wrote:

Thank

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 through 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,

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.
Is it possible to send you (or me) your email that you sent the other day? I am happy to facilitate, but would be better to have your email in order to bring it up tomorrow.

Let me know if you have any questions.
From: (b)(6) (b)(7)(C)
Sent: 8:33 AM
To: (b)(6) (b)(7)(C)
Subject: FW: New Portal Functionality Available this Week

As you talk to [redacted] about the Venntel data vs the Portal, below are the latest portal enhancements, to some degree initiated due to our engagement.

Cheers

Fro [redacted]@mitre.org
Sent: Thursday, April 19, 2018 8:24 AM
To: [redacted]@hq.dhs.gov, [redacted]@hq.dhs.gov, [redacted]@mitre.org
Subject: FW: New Portal Functionality

et al,

FYSA. New Venntel Portal enhancements.

Hello,

This is a brief announcement to highlight some fixes and features that will be deployed to the Porta [redacted]
(b) (4), (b) (7)(E)
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 phone (b) (6)

All the Best,
We’re approaching 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,

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.

BTW was the person that I was trying to think of.
From: [redacted]@venntel.com
Sent: Thursday, April 19, 2018 2:30 PM
To: [redacted]
Subject: Re: Thanks

He

Thanks for reaching back out to [redacted] (b) (6) (b) (7) (C)

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

Stay tuned.

On Thu, Apr 19, 2018 at 12:01 PM [redacted] (b) (6) (b) (7) (C) wrote:

fo [redacted] is one of my peers here (Analytics)! [redacted]

From: [redacted]@venntel.com
Sent: Monday, April 16, 2018 12:20 PM
To: [redacted]
Subject: Thanks

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.
was the person that I was trying to think of.
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.
From: [Redacted]
Sent: Thursday, June 28, 2018 6:14 PM
To: [Redacted]
Subject: Vendor integration with MSAB - FW: Checking In

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

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

(b)(6) (b)(7)(E)

(b)(6) (b)(7)(E)

(b)(6) (b)(7)(E)

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 to [Redacted] over at [Redacted].

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)
Call
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
mailto:(b)(6)c@venntel.com

UID
417d21gve5f32t17m27hkb8ph@google.com

Attendee
mailto:(b)(6)c@venntel.com
Role
REQ-PARTICIPANT
RSVP
TRUE

Attendee
mailto:c@cbp.dhs.gov
Role
REQ-PARTICIPANT
RSVP
TRUE

CREATED
20180629T215732Z

Description
Please do not edit this section of the description.

View your event at

Last Modified
20180702T012439Z

Location
Call

Sequence Number
1

Status
CONFIRMED

Summary
Call (b)(6) (b)(7)(C)

Time Transparency
OPAQUE
Subject: RE: 1030 or 1130? - RE: 1100? - RE: Checking In

Thank you for your flexibility.

v/r,

---

Subject: Re: 1030 or 1130? - RE: 1100? - RE: Checking In

Sure. Let’s do 11:30.

Sent from my iPhone

---

Subject: Re: 1100? - RE: Checking In

Yes, that works for me.

Catch up Tuesday

---

Subject: Re: 1100? - RE: Checking In

Would 1100 work?
He thanks for the update. Tuesday works for me. What time?

On Fri, Jun 29, 2018 at 11:55 AM @cbp.dhs.gov wrote:

Thanks for the note. We have reached out 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?
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 to Venntel, Inc. over a [redacted].

Is there anything additional that you need from us?

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

Let me know.

Venntel, Inc.

@venntel.com
Sent from my iPhone

On Jul 3, 2018, at 7:51 AM @cbp.dhs.gov wrote:

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,

Yes, that works for me.

Catch up Tuesday

On Fri, Jun 29, 2018 at 12:35 PM @cbp.dhs.gov wrote:

Would 1100 work?

v/r,

From: @venntel.com
Sent: Friday, June 29, 2018 11:57 AM
Subject: Re: Checking In

He thanks for the update. Tuesday works for me. What time?

On Fri, Jun 29, 2018 at 11:55 AM @cbp.dhs.gov> wrote:

Thanks for the note. We have reached out 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,

Fro

Sent: Thursday, June 28, 2018 11:02 AM
To @cbp.dhs.gov>
Subject: Checking In

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 to over a
Is there anything additional that you need from us?

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

Let me know.

--

Venntel, Inc.

--

Venntel, Inc.
From: [Email Address Redacted]
Sent: Monday, July 16, 2018 8:36 AM
To: [Email Address Redacted]
Subject: Re: Next week

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

Sent from my iPhone

On Jul 16, 2018, at 8:25 AM

[Email Address Redacted] wrote:

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.

[Email Address Redacted]

From: [Email Address Redacted]
Sent: Friday, July 13, 2018 10:19 AM
To: [Email Address Redacted]
Subject: Next week

Have time for coffee or lunch next week?

Venntel, Inc.

[Email Address Redacted]
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,
Thanks for looking out for us. We've 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,

Yes, understood.

For ease, management, interaction with the vendor, PW resets, etc...just let me know if you want me involved with the others or if you all want to handle.

Senior Advisor
NTC-CND Publicly Available Information Group (PAIG)
U.S. Customs & Border Protection

Please note when you work out which users will be utilizing this tool, that you have The other four that were purchased belong to group.

Thank you

DHS/CBP/OIT/TASPD
12825 Worldgate Dr
Good Afternoon

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,
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

Senior Advisor

NTC-CND Publicly Available Information Group (PAIG)

U.S. Customs & Border Protection

Director of Customer Success

@venntel.com
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.

Thanks!

On Wed, Oct 3, 2018 at 4:45 P wrote:

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.
Good Afternoon

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,

On Wed, Oct 3, 2018 at 11:27 AM
(cbp.dhs.gov) wrote:

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
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

Senior Advisor
NTC-CND Publicly Available Information Group (PAIG)
U.S. Customs & Border Protection

From: Friday, October 19, 2018 9:36 AM
To: @cbp.dhs.gov
Subject: Venntel timing out

Just ran a query with the [REDACTED]

Thanks
Wanted to reach back out to you to see how you all were doing and to see about setting up a 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

Venntel, Inc.
Venntel is pleased to provide a quote for up to [redacted] as requested.

Please let me know if you have any questions.

Best regards,

Venntel, Inc.

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

On Thu, Jun 13, 2019 at 7:44 AM, [redacted]@cbp.dhs.gov> wrote:

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,

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 by [redacted] 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,

Venntel, Inc.
Thanks for the note.

I’m still good for 1100.

Where and what time would you like to meet?

--

Venntel, Inc.
Subject: Venntel discussion

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

Recurrence: (none)

Organizer: (b)(6) (b)(7)(C)
Subject: Invitations @ Jacksons RTC @ Thu Jun 20, 2019 11:15am - 12:30pm (EDT)
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
## Event Details

**Subject:** Invite Jacksons RTC @ Thu Jun 20, 2019 11:15am - 12:30pm (EDT)@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:** @venntel.com

---

You have been invited to the following event.

**more details »**

### Jacksons RTC

**When**
- Thu Jun 20, 2019 11:15am  
- 12:30pm Eastern Time - New York

**Where**
- Jacksons Reston Town Center (map)

**Calendar**
- cbp.dhs.gov

- @venntel.com - organizer

- @cbp.dhs.gov

Goin ?
- **Yes**
- **Maybe**
- **No**

**more options »**

---

Invitation from Google Calendar

You are receiving this courtesy email at the account @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
Than

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

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

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,

Wanted to get your perspective on the briefing. Do you think it accomplished what you wanted?
He (b)(6) (b)(7)(C)

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

v/r

On Fri, Aug 16, 2019 at 11:41 AM @cbp.dhs.gov> wrote:

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 to [REDACTED] this morning regarding the lastest data pull [REDACTED] and wanted to discuss possible options and/or how we might be able to grow this capability for much larger requests [REDACTED].

Let me know your thoughts.

Best,

--

Venntel, Inc.

[REDACTED]@venntel.com

Venntel, Inc.

[REDACTED]@venntel.com
Overview

PAIG 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.

Venntel

Licenses: (b) (7)(E), (b) (5)

Current Allocation: (b) (7)(E), (b) (5) TASP
Open Accounts: [ ]

Kickoff Meeting: TBD

Training: Onsite and webinars available.

Notes: New UI and potentially additional data sources coming.
(b) (7)(E), (b) (5)
(U) Office of Information and Technology
(U) Service Delivery Requirements Document
(UES) Commercial Telemetry Pilot - Venntel Portal
(U) CBP Originating Office: Office of the Commissioner
(U) Originating Office POC (Name) (b)(6)(F)
(U) Originating Office POC (Phone Number) (b)(6)(F)(C)
(U) Date of Request: April 16, 2020

(U) Detailed Description of Requirement:
(UES) U.S. Customs and Border Protection (CBP) INVNT office 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. This commercial telemetry data, associated with the Advertising Identifier, contains location information captured by applications (apps) on modern mobile smart devices, such as smartphones.

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

<table>
<thead>
<tr>
<th>Item Description</th>
<th>Quantity</th>
</tr>
</thead>
<tbody>
<tr>
<td>(UES) Venntel portal access for a named user</td>
<td>[Redacted]</td>
</tr>
</tbody>
</table>

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

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

<table>
<thead>
<tr>
<th>Group</th>
<th>Type</th>
<th>FY 2020</th>
<th>FY 2021</th>
<th>FY 2022</th>
<th>FY 2023</th>
<th>FY 2024</th>
<th>FY 2025</th>
</tr>
</thead>
<tbody>
<tr>
<td>TASPD</td>
<td>New Investment</td>
<td>(b)(7)(E)</td>
<td>$0K</td>
<td>$0K</td>
<td>$0K</td>
<td>$0K</td>
<td>$0K</td>
</tr>
<tr>
<td>Total</td>
<td></td>
<td>$0K</td>
<td>$0K</td>
<td>$0K</td>
<td>$0K</td>
<td>$0K</td>
<td>$0K</td>
</tr>
</tbody>
</table>

(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.
INVNT Office
Fund contract

(U) Detailed Description of O&M Cost (for each FY as applicable):
Licensing fees for portal access