

**Subject:** Re: Team Themis Update  
**From:** Aaron Barr <aaron@hbgary.com>  
**Date:** Thu, 3 Feb 2011 17:04:44 -0500  
**To:** Pat Ryan <pryan@bericotechnologies.com>  
**CC:** Matthew Steckman <msteckman@palantir.com>, Eli Bingham <ebingham@palantir.com>, Amanda McDonald <amcdonald@bericotechnologies.com>, Katie Crotty <kcrotty@bericotechnologies.com>, Sam Kremin <skremin@bericotechnologies.com>

Let them read about my talk in two weeks on my analysis of the anonymous group. Should be proof enough. But willing to discuss.

Aaron

Sent from my iPhone

On Feb 3, 2011, at 4:58 PM, Pat Ryan <[pryan@bericotechnologies.com](mailto:pryan@bericotechnologies.com)> wrote:

Aaron/Matt/Eli:

Just had a long-overdue talk with Bob Q re our H&W support to the Chamber and wanted to provide an update and way ahead.

Key Items:

– Despite earlier conversations with John Woods (and/or Richard), H&W is unable/unwilling to pay any fees/costs to us for the "Phase I" demo build-out. Bob Q was under the impression we were willing to do this work at risk and then present jointly with H&W to the Chamber. I was very clear in telling him we had a different understanding based on multiple conversations with others at H&W. At the end of the day, though, they are at a point now where they won't commit any funds to this project until we've helped them earn buy-in from their Client (the Chamber).

– Based on this, I said I would talk with you all and get buy-in for the following course of action:

1. Meet with Bob and team early next week (Mon/Tues) to get additional metadata and select focused topic(s) for the demo to the Chamber
2. Work as joint team to build 5–10 min demo (along the lines of the Iranian shipping demo – which is what Bob Q said sold the Chamber in the first place – great work Sam!)
3. Brief demo to the Chamber on 14 Feb (or potentially a few days later...based on confirming schedule for meeting with Chamber)
4. Once approved, begin enduring work at agreed upon rates (approx. \$250–300k per month for the entire team – both services and license fees)

– Bob apologized for the confusion/misunderstanding and said he thinks there is a

high likelihood of selling the Chamber on this, but asked that we be willing to share the risk with H&W up-front

After talking with Berico leadership, we are willing to support this plan. We still see this venture as something that has massive potential for the future and have already invested a great deal of time. At this point, we feel that another 2–3 weeks of work to produce a fairly straightforward demo is worth our time and effort. I'd be happy to talk more with you guys about this and answer any questions. Please let me know where you (and your company) stand on this so I can get back to Bob ASAP and coordinate the next steps. We are on a pretty tight timeline to deliver by 14 Feb, so really need to work this hard over the next week or so.

Thanks,  
Pat

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Patrick Ryan  
Deputy Director, Analysis  
Berico Technologies  
[pryan@bericotech.com](mailto:pryan@bericotech.com)  
719.433.1323 (m)  
703.224.8300 (o)