
From: Santosh Choubey [redacted]
Sent: Sunday, 05 July 2015 7:42 PM
To: Admin
Cc: Ashu; Evan Tak
Subject: Fwd: FW: Solution Workshop Summary

Saliesh - pls attend this briefing from Sahara Systems side.

Dear Evan, pls make sure and arrange with Saliesh.

Thanks

----- Forwarded message -----

From: Foster, Joanne [redacted]
Date: Saturday, July 4, 2015
Subject: FW: Solution Workshop Summary
To: Santosh Choubey [redacted]

I would attend as both – just to cover our bases and then we can decide which way to proceed afterwards; because they will only allow bids from participants who have attended the briefing session. Perhaps have separate attendees sign for the 2 company's?

We're also waiting for your final PowerUp agreement from legal for Sahara Systems, I will push to get that through to you as soon as possible early this coming week for signature. Bearing in mind you could still tender as GSS and simply procure the hardware requirements for the bid from Sahara internally? The end customer DCS could deal with just one vendor then?

Let's see what makes sense to you guys? Because as the reseller, I want you guys to get all the services business more than anything else on this deal, the hardware sales would be yours in any event – I don't have an idea on the size of the license deal implications as yet, but the services would be *huge* on a deal like this! You would probably need to sub-contract to SAG for resources initially, even if we need to use international resources until we have your team skilled up. Do you have contacts and leverage @ DCS?

From: Santosh Choubey [mailto:[redacted]]
Sent: 04 July 2015 09:32 PM
To: Foster, Joanne
Subject: Re: FW: Solution Workshop Summary

Thx Joanne,

Should we attend from GSS side or Sechaba who is our sister company specializes in networking and biometric side of the business.

Pls advise.

Thanks

On Saturday, July 4, 2015, Foster, Joanne [REDACTED] wrote:

Hi Guys

Please advise if you managed to collect a copy of this bid and that someone from your team will be attending the briefing session on Monday the 6th July at 10am. I'm forwarding you an internal ***confidential*** email – SO PLEASE KEEP THIS TO YOURSELF, it clearly states we can do everything with our software but will be reliant on a partner for **Biometrics, 2/ 3D modelling(GPS) and hardware! – note the risk around fixed price costing etc.**

If you want to bid as a reseller we will assist you on this project!

Let me know,

Kind regards,

Your partner!

From: [REDACTED]
Sent: 03 July 2015 04:25 PM

To: [REDACTED]

Cc: [REDACTED]
Subject: RE: Solution Workshop Summary

All, I have provided Chris P with a high level estimate of what I think is justifiable.

Most of the components that they ask for can be delivered on our stack with and those that cannot can be integrated:

- The GWEA and MIOS principles are quite common (based on TOGAF) and as far as I can see we would be very capable of playing between those lines;
- ANSI/NIST has a standard for biometrics data which is used globally. As long as the devices comply with this standard, integration with our stack should not be a problem. It is after all just data. Communication happens mostly through web services or REST services. In the worst case, it is TCP/IP communication, which we would have to code an adapter for;
- The biometrics database they refer to can be implemented on any database provided the indexing is implemented properly. There are specific biometrics databases available as open source so we could go that way as well. The new Event Persistence component in webMethods 9.9 supports Elasticsearch which may be a very good option for that;
- There are a number of 3D modeler/viewer web applications available that we can integrate with;
- For GPS and location services we can connect with Google Maps webservices. Whether this is accurate enough for inmate tracking, I cannot foresee. This would also require inmates to wear a GPS device in which case we can use coordinate calculations to measure population density etc which can be fed into Apama for more sophisticated monitoring;
- Most of the other integration requirements should not pose an issue either;
- One point of concern is that they want the pricing to include hardware and that they at any point can reject the hardware and request a credit note for it..

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