KATHLEEN OWENS - Re: Fwd: Confirming meeting this Thursday at 12pm

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From: Jeffrey Long <jlong@dataminr.com>
To: KATHLEEN OWENS <37198@lapd.lacity.org>
Date: 1/5/2016 2:33 PM
Subject: Re: Fwd: Confirming meeting this Thursday at 12pm

Sounds great.

Yes, of course, no problem at all re the MAY DAY protest you referenced. We're flexible on the length of the trial -- if you need 4 months that's fine with us. We're happy to start whenever you want and have it go until early May.

Have a good week and talk soon.

Best,

Jeff

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Jeff Long
Client Solutions, Public Sector | Dataminr
▇▇▇▇▇▇▇▇▇▇ jlong@dataminr.com

On Tue, Jan 5, 2016 at 5:14 PM, KATHLEEN OWENS <37198@lapd.lacity.org> wrote:

> I covered everything, your presentation was excellent and covered a lot and also all the follow up information, I have added all that to the report. They were talking about testing your product for our yearly upcoming MAY DAY (may 1st) protest. hopefully the trail can cover that period.
>
> >>> Jeffrey Long <jlong@dataminr.com> 1/5/2016 2:09 PM >>>
>
> Ok, thank you for letting me know.
>
> Let me know if you think you need any additional information from us. Happy to provide whatever you need. Is there a list of questions that were part of your report that we can help provide responses to?
>
> --
> Jeff Long
> Client Solutions, Public Sector | Dataminr
> ▇▇▇▇▇▇▇▇▇▇ jlong@dataminr.com
>
> On Tue, Jan 5, 2016 at 5:05 PM, KATHLEEN OWENS <37198@lapd.lacity.org> wrote:
>
>> Hello thanks my holiday was great. I just wrote up my review of the company and gave it to my Captain to review and then the Commander has to review it. we are probably looking at February (it takes a while, has to go through a lot of hands). I will definitely keep you in the loop when I hear back from them.
>>
>> *Police Officer Kathleen Owens #37198*
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>> *Los Angeles Police Department*
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>> *RACR Admin Researcher*
>>
>> *Direct Line* ▇▇▇▇▇▇▇

6/16/2016 E1

RACR ███████████

>>> Jeffrey Long <jlong@dataminr.com> 1/5/2016 2:00 PM >>>

Hi Officer Owens,

Hope you had a good holiday. Just want to briefly check in on next steps. How would you like to proceed with a trial? My colleague, Will Kane (cc'ed here), will be in in your area next week and can easily meet you at your LA office to train your team. Our training takes about 45 minutes and there's nothing to download since we're a web-based technology.

Keep me posted on how you would like to go from here.

Thank you,

Jeff

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Jeff Long
Client Solutions, Public Sector | Dataminr
███████████████ | jlong@dataminr.com

On Fri, Dec 18, 2015 at 12:23 PM, Jeffrey Long <jlong@dataminr.com> wrote:
Sounds good, thank you for the update.

Please don't hesitate to reach out if there's anything else you need.

Look forward to hopefully starting the trial with your division in January.

Have a great weekend,

Jeff

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Jeff Long
Client Solutions, Public Sector | Dataminr
███████████████ jlong@dataminr.com

On Fri, Dec 18, 2015 at 11:21 AM, KATHLEEN OWENS <37198@lapd.lacity.org> wrote:
hi thanks that is what i was looking for. thanks for the information I will only be in the office Tuesday next week. Ill touch base with you soon.

Police Officer Kathleen Owens #37198
Los Angeles Police Department
RACR Admin Researcher
Direct Line ███████████████
RACR ███████████

>>> Jeffrey Long <jlong@dataminr.com> 12/16/2015 8:33 AM >>>

Hi Officer Owens,

We haven't released our full client list but I am happy to offer up our Senior Vice President, Joel Meyer, who is available to have a phone call with you to discuss all this some more. Are you around for a quick call today or later this week?

To clarify, are you looking for names/emails/phone numbers for points of contact at every government agency we work with? Or are you looking for a full list of government agencies using Dataminr? Or both? If the former, we can certainly provide you with direct points of contact (references) within some of our client organizations.

In the meantime, here agai is a partial list of public sector clients we work with:

- FBI's Counterterrorism Division
- U.S. Intelligence Community agencies
- U.S. Department of Defense
- City of New York
- NYPD, including Counterterrorism division, intel division and public information office

In terms of client admin capabilities, I can't share anything beyond what I wrote below -- Dataminr's current client admin capabilities are centered around account changes such as a password reset and username modifications. In short, we don't have any specific audit capabilities yet that enable ties of users to content.

Call me anytime to discuss in more detail -- we certainly don't want to miss out on an opportunity to work with RACR and look forward to providing you with as much information as we can.

Thank you,

Jeff

---------- Forwarded message ----------
From: **Jeffrey Long** <jlong@dataminr.com>
Date: Tue, Dec 15, 2015 at 1:29 PM
Subject: Fwd: Confirming meeting this Thursday at 12pm
To: KATHLEEN OWENS <37198@lapd.lacity.org>
Cc: William Kane <wkane@dataminr.com>

Hi Officer Owens,

In addition to the information below, you also asked for a client list and a summary of our client admin capabilities. Our responses are below:

Clients
Dataminr works with a variety of federal, state and local agencies, including FBI's CTD, members of the IC, DoD, the City of New York and NYPD (CTD, Intel and PIO).

Client admin capabilities
Dataminr's current client admin capabilities are centered around account changes such as a password reset and username modifications. We're in the process of expanding our client admin capabilities and I will be in touch as features are rolled out.

Please let me know if you need anything else; and please keep us posted on a date to start the trial -- we're happy to train your team via a live webinar or come back out to LA in late January (Jan. 25-29?).

Look forward to staying in touch.

Jeff

--
Jeff Long
Client Solutions, Public Sector | Dataminr
[REDACTED] | jlong@dataminr.com

---------- Forwarded message ----------
From: **Jeffrey Long** <jlong@dataminr.com>
Date: Mon, Dec 14, 2015 at 5:52 PM
Subject: Re: Confirming meeting this Thursday at 12pm
To: KATHLEEN OWENS <37198@lapd.lacity.org>
Cc: William Kane <will@dataminr.com>

Officer Owens,

Thank you again for your time last week. Apologies for taking a few days to get back to you -- we were on the road through Saturday afternoon.

We really appreciate the 90-minutes plus you and the team spent with us to discuss our real-time alerting, situational awareness and analytical features. We look forward to continuing the conversation.

In terms of next steps, I'm attaching a few one pagers on (1) how our technology performed during recent events, (2) our advanced features, (3) the slides we presented during the meeting, and (4) descriptions of our products.

I'm working on getting you a document highlighting our client admin privileges and a list of our clients. You also asked for some background on our geo-prediction capabilities -- for that, please see slide 11 within the PDF titled "Dataminr slides for RACR".

In terms of a trial, when would you like to start? We're happy to train your team via a webinar anytime or -- ideally -- come back to LA in mid to late January to train you in person. We don't place a cap on the number of users during a trial -- you're welcome to have as many colleagues use our tools as you'd like.

Let me know if you have any questions. Look forward to continuing the conversation.

Best,

Jeff

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Jeff Long
Client Solutions, Public Sector | Dataminr
[REDACTED] | jlong@dataminr.com

On Thu, Dec 10, 2015 at 5:57 PM, KATHLEEN OWENS <37198@lapd.lacity.org> wrote:
Thanks for coming out and introducing your company. please send me a list of clients, account breakdowns, and admin account capabilities also an other breakdowns of the company you think would be useful. have a great stay in California.

Police Officer Kathleen Owens #37198
Los Angeles Police Department
RACR Admin Researcher

Direct Line ███████████
RACR ███████████

>>> Jeffrey Long <jlong@dataminr.com> 12/7/2015 10:40 AM >>>
Hi Officer Owens,

My colleague, Will Kane, and I look forward to meeting you at your office (500 E Temple St) this Thursday at 12pm.

We'll present a few slides about Dataminr and then jump straight into a live demo of the product.

Ideally, we'd prefer a room with a TV or other screen so that we can present what's on our laptop; we'll have a hotspot with us so hopefully you get cell service inside your building, if not, perhaps we can use your wifi, Ethernet cord or one of your computers connected to the Internet inside the meeting room.

Thank you,

Jeff

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Jeff Long
Client Solutions, Public Sector | Dataminr
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