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

Sent: Friday, August 4, 2017 9:47 AM

To: (b)(6) (b)(7)(C)

Subject: Mobile Location Intelligence Platform

Attachments: Venntel Mobile Location Intelligence.pdf; VENNTEL DS (1).pdf

Guys,

From:

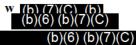
Cc:

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.

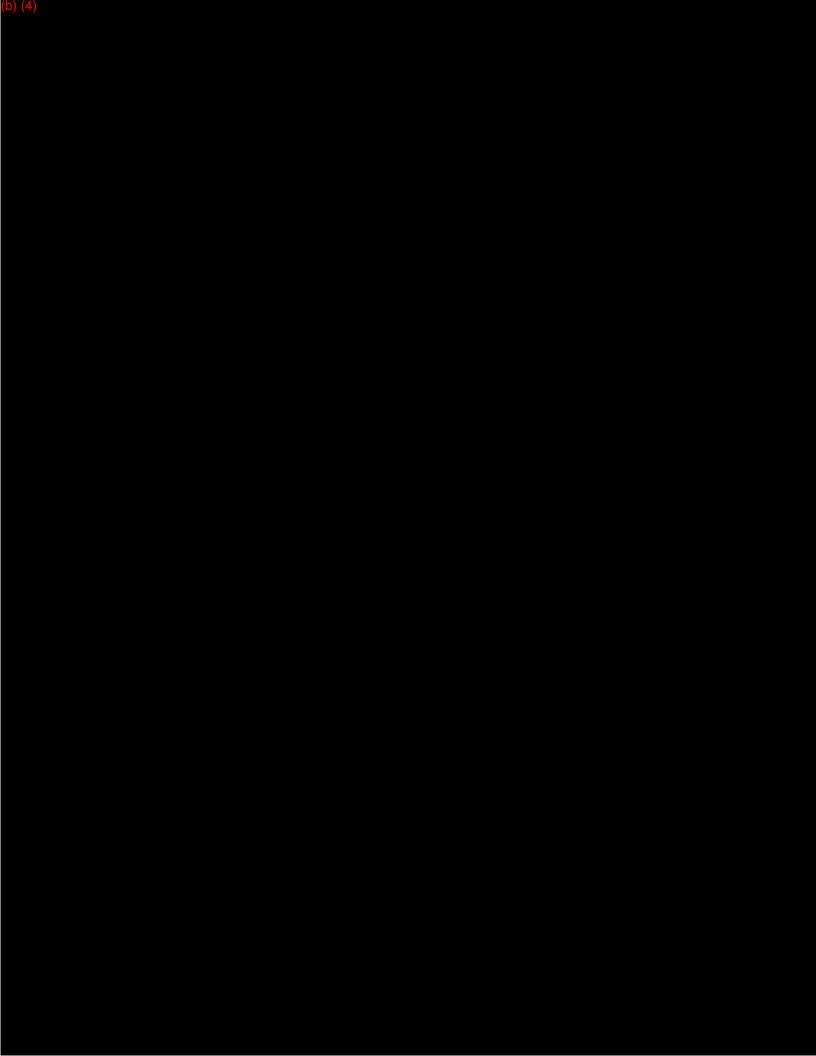
If not, no big deal. However, if you are interested, let me know and I can set up a meeting.

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

U.S. Customs and Border Protection Office of Information and Technology Targeting and Analysis Systems Program Office







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

Sent: Thursday, November 16, 2017 2:55 PM

(b)(6) (b)(7)(C) To:

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.

From:

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

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

ManTech International Corporation
(b)(6) (b)(7)(C)

De Cel



# VENNTEL

# MOBILE. LOCATION. INTELLIGENCE.

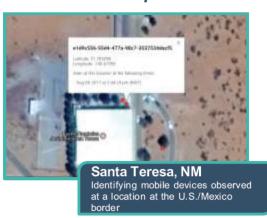
Innovative big data applications for analytics for commercial and government clients. Quickly identify threats and reduce the time and resources required to investigate them.

#### **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

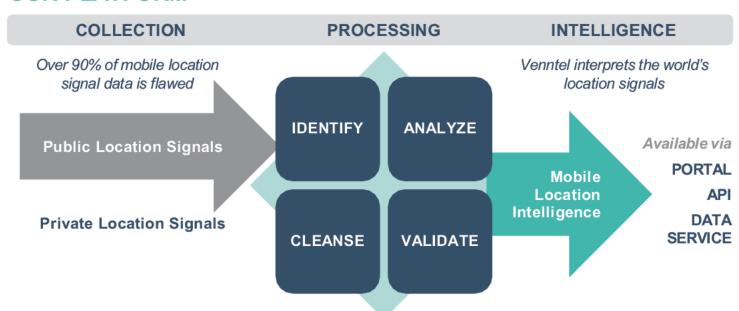


- Monitor high-risk areas; identify repeat visitors, frequented locations, pinpoint known associates and discover pattern of life
- Data license rights permit processing, analysis and sub-licensing of location data

#### **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.

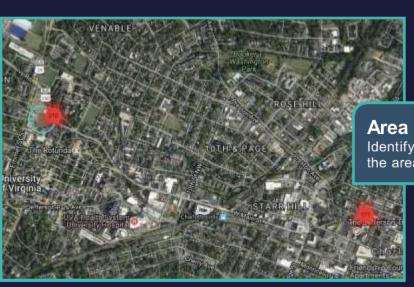
# **OUR PLATFORM**





#### **Pattern of Life**

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



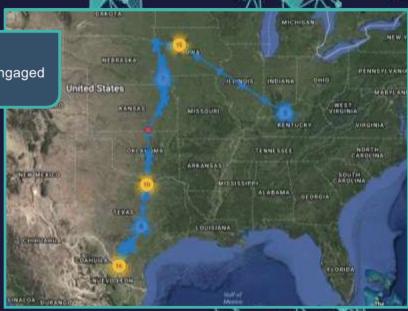
### **Area of Interest**

Identifying mobile devices observed in the area of the Charlottesville riots

# **Route Analysis**

Tracing the route of a vehicle engaged in human trafficking







# 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



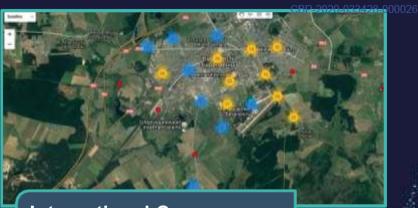
- Monitor high-risk areas; identify repeat visitors, frequented locations, pinpoint known associates and discover pattern of life
- Data license rights permit processing, analysis and sub-licensing of location data

#### **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**

#### COLLECTION **PROCESSING INTELLIGENCE** Over 90% of mobile location Venntel interprets the world's signal data is flawed location signals **IDENTIFY** ANALYZE Available via **Public Location Signals PORTAL** Mobile Location API Intelligence **DATA Private Location Signals SERVICE** CLEANSE **VALIDATE**



# International Coverage

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



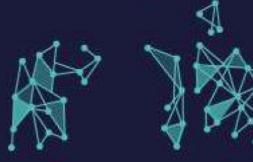
# Pattern of Life Analysis

Identify movement patterns and known associates for a selected device



# **Dynamic Geo-Fences**

Quickly identify mobile devices observed at your selected location





VENNTEL



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

	(b)(6) (b)(7)(C)	
-		
From:		
Sent:	Thursday, March 15, 2018 9:44 AM	
To:	MCLAUGHLIN, JIM E	
Subject:	RE: Virtual intro	
C:-		
Sir,		
Cood morning		
Good morning.		
Lhave reached out t (b) (6	and am awaiting feedback.	
Thave reached out t	and an awaiting recuback.	
v/r,		
(b)(6)(b)(7)(C)		
From: MCLAUGHLIN, JIM E		
Sent: Thursday, March 15,		
To $(b)(6)(b)(7)(0)$	9cbp.dhs.gov>	
Subject: FW: Virtual intro		
	(b) (6)	
Please work to schedule	meeting wi	
(6)		
was just making th	e introduction so you won't need to CC him on the invite.	
016.015	(1.) (0)	
Please includ as 'op	tional' on the meeting invite wi (b) (6)	
Thanks		
James E. McLaughlin IV		
Executive Director, Targ	eting and Analysis Systems Program Directorate	
(b) (6), (b) (7)(C) @cbp.dl		
(D)(1)(a) (d)(a)		
(		
From: MCLAUGHLIN, JIM 8		
Sent: Thursday, March 15,	2018 8:43:59 AM	
(b) (6)	(b) (6), (b) (7)(C)	
Subject: RE: Virtual intro		
(b) (6)		
	(b)(6) (b) <sub>c</sub>	
Nice to meet you. I'm co		
weeks. I'm very intereste	d to hear about your company's capabilities.	
(6)		
thank you for the i	ntroduction	

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) (b) (6) From **Sent:** Thursday, March 15, 2018 8:08:44 AM Cc: MCLAUGHLIN, JIM E Subject: Re: Virtual intro (b) (6) Thank yo (b)(6)(b)(7)Jim- great to meet you via email. We've been working wit (b) (7)(E) and recently briefe and (C) 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 > wrote: (b) (6) (b) (6) Jim - per our conversation I'm introducing you t 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 (<a href="https://mamsummit.com/">https://mamsummit.com/</a>) 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 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) cbp.dhs.gov>

Subject: RE: Virtual intro

H (b) (6)

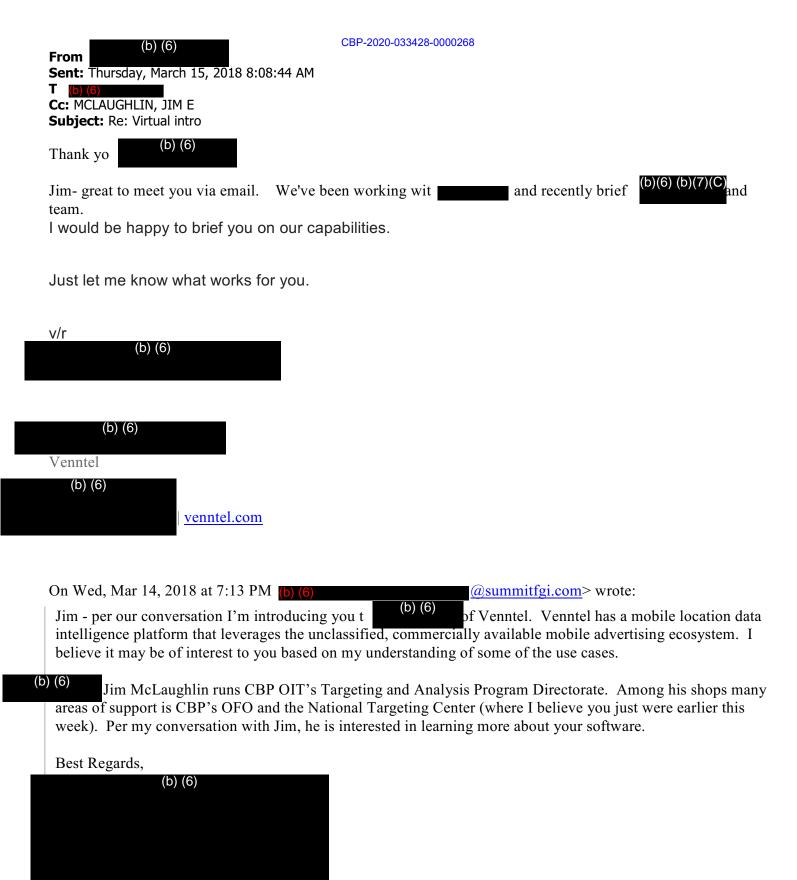
Nice to meet you. I'm copying i or scheduling to see if we can find some time in the next couple weeks. I'm very interested to hear about your company's capabilities.

(b) (6) hank you for the introduction

James E. McLaughlin IV

Executive Director, Targeting and Analysis Systems Program Directorate

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



Sent from Outlook for iOS

(b) (6)

Subject: Μt

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

(b)(6) (b)(7)(C) Organizer: on behalf of MCLAUGHLIN, JIM

**Required Attendees:** @venntel.com

**Optional Attendees:** 

Re: Meeting w/XD

McLaughlin

(b) (6) From: @venntel.com> Thursday, March 15, 2018 12:35 PM (b)(6) (b)(7)(C) Sent: To: Subject: Re: Meeting w/XD McLaughlin Let's go with March 28th at 10:00 Thanks (b) (6) Venntel (b) (6) venntel.com (b)(6) (b)(7)(C) On Thu, Mar 15, 2018 at 11:57 A @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 Propose, Alexandria, VA 22315

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



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)

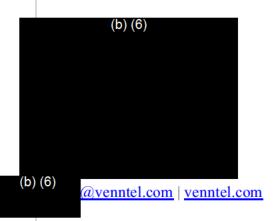
One hour

2 Venntel employee (b) (6) (me) an (b) (6) (wenntel.com)

Yes we would like to project; HDMI connection

Thank you

(b) (6)



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





Google Calendar < calendar-notification@google.com > on behalf of Google Calendar From:

on behalf o (b) @venntel.co (b) pvenntel.com (b) (6) venntel.com Thursday, March 15, 2018 2:10 PM

Sent:

MCLAUGHLIN, JIM E To:

Subject: Accepted: Mtg.

(EDT) (MCLAUGHLIN, JIM E)

(b) (6) @ Wed Mar 28, 2018 10am - 11am

(b) (6)

venntel.com has accepted this invitation.

(b) (6) Mtg. w

Wed Mar 28, 2018 10am 11am Eastern Time

Where AXA021A RMB ROOM 600C (map)

MCLAUGHLIN, JIM E Calendar

Who MCLAUGHLIN, JIM E - organizer

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

UID

04000008200E00074C5B7101A82E0080000000B0853AF55DBCD301000000000000000100000 007D5E02BD74F18F4D9B84E9D7921CB343

Attendee mailt (b) (6) venntel.com

Role REQ-PARTICIPANT

#### **CREATED**

20180315T170305Z

#### **Description**

#### **Last Modified**

20180315T180937Z

#### Location

AXA021A-RMB-ROOM-600C

#### **Sequence Number**

0

# <u>Status</u>

CONFIRMED

#### **Summary**

Mtg.

(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

U

#### X-MICROSOFT-CDO-INTENDEDSTATUS

**BUSY** 

# X-MI (b) (7)(E) OWNERAPPTID

# X-MICROSOFT-DISALLOW-COUNTER

FALSE

Subject: Mtg. (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: (b)(6) (b)(7)(C) on behalf of MCLAUGHLIN, JIM E /O DHS/OU EXCHANGE

ADMINISTRATIVE GROUP

(b)(6) (b)(7)(C) CN RECIPIENTS/CN JIM.E.MCLAUGHLIN

Required Attendees: (b) (6) evenntel.com'

Optional Attendees:

5971 Kingstowne Village Parkway, Alexandria, VA 22315

Please come to the  $5^{\text{th}}$  floor guards desk, sign in, give me a call o down to get you.

(b)(6) (b)(7)(C) and I will come

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 (b) (6) @venntel.com mike@venntel.co (b) (6) @venntel.com>

Sent: Wednesday, March 28, 2018 12:55 AM

To: MCLAUGHLIN, JIM\_E

Subject: Accepted: Mtg. w (b) (6) an (b) (6) @ Wed Apr 4, 2018 1pm - 2pm (EDT)

(MCLAUGHLIN, JIM E)

b) (6)<sub>@venntel.com has accepted this invitation.</sub>

Mtg. (D) (O) an (D) (O)
When Wed Apr 4, 2018 1pm 2pm Eastern Time

Where AXA021A RMB ROOM 600C (map)

Calendar MCLAUGHLIN, JIM E

Who MCLAUGHLIN, JIM E - organizer

(b) (6) avenutel.com - creator (b) (6) (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)(7)(E) 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. 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**

20180328T045432Z

#### ORGANIZER ( CN="MCLAUGHLIN, JIM E" )

mailt (b)(6) (b)(7)(C) @cbp.dhs.gov

#### UID

04000008200E00074C5B7101A82E0080000000B0853AF55DBCD301000000000000000100000 007D5E02BD74F18F4D9B84E9D7921CB343

# <u>Attendee</u>

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

#### **CREATED**

20180327T214510Z

#### **Description**

5971 Kingstowne Village

Parkway<a href="https://maps.google.com/?q=5971+Kingstowne+Village+Parkway&entry=gmail&source=g>">, Alexandria, VA 22315n</a>

Please come to the 5th floor guards desk, sign in, give me a call o to get you.

(b)(6) (b)(7)(C) and I will come down

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

<u>Status</u>

CONFIRMED

**Summary** 

Mtg.

(b) (6)

(b) (6)

**Time Transparency** 

OPAQUE

X-MICROSOFT-CDO-ALLDAYEVENT

FALSE

X-MICROSOFT-CDO-APPT-SEQUENCE

X-MICROSOFT-CDO-BUSYSTATUS

TENTATIVE

X-MICROSOFT-CDO-IMPORTANCE

X-MICROSOFT-CDO-INSTTYPE

X-MICROSOFT-CDO-INTENDEDSTATUS

BUSY

 $\frac{\textbf{X-MICROSOFT-CDO-OWNERAPPTID}}{(b)(7)(E)}$ 

X-MICROSOFT-DISALLOW-COUNTER

**FALSE** 

Google Calendar < calendar-no on behalf of Google Calendar on behalf of (b) (b) (c) wenntel.co (b) (6) venntel.co From:

(b) (6) venntel.com>

Wednesday, March 28, 2018 8:40 AM Sent:

To: MCLAUGHLIN, JIM E

(b) (6) @ Wed Apr 4, 2018 1pm - 2pm (EDT) (b) (6) an Subject: Accepted: Mtg.

(MCLAUGHLIN, JIM E)

(b) (6) ଉvenntel.com has accepted thi

Mtg. When 2018 1pm

Where AXA021A RMB ROOM 600C (map)

MCLAUGHLIN, JIM E Calendar

MCLAUGHLIN, JIM E - organizer Who

> venntel.com - creator - optional

5971 Kingstowne Village Parkway, Alexandria, VA 22315

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

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. 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

04000008200E00074C5B7101A82E0080000000B0853AF55DBCD301000000000000000100000 007D5E02BD74F18F4D9B84E9D7921CB343

# <u>Attendee</u>

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 to get you. (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

<u>Status</u>

CONFIRMED

**Summary** 

Mtg.

(b) (6) an (b) (6)

**Time Transparency** 

OPAQUE

X-MICROSOFT-CDO-APPT-SEQUENCE

X-MICROSOFT-CDO-BUSYSTATUS

**TENTATIVE** 

X-MICROSOFT-CDO-IMPORTANCE

1

X-MICROSOFT-CDO-INSTTYPE

X-MICROSOFT-CDO-INTENDEDSTATUS

**BUSY** 

 $\frac{\textbf{X-MICROSOFT-CDO-OWNERAPPTID}}{(b)(7)(E),\,(b)(6)\,(b)(7)}$ 

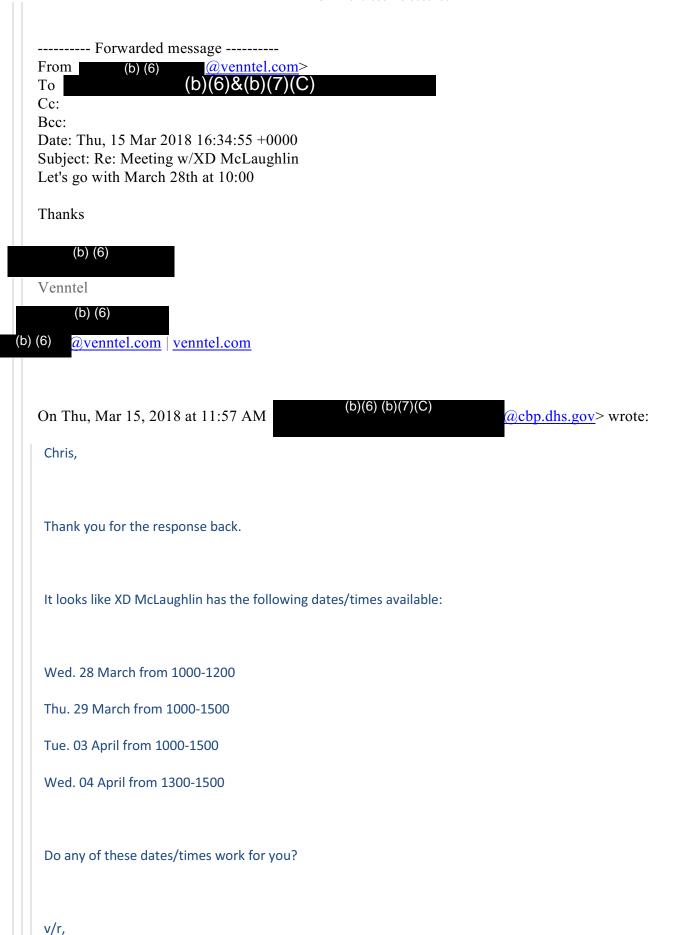
X-MICROSOFT-DISALLOW-COUNTER

**FALSE** 

(b) (6) From: @venntel.com> Wednesday, March 28, 2018 9:31 AM Sent: To: MCLAUGHLIN, JIM E Cc: (b) (6), (b) (7)(C) Subject: Re: Mtg. w No worries. Looking forward to meeting next week. (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) <u>@cbp.dh</u>s.gov (b) (7)(C), (b) (6) From (b) (6) **Sent:** Wednesday, March 28, 2018 9:08:42 AM To: MCLAUGHLIN, JIM E (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 5<sup>th</sup> floor guards desk, sign in, give me a call o (b)(6) (b)(7)(C) and I will come down to get

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

you.



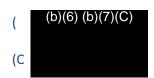
# (b)(6) (b)(7)(C)

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





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)

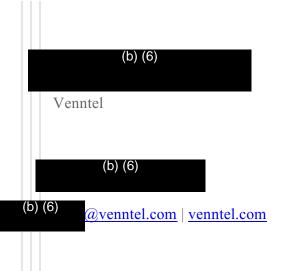
One hour

2 Venntel employee (b) (6) me) an (b) (6) <u>@venntel.com</u>)

Yes we would like to project; HDMI connection

Thank you

(b) (6)



v/r,

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

On Thu, Mar 15, 2018 at 9:43 AM

(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?

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



(b) (6)

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

(b) (6)

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

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

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

Organizer: pn behalf of MCLAUGHLIN, JIM E /O DHS/OU EXCHANGE

ADMINISTRATIVE GROUP

(b)(6) (b)(7)(C) /CN RECIPIENTS/CN JIM.E.MCLAUGHLIN

Required Attendees: (b) (6) venntel.com'

Optional Attendees: (b)(6) (b)(7)(C)

Importance: High

5971 Kingstowne Village Parkway, Alexandria, VA 22315

Please come to the 5<sup>th</sup> floor guards desk, sign in, give me a call o down to get you.

(b)(6) (b)(7)(C) and I will come

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

Re: Meeting w/XD McLaughlin

(b)(6)(b)(7)(C)From: Sent: Friday, March 30, 2018 9:47 AM To: MCLAUGHLIN, JIM E (b) (6) Subject: RE: Mtg. 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 (b)(6)T @venntel.com> (b)(6)(b)(7)(C)(b) (6) C venntel.com @cbp.dhs.gov> (b) (6) Subject: RE: Mtg. 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 (b) (6) Sent: Wednesday, March 28, 2018 9:08:42 AM To: MCLAUGHLIN, JIM E (b) (6) Subject: Re: Mtg. w 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 (b)(6) (b)(7)(C) and I will come down to get Please come to the 5<sup>th</sup> floor guards desk, sign in, give me a call o you.

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

To: "ESTEP, TAMMY J (b) (6), (b) (7)(C) @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** 

(b) (6) Venntel (b) (6)

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

On Thu, Mar 15, 2018 at 11:57 A

(b) (6)

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

@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,

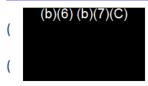
#### (b)(6)(b)(7)(C)

Staff Assistant to Exec Dir James McLaughlin

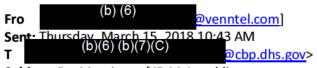
Office of Information and Technology

Targeting and Analysis Systems Program Directorate (TASPD)

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







Subject: Re: Meeting w/XD McLaughlin

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

One hour

2 Venntel employee (b) (6) an (b) (6) (avenntel.com)

Yes we would like to project; HDMI connection

On Thu, Mar 15, 2018 at 9:43 A

(b)(6)&(b)(7)(C) 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?

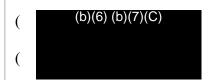
# (b)(6) (b)(7)(C)

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)

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

(b)(6)(b)(7)(C)From: Sent: Monday, April 2, 2018 8:11 AM To: MCLAUGHLIN, JIM E (b) (6), (b) (7)(C) J.; (b) (6) @venntel.com' Cc: (b) (6) Subject: RE: Mtg. w (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)(b)(6)(b)(7)(C)Offic Mobi -----Original Appointment-----From: MCLAUGHLIN, JIM E Sent: Monday, April 2, 2018 8:03 AM To: MCLAUGHLIN, JIM E (b) (6), (b) (7)(C) @venntel.com' (b)(6)(b)(7)(C)(b) (6) 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 (b)(6)(b)(7)(C)This is the vendor meeting I'd mentioned I believe Venntel works with data similar t Per our conversation, (b)(6) could join us in Kingstowne. I spoke w/my boss and he'd welcome your team's insight (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, (b)(6)(b)(7)(C)----Original Appointment----

venntel.com'

(b)(6) (b)(7)(C) On Behalf Of MCLAUGHLIN, JIM E

Sent: Thursday, March 15, 2018 4:06 PM

To: MCLAUGHLIN, JIM E (b) (6)

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

\_CBP-2020-033428-0000296

Subject: Mtg. w

Mtg. w (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  $5^{th}$  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.

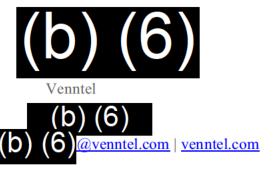
From:
Sent:
Thursday, April 5, 2018 10:10 AM

To:
(b) (7)(C), (b) (6)
MCLAUGHLIN, JIM E (b) (6), (b) (7)(C)
Subject:

Thank you all for meeting wit questions we can answer.

(b) (6)
MCLAUGHLIN, JIM E (b) (6), (b) (7)(C)
MCLAUGHLIN, JIM E (b) (6)
MCLAUG

Regards,



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 (D)(b) (D)(7)(C)

Mobil

From: (b) (6) @venntel.com>

Sent: Monday, April 9, 2018 3:48 PM

To: (b)(6) (b)(7)(C)

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.

V (b) (6)

Venntel, Inc.
(b) (6)

venntel.com
(b) (6)

(b)(6)(b)(7)(C)From: Wednesday, April 11, 2018 10:30 AM (b) (6) Sent: To: **RE: Thanks** Subject: Sounds great! See you at la Madeline at 0830 on Monday. v/r, (b)(6) (b)(7)(C) m) (b) (6) From ୭venntel.com> Sent: Wednesday, April 11, 2018 10:07 AM (b)(6) (b)(7)(C) pcbp.dhs.gov> Subject: Re: Thanks Perfect. 8:30 work for you? (b) (6) (b)(6)(b)(7)(C)On Wed, Apr 11, 2018 at 9:25 AM @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)(b) (6) Fro @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:

(b) (6) 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 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.

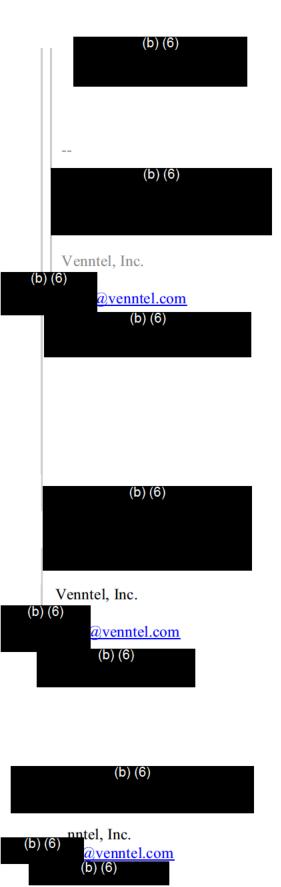
v/r, (b)(6) (b)(7)(C)

(b) (6)
From
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.

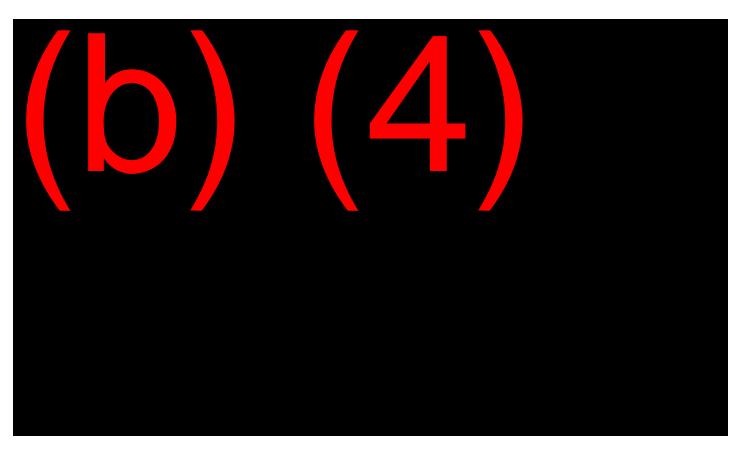


From:	(b) (6) @venntel.com>
Sent: To:	Monday, April 16, 2018 11:09 AM (b)(6) (b)(7)(C)
Subject:	S&T
(b)(6) (b)(7)(C)	
Is it possible to send facilitate, but would	(6) (6)
Let me know if you	have any questions.
(b) (6)	
(b) (6)	
Venntel, Inc. (b) (6) (b) (6)	•

From: Sent: 3:33 AM To: Subject: FW: New Portal Functionality Available this Week As you talk t 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)(b)(6)(b)(7)(C)@mitre.org] Fro Sent: Thursday, April 19, 2018 8:24 AM (b)(6)(b)(7)(C)(b)(6)(b)(7)(C)@hq.dhs.gov @HQ.DHS.GOV (b)(6)(b)(7)(C)®ha dhs gov (b)(6) (b)(7)(C) (b)(6)(b)(7)(C)'L''7)(C) mitre.org (b)(6) (b)(7)(6)@mitre.org> @HQ.DHS.GOV Subject: FW: New Portal Functionalit (b) (7) (b)(6) (b)(7)(C) et al, FYSA. New Venntel Portal enhancements. (b)(6)(b)(7)(C)(b)(6)(b)(7)(C)(b) (6) Fro @venntel.com> Date: Wednesday, April 18, 2018 at 2:53 PM (b)(6)(b)(7)(C)(b)(6)(b)(7)(C)(b)(6)(b)(7)(C)@mitre.org> @mitre.org (b)(6) (b)(7) amitre.org> (b)(6)(b)(7)(C)(b)(6)(b)(7)(C)ssociates.hq.dhs.go associates.hq.dhs.gov>, (b)(6)(b)(7)(C)@mitre.org> Subject: New Portal Functionalit (b) (7)( 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)



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

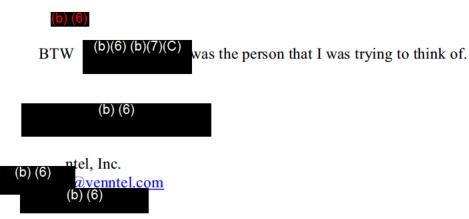
I will be out of the office attending the GEOINT Conference next week. In the event that you need something please contact my cell phon (b) (6)

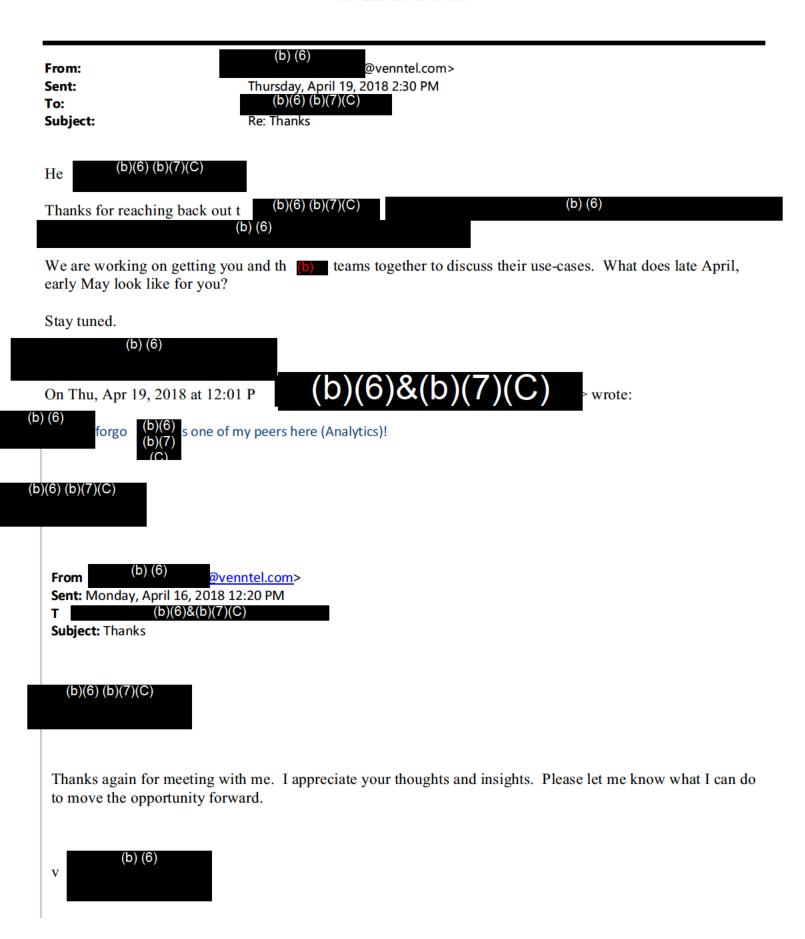
All the Best,

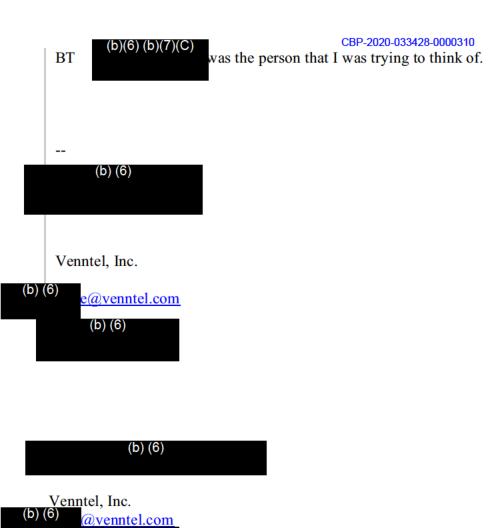
(b) (6)

(b)(6)(b)(7)(C)From: Thursday, April 19, 2018 12:00 PM Sent: (b) (6) To: 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)(b) (6) Fro venntel.com> Sent: Monday, April 16, 2018 12:20 PM (b)(6)(b)(7)(C)ocbp.dhs.gov> Subject: Thanks (b)(6)(b)(7)(C)to move the opportunity forward.

Thanks again for meeting with me. I appreciate your thoughts and insights. Please let me know what I can do







@venntel.com (b) (6)

(b) (6)

From:

Sent:

To:

Subject:

(b) (6)

@venntel.com>

Wednesday, May 9, 2018 10:09 AM
(b)(6) (b)(7)(C)

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)(7)(C)

From: Sent: To: Subject:	Thursday, June 28, 2018 6:14 PM (b)(6) (b)(7)(C)  Vendor integration with MSAB - FW: Checking In
(b) (5), (b) (7)(E) (b) (5), (b) (7)(E)	to Jim mentioned this afternoon when I have a chance to reach out to hi (b) (5), (b) (7)(E) (7)(E)
(b)(7)(E)	the only downside I see is that you might get added to a rolodex and have to field unwanted time you'd have to commit to the conversation.
From (b) (6)  Sent: Thursday, June 2  To (b)(6) (b)(7  Subject: Checking In	@venntel.com> 28, 2018 11:02 AM (C) @cbp.dhs.gov>
	with you to see if there is anything that you might need from us. If I remember correctly, in trial licenses. I also understand that you had reached out t (b)(6) (b)(7)(C) over at
Is there anything add	litional 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)  evenntel.com (b) (6)	

(b)(6)(b)(7)(C)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 ( C (b) (6) @venntel.com ) (b) (6) @venntel.com

UID

4l7d21gve5f32t17rm27hkb8ph@google.com

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

Role REQ-PARTICIPANT

RSVP TRUE

mailt (b)(6) (b)(7) Dcbp.dhs.gov

Role REQ-PARTICIPANT Attendee

RSVP TRUE

**CREATED** 

20180629T215732Z



Please do not edit this section of the description.

View your event at

#### **Last Modified**

20180702T012439Z

#### **Location**

Call

#### **Sequence Number**

1

#### <u>Status</u>

CONFIRMED

#### **Summary**

Call

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

#### **Time Transparency**

OPAQUE

(b)(6) (b)(7)(C) From: Tuesday, July 3, 2018 8:03 AM (b) (6) Sent: To: RE: 1030 or 1130? - RE: 1100? - RE: Checking In Subject: (b) (6) Thank Appreciate your flexibility. v/r, (b)(6) (b)(7)(C) @venntel.com> (b) (6) Fro Sent: Tuesday, July 03, 2018 8:03 AM T (b)(6) (b)(7)(C) @cbp. @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)(b) (6) Fro @venntel.com> Sent: Friday, June 29, 2018 12:43 PM (b)(6)(b)(7)(C)@cbp.dhs.gov> Subject: Re: 1100? - RE: Checking In Yes, that works for me. Catch up Tuesday <u>@cbp.dhs.gov</u>> wrote: On Fri, Jun 29, 2018 at 12:35 P (b)(6)(b)(7)(C)Would 1100 work?

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

Subject: Re: Checking In

He (b)(6) 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)

<u>@cbp.dhs.gov</u>> 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 Department (b) (6) Department (b) (6) Department (c) Departmen

T (b)(6) (b)(7)(C) @cbp.dhs.gov>

Subject: Checking In

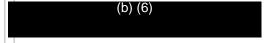
#### (b)(6) (b)(7)(C)

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.

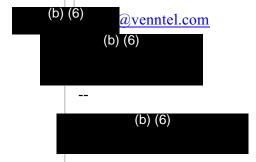
Let me know.



--

(b) (6)

Venntel, Inc.



Venntel, Inc.

(b) (6) <u>avenntel.com</u>

(b) (6)

(b) (6)

Venntel, Inc.
(b) (6)

@venntel.com
(b) (6)

4

From: Sent: To: Subject:		Tuesday, July 3, 2018 (b)(6) (b)(7)(C)	evenntel.com> 11:31 AM RE: 1100? - RE: Checking I	n
He (b) (6)	Just call me when you	are fre	(b) (6)	
Sent fro	om my iPhone			
		(b)(6) (b)(7)(C vite to me for 1100-1	eycop.ans.ga	ov> wrote:  d it be possible to shift our call to
	Respectfully, (b)(6) (b)(7)(C)	@cbp.dhs.gov>		
	Catch up Tuesday On Fri, Jun 29, 2018 at 1 Would 1100 work?	2:35 P	(b)(6) (b)(7)(C)	<u>acbp.dhs.gov</u> > wrote:
	v/r, (b)(6) (b)(7)(C)  Fro (b) (6)	<u>@venntel.com</u> >		
On Jul	3, 2018, at 7:51 AM  (b) (6)  My boss sent a meeting inveither 1030 or 1130?  Respectfully, (b)(6) (b)(7)(C)  Fro  (b) (6)  Sent: Friday, June 29, 2018 T (b)(6) (b)(7)(C)  Subject: Re: 1100? - RE: Ch  Yes, that works for me.  Catch up Tuesday  On Fri, Jun 29, 2018 at 1  Would 1100 work?  v/r, (b)(6) (b)(7)(C)	evenntel.com> 12:43 PM 2cbp.dhs.gov> ecking In  2:35 P	130 this morning. Would	d it be possible to shift our call to



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)(C)

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)

From: Sent: To: Subject:	(b) (6)  @venntel.com>  Monday, July 16, 2018 8:36 AM (b)(6) (b)(7)(C)  Re: Next week
Sure 2pm works for me. (b) (6)	I'll call your desk if that works.
Sent from my iPhone	
On Jul 16, 2018, at 8:25 A	(b)(6) (b)(7)(C)  @cbp.dhs.gov > wrote:
	ugh, but I could do a call this afternoon or Thursday morning. able this afternoon ~2pm?
v/r, (b)(6) (b)(7)(C)	
Fro Sent: Friday, July 13 T (b)(6) (b)( Subject: Next week	8, 2018 10:19 AM 7)(C) @cbp.dhs.gov>
(b)(6) (b)(7)(C	
Have time for coff	fee or lunch next week?
(b) (6)	
(b) (6)	
Venntel, Inc. (b) (6) venntel.com (b) (6)	n

(b) (6)

From:

Sent:

Thursday, August 23, 2018 12:25 PM

(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) <u>avenntel.com</u>
(b) (6)

		(p)(p)	(D)(7)(C)
From:			

Wednesday, October 3, 2018 4:29 PM Sent:

To: Cc:

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

Subject: **RE: Venntel Licenses** 

Thanks for looking out for u



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

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)

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

Sent: Wednesday, October 03, 2018 3:58 PM

To (b) (6), (b) (7)(C) @cbp.dhs.gov>

@CBP.DHS.GOV> (b) (6), (b) (7)(C) @cbp.dhs.gov> Cc (b) (6), (b) (7)(C)

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 or if you all want to handle.

Senior Advisor

**NTC-CND Publicly Available Information Group (PAIG)** 

**U.S. Customs & Border Protection** 

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

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

Sent: Wednesday, October 3, 2018 3:56 PM

@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 were purchased belong t (b) (6), (b) (7)(C) group.



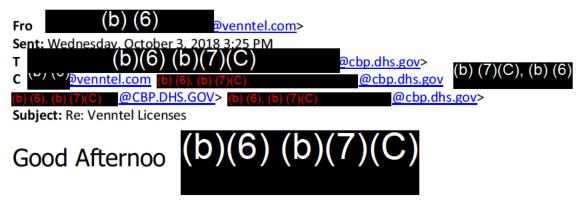
The other four that

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

DHS/CBP/OIT/TASPD

12825 Worldgate Dr (b) (7)(C), (b) (6





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)

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

On Wed, Oct 3, 2018 at 11:27 AM (b)(6) (b)(7)(C)

<u>@cbp.dhs.gov</u>> 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** 

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

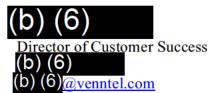
## (b) (7)(C), (b) (6)

**Senior Advisor** 

NTC-CND Publicly Available Information Group (PAIG)

**U.S. Customs & Border Protection** 

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



(b) (6)

From: @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. best number to reach you at?

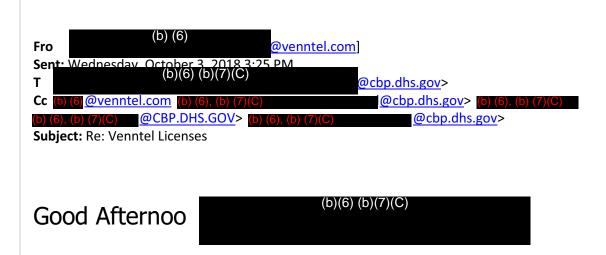


(b)(6) (b)(7)(C)

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

Senior Advisor

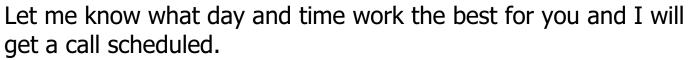
# U.S. Customs & Border Protection (b)(6) (b)(7)(C)



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.



Best,

(b) (6)

On Wed. Oct 3, 2018 at 11:27 AM (b)(6) (b)(7)(C)

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

<u>wcbp.dhs.gov</u>> 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)

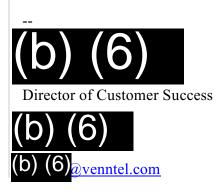
(b)(6) (b)(7)(C)

#### **Senior Advisor**

#### NTC-CND Publicly Available Information Group (PAIG)

#### **U.S. Customs & Border Protection**

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



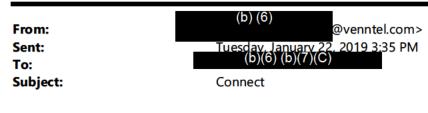
(b) (6)
Director of Customer Success
(b) (6)
(b) (6) @venntel.com

(b)(6)(b)(7)(C)From: Sent: Friday, October 19, 2018 9:42 AM (b) (6) To: (b) (6) (b)(6)(b)(7)(C)Cc: venntel.co FW: Venntel timing out Subject: (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-CND Publicly Available Information Group (PAIG) **U.S. Customs & Border Protection** (b)(6)(b)(7)(C)(b) Sent: Friday, October 19, 2018 9:36 AM @cbp.dhs.gov> Subject: Venntel timing out  $^{(b)(6)}(b)(7)(C)$ vhe (b)(7)(E)Just ran a query wit **Thanks** (b) (6), (b) (7)(C) Analyst (CTR) U.S. Customs and Border Protection **National Targeting Center** 

Counter Network Division

(Des

Publicly Available Information Group (PAIG)



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) <u>venntel.com</u>
(b) (6)

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

(b) (6) From:

@venntel.com>

Sent:

Wednesday, June 12, 2 (b)(6) (b)(7)(C) 2019 4:28 PM

To: Cc:

**Quote for Special Data Projects Subject:** 

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

as requested b (b) (7)(C), (b) (6)



Please let me know if you have any questions.

Best regards,

(b) (6)

Venntel, Inc.

@venntel.com (b) (6)

(b) (6)

From:	(b) (6) @venntel.com>	
Sent:	Thursday, June 13, 2019 9:10 AM	
To: Subject:	(b)(6) (b)(7)(C) Re: Coffee	
(b)(6) (b)(7)(C)	Ne. Conee	
That works for me. W	ere would you like to meet?	
(b) (6)		
On Thu, Jun 13, 2019	(b)(6) (b)(7)(C) 7:44 A @cbp.dhs.gov > wrote:	
(b) (6)		
	Thursday afternoon for a series of meetings, so it would be easy for me to meet in 100 if that's convenient for you.	the
Otherwise, Monday or	esday morning (sometime between 0800 and 1000) around Kingstowne would wo	ork as well.
v/r,		
(b)(6) (b)(7)(C)		
(b) (6)	@venntel.com>	
Sent: Wednesday, June T (b)(6) (b)(7)(6)		

cbp.dhs.gov>

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

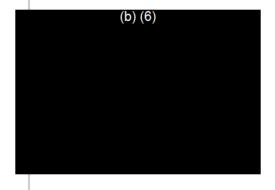
Subject: Coffee

Т

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 order 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.





Sent: To: Subject:	Wednesday, June 19, 2019 1:06 PM (b) (6) RE: Tomorrow
Thanks for the not (b) (	6)
I'm still good for 1100	
Sent: Wednesday, June 19, 2019	tel.com> 1:00 PM cbp.dhs.gov>
H (b)(6) (b)(7)(C)	
Where and what time would yo	ou like to meet?
(b) (6)	
(b) (6)	
Venntel, Inc. (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)

(b)(6) (b)(7)(C)
Organizer:

#### CBP-2020-033428-0000339

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

**Location:** Jacksons Reston Town Center

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

**Show Time As:** Tentative

Recurrence: (none)

**Meeting Status:** Not yet responded

(b) (6) Organizer: @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) Ovenntel.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) Dyvenntel.com

- organizer

(b)(6) (b)(7)(C) @cbp.dhs.gov

Goin (b)(6)(b)(7) @cbp.dhs.gov)?

Yes Maybe -

No more options »

Invitation from Google Calendar

You are receiving this courtesy email at the accou attendee of this event.

(b) (6), (b) (7)(C) @cbp.dhs.gov because you are an

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. <u>Learn More</u>.

invite.ics

5:19 PM Sent: (b) (6) To: Subject: RE: Follow up (b) (6) 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 (b) (6) Fro venntel.com> **Sent:** Friday, July 12, 2019 10:06 AM (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) (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
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)

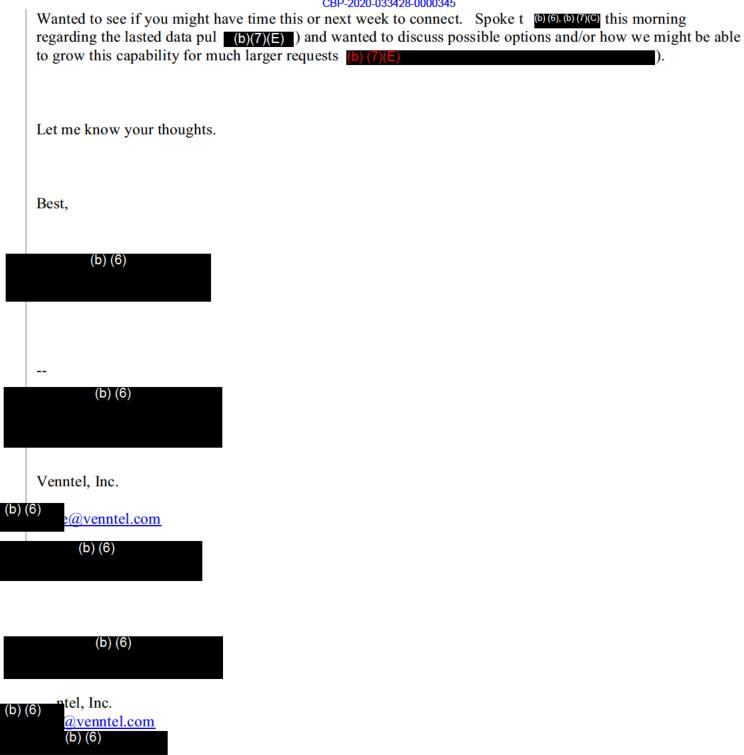
Wanted to get your perspective on the briefing. Do you think it accomplished what you wanted?

(b) (6) (b) (6)

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

From: Sent: To: Subject:	(b) (6) @venntel.com> Friday, August 16, 2019 11:56 AM (b)(6) (b)(7)(C)  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	(b)(6) (b)(7)(C) <u>@cbp.dhs.gov</u> > wrote:
(b) (6)	
We're still struggling with so	ome of the privacy paperwork before we can execute this year's renewal.
I'd prefer to hold off on any into what we're doing.	larger requests until we've closed on this renewal and have ensured privacy has bought
v/r,	
(b)(6) (b)(7)(C)	
From (b) (6) Sent: Wednesday, August 1	Ovenntel.com> 4 2019 10:53 AM
To (b)(6) (b)(7)(C) Subject: Ad-hoc queries	@cbp.dhs.gov>
He (b)(6) (b)(7)(0	

#### CBP-2020-033428-0000345



#### UNCLASS//FOUO//LES//SSI



NTC-CND Publically Available Information Group (PAIG) – Tools and Management Update September 20, 2019

#### **Overview**

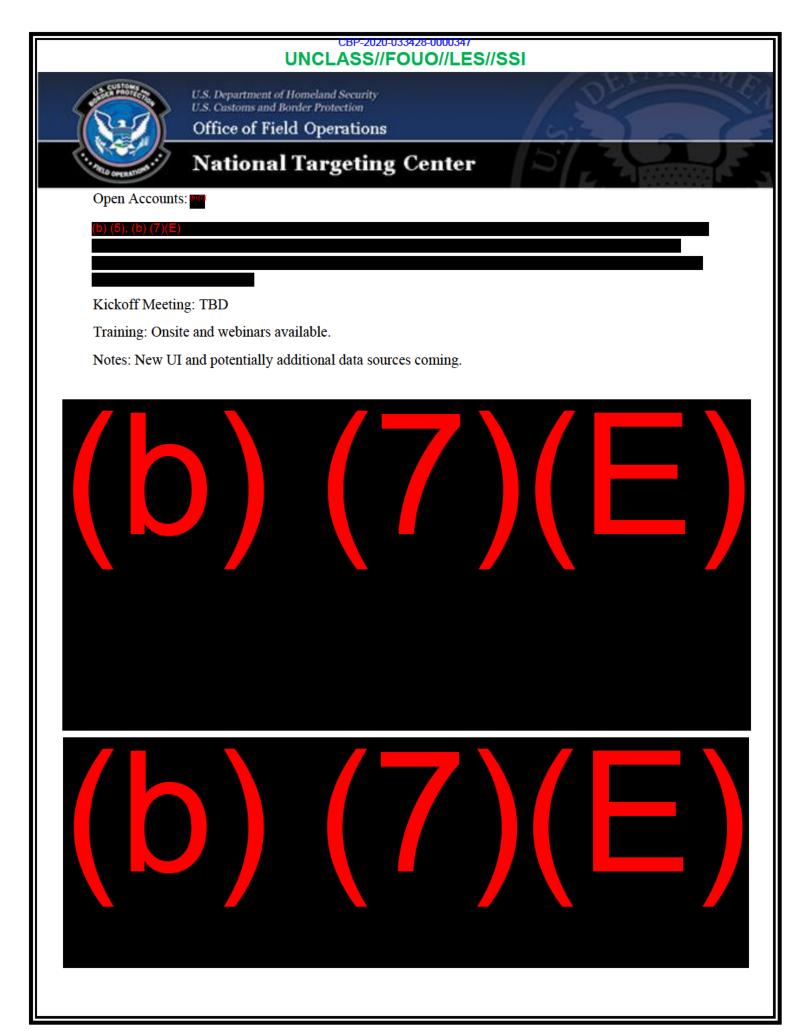
PAIG continues to successfully execute our multi-pronged strategies to maximize return on investment and ensure accounts are deployed and effectively utilized. The Team also continues to solicit feedback, success stories and collect new requirements from users across the enterprise and various mission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

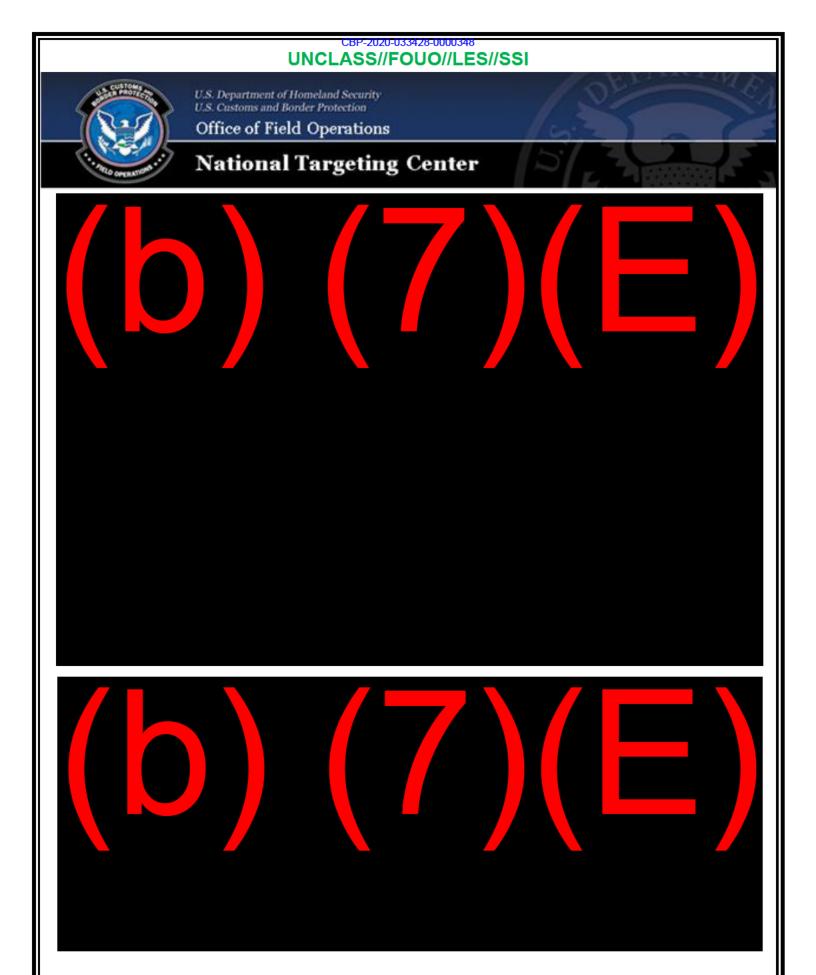


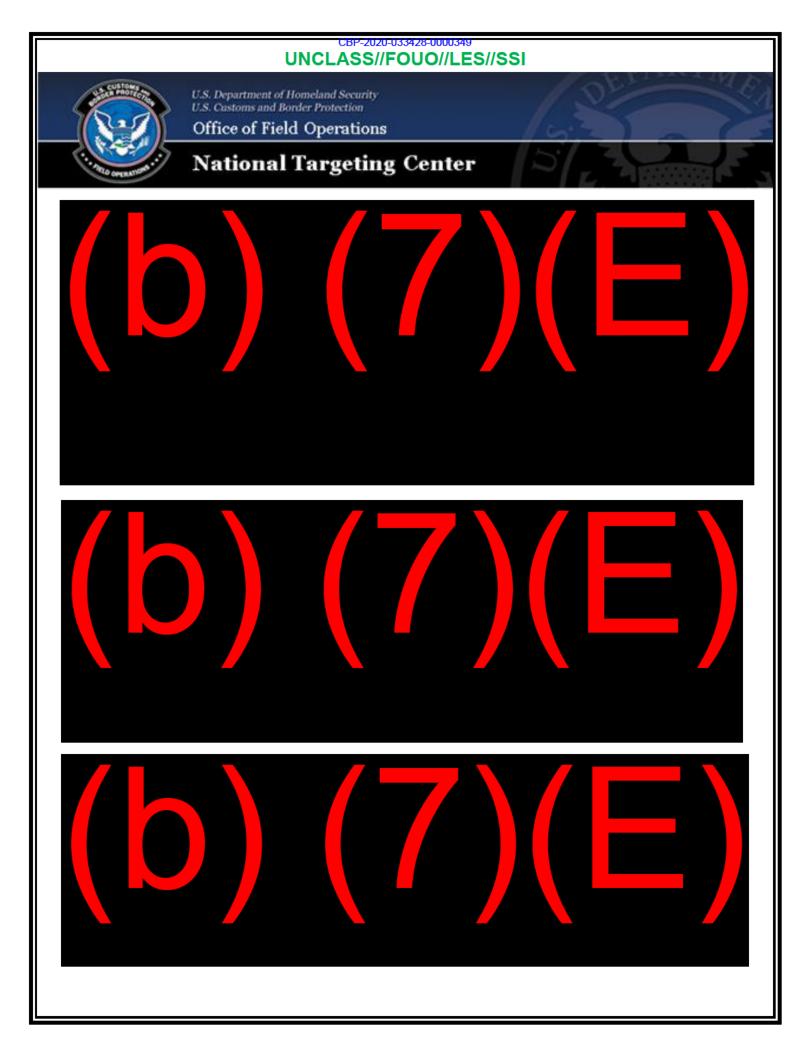
#### Venntel

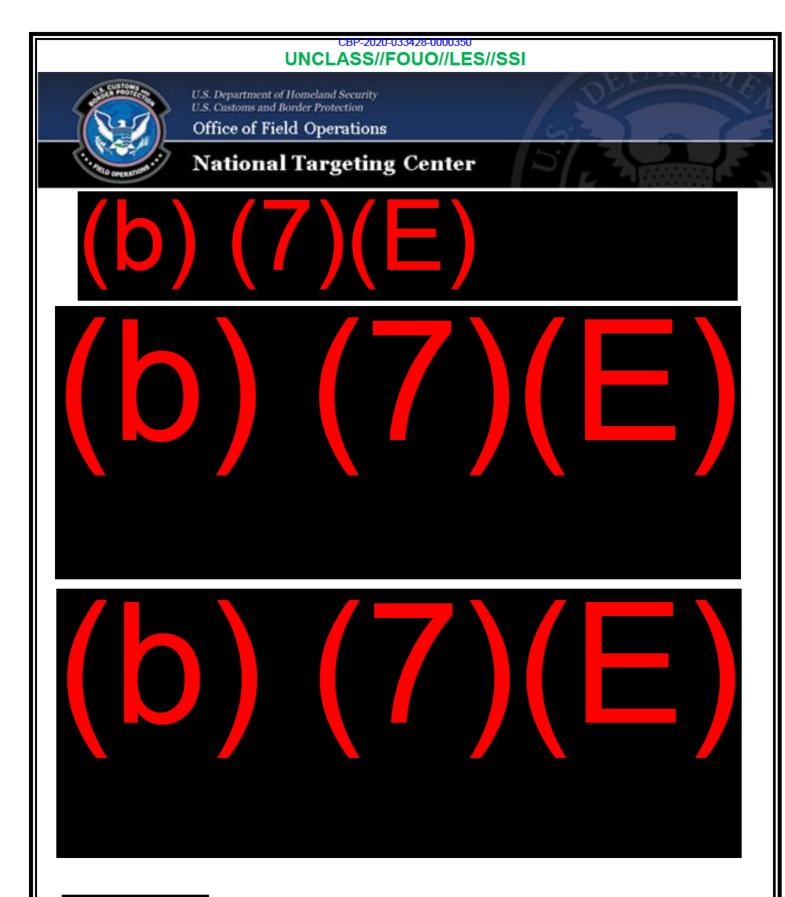
Licenses (b) (7)(E) w/ TASPD)

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









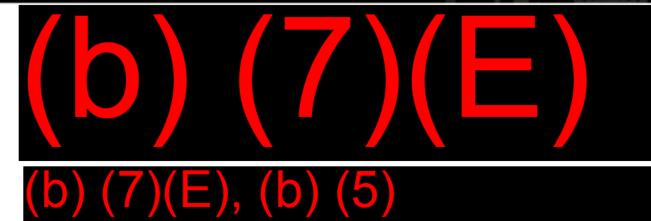




U.S. Department of Homeland Security U.S. Customs and Border Protection

Office of Field Operations

**National Targeting Center** 



### **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)



#### UNCLASS//FOUO//LES//SSI



U.S. Department of Homeland Security U.S. Customs and Border Protection

Office of Field Operations

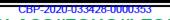
**National Targeting Center** 



(b) (7)(E)

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

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



#### UNCLASS//FOUO//LES//SSI



U.S. Department of Homeland Security U.S. Customs and Border Protection

Office of Field Operations

## **National Targeting Center**



## CBP-2020-033428-0000354 UNCLASSIFIED // LAW ENFORCEMENT SENSITIVE

#### (U) Office of Information and Technology

(U) Service Delivery Requirements Document

(U//LES) Commercial Telemetry Pilot - Venntel Portal

(U) CBP Originating Office: Office of the Commissioner

(U) Originating Office POC (Nam

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

(U) Originating Office POC (Phone Numbe

(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) 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.

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

Item Description
(U//LES) Venntel portal access for a named user



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

#### (U) Historical Information/Background on Requirement:

N/A

Group	Type	FY	FY 2021	FY	FY	FY	FY 2025
		2020		2022	2023	2024	
TASPD	New Investment	(b) $(7)(E)$	\$0K	\$0K	\$0K	\$0K	\$0K
	Total		\$0K	\$0K	\$0K	\$0K	\$0K

#### (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 t (b) (7)(E)

#### (U) Detailed Description of O&M Cost (for each FY as applicable):

Licensing fees for portal access