

WikiLeaks - The Hackingteam Archives

 wikileaks.org/hackingteam/emails/emailid/5391

Hacking Team

Today, 8 July 2015, WikiLeaks releases more than 1 million searchable emails from the Italian surveillance malware vendor Hacking Team, which first came under international scrutiny after WikiLeaks publication of the [SpyFiles](#). These internal emails show the inner workings of the controversial global surveillance industry.

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Re: QUOTE MEXICO URGENT

Email-ID	5391
Date	2014-12-01 23:40:07 UTC
From	armando.perez@grupotechbull.com
To	m.bettini@hackingteam.it, m.bettini@hackingteam.com, g.russo@hackingteam.com, info@hackingteam.it

Attached Files

#	Filename	Size
2112	NDA.pdf	8.2KiB
2113	NSO PEGASUS INLGES.pdf	8.2KiB

- [Email Body](#)
- [Raw Email](#)

MARCO HOW ARE YOU, THANKS FOR THE QUICK RESPONSE I ATTACH YOU HE NDA SIGNED AND THE TECHNICAL PROPOSAL FROM NSO (500 INFECTIONS) TOMAS ITS NOT HAPPY WITH THE SOLUTION IN TOLUCA BUT THATS WHAT WE NEED TO WORK WITH. AS I´VE HEARD, THE GALILEO SOLUTION IS MUCH BETTER THAN THE DA VINCI THEY HAVE IN TOLUCA. WE NEED TO PINPOINT THE ADVANTAGES YOUR SYSTEM HAS OVER THE NSO (ALSO DE DISADVANTAGES). WE HAVE HEARD ALSO THAT YOUR SYSTEM HAS IMPORVE A LOT THIS YEAR, SO WE NEED TO EMPHASIZE IN THIS NEW FEATURES. ALSO WE THINK THAT BY GIVING THEM DOUBLE INFECTIONS MIGHT HELP US

CONVINCE THEM IN KEEPING YOUR SYSTEM. ALSO THE FACT THAT YOU HAVE INFECTION FOR PC, WHICH NSO DOESNT. HOPEFULLY WE CAN COME WITH A PERFECT SOLUTION FOR THE PGR AND WE CAN DO BUSINESS. THANK YOU

On Sat, Nov 29, 2014 at 2:37 AM, Marco Bettini <m.bettini@hackingteam.it> wrote:
Dear Mr. Perez,

Thanks for contacting us and for the interest in our technology. My name is Marco Bettini and I am the Sales Manager at HT.

Before moving forward with an official proposal, following our policy we need you to sign an NDA (please find it attached). The only thing I'd like to ask you for the moment is why Tomas Zeron should accept an offer with our solution if, as you are saying, he is not happy with it in Toluca.

Moreover, I would appreciate if you could send us the NSO technical proposal in order to provide you a direct competitive offer and convince the client of our solution capabilities.

Thank you again Best Regards Marco Bettini

-----Marco Bettini

Sales Manager

Hacking Team

Milan Singapore Washington DC

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phone: +39 02 29060603

Begin forwarded message:

Date: November 28, 2014 at 8:34:24 PM GMT+1

Subject: [BULK] QUOTE MEXICO URGENT

From: Armando Perez <armando.perez@grupotechbull.com>

To: <info@hackingteam.com>

HELLO THE DIRECTOR OF MY COMPANY RODRIGO RUIZ JUSTO SPOKE WITH SIMONETA ON THE PHONE. I'M GOING TO EXPLAIN WHO WE ARE AND WHAT WE DO IN A SUMMARY. WE ARE A COMPANY THAT SELLS INTELLIGENCE AND SECURITY TO THE MEXICAN GOVERNMENT. WE ARE A SUBSIDIARY OF THE MAIN COMPANY THAT IS BALAM SEGURIDAD THAT IS ONE OF THE MOST IMPORTANT COMPANY IN INTELLIGENCE IN THE COUNTRY AND #1 IN THE PGR AND MARINA. OUR BEST CLIENTS ARE, THE MEXICAN MARINES, PGR, CISEN, POLICIA FEDERAL AND A LOT OF PROCURADURIAS, INCLUDING ESTADO DE MEXICO (I know they bought da vinci from you last year). WE REPRESENT A LOT OF ISREALI COMPANIES BECAUSE ONE OF THE OWNERS, ASAF ZANZURI IS FROM ISRAEL. WE'VE SOLD EVERYTHING, FROM INTERCEPTION SYSTEMS (GITA, NETLINE, PICSIX ETC) TO DRONES (AERONAUTICS) AND CONTROL AND

COMMANDS CENTERS FROM ELBIT. WE JUST SOLD TO THE PGR (CONTRACT ALREADY SIGNED AND THEY ALREADY WIRED THE MONEY) THE NSO PEGASUS SYSTEM. WE HAD AN AGREEMENT WITH THEM REGARDING THE PRICE FOR 500 INFECTIONS. WHEN THEY REALIZE WE HAD SIGNED THE CONTRACT THEY GOT CRAZY AND INCREASED THE PRICE 50% SO WE JUST DECIDED TO CANCEL THE DEAL WITH THEM. THE PROBLEM HERE IS THAT TOMAS ZERON WHO IS IN CHARGE OF THIS NEW AREA IN THE PGR, USED TO WORK IN LA PGJ DEL ESTADO DE MEXICO (HE BOUGHT THE SYSTEM FROM YOU) AND HE KEEPS TELLING EVERYONE THAT THE SYSTEM YOU INSTALLED IN TOLUCA DOESNT WORK AND THAT HE DOESNT WANTS IT IN THE PGR. OUR JOB HERE IS TO CONVINCE THEM YOUR SYSTEM WORKS SIMILAR. WE DEFINITELY KNOW NSO IS BETTER BECAUSE OF SOME OF THE INFECTIONS ARE INVISIBLE , HAS MORE CAPABILITIES AND HAS WORK REALLY GOOD AND PROVEN RESULTS IN MEXICO (SEDENA AND CISEN) . WE THINK MAYBE THE SOLUTION IS TO GIVE THEM 1000 INFECTIONS OF GALILEO INSTEAD OF 500 FROM NSO. AND PROBALLY THAT CAN BE THE TURNING POINT FOR INSTALLING YOUR SYSTEM AND THAT YOU HAVE FOR COMPUTERS. WE ALREADY HAVE A PROPOSAL FROM FINFISHER, BUT WE WANT ONE FROM YOU BEFORE, TO MAKE DECISION. OUR FRIEND ERIC BANOUN (OWNER AND CEO FROM CIRLCES) IS HELPING US FIND A SOLUTION, SO HE WILL PROBALLY CONTACT YOU ALSO REGARDIND THIS SYSTEM, WE ARE ON THE SAME TEAM. SO CAN YOU PLEASE SEND ME A QUOTE FOR 500 AND FOR 1000 INFECTIONS FROM YOUR SYSTEM AND A FULL PRESENTATION (IF POSSIBLE ALSO A COMPARISON WITH NSO). IF WE DECIDE TO DO BUSINESS, IT WILL BE REALLY REALLY FAST, AS SOON AS WE SING CONTRACT WE CAN SEND MONEY BEGINING NEXT WEEK, WE ARE ALREADY WORKING IN THE COMMAND AND CONTROL FOR THE SYSTEM IN THE PGR AS WE SPEAK. PLEASE TRY TO GIVE US A VERY GOOD PRICE SO WE CAN CLOSE THIS DEAL SUPER FAST. THANK YOU VERY MUCH!! ARMANDO

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Armando Pérez

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