Hi Ofer,

I was happy that we got to meet again. After several interesting meetings, I believe that I have a deeper understanding of the profile and growth drivers of DF company. At this stage, I want to suggest the following model for our collaboration – membership in the executive board/advisors for the company who will lead the following processes:

1. Customer care and preparation for closing a deal. I have the experience and background (see details below) that make it possible, the moment we get in the door in the relevant tier one countries, whether it is with defense companies or an intelligence end user, to initiate an intimate, professional process with the decision-maker to prepare him for a meeting with the sales staff. This will significantly increase the chances of closing a deal. As discussed, the potential here is tremendous – a 95% market share that has not yet been realized!
2. Accompanying setting up the investment fund for new initiatives in the area of Cyber Offensive, relating to the operational entities that define the various needs as well as the strategic investors, and also working with the chosen entrepreneurs or towards internal development by the fund (on the model of Team 8), or with external entrepreneurs.
3. Connections to end-users: At this point, these include Thales in France, Intelligence bodies in England, and TMobile in the U.S.
4. Accompaniment of DF company in investment development and/or M&A.

I would love to hear from you about a compensation model,