

From: Matthijs van der Wel  
Sent: Wednesday, July 18, 2007 5:32 PM  
To: [AGT]'  
Cc: 'Chbib, Anas [AGT]'  
Subject: RE: Upcoming Events - AGT Training & Workshop

Hi ...,

Please note that this is a preliminary e-mail message. I cannot confirm our participation to the training and workshops yet, as I await the reseller agreement and next the approval from our director.

But if we we're to join, I would suggest the following.

My colleague and technical expert Paul Bakker and I will be flying to Dubai on Saturday September 1st, arrival late in the evening. We don't need help with visa or hotels. We will rent a car and book a hotel ourselves.

The training will be held in a specific location I presume? We would like AGT to arrange for a training room and the following facilities:

- \* Beamer
- \* Tables and chairs for the trainees and 1 teacher
- \* Power supply, one per table and several for the teacher
- \* Coffee, tea, lunch etc for the participants and teacher

We will bring our own equipment and handouts to do the training. Please note that the costs mentioned in the reseller agreement for the training are for the training given in our own fully equipped training facility in The Netherlands. Extra costs for renting a room, transportation of the training equipment and the trainer, lunch, beamer, coffee etc are not included.

We need to set up the training room so preferably if we can do that on September 2nd in the morning, we can start the training in the afternoon (after lunch) or the next day (3rd of September). We need 1.5 to 2 days maximum to do the full training. We can also do the training on the 4<sup>th</sup> and 5<sup>th</sup>, but Paul Bakker needs to be back in The Netherlands on the 6<sup>th</sup> to catch his flight to NY.

I can stay a bit longer. For the workshop I would like to present FoxReplay Analyst and the Data Diode only. If the audience is the same as the last workshop in Abu Dhabi than it's of no use to present the Data Diode again, and only FoxReplay Analyst will be of interest I guess. It would be better for me if the workshop was a bit closer to the training dates, otherwise I have to wait from the 5<sup>th</sup> till the 11<sup>th</sup> to give my presentation. Can you look into this?

I would very much appreciate it if AGT can set up a number of meetings while I'm in the UAE. When I'm there, I would like to take the opportunity to meet as much potential customers or just say hi to some of the people I've met before. I know it's important to show our commitment to the middle east market so let's try to make good use of the time that I'll be in the UAE. I will rent a car so I'm free to drive everywhere.

The tour and exhibition in KSA in November. In the first e-mail message of Anas he mentioned Doha and Cairo as well. I'm not really sure what the exact schedule will look like. I believe that the exhibition will be from 3-6 November in KSA. If I get the green light (see the beginning of this message), my schedule will probably look like this:

- \* 2 November Amsterdam - Riyadh, arrival at 18:35 hrs.
- \* 3-7 November in Riyadh. I'll be at the exhibition to answer any requests on our products. We do not need our own space.
- \* 8 November Riyadh - Cairo (I'm not sure if that is still planned for by AGT), Egypt air, MS 652, 08/11, 15:15 d, 17:15 a
- \* 9 November workshop in Cairo (I'm not sure if that is still planned for by AGT)
- \* 10 November Cairo - Doha (I'm not sure if that is still planned for by AGT), Qatar Airways, QR 515, 16:45 d, 20:45 a
- \* 11 November workshop in Doha (I'm not sure if that is still planned for by AGT)
- \* 12 November Doha (I'm not sure if that is still planned for by AGT)
- \* 13 November Doha - Amsterdam, KLM, KL440, 00:25 d, 06:55 a (I'm not sure if that is still planned for by AGT)

I do require help with my visa for KSA. Can you please provide me with an invitation and make sure I get a "Multiple-entry Business Visa" so next time I do not need an invitation? Same goes for Qatar. I would also like your help to arrange the Four Seasons hotel for me at the very nice AGT corporate rate :- ) in KSA, Egypt and Doha.

As soon as I hear from Anas that the reseller agreement is fine, I can make arrangements on my side. In the meantime, can you please inform me if the tour is still on and if my schedule fits in with AGT's plans?

Kind regards,

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USA: Included in the CCR (Central Contractor Registration) and ORCA. Please use our DUNS (Dunn & Bradstreet) number 403599272 to find us at <http://www.ccr.gov> and <https://orca.bpn.gov/login.aspx>.

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