

From: Sebastiani, Joseph
To: [Anil Kona](#)
Cc: [Matt Miller](#)
Subject: RE: Vertical Discovery - Optimum
Date: Monday, April 16, 2018 10:07:04 AM
Attachments: [image001.jpg](#)

Anil,

Thanks for following back up. I had a message I thought I sent in response to your previous email, but apparently I never hit send. Unfortunately, at this time we are not going to be able to get any funding for this or any other automation capabilities, therefore I'm not sure a live demo or POC is necessary. This is definitely a product I see value in and will keep in mind as we move forward and begin discussing the future of our Forensics team here at Pfizer.

Thanks,

Joe Sebastiani

From: Anil Kona [mailto:akona@verticaldiscovery.com]
Sent: Friday, April 13, 2018 4:07 PM
To: Sebastiani, Joseph <Joseph.Sebastiani@pfizer.com>
Cc: Matt Miller <mmiller@verticaldiscovery.com>
Subject: [EXTERNAL] RE: Vertical Discovery - Optimum

Hi Joe,

How are you? Trust this email finds you well and things are going great at your end.

Just wanted to follow up get your thoughts and what's our next steps?

I am happy to run another demo with a small data set or can deploy the application in your datacenter to run a Proof of Concept(PoC) for few weeks for No cost to get your team hands on the product and feel the power of complete automation specially the dashboard and reports.

Let me know if you would like to have a quick chat sometime next week or I am very close to you, happy to drop by and catchup over a lunch.

Have a great weekend.

Thanks

Anil Kona

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From: Anil Kona

Sent: Wednesday, March 7, 2018 11:24 PM

To: Joseph.sebastiani@pfizer.com; Coleman, Brian <Brian.Coleman@pfizer.com>; Notley, Ian <Ian.Notley@pfizer.com>

Cc: Matt Miller <mmiller@verticaldiscovery.com>; Srikanth Devarapalli <sdevarapalli@verticaldiscovery.com>

Subject: Vertical Discovery - Optimum

Joe, Brian, and Ian,

Thanks a ton for your time this afternoon even though the weather was a bit harsh on us, we appreciate the time you took listening to the presentation and demo, and asking such intuitive questions.

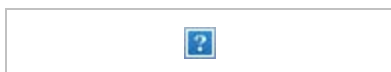
I would like to reconfirm that:

1. We can integrate into the majority of the cloud storages like OneDrive, Box, etc.
2. We can customize the workflow templates to fit into your workflow requirements either moving quickly into Nuix review or to your cloud Relativity provider
3. We can integrate into various other legacy applications that are required for investigations, etc.
4. If needed we can also push or pull information with an existing legal hold or case management solution

I am very confident that, if given another hour of your time to go over the 1 Gb of data moving end to end, would provide further clarity on the technology that seamlessly integrates into your workflow, leveraged your existing investments, and makes us an "Evolution in eDiscovery" versus other standard robotic automation applications.

Looking forward to hearing from you.

Have a great and warm rest of the week.



Anil Kona

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