

May 3, 2022

MS

Mark Schmidt

(919) 434-6608

Member of **K8 - MG Holt intro, SOF Week Tampa 2023, Mark Larry Anthony** and 17 more

For your security, conversation history isn't transferred to new linked devices.

Mar 25, 2022

Good morning. Larry and I had a great call after you left. Wanted to touch base on the Claims Act deal...let me know if you need me today. I also have some other ideas and wonder if it could be implemented.

3:58 PM

Hey we're in deep here - I'll free up in a few hours.

4:45 PM

Nice work on the DPS contract!

7:32 PM

Mar 27, 2022

I've been doing some research. In FY 2019 Total Small Business awards for the DoD was \$161B dollars. Even if we helped with 1% of that, \$1.615B...we could potentially generate \$32M if we charged 2% of the contract. Let's chat about this Monday if you can. This has potential to be so huge. Have some other ideas too that could help connect the dots.

1:34 AM

GM, we do like this opportunity and we can deliver with proper timing. Having a software organization is amazing and will power these opportunities and DoD /law enforcement revenue as well. Look forward to mapping this one to the market!

I am focused on our reporting and organization yesterday and today but the drone team is driving to final specs and we'll be ready to finalize.

5:06 PM

Sounds good. I know your plate is full. I'm not stressing. Just have a lot of things in my head and excited to get thoughts on paper.

5:12 PM

Mar 28, 2022

What is the longest flight time for your line of drones?

Good afternoon by the way

10:55 PM

Yes good afternoon, crazy day but expect this week to be rapid fire!

It does depend on carry load. With just drone and native camera?

10:56 PM

At least night vision or thermal

more surveillance

10:58 PM

Ok hold on.

10:59 PM

I know there is a lot happening this week. Lets get something on the schedule for next week to talk about putting any drones \$25k and below and specs available to put on the first look program.

10:59 PM

Yes agree. We are ready to discuss Model K tonight btw. Sales sheet will be sent.

11:01 PM

Thats great. I will be at the skate park with my son from 1600 to 1700 costa rica time roughly and free after that.

11:05 PM

Let me know too, when just you and I can discuss the claims act deal too, I'm interested in hearing what Denis thinks too.

11:09 PM

Yes I'm arranging a call with us this week. Probably pull Chris in too.

11:10 PM

Sounds good. Thank you.

11:13 PM

Mar 29, 2022

We are a available



Model-K System

The revolutionary FlightEye Model-K Munitions Delivery Aircraft System from Cyberlux Corporation provides Infantrymen and Special Operations Teams with a significant advantage when confronting an entire range of battlefield threats, up through and including armored vehicles and helicopter gunships, even while in flight. Long Range precision threat destruction at up to 5.5km defines this entirely new defensive and offensive class of weapon systems well suited to stand-off engagements beyond the counterattack range of a tank's main gun.

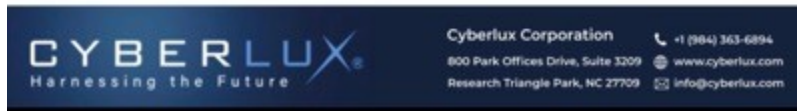


Munition

The FlightEye Model-K integrates a Munitions Payload Delivery System. The remote piloting team may elect to transport their aircraft safely to the field of operations loaded with up to 2.5lbs of US M112 high explosive. The Munitions container may also be safely loaded with M112 ordinance in the field providing a high degree of mission flexibility. The Model-K aircraft may be flown unarmed, partially loaded or fully loaded with M112.

Field teams may elect to fly reconnaissance missions with extended flight times empty of munitions weight. Lightly armored and unarmored targets can be destroyed easily with munition payloads of 1.25lbs of M112. Armored targets should be engaged with the full 2.5lbs of M112 powering the advanced linear shaped charge.

The Munition Payload Delivery System is physically enabled, only in the field before launch. The M112 ordinance is enabled by redundant M6 military blasting caps. The ordinance is electrically armed before flight by actuation of a mechanical arming switch. The final arming circuit can only be actuated by the pilot's controller command after the aircraft is in flight at a safe distance from the field team. Detonation is achieved through the pilot's command, through forward impact, or downward impact while the munition is fully armed. Missions that are aborted allow safe recovery of the aircraft through the pilot's remote disarming command, followed by removal of both M6 blasting caps after the aircraft lands and is recovered by the field team.



2:11 AM

I'm still working but let's pick a time tomorrow AM to connect.

4:09 AM

I'm free all day. 0900 eastern? That's 0700 Costa Rica

I'm digging the flyer

5:04 AM

I have a pre-market call at 9am. How does 10am work?

5:08 AM

That works too.

5:10 AM

I think we are ready to roll. Next is answering any questions you see, live testing, overcoming customer objection, etc.

Our end-user:



5:12 AM

I'm assuming this is all under wraps until we do testing. I have to be careful who I share the flyer with. Writing about it in concept is diff than having an actual product ready to roll.

How quickly will we get live testing completed?

5:15 AM

You

I'm assuming this is all under wraps until we do testing. I have to be careful who I share the flyer with. Writing about it in concept is diff than having an actual product ready to roll.

Let's cover with Larry in AM

5:17 AM

PDF

Cut Sheet P2 V1a.pdf

255.96 KB

Better formatting, cleaner look.

3:53 PM

I'm standing by

3:57 PM

I just finished the call ... let me grab Larry

3:58 PM

Starting call now

4:03 PM

Can you find a link to the Claims Act for me?

5:20 PM

https://www.acquisition.gov/sites/default/files/current/far/compiled_html/subpart_32.8.html

Sorry about the delay, I was having breakfast with my wife.

Let me know if that works

Works

5:54 PM

<https://www.law.cornell.edu/uscode/text/31/3727>

6:12 PM

Perfect - TY

6:31 PM

Mar 30, 2022

Heads up on our drone acquisition announce coming this morning.

4:27 PM

Also let us know on the feedback you get on the cut sheet so we can proceed accordingly. A lot of concern here that a window is closing.

4:34 PM

Sweet.

I'm concerned too, but when i talk with people at State Dept, they say no money has been released.

So which is it?

4:41 PM

Wow. So all the funds are still available?

4:43 PM

That is what they said a few days ago, late last week. Which could be why everybody I've sent quotes too haven't yet pulled the trigger. And nobody i know has sold anything either. Its all about funding. can't verify that, can only repeat what i am being told.

5:10 PM

We should push hard to get Model K queued and ready for orders nonetheless. I made contact with our original USAF Battlelab/ Raven contact last night. More soon.

5:15 PM

Ok, if you have that contact, i can share that with my guy at NGB. And then I'll share it with the Security Forces Center at Lackland. 42000 Security Forces troops.

I haven't been on twitter or looked at the market today yet. Let me know when your acquisition announcement goes live.

5:17 PM

5:19 PM

My contact is trying to get us access to Range 37

At Bragg

6:33 PM

Beautiful. Announcement is out.

These CMW guys are the real fing deal. Super excited.

6:35 PM

Sweet. I'll read it shortly.

6:39 PM

Nice!

Do we have a cost on model K yet?

7:19 PM

Stand by

7:21 PM

Have you started your ITAR/DDTC registration yet?

7:41 PM

Should be submitted. Checking

7:43 PM

Just want to be sure you are registered if we get a hit and have to go get an ITAR license to ship these.

7:43 PM

100%

7:44 PM

you have a min to talk?

8:06 PM

Hold on - 20 min?

8:09 PM

ok

8:11 PM

FYI, 3SFG at Bragg asked I remove the russian writing. Can you do that and resend to me? When we get on a call I'll walk you through whats been happening.

8:17 PM

Yes it is Ukrainian btw

8:20 PM

yeah, i figured...he said russian so i just wrote the same thing.

8:20 PM

Now there is a reference to the T90 Russian tank. Remove that ?

8:22 PM

might be a good idea.

8:22 PM

We'll sanitize

We'll have momentarily

8:24 PM

Missed voice call · 8:45 PM

Missed voice call · 8:45 PM

Call Back

Please also give me a rough cost idea. I know you were working on it but that was one thing they asked about.

8:55 PM

PDF

FlightEye Model-K Cut Sheet 03.30.2022.pdf

215.02 KB

Up next, not to exceed cost.

8:58 PM

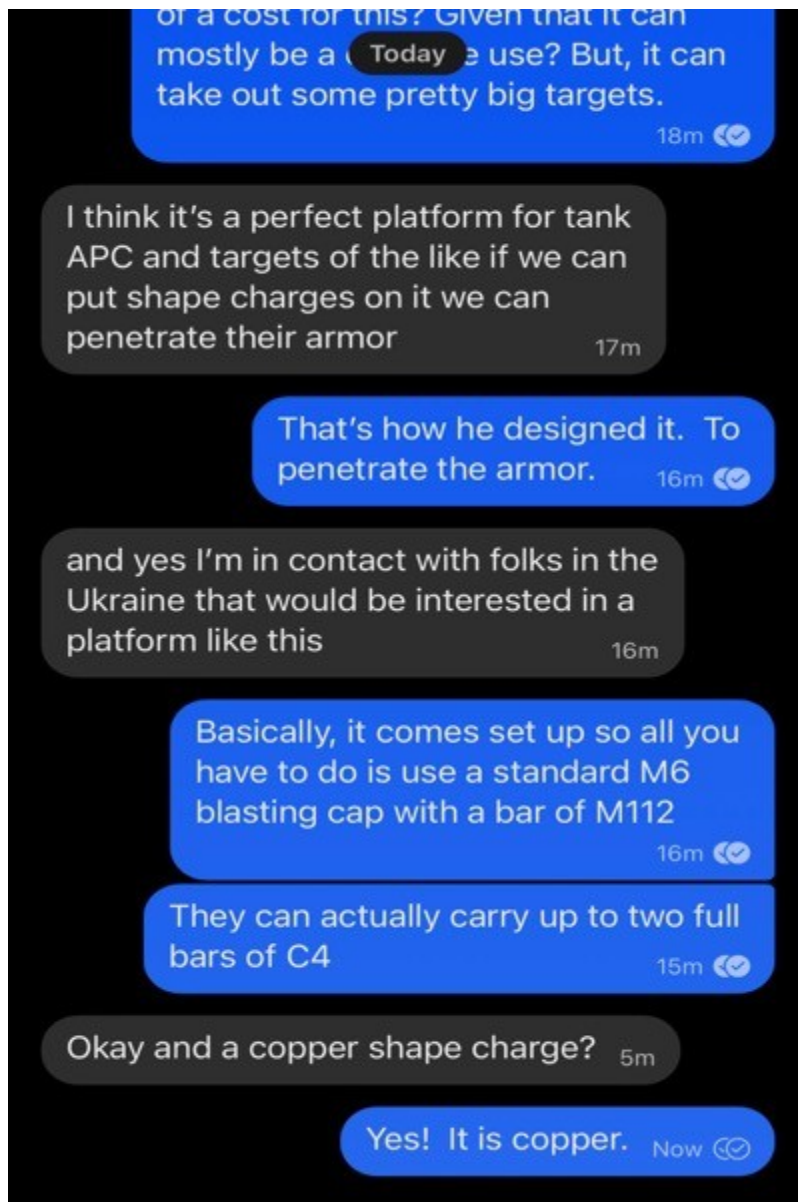
BTW, is there a budgetary level you have in mind?

9:06 PM

Not really. I wouldn't even begin to know where to start with this. I can ask what their expectations might be for something that they're going to destroy. It really comes down to use case. And how they value what the mission was accomplished or not.

Posing the question to the retired 10th Group guy

9:10 PM



I love he knew it would be copper.

10:19 PM

Outstanding!
10:21 PM

He is another 10SFG guy I was with a couple weeks ago in Colorado.
10:21 PM

You free?
10:32 PM

Yes, call you in 2 minutes
10:33 PM

Incoming voice call · 10:35 PM

Call Back

He asked too, about uplink/downlink encryption. Might be a Larry question?
11:13 PM

Yes definitely... can you frame a question for me to get answered?
11:14 PM

He just said, "Does this have uplink and downlink encryption?"
11:15 PM

Lol ok got that one!
11:15 PM

I think it's fair to say that we could add that to the base package if needed. I'll have an assessment soon.
11:21 PM

Larry is on it.
11:49 PM

Mar 31, 2022

I am trying to get a call set up with you, Larry and 3SFG S8 shop.
My guy said if you get on the call, be concise and to the point. Don't let Larry get too sciency/engineery (not words, i know). He's brilliant but I don't want him over explaining it. They have questions. Apparently, they might already be working on a solution like this for SOCOM, not sure with whom they are working. Price will be a question too, but you are already working that.
12:40 AM

Got it.
12:41 AM

Call me if able please
1:27 AM

2min
1:30 AM

Incoming voice call · 1:30 AM

Missed voice call · 1:32 AM

Call Back

recap: need full on specs for this thing. Both the initial kit and ammo/extra kit. The initial kit will have the controller/goggles, etc.

Check on DDTC registration

Cost - Lets discuss an initial ROM price to share, that way we aren't locked in and can adjust as needed.
1:51 AM

I'm happy to work with Michael to take some of this off your plate, sorry if I've been monopolizing your time with everything else that is happening. When are you going to hire a DoD Director/VP of Sales? If this starts rockin, you'll need it to manage all the Primes and programs.

1:55 AM

Honestly, this is my real job (plus shareholders, acquisitions and fundraising). I'm simply handing off some of the non-critical tasks. Michael could be that resource in reality. But we will man that position for sure.

2:12 AM

Good Morning. I know you have financials coming out today so you are busy. I just wanted to let you know I still don't have an idea of pricing. Neither of my guys would put a number on it.

5:17 PM

Also, can I get the ravens contact to share with Air National Guard and the Security Forces Center?

5:21 PM

Yes I am dealing with three time zones of accountants so not a great time. Will be done by 3pm.

On our cost we're \$4700 for all materials plus labor and I'd like to add \$2000 for \$6700.

Pack + long range radio + long range FPV + controller + specialized drone + munitions container and Ignition control

5:31 PM

Exact spec sheet available this afternoon.

5:36 PM

I have some updates from the Ukrainian attaché to the united nations.

He likes it and he thinks they would be interested but he wants full and outright pricing before he forwards it.

He also said that he doesn't need to view a testing demo. If we tell them it works it works

We also have a roadblock

<https://taskandpurpose.com/analysis/switchblade-attack-drone-ukraine/?amp>

6:49 PM

Outstanding re: Urkainian contact. Switchblade is just a different weapon.

6:52 PM

What the attaché said was that they've received 1000 of these... Even though the article says 100. Not sure which is true.

But he said they were receiving them for free. They do want 5000 more and I'm not sure if we are giving those away or if they have to buy the additional 5000.

6:52 PM

can I ask you to engage on the Larry / you / me Signal so he can take this while I'm dotting I's and crossing T's

6:52 PM

So, I'm trying to find out how many more we actually have in stock to give away in hopes that we could make up the balance. And yes, I realize it's a different type of weapon.

Yup

6:53 PM

Apr 1, 2022

Before I forget to mention this, there is a big difference between the Switchblade 300 model and the 600 model. Those people stuck on the 300 model being \$6000 should come to realize that our Model K will actual penetrate armor; the model 300 will not. So we need to compare pricing with the model 600 which does.

7:15 AM

I was asking about Pricing today.

I'll see what I can find

7:16 AM

The model 300 will take out a truck windshield etc. Not a tank. We just need apples to apples to lock in the price and value proposition. Great work on the Ukraine UN approach - awestome.

7:17 AM

Calling in a lot of chits!

7:19 AM



8MB super high res graphic versions

7:19 AM

The fact that the attaché said they want 5000 more means there is still a market

7:19 AM

Here's the latest ... high res for sharing.

5000 is my number too - I've have to travel to Boston tomorrow mid-day for afternoon meeting but lets lay out the steps and get this done.

7:21 AM

Ok. Let me know when

7:21 AM

how about 10am ET / 8am your time

or could be 11:30 ET / 9:30 AT

7:23 AM

0800 is fine

7:25 AM

7:33 AM

Missed voice call · 4:09 PM

Call Back

If you get a chance, can you share that Phoenix Raven contact? I know he is retired now, but he'd be a good contact to share with NGB and the Air Guard side.

4:46 PM

Yes I just made contact with him, Joe Duarte. I'll work that today.

4:47 PM

<https://www.businesswire.com/news/home/20211104005095/en/AeroVironment-Awarded-20.3-Million-Switchblade-600-Tactical-Missile-Systems-Hardware-Contract-by-U.S.-Special-Operations-Command>

I'm looking for this contract. [usaspending.gov](https://www.usaspending.gov) has a lot of their contracts listed, but I can't seem to get past some of it.

7:54 PM

<https://govtribe.com/award/federal-contract-award/definitive-contract-w31p4q20c0024>

CSV

Contracts_PrimeTransactions_2022-04-01_H17M57S05_1.csv

43.23 KB

I'm trying to find some of these contracts to see if I can get a per unit contract. Maybe if you have some of those paid subscriptions for gov contracting you can get more.

8:08 PM

Ok I'm still on the plane but checking a few sources.

8:39 PM

<https://www.barrons.com/articles/drone-maker-stock-ukraine-military-aid-51647457722>

Just found this article. It says the drone is \$70k

I think that is way off...maybe it should be \$7k?

I sent an email to the author at [dowjones.com](https://www.dowjones.com) and Louie DiPalma at William Blair as well to ask them to clarify. Since it is published, if it is wrong they may submit a correction.

would be interesting if stock went up because people think these are 10x more expensive than they really are.

8:42 PM

The 600 model could be. Larry and I were thinking \$50k was possible

You

I sent an email to the author at [dowjones.com](https://www.dowjones.com) and Louie DiPalma at William Blair as well to ask them to clarify. Since it is published, if it is wrong they may submit a correction.

Good idea

8:48 PM

Predators are \$150k btw

8:52 PM

It has a Javelin style munition on it.

Manufactured by US weapons manufacturers Raytheon and Lockheed Martin, the Javelin costs \$178,000, including the launch system and missile, according to the Pentagon's 2021 budget. Each replacement missile costs around \$78,000

8:55 PM

Let's have quick chat with Larry and then lock in the MSRP

Cost: \$4700

CYBL margin: \$2000

ARG margin:

Safety factor: \$1000?

MSRP:

Or we add a 10% to \$6700 so we can discount 10% then you add accordingly

9:00 PM

Let me think about that. I just pulled up to the beach to do some surfing with Connor. I'll be back for the 5 PM call with Chris. It would be nice to have 20% in there so I can give some away to a prime vendor if we need to go that route. Or to a broker in the Ukraine

9:07 PM

20% of 6700 would put it at 1340 or \$8040 to end user

I say we make it a \$9800 MSRP and then bring it down to wherever we think we need to be.

9:07 PM

If somehow we can squeeze a little more out because we have another layer, it's still good for everybody and the end-user would still be getting it under MSRP.

And as you said earlier, if there is not another layer we just split the difference

9:10 PM

Enjoy the surf. I'm down and off running. Connect later.

9:14 PM

Apr 2, 2022

Do we need to chat at all? I'm about to make a cocktail and check out for the day. Hang with the wife and watch a sunset.

12:01 AM

No please do that...we are good. I got pulled into an I-bank meeting. Enjoy and let's blow some shit up soon.

12:30 AM

Hopefully its good news for the I-Bank! I shared MSRP with my guy from 10th group and Frank, who has the contact at the UN attache, neither balked at the pricing.

12:34 AM

10th group guy, Jeremy, is working on end user certificate to get some samples sent over for them to use. He said they only have 100 of the switchblade and need soo much more.

12:34 AM

I hope the meeting is great. I'll raise one up for ya!

12:34 AM



Cheers to a pretty good week.
3:55 AM

I hope the meetings went well for you tonight
3:59 AM

You

10th group guy, Jeremy, is working on end user certificate to get some samples sent over for them to use. He said they only have 100 of the switchblade and need soo much more.

LFG! Nice work!

7:22 AM

Where are we pricing just a drone as addition ammo?
4:36 PM

Here's another reference point. Only 0.5 mile max distance

Each missile costs \$40,000

<https://youtu.be/VyHVVWqO7NnI>

Let me check. Just drone + batteries + munitions box.

We need goggles + controller too.

Any need for separate bag?

4:41 PM

No goggles or controllers, just the drone.

Assuming they have that already with initial order.

Maybe various kits.

Goggles and controller as a replacement kit.

Does the main bag hold two drones

4:44 PM

Holds one drone now. Simple one to one kit.

4:56 PM

I don't think we need to sell a bag for the additional drone. We can, but they will have plenty of bags.

Lets just establish a drone only price, a spare batteries price and spare parts kit.

5:00 PM

We are costing each piece at the \$6700 level and then the \$9800 MSRP level.

5:00 PM

That is for a drone, goggles and controller, 2 batteries, correct?

5:01 PM

Correct.

5:01 PM

Ok, then lets price: 1 drone and 2 batteries. 1 controller/goggle kit, spare parts kit (propellers and such) thoughts?

I think the two kits together should be more than one initial kit. so they aren't trying to buy individual kits and bypass normal kit

does that make sense?

5:05 PM

Perfect sense. I think we need the munitions box on the drone kit.

5:06 PM

yes, of course. I just assumed it was part of that. Every drone should come with that regardless.

5:07 PM

even if they want it as surveillance, lets them change their mind if situation calls for it.

5:07 PM

Just so you know I'm feeding this to Larry as well so he can manage. I have two meetings today that will take me out for a few hours.

5:08 PM

Check...i'll try to remember to put this in that chat room

5:09 PM

Apr 3, 2022

I am working with a LTC in Bogota, you don't care if I share Model K do you?

5:43 PM

No that's fine if you trust him.

5:50 PM

I do. I've known him a couple years as well.

5:53 PM

Apr 4, 2022

We are reviewing the components for each lkit...I'm in

12:41 AM

transit now but we should have complete for tomorrow AM. There has been significant advancement in the munitions component for discussion to

12:46 AM

That's great! Are you getting your but kicked this week? I know there's a lot in the pipeline.

2:01 AM

Just want to visit a few topics with regards to blockchain, tradeshow, and some manufacturing capabilities you have.

2:02 AM

Great I've got a list and these are on it for AM.

3:16 AM

Did you know that for full and open contracts with the US govt, a hubzone company gets a 10% price preference against large business?

10:32 PM

I did not know that actually- that is huge!

This has been a nonlinear day. I'm available in about hour or so. I did get a chance to review kit pricing and that should be finalized shortly.

10:52 PM



19.1307 Price evaluation preference for HUBZone small business concerns. | Acquisition.GOV

www.acquisition.gov

<https://www.acquisition.gov/far/19.1307>

ping when when clear. I should be available in about 1.5 hours as well.

10:56 PM

Apr 5, 2022

GM, the day never got back on track yesterday. I am reviewing final kit pricing in an hour then will have a third cut sheet with those listed. I assume we wait the MSRP for the Model K listed along with the kit MSRPs.

3:12 PM

Correct. MSRP

make sure that's indicated too so they know to expect a discount

4:01 PM

I'm taking my family on a Boat today. Fishing for Mahi, snorkeling. Tortuga Island.

So I'll be unavailable for phone calls. I can get away with texts if needed.

I don't even know if I'll have service.

4:03 PM

Enjoy. The cut sheets will be ready for discussion/distribution. Also I heard back from my Raven contact Joe Duarte. He doesn't have current contacts but is working for Army and wants info to introduce. As a next I'll connect all three of us.

4:08 PM

Sorry. Pocket dial.

Sounds good. They actually have Wi-Fi on this island and I just connected but we're leaving to head back for about an hour and a half on the boat ride.

Third special forces group wants me to share your contact with them. I'm going to share an email and a phone number just let me know you're OK with that so I can do that today.

This is for testing at Bragg

10:19 PM

Yes of course.

Important question: did you get some fish?

Also I'll connect you and Joe tonight.

10:21 PM



Not on the way out to the island

But we are going out now. To try again

10:21 PM

Not sure you need fish with that location. Maybe just a beer

10:22 PM



Coco loco
10:23 PM

Very nice.
10:23 PM

Apr 6, 2022

Mark, your contact info was sent to the S8 at 3SFG, Fort Bragg.
I was told they plan on reaching out to you to discuss testing for the drone.
I don't need to be involved in any calls/discussions as they will want to limit that. I'd love to watch testing if possible, but not necessary. Lets see what happens in the next steps.
2:32 PM

I leave for the USA tomorrow, so a full day of travel. Where are you currently? I see meetings on east and west coast.
2:37 PM

Excellent - thank you and I'll keep you in the loop for sure and would like to have you on the range of possible I'm back at HQ today for some reviews and later meetings. Let's try and connect after lunch.
3:07 PM

Roger
3:08 PM

This message was deleted.

This message was deleted.

7:48 PM

Call you back
7:58 PM

Incoming voice call · 8:05 PM

Call Back

Can you mute your phone - background noise
11:54 PM

Are you still hearing it?
11:57 PM

Much better

11:58 PM

Apr 7, 2022

You are back live

12:06 AM

I still like the kamikaze approach. We need to turn the munition solution over to Lukas to maximize the 2.5lb payload.

12:52 AM

I agree with the kamikaze approach

1:05 AM

good morning

Joe wants me to share some things with him on drones. Did you say you wanted me to share model k with him? Also, what else do we have in the way of surveillance only?

2:51 PM

Good morning, yea you can share Model-K with Joe. I'll get the team on surveillance drone info now.

3:11 PM

Did you send V18 with Jeremy and Lukas?

3:15 PM

I have not, but will do now in the group chat.

Anything good happening today? I feel like everytime i travel back to USA I lose a full day and I'm so behind.

3:19 PM

Great - we will follow up while you're traveling.

3:20 PM

Well I've got a bunch of corporate items going on. Pushing that 700m share reduction etc., reviewing South America ITS acquisition new DPS deal etc etc etc. But not traveling!

3:24 PM

Sweet...we are all on edge waiting for the final 700m share update. Enjoy the rest at home. We can talk when i get to the airport.

3:26 PM

I really like Lukas!

I'm excited he is sharing real world experience with this. Something we can market without revealing who he is.

6:15 PM

It is awesome - we need to make sure their cut reflects.

7:55 PM

lets discuss that, i agree.

8:16 PM

have you received confirmation yet from DDTC?

10:08 PM

No not yet. I'll follow up now.

10:33 PM

Apr 8, 2022

We just reached out to the G8 at USASOC too.

Hoping they can push 3rd SFG at Bragg to move it along a little.

12:27 AM

Can you talk?

12:37 AM

Mark Schmidt

No not yet. I'll follow up now.

Any word on this?

6:57 PM

You

Any word on this?

We are in process still pending review. I have requested assistance to get complete.

7:59 PM

This can't go beyond you until I get permission to share it beyond you.

My good friend who used to work for UTC Aerospace, is friends with this guy. He's reviewing Model-K

Mr. Mike Perez

Chief, Intel Systems and Sensors (ISS)

USASOC, G8, Combat Developments Division (CDD)

10:05 PM

That is beautiful. You rock. I'm in a session for another hour then available. Larry should be any time.

11:31 PM

Apr 9, 2022



This is the lighting system that we just sent to my guy in Utah.

That far tree is about 220 yards

I'm working on getting some white phosphor night vision so we can get some clearer pictures

I also want to try it with a short wave infrared camera because I think it will give us an even greater distance.

7:11 PM

Great - we'll have connectors to the drones as a package

I may have missed your point given all the focus on drones - is that the BrightEye?

7:57 PM

Yes. Micheal sent me a demo that I can use and my guy who lives in Utah and manages the Northwest took these pictures on his ranch. Using night vision through his iPhone

Told me that that farthest tree is about 220 yards away.

I am working on getting him a pvs14 monocular with white phosphorus. I think it's important for us to have one of those available in the kit so that we can show the true potential of the product.

9:42 PM

Great - that makes more sense. We've had good downfield results with the white and IR lighting. And we expect to put the same capability package on drones next.

9:50 PM

I really want to focus on a full scale solution for the military. So a few of my guys and I are putting together a marketing plan for the next 3, 6 and 12 months.

I also think that it is important that we start signing up for our own trade shows because if we share trade show space with somebody else then inevitably they have to be cut in on anything we do but if we do it ourselves we can go direct more. I think that the costs will outweigh the margin we would have to give up. I'd be willing on doing a 50-50 if you are.

Not sure if you actually have a trade show plan at all but we should discuss it. Especially the Texas tactical officers association that is coming up. It's not just state and local, it's also all of the border patrol as well as FBI, DEA, US marshals, etc

9:52 PM

We have in years past but evolved to working with channel partners and didn't get a focused plan in place for DoD this year. I'm all in on that idea for sure.

9:59 PM

Here are my thoughts, if it cost us three to \$5000 for a trade show but we have to give up 10% in margin to run it through another company's contract because they started the deal, we end up giving up a lot more. If we do it ourselves, we can still use that contract and we don't even have to give up any margin.

So think about \$100,000 deal... We're giving away \$10,000 because we were in their booth and we had to pay them some thing because they let us in it.

Monday if you have time we can discuss some of the rather large deals that I push through the DLA contract with some of the primes. I had a \$2 million contract that I created myself and all the primes were calling me for pricing. We can dictate what that pricing is and even choose who we want to win or not.

10:02 PM

I like the idea. Let's plan for Monday after market opens - around 10am ET?

10:06 PM

Sure. I'm pacific coast this week.

10:09 PM

Ok. Also Larry and team are on a Model-K V22 level so we will catch up on that once set.

10:09 PM

Sounds good. I would also like to revisit the assignment of claims act/Blockchain program. I really do think that has legs and we can do pretty well on it

10:50 PM

Apr 11, 2022

Good morning, I have Denis working the DPS approach on the Assignment of Claims blockchain approach. I believe we'll have Chris take point to flesh out.

Just FYI to keep track, I haven't heard or seen anything from Bragg yet.

4:48 PM

Sounds good. I will also reach out to Fort Bragg to see what's happening

4:54 PM

I had a good kickoff call with Chris and Denis on the Assignment of Claims blockchain project (ACB maybe). Everyone sees the opportunity. The biggest piece is risk of contract performance. We're doing some research and have a call scheduled soon.

Any back channel from Lukas and/or Jeremy?

11:33 PM

Apr 12, 2022

We can discuss the risk piece. The beauty is that we don't pay if it doesn't deliver for the contractor side. If we are going beyond that and funding the manufacturer then yes, there is risk. The initial part that this was intended for is only the contract awardee.

3:01 AM

I have not heard back from Jeremy. Lukas and Larry are having extensive conversations though. I'll ping him again.

3:02 AM

The Larry Lukas dialog is very useful.

5:58 AM

Do you need me to get off this call?

I got off. This isn't my business what you guys do with him.

8:31 PM

Ok understand but not an issue from my standpoint.

8:31 PM

On a call ... will have to call you back

10:48 PM

Hey there, I had a great meeting today with Air Force special operations/special warfare program office and I have some good feedback. I am on base heading into meetings in about 10 minutes but let's try and talk today

10:49 PM

Excellent ... I have one priority interrupt call tonight but otherwise available after this call.

10:50 PM

Apr 13, 2022

Cyberlux_FlightEye_Law_Enforcement_Tactical_Drone_Solutions_April.pdf

987.12 KB

2:03 AM

Can you chat?

2:10 AM

Need a few to clear

2:31 AM

I have a few windows today but I'm back to back in due diligence calls so just ping me when you are available and I'll do my best to reconnect. Also interested in Joe Duarte conversation.

Also feel free to tap Michael or Chris with any follow up items.

4:37 PM

You and I just need to speak because I have a department of defense agency sponsoring me for a sbir project. It's for drones.

4:39 PM

Big news. I'll have a window in about 30 min.

4:41 PM

Big news for CYBL?

Ok we can chat then

4:41 PM

I'm in a window.

5:24 PM

Give me two minutes

5:25 PM

OK just call

5:26 PM

I've briefed Larry on the R80. We want that project.

7:05 PM

Roger. Why don't you create a new group for the R80.

We can start looking into it when the SBIR solicitation opens.

7:06 PM

You

Roger. Why don't you create a new group for the R80.

Let's build CYBL, or am I missing something.

7:28 PM

A chat room here in signal

Chat group

7:30 PM

Ok lol...that makes more sense!

8:04 PM

Apr 14, 2022

its possible you might see some direct inquiries from Ukraine

7:33 PM

You might see some direct inquiries from the ukriane.

7:38 PM

Ok how should we handle?

7:39 PM

Hey buddy. I just left you a pretty detailed message. We've been dealing with the Ukrainian defense attaché out of New York. He informed us this morning, there has been a shift in procurement for all of the hardware flowing into the Ukraine. We're not sure if it's because the Ukrainians appear to be going around everybody who is providing them quotes, or if it's just because the bulk of the funds flowing are now US funds. At any rate, the USG will be purchasing directly. We're not sure if it will be FMS, DLA/TLS, or other existing rapid vehicles? We expect the OEMs will be receiving direct inquiries from USG entities and possibly via FMS sales. You need to make sure the drone company knows they will likely see a new flurry of inquiries, as we have been submitting data sheets and naming the OEMs with our bids.

Just got this

We can discuss. But let's talk about how you quote them.

7:40 PM

Yes absolutely. \$9800 is the starting point, no 'go direct' BS.

7:42 PM

Cost: \$4700

CYBL: \$2000

ARG 20%: \$1340

\$8040

Split profit:\$1760

\$9800

CYBL: \$2880

ARG: \$2220

7:56 PM

We have heard they think they will get better pricing going direct so they want to cut out dealers

8:05 PM

In our case we need you and Jeremy so we can export.

So that's the way it has to work.

8:08 PM

We can discuss. My guys on the PRG side have the licensing capabilities. Jeremy and his team obviously have other things they have contributed.

8:10 PM

Ok whatever the channel for delivery and let's discuss the cuts they need.

8:12 PM

Apr 15, 2022

Sounds like the Colonel for Ukraine says they are going to work with us military to push all purchase via one of 3 contracts. CECOM/TLS SOE and I don't know the other.

I worked for two of the companies that had the TLS SOE contract so I can work that easily.

4:12 AM

Nothing yet. We're on the lookout either via website or via phone.

1:34 PM

Learning more. If it comes, it will come direct from state dept or us military as they are handling the money.

2:22 PM

I'm willing to give up some of my profit if we need to do that.

8:25 PM

We can split it if you think raising MSRP is a problem.

I kind of like less than \$10k but let me circle with Larry and team.

8:28 PM

MSRP is a made up number in my opinion. I see some manufacturers make it super high and give dealers 50% off. who then sell it to the gov for 10% over dealer cost.

I just want to be sure your costs are covered and you still get your profit.

8:28 PM

as it is, there is plenty of room for what we currently have.

8:28 PM

Let me know as you get feedback. I feel good about the munitions now.

9:11 PM

I will.

11:06 PM

Do you think Lukas can get us test time?

11:39 PM

I haven't asked. I am working on the G8 at USASOC and 3SFG since they are both located at Fort Bragg. Also, I'm working with active duty guys. I suppose we can ask Lukas to see if his S8 guys that know him can reach out to 3SFG and USASOC to speed it along.

11:49 PM

I am going to reach out to some EOD teams in air force and navy too to see if they can secure some range time for this. might mean you have to travel, but could be faster.

11:51 PM

Apr 16, 2022

Talked to Jeremy. He's gonna talk to Lukas about it. They want to test the shape charge first then test it on the platform.

1:07 AM

Let's talk Monday about some of this. Sales, ITAR etc. make sure you are registered or at least that it was submitted and you have a confirmation
1:07 AM

on and optional FlightEye™ Armor P ea fragmentation pattern as well as a			on and optional FlightEye™ Armo ea fragmentation pattern as well a		
S	P/N	QUANTITY INC	S	P/N	QUANTITY I
	K00031415	1		KARG31415	
	K00031416	1		KARG31416	
	K00031417	1		KARG31417	
	K00031418	2		KARG31418	
	K00031419	1		KARG31419	
	K00031420	4		KARG31420	
	K00031421	1		KARG31421	
ercing (AP)	K00031422	1	ercing (AP)	KARG31422	
	P/N	QUANTITY INC		P/N	QUANTITY I
	K00031427	1		KARG31427	
	K00031428	1		KARG31428	
	K00031429	100		KARG31429	1
	K00031430	200		KARG31430	2
	K00031431	50		KARG31431	
following:			following:		

I did something to manage the sales piece for who gets what. Hopefully it isn't an issue. On the PDF for PRG, i changed the part numbers
now if we get an order request for those parts, we know its PRG, if we get one for the real part numbers, it more than likely came from Jeremy/Lukas.
1:16 AM

In my world, manufacturers will often create new part numbers for a deal so they know who created it and then there is no issue with he said she said.
Also, if this comes in via a USG contract, no need to worry about ITAR as we will ship to a DEPOT and it will be managed from there.
1:20 AM

You

I did something to manage the sales piece for who gets what. Hopefully it isn't an issue. On the PDF for PRG, i changed the part numbers
We will adjust as needed.
1:24 AM

Apr 19, 2022

Good morning
just had a conversation with Joe

He is working at aberdeen proving grounds, his SES level contractor he's working with wants to see the latest version. Joe doesn't have a .mil email address, but asked if i email this to him as he can't figure out how to pull it from signal.

even if he did pull it from signal, he'd still be emailing it from his personal email, so i am just going to send the latest to him.

just wanted you to be aware

3:38 PM

GM, I trust Joe 100% so fire away. If he can help, I know he will.

Also let's plan a catch up call today...I have windows at 1pmET, 2:30ET and then after 6pmET

3:40 PM

roger that sir!

Let me see what is on the schedule. I'm driving to San Jose for a meeting at the embassy tomorrow so Im leaving here and will have no service

give me 10

3:41 PM

3:41 PM

lets do 1pm ET

3:54 PM

Got it down. I'll call you.

3:57 PM

Incoming voice call · 7:03 PM

Call Back

There is a Westin right across from the convention center too.

7:56 PM

Ok I found the JW Marriot but prefer Westin actually. If you are there, we'll be there.

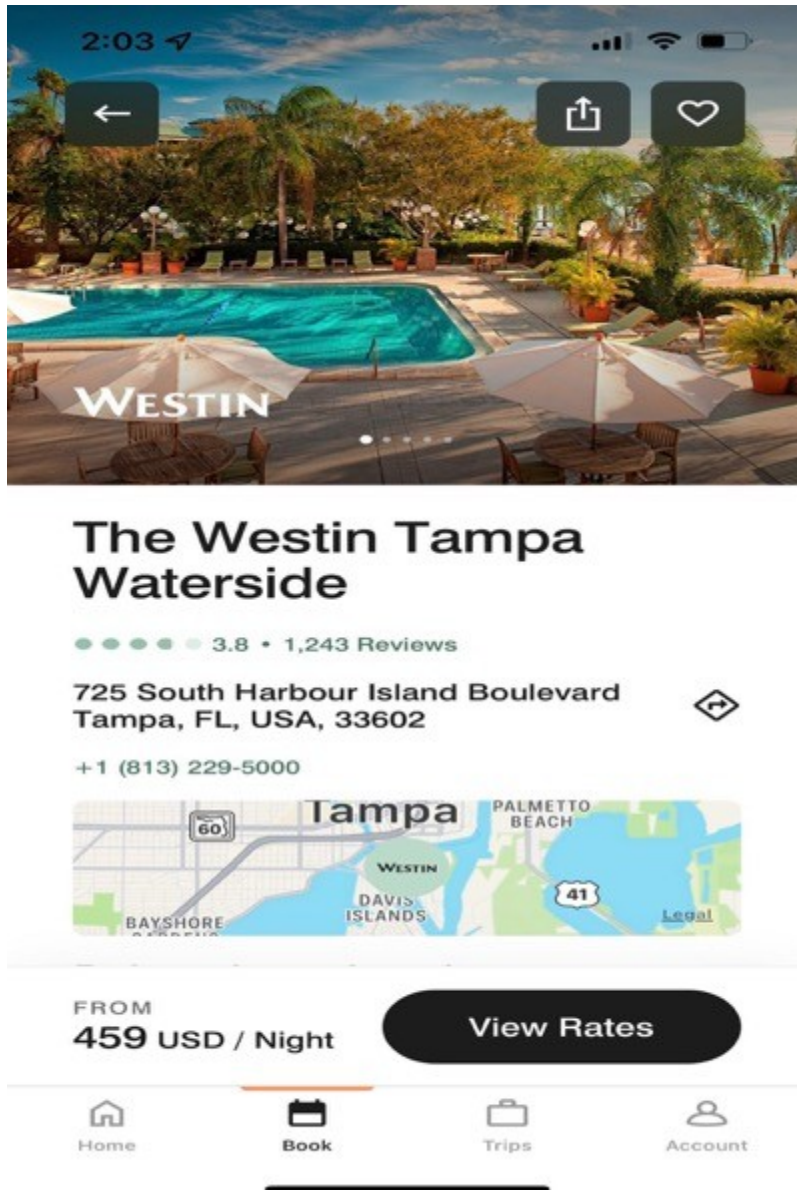
8:02 PM

That is a great place and it's right by all the action.

On the water

And the Marriott that is right next to it is not the JW... It's just a normal Marriott brand

8:03 PM



Lock this in?

8:04 PM

That's the one

8:06 PM

Looks like suites may all be booked. We're calling to confirm.

8:23 PM

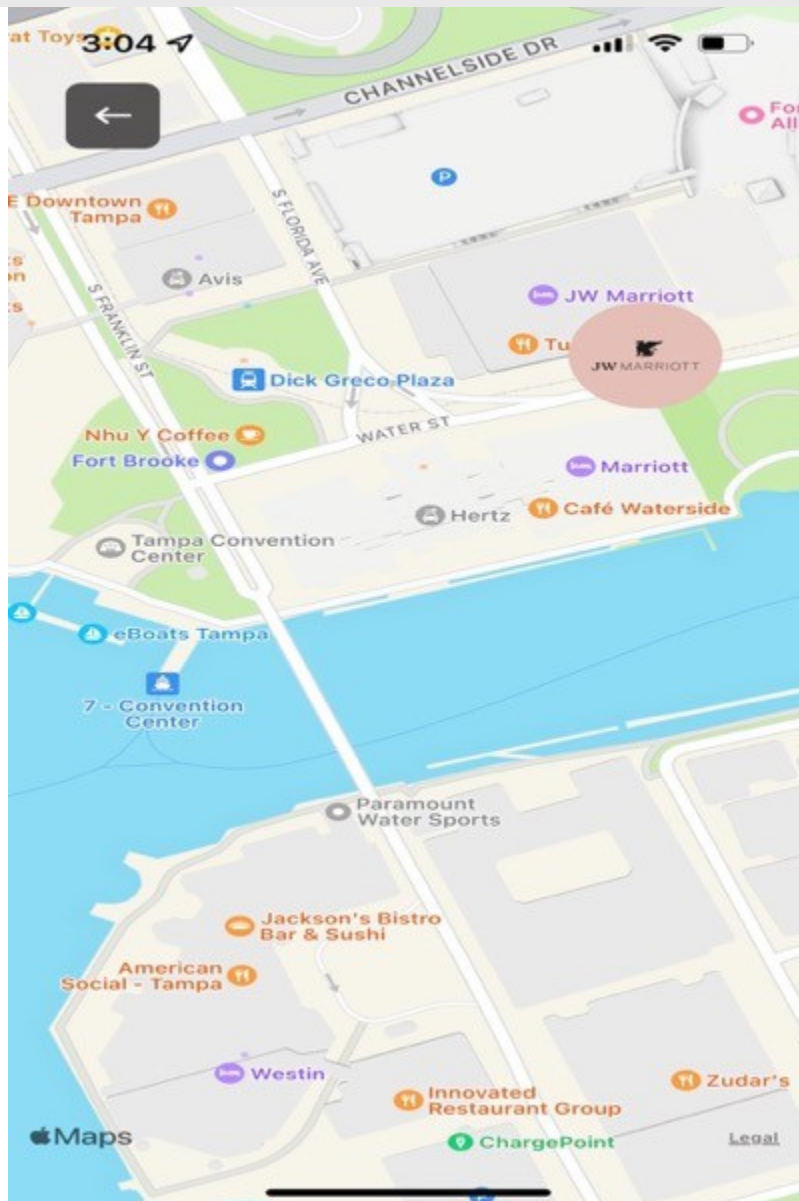
Roger that. I just got a call from the guys in EOD and they want to do a call either tonight or tomorrow after noon

Let me know if you and Larry can get on a call today and I'll reach out to them to see if we can put it together once I reach San Jose

8:53 PM

Great - I have Larry out of the office today so tomorrow afternoon would be best.

For SOFIC, the Westin only has king rooms so I'm thinking I'll put people there and get a site at JW Marriott for demos/meetings.



9:06 PM

Ok

9:17 PM

Site = suite

9:18 PM

I caught it

9:18 PM

Apr 20, 2022

Mark Schmidt

Great - I have Larry out of the office today so tomorrow afternoon would be best.

They want to do this at 1730 est

4:44 AM

I'll add you and Larry to the group

4:44 AM

Do we want to add in Lukas? In case they gave questions that relate to more real world scenarios?

4:46 AM

*have

5:02 AM

Yes please add Lukas. In fact Larry requested as well.

5:02 AM

Done.

5:05 AM

TY

5:06 AM

It might be a good idea to have a 1715est huddle with you, me, Larry and Lukas prior to call.

3:01 PM

What is the outcome of the EOD meeting we expect? Are these gatekeepers or potential customers or both?

We need to ensure they know this is a COTS fast response design so military SOE radios / comms is a next version once we have the comms input on what we should integrate (and approval to purchase the tech and integrate).

6:39 PM

Right now this is exploratory. The head guy at a test center in Tucson that I know shared it with his boss and his boss wanted to see it and learn more. They will be at SOFIC too. A few of them. Not everyone on the call today

We could chat prior

6:41 PM

SMSgt Ryan Wallace

Special Warfare Division, AATC

3900 S 5th Street, Attack Ops Bldg 5410

Tucson, AZ 85707

this guy set it up. His boss a LTC wants to see it

7:12 PM

Yes I'd like to connect with you, me, Larry and Lukas to cover his electrical diagram. Does 3pm work?

7:48 PM

Should work.

I have a call at 3:30

7:50 PM

Can you check with Lukas for 3pm?

8:01 PM

Just hit him up

8:28 PM

We are ready whenever Lukas is ready.

9:07 PM

Let me know when you free up so we can connect.

10:12 PM

Sorry. Was on a call with colombia and couldn't get off.

Just finished

10:41 PM

I'm initiating a call on the Model-K review channel in hopes that Lucas can jump on as well.

11:12 PM

trl?

11:51 PM

Apr 21, 2022

I activated the Model-K review for debrief

12:22 AM

Hang on

12:28 AM

I'm on the move today but let's connect on the last Lukas input. We don't want to F around with the product design any more unless we have to. I don't know that switching from electronic blasting is needed for V1. CO last night said training and procedures if I recall.

3:15 PM

I'll be free in 30 if you can talk.

3:56 PM

Ok Larry just posted the key point in the Model-K so let's synch on that.

4:20 PM

I'm clear.

4:36 PM

Ok need 5

4:38 PM

I've activated the call n

4:54 PM

Ok

4:59 PM

Call me if you can

6:23 PM

With Larry or no?

6:27 PM

Dont worry about it.

Let me clarify a few things first

On my end

6:27 PM

Ok we're on a review but can jump over when needed.

Btw, Larry has opened a channel with Lukas but no response yet.

6:29 PM

My Marr sock guy gave me a contact who is actively selling it in the Ukraine right now. I'm gonna reach out to them and vet them before I discuss it further with you

6:29 PM

Lol. voice to text. MARSOC

6:31 PM



Global Ordnance Signs Cooperation Agreement With Ukraine State Concern Ukroboronprom

/PRNewswire/ -- On August 30, 2021, Global Ordnance, LLC of Sarasota, Florida entered into a multi-year cooperation agreement with The State Concern...

www.prnewswire.com

<https://www.prnewswire.com/news-releases/global-ordnance-signs-cooperation-agreement-with-ukraine-state-concern-ukroboronprom-301367414.html>

read this then call me please.

i do have a call with a SEAL in 13 min though

6:47 PM

Ok hang on.

6:47 PM

Incoming voice call · 6:49 PM

Call Back

JO

JOHN WIER-Global Ordnance

(727) 638-1285

6:53 PM

Send Message

Hey there, for the price sheet that we send to Global Ordnance with the specs, I want to change the part number so that the three zeros following the K are GLO

So KGLO....

This way if we get an outside call from anywhere we know who developed the sale.

As we start to expand the companies that are pushing this for us, we want to make sure that we are protecting them for their work.

PRG has KARG

7:50 PM

Very much like that. Do you need our team to edit?

PDF

Cyberlux_Global Ordnance NDA Reciprocal 04.21.2022.pdf

212.94 KB

7:58 PM

I will copy you on the email to Global so he can send NDA direct to you...then we have a call today if possible, I really want to get this out to them asap if they agree to the NDA.

8:15 PM

Yes LFG

8:16 PM

Mark Schmidt

Very much like that. Do you need our team to edit?

Please

8:33 PM

Just so I'm clear: Model-K top part number is KGLO314000

9:07 PM

Correct,

[https://www.google.com/url?](https://www.google.com/url?sa=t&ret=j&q=&esrc=s&source=web&cd=&cad=rja&uact=8&ved=2ahUKEwio48CI7qX3AhVvTDABHT0wAKYQvOMEKAB6BAgDEAE&url=https%3A%2F%2Fwww.foxnews.com%2Fpolitics%2Fus-delivers-phoenix-ghost-drone-designed-by-us-air-force-specifically-for-ukrainian-needs-dod&usg=AOvVaw12Vdy3XnpmlhjclJrLL3o)

[sa=t&ret=j&q=&esrc=s&source=web&cd=&cad=rja&uact=8&ved=2ahUKEwio48CI7qX3AhVvTDABHT0wAKYQvOMEKAB6BAgDEAE&url=https%3A%2F%2Fwww.foxnews.com%2Fpolitics%2Fus-delivers-phoenix-ghost-drone-designed-by-us-air-force-specifically-for-ukrainian-needs-dod&usg=AOvVaw12Vdy3XnpmlhjclJrLL3o](https://www.google.com/url?sa=t&ret=j&q=&esrc=s&source=web&cd=&cad=rja&uact=8&ved=2ahUKEwio48CI7qX3AhVvTDABHT0wAKYQvOMEKAB6BAgDEAE&url=https%3A%2F%2Fwww.foxnews.com%2Fpolitics%2Fus-delivers-phoenix-ghost-drone-designed-by-us-air-force-specifically-for-ukrainian-needs-dod&usg=AOvVaw12Vdy3XnpmlhjclJrLL3o)

9:12 PM

So are we out of the game?

On full read, I don't think so.

9:15 PM

Not really. Just FYSA

9:15 PM

GLO version coming.

9:59 PM

Thank you. I appreciate it and sorry for the extra work.

As soon as they sign the non-disclosure... I can share this with them and then we can try and schedule a call to discuss.

10:00 PM

Yes we are ready.

10:01 PM

Btw, nothing from Lukas as far as we know

10:10 PM

Does that concern you?

10:12 PM

I'm not sure. Larry reached out to him one on one so could be something, could be nothing.

Btw, we are going with GL0 "zero" rather than "O Ohio" to keep it clean on our side.

10:13 PM

KGL0314xxx

KARG314xxx works as well. Plus any other non-Ohio three letters.

10:14 PM

Roger

This will just help us determine who deserves to be paid without having to fight them.

10:16 PM

One moment

10:34 PM

can you send me Version 26 with KCAN

I am working a helmet deal with CANSOF (Canadian Special Operations Forces) and I brought this up to them. They want to see some info.

10:42 PM

Yes hold on

10:43 PM

I tried to edit it, but I don't have Calibri in my font for my PDF editor.

10:43 PM

We got it.

10:45 PM

Thank you. Curious. Would you be opposed to giving me a cyberlux email so that i can send stuff like this direct to MOD type entities outside of the country? They don't like with they are going through a middleman and like to know they are buying direct. If not, I understand, but I'd only use it if I were dealing with .mil or .gov versions of other countries and I'd always copy you. You'd of course have access to see what I'm doing.

10:48 PM

Absolutely. agonzalez@cyberlux.com?

11:03 PM

that works for me.

11:03 PM

Email in the works.

11:08 PM

Thank you, i appreciate it.

11:08 PM

Are you opposed to us using 2 digits vs 3 digits in case we need multiple versions for a single customer? So KAG0,KGL0,KCN0, etc.

11:10 PM

However, as long as we can define where it is coming.

11:12 PM

AG0 and CN0 versions coming

11:23 PM

Apr 22, 2022

As you know, I'm available for GL0 call whenever it pops.

1:01 AM

Roger
1:03 AM

sUAS+SOW_draft.pdf
176.31 KB

PDF

Sources+Sought+FA442722QZ029.pdf
100.42 KB

PDF

If we want to start moving into the DoD space with other than model-k, this might be a good start. Skydio has been killing it all over DoD/FED spaces, as well as internationally.

See attached sources sought and scope of work.

They have it open for a large business because Skydio is listed in sam.gov as a large business with no set-asides. Which means we'd have a 10 point advantage. Take a look at this and let's chat.

If i submit as a hubzone, we'd get a 10 point advantage against Skydio.

3:02 PM

Excellent. Let us take a look and connect then.

3:03 PM



Skydio X2 Autonomous Drone - Skydio Inc.

Featuring 360° situational awareness, thermal/infrared imaging, U.S. Manufactured drone and packs up small
www.skydio.com

https://www.skydio.com/skydio-x2?utm_source=google&utm_medium=cpc&utm_campaign=g_s_brand_ent-v2_brand&gclid=Cj0KCQjwpImTBhCmARIsAKr58cwnokv68F7LkG46r0r3n6cMobiymVJDVncUPCD6PO1kK6tW1fD_8AkaAtJIEALw_wcB

They are asking for an XD2, which is probably more defense related

<https://www.skydio.com/defense>

3:06 PM

Here is an intent to award sole source. Take a look and see if you'd have the bandwidth to do all of this. If so, we would have until May 5th to submit something

"This notice of intent is not a request for competitive quotations, however interested parties may identify their interest and submit a capability statement indicating they meet the same/similar curriculum identified above by 12:00 PM, EST on May 5, 2022 to brandiss.r.smith.civ@mail.mil and

deborah.c.moore13.civ@mail.mil. A determination by the Government not to compete the contract based upon responses to this notice is solely within the discretion of the Government. Information received will be considered solely for the purpose of determining whether to conduct a competitive procurement. Please refer any questions to brandiss.r.smith.civ@mail.mil and deborah.c.moore13.civ@mail.mil."

PDF

Notice of Intent to Sole Source - UAS.pdf

99.84 KB

PDF

DRAFT Performance Work Statement - UAS.pdf

361.09 KB

If I am off track let me know. I can get pretty deep into this.

I don't want to be filling up your life with this if it isn't viable.

3:57 PM

No this is great - I'm on two investor con calls but sending to Larry for review. This is what we want, of course it would be nice to get this Model-K placed!

4:02 PM

I'm hoping Global Ordnance gets that NDA reviewed today and we can do a call. The fact that they have a contract already and have had it since Sept 2021 gives them a lot of credibility.

4:03 PM

as soon as i hear, i'll ping you

And yes, while getting that model-k placed will be nice, especially to generate revenue/profit for further development of other drones, we need to at least start looking at what is out there and current needs. Drone companies seem to be popping up all over the place, if we want to compete, we have to get our name out there. Even if we don

4:05 PM

even if we don't win either of the two i just sent you, getting a proposal in front of them is still important.

4:05 PM

Apr 23, 2022

Spoke with Global Ordnance today. They hope to have the NDA taken care of this weekend and we can set something up monday.

1:13 AM

For the latest javelin requests i showed you, the ceo told me he'd call me later. I sent him a text.

1:14 AM

Excellent. I'm available if needed.

2:09 AM

What do we need to do next to get some testing in? We're never going to satisfy Lukas' concerns until we have an NSN number, so let's get Model-K tested and sold.

9:15 PM

can you chat?

11:21 PM

Apr 24, 2022

I'm in a dinner meeting - will break free shortly.

12:57 AM

Don't worry about it. I am about to make a steak dinner for the family and will be tied up the rest of the night.

12:59 AM

I'll be working tomorrow as well.

1:08 AM

Roger. I'm flying to Medellin colombia Monday. So I'd like to talk before that.

1:35 AM

Got the GO NDA. I'm available when you are.

5:02 PM

Apr 25, 2022

GM I'm jammed on calls for the next several hours then free up for contract reviews until 1pm so can flex as needed. Then meeting from 1-2pm and 4-6pm with 2-4pm due diligence review so flexible.

3:10 PM

trying to set that call up now with them

3:12 PM

That is priority so I'll push whatever is needed for time.

We need to sync on the test plan as well.

3:16 PM

He can do 3pm est

3:53 PM

just got off the phone with him. you have a few?

3:56 PM

Need 10 more minutes to close this out.

4:08 PM

Missed voice call · 4:27 PM

Call Back

When are your guys getting into SOFIC?

6:38 PM

Also I've added Aaron Goodman to the Assignment of Claims project ... he has vast fintech software experience.

6:50 PM

Sunday

7:05 PM

Right now we plan to have someone there Sunday (Michael), and Chris/Larry/Denis/me there on Monday.

We're at the JW Marriott with a suites for meetings.

8:25 PM

I'll be there by Sunday. Not sure who else will be. I'll ask.

Most should arrive Sunday.
I'm trying to get some Eagle Rare brought down from VA.
8:26 PM

We need to push the call 30 min fyi
8:55 PM

Got it.
9:03 PM

I dropped. Will be at airport shortly hopefully I can get back in.
9:48 PM

All good
9:48 PM

How did it go?
10:26 PM

Good to very good
10:32 PM

Missed voice call · 10:32 PM

Call Back

i sent an email...larry's email was incorrect...can you add it back in?
switchblade 300 is \$60 000,
600 is a little over double
11:41 PM

I need to have a call.
11:45 PM

I forwarded email to Larry (Isely@cyberlux.com).
The Switchblade MSRP is crazy
11:48 PM

thanks. I'm on the phone with John.
That is cost to Ukraine.
11:48 PM

maybe we're too low lol
11:49 PM

Can you chat?
11:49 PM

yes
11:49 PM

i tried to reset
i'm calling back
I don't know why, but all day today we have been reconnecting on signal
never happened before.
let me try a direct call
11:53 PM

Yes call when available

11:53 PM
Apr 26, 2022

Missed voice call · 5:56 PM

Call Back

can you chat?
8:25 PM

Need 5 min
8:30 PM

ok, just call when clear...on the normal phone as the app seems not to work here.
8:38 PM

Just got unstuck.
9:14 PM

Apr 27, 2022

You free?
3:24 PM

Call when clear. Have a few updates
3:44 PM

Hold for 5min
3:51 PM

Missed voice call · 4:00 PM

Call Back

Call
Me
4:20 PM

Missed voice call · 4:21 PM

Missed voice call · 4:21 PM

Call Back

Send me the DDTC product code acronym
5:52 PM

Also sending you a Cyberlux email with a contact Paul NurrK had from Fairwind Technologies...look like a competitor but apparently they are active in Ukraine.
6:05 PM

	MSRP		
	\$18,750.00		
Global Ordnance	\$3,750.00	20%	Margin
CYBL PRICE	\$15,000.00		
Anthony	\$3,750.00	20%	Margin
J & L	\$375.00	2%	Margin
CYBL Cost	\$5,500.00		
CYBL Margin	\$5,375.00	29%	Margin

pricing structure we discussed
6:41 PM

More on the Fairwinds contact with Paul Nurkkala:

So the contact is Matthew Jones from Fairwinds. He sounds like he just is well connected and helped broker a deal with someone for the sale of all of the switchblade drones that are available right now, and they want to order up to a couple hundred kamikaze drones a month

I'm sharing this so we can make sure we grab the volume if it's not going to disrupt the Global channel.

We intend to have you involved of all the Model-Kx sales so we can manage any conflict.

7:04 PM

ECCN - Export control classification number

7:10 PM

Where were you sending me that email?

7:25 PM

You CYBL email

If you don't have it I'll forward to your ARG.

7:27 PM

Nope I can log in



I was in a little town Square having breakfast today and I met this guy. Korean war veteran from Colombia. We had coffee and chatted a while.

7:36 PM

Outstanding! Appreciate his service and his hat!

7:38 PM

It was really cool.

7:44 PM

PDF

Viking optics SWORD concept.pdf

1.31 MB

One of our upcoming products.

We could probably build thermal for your drones, using flir camera core, at a lower cost than flir would sell you.

8:16 PM

Or use BAE Camera cores.

8:16 PM

In a meeting then will call you on Fairway.

8:25 PM

I'm out if you want to connect.

10:53 PM

Incoming voice call · 11:03 PM

Incoming voice call · 11:03 PM

Call Back

Call me when clear just got off the phone with JOHN all good just need to relay a couple of things

11:50 PM

Apr 28, 2022

<https://apple.news/A5ALY2AydQemPdVvMk7TVYw>

7:15 PM

Apr 29, 2022

Been on the go today but there should be funds for many Model-K8!

12:57 AM

Yep. When do we see the pdf for itv

1:39 AM

Tonight should be clear on all specs. Flight times verified today.

1:51 AM

Looks like Larry and Lukas are back at it on specs.

I'm guessing that delays it tonight

4:30 AM

Yeah I'll intervene soon. This needs to be closed.

5:04 AM

Lukas did just say not to over engineer it...

It is nice to see his renewed interest now that he knows he's getting paid regardless of who makes the sale.

Which I think is important that he is still involved.

But yes I would say it's the concept of it's "good enough"

5:20 AM

I need a quote on quadcopter with camera. Not model k. for a different request. They just want to be able to fly and do surveillance. I'd say lowest cost option that has the best flight time in the air.

4:07 PM

Ok I'll get the team on this. Any special need camera?

4:13 PM

They just said camera. standard military asking for something they aren't sure of. If you have a night vision camera available, quote that, if not, whatever is fine.

4:14 PM

Roger

4:14 PM

When shall we discuss fairwinds?

I looked them up. They are a small woman owned business. Set up in Sam.gov

9:08 PM

Great - give me a few minutes...locking in our ECCN.

9:09 PM

Our Model-K8 is ECCN = 9A012.a.1.a : 9A012, Nonmilitary Unmanned Aerial Vehicles, a.1.a. : A maximum endurance greater than or equal to 30 minutes but less than 1 hour

9:20 PM

Missed voice call · 9:22 PM

Call Back

I'm free now

9:23 PM

Missed voice call · 9:46 PM

Call Back

May 2, 2022

GM...a couple of follow ups. I have the quote in queue - will send to you once I have it.

Aaron wants to discuss Assignment of Claims some time this week - let me know a time.

Nurkk is working on the time for a call with Fairwinds.

5:14 PM

I can call anytime this week for assignment of claims. Just set the meeting/call.

5:20 PM

Can I get that letter for PRG?

8:36 PM

Yes - it fell off my radar with Global. I'll get it to you today

8:44 PM

Mine too. They emailed me about it

9:05 PM

Did you get a suite at the JW?

9:38 PM

Yes

9:49 PM

ROOM DETAILS



King Suite, 1 Bedroom Suite, 1 King,
Sofa bed, Partial bay view, Corner
room



9:52 PM

We can use to that for any meetings.

10:00 PM

sweet suite.

Thank you.

10:18 PM

May 3, 2022

I'm trying to recall what we agreed to for PRG. 20% if they bring the customer and 10% if they facilitate the customer?

12:02 AM

I think i just told them a flat 15% either way.

12:04 AM

Easier. Will have letter tonight

12:07 AM

What about for Jeremy and Lucas? Similar letter?

12:14 AM

they haven't asked for it. He was happy with me verbalizing it.

12:15 AM

OK let me know if necessary.

12:16 AM

roger

12:16 AM

I copied you on an email, disregard, it was for a Captain Mark Ishuzu with the Air Force, your name popped first and i my haste, i chose you instead.

3:22 PM

NP all good ... I'll have some letters etc for you this morning...we're a little backed up but expecting AM.

3:36 PM

See if this works for John at Global.

PDF

FlightEye Model-K8 Quote For Global Ordnance 05.03.2022.pdf

161.01 KB

3:51 PM

How about 10am tomorrow for Assignment call?

5:58 PM

That's fine.

6:22 PM

Do we need an NDA with PRG?

6:40 PM

Here's a review of the PRG letter from Legal. If good, I'll sign.

DOC

Letter Agreement CYBL_PRG Business Relationship 05.03.2022.doc

44.5 KB

6:51 PM

Updated Global file:

PDF

FlightEye Model-K8 Quote For Global Ordnance 05.03.2022.pdf

161.32 KB

7:00 PM

Signed PRG.

PDF

Letter Agreement CYBL_PRG Business Relationship 05.03.2022.pdf

175.51 KB

Those two items are good to go.

7:07 PM

Thanks. I'm at the beach with my parents and my family. I'll get these forwarded

8:47 PM

what changed on the Global file?

10:50 PM

We added the battery charger as an option.

10:51 PM

May 4, 2022

Mark Schmidt

Do we need an NDA with PRG?

Negative.

12:37 AM

we good to go this morning?

where are we doing the call?

3:56 PM

Yes I'm running late. Need 10min. I'll connect us.

4:03 PM

roger

4:03 PM

Aaron has a deck he'll post.

4:04 PM

Curious, would a member of congress be beneficial to work with to get the AoC info pushed into SBA or to even standardize a form for use? I know these are little things, but the easier it is to use the more likely it's adopted. I'd hate to have 50 versions of an assignment of claims act form.

Just a thought. No action needed currently

5:42 PM

I like it ... keep dropping these in the Assignment of Claims channel so we can capture and take action. FYI, DDTC registration complete. Do we need Cyberlux to apply for ITAR?

The Office of Defense Trade Controls Compliance received your registration statement and fee to register as a manufacturer. We have reviewed your registration statement and your registration code is M46 169, which expires on 2023-04-30.

5:44 PM

Just spoke to John...can you talk?

10:22 PM

I'm on a plane for the next 2 hrs

10:31 PM

ok...I gave him the ECCN, updated quote, updated spec sheet again. He will share it over there. He asked if he could have a drone with munitions box in his boat as well. Not sure how many you will have by SOFIC....although it is imperative we have a working model by then.

10:32 PM

On wifi to message and will call once down.

10:32 PM

He is also flying a manned jet suit in the bay area, he said he had to get a lot of approval for that, almost an act of congress. I asked if he'd like to have some video taken of it if possible, via drone. Do you have the ability to make that happen? Also asked if we could fly a drone off of his boat, and he is going to check with his people on the requirements for that.

10:34 PM

That should work - of course that's the plan but worst case we'll have a surveillance drone film.

10:36 PM

May 5, 2022

Got the filming covered!

<https://youtu.be/YdA72DL9U5Q>

12:19 AM

Sweet. And the two guys coming can fly well enough for that?

12:23 AM

That was Neill who will be there

It will be epic if we have clearance

12:40 AM

Good morning, we look pretty solid on K8 for the show and the filming drone. Is PRG good with having some sort of surveillance drone in their booth with Michael?

7:12 PM

yes, they would be willing to have a drone as well. I mentioned to Michael and Chris, but thought I'd mention to you as well. It would make sense to have a lighting system in the Suite as well.

7:21 PM

I will let John know about the filming drone. Would be awesome if we could do that for them. Hopefully approval isn't an issue.

7:28 PM

Great - we'll be ready

7:29 PM

awesome. had a decent call with Aa-ron today. I think he got some good info and he thinks this can easily be put together quickly. From there, i think there is a wide variety of services we can add on and offer.

One thing i mentioned to him is that we can market to manufacturers so that when a small distributor comes to them for product they can pass leads along to us and maybe even subsidize the fee by half a percent or so just to help themselves too. Hitting up the manufacturer will generate a lot more than just hitting up the distributor in my opinion .

7:32 PM

I am going to retweet CYBL latest tweet and talk about SOFIC briefly if that is ok.

8:45 PM

Fire away!

8:45 PM

May 6, 2022



Guarding the Night: Stopping Poachers with the Help of FLIR Thermal Imaging Tech

One hundred new FLIR Scion OTM Thermal Monocular cameras will soon be deployed across Kenya as a tool to help end illegal poaching in Kenya, thanks to a donation to World Wildlife Fund (WWF) from Teledyne FLIR. The company has been working with WWF since 2016 to support the Kenya Wildlife Service (KWS) and rangers from regional conservancies to stop illegal poaching at Kenyan wildlife parks.

www.flir.com

[https://www.flir.com/news-center/corporate-news/guarding-the-night-stopping-poachers-with-the-help-of-flir-thermal-imaging-tech/?](https://www.flir.com/news-center/corporate-news/guarding-the-night-stopping-poachers-with-the-help-of-flir-thermal-imaging-tech/?utm_content=1651770443&utm_medium=social&utm_source=facebook,instagram,linkedin,twitter)

[utm_content=1651770443&utm_medium=social&utm_source=facebook,instagram,linkedin,twitter](https://www.flir.com/news-center/corporate-news/guarding-the-night-stopping-poachers-with-the-help-of-flir-thermal-imaging-tech/?utm_content=1651770443&utm_medium=social&utm_source=facebook,instagram,linkedin,twitter)

when we sell some K8s, i want to buy some recon drones from you and start helping with this sort of thing...good press for all.

3:57 AM

and also to beat out FLIR where possible.

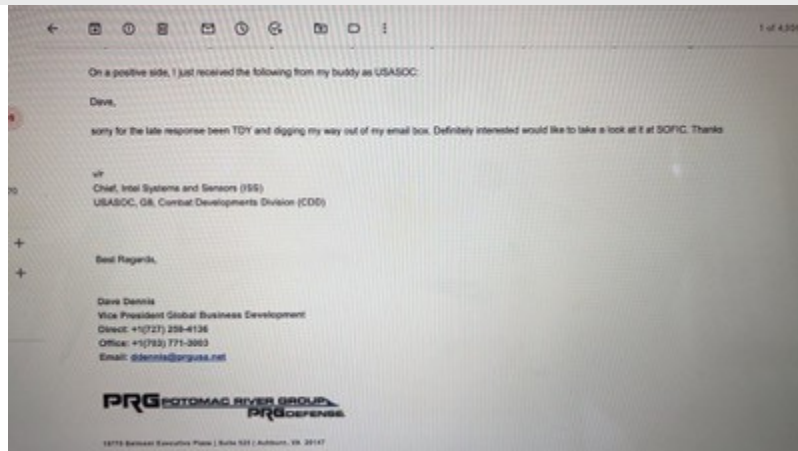
4:10 AM

You

when we sell some K8s, i want to buy some recon drones from you and start helping with this sort of thing...good press for all.

We are All In on that

5:24 AM



I haven't officially started booking meetings, should we start doing that?

6:08 PM

Yes LFG!

6:24 PM

Let me know if you have time to talk.

7:55 PM

I'm headed to airport - call you in 15min

7:59 PM

Roger

8:00 PM

Missed voice call · 8:24 PM

Missed voice call · 8:31 PM

Call Back

I'm available

8:32 PM

Incoming voice call · 8:42 PM

Missed voice call · 8:44 PM

Call Back



I asked what the time in air needed to be and what optics it needed, ie, night vision, thermal, etc.
10k is a big ask i think6.2 miles.
This would not need munitions.
9:25 PM

I think that's doable
9:59 PM

well then we need to doable it fast!
let me see what they come back with on flight time and optics needed.
How do we get them to sync up with Elons system?
10:00 PM

We need to integrate the Starlink communications. If that's a requirement then we will do it.
10:05 PM

I don't know if its a requirement yet, but wondering if its work doing so.
to me, if it extends our distance to 10k, we do it
but how fast can we do it?
10:10 PM

May 7, 2022

The In the Model-K channel, the Spencer is one of Jeremy's guys, right?
3:01 AM

We're in strategic IP space now so we are being cautious of who sees what regarding the next information
Larry wants to post on Model-K8.
4:15 AM

I'm working it
Spencer is part owner with Lukas and Jeremy.
4:30 AM

Remind me, we have an NDA with Jeremy et al, right?
4:56 AM

I don't think so.
Happy to send one
5:20 AM

Yeah we probably should get paperwork in place.
I'm still on the plane so I'll have to do tomorrow
5:36 AM

Still?
You've been traveling since this morning
6:06 AM

Fing weather and connections. Landed finally. I'll be back online in the AM.
6:51 AM

Ok

6:57 AM

May 9, 2022

I'm in the office today so would like to calibrate on any open items. On the train the trainer, can we train Global, PRG and Jeremy/Lukas/Spencer at the same time. Or do we need separate sessions? Might require time before/during/after SOFIC.

4:31 PM





A little more realistic approximation of the dive bomb stance. Estimated impact velocity > 100 mph or for triggering purposes,

> 1760" / sec or
> 1.76" / millisec
Drone for the boat:



Some update to discuss
6:30 PM

Are you free now?
8:06 PM

5 min
8:17 PM

I have a call in 30
8:25 PM

Just free. Calling.
8:27 PM

Incoming voice call · 8:27 PM

Call Back

Minor item...can we get access to the show attendees prior for target planning?
9:22 PM

Elaborate please. I'm not getting what you need. Which attendees?
9:32 PM

Oh you mean like a list of attendees?
I'll ask but not sure they offer that
9:46 PM

Yes list so we can work out who we may want to see.
9:59 PM

let me check
10:18 PM

May 10, 2022

Got one of these coming for you:



1:06 AM

Whoa. That's awesome. Love it in multicam.

I see that in the foreground of a post with meeting happening in the back. Nice little twitter action to highlight SOFIC

1:18 AM

before i go posting this again on my personal site, do you have updated pricelist for lighting systems, or is what i have sufficient?

PDF

Cyberlux Tactical and Operational Lighting Solutions_Pricing and Detail Spec Sheets SHOT Show-2 reduced.pdf

3.57 MB

1:49 AM

I think these part numbers are off based of what i had before and what I'm looking at online at cyberlux.com
<https://cyberlux.com/lighting/whiteeye-x/>

1:57 AM

<https://cyberlux.com/lighting/nighteye-expandable-tent-light/>

I don't have any of the tent pricing either

This isn't a rush, but if you could get a pricelist with parts over I would appreciate it.

I am gonna use it to price out PRG as well.

2:12 AM

Ok I'll get tent lighting pricing queued
2:22 AM

GM, I'm in a black hole for a few hours but we need put the "train the trainer" plan in place. If you have time, discuss with Larry. I'll message when out.
3:15 PM

I'm talking to John this morning.
3:23 PM
Can you talk?
8:35 PM

I need about 30 min to clear.
8:35 PM

Sorry. Butt dial
9:55 PM

I'm almost free.
9:55 PM
I'm free if you are
10:32 PM

I'm on the road to San Jose right now. I have to go to the embassy tomorrow and then my flight is Thursday. Let me call you when I check into the hotel. About an hour
10:39 PM

Great - I'm just doing paperwork for balance of night.
10:52 PM
May 11, 2022

Call you back shortly - on a call
2:09 AM

No worries heading to dinner with fam. I'll text later if you are up we chat, if not, tomorrow am is fine.
2:09 AM

Please get me updated pricing for all lighting systems you offer so I can edit and send to PRG so they have it when people ask at the show next week.
Also, they are concerned the booth might be too full and while they want some quick training on the system, they don't think they will need Michael there the whole time.
5:05 AM

Ok I have time in the morning to work with Porter on pricing. Let's discuss the booth issue and schedule next week.
5:29 AM

I'll call in the am
5:44 AM
I am awake
2:27 PM

I'm finishing up a call, should be 15-20.
2:36 PM

Ok
2:37 PM

Missed voice call · 3:04 PM

Call Back

BTW House just approved \$40B Ukraine aid package.
9:17 PM

I saw that.
10:23 PM

May 12, 2022

When are you back in Colombia to connect with our guy Alvaro?
12:30 AM

I can probably be there in June.
12:34 AM

GM, right now Porter is exiting on Wednesday AM. I think that may be too soon, may need another day.
3:35 PM

Call me if clear
7:18 PM

Incoming voice call · 7:25 PM

Call Back



ENERGETIC APPLICATIONS LLC.

9155 Selkirk Place

Colorado Springs, CO 80924

+1 (801) 673 7974

Spencer@energeticapplications.com

Jeremy.shrock@energeticapplications.com
9:04 PM

TY
10:11 PM

May 13, 2022

GM, Paul Nurk our test pilot who was contacted by that Fairwinds group confirmed they are at the show and want to meet.

“@Larry Isely I am connecting you again to mat Jones who will be at sofic and is interested in helping the client purchase drone tech. He seems to have some big big connections and wants to move and shake”
4:18 PM

Ok. Let's meet. Does someone have contact to schedule a meeting at the suite?
4:22 PM

Working on it.
4:22 PM
May 14, 2022

Have you had a chance to work pricing yet for light systems?

I'm at Disney all day today, but I'd like to get it to them. Just send it with GSA pricing.

1:35 PM

GM, enjoy Disney! The pricing you have is the correct/most current pricing, including part numbers. Unless there is a specific need from PRG on tent lighting, let's leave that out for today. Porter is working on it for the show.

4:31 PM

Also the Fairwinds guys are scheduled for Tuesday 3pm.

4:56 PM

Ok great.

Thank you

6:32 PM

I put it in the calendar

7:12 PM

May 15, 2022

Jeremy said his guy is available tomorrow morning for training

4:41 PM

Hope you are enjoying Disney... We're having some schedule movement on our end but K8 looks fine! Photos later. Rick and Neil are now not in until tomorrow afternoon so we'll have to reschedule with Jeremy's guy, maybe late Mon or anything Tues.

Also Michael Porter is dealing with some issues and he may be late or not able to make it. Do you have someone from your team if I have to fill Porter's spot?

6:40 PM

We only really needed him for the demo

So if somebody else and give a run down on the lighting system, it doesn't matter.

Was he bringing one or did he already ship it?

9:02 PM

I'm in Tampa already

9:06 PM

Got it. There is a full system at the JW Marriott hotel so we will be fine. Also we have drone team too.

9:19 PM

Sounds good. Are you here? I was thinking about bringing my wife and kids down to the waterfront for dinner/drinks but after wasn't sure if you wanted to get a drink as well

9:37 PM

I would love to do all that! Unfortunately I am not getting in till 9AM tomorrow.

Tomorrow night for sure!

9:45 PM

Looking forward to photos of the K8

By the way, that version with only 4 motors could be good for Navy EOD if they are just using to detonate IED. Lower cost option.

10:05 PM

Is Tuesday morning good for drone training with Jeremy's guy?
10:51 PM

Missed voice call · 11:10 PM

Call Back

Sorry. At dinner. Will call after
11:34 PM



11:54 PM

May 16, 2022

I can go down and take a call in 5 if you are free
1:52 AM

Incoming video call · 2:48 AM

Incoming voice call · 2:49 AM

Call Back

Jeremy's guy is good to go Tuesday morning. Just need to know where.
12:40 PM

Ok we'll get the details nailed down.

12:56 PM

On the plane. See you soon.

Btw, here is the real deal:



1:00 PM

This message was deleted.

Hit record accidentally during take off so deleted as I figured you didn't need to hear that.

1:18 PM

I didn't hear it this time.

Have a good flight. See you on the ground.

1:18 PM

Did you land yet?

3:56 PM

Just checking in now.

Suite is 2386. I have some corporate stuff to do but if you want to meet

4:01 PM

Hold on the Suite number. Looking for a better layout.

4:07 PM

Ok.

I'm meeting with a few people now. Will hit you up later.

John is going to be at the boat around noon or so today. Might be good to head over and meet him.

4:22 PM

Excellent

4:30 PM

I'm headed to American social

Want to grab lunch?

6:13 PM

Yes...Denis and Chris and Igor just arrived and have a table at the JW Marriott SIX restaurant if you want to meet there. Or wherever.

6:18 PM

Ok. I'll head over

6:18 PM

I'm up here. Are you coming ?



Is that them?
6:27 PM

Missed voice call · 6:31 PM

Call Back

5:14 ↗

5G

nytimes.com

WASHINGTON — President Biden has signed an order authorizing the military to once again deploy hundreds of Special Operations forces inside Somalia — largely reversing the decision by President Donald J. Trump to withdraw nearly all 700 ground troops who had been stationed there, according to four officials familiar with the matter.

In addition, Mr. Biden has approved a Pentagon request for standing authority to target about a dozen suspected leaders of Al Shabab, the Somali terrorist group that is affiliated with Al Qaeda, three of the officials said. Since Mr. Biden took office, airstrikes have largely been limited to those meant to defend partner forces facing an immediate threat.

Together, the decisions by Mr. Biden, described by the officials on the condition of anonymity, will revive an open-ended American counterterrorism operation that has amounted to a slow-burn war through three administrations. The move stands in contrast to his decision last year to pull American forces from Afghanistan, saying that [“it is time to end the forever war.”](#)

Mr. Biden signed off on the proposal by Defense Secretary Lloyd J. Austin III in early May, officials said. In a statement

11:15 PM

May 17, 2022

What's the schedule like tomorrow AM?

4:08 AM

GM, I've got the drone team coming here at 8:30.

1:56 PM

Missed video call · 2:05 PM

Call Back

I'm On the way. Rough morning.

I have about 30 meetings this morning.

3:04 PM

Got it. Ok the Fing K8 is truly beautiful. A mechanical hot, deadly brunette.

What about the filming?

3:06 PM

We will do that at the 11am time.

Can they do training today for Jeremy's guy? He never replied. But Jeremy told Me to just tell him when and where

3:10 PM

Yes let's set a time.

3:22 PM

We're doing K8 walkthrough so grab a coffee & come on up.

3:35 PM

Ok. I'm at global ordnance John isn't here but just connected with them. They are excited about us filming.

3:41 PM

So we need to do something with the BrightEye for PRG?

4:34 PM

Yes. I'll take it over after the global ordnance meeting

4:46 PM

Missed voice call · 4:53 PM

Missed voice call · 4:57 PM

Call Back

Just confirming, LEFT from the hotel not RIGHT

4:58 PM

Mike with energetic is on the way over to the lobby at the GW.

Jw

7:03 PM

We are gonna be in the suite shortly. Can you send a drone flyer down to bar?

Jeremy's guy mike is here

7:09 PM

We're wrapping.

7:38 PM

Ok. We will head up

7:43 PM

We didn't share the k8

With him

Just an fyi

8:03 PM

We packed it back up for that reason.

We'll get an NDA later. Very interesting.

8:06 PM

How's our time?

8:19 PM

We are good

Frank said the colonel isn't back HRT

Isn't back yet

8:19 PM

Jeremy training is 9:30am tomorrow with you as communication hub.

8:20 PM

Roger

8:20 PM

May 18, 2022

Changed my flight to NYC until 7:30pm tomorrow. So let's load up the day.

Ukraine Colonel would be awesome.

2:58 AM

That's top priority

Appreciate you extending the room

Working my contacts now to get EOD over too

3:00 AM

Great. 9:30am training btw

3:04 AM

K8 will be in 2460 all day.

3:59 AM

Ok. Trying to set up the Ukrainian colonel

2:01 PM

Ok great

2:03 PM

Interested to hear about the new product

What is everybody doing?

3:31 PM

Training is happening at the drone park. So far I'm dealing corporate crap. Chris and Denis have the details so let me corral them. Are you here?

3:34 PM

I'll be there in 5

3:34 PM

Ok I'm getting another coffee.

3:38 PM

The colonel just pushed us to 2 o'clock.

He said he's got some Taskin purpose thing that he has to do but promised he'll make it at two

5:24 PM

From Rick:

Brazilian SOF wants to see the drones.

6:51 PM

3pm

6:54 PM

Sweet. I saw those guys yesterday in the bar.

CANSOF is here. Trying to see if they are interested too

6:57 PM

This message was deleted.

The Air Force guys from the Air Force special warfare test Center want to come by and see the prototype
7:09 PM

After the Brazilian meeting
7:09 PM

So we can move up USAF as the Brazil guys just cancelled.
7:23 PM

Yes.
7:23 PM

Can you make sure Frank understands at \$20K he gets 20%, if Ukraine Colonel will push through by whoever,
10% for those.
7:28 PM

Yep
7:29 PM

Do I have time for a coffee?
7:58 PM

Yes. I'm sure he'd watching this event
Are you missing it?
Look out your window
7:59 PM

We are!
Next year Model-K8s flying!
7:59 PM

LFG!
8:00 PM
Frank is on the way.
8:06 PM
I'm on my way too
8:09 PM

I'm in elevator
8:18 PM

We have the Fairwinds Matt Jones plus his comms guy coming to discuss comms at 4:30.
9:05 PM

Roger.
9:10 PM

USAF
9:45 PM

Are they there?
He told me he was going to text me when he was on the way
9:46 PM

Not yet. I'll lead.

9:49 PM

Also, I have the prior DoD drone sales for discussion.

9:52 PM

Nice!

9:53 PM

Pretty fing cool.

9:53 PM

May 19, 2022

Missed voice call · 2:04 AM

Call Back

If you find a pair of AirPods let me know

2:05 AM

Roger

2:06 AM

Address:

12 W Madison

Pittsboro, NC 27312

2:06 AM

Got the AirPods

2:24 AM

Let's talk tomorrow about the group of trainees we need to immediately seed now with controllers and sim software/ manual between Global/Energetic/PRG so we hit the ground running.

3:16 AM

FYI: Mike from Last Shadow wants digital versions of the cut sheets to send to Brazil since they ran out of time.

3:34 AM

Ok. We need to solidify the nda?

3:35 AM

Expecting it tonight and you'll have tonight/AM.

3:58 AM

Ok

3:58 AM

Do we worry about a Brazil SOF group?

Also is Jeremy the sufficient signer?

Just fyi, Larry and I have agreed that once approved by NSA/CIA we will integrate comms rapidly.

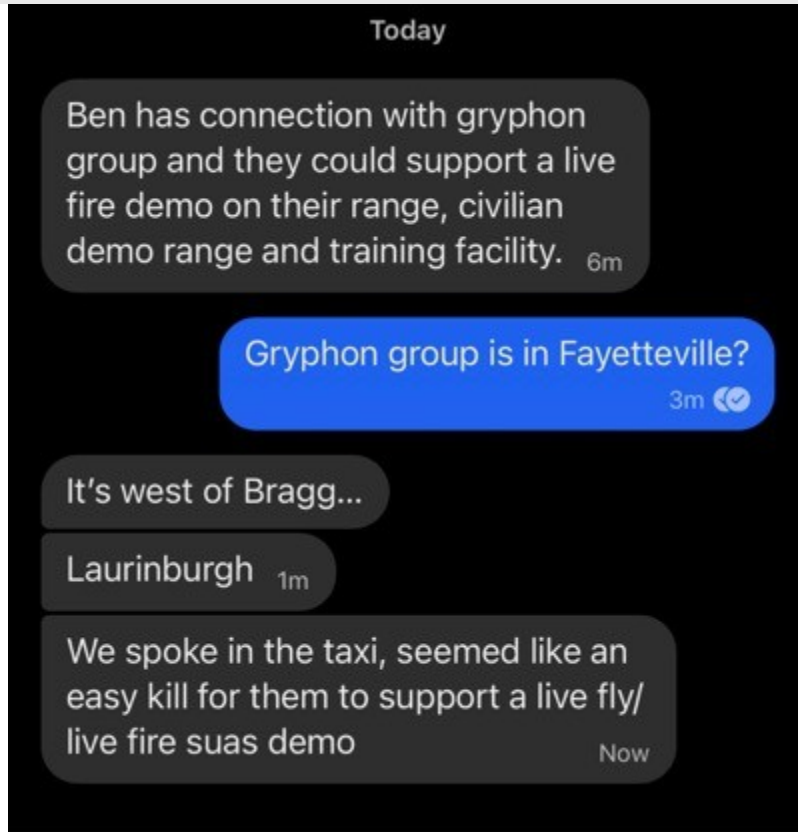
4:00 AM

Also, here are two contacts from the prior drone order we suspect is actually from Bragg:

contracting Officer is Ricky c. Orange at 301-619-1764 or ricky. c.orange. civ~ail .mil .

Technical Representative is Scot A. Padgett at 910-643-5047 or scot. a.padgett. civ~mail .mil, who authorized to sign the acceptance report.

U.S. Army Program Executive Office Enterprise Information Systems
Technology Applications Office
ATTN: SFAE-PSI-TA-B (Accounts Payable) 1671 Nelson Street
Fort Detrick, Maryland 21702-5044 301-619-6373
4:06 AM



This is the 3sfg guy
Ben is. This is from the AFSOC guy
4:12 AM

Beautiful!
4:16 AM

Gryphon Security
www.gryphonsecurity.com
<https://www.gryphonsecurity.com>
4:24 AM

Train the trainer resource as well
4:28 AM

Yep
4:33 AM

We might actually know what we're doing lol
4:35 AM

I sure hope so!
4:50 AM

Yes indeed.

4:53 AM

Do you have any LE channels?

5:11 AM

DEA/MARSHALS/FBI

border patrol

5:12 AM

Great. I'm looking to let a current relationship lapse if we can move forward otherwise.

5:12 AM

BORTAC

5:12 AM

So you want me to start focusing on them?

Or wait for the green light

5:14 AM

You have the green light.

5:14 AM

Ok. I'll call my dea guys across the country tomorrow

And set up something with bortac

5:15 AM

Ok at the same time I'll wrap the other relationship up.

5:15 AM

Marshals and FBI I have to see if they have a use case

5:15 AM

Seems like the comms gives us an advantage across the board.

5:16 AM

For sure

5:16 AM

Please let David Dennis know we appreciate meeting him. Key guy.

2:44 PM

I will do that

2:45 PM

Just FYI, Larry has a secret security clearance but inactive. So we will have him as facility security office and get his classification active again as a priority.

4:39 PM

Was the Ukrainian military advisor an LT?

4:57 PM

He was either a lieutenant colonel or a colonel

4:58 PM

Just referencing him in my NDA email to Frank. I'll go with LT.

4:59 PM

LTC would be Lieutenant Colonel
5:11 PM

LT is a low level officer
5:11 PM

check your email
8:29 PM

We're in for NCRE
8:51 PM

Just FYI NDAs to Jeremy and Frank.
10:28 PM

Great. Thanks
10:36 PM

May 20, 2022

Who do you want me to coordinate NCRE ?
3:59 AM

Chris for now
4:02 AM

Ok
4:08 AM

Do you have a moment? Dustin is asking to get a site visit and training today in Texas with his crew.
2:34 PM

Give me 5
2:35 PM

I'm available
2:40 PM

Just dropped the background in the channel.
2:45 PM

Missed voice call · 3:17 PM

Call Back

Call me. Zelensky letter
3:17 PM

Missed voice call · 3:24 PM

Missed voice call · 4:36 PM

Call Back

I'm about to shower and go get a rental call.
Need me to hit you up before that?
4:39 PM

Three Qs quick call
4:46 PM

Missed voice call · 4:47 PM

Call Back

Good to go to list energetic as the training source
6:10 PM

Excellent

6:58 PM

I also asked him to quote us for a 4 to 6 man training team

Will probably need some details on how many hours we think it will take them and where we will have to go for that training. That way they can come up with a cost

7:49 PM

Got it.

7:53 PM

I need CAGE / DUNS for EA and ARG.

For ITAR

8:03 PM

CAGE - 91NG3

DUNS - 081 257 361

That's me

ILL get EA

8:21 PM

Looking for EA

10:19 PM

I'm still waiting for it. I did go to sam.gov to look myself but I did not find them which makes me wonder if they even registered for a cage code.

10:24 PM

Ok maybe another of their entities.

10:37 PM

May 21, 2022

Can you send me the ARG exact address?

12:09 AM

301 w Helen st

Suite 110

Tucson AZ 85705

I spoke with Jeremy. They have never had a need for a cage code he said they just applied for it several days ago so they're going to use Dustin's company instead. It looks like he already attached the info in signal

12:14 AM

Let's connect when you have a moment

12:17 AM

We are all NDA'd with EA and Last Shadow.

5:38 AM

Sweet. Nice work.

Getting closer

5:42 AM

Step by step. Now let's blow some shit up!

5:54 AM

ROM for training:

They want to run a few missions. Enough to train 2 teams initially.

6:23 AM

Let's get a LS quote for 4 guys training two teams.

6:33 AM

Can we ask Matt where in Poland this training would occur so they can price flights? And roughly when? I know we don't have an order, but the drones and training equipment should approve before the K8s so they can go before that.

12:59 PM

We will need to know what airspace volume we'd need, so ceiling and how large a space.

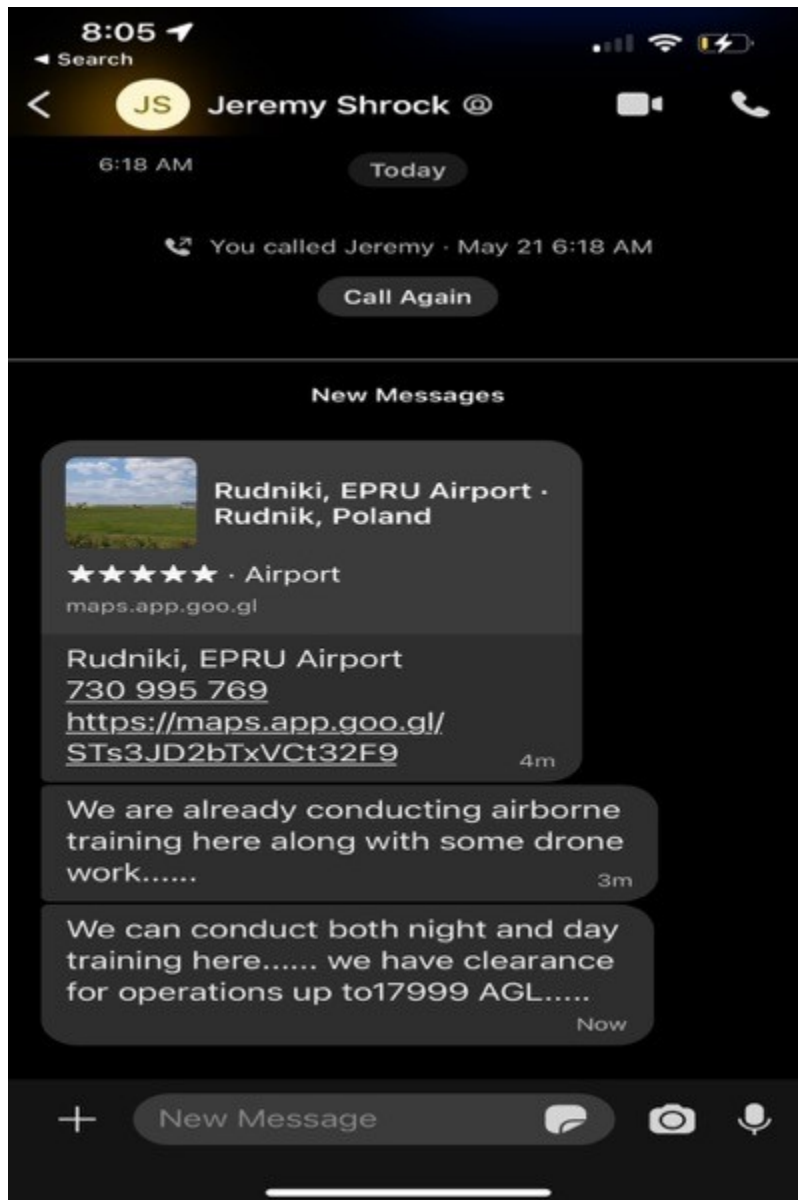
Jeremy knows a few places to train, possible on a polish military installation.

I'm sure Matt's guys can give us the location they prefer. They'll go where the client want a to go.

1:26 PM

Also Jeremy asked about drone pricing for the trainer and the k8 platform but without munitions. He said he was ask for other capabilities.

2:57 PM



Want to ask Matt if this would work?
3:05 PM

I'm checking on Rudniki EPRU Airport or other location.
3:30 PM

Matt's response.

Propose the airport you already have clearance for. I won't name it in my response.
So let's plan around Rudniki
4:46 PM

Cool.

4:46 PM

We need to discuss their percentage anyway. They actually want something in writing because I know I have verbally told them but their CFO wants a letter.

I did discuss the possibility of writing a manual and a training program. But I think if they did that they're gonna want something more.

That mentioned the gathering entire training program including Battlefield tactics etc. so that would be able to apply to the department of defense as well.

Sorry, I'm doing voice to text and I'm not sure what happen with that last paragraph.

5:01 PM

This message was deleted.

He then mentioned putting together an entire training program including battlefield tactics etc.

5:02 PM

Ok let's discuss and clear that. Seems like their 2-2.5% should be more than just a string of Signal exchanges, right? We need that expertise and it could be billed direct to Fairwinds.

5:08 PM

On the other hand, maybe we do want to own the full manual.

5:48 PM

Let's cover a few things at some point.

5:52 PM

I'm at the beach. Can call later

6:20 PM

Cool. I'm in NYC still working DPS for now. Dinner with daughter later but available.

6:28 PM

Roger. Good meetings with banks i hope.

6:34 PM

Outstanding.

Denis is very talented.

6:44 PM

May 22, 2022

I'm free for about 10 minutes. Do you have time?

7:22 PM

On a plane to Miami. Can call around 6pm.

8:28 PM

Ok

8:29 PM

From Matt Jones:

My phone will start ringing at 4 or 5 AM. ETA (so I can set expectations on their side)

My response:

Got it. I have calls tonight on training. I expect the ROM for you and the plan should be set by tomorrow for immediate train the trainer here this week, deployment of simulation training to your client, followed by the trainers with the training drones to training site, then we have 4 K8s in process.

11:22 PM

His response:

Thx. I will have to get a TAA in place for the training. Will take a few weeks without diplomatic pressure to go faster.

11:36 PM



11:55 PM

May 23, 2022

Take a read of Matt's comments and let's synch up.

12:09 AM

Ok. Give me five

12:14 AM

Ready?

12:21 AM

Incoming voice call · 12:22 AM

Call Back

I lost you, but I'm driving so I will get what we discussed and get back to you

12:56 AM

Think about the payment terms. 100% down? 50% down, 50% upon delivery?

1:51 AM

Also ask Jeremy how he can scale trainers, four initially, then next four, etc. maybe up to 20.

2:09 AM

I will. Depends on the order and how it flows. If it's direct from Ukraine it will be 100%

If it's a DLA order, we will figure out next steps because at least DLA will guarantee payment. But we can get a prime to pay a lot up front.

2:10 AM

Mark Schmidt

Also ask Jeremy how he can scale trainers, four initially, then next four, etc. maybe up to 20.

Once they have this training, they are skilled and useful. How do we make sure they don't use it to train with our competitors that start popping up after we start making sales.

2:11 AM

They meaning Ukrainians?

2:16 AM

Jeremy and his trainers.

2:28 AM

Doesn't a perpetual 2.5% of thousands of units a year create some level of loyalty and incentive?

2:50 AM

Yes. But we should somehow figure out a way to lock that in. They can only use the training for deals involving our customers. I'm not concerned about it. But I'd rather secure it on paper.

2:54 AM

Yes we will need a teaming agreement that nails this down.

3:02 AM

This will specify the 2.5%, the training relationship etc

3:07 AM

Should I just proceed with 4 guys, one month initially, \$700 per day plus per diem (which I need), Rudniki airport location, price those tickets, or is Jeremy going to send info. I need a ROM for now.

3:52 AM

I'm working on it now. Give me a little bit to finish it up for you

Hour or less

3:58 AM

No problem

4:03 AM

Flights are about \$2800 each from COS to Poland...assume the same from Texas, probably less.

working on per diem

but yes, use \$700 per guy per day

\$305 for per diem, includes lodging

4:39 AM

Great. That's State Department rate, right?

4:46 AM

I have the closest commercial airport to Rudniki as KTW

4:52 AM

I'm including a 'training supervisor' which could be you watching over the initial process.

5:19 AM

Yea it is

Mark Schmidt

I have the closest commercial airport to Rudniki as KTW

There were a couple places they could go, the \$305 was the highest rate.

5:41 AM

If your still up, I'd like to run a couple of things by you.

5:53 AM

Ok. Give me a few

5:57 AM

I am going to share a copy of the K8 with Ben Ruhl at 3SFG to his socom.mil email, copying you.

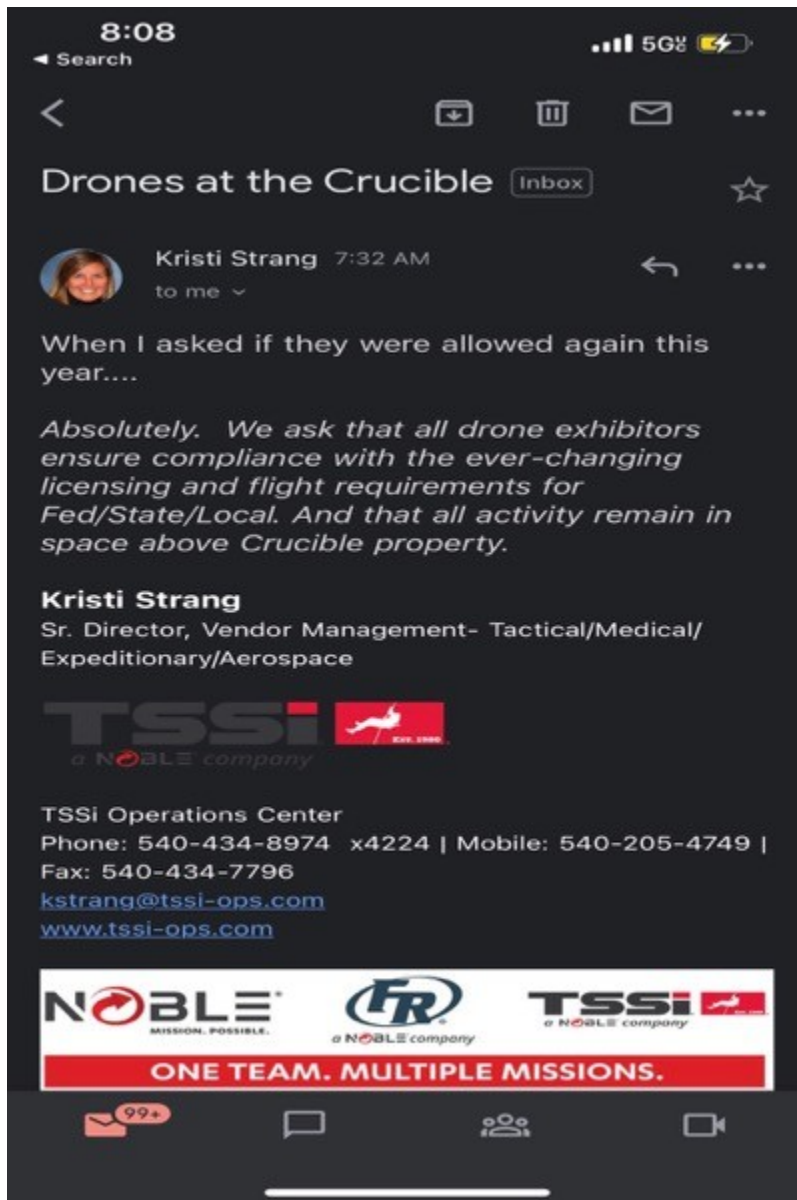
I will ask him not to share it directly with them until we get an NDA set up. He's only heard about it unless the AFSOC contact, Ryan Wallace forwarded it to him.

Just want to be sure he's tracking.

6:25 AM

This message was deleted.

6:35 AM



This is for NCRE

I have a call with her to discuss a private area for gov and mil only. We don't really want other vendors in there.

We should NDA them up too.

3:09 PM

I'll get officers info.

3:09 PM

Call me when clear... It's a Pricing thing you should know about. Not a problem but just something you should share

3:14 PM

Missed voice call · 3:55 PM

Call Back

Call me
3:55 PM

Incoming voice call · 4:03 PM

Call Back

Hey Jeremy Total: \$55,925

Labor: \$30,800

Travel \$11,340

lodging: \$1500

MIE: \$2288

opfund/materials: \$10,000

I will get you an itemized cost breakdown tomorrow

4:13 PM

Call me if clear

It's the pricing issue I meant to bring up to you but forgot.

5:42 PM

We covered the pricing issue right?

7:17 PM

No

7:21 PM

Ok I will be free shortly

7:40 PM

Call you at 2pm?

7:52 PM

Sure

7:55 PM

Missed voice call · 8:05 PM

Missed voice call · 11:03 PM

Call Back

I'm free now.

11:04 PM



Inside the Pentagon's quest to help create cheap drones for soldiers

A part of the Defense Innovation Unit is tasked with priming the market to make drones that are both inexpensive and secure. Here's why.

www.popsci.com

May 14, 2022

We need to see about this.

<https://www.popsci.com/technology/pentagon-drone-approval-process/>

11:26 PM

I'll take a look

11:46 PM

May 24, 2022

Let's plan on a synch call with you, me and Larry around 11:30 tomorrow. Will that work?

3:51 AM

Is this separate from the call we are doing in 5

1:56 PM

Yes on training

2:08 PM

I can have a call at 11:30am eastern. I have lunch with my old XO at 12:30pm

2:09 PM

Ok when you have a window let me know

2:10 PM

2 min

10:15 PM

Ok

10:15 PM

Missed voice call · 10:17 PM

Call Back

Call me back

10:18 PM

Give me 10.

On base. Service went to shit

10:19 PM

10:19 PM

Missed voice call · 10:37 PM

Call Back

Sorry, I've got four bars but for some reason you're sounding like Darth Vader and CP 30

It went right back to garbled.

Let's get an NDA in place and I will respond back to the third special forces group die so that the two of you can connect for the meeting.

10:38 PM

Great

10:39 PM

By the way, when I told the Navy guy that the cost on this was around \$20,000 or under... His eyes lit up and he had a very excited look on his face.

His words were exactly...

That's a no-brainer!

10:42 PM

Let's connect with Larry later.

10:48 PM

May 25, 2022

I'm booked in Fayetteville for Thursday night too. Seeing Ferd Friday. Need details on 3rd SOC meeting

Thursday when you have them. On site or off?

3:56 AM

I have to email Ben Ruhl, 3SFG right now to make the intro to you. You and he can coordinate.

3:57 AM

3:58 AM

email sent, you have Ben's email and phone...check out his title.

4:03 AM

TY

4:07 AM

Very nice. Master Trainer.

4:11 AM

I was told he's going to want to see that FPV style, but that is something you and he can discuss. Would be awesome to get in the door with him too. I really have a good feeling with the direction and excited ment this is generating.

4:18 AM

*excitement

4:18 AM

Have a conversation with Dave Dennis and lock them in for the distribution points they have as theirs.

4:34 AM

I saw that email. I will square him away

4:46 AM

That could be big too.

4:47 AM

Yes. But I already sent some of that to our guy, the Viking, in Norway who was also reaching out to UK. That is the same guy that Dave and I are partnered with to build the Thermal weapon sights.

4:50 AM

Great, as you see fit.

5:08 AM

Larry can't join so let me know when we can sync back up

4:35 PM

Call me back.

4:38 PM

Missed voice call · 4:40 PM

Call Back

I'm telling Larry to move to the FW version for Matt ASAP.

5:00 PM

I'm going to call Jeremy to let them know what we are doing. Do you want me to get any other feedback from him or just to make him aware? I am going to mention that if training does occur, we would like Lukas to be there.

8:18 PM

Yes good. We also need to arrange the team being trained next week with Nurk. It's Indianapolis so I'll cover travel if needed.

We'd also like to get some munition boxes to Lucas so that they can be tested before hand if he has range capability.

8:24 PM

Is Matt going to be providing contact personnel so that we have a list of students? Or should Jeremy be reaching out to his contacts on the ground to line up students himself? I assume it's the former.

9:22 PM

The per diem for lodging and meals is \$196.

9:28 PM

It's 127 and 69

9:28 PM

They also wanted to know what days training will be. Monday to Friday next week?

9:30 PM

You

Is Matt going to be providing contact personnel so that we have a list of students? Or should Jeremy be reaching out to his contacts on the ground to line up students himself? I assume it's the former.

Yes I'll get Info from Matt.

Jun 1st to 5th.

9:33 PM

So $\$70 \times 4 \times 5 = \1400 for food. We should get that to the four guys somehow.

9:37 PM

Nurk is picking the best hotel location.

9:48 PM

Mark Schmidt

So $\$70 \times 4 \times 5 = \1400 for food. We should get that to the four guys somehow.

Can you get it to nurk

10:04 PM

Yes if they don't need it until there.

10:05 PM

I would think because it's for food, they will not need it until they get there especially since you're paying for both airfare and hotel they should have really no expenses until they arrive

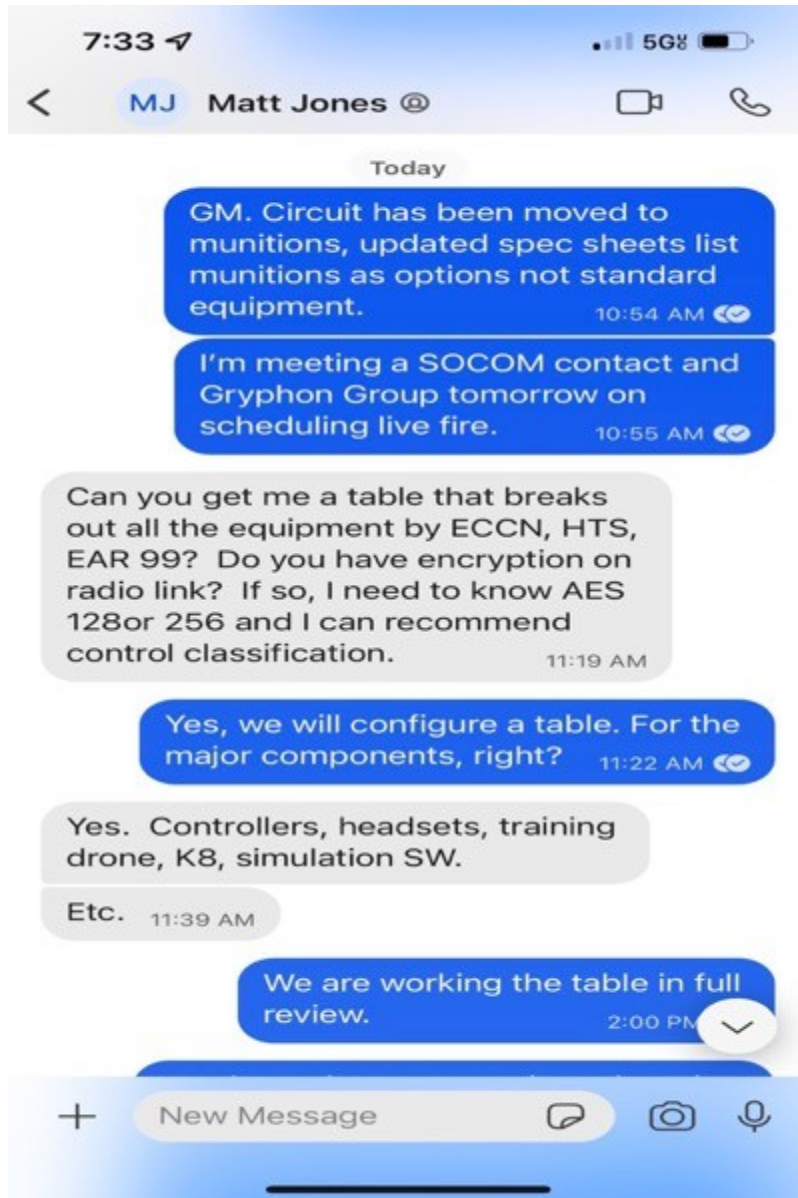
10:20 PM

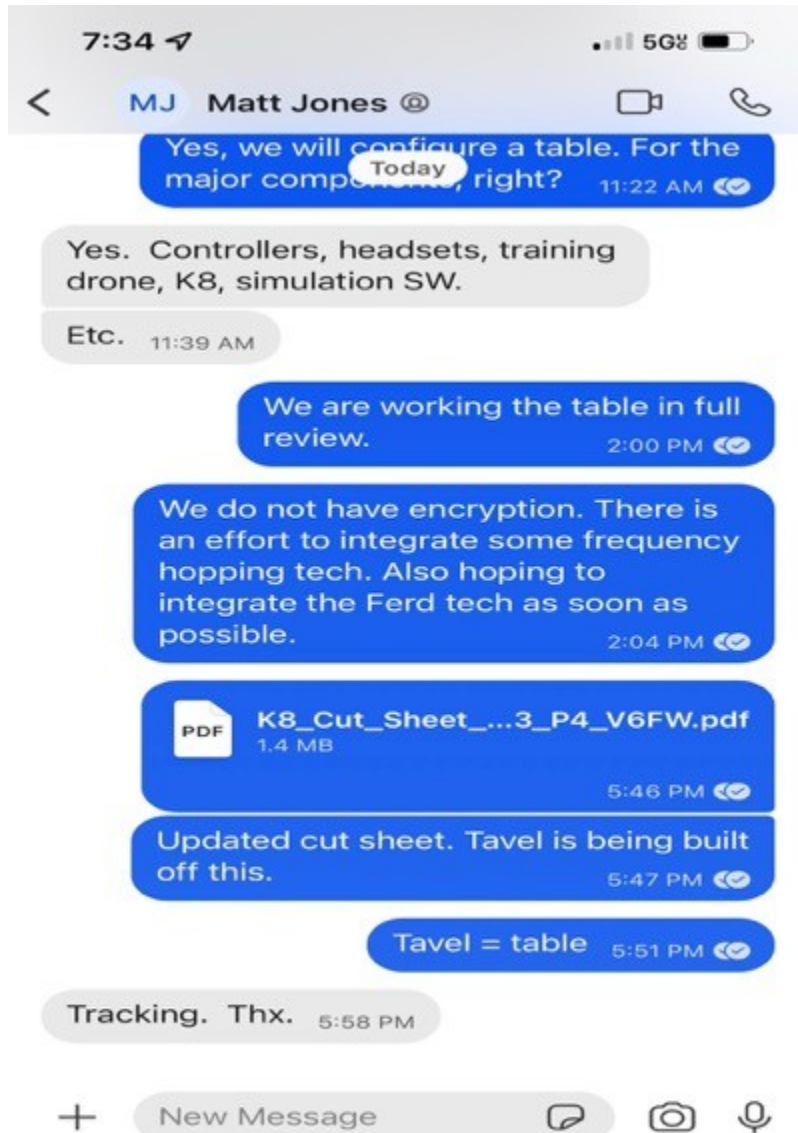
May 26, 2022

Anything from Matt recently? Not on the students. Just in general?

1:33 AM

Here is today





We owe him the ECCN EAR99 table off the V6 for ITAR. So it seems no Zelensky letter yet. Maybe after the 4 test mission.

1:35 AM

Things are coming together. Last Shadow is now planned to be trained by Lukas.

5:08 AM

Training to properly pack the munitions boxes?

5:19 AM

The whole munitions plus tactics.

I still think we need initial supervision there btw.

5:25 AM

In Poland?

I mentioned to Jeremy that I might be there and he said the more the merrier.

5:35 AM

Yeah I think we should plan that. We'll see

5:35 AM

I agree with you though, we need to have some oversight.

5:36 AM

At least on the front end.

5:37 AM

Good luck today. Let me know how it goes.

I'll be available if there are any needs while you are there

1:47 PM

Thanks - I land at noon and will call during the 2 hour drive to tune up. I would imagine the munition design discussion should include a reference to EA and Lukas if pressed.

2:17 PM

Yes that is fine. Who is managing conversations with Matt at Global?

2:51 PM

I'm managing Matt at Fairwinds but PRG and Global are yours as the primary contact.

2:53 PM

Ok. I just talked to John at global and he wasn't sure what next steps are. They showed the drone but the first question was if it was tested.

2:54 PM

Or I've not had any contact since the show.

2:54 PM

John and I have been talking almost daily but neither of us were sure what was happening with Matt, his point guy.

On it.

I'll call Matt today to see what he needs.

2:55 PM

So there is flight testing with dummy loads going on. All as planned. Now to blow some stuff up.

2:55 PM

Roger. They are more concerned with the latter.

Did you sent an NDA to gg

Are they ok with it?

Might be worth asking Ferd how fast we can upfit a controller with his tech and test it on the range too.

Would love to see the distance it can go with that tech.

2:57 PM

Seems like we need to see if Lukas has a test plan in mind so we give GG proper objectives.

You

Did you sent an NDA to gg

Sent this AM.

2:58 PM

Mark Schmidt

Seems like we need to see if Lukas has a test plan in mind so we give GG proper objectives.

I'll follow up with Jeremy. He was supposed to ask
I skipped Jeremy and just sent a message to Lukas
3:01 PM

Larry and I will push Ferd to clear the way. I intend to bring him on in whatever capacity possible.
Btw, with the non-Fairwinds groups enlist Chris to help/manage as needed. Id like him to be the repository of opportunities at least.
I'll work on setting up a call with Fairwinds for you, me and Chris. We owe him one item - a table of component parts with ECCN and EAR99 info.
3:06 PM

Ok. Did you see Larry's reply? I'll get out of the way.
3:14 PM

How much does the bright eye system I have weigh?
I have to ship it today and I need to create a label because if I walk into FedEx or UPS... I'll pay retail prices
3:18 PM

You

Ok. Did you see Larry's reply? I'll get out of the way.
Yeah I guess I'm out of synch too. He's really working to create a peer working relationship with Lukas. I go back to 2.5% and his explosives expertise as critical path. I'll back off too.

You

How much does the bright eye system I have weigh?
I recall it was 78lbs
3:20 PM

Mark Schmidt

Yeah I guess I'm out of synch too. He's really working to create a peer working relationship with Lukas. I go back to 2.5% and his explosives expertise as critical path. I'll back off too.
I like it! However, you should at least be made aware of what he is doing so we are not muddying the waters by getting involved where we shouldn't be. He is certainly the more qualified person for this anyway.
3:21 PM

It cost me via FedEx about \$100 for slow shipping.
3:22 PM

Yeah, not concerned about that. Just want to be sure i give the right specs.
What is the value of that? It has two heads
3:23 PM

As a sample I didn't put a value on it. But MSRP is \$10k new.
3:24 PM

Roger

Mark, can you please approve the NCRE show in Fredericksburg so that Chris can register for it?
3:26 PM

Am I the holdup?
I'll resolve.
3:29 PM

I'm sure it was just an oversight. I asked Chris if he could register and he said he's waiting for your approval.
At the same time can you approve the gala?
I intend on asking her to let us each pay half

3:30 PM

Yes

3:30 PM

But he can register since I wanted to be in your company name and then I'll send her a credit card

3:30 PM

Is it the NCRE gala?

3:31 PM

Chris and I are clear now.

3:36 PM

The gala is the special operations foundation gala. In Norfolk. June 11

3:36 PM

NCRE is the DC area show with all the federal agencies and dod hosted by TSSi and Noble

3:37 PM

Sorry

3:38 PM

NP - I've cleared the way.

3:38 PM

Are we moving forward with the 4 Jeremy guys going next week.

4:09 PM

Yes

SLC airport

Spencer Alma Peterson

07/15/1982

JMS or KJMS

Jeremy Shrock

12/17/75

JMS or KJMS

Jeremy Shrock

12/17/75

SLC airport

Spencer Alma Peterson

07/15/1982

waiting on the other two, Dustin and his partner.

I told him the longer we wait, the more it costs so please speed it up.

4:35 PM

To make sure I'm tracking, Jeremy is flying out of Jamestown, ND. Spencer Salt Lake City.

4:39 PM

yes, correct, just verified with J

4:40 PM

Barrett Blume
10/14/1985
KTN: TT11ZSNQQ
AUS- Austin Texas
Waiting on Dustin
4:51 PM
Dustin Ostberg
06/29/81
KTN: TT129VN8B
Tampa international
5:59 PM

Got these. TY
Just confirming Spencer and Jeremy have no TSA pre-check?
6:11 PM

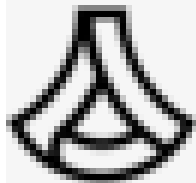
Correct
Hey I'm gonna be going through security here shortly once I get settled at the admirals club we can chat if you want to before the meeting
6:18 PM

There's one other thought: If Lucas is only available to train on munitions over a weekend, does it make sense to fly Lucas out and do the munitions training while everybody is together.
6:28 PM

I'm clear
6:50 PM

Missed voice call · 6:52 PM

Call Back



Anduril — CounterUAS

www.anduril.com

<https://www.anduril.com/capability/counter-uas/>

7:35 PM

By the way I cover the electronic blasting cap concern with Larry and that Jeremy raised again and he's nonplussed about it - it's going to continue to come up because almost all the services are taught that even though it's antiquated and we've designed the system to be as full proof as possible for safety. More as we go further I'm sure.

8:08 PM

You arrive yet?

Saw you were a little behind.

8:25 PM

Yes here waiting on guys.



8:26 PM

You still there?

Sorry. I'm anxious

9:55 PM

May 27, 2022

So here is a good Larry take on the Lukas munitions and battlefield tactics train the trainer. Rather than having Lukas travel, why doesn't he train Jeremy and Spencer since they will be in Indy. For me I don't have the return flight date locked yet until we understand how the trainers get all the training.

1:57 AM

He'd have to train them with a munitions box right?

2:02 AM

Probably.

2:03 AM

I was under the impression he should fly it too.

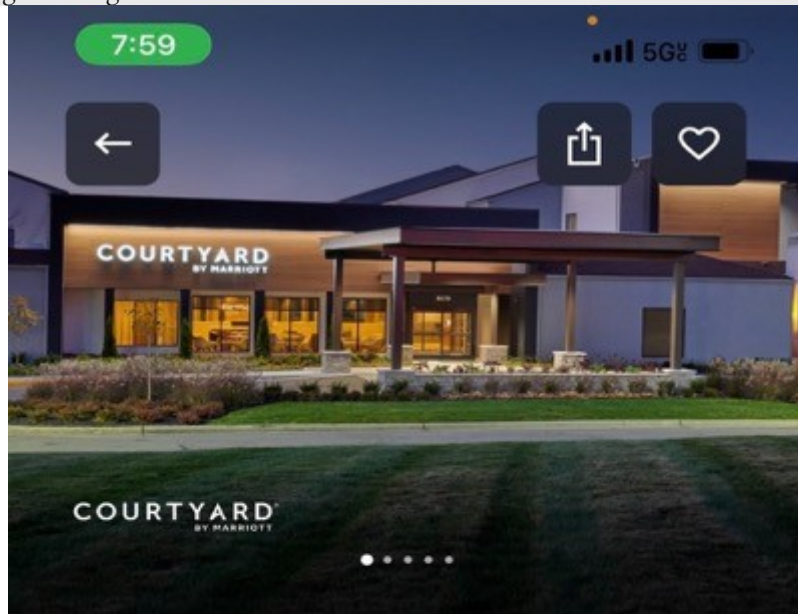
2:07 AM

Yes it's a sequence from learning to sim fly to real 5" drone to moving up to K8 with full-weight non-explosive munitions target practice.

I guess we can fly everyone to Lukas the following weekend.

2:34 AM

Hotel is booked. Flights being worked.



Courtyard Indianapolis Castleton

4.2 • 590 Reviews

8670 Allisonville Road
Indianapolis, IN, USA, 46250



+1 (317) 576-9559



2:01 PM

Need a home address for the four guys for weekend delivery of controllers.

4:21 PM

Do you want an address for each of them?

4:22 PM

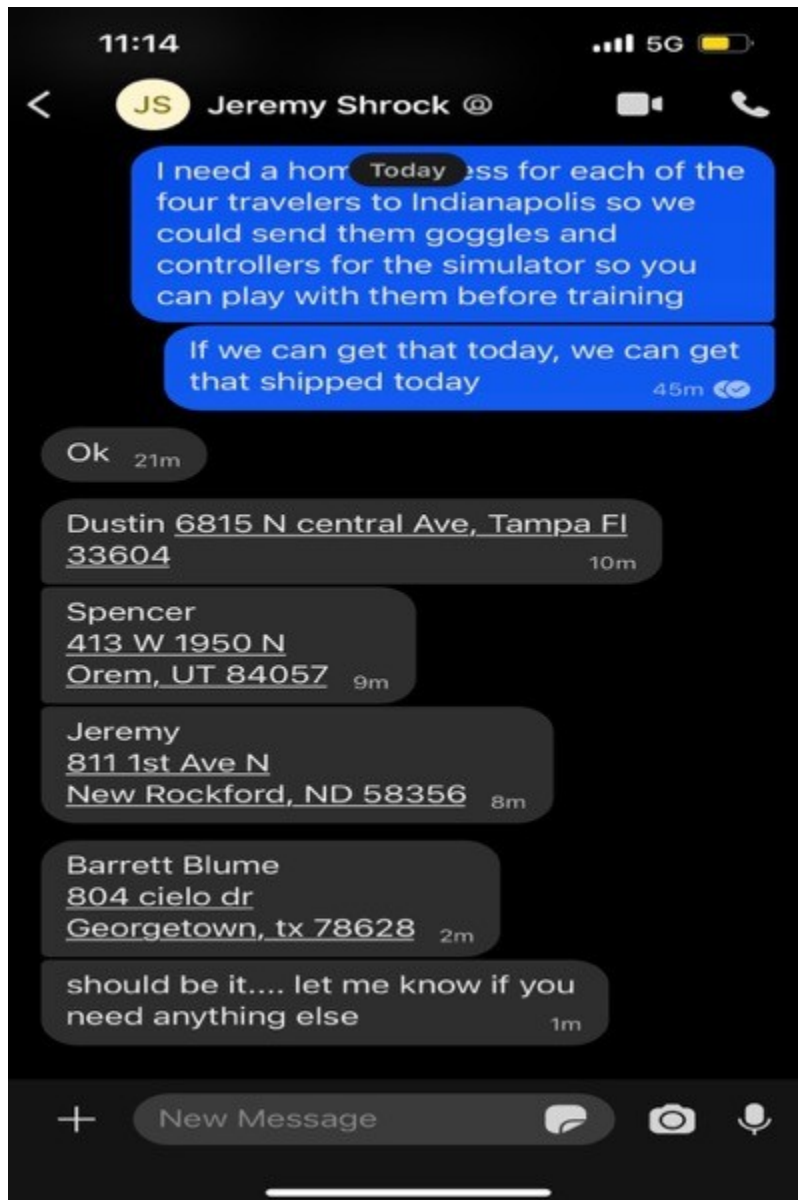
The idea is to get controllers to them to sim practice prior to Indianapolis.

Controller + USB cable to connect to laptop etc.

4:24 PM

Ok.

4:28 PM



5:14 PM

Great. I'll confirm shipping info.

Just met with Ferd Irizarry. He on the team for all sorts of opportunities. He is actually working on our Zelensky letter it turns out. He's also connected me with the special comms CEO and we are meeting this afternoon.

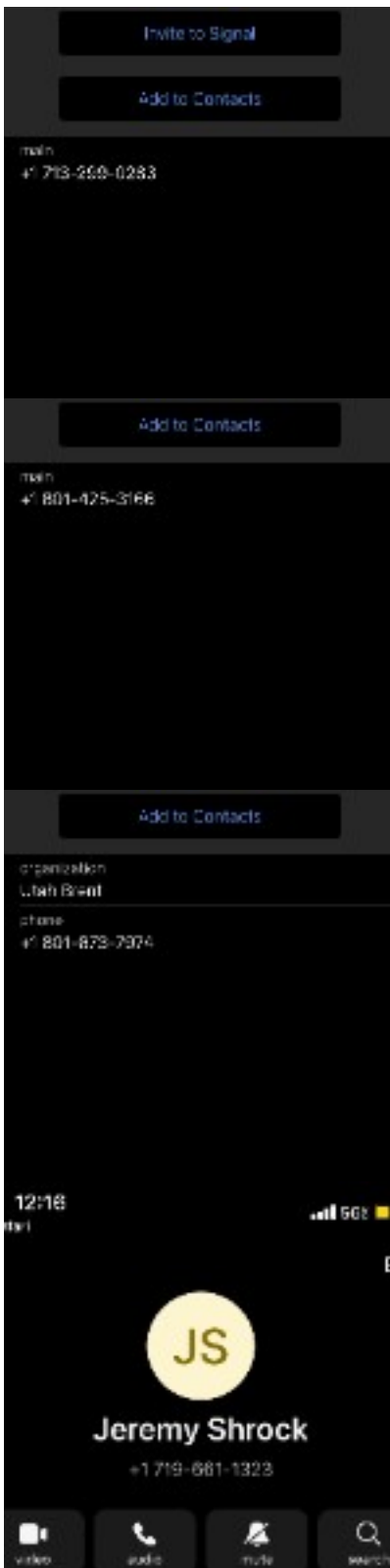
5:20 PM

Saweeet!

5:21 PM

We need phone numbers for each guy to put on the overnight packages

5:53 PM



6:16 PM

I'm on a plane to Costa Rica. I'll be unavailable for 3-6!hours depending on how bad customs is.

6:20 PM

Mark Schmidt

Just met with Ferd Irizarry. He on the team for all sorts of opportunities. He is actually working on our Zelensky letter it turns out. He's also connected me with the special comms CEO and we are meeting this afternoon.

What's the timing to get that tech incorporated into drones?

6:22 PM

I'm meeting him at 3pm

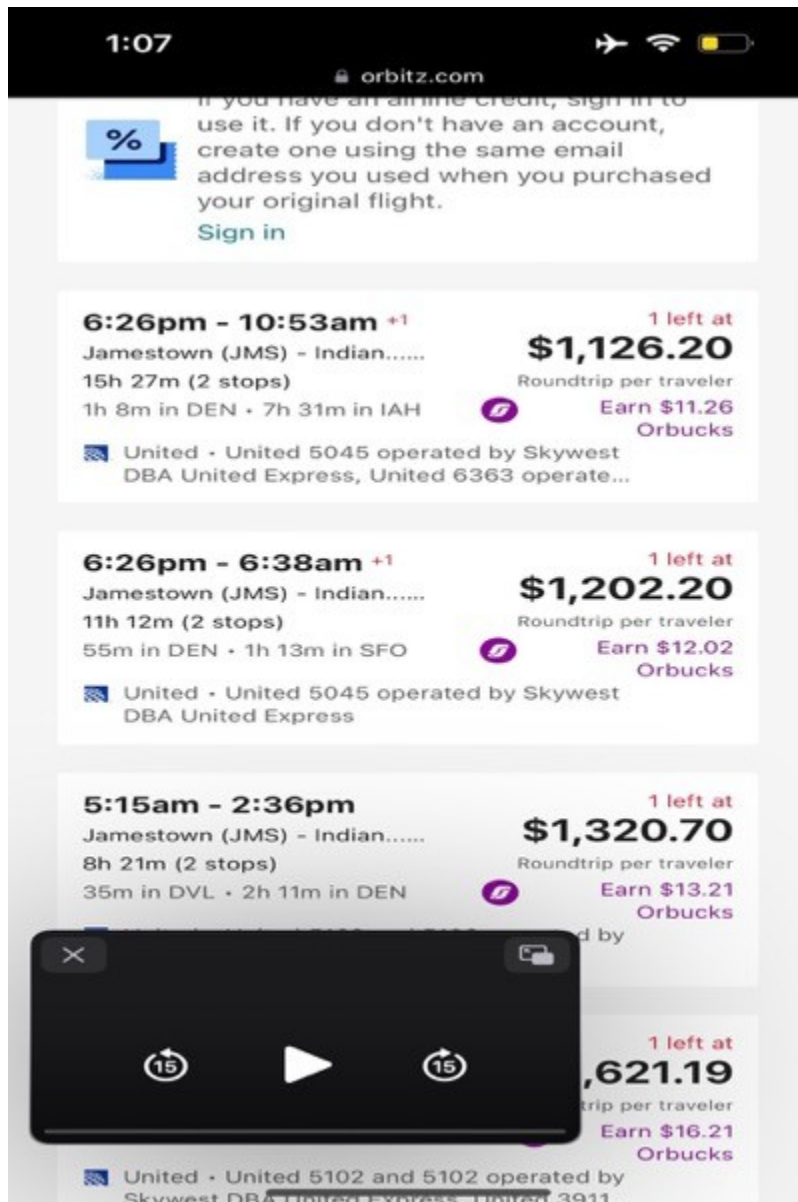
6:34 PM

Jeremy may have to chose a different airport. JMS is not working. Fargo is 90 miles away but twice the cost of the others too.

6:39 PM

Ok. I'll ask

6:40 PM



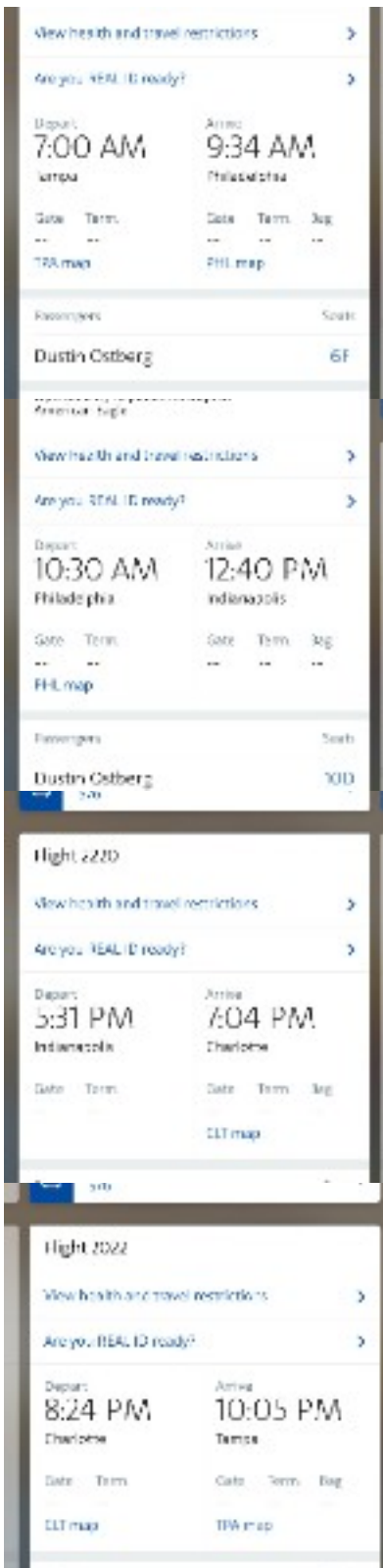
That is on orbitz.

June 1-5

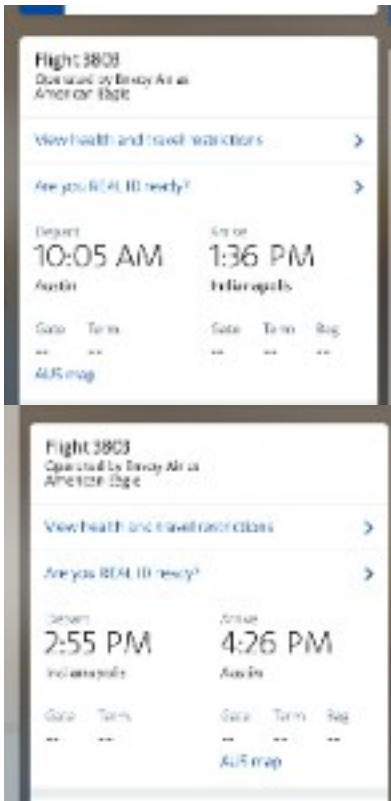
JMS to Indy

7:07 PM

Ok I'll have them use Orbitz



Dustin
7:09 PM



Barrett

7:13 PM

One Q for Jeremy is his return flight is June 5th AM either 5am or 8am so does he want to stay the night of the 5th and fly early 6th. Or he misses the entire training day on the 5th.

7:18 PM

Missed voice call · 7:22 PM

Missed voice call · 7:22 PM

Call Back

I'm in the plane

7:22 PM

Ok should I call Jeremy

7:23 PM

I just picked a day to see if flights work

He didn't request the 5th

Please.

I'm about to lose wifi when I leave USA airspace

7:24 PM

Right we are training through the 5th so his return misses the entire day on the 5th. I'll call him.

7:24 PM

Ok. I'm sure he's fine with leaving the 6th.

7:25 PM

Confirmation: IV8EW7

Your purchase is complete and a receipt will be sent to: mschmidt@cyberlux.com

You have purchased Travel Guard® trip insurance from AIG Travel. Insurance details, along with applicable definitions and terms of coverage, are fully described in your Policy of Insurance. It is your responsibility to read and understand the details of your coverage.

To ask about a Travel Guard product or file a claim, please call [1-877-934-8308](tel:1-877-934-8308).

Wed, Jun 01 **5:15am** 2 stops **2:36pm**
JMS ----- 8h 21m ----- IND
JMS-DVL:Operated by Skywest Dba
United Express
DVL-DEN:Operated by Skywest Dba
United Express
United Economy (Y) / Meals are not offered for this flight

Mon, Jun 06 **9:43am** 3 stops **5:50pm**
IND ----- 9h 7m ----- JMS
IND-ORD:Operated by Air Wisconsin Dba
United Express
DEN-DVL:Operated by Skywest Dba
United Express
DVL-JMS:Operated by Skywest Dba

Manage reservation



9:53 PM

What's this?

How did your meeting go?

11:05 PM

That's our comms technology partner.

Meeting was great. There are 2 to 3 steps we need to take including getting a task order and clearances but the commercial solution might be viable for right now.

11:18 PM

May 28, 2022

What do you think the timeline is for Poland if we need to go?

Trying to plan a number of things.

I realize several things need to happen first.

2:17 AM

I really don't know but 3-4 weeks sounds possible. The test timing is unknown still. Supply is underway; training next week; ITAR licensing; train the trainers; etc etc

2:38 AM



Meduza in English on Twitter

"Sources close to the Kremlin tell Meduza that Russia's top leadership is considering another assault on Kyiv and expecting to win a war of attrition against Kyiv and its Western allies. <https://t.co/vAmn0xudE5>"

twitter.com

https://twitter.com/meduza_en/status/1530225948037349376?s=21&t=7rIPLcOXnuRHx1MMEzRxg

We have time to make a big impact

3:43 AM

It's a beauty- please pass on my thanks please!



7:02 PM

Nice! You will love it. I love mine and use it everywhere.

7:07 PM

Super impressed with the wheels

7:13 PM

May 29, 2022

Mike Brown <mike@thinairgear.com>

I was about to send him the message, but I think he'd love to hear from you directly if you have the time.

4:46 AM

He has supported me 100% since the day I met him and he is very excited to work with you on this program. keep in mind, he will build custom bags too..

4:47 AM

Have a great holiday weekend. I wasn't aware it was a holiday until yesterday. We get lost down here.
4:50 AM

May 31, 2022

Thinking I'll route myself through Indy for Thursday, meet the team etc.
2:35 AM

That's cool. I'll be flying to Norfolk from CR
5:52 AM

Did you send a 4th flight confirmation? I see Barrett Dustin and Jeremy
1:25 PM

I sent Dustin to Jeremy. Barrett is at 10am

PKPASS

signal-2022-05-31-072742.pkpass

40.29 KB

PKPASS

signal-2022-05-31-072800.pkpass

40.26 KB

Jeremy

Please use the links below to retrieve your mobile boarding pass which must be displayed on your phone at the security checkpoint and again at the gate to board your flight.

Flight UA 5102 from Jamestown to Devils Lake

<https://united.com/en/us/checkin/e/94e977d9d610d7e9451884d8247f4562/ebp/2/eaf776f620f8319aecfdca69e482fe8a4d4399210dda1a0e807f98f528444761>

Flight UA 5102 from Devils Lake to Denver

<https://united.com/en/us/checkin/e/94e977d9d610d7e9451884d8247f4562/ebp/2/eaf776f620f8319aecfdca69e482fe8a9215deae270d7be589b8efedb097df19>

Flight UA 1155 from Denver to Indianapolis

<https://united.com/en/us/checkin/e/94e977d9d610d7e9451884d8247f4562/ebp/2/af3f0327e322694c30aff995d3306890b370a84f4bfc7c3d48e0585639376ca7>

1:28 PM

Ok. Just wanted to be sure they all got their flights

1:29 PM

PKPASS

signal-2022-05-31-073009.pkpass

40.17 KB

PKPASS

signal-2022-05-31-073028.pkpass

40.17 KB

PKPASS

signal-2022-05-31-073053.pkpass

40.15 KB

We should double check

1:31 PM

I just asked Jeremy to check
1:31 PM

Also Spencer is 9am EST check in
What are our show dates coming up? NCRE and black tie?
1:47 PM

Gala/black tie is June 11
NCRE is June 16
Gala in Norfolk
NCRE in Fredericksburg
2:08 PM

2:12 PM

How is transportation going to be handled? Should I get a rental.....
From Jeremy
2:15 PM

signal-2022-05-31-082029.pkpass PKPASS
16.14 KB
Spencer

signal-2022-05-31-082048.pkpass PKPASS
16.16 KB
Spencer
2:20 PM

Everyone has received flight info
2:21 PM

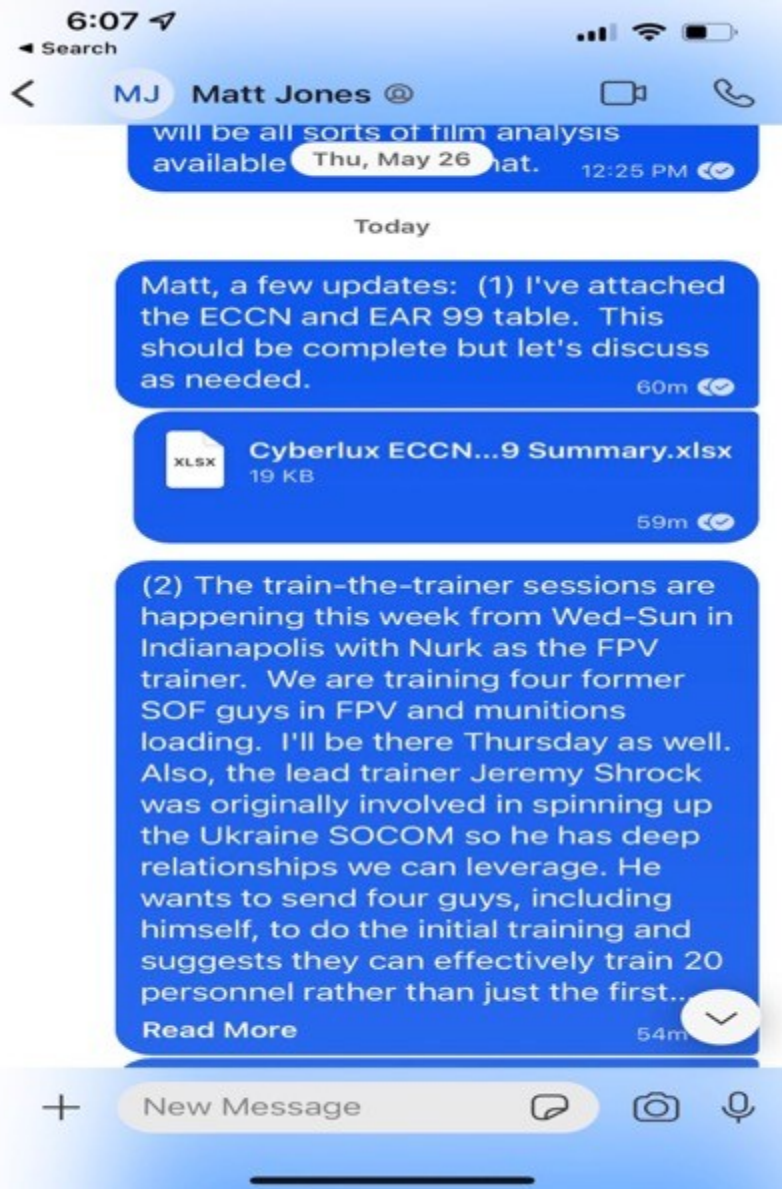
Good question. Probably a good idea. I assumed each guy would go to the hotel to start. Tell him I'll add the cost to the funds being wired.
Can he book the car and tell me the estimate and I'll cover?
2:23 PM

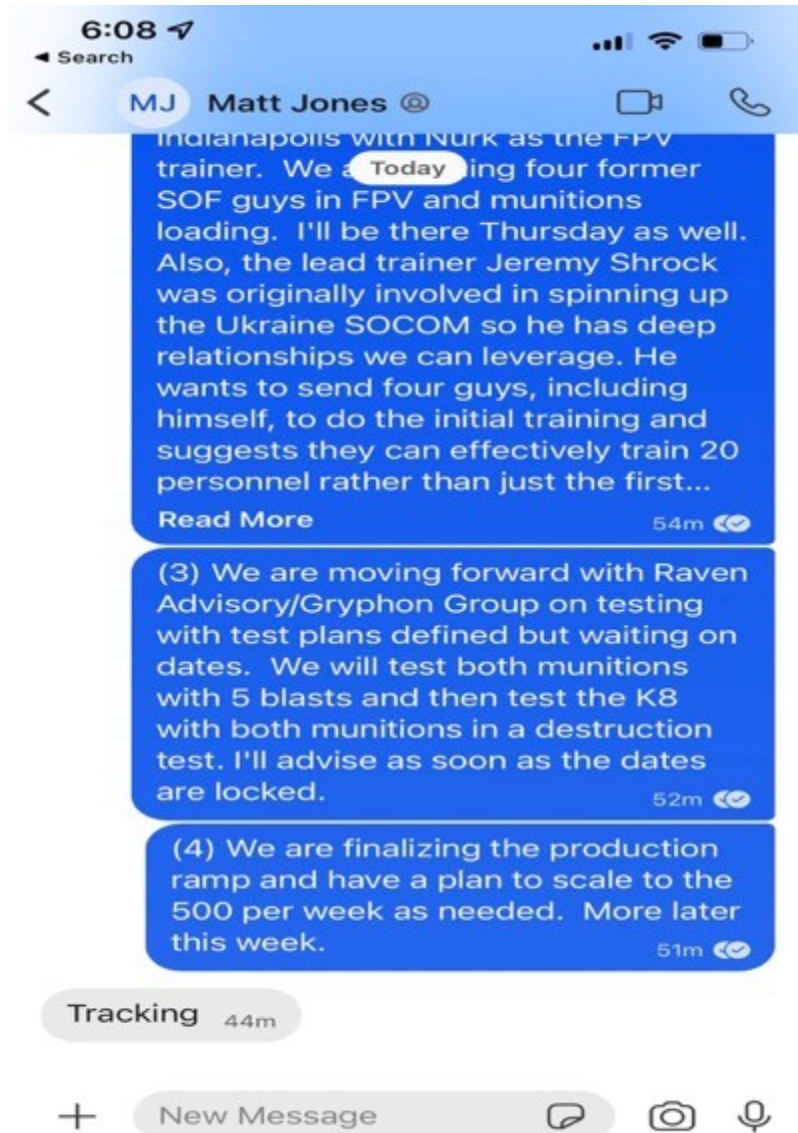
Roger
2:24 PM

signal-2022-05-31-115410.pkpass PKPASS
40.29 KB
Barrett boarding pass. Already sent to Jeremy.
5:54 PM

Jun 1, 2022

My communication with Matt:





His 'Tracking' comment has been his confirmation thus far.

12:20 AM

I would've preferred a little more... But at least he didn't say it was dead lol

12:21 AM

Yeah he's in class this week of some sort so brevity. But I'll push on it.

12:21 AM

Were you able to get that NDA back to Gryphon?

12:22 AM

I signed and sent back but not their execution yet.

12:23 AM

The fact is we need to finish the project even if Matt fails.

12:33 AM

Anything from Global?

12:40 AM

Message to Jeremy on today's training:

Good morning and safe travels. Based on your arrival at 2:40, I'm have Paul Nurkkala (our chief test pilot and trainer) meet you and team at the hotel at 3:30/4pm. Paul is also a former world champion drone racer btw!

3:28 PM

Missed voice call · 3:39 PM

Call Back

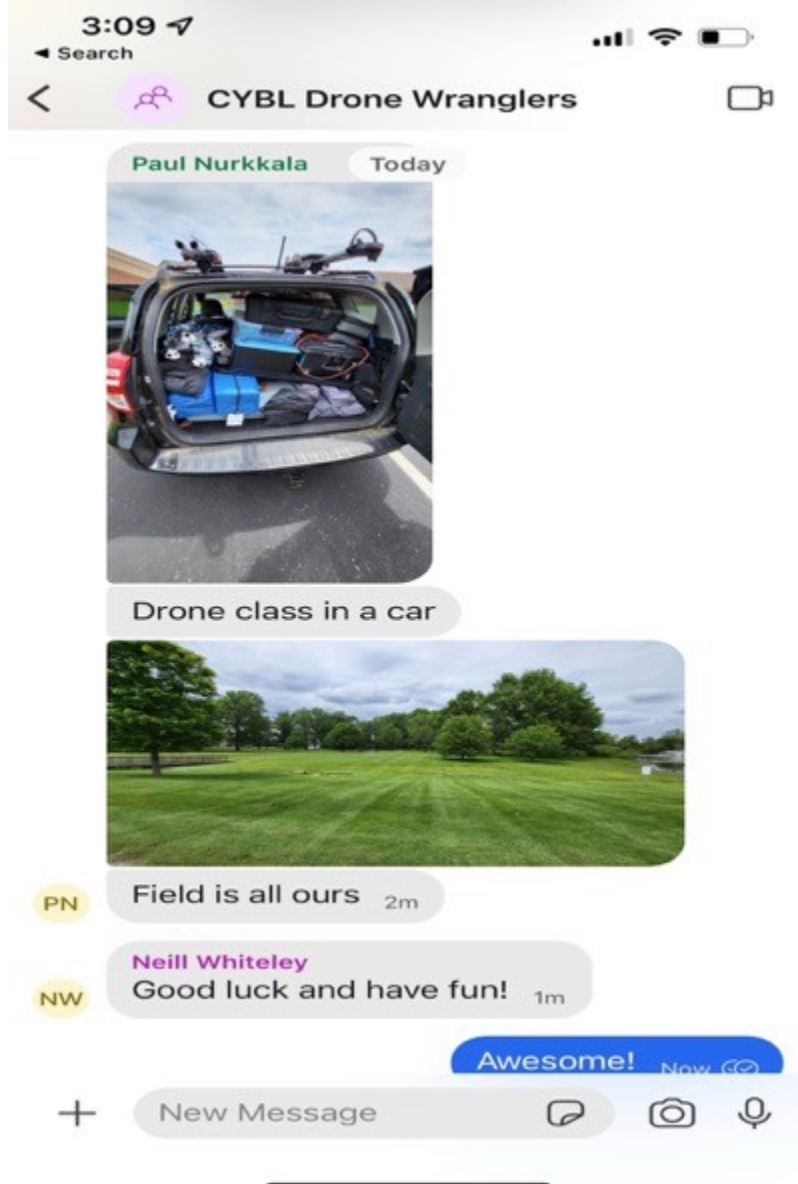
Call me to discuss channel to UK.

3:40 PM

Incoming voice call · 5:13 PM

Call Back

Happening now, Nurk off to start the training:



9:11 PM

Sweet
9:33 PM



Training camp:



9:53 PM

Looking good. I wish there was somebody to actually film the training with another drone.

9:54 PM

I believe Nurk has a filmer.

9:56 PM

That's great. Are you going to get there tomorrow?

9:58 PM

Yes I land at 2pm. Will catch some training then but dinner lol.

9:58 PM

That's cool.

Any word from Gryphon Group?

And I know you were managing it... I'm just super impatient

9:59 PM

Me too. I sent back a marked up NDA yesterday and then called the the main guy Jeff at lunchtime but no returned call yet.

We may need a backup. My next call could be to Ferd who knows them.

10:04 PM

Jeremy has always said that he can find space somewhere in North Dakota nobody will care about.

The reality is all we need to do is find an old vehicle or two and some AR 500 steal all of which should be easy to get there.
10:06 PM

Jun 2, 2022

Can we get those answers by tomorrow am? In 7 hours it will be 8am in London.

They want a call tomorrow

1:48 AM

Hold on for a few - I'm on with the team.

1:50 AM

They = PRG + UK contact?

1:56 AM

Yes.

2:01 AM

We should be ready but I'm on a plane from 10am EST to 11:30 and the 12:30 to 3pm MST.

Could be Chris and Larry

2:02 AM

I don't think we need the team.

Just the answers.

2:03 AM

Got it.

2:03 AM

But I'll ask if they want more

2:03 AM

Send Q&A and then a follow up as needed.

2:04 AM

From me to Jeremy to me:

How was the initial session?

Very good! The guys were prepared and professional..... there is going to be a learning curve we have already seen progress though.... this is incredibly valuable for prep for our trip over the pond

3:22 AM

UK cut sheet is PRG right?

3:37 AM

yes

<https://threod.com/products/>

Check out this Estonia company

3:38 AM

Put them on the shopping list.

There is a Croatian company too

3:42 AM

ORCA 220 — Threod Gimbals

www.threodgimbals.com

<https://www.threodgimbals.com/orca-220>

this gimbal is sweet.

3:44 AM

Yes

3:44 AM

And its range is insane. If we can put a swir camera in that gimbal...yikes.

3:44 AM

We are finalizing the Q & A

5:08 AM

Thank you

5:13 AM

We also have the V7 PRG cut sheets that call out 'munition encasements' rather than just 'munitions' if you want those to go with the Q & A to clarify the field loading requirement.

5:19 AM

Ok great

5:20 AM

V7 PRG will be in your channel ... being reviewed now.

5:21 AM

On layover just checking in.

Sim training

5:16 PM

Great. Let me know how it is going. Still no word from GG i assume?

5:23 PM



5:16 PM

Not yet. We have an alternative in the works. Just going to be patient for now.

I communicated with our range tester Jim yesterday and all good there. We are getting him sim trained soon.

Anything on UK material - Q&A ok?

5:33 PM

If we need to connect, I'm on the ground until 1pm. Then land at 4pm.

6:19 PM

I send it to PRG, they are reviewing.

6:25 PM

Ok just drop any questions in our channel with Larry so it gets worked. Taking off now.

6:59 PM

roger. where are you headed now?

7:04 PM

Still Indy

7:10 PM

oh, you aren't there yet, got it. I thought you had landed.

7:11 PM

Second leg of the day. Had DC early.

7:11 PM

you in the plane still?

9:06 PM

Just landed, bought a coffee and in Uber.

I've got a 30 min ride now

9:09 PM

ok, i need to discuss building a competitor to the R80 and using our SWIR sensor suite.

9:19 PM

on a call with my SBIR writer and Dave Dennis

9:19 PM

Expecting to get some Nurk footage later. Will tag ARG in the post.

Just got a signed NDA from GG and they are "G2G". Business discussion tomorrow AM

9:57 PM

Sweet. on the NDA, and nice work on the footage, obviously make sure none of the guys are shown in it...or ask for their permission if they are in it.

10:32 PM

I know you know this, but want to make sure these guys are ok if they are visible.

you know SOF guys.

10:32 PM

Got it. I intend to film Nurk only. We will either leave the guys out or black them out always.



10:34 PM

cool. Sorry if I tell you things you already know all the time.

10:34 PM

No always good to hear the downside risks.

10:35 PM

thats awesome...love the shadows.

10:35 PM

I though appropriate

10:35 PM

for sure

10:35 PM

“thought”

10:35 PM

looking forward to the twitter post.

10:36 PM

Will be tomorrow now but we'll get a good one.

10:36 PM

ok. let me know when you can chat. about the drone

R80

10:37 PM

5min

10:46 PM

Incoming voice call · 10:49 PM

Missed voice call · 10:58 PM

Call Back

I'm free. We're debriefing at 7pm.

10:57 PM

Jun 3, 2022

Incoming voice call · 12:57 AM

Call Back

<https://city.diia.gov.ua/en/>

1:06 AM

When do you arrive into Norfolk? Friday night or Saturday morning?

5:03 AM

Still working on it. It's drivable too.

5:03 AM

about 3 hours right?

5:20 AM

Are you traveling?

8:02 PM

Just finished with GG. We'll have range time this month. Will call shortly.

8:03 PM

ok, standing by.

8:04 PM

Incoming voice call · 8:06 PM

Call Back

The only good news in that EW article is we don't use GPS. Not sure if we are hosed anyway. I sent to Larry too.

9:15 PM

it mentioned cell phones too, so not sure if Ferd's deal would work?

9:15 PM

Yeah maybe not but I'll check.

9:16 PM

Model-G is next.

9:26 PM

If they are jamming from aircraft it will be tough but Jeremy thinks that is specific areas for specific missions.

So we have to hit the small vehicle-based EW.

9:30 PM

Jun 4, 2022

If you can get me pricing and pics for a couple of your police/surveillance drones, I'd like to get those uploaded before i leave for the states. I would appreciate it.

3:04 PM





Training today

5:06 PM

This is cool. If they stand up, side by side flying their drones, it would be cool to shadow that out...

5:11 PM

have nurk take a photo with each of their drones hovering in front of them and black them out, but leave the drones.

5:12 PM

Nice

5:12 PM

Is it worth asking global and prg to start a technical assistance agreement letter?

we can still get our guys over there to train even before the ITAR for the products is approved? I'm wondering if Matt at FW has even applied for it yet.

and i can't recall, does he have the ECCNs yet?

5:14 PM

You

and i can't recall, does he have the ECCNs yet?

Yes sent earlier this week

You

we can still get our guys over there to train even before the ITAR for the products is approved? I'm wondering if Matt at FW has even applied for it yet.

My understanding is he has submitted the TAA

5:16 PM

ok, good.

5:16 PM

You

Is it worth asking global and prg to start a technical assistance agreement letter?

I guess if we see PRG training through UK channel

5:17 PM

If he did that and got it approved, we could argue he's secured UK as his?

Just trying to figure out how to incentivize them into making something happen.

5:19 PM

Let's discuss PRG TAA etc sometime today. Need a few minutes to clear.

5:21 PM

Soldier Systems Daily - An Industry Daily and Tactical Gear News Blog

An Industry Daily and Tactical Gear News Blog

soldiersystems.net

<https://soldiersystems.net/>

We need to get a write up completed for this site. On drones. Doesn't mean we need to show the K8 but other drones at least.

6:53 PM

And we can discuss capabilities

6:53 PM

Visits

Apr 2022

297K ↓ 14.3%

Unique Visitors

Apr 2022

184K ↓ 26.29%

They get a lot of visitors, unique visitors too.

7:13 PM

Ok great, I'll ask Brennan to scope out how we get in and work on content.

7:21 PM

I know the owner and its easy to just submit a PR/write up for anything we need to do.

7:22 PM

Great even better. We'll get some content generated this week.

7:24 PM

K8 training is apparently going well.



8:03 PM

That's fucking awesome!

8:28 PM

Jun 5, 2022

i need all info on the solar offerings please.

<https://cyberlux.com/solar-power-charging-system/>

12:01 AM



Convo with BG Irizarry:



12:26 AM

Wow. I'm touched by that photo.

Gave me chiller

Chills

12:33 AM

Yes amazing. What heros we lost who stormed the beach. If only they had K8s!

12:36 AM

I want to do that now.

12:48 AM

Group trip next year, with a drone flyover

1:03 AM

I like the way you think!
on D-Day!
June 6
2:36 AM

We can't do testing the weekend of the 18/19th
its fathers day.
Thats a lot of fathers that would be missing with wives that wouldn't be too happy lol
Good monring by the way
4:13 PM

GM, very good point. I missed that entirely.
4:20 PM

Lukas may have to watch video or figure out his schedule
4:27 PM

Btw we can get him boxes to blow himself too.
And now BG Irizarry wants to watch too which is great
4:33 PM

He would do that.
And that's great. I'd like to learn more about what Ferd has his hands in
I'm sure Denis told you, he asked me to put together a plan/org chart for a defense side of the company. First
thing I thought of was that we need an advisory board. First was first on the list.
4:35 PM

I know I'm getting ahead of myself but if you want to grow on the defense side we have to do it all the way.
Just my opinion.
4:36 PM

Yes indeed - and we need to grow the DoD platform smartly and need great people leading it. Denis and I are
in lockstep, and I think Fred will be a great advisory candidate!
5:12 PM

Brigadier General Ferdinand Irizarry II • U.S. Army Reserve • Article View

Brig. Gen. Ferdinand Irizarry II became the USARC G-3/5/7 in June 2013. Prior to his current assignment he was
the deputy commanding general of the U.S. Army John F. Kennedy Special Warfare Center and School (Airborne)
based at Fort Bragg, N.C. Brig.,
www.usar.army.mil

<https://www.usar.army.mil/Leadership/Article-View/Article/580322/brigadier-general-ferdinand-irizarry-ii/>
5:17 PM



Flight contest winner!

6:42 PM

That's great. So overall report from Nurk? Are they ready to train for us?

7:38 PM

I don't think so yet. They all need training kits to continue honing skills. I can imagine one more weekend camp to finalize before deployment.

7:42 PM

Jun 6, 2022

You are probably correct...would be nice for them to have kits to just fly around their homes before the big trip.

You are brining a K8 to VA Beach correct?

1:09 AM

I think we need to have one.
even if we remove the tray and just show the drone.
i asked for for it to be a center piece on the table.

1:10 AM

Hey those guys in the UK are having a meeting tomorrow morning London time with a colonel and they're asking about weekly delivery ability and how fast it would take to ramp up.

I know we just discussed it but I wanted to make sure that 500 a week is still feasible? And would it take about 60 days to get there?

What could we do immediately? Like in the next 2 to 3 weeks?

9:10 PM

Missed voice call · 9:25 PM

Call Back

Confirmed 500 per in 60 days. Flow of 20 units over next 3 weeks (15 business days). Likely production goes 100 per week in 30 days then 250 per week in 40 days then 500 per week by 60 days.

10:26 PM

Jun 7, 2022

Give me a call on a new opportunity in need of cameras and sensors.

12:00 AM

I just saw I missed a call last night.

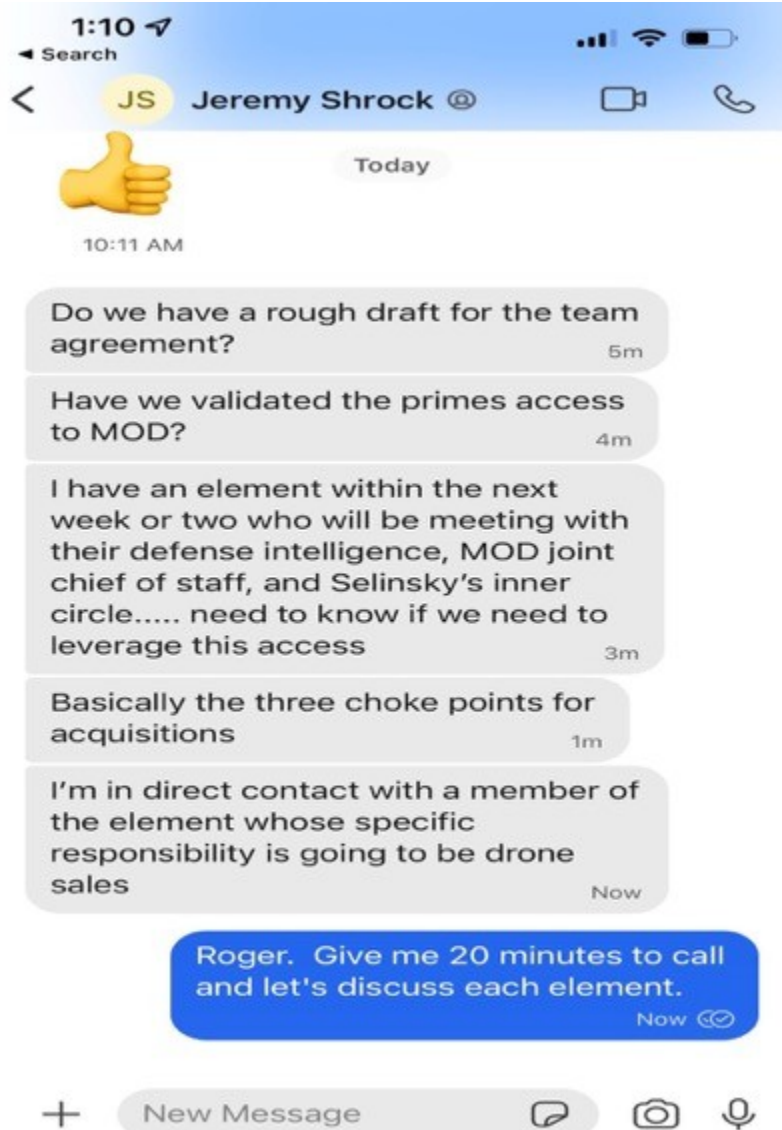
3:55 PM

Missed voice call · 6:07 PM

Call Back

We should hold on the price of the munitions pricing if possible until later today. Replacement drone is \$12k, no change. Verification of AP and double-check on HEDP. All pricing confirmed on a PRG cut sheet.

6:09 PM



7:10 PM

I have a call in 1 min with UK guys and Dave Dennis

7:14 PM

Ok do you need cost per shot? We're finishing the review.

Could have in 5 min

7:15 PM

Yes. And some more. Finishing call

7:54 PM

Ok let's hop on a call with you, me and Larry.

8:02 PM

Ok. Start it up

8:27 PM

Need 10 min and then debrief both Matt Jones and Jeremy convo

11:28 PM

ok, i'll be ready on the :45...that is 9 min.

11:36 PM

11:37 PM

i'm clear now

11:43 PM

Incoming voice call · 11:46 PM

Call Back

Jun 8, 2022

Don't worry about bringing a drone to the gala.

I can explain next time we talk.

1:17 AM

2pm EST with Jeremy.

Working the pricing

3:26 AM

Ok

3:26 AM

Let me know if you get pricing finished today.

2:52 PM

Yes It will be complete today. A few variables to close this morning.

2:55 PM

are you still on your call?

7:47 PM

Just ended. Grabbing a coffee then will connect.

7:50 PM

Incoming voice call · 7:55 PM

Call Back

From Matt:

My attorney is standing by for the export classifications. Had a UK MOD customer reach out today, they are interested in procuring some test systems. I'm flying, can I call after 8 PM when I land?

8:55 PM

That's interesting

9:18 PM

And exciting

9:24 PM

and potentially PRG conflict

9:29 PM

I know.

9:42 PM

I view all conflicts to be good right now lol

9:44 PM

Exactly my reason for the laughing emoji
9:57 PM

still no answer from J by the way.
9:58 PM

When you talk to matt tonight ask what part of the UK MOD is interested. We know PRG is talking with SAS and EOD.
10:06 PM

Will do.
10:11 PM

obviously i wouldn't alarm him as to the fact we already have contact. Its a big MOD just like our DoD
10:17 PM

I think we say we
I think we say we've had contact from SAS ... but I'll defer.
10:22 PM

This message was deleted.
10:28 PM

I am now
10:34 PM

XLSX
Cyberlux ECCN and EAR99 Summary.xlsx
13.89 KB

10:40 PM

Jun 9, 2022

XLSX
Cyberlux K8 ECCN EAR99 Summary.xlsx
15.53 KB

12:15 AM

cool...hopefully this all works for matt, and at least we have it on standby for any of the others.
12:17 AM

Feedback after I speak with him.
12:19 AM

ok, thanks.

I'm assuming 8pm eastern?

<https://metro.co.uk/2022/06/08/ukraine-boy-15-hailed-as-hero-for-using-toy-drone-to-stop-tanks-16789927/>

if this kid can fly a toy drone, without it getting whacked with EW, pretty sure ours would make the cut.
2:09 AM

just sayin
2:09 AM

You

I'm assuming 8pm eastern?

Yes waiting

2:11 AM

we need to find this:

Taras Troiak, a former retailer, founded a Facebook group to coordinate drone owners in Ukraine who wanted to turn their hobby into a surveillance tool for the the army.

2:12 AM

The facebook group I mean.

2:12 AM

Just spoke with Matt

Time to chat?

2:21 AM

Nurk is possibly available on 16th. What start time and end time?

2:26 AM

Finishing dinner. Give me 15

2:27 AM

Ends at 2pm. Maybe a 0800 start

I'm clear

2:38 AM

8:38



MJ

Matt Jones @



MOD submission requirements:
•Product description/potential use case(s)
•Technology Readiness Level
•Training requirements
•Spares/supportability requirements

11m

I have most of this from our last exercise a week ago

If you have proposal boilerplate, I could use it. If not, I'll make some.

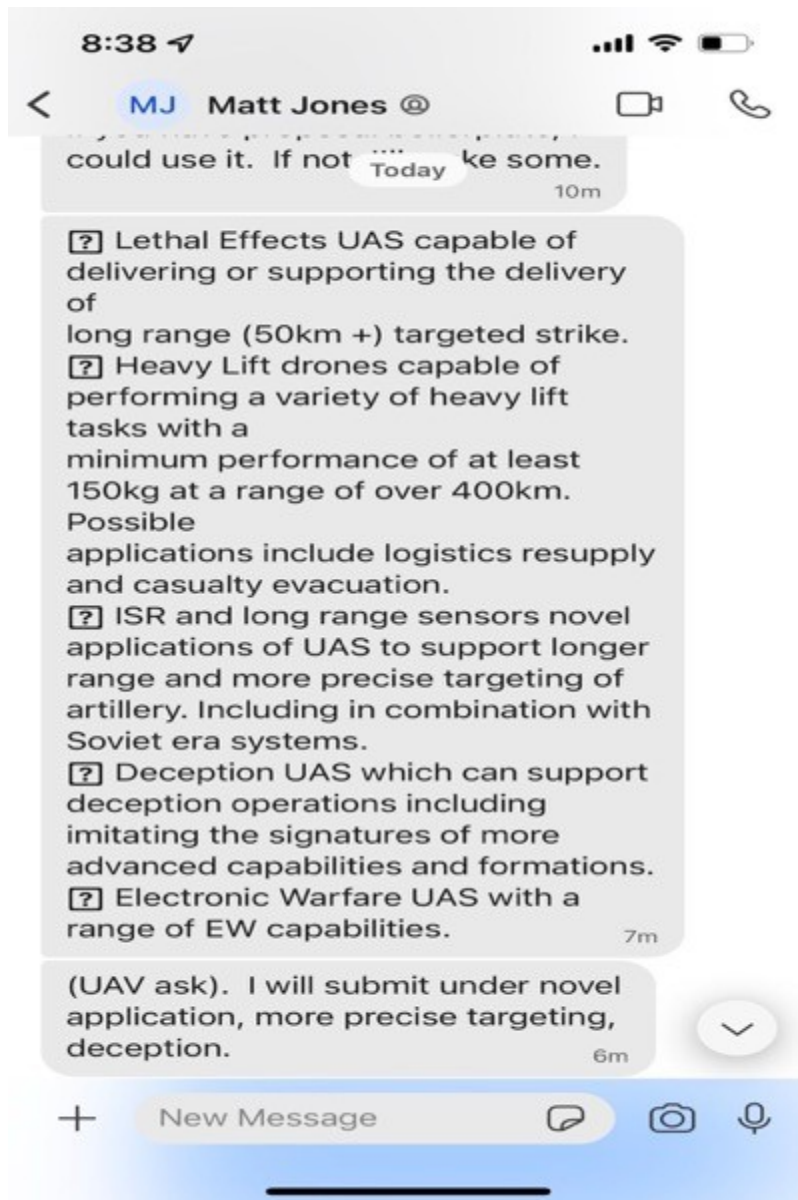
10m

☐ Lethal Effects UAS capable of delivering or supporting the delivery of long range (50km +) targeted strike.
☐ Heavy Lift drones capable of performing a variety of heavy lift tasks with a minimum performance of at least 150kg at a range of over 400km. Possible applications include logistics resupply and casualty evacuation.
☐ ISR and long range sensors novel applications of UAS to support longer range and more precise targeting of artillery. Including in combination with



New Message





2:40 AM

Missed voice call · 2:52 AM

Call Back

Getting final costs should not take this much time and effort. I have a failure to communicate apparently.
Working on the replacement kits still.

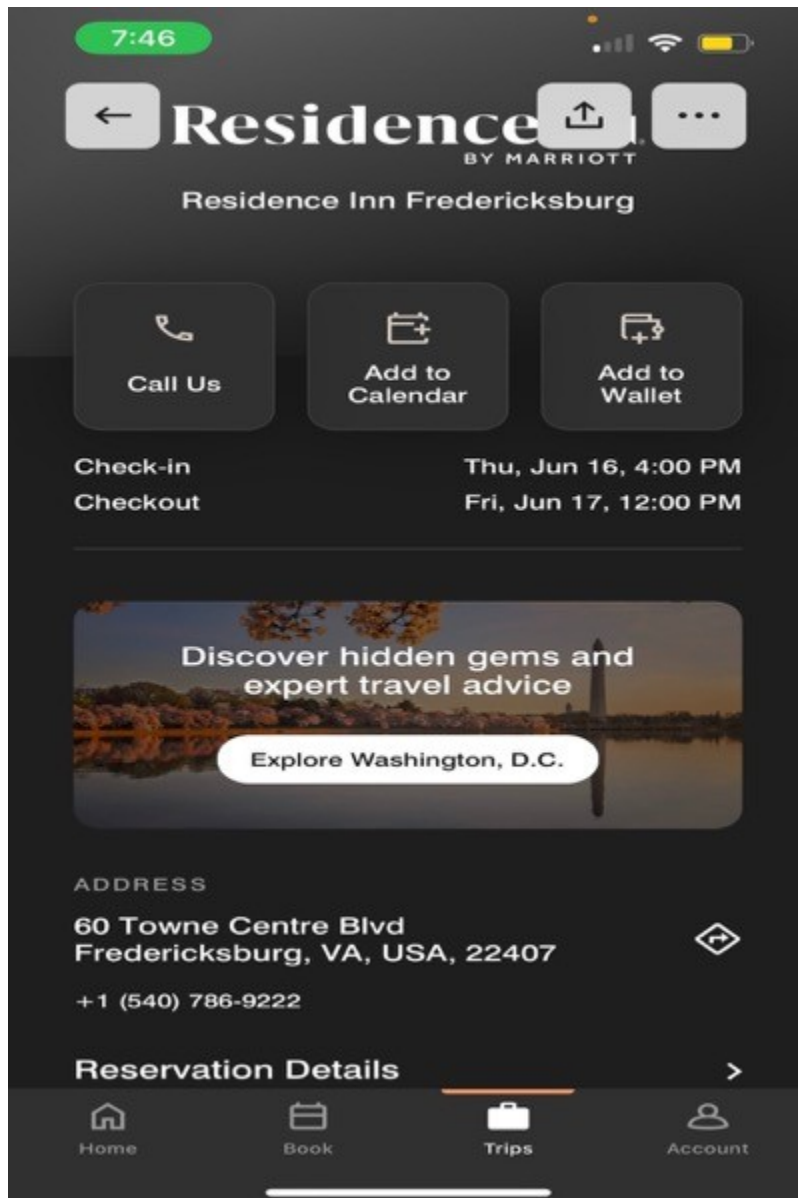
5:50 AM

Call me when possible

3:24 PM

Give me 5

3:32 PM

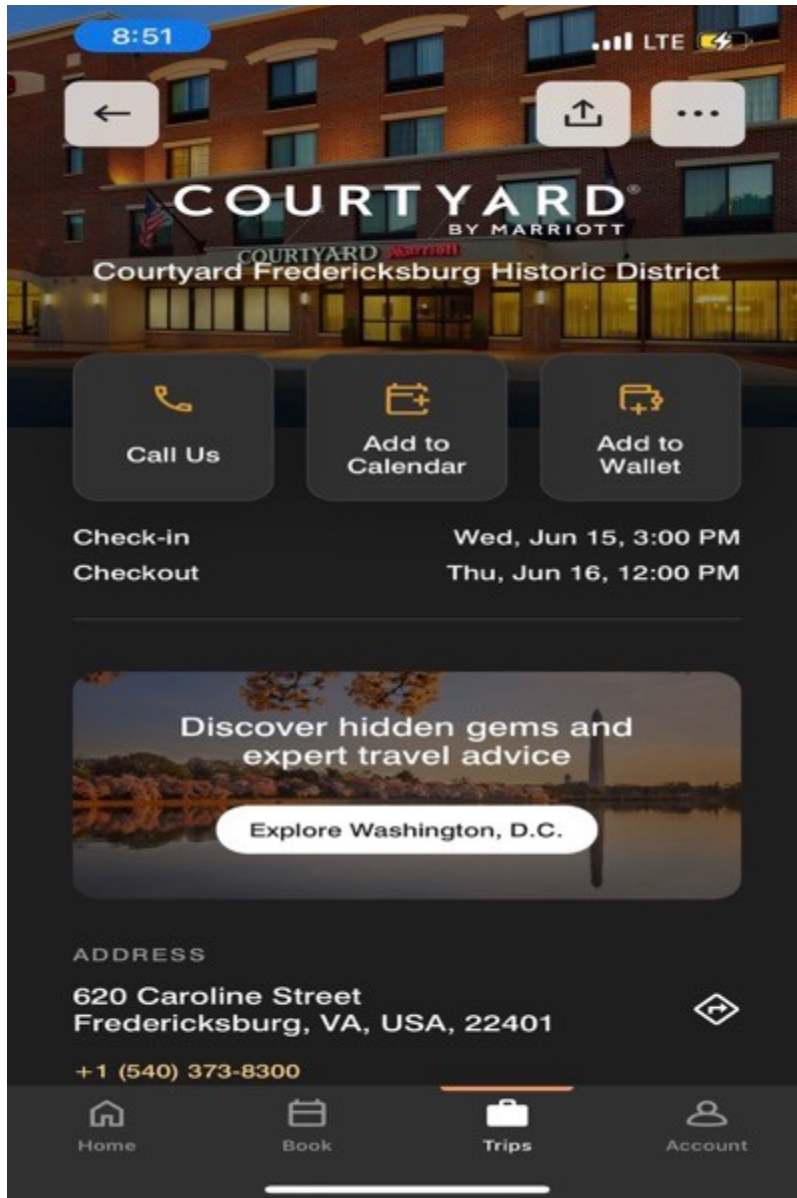


3:46 PM

Hopefully it's not a pain in the ass... But I changed my room to this place.

It's just closer to the historic district

4:51 PM



4:51 PM

4:57 PM

Do we want camo hats again?

5:19 PM

Yes. But make them multicam with a subdued logo. When I get to the airport I'll show you what I mean.

7:05 PM

Can you send me a high definition version of your logo? Or at least put me in touch with your marketing/art guy?

7:15 PM

You free?

8:11 PM

Need to clear call 5min

8:14 PM

Missed voice call · 8:17 PM

Call Back

I'm available

8:30 PM

I may have connection issues here in the airport

8:44 PM

Hang on

8:46 PM

Missed voice call · 8:54 PM

Call Back

I lost ya again

I think we are good

9:04 PM

Safe flight and talk later

9:04 PM



MultiCam Color Palette

MultiCam color palette created by berserkertactical that consists #7b664a,#958a68,#77 775f,#958b60,#9d9b80 colors.
www.color-hex.com

<https://www.color-hex.com/color-palette/45140>

Coyote brown 498 and tan 499 are two colors used by military.

9:23 PM



9:24 PM

The flag is an idea about subdued versions

9:32 PM

Great - I'll get to our guy.

9:33 PM

Jun 10, 2022

All Good?

boarding my 9:29pm flight.

Yes. It's an hour delayed. I land at 1am

4:32 AM

All good. Still working on some corporate stuff and Larry and Tx. Heading to my brother's house in AM so far but will be available. Do we want to put something out on the Gala this weekend / good cause and the NCRE next week?

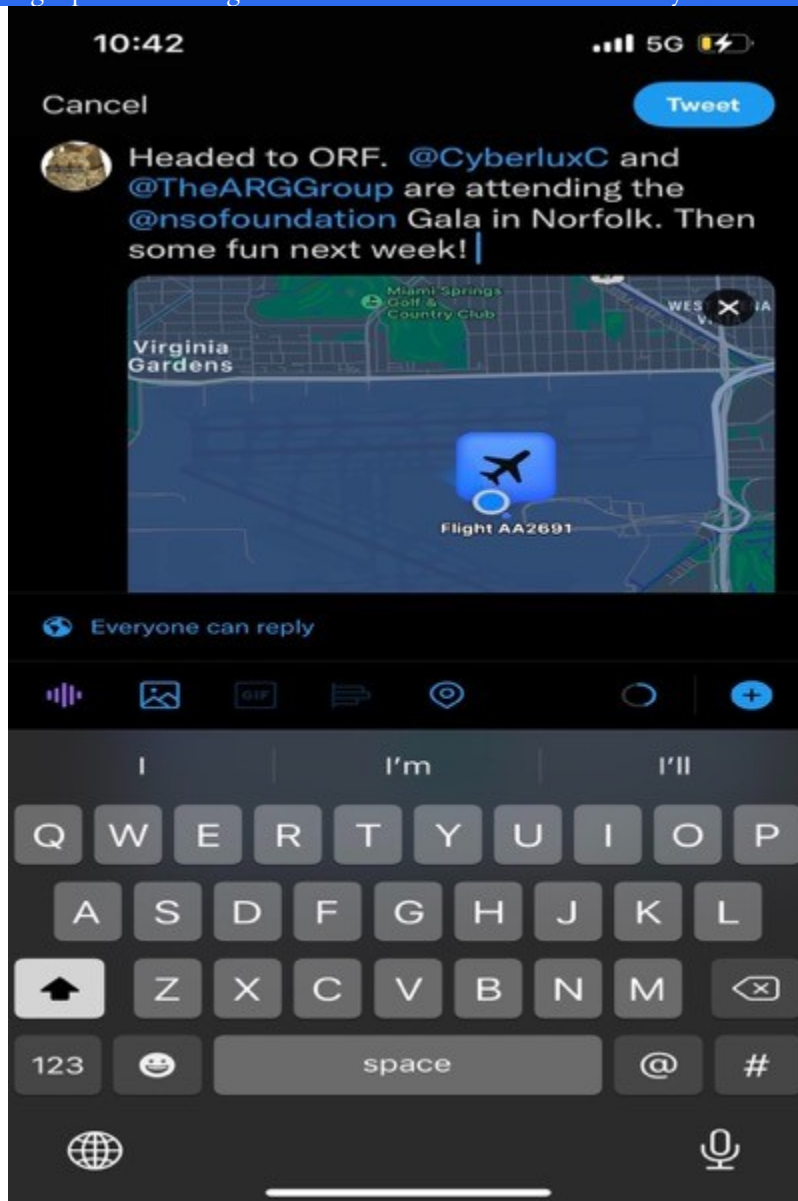
I booked the Courtyard btw.
4:38 AM

If you're on delay I can talk through it.
4:39 AM

Lol. I was literally tweeting something now. And tagging you. But yes, you can put a more official version out.
4:40 AM

Great minds...
4:41 AM

We will make sure to get photos at the gala but out the black bar across their eyes.



4:42 AM

I like the shadow effect ... you'd both look great in tuxes and shadowed out
4:42 AM

That was what I had when you started texting back.

Ahh yes. That is actually really cool. What app does that?

4:43 AM

Not sure but Brennan can do it!

4:43 AM

Sweet.

Ok. We are rolling down the runway. Gonna order a woodford and chill.

4:44 AM

Safe flight... connect when you are rolling tomorrow.

4:45 AM

Im rollin.

Got pinged for pricing again from UK guys.

4:35 PM

GM in immediate queue. Also here is a new write-up going to Matt et al.

DOCX

FlightEye_Model-K8_Operational_Description_06.09.2022.docx

18.19 KB

That lays out some use-cases too

4:50 PM

Im on with Jeremy.

He wants to know where we are on getting them training kits for them to continue training

5:48 PM

Tracking on that. I'm owed status as well. Controllers are in transit to Dustin/Barrett.

Some other news in that file is we have to go with full ITAR. Got H&K ruling last night. At a minimum, we have the classification for the HEDP and AP munitions cases, but they recommend the entire offering be ITAR listed.

5:50 PM

I gathered that would happen. And better off in long run so they don't burn us

5:51 PM

Yes, I think I'll start the process of ITAR registration for CYBL nonetheless.

5:52 PM

Do we need to connect with Jeremy on his UKR contact or is he good? I'll be done traveling in 45 min.

6:15 PM

I think we're OK for now because he said he's not going to actually share anything until we have testing

6:21 PM

We have confirmed Nurk coming in to fly on 15/16th. K8 in action.

6:36 PM

Nice!

That's going to be huge.

6:39 PM

Checking into hotel and then will connect.

7:43 PM

Missed voice call · 7:55 PM

Call Back

The pricing on page 3 is MSRP + 7% which is what Matt asked for since he thinks we will be squeezed. The spec sheets and the write-up going to his UKR contact points.

So we'll use that pricing for everyone.

7:59 PM

Did you need to speak to me?

10:00 PM

I'm good if you are good. I'm with brother hanging.

10:06 PM

Ok

I'm good

11:03 PM

Jun 12, 2022

Hey I know it's Sunday but let's try and talk first thing tomorrow morning. Jeremy's got a couple hot items.

Nothing that needs attention today

11:06 PM

Great - I'll be back online tonight couple of hours

11:09 PM

Jun 13, 2022

Hey late hour but I'm back. We can connect in AM if better.

4:22 AM

Yeah. Let's.

5:00 AM

Ping me when rolling.

5:07 AM

Ok. I'm driving to dc in am. I'll have a lot of time

5:07 AM

Great. Plans are set for Wed/Thurs.

5:14 AM

Plans? Like testing?

Oh

Nevermind

The NCRE event

5:15 AM

Yes K8 flying etc.

5:27 AM

Sorry. My mind was elsewhere

I'm tracking

5:33 AM

I'm on the road. Let me know if you can chat

3:21 PM

5min to clear this call

3:29 PM

Missed voice call · 3:40 PM

Call Back

Got a minute?

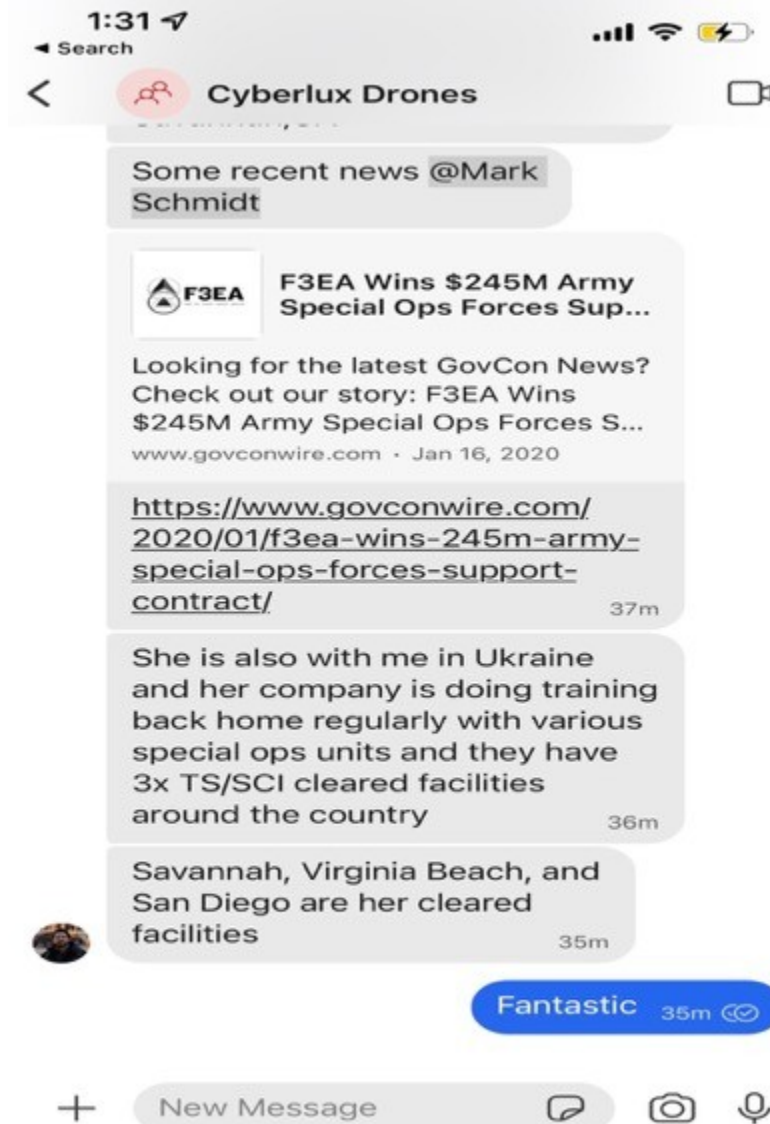
8:09 PM

Incoming voice call · 8:11 PM

Call Back

Bretty Velicovich

8:20 PM



8:24 PM



Brett Velicovich - Wikipedia

en.wikipedia.org

https://en.wikipedia.org/wiki/Brett_Velicovich

Drone Warrior: An Elite Soldier's Inside Account of the Hunt for America's Most Dangerous Enemies has his own wikipedia page.

<https://www.youtube.com/watch?v=l02B6D93aMU>

he's on the news a lot.

8:30 PM

Could be good or bad

PDF

FlightEye Model-K8 Operational Description 06.09.2022.pdf

276.33 KB

8:38 PM

Will you check on whether the flying field could be an available for Nurk on Wednesday afternoon? He needs to have some time with K8.

Also according to Matt, we can check of the Technology Readiness Level 7 if we have a demonstration with a government witness. Maybe we can find a friendly to serve in that capacity. We get TRL 10 after munitions testing.

8:53 PM

Yeah I can see if we can find somebody to do that

8:54 PM

I will also call to see if we can get range time on Wednesday. What time?

8:55 PM

He's landing at Dulles at 10:16 so maybe 2pm.

Also are you in DC still on Wednesday?

8:58 PM

Yes, I was going to leave here Wednesday. Do you need me to pick him up at the airport?

9:00 PM

Maybe so ... hold that thought

9:02 PM

I'm happy to do it, just keep in mind that the next day I'm driving south to Va Beach and Nhat North back to DC because my flight back to Costa Rica is out of Norfolk.

9:03 PM

Jun 14, 2022

Can you spend 10min with Larry and I on the new drone contact?

12:04 AM



A New Generation Of Thermal Sensor

The 640x512 sensor provides greater resolution than any camera in its class, enabling pilots to see deep detail in dark environments.

The new generation of the Autel Robotics thermal imaging sensor has a resolution of up to 640x512@30 fps. It also comes standard with a 12mm lens, 16x digital zoom, and is capable of recognizing subjects at up to 100 m away.



640x512 resolution 30fps Refresh Rate Picture-in-Picture Mode IR Thermal Color Palettes

12:09 AM

https://www.autelmfg.com/products/autel-robotics-evo-ii-dual-640t-drone-8k?variant=42729425469665¤cy=USD&utm_medium=product_sync&utm_source=google&utm_content=sag_organic&utm_campaign=sag_organic&gclid=EAIaIQobChMIuayZ_rer-AIVgofiCh14WQlmEAQYASABEgJLovD_BwE

12:15 AM

Hey guys, sorry I was out at dinner in DC. Just got back to my hotel and saw this. We can visit in the morning before my meeting is on Capitol Hill.

5:41 AM

Velicovich.pdf

57.8 KB

PDF

TomCar.pdf

58.94 KB

PDF

Those are the letters from WeShield.

3:24 PM

Missed voice call · 4:39 PM

[Call Back](#)

Standby

60 Jack Ellington Rd, Fredericksburg, VA 22406

4:42 PM

https://www.dronefly.com/autel-robotics-evo-ii-dual-640-gimbal-camera.html#amcustomtabs_tabs_47

we need this.

or something like it.

this is an Autel made gimbal

Autel EVO II 640T (Radiometric) Thermal + 8K Gimbal/Camera Only

Upgrade your Autel EVO II drone to add thermal capabilities with the Autel EVO II 640T Camera. 1 Year Warranty, Free & Fast Worldwide Shipping, Fast Delivery, Best Price, Best Choice For Outdoor Travelers And Faithful Photographers.

www.autelmfg.com

https://www.autelmfg.com/products/autel-evo-ii-640t-radiometric-thermal-8k?_pos=3&_sid=8eb0559b3&_ss=r

4:47 PM

frankly we could buy this and just incorporate it to our drone.

4:50 PM

Kristi said they can just register on the website and they'll be fine .

<https://www.tssi-ops.com/ncrc>

share that with matt

4:58 PM

Foreign nations ok?

5:01 PM

anybody

allied nations

obviously

CIA and NSA will be there...we don't want russians rollding in lol

5:09 PM

Got it. Matt is working with Embassy now.

5:10 PM

Call me if you have a chance. I have about 10 minutes before my first meeting with congressman Gallego.

This has nothing to do with the meeting but rather the optics

6:11 PM

1 min

6:12 PM

Missed voice call · 6:12 PM

Call Back

Need DUNS and CAGE code

For EA

6:52 PM

Registration is closed actually. People can still just show up. If he doesn't have a government ID tell him to say he is there with Cyberlux

7:14 PM

That was from Kristi Strang

She did say anybody with the government ID or foreign military ID can come without having to register

7:16 PM

Got it. Matt did ask if we were working with Noble. I said no just show.

7:16 PM

Noble technically owns TSSI but we are not working with them at the moment just their division
For mats case, TSS I will not have anything to do with this because this is something we developed
beforehand

7:17 PM

Matts

7:17 PM

So my answer was technically correct.

7:18 PM

Spencer is working the cage and Finn's

7:21 PM

<https://ukrspecsystems.com>

put it on the list

9:00 PM

NCRE equipment

9:57 PM

Jun 15, 2022

How many of us are there tonight? I am having lunch at the capital ale house in Fredericksburg and the gentleman here told me that there's an awesome steak joint that has a good selection of bourbon as well.

Was gonna do an open table

5:45 PM

for 4 of us. just want to be sure steak is fine.

5:51 PM

Great - yes you, me, Chris, Nurk

5:52 PM

8pm good?

gives us time to do the vendor event and get back

or 815

after that its late

5:55 PM

yes good. hoping to catch Nurk flying but may meet you all at the hotel

5:55 PM

We are all here. Meeting them in a few to grab lunch and then we are heading over to fly.

5:56 PM

I need to find a Ukraine translator for the WeShield group in their effort to push to the cut sheet with their contacts.

8:29 PM

Can Matt ask the embassy?

Didn't he have a contact there?

8:36 PM

Missed voice call · 9:29 PM

Missed voice call · 9:31 PM

Call Back

Jun 16, 2022

http://fofanov.armor.kiev.ua/Tanks/MBT/t-90_armor.html

4:40 AM

Missed voice call · 1:46 PM

Call Back



7:40 PM

Missed voice call · 8:12 PM

Call Back

Coming?

I have two reps for noble here

7:58 PM

Missed voice call · 8:36 PM

Missed voice call · 8:38 PM

Call Back

I'll assume you are on the road?

8:58 PM

I actually got sucked into a call...trying to get free. Are at the Chop House?

9:03 PM

I'm on my way there now. Probably three minutes away but if you need to head north go ahead and do it traffic's about to get crazy anyway

9:04 PM

Yeah I probably need to. If you want to come up for the 29th let me know and we'll work on it.

9:05 PM

Sounds good.

9:05 PM

I just had a call from GG...they need to move our range time to 7/6-7/8...so return from 7/4 (which is Monday) then that Wednesday.

10:17 PM

That sucks, but at least they didn't push it too far. Makes sense that they want to get out early for a holiday. I know Paul told me but what is the battery life on the little law-enforcement drone with bumpers?

10:24 PM

Flight time?

10:27 PM

Correct

10:28 PM

Half throttle, 10min. Full throttle, 4 minutes

10:41 PM

Ty

10:42 PM

Keep the date change between you and me for now. Working something

11:04 PM

Ok

11:28 PM

Jun 17, 2022

All in all, today seemed like a good day. K8 is on the radar.

1:27 AM

I agree. I was very happy with the amount of traffic given the specialty of the product

Michael Litwin, the secret squirrel guy followed up with me again and gave me kudos because he said his guys are excited about it.

1:37 AM

Cheers to that!

1:38 AM

This message was deleted.

This message was deleted.

Sorry about that - I am driving and I keep hitting the record button but there's nothing to record lol. I better keep my eye on the road.

1:41 AM

Yes. Drive safe.

1:42 AM

I'll let you know once I hear back from GG and lock the dates today.

Have safe flight today and enjoy Father's Day!

3:41 PM

Missed voice call · 5:07 PM

Call Back

for the record I'm almost fully against sending one of the new guys for this.

10:05 PM

Got it.

10:05 PM

Let me know if you need to chat

10:39 PM

Yes. Shortly.

10:40 PM

Incoming voice call · 11:03 PM

Call Back

Jun 18, 2022

Sorry to hear about the flights but we just had 70 mph winds and storm come through and knock out our power. You did not want to fly in that!

1:08 AM

True. I don't. It's getting rowdy here.

1:10 AM

You want a wake up call in the morning?

1:11 AM

Nah. I'll be good. 0710 flight tomorrow if I actually get there.

I always turn my phone off

1:12 AM

Got to be there by Sunday

1:12 AM

Yes.

So far I land at 1145 tomorrow in San Jose

1:12 AM

<https://apple.news/AcCLgTVQbQZi9LHCTUP0-Hw>

We better make sure all DJI products are out?

5:33 PM

Yes indeed.

We actually have Plan B and Plan C comms with Agile being the V2 Plan A.

6:04 PM

I know you do. Just wanted you to have say on this. Any DJI will be scrutinized now. If it wasn't already.

6:30 PM

Got it. We can't be too careful at this point - fully agree.

Did you catch your flight?

6:36 PM



Yes. Bus class to Costa Rica

6:36 PM

Well done. Good start to Father's Day!

6:44 PM

Yes indeed.

Although American just tried to kill me lol. They said they had pasta in red sauce or chicken with cauliflower mashed.

I ordered the chicken.

She delivered it with shrimp too. She failed to mention that.

Im deathly allergic.

Didn't have to grab my epipen at least.

6:46 PM

I did not know that - note to self on no shellfish for you, particularly in Poland!

6:54 PM

I'll have an epipen

7:11 PM

Jun 19, 2022

good afternoon, happy fathers day. No need to respond today or have a call. But we need one first thing tomorrow am if possible. Just got off the phone with Jeremy. He has a guy that was looking to push a Canadian based version of a Switchblade 300, supposedly they have a budget of \$50M to spend on this tech. The problem with Switchblade is that it flies above the trees and they like the idea that ours flies just above the ground.

10:44 PM

Jeremy wants a call tomorrow am to discuss what his limits are left and right on this. I wanted to defer to you.

10:45 PM

he also asked about the teaming agreement, I know you are working it, but he'd like an update tomorrow am. Enjoy the fam today.

10:51 PM

You too. I'm working the teaming. Need to discuss AM with you.

11:09 PM

I'll hit you when i wake here.

11:10 PM

Jun 20, 2022

I'm awake, have a call in 5 but available after.

I need a contact for nurk

he said he could give MN dea a demo on the smaller drone.

3:56 PM

Ok, I'll make a connection.

Also I've sent the Teaming Agreement back to legal and we should have that out.

4:05 PM

Did you need to speak with me today?

6:28 PM

Yeah let's talk FW vs EA vs WE or whether we care.

6:39 PM

Ok. Give me 5

6:49 PM

No worries.... spoke to Anthony and partially filled him in..... but I think it's in everyone's best interest that we have a call mid morning tomorrow..... I have a client who provide the necessary paperwork and pretty much everything we need plus up to \$50 million blank check..... I will be speaking with him around this time tomorrow afternoon along with the second in command for the embassy to Poland..... they are currently looking at a Canadian version of the switchblade but our capabilities are far more effective on the current

battlefield so they are more interested in what we have to offer moreover the cost is less..... The Canadian version of the switchblade cost \$500,000 for 10 units

6:57 PM

Jun 21, 2022

Can you chat?

12:30 AM

Need 10 min

12:31 AM

Missed voice call · 1:00 AM

Missed voice call · 1:04 AM

Call Back

What significance does the new Colombian president have for the company?

4:56 AM

Big. I have a call tomorrow to debrief. More info after.

4:57 AM

Roger.

4:57 AM

Good morning. Any feedback from Bretty on getting those letters so we can apply for an ITAR license? As of now, we'd be cutting it close to get a license to demo on the 14th.

3:44 PM

Good question. Stand by

3:47 PM

What day is testing for K8 near bragg that people can attend?

the CIA guys that were interested need a firm date.

3:59 PM

7/8 is the best date ... I think BG Ferd will be there

3:59 PM

we don't want them there on the first day correct? so tell them the 8th?

4:00 PM

July 8th is the outside the inner circle viewing.

4:07 PM

ok

4:30 PM

Roman / WeShield has put in for 10 Model-K8s

with ITAR

4:32 PM

Great...thats just to get a letter from Ukrainians requesting it? Or he filed the DSP form with State dept to get the license?

I know, I'm a pain in the ass, but one or the other tells me how far along we are. If a form hasn't been filed with state yet, we may be missing he demo. And I don't think any of use want to book knowing we can't go.

5:17 PM

do you want me to tell Dave Dennis that we are doing testing on July 8 to see if he wants to invite USASOC?

5:20 PM

Yes, great

5:20 PM

I'm dealing with attorney then will have a window

5:35 PM

I have something I want to discuss. Let me know when you can chat.
about NATO/Drones.

7:50 PM

Wrapping up - call next.

7:55 PM

Incoming voice call · 8:19 PM

Call Back

Jun 22, 2022

All good with Jeremy?

2:46 AM

I believe so. Troy is reviewing the agreement so pulling the strings.

2:56 AM

Any feedback?

The only other thing he mentioned is the training materials as Cyberlux material post-contract but that really makes sense so let's never let the EA contract end.

3:06 AM

We didn't talk today.

Did he fill you in on the call he had about the other deal? Displacing the Canadian version of the switchblade300?

3:22 AM

Not really...just that Troy is driving the contract and they have multiple areas of interest

4:09 AM

Drive away. Just start sending those POs

4:11 AM

<https://www.aegixglobal.com>

FYI, these guys tell me they have direct contacts at STATE and Ukraine.

I met them through a friend at SHOT Show last year.

Don't know anything about them. The owner reached out for a lot of things. I mentioned we had a drone but didn't go into specs and didn't send a spec sheet. We have a lot going on right now, and if you think its enough, i'll stand down.

7:02 AM

Let's discuss this morning.

12:51 PM

I'm free when you are

4:28 PM

Wrapping up a call.

4:36 PM

roger.

5:10 PM

Will call once at airport
5:42 PM

Ok
5:45 PM

Missed voice call · 8:11 PM

Call Back

On the ground for a few.
8:15 PM

I'll have about an hour layover from 4pm-5pm as well.

I think we let the current crowd play out for now. Almost too many potential primes, but Jeremy, Troy, Roman seem to be lining up. Would be good to get your read on Jeremy's status.
8:39 PM

Also reminder to get travel gear links to me for this upcoming Poland trip
9:36 PM

travel gear? like the clothing we talked about?

salomon boots, kuhl pants, etc

I'm clear now when you are.

11:22 PM

On the last plane but not down until 6:30pm PST.

Yes - thanks. I couldn't recall the pants/shirt brand.
11:24 PM

PDF

Salomon boots.pdf

248.35 KB

Here are boots i can get, wholesale and retail...don't share.

11:58 PM

Jun 23, 2022

This message was deleted.



Renegade™ Shirt in Men's Short Sleeve | KÜHL Clothing

RENEGADE™ FEATURES The KÜHL RENEGADE™ SHIRT is cut from durable, stretch fabric that has a brushed back, repels water, and dries quickly with DWR. UPF 40 provides su

www.kuhl.com

<https://www.kuhl.com/kuhl/mens/short-sleeve/renegade-shirt/>

Modus Light Softshell L5 Jacket

Lightweight Durable Versatility The Modus Light Softshell L5 Jacket is a lightweight, hooded alternative to our Testa Softshell L5 Jacket and Aptus Softshell L5 Jacket, designed for active use in warmer climates. A stretchy, durable, and weather-resistant softshell exterior seamlessly integrates with a sweat-mopping, o
beyondclothing.com

<https://beyondclothing.com/products/k5-modus-jacket?variant=31782856654910>

Ventum Ultralight L4 Pant

Ultralight Packable Protection When you need to stay quick on your feet through stretches of blustery breezes and spotty showers, slip on the ultralight construction and weather-repelling protection of the Ventum Ultralight L4 Pant. Top-notch packability ensures easy, compact storage between uses. Goin' Mobile Ultralig
beyondclothing.com

<https://beyondclothing.com/products/k4-ventum-ultralight-pant?variant=32285329326142>



KÜHL Free Radikl® Pants For Men | KÜHL Clothing

Hiking adventures begin with KÜHL men's Free Radikl™ pant. A tapered design made from performance fabrics for comfort, durability, and year-round wear.

www.kuhl.com

<https://www.kuhl.com/kuhl/mens/pants/free-radikl/>

Here are a couple of ideas.

Beyond is a big brand used in the industry and so is Kuhl...

12:10 AM

Awesome - thanks for the links, very helpful

12:11 AM



Innox Pro GTX Lo TF-Wolf | LOWA Boots USA

www.lowaboos.com

<https://www.lowaboos.com/mens/all-task-force-tactical-cqc/innox-pro-gtx-lo-tf-wolf>

Lowa and Salomon are both popular, there are more, but don't want to overdue it.

12:11 AM

Men's Shell Jackets

Coastal rain, mountain snow, chilling wind. Options to manage the elements' realities and each season's demands.
www.arcteryx.com

<https://www.arcteryx.com/us/en/c/mens/shell-jackets>

I have all of these brands in one way or another, sadly most of it has logos for the shirts and jackets for TSSi
I can get a quote for all of this from other dealers too, one will charge us about 8% over cost to cover cc fee and shipping.

12:14 AM

How about a Cyberlux Defense!

12:15 AM

that is exactly what I was thinking! I'd rock that all day!

**DARLEY
DEFENSE**



Darley was a fire company that started in 1908 before they started a defense division. used the same logo, just changed colors.

i think you use the same logo font as cyberlux, just add defense and change colors. will look pretty sweet.

You said Brennan is putting it together, can't wait to see it.

12:21 AM

You

Photo

Boom!

How many do we need to buy for a Cyberlux Defense branding?

12:35 AM

I'll ask.

12:49 AM

Just to be clear, surveillance small drone, with drone, headset and controller, under \$10k correct?

sending info to INL division at US embassy here in Costa Rica.

1:11 AM



KÜHL Corporate Sales | KÜHL Clothing

Read KÜHL's qualifications and guidelines outlining our Corporate Sales program.

www.kuhl.com

<https://www.kuhl.com/content/corporate/>

10 unit minimum, mix and match or all the same. Thats easy. Not sure if they will logo it up or not, but we can have the logo digitized and send somewhere to do it, they more than likely have somebody that can take care of it.

1:15 AM

And 10 units is way easy. Could even create a Cyberlux Defense package on the gear website so all shareholders can dress the part lol.

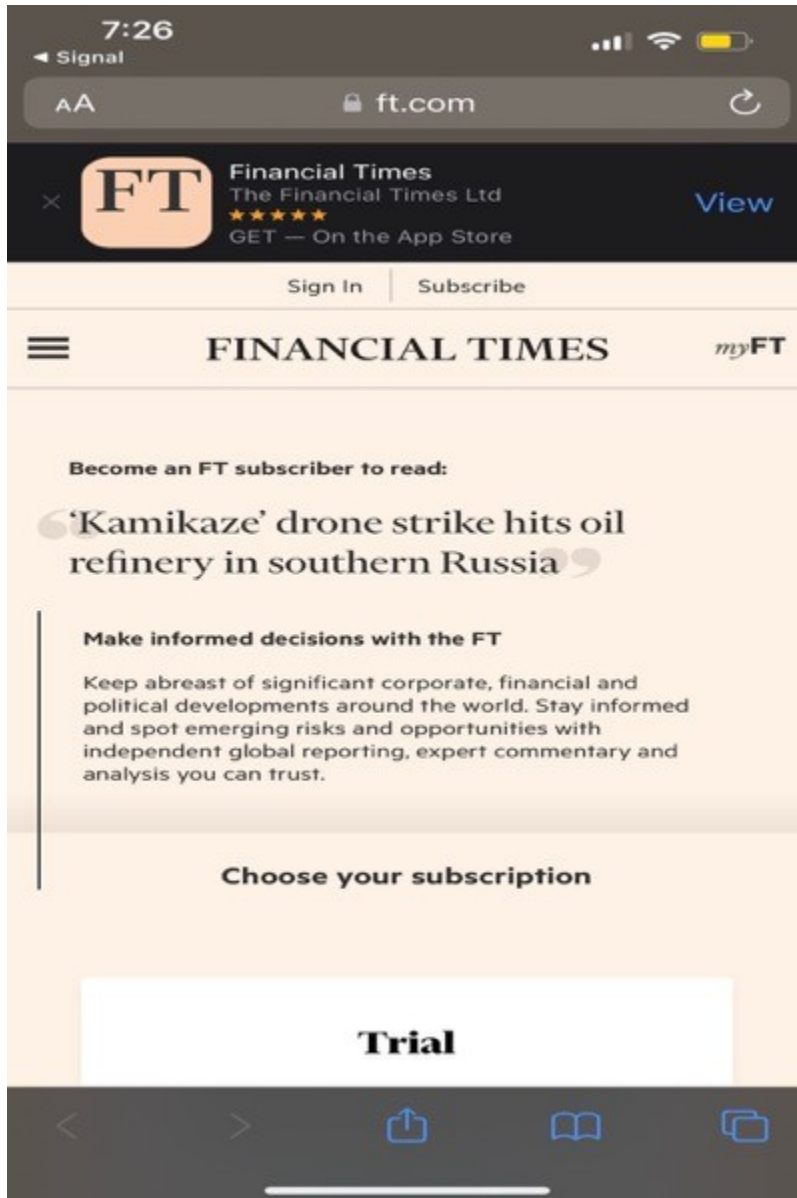
1:22 AM

<https://www.ft.com/content/acf08f11-a8a4-48b6-a880-073eac84d6a1>

2:30 AM

No FT access...punchline?

3:07 AM



3:26 AM

Any reference to who or what drone?

3:41 AM



3:44 AM

This message was deleted.



'Kamikaze' Drones Strike Russian Oil Refinery, Looks Like Model Sold On Alibaba

Video shows a mystery drone diving into a refinery in Russia's Rostov region, raising the possibility of a deniable Ukrainian attack.

www.thedrive.com

Jun 23, 2022

<https://www.thedrive.com/the-war-zone/kamikaze-drones-strike-russian-oil-refinery-looks-like-model-sold-on-alibaba>

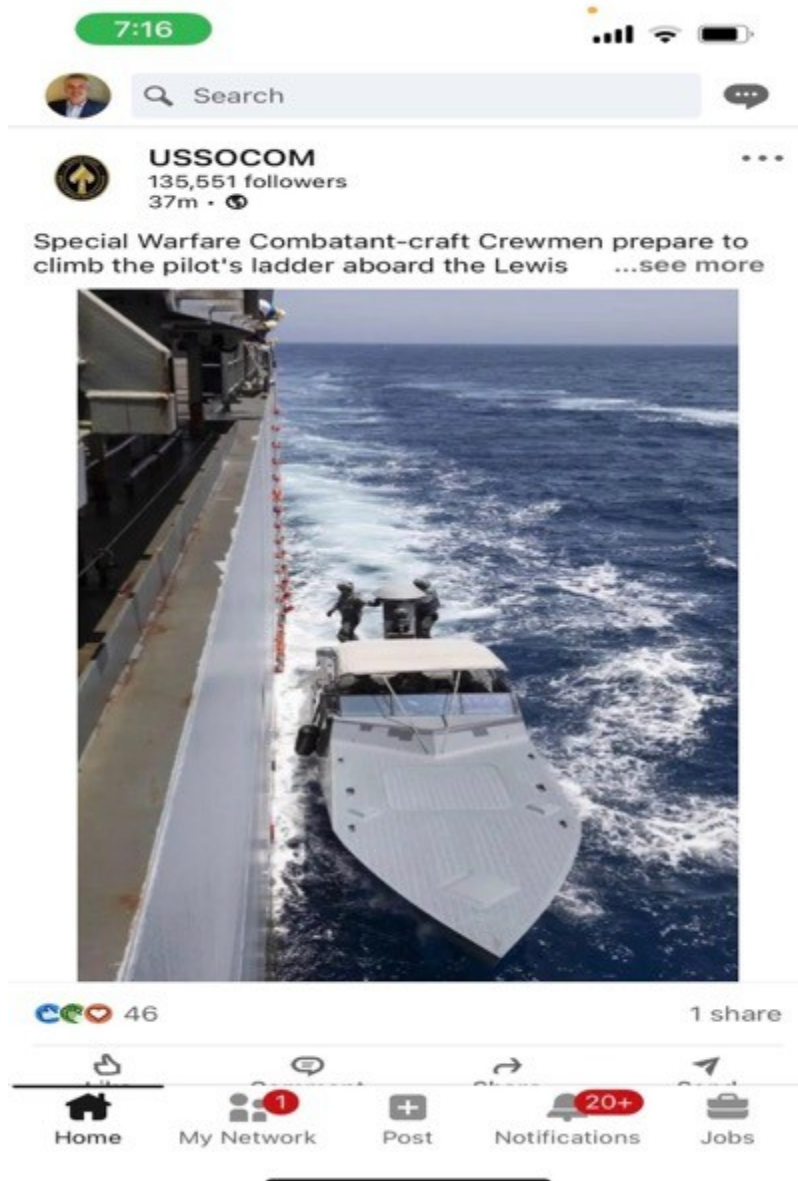
interesting if a Chinese drone took out a Russian oil refinery

3:44 AM

Yes it would. An interesting loitering drone

3:49 AM

Use case/



5:15 PM

Missed voice call · 5:28 PM

Call Back

Jun 24, 2022

I'm still building my website, slowly as I'm doing it myself. I have several thousand products, and I'll be adding lighting systems. I'd like to add LE drones if possible that would only be sold to .mil or .gov emails. I'm not so concerned about selling them online, but rather showing we have them available.

3:50 PM

Great idea. Larry should have the content or can.

4:21 PM

Btw, Rick is demoing for DEA/HPD today but imagine you are in the middle.

5:17 PM

Actually had no idea, thank you. I'm sure the Team Leader will let me know. They are buying some breaching equipment from me now and have more money. If it goes well, maybe they buy!

5:21 PM

I knew it was in process, just didn't follow up with Rick to find out when.

5:22 PM

Also between you and me, Jeremy is setting up a US/UK/Fr SOF meeting with UKR decision makers in Lviv after Poland. Not sure I'm up for that but will consider.

5:23 PM

You don't need to be in the middle of that. It is pretty far inside the border, but still far enough away from the action.

Is there a reason he is going to them vs inviting them to Poland for the demo?
its 80km inland from the polish border.

5:26 PM

I'm not sure exactly but he doesn't think we'll get the UKR deciders just the representatives and he can get the UKR deciders there.

I think I will delegate decision making to him.

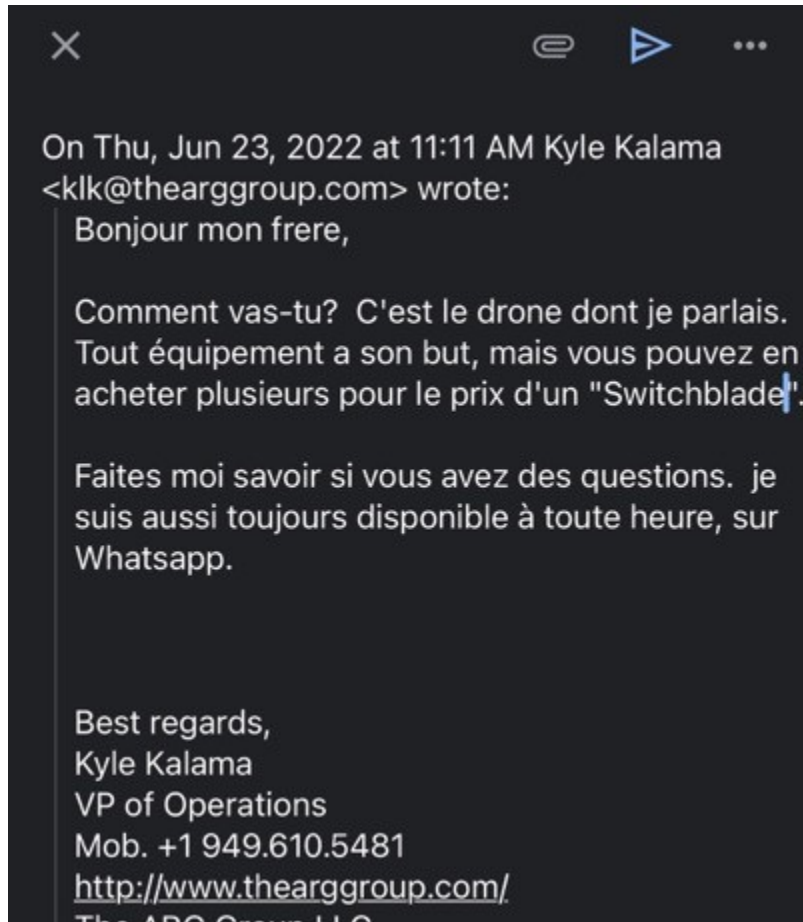
5:26 PM

I missed it was with ukraine, read it as UK
got it now

5:27 PM

If he closes the deal with EA PNs then great. It also addresses the US/UK/Fr SOF teams too. So I can see it.

5:28 PM



5:29 PM

I did get an AG PN spec sheet out to the French yesterday. Lets hit them from every direction.
My guy Kyle did. Marine.

5:30 PM

Also how do we insert some BrightEye in this situation.

5:44 PM

We send him with a kit and have him set it up to illuminate the air field.

should just be a commerce license requirement

Probably only needs 1 head and 1 frame vs the 2 kit i have.

5:47 PM

That will lighten the load.

5:49 PM

Agree

5:51 PM

Joint Improvised-Threat Defeat Organization (JIDO)

https://en.wikipedia.org/wiki/Joint_Improvised-Threat_Defeat_Organization

i'm pitching K8 to them...and that we can do a reduced size/munitions version to take out IEDs

6:06 PM

Outstanding!

6:08 PM

Good morning. Any word on ITAR license updates from Roman et al?

8:19 PM

Nothing new from Roman. I did see a message to MOD from him on updating on Poland being a go for 7/14.

8:36 PM

ok. as long as we have a license to bring the drones in...how are we gonna transport those. Will you need more thin air gear bags for that? I would need to check with the owner to see how many he has.

9:05 PM

I'll track down Roman. Do me a favor and ask Jeremy about their efforts.

9:07 PM

ok.

9:09 PM

He did confirm this morning that Troy has the track on funds flow.

9:12 PM

Did they all sign the TA?

If so, why haven't they spilled the beans then?

Or are they guarding it because they are skeptical?

just thinking out loud.

9:17 PM

They have all agreed but Troy changed his company and Spencer and Jeremy owe the final in-theater and out-theater training cost. That's the hold up.

But see what you can find out.

9:20 PM



Failure Or Savior? Busting Myths About Switchblade Loitering Munitions In Ukraine

When the Pentagon announced it was supplying Switchblade loitering munitions to Ukraine, the move was met with a wave of enthusiasm. Then a backlash set in suggesting it was ineffective. We bust the myths on both sides.
www.forbes.com

<https://www.forbes.com/sites/davidhambling/2022/06/08/failure-or-savior-busting-myths-about-switchblade-loitering-munitions-in-ukraine/?sh=249c725d369f>

10:56 PM

Jun 25, 2022

Jeremy and I have been talking all morning... But it looks like Spencer asked the same question Jeremy asked me in the other channel.

I didn't give him the full breakdown but I think the last you told me was 500 per week after 60 day ramp up

9:17 PM

Correct I'll jump in soon on the details. Defer to me.

9:40 PM

I wasn't gonna answer the next question. Not sure he needs to be diving that deep into it.

9:41 PM

Jun 26, 2022

I know Jerremy is firing on all cylinders to get this done, but should i tell him that if we don't get the ITAR license for transporting drones over, we aren't having a demo? Just so he can share with them?

12:35 AM

Maybe. We spoke earlier and he wants to speak with Roman Monday to see where he is in the process so that Troy can direct his contacts at State. Troy believes if one ITAR is in play then another could just slow the process down.

Are you planning on Poland still? If so you need to get your passport photo to Jeremy.

1:36 AM

I am planning. I sent it.

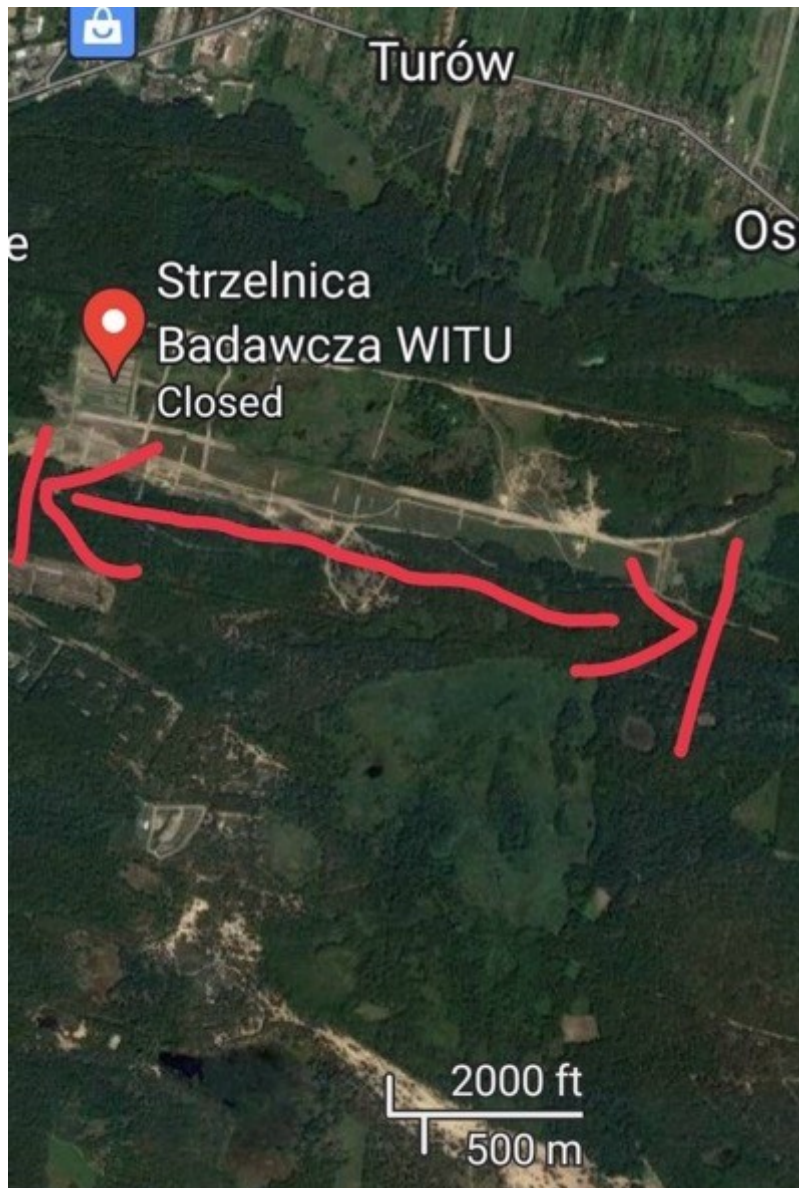
3:25 AM

Great I'll add you to that channel.

Here's what I posted to Roman, just fyi.

Good afternoon, some updates on Poland demo:

Strzelnica Badawcza WITU, a Polish base near Warsaw, is the location of demo in Warsaw-Zielonka



16mi / 30 min from WAW.

3:39 AM

It changed?

3:43 AM

Yes now outside of Warsaw, much easier.

3:49 AM

That's cool.

Are you going to Poland?

3:55 AM

Yes

3:56 AM

Sweet.

3:56 AM

Then Albania/Serbia for DPS teams

3:57 AM

Yes. I knew that part. Wasn't sure if you were gonna carve out Poland. I like it.

Did j mention to you there was a group that wanted to buy 10 sight unseen?

3:58 AM

You

Yes. I knew that part. Wasn't sure if you were gonna carve out Poland. I like it.

Could be a trip of a lifetime!

You

Did j mention to you there was a group that wanted to buy 10 sight unseen?

No that's awesome! Send in the order! LFG!

4:13 AM

Mark Schmidt

Could be a trip of a lifetime!

So much can happen from this. Like life changing for sure.

4:31 AM

When is testing in Texas?

4:31 AM

Still TBD. Larry and I will define tomorrow.

5:03 AM

Jun 27, 2022

You traveling/

?

I'm headed to USA tomorrow.

I'll be there until Saturday.

Just an FYI.

1:26 AM

What part? Tomorrow I'm dealing with the OTC Markets BS and related items. Meeting with BG Ferd on Tuesday. Then possibly NYC for Thurs/Fri. Or Texas. Still TBD.

1:31 AM

I'll be in Arizona and California. Maybe Vegas for Nellis AFB.

1:32 AM

Ok safe travels. I'm East Coast this week. Range in 10 days. Poland in 14!

1:35 AM

And training in Texas still?

1:48 AM

Nothing set yet.

Might just be Spencer

1:49 AM

I meant testing for the K8 explosive testing

1:56 AM

Oh yeah that should be next week.

1:57 AM

I really think if that goes well it will spark a lot off before the Bragg testing.

2:00 AM

I believe you are in-transit but ping me when you are available to synch up.

6:50 PM

i'm at the airport now.

need a call?

8:50 PM

I have a 3pm then will call you.

8:57 PM

Ok

8:57 PM

Incoming voice call · 9:21 PM

Call Back

Jun 28, 2022

Thoughts?





12:07 AM

Can you talk in 5?

4:14 AM

I'll call you shortly

4:23 AM

Ok

4:25 AM

Missed voice call · 4:35 AM

Call Back

Brennan is doing a 30 sec highlight reel

5:35 AM

Cool

6:46 AM

K8-New.m4v

25.64 MB

Better

7:37 AM

Awesome.

He needs that spec sheet by 0800 his time to prep and get it to his guys.

That's 1000 your time.

9:26 AM

Will do.

12:56 PM

Hey Mark how's it looking on that kit PDF?

3:59 PM

PDF

FlightEye UKR Test Flight Training Kit Package.pdf

334.1 KB

4:05 PM

I showed it to Jeremy. Waiting for feedback. They only put 5 drones in vs 10. But we can make that change.

Just waiting to see if there is anything else.

4:43 PM

Incoming voice call · 4:44 PM

Call Back

I have another idea about the assignment of claims act. I know you've got a lot going on today but let me know when you can chat

7:19 PM

Jun 29, 2022



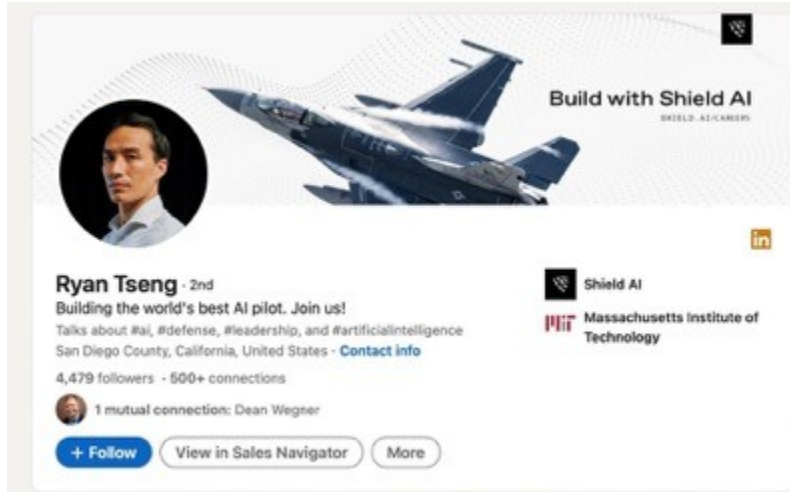
Posted on LinkedIn

Ryan Tseng on LinkedIn: Shield AI raises \$165M at a \$2.3B valuation to fuel development of

Shield AI wouldn't exist without DIU. Six year ago, they gave us an opportunity to contribute. I hope to make proud the team of people that believed in...

[www.linkedin.com](https://www.linkedin.com/feed/update/urn:li:activity:6943657259679846400/)

<https://www.linkedin.com/feed/update/urn:li:activity:6943657259679846400/>



1:50 AM

imagine a K8 that flies with AI?

1:50 AM

Hey let's catch up soon.

1:50 AM

I'm free when you are .

1:50 AM

One last item

1:50 AM

Great meeting with Ferd btw

1:57 AM

sweet.

did he saw why matt has been in the wind? Or did you not discuss it?

lol in the wind...fairwinds.

1:59 AM

He was not aware but he thinks we're good. I'll reach out but thinking Jeremy has our route to market nailed.

2:00 AM

Good. I did ask him how today's meeting went, but haven't heard back yet.

2:01 AM

He could be The Man.

2:02 AM

Incoming voice call · 2:12 AM

Call Back

Do you have literally two minutes?

3:37 AM

Missed voice call · 3:39 AM

Call Back



Next rev
4:35 PM

I'll review.
4:35 PM

By the way I talked to Jeremy yesterday and he thinks we should try and get that Colonel from the UN down for testing
7:41 PM

He doesn't think it will cause any issues and could be of help.
7:41 PM

Thanks for getting Jeremy's POV.
8:03 PM
Jun 30, 2022

This message was deleted.

I was thinking about yesterday's call and it looks like we are starting from scratch on the ITAR license?
3:49 PM

I'd say it this way: Roman is getting the Poland ITAR and CYBL decided to get ITAR as well.
3:56 PM

Roger. I wasn't discussing it with anybody and nobody asked I just was curious for my own knowledge.
3:59 PM

No you're correct it's a big deal but we are single-threaded.
4:01 PM

OK let me know if you need any help with that or if you're just going to enlist Holland and knight to knock it out for you.
4:02 PM

Chris actually engages them yesterday. The good news is we had the DECCS already.
4:03 PM

Yes, that is good that you already registered for that. I've seen licenses get approved in 14 days or less. It's all about who you know over there. Hopefully they have some connections they can push it through faster
I know it might muddy the waters but I could engage Frank at PRG.
I've seen him get a license for Colombia pretty quick.
4:05 PM

Let's see what H&K says and then try Troy. Meanwhile Roman is on point.
4:08 PM

Are you free?

I have an update from TSSI/federal

9:05 PM

Yes 5 min

9:05 PM

Incoming voice call · 9:09 PM

Call Back



9:24 PM

<https://www.tacticalmind-hq.com>

want to talk to you about this

10:36 PM

Very interesting. Let me get to a next point.

10:40 PM

ok

10:54 PM

Side note: any thoughts on the branding

11:27 PM

Jul 1, 2022

Add Chris to the Nobles meeting?

3:10 PM

Sure.

3:10 PM

Thanks - can you loop him in?

3:11 PM

He's aware

I spoke to him yesterday

3:22 PM

I'm leaning towards this treatment with "Defense" shifted to the right for alignment.



3:32 PM



That's the one I was gonna send you.

Is there a reason he's using two different fonts?

3:33 PM

Ok centered...he grabbed the US DOD font.

Two fonts may be one too many

3:34 PM

Ask him to make those two versions but with the same font as Cyberlux

3:35 PM



3:52 PM

bertter. now lets see that thing subdued.

better

3:56 PM

Maybe dial back the X size

3:56 PM

Thats so funny i was literally gonna mention that

i am about to log into this call

3:57 PM

you coming?

4:03 PM

we need to talk about Trade agreement act

4:37 PM

Let's debrief

4:38 PM

I started a new group with you, Chirs and I

4:42 PM

You declined a voice call · 5:28 PM

Call Back

Do you know how much a stick of M112 costs?

5:28 PM

I don't...could only find about \$100 10 years ago

5:32 PM

So not very much.

5:40 PM

No

5:46 PM



6:53 PM

Yes

6:54 PM

Jul 2, 2022

Mark. Is this thing with Denis for other orders in a different part of the gov or to help get the samples over? Either way good job Denis!

5:09 PM

This is to possibly replace Roman with a friendly very connected source as needed. She wants us to generate a letter for her to take to MOD and SOF with funding possibly through her sources. Then there are other drone needs like the LE drones we will send as well.

We will generate a KOA version today.

5:18 PM

Sweet

5:36 PM

I'm looking at rooms and Airbnb for Warsaw meeting. Do we have a budget we need to stay in? It's a bit more expensive than I expected.

I wasn't sure if you were just getting hotels or what

7:05 PM

And should we plan for a day or two after in case we need to have meetings that generate out of that demo?

7:10 PM

I'm open to either. We know It's you, me, Denis, Jeremy, and Spencer. If there's an Airbnb that could accommodate us that would be spectacular.

7:20 PM

Jul 4, 2022

I booked my flights. I was planning on doing the 11th through the 17th figuring that will give me enough time in case we have extra things to do. And then I have to fly back to prep the family for the move to Brussels a week later.

3:29 PM

Outstanding- I'll look at hotels as well today.

3:44 PM

I think technically I wouldn't arrive until the 12th

I did try to find some Airbnb but the way they do things over there is different than here. If you put you want a four bedroom, they countered bedroom if the bed is sitting in the middle of the living room.

3:45 PM

Hey happy fourth I hope you enjoy it well.

8:28 PM

Yes Happy Independence Day! Things in Tx are going well.

8:43 PM

Spencer is getting learned up good from the good ole boys?

9:13 PM

Jul 5, 2022

2:06 PM

Btw I booked 5 rooms at the Westin Warsaw. From 11th to 16th.

3:12 PM

Cool thanks.

All under your name?

3:14 PM

I have a room under your name in the reservation notes - how they do it.

3:27 PM

Are we on track for testing this thursday/friday?

6:16 PM

Yes so far

6:18 PM

That is awesome, was that spencer flying?

I get in on the 12th, so you could adjust mine. I leave here on the 11th. and land at 5pm on the 12th

6:30 PM

Jul 6, 2022

Missed voice call · 12:08 AM

Missed voice call · 12:17 AM

Missed voice call · 12:18 AM

Call Back

I forgot to relay to you that Jim from Gryphon Group felt Ben Ruhl might be too new to have impact so he was working on other names. So once we have Bretty's names we should run those and see who is who. Also would be interesting to hear from USASOC on Bretty.

5:56 AM

That's cool that Jim is helping with that. I'm super anxious about all of it

3:32 PM

Hey I've got my designer needing some input on/direction. Can you engage?

8:40 PM

Yea

Brennan?

9:34 PM





Pre explosion

9:41 PM

So guidance are they needing?

When are you all flying out to Bragg? or driving?

9:43 PM

I'm on my way right now about 15 minutes away hope to catch the end of the range day.

Definition packing apparently is gone really easy and smooth.

Definition =munition

9:45 PM

got it

9:45 PM

Preliminary results 6" penetration - tank lid buster! Keep to us for sure. First shot, refining tomorrow. But

BOOM

10:58 PM

You did a shot?

Already?

10:58 PM

They just got one shot in today. I wasn't there but they got it done and pretty damn great results so far.
Larry said it's loudest explosion he's ever heard.

11:01 PM

Any pics or video?

11:01 PM

Soon

11:01 PM

That's awesome!

Can you chat for a min

11:03 PM

Hang on

11:16 PM

Incoming voice call · 11:22 PM

Call Back



No sharing yet

11:45 PM

Holy moly

How big is that in diameter?

11:46 PM

Working on it.

11:50 PM

Jul 7, 2022

Look how perfectly shaped that is.
12:37 AM



Check that out
12:41 AM

I just saw larry's post. I'm so geeked out!
3:46 AM

Did you get a pic of the armor it went through?
3:46 AM

You

Did you get a pic of the armor it went through?
Tomorrow on that. In fact not really set up today.
It's pretty damn exciting.

3:50 AM

It sure is
3:52 AM

On another topic. Do you know of the person (McLaughlin, Rita R CIV DSCA IOPS WPNS (USA)
<rita.r.mclaughlin.civ@mail.mil>) Matt contacted?

3:56 AM

I tried to look her up. couldn't find much.

<https://www.dsca.mil/about-dsca/directorates-and-divisions/international-operations>



International Operations (IOPS) | Defense Security Cooperation Agency

www.dsca.mil

<https://www.dsca.mil/about-dsca/directorates-and-divisions/international-operations>



Offices and Directorates | Defense Security Cooperation Agency

www.dsca.mil

<https://www.dsca.mil/directorates-and-divisions>

so not a lot, i can dig a little more.

4:02 AM

Mostly want to ensure she can't hurt us.

4:03 AM

What makes you concerned about that?

4:04 AM

The unknown. Would FMS stop us from selling to UKR directly?

4:09 AM

I don't think so. Funds from fms are a combo of country funds and USA funds usually. Although some can be 100% funded via USA. I can't imagine they'd stand in the way of a decision state dept makes.

4:11 AM

So now we need to love her up.

4:12 AM

I'll assume Matt has not heard whether or not she can send somebody for testing?



Russia's Tactical Shift in Ukraine Raises Prospect of Protracted War — The Wall Street Journal

Kyiv says it needs more Western weapons and help training new soldiers to turn the tide
apple.news

<https://apple.news/AyOXV8BUPRKGWbh0sVfY4yg>

They're saying it's gonna last longer

4:16 AM

You

I'll assume Matt has not heard whether or not she can send somebody for testing?

Not yet

4:24 AM

My VP of BD would like to attend tomorrow. He is a proposal writing guru and helped win a lot of large contracts for TSSi. I brought him on board about 6 months ago. Can he attend?

2:57 PM

Also, how many people are coming and can I do one last push? Gonna try some AFSOC guys that are there.
3:02 PM

All I know for sure is Bretty and BG Ferd.

3:08 PM

Maybe try the Agency guys we met at NCRE.

ok, so we have plenty of room?

can you share the adress? I found this, but wasn't sure that was it: 4400 Bragg Blvd, Fayetteville, NC 28303
that looks like it might be an office in town.

3:08 PM

Yes plenty of room.

3:09 PM

ok, what is start time tomorrow so i can start sharing again.

3:10 PM

Time:

1200-1400 but welcome earlier and we'll do a briefing prior to field test.

Location:

Gryphon Group

16 780 Airbase road

Maxton NC 28 364

3:10 PM

Roger.

3:10 PM

Good afternoon. When does everything kick off today?

6:04 PM



We are prepping for live-fire

6:20 PM

I'm so jealous I'm not there

6:21 PM

It is fmg cool

6:21 PM

Please share a video when you can.

And pics of the armor plate

6:36 PM







6:41 PM

First fire, roughly 6". Today new fixturing to make more realistic.



7:02 PM

How big are those plates? 6 or 8 inches?

How big was the first hole?

Love this.

i know you are busy, but i appreciate you sharing.

7:06 PM

Those are 6" x 1.25" plates

A lot of waiting around

7:16 PM

Hold is 2 quarters size

Hole

7:28 PM

the first hole is?

7:38 PM

Plenty big to blow the tank lid & interior

7:45 PM

Yes

7:51 PM

Im sure the pressure alone would kill anything inside
Any hedp yet? Curious to see how that goes.

9:17 PM

Not yet. Probably tomorrow AM now. Been a AP day.

9:28 PM

All good though?

9:29 PM

Yeah a little frustrating but not us. GG

9:34 PM

Missed voice call · 9:35 PM

Call Back

Call me

9:35 PM

Missed voice call · 9:36 PM

Missed voice call · 9:37 PM

Call Back

