
From: Vincenzo Iozzo <[REDACTED]>
Sent: Monday, September 28, 2015 10:32 AM
To: Jeffrey E.
Subject: Re: Speech at the EU parliament

Thanks for reading it. Noted on sentences, I tend to write overly long ones :/

Cost center: with the exception of anti-fraud and stuff that boosts customers confidence, people buy (defensive) security stuff either because of fear, regulation or because they might lose money/IP otherwise.

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Market for lemons: for most products it's impossible to tell whether they work or not because it's impossible to fully predict what a new attack will look like. Which means that you cannot really test them

Sent from my iPhone

On Sep 28, 2015, at 18:23, Jeffrey E. <jeevacation@gmail.com <mailto:jeevacation@gmail.com>> wrote:

Security is a cost center for

nearly all organizations and it is also a perfect market for lemons.?? sentences should be simplified<=r>

On Sun, Sep 27, 2015 at 9:30 PM, Vincenzo Iozzo <[REDACTED]> wrote:

Jeffrey,

I'm giving a 15min speech at the EU parliament next week on the regulation of intrusion/surveillance software.

Attached my notes for the talk, if you have time to go through them and have some feedback that would be great. I think you'd be a good example of the target audience. Thank you!

How are things otherwise?

Take care,
Vincenzo

Sent from my iPhone

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pleas= note

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