

Message

From: Girish Karachiwala @ Compassites [girish.karachiwala@compassites.net]
Sent: 11/25/2007 9:42:56 PM
To: 'Seymour Duncker' [sduncker@oceansmanagement.com]
CC: 'Tyron Montgomery' [icharts@tyronmontgomery.com]; 'Rajesh Setty' [rajesh.setty@foresightplus.com]; 'Naveen Lakkur' [naveen.lakkur@compassites.net]
Subject: RE: Demo / Springer

Hello Seymour,
Wow!! That's a good news!! Thanks for sharing the same. It will help team going!!

Regards,
Girish Karachiwala
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From: Seymour Duncker [mailto:sduncker@oceansmanagement.com]
Sent: Monday, November 26, 2007 2:58 AM
To: Girish Karachiwala @ Compassites; Naveen Lakkur
Cc: Tyron Montgomery; Rajesh Setty
Subject: Demo / Springer

Girish, Naveen:

just to let you know that the demo & discussion with Springer really went well. The demo was very well received, good job & Thanks!

We agreed as a follow-up that Springer will set up meetings with the chief editors of 3 of their 220 journals before Christmas, an investment circular, an automotive circular and a medical journal. We need to win those editors to be able to close the deal with Springer, hence the meetings are critical. On the demo side, one or two things need to be done, Tyron will provide feedback on this.

Another follow-up with Springer will be a workshop in January to discuss new business models for iCharts. This will start defining a lot of the requirements for Phase 2 of iCharts, the portal.

So, while we are on a good track, need to maintain tight focus & keep at it, February is coming up fast!

Best,
Seymour

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