

JK OP SONE
E14/1727 S10
EXHIBIT

INV-1111, 1112, 1113 – Hosted Private Cloud

1 May 2013 – Ron emailed to say he needed the Moodle demo up and running ASAP. He said he also needed the **private cloud for students ready**.

2 May 2013 – I emailed Ron with costings for Jukebox, Moodle and Private Cloud.

6 May 2013 – I emailed Ron to say I had been working on it over the weekend and that it was going well.

6 May 2013 – I emailed Ron with formal quotes for Private Cloud, Moodle, Jukebox

7 May 2013 – I emailed Ron with login details for some demos I had built and setup for him.

29 May 2013 – I emailed Ron with login details for the teaching cloud I was starting to put together.

29 Jan 2014 2pm – I emailed Ron with GTM invitation and gave presentation of software to Ron, Pete and George (I think.)

29 Jan 2014 4:23pm – Ron emailed saying it was exactly what was required and could we speak about cost.

29 Jan 2014 4:25pm – I emailed Ron saying I would call him straight away once phone was charged. I gave him costs of \$85k not including support. I didn't know what the projected student numbers were or what the extent of support required was.

29 Jan 2014 5:45pm – Ron texted me to say READ TEXT

30 Jan 2014 – Ron called to say that the project was given the go ahead but that TAFE wanted his company to do 1st/2nd level support. His company would also be contracted by TAFE to handle what he called “**student interaction and engagement with IT section** (both 1st/2nd level support and student engagement are mentioned in 21 Feb 2014 email)

31 Jan 2014 – I sent him through a draft proposal

Sometime between 1st and 5 Feb Ron phoned to say it would cost \$55k for support.

11 Feb 2014 – Ron emailed me the updated proposal and asked me to review and send back. He had added a short background paragraph and updated the pricing section to reflect the inclusion of support costs.

11 Feb 2014 – I emailed Ron asking if he wanted 1st/2nd line support as a separate item.

14 Feb 2014 – Ron emailed with invoice requirements. This email included the referenced “dress it up with complex descriptions”. READ bottom of email. – **Finance has approved it so they need better descriptions on the invoices. Also read my response about clarifying for finance.**

14 Feb 2014 – I sent through INV-1111,-1112,-1113

19 Feb 2014 – Ron emailed asking when he would be paid

20 Feb 2014 – Ron emailed again

21 Feb 2014 – I emailed Ron with 2 documents. A request for quotation and a support services agreement to sign and return.

21 Feb 2014 11pm – Ron emailed with the signed support agreement.

22 Feb 2014 9am – I texted Ron to say I had paid \$20k and scheduled other payments.

- 6 March 2014 – I emailed Ron to say progress was going well. I also told him I had been working on lots of **KB (knowledgebase) articles** that will also help with the 1st/2nd line support aspects.
- 10 March 2014 – I emailed Pete Lewis regarding starting work with TAFE on building the course content.
- ## Lots of emails with Pete and team around build.
- 3 May 2014 – I emailed Pete and team with details of the helpdesk on zendesk.
- 5 May 2014 – Pete emailed to say that platform would be available from that afternoon.
- 13 May 2014 – First helpdesk call using Zendesk
- 14 May 2014 – I emailed Pete and team to say they should be using cloudpeople Zendesk helpdesk for escalation calls.
- We then started to get more and more problems with the VPN –
- 10 June 2014 – I emailed Pete to say I was working on a new student access method
- 1 July 2014 – Email from Maaran to say we could start switching students to new system.

Attempts to contact Ron

- 28 April 2014 – I texted Ron asking to talk about labs
- 30 April 2014 – I texted Ron asking to chat about extending to other TAFEs
- 21 May 2014 – I texted Ron about student intake
- 26 May 2014 – I emailed Ron asking to meet and discuss opportunities.
- 12 June 2014 – Ron emailed to say there was a problem with the TAFE server.
- 12 June 2014 – I emailed Ron asking to meet.

- 18 June 2014 – Ron emailed saying he needed 3 cloud servers urgently. Needed it today.
- 18 June 2014 – I responded saying I would start building them. I also mentioned that he owed for 2 previous servers.
- 18 June 2014 – Ron emailed to say fine and class them as “Development and testing servers”. Make out 2 invoices – 1 for each year.
- 18 June 2014 – 4pm I emailed Ron with details of servers.

- 1 July 2014 – I texted asking to catchup
- 2 July 2014 – I texted about server invoice
- 3 July 2014 – I emailed Ron. NO RESPONSE
- 8 July 2014 – I texted asking to chat
- 15 July 2014 – I texted to say I was out at TAFE and could we catchup
- 15 July 2014 – Ron texted saying he was away all week
- 23 July 2014 – I texted Ron asking to meet
- 31 July 2014 – I texted again about labs

I asked Pete and George separately in phone calls had they seen much of Ron. Pete said he thought Ron was on holidays, and George said something about extended leave.

15 August 2014 – I texted Ron responding to his call about server problem.

28 August 2014 – Ron texted asking if I was back in Australia

28 August 2014 – Ron emailed me asking if I was back in Sydney

28 August 2014 – I said no, not back for 1 week

28 August 2014 – Ron emailed to say he had a client that needed a server

2 Sept 2014 – I emailed Ron asking about server requirements.

5 Sept 2014 – Ron texted saying he would call.

5 Sept 2014 – I emailed Ron with the server costings - \$300 per month. NO
DISCOUNT / OR ANY OTHER FAVOURS / SAME RATE AS TAFE

5 Sept 2014 – I emailed Ron with login details for platform to check

11 Sept 2014 - Sometime around then he told me TAFE had wanted to move him into a new role, but that he wasn't happy about it and was resigning to focus on his business.

I knew for definite then that TAFE did not know about support, or the student engagement.

16 April 2015 – Ron texted to say there was a problem with the TAFE server

Subject: Re: Invoices

Date: Friday, 14 February 2014 8:32:38 am Australian Eastern Daylight Time

From: Jason Kinsella

To: Ron Cordoba

Hi Ron,

Well done on getting the approval. We will build an amazing platform. I've attached the word doc, please feel free to modify as you see best.

I will work on a draft of the invoice this morning and send it through. The first and third invoice overlap a little from the perspective of what's being provided. I will try to work out how best to describe this to clarify for finance department. The equipment being used can change in the background as we do when we upgrade clients etc. So, this part is generally not specified. However, I know where you're coming from, so let me take draft up something for you to review.

Cheers,
Jason

Hi Mate

Could you email me a copy of your proposal (in word format) I would like to write against it for my service support.

Also need 2 invoices in the following way and please dress it up with complex descriptions.

1 invoice stating:

Hosted Cloud Infrastructure

List the equipment being used - mainly all the hardware etc
being assigned for the project
and configuration

Portal development

Software configuration

\$ 50000.00

And then a second invoice with

\$ 40,000.00

Services for Virtual Cloud Management

Support and 24 x 7 Cloud infrastructure resolution

Portal Management

Then the remainder \$ 50k

List it as:

\$ 1000 per unit cloud server solution with portal access
for custom student configuration as required

Required 50 units.

Hope this makes sense. Finance has approved it so they need better descriptions on the invoices.

Thanks

Friday, 4 September 2015 11:09:41 pm Australian Eastern Standard Time

Subject: Invoice**Date:** Friday, 21 February 2014 10:21:28 am Australian Eastern Daylight Time**From:** Ron Cordoba**To:** Jason Kinsella

Hi Mate

Not sure exactly what you prefer for me to list in the invoice to you - what is best for you just listed in the excel sheet and save and send me a copy - that way we can make sure you are happy with the wording.

As discussed I will be providing first and second level support for the product and student interaction and engagement with the IT section.

No one will contact you other than my business that way you are well cleared of support.

Again happy to sign away our agreement and let me know what email address you have for me so I can configure it on our side for the alerts (help desk).

Let me know when you have transferred the \$

Regards

Ron

●●○○○ Optus

6:42 pm

↑ 22%

< Messages (2)

Ron

Details

29 Jan 2014 5:45 pm

It looks like its a go ahead... I have the faculty director support we need to talk business and there is more to it... My company will provide after hours support and we need to work out \$ above the \$ 85k not affecting your overheads and costs...explain tomorrow?

Understood.

Cool

30 Jan 2014 3:08 pm

Hey, been slammed with meetings this morning. Will send throw later today. Jk

No probs

31 Jan 2014 4:13 pm

If there is anymore you want



Message

Send

Sunday, 6 September 2015 10:25:46 pm Australian Eastern Standard Time

Subject: Re: New VM Server**Date:** Thursday, 6 March 2014 8:09:01 am Australian Eastern Daylight Time**From:** Jason Kinsella**To:** Ron Cordoba

Hi Ron,
I'll get it set up this weekend.

Also, I've got enough of the platform built for your teachers to start on Monday morning. Would you like to schedule in a GTM so that I can give them a quick demo? I've been working on lots of KB articles that will also help with the 1st/2nd line support aspects too. At the moment I've got server 2008R2 and 2012R2 templates ready for them to use.

Will these timings be OK with you?

Regards,

Jason Kinsella

Cloud Consultant

www.cloudpeople.com.au

Tel: +61 [REDACTED]

Mob: +61 [REDACTED]

From: Ron Cordoba <[ron](#) [REDACTED]>

Date: Thursday, 6 March 2014 7:14 am

To: jason kinsella <[jason](#) [REDACTED]>

Subject: New VM Server

Hi Mate,

I need a new email server comparable to the one I already have - could you set one up for me?

Regards

Ron

Mount Pleasant

SHOP

Sign in

0 Items \$0.00

M^oWILLIAM'S WINES GROUP

SHOP OUR WINES

JOIN THE WINE CLUB

Search products

CELLAR DOOR

SHOP ENTIRE RANGE
The only place to shop our entire range

 FLAT RATE SHIPPING
For all purchases over \$100*

 FREE RETURNS
For 60 days

 XPRESS DELIVERY
Straight to your door



From our London office, we are pleased to announce that we have secured a new contract for the supply of wine to the Ministry of Defence. This contract will cover the supply of wine to the Ministry of Defence for the next five years. We are proud to be a part of this important contract and we look forward to continuing our partnership with the Ministry of Defence.

Date: Thursday 6 March 2014
To: Jason Kendall
Subject: New V&S contract





