



Real time network, text, and
speaker analytics for
combating organized crime

Exploitation

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Overview

- Market Profiling
- The Offering
- Governance issues and engagement opportunities
- Pricing policy
- Marketing planning

Business Planning



The Market

- Law Enforcement Agencies (LEAs)
 - EU customers
 - Established EU 27 EUROPOL Partners
 - Non-EU customers
 - Non-EU EUROPOL collaborator and liaison officers
 - The network of INTERPOL with 195 member countries
- Forensic Investigation Organisations
 - Both in the academic/research field and the private sector (EU + non-EU)
- ICT vendors and Technology Providers
 - With established product portfolio in LEAs

Our Offer

The ROXANNE Platform



Ingest multimodal data
(from multiple sources)



Provide key insights
(Unique speakers, mentioned entities,
topics and their connections)



Automate and accelerate criminal
investigations
considering experts' feedback



Key Capabilities and Features



Autocrime platform

Network analysis



Bi-directional information flow, Increased accuracy

Speech processing

- Speaker ID
- Multilingual automatic speech recognition
- Gender ID
- Language ID



Natural language processing

- Named entities
- Relations
- Vocabulary



Video processing

- Faces
- Objects
- Environment



Graphical User Interface

Case management

Evidence processing

Case analysis



Insightful visualizations

utilizing information inferred from speech and video:

- Identities
- Relations
- Names



LEA analysts / operatives

- Decisions
- Rejecting incorrect hypotheses
- Background knowledge
- Intuition



Combination of analytics

Speaker recognition, text data mining, video analysis and network analysis



Multimodal evidence processing

Using state-of-art AI-based technologies



Social network analysis

Entity identification and community detection



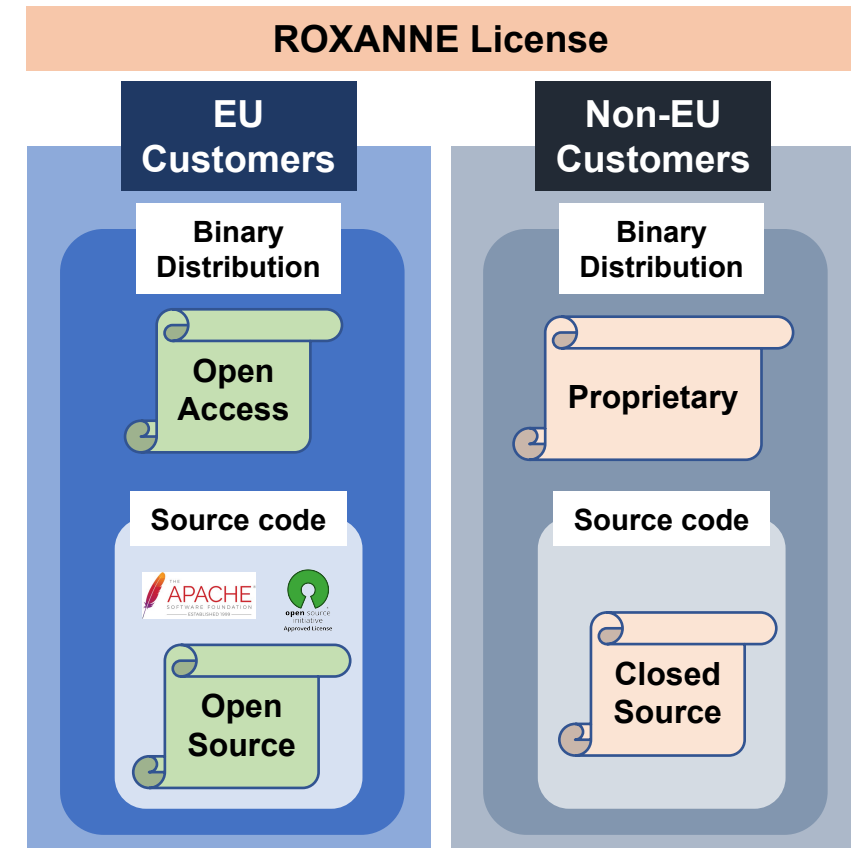
Intuitive Visualisations

Dashboarding and visualization widgets and filtering capabilities



Licensing and IPR

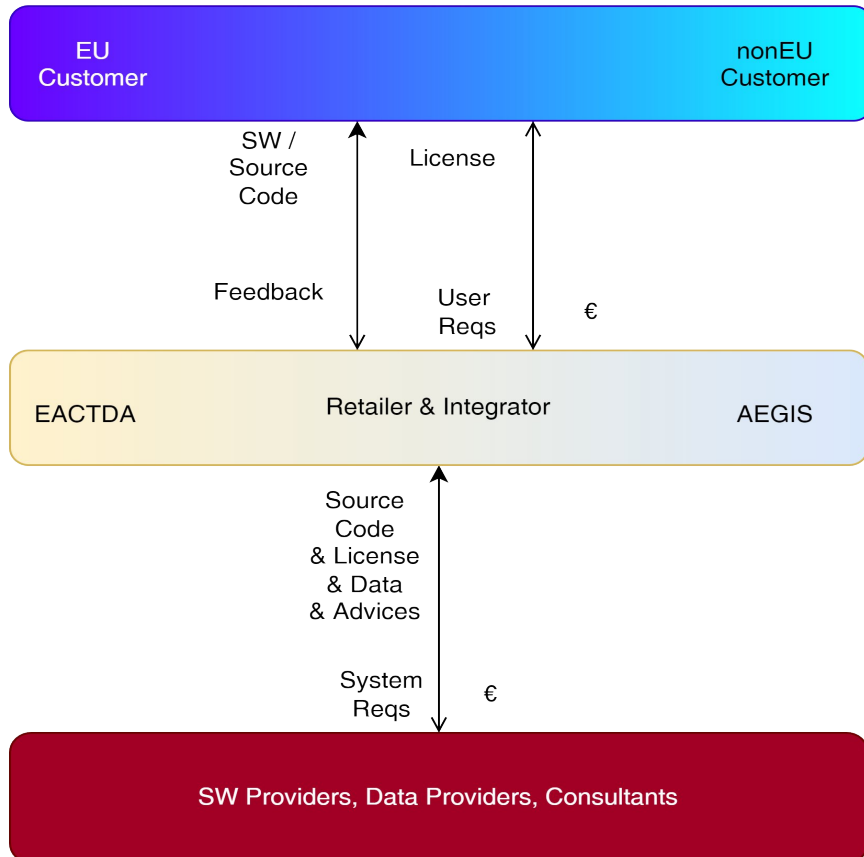
- ROXANNE Platform
 - EU 27 EUROPOL Partners and Governmental Forensic Investigation Institutes
 - Open-source license grant
 - License restrictions applied for further binary and source code distribution
 - Specific license (proprietary) customizations for other customers
- Individual Tools and Enabling Technologies
 - Party specific permissive open-source license (although may be offered under different models)
 - Any tool customisations result in specific IPR (per case negotiation)



Delivery Model

- On Premise installation on machines or VMs
- Customer own installation of ROXANNE binaries
 - Provisioning and availability of the full infrastructure under the partner responsibility
- ROXANNE offers installation, consulting and customization services
 - Being responsible for further products development.

Value Network Model



Customer
Test and validate capabilities, lead procurement process

Retailer & Integrator
Interface to customers, providing the solution fit to their needs

Internal Roles
Support Operational Model

EACTDA as a Strategic Partner

- ROXANNE is made available to EACTDA affiliated LEAs
 - Testing and validation activities on source code level
 - Free-of-charge
- EACTDA is made a Licensee of ROXANNE
 - New derivatives are licensed subject to initial license limits
 - IPR is maintained to ROXANNE Licensors
- Development extensions
 - Additional user needs are subcontracted to appointed SW providers
 - Funds are sought for covering extra development efforts

Relevant Governance Processes











- Participation model
 - Activate participation, subject to Management Board decision making process.
 - Acceptance of conditions for participation in customer relationships and management of IPR and revenue sharing mechanisms, e.g.
 - Sales process goes through Retailer
 - Established revenue sharing agreement
 - All SW providers participate in the Integrator's ticketing system

Relationships with Customers

- Content and branding
 - Subject to Retailer for preparing trademarks and customer sector specific promotional material
- Customer selection and prioritization
 - Only EU LEAs and Strategic Partners can access source code
 - Access to ROXANNE Software is only allowed if customer meets relevant EU and national level legislation rules (e.g., Export Control Regulation).
- Customer support
 - Maintenance for a 3 years period minimum
 - Upgrade to new versions of the platform, subject to commercial agreements

Pricing Policy

- Pricing policy
 - Free-of-charge access to EU 27 EUROPOL Partners and EU27 Governmental Forensic Investigation Institutes
 - Proprietary pricing model for other Customers
 - Retailer regulates the pricing policy for revenue sharing
- Pricing Model
 - License-based
 - Subscription-based for customization and training

Pricing Fees	EU Customers	Non-EU Customers
License		
Implementation & Customisation		
Training		
Maintenance		
Upgrade		

Marketing Plan

- Strategy
 - Level of customers' engagement through both outreach/awareness and focused/P2P customer approach.
 - Demonstration of real-life deployments to validate key messages and challenge expansion and scale-up.
 - Establishment of synergies and collaboration networks
- 3-years implementation plan
 - Content Development
 - Marketing and Communication channels
 - Calendar of events (i.e., Forensic Experts Forum, Forensics Europe Expo, etc.)

Thank You



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