

**To:** jeevacation@gmail.com[jeevacation@gmail.com]; Jeffrey Epstein[jeevacation@gmail.com]  
**From:** Scott Denett  
**Sent:** Fri 12/24/2010 8:23:53 AM  
**Subject:** file maker memo

Well File maker is a database program that is used in ever aspect of doing business worldwide. Though they don't advertise as such it is owned and run by Apple, but kept a separate company because it is a windows solution as well and being non-apple branded helps in corporate sales.

I bring it up because the current set up that was intended to give a small part of these services it is not really being used by anyone and not even sure if it was ever really set up. But each dept has to generate paperwork for the company but there is currently no standard to generate this paperwork. The standard in place is using unsecured public email accounts in some cases or basic programs like word or excel. The major problem with this approach is every job done for the company has great value in it to be mined in the future, what vendor did we use on that job? Inventory of Art work. Location management, think of it as the platform where when you need information about any aspect of your company, associates, meetings, plans time sheets employee collaboration there it is in real time. You guys do all this stuff already its just on scraps of paper and often random email accounts that are no being tracked or archived in anyway. As an experienced software professional I am almost shocked this aspect of the business does not have a platform. Everyone wants and needs one, they don't know what to call it, but is what they are asking for, because filemaker can be programed to do almost anything. So when I sit it on a meeting with construction and they are talking to each other with scraps of paper and notebooks writing back and forth to each other it looks like a game of telephone, that by its nature increases the chances the details will be communicated unclearly and all we are left with is a he said she said argument. I think we can do better. The good news is that filemaker runs on both pc and mac so people for whatever reason cant use a mac can still use this solution.

It would directly help Lesley in a Big way be more productive, as an example I asked for a contact list but her current set up is so hard to use this basic request seemed hard for her computer to do. I need to fix that for her, it will help you have a more organized and productive staff.

I feel I could write example after example but let me just refer to some basic marketing material : FileMaker® Pro 11 is powerful, easy-to-use database software that helps you and your team get any task done faster on

Windows, Mac and the web. Also try the FileMaker Go for iPhone and FileMaker Go for iPad apps to view, edit and search your data on the go.

Its what you guys do every single day as a team its just this will give the team the tools they need to manage any task on the fly and we can selectively use the data they collect as we see fit. Or should I say as YOU see fit.

I think once we set up some very basic ones and you see it in action you will know exactly what it is. It is the solution to running a business. What you have in place now is email, and quickbooks. Those are good tools but not that good. Quickbooks I think is the only thing set up at all for the company. So think about it as the quickbooks for every other task anyone ever does for you but unlike quickbooks we could get this information out to the team in anyway imaginable. Right now you are locked into citrix and cisco switches. Well that sucks, that stuff is super expensive and once you are locked in you are stuck! it forces you to continue to by more and more of them for every location and they are not 100% mac compatible. As your IT guy I need to get you off this train sooner than later, it doesn't mean we throw the current system away but its my job to see how I can save you and your company millions of dollars over the next 5-10 years as you will be forced to continue to buy and support that more expensive solution that really is not giving you much bang for the buck at all. Sorry to break the news but it's true! facts are facts and I have been wanting to start this dialouge for a long time but I have no one on the team who can understand. Rich my direct supervisor

Has so little understanding of this stuff that It takes hours and hours out of my day and in the end I just get yelled at for not being at my desk at 9 am sharp after a 4 day trip out of town? Again Jeffrey I am so excited to join this team and give them the ability to really focus on you! Right now its a cloudy day and we can't see that far. Well unlike the weather we can control the future, we can change the operations weather to a clear and sunny day and see the horizon. I brought a copy I had to the island and demo's were very well received the only demo that failed was my demo for you, but my stay at the island was a challenge and I had less than ideal living conditions and had to be up at 5 am every day to get ready to get on a boat so I blew it. But just because I messed up a few facetime moments with you that doesn't change my recommendations as a professional. They are the best solutions in the planet thats why I like them, I like the best things for my clients, I am old fashion that way. OK OK I am way off point now. What questions do you

have based on this response? hey its 3am here and I am working for you, guess I want to keep my job. what are the odds of that by the way?? I kind of need to know point blank whether you think my job is secure for now or if I am just making too many waves and am not a good fit.

Look forward to the feedback.

scott

oh ps remote desktop is the software Mac administrators use to manage Apple computers remotely, again shocked the company doesn't own or use this already, but one day at a time we will set up up correctly! if YOU want me too, and you smooth things out with Rich.

On Dec 24, 2010, at 2:07 AM, Jeffrey Epstein wrote:

explain file maker. and remote to me..

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