

**From:** [Daniel Petalas](#)  
**To:** [Joseph Wenzinger](#)  
**Subject:** AOR 2019-07 (Area 1 Security, Inc.)  
**Date:** Thursday, June 06, 2019 12:12:09 PM

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By Office of the Commission Secretary at 1:12 pm, Jun 06, 2019

Mr. Wenzinger,

As discussed, Area 1's website includes an overview of pricing as part of the company's internet-based marketing efforts. See: <https://www.area1security.com/overview/pricing/> The discussion of pricing on that page is not comprehensive. The pricing determination for each particular customer is handled according to the four factors identified in our written submissions to the Commission in connection with our request.

Although the website describes pricing under three general categories, the "low to no cost" category is a subset of the fixed-term approach identified on the website as "Enterprise Licensing Agreement." Also, please note that the \$1337 number listed under the "low to no cost" pricing tier is a reference to a familiar, informal numerical code in the hacking community, which may be transposed to "leet" and generally refers to a talented hacker or computer code programmer.

To be clear, any federal candidates or political committees that seek to use Area 1's services, like any other non-political client, will be assessed according to the standard pricing factors that we have identified in our submissions. If an annual fee of \$1337 or some other amount is the appropriate charge for services after conducting that assessment, that is what that client would be offered, as is the case for all other qualifying clients.

Thank you for your time.

Best,

Dan Petalas

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