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1
     IN THE CIRCUIT COURT OF THE FIFTEENTH JUDICIAL CIRCUIT
              IN AND FOR PALM BEACH COUNTY, FLORIDA
 2
                 CASE No.50-2015-CA-005885XXXXMB
 3
     NITV FEDERAL SERVICES, LLC
 4
     a Florida limited liability company
 5
               Plaintiff,
 6
     -vs-
 7
     ELWOOD GARY BAKER, an individual
     d/b/a BAKER GROUP INTERNATIONAL
 8
     EXPERTOS VSA, INC., a Florida corporation
 9
     and MICHAEL SAVAGE, an individual,
10
               Defendants.
1.1
                    DEPOSITION OF MICHAEL SAVAGE
                           BY VIDEOTAPE
12
                     Wednesday, March 29, 2017
13
                               - 4:56 p.m.
                          2:17
14
15
                        2925 PGA Boulevard
16
                             Suite 204
17
                 Palm Beach Gardens, Florida 33410
18
19
20
     Reported By:
     Kathleen Szabo, RPR
21
22
23
24
25
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U.S. LEGAL SUPPORT (561) 835-0220

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 9
10
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16
17
18
19
20
21
22
23
24
25
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1 PROCEEDINGS 2 3 Video deposition taken before Kathleen Szabo, Registered Professional Reporter and Notary Public in 4 5 and for the State of Florida at Large, in the above 6 cause. 8 MR. ZAPPOLO: All right. We are on the 9 record in the case of NITV Federal Services, 10 Inc. versus Elwood Gary Baker, et cetera, Palm Beach County Circuit Case Number 11 12 50-2015-CA-005885 MBAG. It is March 29th, 2017 13 This is the deposition of Michael at 2:17 p.m. Savage and this is Scott Zappolo recording. 14 15 The court reporter will swear the witness. 16 Thereupon, 17 (MICHAEL SAVAGE) 18 having been first duly sworn or affirmed, was examined 19 testified as follows: 20 THE WITNESS: I do. 21 DIRECT EXAMINATION 22 BY MR. D'LOUGHY: 23 0. Mr. Savage, my name is James D'Loughy. 24 have just previously sat through Mr. Baker's deposition 25 that preceded yours.

```
1
               I'm going to ask you a series of questions.
 2
    You are now under oath subject to penalty of perjury.
    If you don't tell the truth -- I represent NITV Federal
 3
    Services, LLC. I'm going to ask some questions. If you
 4
 5
    know the answer to those questions, please give them to
    me truthfully. If you don't know the answer, you're not
 6
 7
    required to guess or give me any conjecture. Just tell
 8
    me you don't know and I'll move on.
 9
               If you need to use the men's room, please do
10
         Tell me and we'll stop. Likewise, the court
    reporter is picking up whatever you say.
11
                                               She's creating
12
    a written record and she can only pick it up if you
13
    audibly speak it, so please just speak loudly, clearly.
14
    No shrugging. She won't be able to pick that up. You
    know the rules. You just sat through the deposition.
15
16
    If you have any questions, you can call me or let me
    know and I'll take -- I will explain it to you.
17
               So I am going to ask some questions. First
18
         your full name and address?
19
20
         Α.
              Michael William Savage, 10560 Mendocino,
    M-e-n-d-o-c-i-n-o, Lane, Boca Raton, Florida 33428.
21
22
               And how long have you lived at the Boca Raton
          Ο.
23
    address?
24
         Α.
               Since about 1994.
25
              And isn't it true you also live in Guatemala?
          Q.
```

- March 29, 2017 1 Α. Yes. 2 And which address in Guatemala do you reside? I don't know the street address. I know the 3 Α. 4 address of my office. What's the address of your office? 5 0. 6 It's Fifth Avenue, 15-45 Zone 10, Guatemala Α. 7 City, Guatemala. 8 0. And how much time do you spend in Guatemala 9 versus in the United States? I spend approximately — well, approximately 10 Α. 11 months of the year I'm in Guatemala or traveling in 11 12 Central America. 13 And you spend approximately one month in the 14 United States? Approximately. 15 Yes. Okay. Out of curiosity, how is it that you 16 0. don't know your address in Guatemala? Do they have no 17 18 addresses in Guatemala, your home address? I just -- no, there is a home address. It's 19 20 something, but I don't remember the exact --0. 21 Okay.
 - -- the exact street name. Α.

- 0. What is your highest level of education?
- 24 Α. I have a master's degree in Latin American 25 studies and I took post graduate courses in education.

1 Q. And what is the, where -- what institution is 2 your degree in Latin American studies? 3 Α. University of South Carolina. And you graduated with a master's there? 4 0. 5 Α. Correct. And the other degree that you possess? 6 Q. 7 Is a bachelor of arts from the Ohio State Α. 8 University. Okay. And is it true that you have also been 9 Q. 10 a member of the U.S. Military? 11 Α. Correct. 12 Q. And during which years were you in the 13 Military? From 1971 until 1992. 14 Α. 15 And is it true that you achieved the rank Ο. 16 lieutenant colonel 17 Α. Yes. 18 In which branch? 19 United States Army. 20 And where were you stationed last as 21 lieutenant colonel? 22 MR. ZAPPOLO: Objection. I just want to 23 make sure, nothing you have -- you don't have 24 to disclose anything that's classified or still 25 classified. I have no idea.

```
1
               THE WITNESS: My last posting was in
 2
          Panama.
 3
     BY MR. D'LOUGHY:
 4
          0.
               What year would that have been?
               1992.
 5
          Α.
               So from the time you graduated at the
 6
          Q.
 7
     University of South Carolina, which year was that?
 8
          Α.
               1980.
               And after you graduated the University of
 9
          Q.
     South Carolina, what did you do for a living?
10
               I was in the United States Army.
11
          Α.
12
               And how long were you in the Army for?
          Q.
               Approximately 22 years.
13
          Α.
14
          0.
               And that would bring you to 2002. Was that
15
     when you --
               No. From 1971 to 1992.
16
          Α.
               All right. And then during 1992 you were
17
          Q.
18
     discharged?
               Yes.
19
20
               And was it an honorable discharge?
          ď.
          Α.
                     I retired. Honorable discharge.
21
22
               And what did you do at that point in terms of
          Q.
23
     your career?
24
          Α.
               For about a year I looked for a job
25
     unsuccessfully, and then I started exporting cars.
                                                           Ι
```

```
1
     was living in my parents' house who had both died in
 2
            I moved to Florida and stopped exporting cars.
 3
     And found a job at Florida Atlantic University.
 4
          0.
               And let me just take a step back.
 5
               What was your role in the United States Army
 6
     for the last few years of your commission?
 7
                                              I worked in Army
               I had sort of a dual career.
     Special Operations with the 75th Ranger Regiment Ranger
 8
 9
     Regiment. And then I was selected for a program called
10
     Foreign Area Officer, and that program, the Army sends
11
     you and pays for your master's degree and sends you to a
12
     language school. And then designates an area of the
13
             In my case, I was designated for Latin America.
14
     And after I finished my training, I started deploying to
15
     Latin America.
               Okay.
16
          0.
                      And what was the chosen language that
     you studied?
17
18
          Α.
               Spanish.
19
          Q.
               And would you say you're proficient in
20
     Spanish?
21
          Α.
               Yes.
22
               Do you read Spanish?
          Q.
23
          Α.
               Yes.
24
          Q.
               Do you write Spanish?
25
               Yes.
          Α.
```

1 Q. Do you have a full understanding of Spanish? 2 Α. Yes. 3 Q. Do you speak Spanish nearly as well as you speak English? 4 5 Α. Yes. All right. And then you were -- I don't 6 Q. 7 the proper terminology, but I will say decommissioned, is that a -- is that a term that you use when you leave 8 9 the Army? 10 Α. Retired. 11 Q. Retired. And for the first year after 1992 you exported 12 13 cars? 14 Α. Yes. And then what did you do? 15 0. 16 Α. Then I started teaching at Florida Atlantic University. 17 18 And what did you teach? Okay. 19 English as a second language and Spanish. 20 And was that your full-time job at that point? 21 Full-time in the sense that -- that I was only Α. 22 working four to six hours a day. I, at the same time, 23 established a company called Team Translations, and 24 working from my home, took on contract translations, 25 primary English to Spanish or Spanish to English.

```
1
          Q.
               And tell me when you stopped teaching at
     Florida Atlantic, which year.
 2
 3
               I believe it was 1996.
          Α.
               And then what did you do?
 4
          0.
               Then I was hired as a teacher for the Palm
 5
          Α.
 6
     Beach County School District to teach high school.
 7
               And in the languages, language arts?
          0.
 8
          Α.
                    In social studies.
               No.
 9
               Okay. And was that a full-time job at that
          Q.
10
     point?
11
          Α.
               Yes.
12
               And how long did you do that for?
          Q.
13
               Until I believe 2002.
          Α.
14
          Q.
               And are you an Army Ranger?
                     So they had a pretty tough teacher, I
15
          Α.
16
     would say.
               All right in 2002, what did you do for a job?
17
          Q.
18
              Well, if I can back up.
19
               In the year 2000 I -- I was -- I had a sort of
20
     a gap in 1997. I was contracted by a company called
21
                They wanted me to translate their training
22
     materials into Spanish and they said the way to begin
23
     was to go to their course. So I went to their course
24
     and that's where I learned about voice stress analysis.
25
          Q.
               Okay.
```

1 Α. And approximately 1998, I continued working 2 for Diogenes. 3 Q. And this was a part-time position while you were a school teacher? 4 5 Α. Yes. Initially, yes. And the business case for Diogenes was to do 6 Q. 7 what? 8 Well, initially I was going to translate their 9 materials, but then the owner of Diogenes contracted me 10 to set up a company for him. 11 Q. And what type of company? 12 Α. A voice stress analysis. 13 Q. What was the name of the company, do you 14 recall? 15 Diogenes of Columbia. Α. 16 Q. And he asked you to set it up inside the country of Columbia? 17 18 Yes. In Bogota. 19 Q. And I'm just going to harken back to 20 Mr. Baker's deposition now. And Mr. Baker claimed he met you while you worked with Diogenes. Is that true? 21 22 Α. Yes. 23 0. And in what respect did he meet you, at which 24 point when you were translating or when you were setting

up your Columbian enterprise?

1 Α. When I -- initially when I attended the course 2 at -- to learn about voice stress analysis, and then 3 later he visited Columbia and I saw him when he visited 4 there. 5 0. Do you know in which capacity he visited Columbia? 6 7 He came down as an instructor. Α. 8 Q. In what? 9 In the -- in voice stress analysis. Α. And at that point that's when you met him in 10 Ο. the class or prior to him visiting Columbia? 11 I initially met him when I went for the 12 Α. No. 13 class and then --14 Q. In the U.S.? 15 -- and then in the U.S., in Kissimmee. Α. 16 Q. Okav. And then he, as an instructor for Diogenes, 17 Α. was sent down to Columbia. 18 19 Okay. And then after you set up Diogenes of Q. 20 Columbia, what year was that approximately? That was from -- and I worked off and on, I 21 22 would travel there and return to Florida. From 1998 23 until the beginning of 2000. 24 And then from there, what did you do with your Q.

25

career?

1 Α. In the year 2000 I established the company 2 Expertos VSA SA in Guatemala. 3 Q. What does Expertos mean? 4 Α. Expert. 5 0. In Spanish? 6 Α. Yes. 7 And VSA, what does that mean? 0. 8 Α. Voice stress analysis. And SA is the equivalent of Inc. or I-n-c? 9 Q. 10 Α. Yes. And in 2000, I take it you were no longer 11 Q. 12 working for the Palm Beach County School Board? 13 Α. I was on a leave of absence. Okay. And what does Expertos VSA do or what 14 0. 15 did it do when you established it in 2000 at least? 16 Α. Initially, and still, the primary work is to conduct preemployment interviews using the voice stress 17 18 analysis system to verify the honesty of the applicant. 19 And do you still do that today? 20 Yes. 21 And do you do anything else than that with 0. 22 respect to, you know, Expertos --23 Α. The company --If I may, I'm going to refer to it, the 24 Q. 25 Guatemalan company as Expertos SA and the American

1 company to -- as Expertos, Inc., if that --2 Α. Fine. 3 0. And that will keep it separate for you. 4 The Expertos SA, other than 5 preemployment screening, what else do you do? They do reevaluations, for example, we 6 Α. evaluate Scott for preemployment and maybe six months 7 later the company wants to reevaluate him to ensure that 8 he is working honestly now that he's inside the company. 9 10 And we do those reevaluations. 11 0. Okay. We do a very limited number of investigations, 12 13 for example, the company will call and say, well, you know, Scott had 10,000 quetzales and he only turned in 14 nine so there's a thousand quetzales missing, we want 15 16 you to interview him to see if he can explain where the missing money is. 17 18 MR. ZAPPOLO: Spell quetzales for the 19 court reporter, please. 20 THE WITNESS: O-u-e-t-z-a-l-e-s. That is 21 the national currency of Guatemala. 22 BY MR. D'LOUGHY: 23 0. Learn something new every day. Had no idea. 24 So from 2000, take me year to year how you developed the company. You were the founder of 25

```
1
     Expertos?
 2
          Α.
               Correct.
 3
          Q.
               First employee of Expertos?
               Yes. But I also had two partners. The law
 4
          Α.
 5
     requires a minimum of two people.
               And they were both nationals of the country of
 6
          Q.
 7
     Guatemala?
               No. One was a national of Guatemala.
 8
          Α.
                                                         One was
     Columbian.
 9
               Can you give me both their names?
10
          0.
               The Guatemalan, his name is Jorge, J-o-r-g-e,
11
          Α.
12
     Estrada, E-s-t-r-a-d-a.
13
               How long has he been with the company?
          Q.
               Since 2000.
14
          Α.
15
               And what does he do for the company?
          0.
16
          Α.
               He is the general manager.
               And -
17
          Q.
18
               And legal representative.
19
               Is that his full-time job?
20
          Α.
               Yes.
               And the second person from Columbia?
21
          Q.
22
               Her name was Ivonne, I-v-o-n-n-e, Delgado,
          Α.
23
     D-e-1-q-a-d-o.
24
               And she has been with the company for how
          Q.
25
     long?
```

1 Α. She stayed with the company for about three 2 years and then left. 3 So from 2000 to 2003? Q. 4 Α. About, yes. 5 0. And what was her position? She was a voice stress analysis interviewer. 6 Α. 7 All right. So let's -- 2005, is the company Ο. still doing preemployment screening and secondary 8 9 screening of employees? 10 Α. Yes. 2010, same thing? 11 Q. 12 Α. Yes. 13 2015 same? 0. 14 Α. Same. And what type of software do you use in your 15 Ο. voice stress analysis of these employees or clients, so 16 17 to speak, to evaluate their truthfulness? 18 Now? 19 Uh-huh. 20 A program called FVAS, Forensic Voice Analysis Α. System. 21 22 And where did that program originate? Q. 23 Α. It is proprietary software that was developed 24 by a programmer in India. 25 And the name of the programmer? Q.

1 Α. Fahaad. Fahaad. 2 0. Spell it, please. 3 F-a-h-a-a-d, Sayeed, S-a-y-e-e-d, I believe. Α. And is this the same Fahaad Sayeed that worked 4 0. for Mr. Baker? 5 6 Α. Yes. 7 This Mr. Sayeed, was he based in the U.S. when 0. he worked for Mr. Baker? 8 9 Α. I don't know. 10 Have you ever met him? I've talked to him by telephone but never 11 Α. No. 12 met him face-to-face. 13 Q. And when did he develop the FVAS for you or 14 for Expertos? 15 Approximately 2008. Α. And prior to 2008, what type of program were 16 Q. you using? 17 18 Diogenes Lantern. 19 Diogenes Lantern, like the light? 20 Yes. And the FVAS, is that used exclusively by 21 Q. 22 Expertos SA? 23 Α. No. 24 Q. And it's used by who else, do you know? 25 MR. ZAPPOLO: Objection to the extent that

```
1
          it calls for confidential trade secret customer
 2
          list.
 3
     BY MR. D'LOUGHY:
 4
          0.
               Do you sell it to people?
 5
          Α.
               I license it to people. I do not sell it.
     It's licensed for a specific period of time.
 6
 7
               Do you license it for a licensing fee?
          0.
 8
          Α.
               Yes.
 9
               Approximately how much?
          Q.
                             Object to form.
10
               MR. ZAPPOLO:
11
          Proprietary.
12
     BY MR. D'LOUGHY:
13
               Not customers
          Ο.
14
               MR. ZAPPOLO: Is that something that your
15
          company keeps confidential?
               THE WITNESS:
16
                              Yes.
17
     BY MR. D'LOUGHY:
18
               So it's not on your website or in your --
19
               I have a standard fee. Yeah. I'm sorry.
20
               MR. ZAPPOLO: And that's public.
21
               THE WITNESS: I send it out as if you
22
          e-mail me I will send you the cost of it. Yes.
23
          It is not listed on my website.
24
               MR. D'LOUGHY: I'm not going to push the
25
          point.
```

```
1
               MR. ZAPPOLO: All right. We'll move on.
 2
     BY MR. D'LOUGHY:
               You do license the software out for a fee.
 3
          0.
     And who owns the FVAS software?
 4
 5
          Α.
               Expertos SA.
 6
               And who owns Expertos SA?
          Q.
 7
                                              I own part of it.
               It's owned by three people.
          Α.
 8
          Q.
               Percentage-wise?
 9
          Α.
               One third.
10
               And then the next person?
          0.
               Jorge Estrada owns one third.
11
          Α.
12
          Q.
               Okay.
13
               And a woman named Lorena, L-o-r-e-n-a, Lopez,
          Α.
14
     L-o-p-e-z owns one third.
               And who is Lorena Lopez to you?
15
          0.
16
          Α.
               She is the vice-president of Expertos SA.
               And is she related to Jorge?
17
          Q.
18
               No.
19
          Q.
               Did -- how did Jorge become owner of one
     third, did he pay for one third?
20
21
          Α.
               Yes.
22
               And did Lorena pay for one third?
          Q.
23
          Α.
               Yes.
24
          Q.
               And how long has Jorge owned one third?
25
          Α.
               Since about 2009.
```

1		Q.	And Lorena?	
2		Α.	Same thing.	
3		Q.	And do you have other employees of Expertos	
4	SA?			
5		Α.	Yes.	
6		Q.	And how many?	
7		Α.	Five or six. I'm not sure.	
8		Q.	And are they based in Guatemala?	
9		Α.	Yes.	
10		Q.	Do you have any programmers that work on	
11	behal	lf of	Expertos SA?	
12		Α.	Yes. Not active, but I have had, yes.	
13		Q.	And where are they based?	
14		Α.	Initially in India and later I have a	
15	programmer who made modifications to the program and			
16	he's	based	d in Costa Rica.	
17		Q.	And what is his name?	
18		Α.	Fred give me a minute. I will think of the	
19	last	name		
20		Q.	Take your time.	
21		Α.	Can I give you the last name in a little bit?	
22	*	Q.	Does he have a company?	
23		Α.	No. He's retired.	
24		Q.	He's freelance?	
25		Α.	He's freelance.	

- Q. But he lives in Costa Rica?
- A. He's lived in Costa Rica for 20 years.
 - Q. When was the last -- is he an American citizen?
 - A. Yes.

- Q. And when was last time he worked on a program for you?
 - A. In 2015.
 - Q. What did he do?

resources oriented.

- A. He rewrote the program into a different machine language. And I am not a computer expert, but he wrote it into a different machine language. He made additional modifications to the program. My program, the FVAS program, not my program, the Expertos SA program, they are the owners of the program, is oriented for human resources. It uses some drop-down menus, but they are all oriented for -- they are not oriented, like, for criminal investigations. They are oriented for types of questions that, you know, have you ever been fired from a company for some wrongdoing.

 Something. You know, there are -- they -- all of the -- our work is primarily, overwhelmingly primarily human
- Q. Where do you derive the majority of your revenue from, the licensing of the FVAS or your work in

```
1
     screening employees and then the subsequent screenings?
 2
               MR. ZAPPOLO: Object to form. When you
 3
          say "you," do you mean the company or --
     BY MR. D'LOUGHY:
 4
 5
          0.
               I mean Expertos.
               Expertos. All right. The vast majorit
 6
          Α.
 7
     through the interviews, the preemployment or the
     follow-up interviews. The vast majority of it.
 8
 9
               And that preemployment is done mostly in the
          Q.
10
     country of Guatemala?
11
          Α.
               Mostly, yes.
               And you derive a salary from Expertos SA?
12
          Q.
13
          Α.
               No.
               And what is the benefit of owning a third of
14
          Q.
15
     the Expertos SA to you?
               Dividend. At the end of the year I will
16
          Α.
     receive a portion of the profit that they make. I no
17
18
     longer actively work every day. About five or six years
19
         I basically semi retired or retired, and so I no
20
     longer draw a salary.
               I see. Now, the FVAS software that Expertos
21
22
     SA licenses, is that patented?
23
               There is what in Guatemala is considered a
          Α.
24
     common law patent. Can I expand?
25
          Q.
               Yes.
```

- A. I talked to our lawyer about going through the formal process. And he said you will spend a lot of money, it will take about 20 years and you will be no better off than what is protected. It's recognized. It's registered as a licensed program. So there is a common law protection that says if somebody copies it, you can sue them. But he said going through the formal process is expensive and literally takes 20 years and you're going to get no additional real protection. So he told me not to bother.
- Q. And that common law is based on Guatemalan law?
 - A. Yes.

- Q. Tell me about Expertos, Inc. That's a Florida company?
 - A. Yes.
- Q. And what is the connection -- because they have got similar names -- between the Guatemalan company and the Florida company, why are they -- why do they have similar names? What's the connection between them?
- A. I've told you that we do a lot of work in human resources preemployment. One of our major companies, one of our major clients said we -- I want to pay you, but I'll pay you in dollars because the local law reasons, they cannot accept a bill in the currency

1 of Guatemala, the quetzales because -- I don't know why.

- O. Who can't?
- A. The client who was in Honduras.
- Q. Okay.

- A. And they said, but we can accept a bill in dollars. Okay. Honduran law. I don't -- like I can't explain it.
 - Q. Right.
- A. And they said in order for us to pay you, we need a U.S. dollar account, but -- and I said, well, I have one in the United States, Michael Savage, and they said, no, we cannot pay you as an individual. We have to pay a corporation.

So since I had previously set up Team

Translations and knew how easy it was to set up a

corporation, I without, unfortunately, consulting a

lawyer, I set up Expertos VSA, Inc. because I called the

bank and they said in order to have a corporate bank

account, you need a corporation.

- Q. Right.
- A. So I set up Expertos VSA, Inc. in order to establish the bank, the corporate bank account Citibank.
 - Q. Okay.
- A. And I did that and then with that corporate bank account, I gave the banking information to the

- company, the client in Honduras. And they sent the money to the corporate bank account in -- under the name of Expertos, Inc. and then I transferred the money to the quetzales account of Expertos SA. That is -- Expertos, Inc. does no business.
 - Q. Right.

- A. I mean, the only reason I set it up was to facilitate the payment so I could receive dollars in payment.
- 10 Q. And you have had Expertos VSA, Inc. since 11 2007; is that right?
 - A. I believe so. Yes.
 - Q. And how many of these types of transactions have you completed through Expertos VSA, Inc.?
 - A. I don't know exactly. I would estimate in some years maybe eight or ten. In some years, one or two.
 - Q. And the bank account statements that you brought today will reflect these transactions that you're describing?
 - A. Yes. Every one.
 - Q. Okay. And is it -- are the -- I'm going to give you an example. So if Honduras, for instance, a customer in Honduras sends a thousand dollars to the Expertos, Inc. bank account, does a thousand then go

from that bank account to the Expertos SA bank account in Guatemala or is there some amount removed by you?

- A. There may be a small amount retained, but generally it goes.
 - O. So if I look --
- A. Because I'm -- and the small amount, I mean, you know, I have to pay a banking fee to receive the wire and a banking fee to send the wire. And, you know, I would generally deduct that amount of money since I'm not going to pay out of my own pocket.
 - Q. Right.

- A. To forward the money down to Expertos SA.
- Q. But other than that, other than these transaction fees, we'll call them, is there any money retained from you and then paid to your wife or to whomever or any expenses here in the United States?
- A. When money comes in from a license sale or sale, I don't know what the correct legal term is, but if I license VSA to the court reporter here and she pays me, I generally, as much as possible, try and send half of that to Gary Baker in repayment. I -- when I say "I," I mean Expertos SA, in repayment for the monies that he provided to initially finance the development of the FVAS program.
 - Q. Okay.

```
1
          Α.
               Other than that, no. None goes to my wife.
 2
     No.
 3
          Q.
               What was the turnover of Expertos VSA SA last
 4
     year approximately?
 5
               MR. ZAPPOLO: Object to form.
               THE WITNESS:
                             I'm not sure what turnover
 6
 7
          means.
     BY MR. D'LOUGHY:
 8
 9
               Gross income.
          Q.
10
               MR. ZAPPOLO:
                              Do you keep that information
          confidential?
11
12
               THE WITNESS:
                              General
13
               I mean, I'll answer.
14
     BY MR. D'LOUGHY:
15
               Well, I'm not asking you for the specific
          0.
     amount, but was it in the millions of dollars?
16
               No, no, no. 150,000 to -- let's make it
17
          Α.
18
     $200,000
19
               And you split that three ways with your other
20
     two partners?
               Well, that is gross income.
21
          Α.
22
               Right. I know you have income expenses.
          Q.
23
          Α.
               A lot of expenses. Taxes are nearly
24
     50 percent.
                  Yes.
25
               So you're left with approximately $75,000 --
          Q.
```

```
1
          Α.
               Yes.
 2
          0.
               -- after tax --
 3
          Α.
               Yes.
          Q.
               -- and expenses.
 5
               I don't know. I'm just ballparking it.
               I mean -- well, I mean, after taxes -- sorry.
 6
          Α.
 7
               You have got the stage.
          Q.
 8
               And then -- and then I have a -- they are --
          Α.
 9
     I -- I'm sorry, Expertos SA has a payroll and -- that
10
     they pay every 15 days. And in addition to the payroll
11
     there's rent, electricity, paper. I mean, all of the
12
     office expenses --
13
          0.
               Right.
          Α.
14
               So --
15
               And does Expertos SA have an accountant?
          0.
16
          Α.
               Yes
               And is that --
17
          Q.
18
               Part-time.
          Q.
19
               Is it a subcontractor or does that accountant
20
     sit in the office?
                    It's a -- I guess you would call it a
21
22
     subcontractor. I don't know what the term is.
                                                       But it's
23
     a person that -- yeah, I guess subcontractor. We pay
24
     them a monthly fee and they come by the office maybe
25
     once a month or send a messenger over primarily with the
```

```
1
     taxes that we have to pay each month. There's a ton of
 2
     different taxes.
 3
               And what is the name of the accountant?
          0.
               I don't know. I no longer manage the company
 4
          Α.
 5
     as -- like I used to -- you know, after 2009, I quit the
     daily management of the company. And Scott asked me --
 6
 7
     excuse me, Scott, but --
               MR. ZAPPOLO: Whoa, whoa, whoa.
 8
 9
          You're not to discuss anything that you
10
          discussed with me.
11
               THE WITNESS:
                             Okay.
12
                             That's attorney-client
               MR. ZAPPOLO:
13
          privileged communication.
               THE WITNESS:
14
                             Okay.
     BY MR. D'LOUGHY:
15
               Okay.
16
          0.
               Can I say something or not?
17
          Α.
18
               MR. ZAPPOLO: There's no question pending
19
          SO.
20
               THE WITNESS: Okay.
21
       MR. D'LOUGHY:
22
               You're welcome to. I mean, I'm -- if that --
          0.
23
     if you feel that's going to facilitate this and I'm not
24
     going to have to reask the questions, then you're
25
     welcome to. If you don't want to, you...
```

2

3

4

5

6

7

8

9

10

11

12

13

14

15

16

17

18

19

20

22

23

24

- Α. I no longer manage the company. I don't go to -- I went to the office last year two times. One was for a Christmas party. Other than that, I no longer have an active role in it. 0. Do you have any other companies? Α. No. You don't work in other areas that has nothing Ο. to do with Expertos VSA? Α. No. 0. Do vou --I teach some courses. I do some -- there's a Α. lot of kidnapping. I do, because of my special operations background, I provide training in the prevention of kidnappings, or in the case of a kidnapping, I may provide advice on how the family should react. I may train or teach some kind of a course like that, but, but -- and since I can't bill individually in Guatemala, Expertos SA will bill for -that's -- that's a relatively small amount, but I mean, I just want to be completely honest. Do you do -- do you train in voice stress 21 technology -- I'm sorry, strike that -- voice stress analysis? Α. Yes.
 - And do you do that actively? Q.

```
1
          Α.
               Normally once a year.
 2
               And where do you do the training?
          0.
 3
          Α.
               Primarily Mexico.
               And when you -- when you train in voice stress
 4
          0.
 5
     analysis, do you train in any particular voice stress
 6
     analysis software?
               I train all of the general principles that
     any -- any voice stress analysis system, whether it's
 8
 9
     CVSA from NITV or other systems used, I mean, there's
10
     some -- it's the same as -- there are a very -- a lot of
11
     similarities including withing polygraph.
                                                 I teach all
12
     of those basic principles. In an effort to try to sell
13
     FVAS licenses, I also -- I include some training on -- I
     demonstrate how it works, and I show them how easy it is
14
15
     to work, yes.
16
               And during these training courses, do you ever
          0.
     solicit orders for the FVAS licensing -- licenses,
17
18
     sorry
19
               Yes.
20
               -- programs?
21
               So you sell the programs through your
22
     training, is that a fair statement?
23
               MR. ZAPPOLO: Object to the form.
24
               THE WITNESS:
                             I offer the licenses for a
25
          specific period of time for sale -- for money.
```

1 Yes.

3

4

5

6

7

8

9

10

14

16

17

18

24

25

2 BY MR. D'LOUGHY:

- Q. And you do this once a year?
- A. Generally once a year. There may be one or a couple of times where I would teach one course -- I can remember maybe two years ago that I was scheduled to teach one course. I taught that one course and then two individuals said would you fly back up to Mexico just to train us? And so I flew back. So in that case, I did it twice that year, but normally it's once per year.
- 11 Q. And do you have a -- do you ever sell 12 Mr. Baker's software, the DVSA?
- 13 A. No.
 - Q. Do you ever license it?
- 15 A. No.
 - Q. When you train these individuals, do you -how do you train, do you have any handouts or paperwork
 or any type of training books that you offer them?
- A. I use a PowerPoint presentation to train. I
 do hand out -- well, I don't. The company that hires me
 will hand out a training manual and I may have
 occasional handouts that I will print for a specific
 reason.
 - Q. And the training manual that the company that hires you provides to the, let's call them students or

```
attendees, is that their training manual or is that your training manual?

A. It's theirs.

Q. So you don't provide training --

A. I provide input to it.
```

Q. Right.

6

7

8

9

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19

22

23

A. But I -- I don't print it. I don't license it. I don't -- I will show up, for example, the course will normally run Monday through Friday, I'll show up on Monday and maybe Tuesday they will go around passing out their manual.

- Q. And each of your customers has their own manual that they use to train from?
- A. That's not exactly accurate. I, in all but one or two cases, have always been contracted to do the training by the same company in Mexico.
 - Q. And where in Mexico do you do the training?
- A. It varies. It can -- I have trained in Mexico City, Monterey, Guadalajara. G-u-a-d-a-l-a-j-a-r-a. San Luis Potosi, S-a-n L-u-i-s P-o-t-o-s-i. Three
- 20 San Luis Potosi, S-a-n L-u-i-s P-o-t-o-s-i. Three 21 words.
 - Q. And the training is always based on the Expertos SAV or FVAS software?

MR. ZAPPOLO: Object to form.

THE WITNESS: Generally, yes.

```
1
     BY MR. D'LOUGHY:
 2
               And Mr. Savage, what does, to the best of your
 3
     knowledge, FVSA --
          Α.
               No idea.
 4
 5
          Ο.
               -- stand for?
 6
               No idea.
 7
               Well, my understanding is it stands for
     Forensic Voice Stress Analysis, but I'm not familiar
 8
 9
     with it at all.
10
               Do you know if it -- is it something, to your
     knowledge, that exists in this world or is it just a
11
     general acronym like you would use the word Kleenex to
12
13
     describe tissues?
14
          Α.
               I do not know
               MR. ZAPPOLO: Is this a good time for me
15
          to just say on the record that I'm going to
16
          have to excuse myself for a preexisting
17
18
          condition and Mr. Farwell is going to take
          over?
19
20
               MR. D'LOUGHY: I quess there's no better
          time.
21
22
               MR. ZAPPOLO: All right. I didn't think
23
          so.
24
               So Jeff, you know what to do.
25
               (Mr. Zappolo left the deposition room.)
```

```
1
               MR. D'LOUGHY:
                              Let me ask on the record
 2
          here, is there a privilege log that exists?
 3
               MR. FARWELL: No.
 4
               MR. ZAPPOLO: I think that was you guys
 5
          were going back and forth on that, whether one
 6
          had to be produced or what was going on with
 7
          that, right?
 8
               MR. FARWELL: No, I don't think so.
 9
          had...
10
     BY MR. D'LOUGHY:
               So I'm understanding you to say whenever you
11
12
     go out and do a training seminar in voice stress
13
     analysis, you take with you a PowerPoint and the rest of
14
     the course is provided by whomever, in this particular
15
     case that we were talking about, some Mexican company?
16
          Α.
               Correct
               And your PowerPoint --
17
          Q.
18
              It's not mine. It belongs to Expertos SA.
19
               And who developed the PowerPoint?
20
               It was developed -- I developed part of it.
     Ivonne Delgado developed part of it. Jorge Estrada
21
22
     developed part of it. And since 2009, Lorena Lopez
     has -- has modified it.
23
24
          Q.
               How do you transport this PowerPoint program?
25
     Is it on your laptop, on a thumb drive?
```

- A. On USB, on a thumb drive.

 Q. So you take it with you, put it in your pocket

 and travel with it?

 A. Correct.
 - Q. And how many copies of the program exist, to your knowledge?
 - A. Maybe three.
 - Q. And you yourself are always in control of one of those?
 - A. Yes. Generally.
- 12 just -- you know, I'm over it, but play by them. FVAS?
- 13 A. Yes.

5

6

7

8

9

10

16

17

18

19

20

21

22

23

24

- Q. Is this something that's on a disk, hard drive computer server? Where is it located?
 - A. It's -- it's a software program that generally is located on a thrumb drive.
 - Q. And when you license the program, do you send the customer a thumb drive or do you send them a download link? How is it done?
 - A. Generally I load the software for them.
 - Q. Okay. And is it an annual license fee?
 - A. It depends. I have some people who license it on a 90-day basis and others who license it on a five-year basis. And the fee depends on the length of the

term.

Q. Okay. We've asked for -- and that's the reason we're here today, is that the plaintiff has asked the defendants for a lot of information. The defendants are claiming that it's privileged trade secret information and therefore we're not entitled to see the information. And that's why we're here today.

In your responses, you remark that this information resides with Expertos SA -- and I'm not being specific, but let's talk about the code for a second -- that it resides for Expertos SA and that that information is proprietary and confidential trade secret, but you also go on to say that you have asked Expertos PS- -- or Expertos SA for that information and they have declined to provide it to you?

- A. Correct
- Q. And how did you request that information from Expertos SA?
- A. Verbally.
- Q. And who did you ask?
- 21 A. I asked Jorge Estrada and Lorena Lopez.
 - Q. Okay. And does Experto SA have an operating agreement or a shareholders agreement or an owners agreement?
 - A. I don't know whether you would call it that or

```
This is what in Guatemalan law is called a --
 1
     not.
 2
     you're required to have what is called a patent for the
 3
     company. And the patent for the company comes with a
     legal agreement which is probably what you're referring
 4
 5
     to. For example, it specifies who the legal
 6
     representative is and what -- how long the term lasts
 7
     and what the company can and can't do.
                                              It's sort of
 8
     an --
 9
               It governs your relationship between the
          Q.
     shareholders or stakeholders of the company?
10
11
               MR. FARWELL:
                             Objection to form.
12
                              I don't recall, truthfully.
               THE WITNESS:
13
               Can I clarify something I just remembered?
14
    BY MR. D'LOUGHY:
15
          0.
               Sure.
16
          Α.
               When I said that I requested it verbally, I
     actually sent an e-mail.
17
18
          0.
              Okay.
19
               But, I mean, to me that's --
20
               That's fine.
               But I just -- I remember now, you know, when
21
          Α.
22
     I -- when I was asked about providing that, I sent an
     e-mail to both of them because I wanted -- I wanted a
23
24
     written reply and they said no, we decline. We --
25
               Now, do you -- do you work full-time?
          Q.
```

A. No.

1

4

5

7

8

9

10

11

12

13

14

15

16

17

18

19

20

21

22

- Q. You spend 11 months of the year in Guatemala you testified?
 - A. Correct.
 - Q. Is your wife together with you there?
- 6 A. No.
 - Q. Give me an average day, what do you do all day?
 - A. I normally get up, go out for a walk for about an hour, an hour and a half. Come back, breakfast and look at the e-mails. Watch the news. And then I do e-mails off and on all day long with friends and family and some -- some clients. For example, I will get people who years ago when I was active that I provided a license to, and they will say, oh, I've got this problem or the license is going to expire, what do I do? And I respond to that basically all day. But it's pretty much like being basically retired.
 - Q. Right. So you're not getting paid for the e-mail activity and responses?
 - A. No. Basically I live off my Social Security and Military pension. I can afford to do that in Guatemala. I can't here.
- Q. When is the last time you saw the license for the FVAS?

```
1
          Α.
               2015.
 2
               Was that outside the state -- or the country
 3
     of Guatemala?
 4
          Α.
               Yes.
 5
               Was it -- can you tell me which country it
 6
     was?
 7
               Mexico.
          Α.
 8
          Q.
               Okay. Is there someone who is actively
     selling licenses of the FVAS for Expertos $A outside of
 9
10
     the country of Guatemala?
11
          Α.
               Yes.
               And who would that be
12
          Q.
13
               That would be Chris Nell in South Africa.
          Α.
14
          Q.
               Anybody else?
15
          Α.
               No.
16
          Q.
               Mr. Baker ever sell one -- sell one of your
17
     licenses?
18
                    He -- he contacted me when they had the
19
     license issue where his program was pirated and whatever
20
     it was done. And we agreed that I would provide FVAS
     since it does not require -- I mean, since I can -- I
21
22
     can provide that to South Africa and I can send it by
23
     e-mail since he had the licensing problem with FVSA in
     South Africa.
24
25
               And that was back in 2004, right?
          Q.
```

- A. Something like that. Yes. Well, I don't remember the year truthfully.
 - Q. But it was quite a while ago?
 - A. Yes.

- Q. Since then, have you ever sold DVSA on his behalf?
 - A. No. I've never sold DVSA.
 - Q. If I'm to ask you to distinguish DVSA from FVSA, what would you tell me? How do you compare and contrast them, those two programs?
 - A. DVSA is oriented on criminal investigations.

 Okay. FVAS is oriented on human resources preemployment screening and honesty evaluations in the human resources area. That is the major, major, major difference.

And I'll take it upon myself, even though I was warned not to offer anything, many people have asked me why did you set up your company in Guatemala instead of in the United States?

I saw a niche market in Latin America, because I lived there many years for the Army, in evaluating people. And I had the vision at the time in 2000 to, thinking that I could -- I could capture a niche market and sell the VSA services to a company who wanted to evaluate a candidate for employment, evaluate their honesty in ways that you cannot do without either like a

polygraph or a voice stress analysis system.

For example, the, you know, I can -- everybody wants to ask you, you know, have you ever stolen from a company you work for before? Everybody is going to say no.

Voice stress analysis lets you evaluate whether the person is answering truthfully or not.

So I had the idea that if I could develop a set of questions similar to that and I could go to a company, Citibank, for example, and say, okay, you go through all of your screening process. As a final step, send your candidates to me and I will apply the voice stress technology to evaluate whether or not they are honest or whether they are lying to you.

Q. So what I hear you saying, and let me know if you think this is fair, the DVSA and your program, the FVAS, they detect deception, would that be a fair broad statement?

MR. FARWELL: Objection, form.

THE WITNESS: Yes. Yes. They both, like virtually any voice stress analysis technology, starting with the old PSE that was from the '70s, detect dishonesty or deception. The main difference is is that DVSA, like all of the programs in the United States, are oriented for

1 criminal investigations. 2 BY MR. D'LOUGHY: 3 0. Okay. Α. Where I had the idea of adapting voice --5 voice stress technology into the human resources field, 6 and... And in terms of the human resources field, are Ο. 8 you still selling this to the military, to governments 9 outside of the private sector? Do you still sell it to 10 the governments in terms of -- for military use or uses 11 other than human resources? 12 MR. FARWELL: Objection, form. 13 THE WITNESS: Answer? 14 MR. FARWELL: Yes. THE WITNESS: I have never sold it to the 15 16 military. I have sold it the Attorney General's office in Mexico. And they have in 17 18 another office that is like an in internal 19 affairs division for the Mexican government, 20 and they conduct investigations of people who are lying or involved in some kind of 21 22 dishonesty or deception within the government, 23 some kind of fraud or whatever that -- and they 24 have -- they purchased it. 25 Other than those two exceptions, all of my

```
1
          licenses have gone to primarily human resources
          companies like -- I don't know what one in the
 2
 3
          States is, you know, I don't live here so -- I
          mean, there must be a human resources, a national
 4
 5
          chain of human resources companies that -- where
 6
          people hire -- to hire people. And those are the
 7
          types of clients that generally, you know, buy my
 8
          product.
 9
     BY MR. D'LOUGHY:
10
               And the individual who coded your voice, V --
          0.
11
     I'm sorry -- FVAS program?
12
          Α.
               Yes.
13
          Q.
               Sayeed.
          Α.
14
               Yes.
15
               Is that the same individual that worked on
          0.
     Mr. Baker's program?
16
               Yes.
17
          Α.
18
               And did Mr. Baker's DVSA, correct?
19
               Yes.
20
               And were you introduced to this individual by
     Mr. Baker?
21
22
               By e-mail. Yes.
          Α.
23
          0.
               But you would have not known about him unless
24
     Mr. Baker introduced him to you through e-mail, correct?
25
          Α.
               Correct. I initially contracted -- or
```

contacted a programmer in Guatemala and he came and I explained what I wanted to do. I showed him the open source algorithms that would be the part of the program. And he said sure, I can do this. And it will cost you a quarter of a million dollars.

Q. Okay.

- A. And I said well, I don't have anywhere near that kind of money.
 - Q. Right.
- A. And I -- I knew that Mr. Baker had -- had developed DVSA. And I contacted him and I said, you know, have you got any suggestions for me because I can't find a local programmer who will do it reasonably? And he said, let me give you his e-mail. And I contacted him and then we went back and forth with a series of e-mails. I told him, I said, look, I need a program oriented for human resources. These are the kind of questions and things that, you know, so that he would have an idea of what I was looking for.

And I said, you know, can you do it and about what would it cost?

- Q. And what did it cost?
- A. About \$38,000.
- Q. And did you pay the -- Mr. Sayeed to program these?

```
1
          Α.
               No.
                    I didn't have $38,000.
 2
               Who paid him?
          0.
 3
          Α.
               Mr. Baker.
               In Guatemala, is there a technology hub in
 4
          0.
 5
     Guatemala, meaning are there programmers, coders and is
 6
     it known for its technology?
          Α.
               No.
 8
          Q.
               It's more of an agrarian third world country,
 9
     isn't it?
10
          Α.
               Yes.
                              Object to form.
11
               MR. FARWELL:
12
     BY MR. D'LOUGHY:
13
               You talk about an open source algorithm that
          0.
14
     your program is premised on; is that fair to say?
15
          Α.
               Yes.
16
          0.
               And where did that open source algorithm
17
     originate from?
18
              I learned about it when I Googled and there
19
     were a number of them that downloaded. And I basically
20
     read about them and said this is the -- this algorithm
     is the basis of virtually all of the same -- similar
21
22
     types of programs.
23
          Ο.
               And did Mr. Baker share with you that
24
     algorithm that he testified earlier was originated
25
     through a study conducted by Dr. Hansen?
```

1 MR. FARWELL: Object to the form. 2 THE WITNESS: I don't remember. I may 3 have asked him, so look, I've got all these 4 algorithms, is there one that you recognize? 5 But I honestly don't remember. 6 BY MR. D'LOUGHY: 7 Do you know if it's the same or similar algorithm as used in the DVSA? 8 9 Α. I believe it was. 10 Ο. Do you --Primarily because the same programmer did it. 11 Α. 12 Okay. You talk about Mr. -- I'm going to call 0. 13 him Mr. Sayeed because I think that's his last name. Fahaad Sayeed. 14 I'm not accustomed to that language so I'm trying to keep it short and sweet. Mr. Sayeed, the 15 16 programmer from India. Right. 17 Α. 18 He quoted you \$38,000. 19 Was there some type of agreement that you 20 entered into with him to memorialize the scope of the project that he was going to code and create for you? 21 22 I sent him a series of e-mails telling him 23 what I was trying to develop. What its purpose would 24 be. That -- that I initially I hadn't thought about 25 reselling it; that I wanted it for my own use and I gave

```
1
     him, if you would, a scope of work: This is what I need
 2
     it to do.
 3
          0.
               Was the scope ever memorialized in a written
     agreement that was signed?
 4
 5
          Α.
               No.
               And this would have been which year?
 6
          Q.
 7
               2007, 2008.
          Α.
               Okay. And since 2000- --
 8
          Q.
 9
               I thought it was a little bit earlier, but
          Α.
10
     I've been hearing that date. I thought it was like
11
     2005, 2006, but...
12
               And since the time that he created the FVAS on
13
     your behalf, have you had any other dealings with
14
     Mr. Sayeed over the years since 2008?
               MR. FARWELL: Objection to form.
15
               THE WITNESS:
16
                             No.
17
     BY MR. D'LOUGHY:
18
              Has he done any upgrades or next generation
19
     software for you?
20
          Α.
               No.
               Who picked it up -- who picked up on it after
21
          0.
22
     Mr. Sayeed?
23
          Α.
               A friend of mine in Costa Rica.
24
          Q.
               Okay. Did you think of the name yet?
25
               Sorry.
```

1 Α. No, but I will. 2 And that's the friend you're referring 0. 3 to? A friend of mine -- I contacted a friend of 4 Α. 5 mine who was in Delta Force, but initially a famous --Delta Force. 6 Q. 7 The 75th Ranger Regiment was the precursor to Delta Force, and so we've known each other for a couple 8 9 of years, a couple of wars. And so I called him and I 10 said, hey, look, I'm -- the reason is I couldn't find Fahaad. I e-mailed him and I never got any response. 11 12 He disappeared off the face of the earth. And so I 13 said, look, I have changes that I want to make. Do you 14 know anybody down there? And he said, I do. He's been here for 20 years. He's retired. He's a U.S. citizen 15 16 and he is top, top, top of the line programmer. And he 17 put me in contact with him. The worse case, I will look 18 at my e-mail here and give you his name. 19 And he's also based in Costa Rica? Q. 20 Yes. Α. 21 Q. Do you want to take a look for me, please? 22 Α. Hand me my --23 MR. D'LOUGHY: We're going to go off the 24 record.

Do you want to do your little videographer

1 spiel? 2 MR. FARWELL: We are going off the record 3 in the case of NITV Federal Services, Inc. 4 versus Elwood Gary Baker, et cetera. 5 Number 50-2015-CA-005885 in Palm Beach County. 6 And it is now 3:23 p.m. 7 (Brief recess.) MR. FARWELL: All right. 8 We are back on 9 the record in NITV Federal Services, Inc., 10 versus Elwood Gary Baker, et cetera, Case Number 50-2015-CA-005885. It is March 29, 2017 11 12 at approximately 3:40 p.m. This is Jeff 13 Farwell now recording instead of Scott Zappolo. 14 And Mr. Savage, you are still under oath. 15 MR. D'LOUGHY: Madam court reporter, can 16 you repeat what we last discussed, please? (A portion of the transcript was read.) 17 BY MR. D'LOUGHY: 18 19 All right. Mr. Savage, while we were on 20 break, you had graciously looked up your ongoing program engineer designer coder. I don't know what you want to 21 22 call it, but there's a gentleman in Costa Rica that you 23 had mentioned that you had gone to look up his name on 24 your telephone. 25 Α. Yes.

What is the gentleman's name? 1 Q. 2 Fred Surl, S-u-r-l. Α. 3 Q. And is he a freelance or does he work for a 4 company? Freelance. 5 Α. And Mr. Surl does what for you? 6 Q. 7 Makes upgrades to the FVAS program not for Α. me, but for Expertos SA. 8 9 And Mr. Surl, is he an American national? Q. 10 Α. Yes. And I wanted to go back and ask you, are you 11 0. 12 also a permanent resident or citizen of the country of 13 Guatemala? 14 Α. No. 15 Are you living there on a tourist Visa or on a 16 permanent resident Visa? I go in and out on a tourist Visa. 17 18 And you had mentioned someone earlier, Fred 19 from Costa Rica. I'm going to assume that Fred Surl is 20 the same Fred that you had a memory lapse on his last name earlier in the deposition. 21 22 Α. Yes. 23 0. Do you sell your program the FVAS in the 24 United States?

25

Α.

No.

1 Q. Is there --2 I don't sell the program but -- I don't sell 3 any licenses --Is there --4 0. 5 Α. No. And is there any strategic reason for not 6 Q. 7 doing that? 8 Α. The FVAS program was developed outside the United States and has never been in the United States. 9 10 Is there any reason for why it's not in the 0. United States? 11 12 There's no reason to bring it here. Α. 13 Are there no customers for it in the United Ο. 14 States? 15 Expertos VSA does no business in the United Α. 16 States. And Expertos, Inc. does no business in the 17 United States. 18 But the question is, is there a market for your program, to license your program in the United 19 States? 20 Not my knowledge. 21 Α. 22 Is there any particular reason why you didn't Q. 23 develop the U.S. market, you being American and having a residence in Florida? 2.4 25 I have expertise in Latin America, and that's Α.

```
1
     the only market that I know. I've never marketed in the
 2
     United States.
 3
          0.
               When you worked for Diogenes?
 4
          Α.
               Yes.
 5
          0.
               And after your contract translation work that
 6
     you did for them, you took classes in voice stress
 7
     analysis?
 8
          Α.
               Correct.
 9
          Q.
               Here in the United States?
10
               Correct.
          Α.
               Did that translate -- did that course give you
11
          0.
12
     a knowledge of the U.S. market at all?
13
          Α.
               No.
               Just on how to conduct a voice stress
14
          Q.
15
     analysis?
16
          Α.
               Yes
               When Expertos SA licenses its software or the
17
          0.
         or the FVAS, what amount of time is generally
18
19
              is it done within years or multiple years?
     licensed,
20
               MR. FARWELL: Objection, form.
21
               THE WITNESS: It depends on the client.
22
          It varies from 30 days to maybe five years.
23
     BY MR. D'LOUGHY:
24
               And if a license has expired, does the program
     itself then stop to function?
25
```

1 Α. Yes. 2 And what would it require to restart the 3 program or renew the program? I would have to reissue a new license code. 4 5 0. And would you need to actually be physically 6 present near that computer where the program is located 7 to be able to reissue the code? 8 Α. No. 9 How would you reissue the code? Q. 10 By e-mail. Α. And do you do a lot of renewals, you yourself, 11 0. 12 on behalf of Expertos SA? I would say occasional. Maybe one a month, 13 Α. 14 two a month maybe. Not even that frequently. 15 Okay. Let's talk about Mr. Baker's testimony Ο. 16 concerning the loan that he provided to Expertos SA. you know what I'm talking about? 17 18 Α. Yes. Q. 19 Did Mr. Baker provide Expertos SA a loan or 20 was it you yourself that was provided the loan by Mr. Baker? 21 22 Expertos SA. Α. 23 And that loan was in the amount of how much? 0. 24 Α. To my recollection, approximately \$38,000. 25 And what were the terms and conditions that Q.

1 you and Mr. Baker -- I assume that it was you that was 2 representing Expertos SA in respect to the loan that 3 Mr. Baker was going to lend it? 4 Α. Yes. 5 So what were the terms and conditions of the 6 loan? That I would repay him back gradually through 8 sales of licenses. 9 Of licenses of what? Q. 10 Of FVAS. Α. Okay. And what were the terms of repayment? 11 Q. 12 Α. That I would pay -- repay him up to a total of 13 \$50,000. 14 Q. Over how long 15 There was no time limit specified. Α. 16 Q. So for him lending you 38,000, your -- his expectation was to receive an additional 12,000? 17 18 Correct. 19 But it was an indefinite open-ended period of 20 repayment. 21 Α. Yes. 22 And have you paid him back in full? Q. 23 Α. Pretty close to full. If not in full, pretty 24 close to full. 25 And is there a ledger book that you keep to Q.

```
1
     record the amounts of money you have paid Mr. Savage
 2
     (sic) and his company with respect to this loan?
 3
               Did you understand the question? I can repeat
     it if you want.
 4
 5
          Α.
               Please.
               Do you maintain in your possession or anywhere
 6
          Q.
 7
     a record of the payments that you have made to
     Mr. Savage -- Mr. Baker and Mr. Baker's company with
 8
 9
     respect to the $38,000 loan?
10
               Expertos VSA in Guatemala maintains a record
          Α.
     of the money that is forwarded to him.
11
12
               You yourself do not?
          Q.
13
               Individually, no.
          Α.
               So you said -- I don't recall, but you have
14
          Q.
     been to the office twice this past year to the Expertos
15
     SA office in the City, I don't know which City it's in,
16
     but I'm assuming Guatemala City.
17
18
               Uh-huh.
          Α.
19
               Is that correct?
20
               Correct.
21
               Is there other ways that you are informed
          0.
22
     about how much money you owe Mr. Baker and his company
23
     for this loan?
24
          Α.
               Yes.
25
               And how is that?
          Q.
```

With meetings with the other -- with Mr. 1 Α. 2 Estrada and Ms. Lopez. 3 0. And to the best of your recollection, when was the last meeting or when was the last discussion held on 4 5 the amount of money you owe Mr. Baker? When I say "you," I mean Expertos. 6 7 Earlier January. Α. And during that time, that meeting 8 Q. you spoke 9 with your other two partners, was that the others that 10 were involved? Yes. 11 Α. 12 And what was the amount owed to Mr. Baker's 0. 13 company at that time? 14 Α. I -- the amount owed, I remember them telling me that we had paid approximately \$48,000, so about 15 \$2,000 or so. 16 17 So from early January until now, you would be 18 required to pay Mr. Baker \$2,000 to fulfill your loan 19 obligations; is that right? 20 MR. FARWELL: Objection, form. THE WITNESS: Correct. 21 22 BY MR. D'LOUGHY: 23 0. Has Mr. Baker or his company provided 24 additional loans to Expertos SA or you personally? 25 Α. No.

```
1
          Q.
               Okay. In the deposition with Mr. Baker,
 2
     Mr. Baker provided some bank statements from his bank in
 3
     Panama City.
                   I think it was First National Bank in
 4
     Panama City.
 5
               Those bank statements reflected payments that
 6
     were made to him from a South African company. 🚄
 7
     Mr. Baker testified that those payments were made to him
 8
     from the South African company in satisfaction of your
 9
     loan that he made to you.
10
          Α.
               Correct.
               And you agree with that?
11
          0.
12
               MR. FARWELL:
                             Form.
13
               THE WITNESS:
14
     BY MR. D'LOUGHY:
               And you also -- you were sitting next to
15
16
     Mr. Baker, so I assume you heard the testimony, there
     was also some documentation that Mr. Baker provided
17
18
     where he received money directly from Expertos SA in
     partial satisfaction of the loan. Is that also correct?
19
20
          Α.
               Yes.
               So not only did some of your customers pay
21
          0.
22
     Mr. Baker back for the loan, but you also directly paid
23
     him through Expertos SA?
24
               MR. FARWELL: Form.
25
               THE WITNESS: Correct.
```

1 BY MR. D'LOUGHY: 2 And why is it that you, rather than paying him 3 directly from Expertos SA each and every time, had him 4 pay through a third party such as the South African 5 company, why did you do it that way? 6 Convenience, I would say. Α. 7 And did you explain to the South African 0. 8 company that don't pay me, pay Mr. Baker instead? 9 Α. Yes. I told them to send the money directly. 10 And how did you communicate that? 0. 11 Α. E-mail. 12 And you would have those e-mails? Q. 13 Α. Yes. 14 0. Have you had a computer crash on you in the last five to seven years? 15 16 Α. Several times. Oh, yes. 17 And do you have a backup for the computer? Q. 18 Yes. 19 Q. So it's fair to say that you didn't lose any 20 data, did you? 21 Α. To my knowledge, no. 22 Besides the South African company -- and what Q. 23

- was the name of the company you recall, South African company that you do business with?
 - Α. Welcore.

24

```
1
          Q.
               Besides Welcore, is there any other customer
 2
     of Expertos SA that pays directly to Mr. Baker instead
 3
     of you --
 4
          Α.
               No.
 5
               -- to satisfy the loan?
 6
          Α.
               No.
 7
               Why only Welcore?
                                  I assume you have a lot of
          Ο.
 8
     other customers, right?
 9
               Because Welcore had a previous direct
          Α.
     relationship or their previous companies in South Africa
10
11
     with Mr. Baker. I mean, they -- they knew him
12
     before they knew me.
13
               So Mr. Baker referred them to you?
          0.
14
          Α.
               I don't -- referral, I'm not sure is the
15
                    But it was through Mr. Baker that I -- I
     correct word.
16
     am in touch with the company in South Africa.
17
               And you do business with them?
          Q.
18
               Yes.
               And you license programs to them?
19
20
               Yes.
               And are they a distributor on your behalf?
21
          Q.
22
               MR. FARWELL: Objection, form.
23
               THE WITNESS: I'm not sure what --
24
     BY MR. D'LOUGHY:
25
               Do they relicense your program, Expertos' FVAS
          Q.
```

```
1
    program?
 2
          Α.
               FVAS.
 3
               They may find clients for me that I will
    provide a license to.
 4
 5
          Q.
               Okay. And you deal directly with the clients
 6
     that they find for you?
 7
          Α.
               No.
               They do?
 8
          Q.
 9
          Α.
               They do.
10
               Welcore?
          0.
11
          Α.
               Welcore.
12
               So they have the authority to license on
          0.
13
    behalf of Expertos SA behalf?
14
               MR. FARWELL: Objection, form.
15
               THE WITNESS: They can do nothing with the
          licenses without me.
16
                                I mean, they cannot
          independently do it, no.
17
    BY MR. D'LOUGHY:
18
19
               And judging from the very narrow snapshot of
20
    Mr. Baker's bank account statements, there's been a
     number of transactions and, you know, in the last year
21
22
     or so, for what I don't know. It says software
23
     development. I assume from the testimony that they are
24
     not doing software development in South Africa on your
25
    behalf.
```

```
1
               MR. FARWELL:
                              Form.
 2
     BY MR. D'LOUGHY:
 3
          0.
               Or am I incorrect in stating that?
 4
               I'm not sure what the question is.
 5
          0.
               Does Welcore provide software development
 6
     services for Expertos SA?
 7
          Α.
               No.
 8
          Q.
               Okay. Just give me one moment.
                                                    want to
 9
     look at some of the documents that you produced today so
     I can determine if there's any examination I'd like to
10
11
     take of them with regard to asking questions.
12
               Susan Savage is your wife?
13
          Α.
               No.
14
          Q.
               Who is Susan Savage?
15
               My daughter.
          Α.
16
          Q.
               And she's a part of Expertos, Inc.?
               She's listed as one of the company officers,
17
          Α.
18
     yes.
19
               And Expertos, Inc. does what?
20
               Nothing.
               And Ruth Anne Perez, who is Ruth Anne Perez?
21
          0.
22
               My daughter.
          Α.
23
          0.
               And she is also listed as a company -- as
24
     treasurer on here, but I assume she performs no duties
25
     on behalf of the company.
```

- 1 Α. No. 2 0. And Beatrice Savage? 3 Α. My wife. Listed as vice-president. And I, you know, 4 0. 5 you had testified earlier this is a company that you merely use to set up a bank account, that's true? 6 7 That's correct. Okay. Okay, you have provided us with bank 8 Q. 9 statements from Citibank CBO Services. Expertos VSA, Inc. is that the bank for 10 Explorer VSA, Inc., Citibank? 11 12 Α. Yes. 13 And is there a particular branch that you use? 0. 14 Α. I do everything by e-mail, but I set it up in 15 Boca Raton. Okav. If you can turn to the bank statements 16 0. that you provided to us from Citibank, please, if you 17 18 will turn to the last page, and it says Service Charge 19 Summary from February 1st, 2010 through February 20-20 think it's -- -8, 2010 and that's at the very top of the last page. 21 22 Α. Uh-huh. 23
 - Q. And madam court reporter, we're going to designate this as Exhibit -- Plaintiff's Exhibit Savage 1.

24

```
1
               (Plaintiff's Exhibit No. 1 was marked for
 2
     identification and retained by Mr. D'Loughy.)
 3
     BY MR. D'LOUGHY:
               All right. 3/1, going on down where it says
 4
          0.
 5
     Checking Activity, it says, "Wire from Puma E. Salvador,
     $2070."
 6
 7
          Α.
               Yes.
 8
          Q.
               I don't -- you know, we're here today about,
 9
     you know, what you feel is privileged and confidential
10
     information, so I'm sure your attorney is going to
     object if I ask you a question with respect to your
11
12
     privileged and confidential trade secrets, but who is
13
     Puma E. Salvador?
                            Is it somebody that Expertos
14
               MR. FARWELL:
          SA does business with?
15
               THE WITNESS:
16
                             Yes.
               MR. FARWELL: That's a company?
17
18
               THE WITNESS:
                            Yes.
19
               MR. FARWELL: Yeah, at this point in time,
20
          James, still we're at that.
               MR. D'LOUGHY: Understood. That's why I
21
22
          prefaced it.
23
               MR. FARWELL: Okay. Thank you.
24
     BY MR. D'LOUGHY:
               There's credit in your account of $2,070.
25
          Q.
```

```
1
    What would this be for? What are they paying you --
     Puma E. Salvador paying you $2,070 for?
 2
 3
               THE WITNESS: Okay?
                             I think so.
 4
               MR. FARWELL:
 5
               THE WITNESS: Preemployment evaluations.
 6
    BY MR. D'LOUGHY:
 7
               Okay. And Puma E. Salvador, would that be
          0.
     fair to say that they are located in San Salvador?
 8
 9
          Α.
               Yes.
10
               And why didn't they pay Expertos SA directly
     rather than paying the Inc. here as in here?
11
12
               Because they pay in dollars?
          Α.
13
               Okay. And that's --
          0.
               They cannot, like the company in Honduras,
14
          Α.
     they cannot accept -- Expertos SA in Guatemala can only
15
16
     issue bills in quetzales. Same spelling. And they
     needed a bill in dollars.
17
18
          Q.
              Understood.
19
               So -- or they pay in dollars, so --
20
               Is that true of all the Central American
     countries?
21
22
          Α.
               Yes.
23
          0.
               Neither will exchange the other's money?
24
          Α.
               Well, in El Salvador, the dollar is the
25
     currency.
```

1 Q. Okay. 2 It's a -- it's a dollarized company -- country 3 like Panama. 4 0. Okay. 5 Α. But they will not accept a bill in a foreign 6 currency like quetzales, so you -- they have to pay in 7 dollars. 8 Ο. Understood. 9 And going on down from there, there's redacted -- there's three line items redacted which seem 10 to be outgoing. None of those were to Mr. Baker, I 11 12 assume, or you would have - if there's anything going 13 to Mr. Baker, has that been redacted out of these 14 checks, checking bank statements? I don't know. I don't remember what the 15 Α. 16 redaction -- I do not believe so. No. Okay. So you have a \$600 credit coming from 17 0. 18 Profes Onales En -- and, you know, I'm not a Spanish 19 speaker. 20 In security. It's a Mexican company. Α. Right. Profes, space, O-n-a-l-e-s, E-n, space, 21 0. 22 E-g-u-r-i-d-a-d, space, D-e-l, space, N-o. 23 And what would this have been for? For a license, FVAS license. 24 Α. 25 This is a license? Q.

```
1
          Α.
               FVAS.
 2
               And how can you distinguish on here, in the
 3
     essence -- in the interest of time, I'm trying to -- I
     don't -- I prefer not to go through each and every one
 4
     of these with you, if I may, but how do you distinguish
 5
     in your mind between what is a service such as a
 6
 7
     screening service, which you pointed out the first
     credit for 2,070 was a screening service, and then you
 8
    have got a license on the second credit of $6,000 or
 9
10
     $600 --
               $600.
11
          Α.
12
          Q.
               Yes.
               What is the -- how do you know the difference?
13
14
          Α.
               The only -- I have never sold a license to
     Puma. So anything from Puma --
15
                      So it's just by the name of the
16
          Q.
               Okav.
17
     company?
18
               Basically, yes.
          Q.
19
               All right. Now 3/31 "Funds Transfer wire from
20
     Copor Tivo Rodrigues Cordova." That is a fund, an
     incoming wire?
21
22
          Α.
               Yes.
23
          Q.
               Where is this company located?
24
          Α.
               In Mexico.
25
               And why is the credit redacted?
          Q.
```

```
1
          Α.
               I think it's a mistake.
 2
               Then moving -- we're going back to front so
 3
     now we're on the May 1st, 2010 summary through May 31st,
     2010.
 4
 5
          Α.
               Okay.
               Funds transfer from the same company in
 6
          Q.
 7
     Mexico, Onales En --
 8
          Α.
               Right.
 9
          Q.
               For $400. What would that be for?
10
               FVAS license.
          Α.
               I will always use FVAS.
11
                                           don't use any other
12
     ones.
13
               Okay. Going to the next page front or back to
     front July 1st, 2010 -- I'm missing March in here. I
14
15
     don't know where March is. Do you know where March is?
               If it's not -- these are the pages that I
16
          Α.
     extracted that had external --
17
18
               Okay.
               -- so the March --
19
20
               It was nothing.
               So I'm not following my own rules for the
21
22
     deposition.
23
               (Discussion off the record.)
     BY MR. D'LOUGHY:
24
25
               He said that if the page -- if the summary is
          Q.
```

1 not included in the stack of documents of these bank 2 statements, that means that they did not contain any incoming wire transfers. 3 Mr. Savage, do you make outgoing wire 4 5 transfers from these, from this bank account? 6 Α. Yes. 7 So we're going to see in here a lot 0. 8 outgoing wire transfers to Expertos SA? 9 If they have not been redacted, yes. Α. 10 Would there be a reason they were redacted? Ο. 11 Α. Only by error. I mean.. 12 If I can just say so. MR. FARWELL: they were redacted it was because I told him to 13 14 leave only things in that had incoming money from foreign. So if anything -- we can go back 15 16 and look and see them and bring them to you. 17 Whatever. 18 MR. D'LOUGHY: Would you, please. 19 MR. FARWELL: Yeah, sure. All right. 20 D'LOUGHY: MR. All right. So you have the first one on the 21 22 July 1st, 2010 to July 31st, 2010, you have a funds 23 transfer from H-e-n-a-o Catalina, 4,970. 24 What was that -- what does that represent? 25 Α. FVAS license.

```
1
          Q.
               Again, the Mexican company, the O-n-a-l-e-s,
 2
     is that an FVAS license for $500?
 3
          Α.
               Yes.
               And here's a new one, 8/18 dated, Wire from
 4
          0.
 5
     Maquil, M-a-q-u-i-1, for $4500.
 6
               Also an FVAS license?
 7
          Α.
               Yes.
 8
          Q.
               Would that be multiple FVAS license
 9
          Α.
               No.
               Why would one be for 500 and the other be for
10
          0.
11
     4,500?
               Some clients negotiated to pay in quotas.
12
          Α.
                                                            Ι
13
     don't know what the word in English is.
14
          0.
               Installments?
               Installments.
15
          Α.
16
          Q.
               Okav.
               And now we're going to -- I don't see the date
17
18
     of this particular statement but it's the next page. I
19
         statement period rates, August 31st, 2010. So I'm
20
     going to surmise this is for the month of August of 2010
     since it's preceded by July of 2010.
21
22
               And "Wire from Corpor Tivo De Se -- I'm so
23
     sorrv.
             I'm so sorry -- Corpor Tivo, T-i-v-o, D-e S-e,
24
     Privada, P-r-i-v-a-d-a, L-i-e-h -- I'm sorry,
25
     L-i-e-n-h-a, $4,090."
```

```
1
               What does that represent?
 2
               FVAS license. FVAS.
 3
               9/21 on that same page: "Wire from Centro" --
          Q.
     and where is Tivo De Se Privada, Privada located?
 4
               Mexico.
 5
          Α.
               Okay. And also same is true Mexico, the
 6
          Q.
     won't accept Mexican pesos in Guatemala, is that
 7
 8
          Α.
               Correct.
 9
          Q.
               Okay.
10
               9/21, Funds Transfer, "Wire from Centro De
     Evaluac," what -- you tell me what it is in your best
11
12
     Spanish, please.
13
          Α.
               E-v-a-l-u-a-c-i-o-n.
                                      Sanfergo
14
     S-a-n-f-e-r-q-o.
15
               And where is this company located or this --
          Ο.
16
          Α.
               Mexico.
               3,500 again in FVAS --
17
          Q.
18
               FVAS license, yes.
          Q.
19
               Now we skip on from August to October.
20
     September is missing. A wire from Centro de E-v-a --
               Same place. The one you just typed, Sanfergo.
21
          Α.
22
               $2,040. FVAS?
          Q.
23
          Α.
               Yes.
24
               And during this time, are you also wiring out,
          Q.
     which we don't have that because it's -- I assume it's
25
```

```
1
    been redacted, tell me if I'm wrong, but you have also
 2
     been paying Mr. Baker his loan money back out of
 3
     Expertos, Inc. out of this bank account in Boca Raton?
               I believe so. Yes.
 4
 5
               And how would you make the decision on how
 6
     much to pay Mr. Baker?
 7
               Based on the amount that I received or that
 8
     the Expertos SA received.
 9
               Let me -- go off the record for a second.
          Q.
10
               (Discussion off the record.)
11
     BY MR. D'LOUGHY:
12
          Q.
               Back on the record, please.
               November 30th, are you following me on that?
13
14
          Α.
               Yes, sir.
15
                      There's a wire from FEMSA E-R-V, M-O-T
          0.
               Okay.
16
     $3,500.
              F-E-M-S-A
               Where is that company based?
17
18
               Mexico.
19
               Again, an FVAS license?
20
               FVAS license. Yes.
               Okay. And then we go from November skipping
21
          0.
22
     all the way to March. December, January, February, no
23
    business?
24
               And you have December, January -- or December,
25
     January, February statements, he has?
```

```
1
          Α.
               Yes.
 2
                      If I find these to be familiar names,
 3
     I'm not going to ask you about them because you have
     already answered and I will assume it's for the same
 4
 5
     unless otherwise stated.
 6
          Α.
               Yes, sir.
               Okay. On May 1st, 2011, there's a fund
 7
          0.
 8
     transfer from OS General Sen Equipo, $3,500.
 9
          Α.
               Okay.
10
               Is that for an FVAS?
          Ο.
11
          Α.
               Yes.
12
               June 1st 2011, wire from Claudi Ernesto Lopez?
          Q.
13
          Α.
               Yes.
14
          0.
               $1,300.
15
               Is that a company or a person?
16
          Α.
               That is a person.
               And that person is residing in?
17
          Q.
18
               Mexico.
19
               And the $1,300 was for?
20
               FVAS license.
21
               And then we go to July 2011, Wire from Technol
          Q.
22
     Gia En Pro E-c-c-i-o-n, $6,500. Is this a company
23
     located in Latin America?
24
          Α.
               Mexico.
25
               $6,500 was for --
          Q.
```

1 Α. FVAS license. 2 The 8/19 wire in \$1,400 from OS General, FVAS. 3 Juan Tonio Flor -- is that -- it's \$158. What was that for? 4 5 Α. For a class that I taught. 6 Okay. And where is Juan Tonio? Q. 7 In Mexico. Α. 8 Q. And then we're jumping to August well, not 9 jumping, but to August 31st, 2011. I see 9/13 Fund 10 Transfer but it's redacted. Is there any particular 11 reason why it's redacted or --12 That was a transfer between -- I saw Yes. 13 I did that one. That was a transfer between savings and checking accounts. It was not an incoming 14 15 anything. 16 0. So you have a savings account connected at the 17 same bank? 18 Yes. 19 Any other accounts? 20 No. 21 And you have these documents that are 0. 22 un-redacted for the Special Master if he so desires? 23 MR. FARWELL: Yes. 2.4 BY MR. D'LOUGHY: 25 Q. All right.

```
1
               All right. October 31st, we moved from August
 2
     to 31st, 2011. Wire from Juli Ta Addy Ga -- Juli,
     G-u -- or I'm sorry, J-u-l-i, space T-a, space, A-d-d-y.
 3
     $900, was that for --
 4
               FVAS license.
 5
          Α.
               Okay. And then we go from October to November
 6
          Q.
 7
                                      I don't understand,
     and this is a new one. 12/27.
     maybe you can help me. This is November 2011 to
 8
 9
     November 30th, 2011 and the date is 12/27. Do you know
10
     why that is?
11
          Α.
               No.
12
               And it says Funds Transfer, Evalua,
          Q.
13
     E-v-a-l-u-a.
                   And where is Evalua?
14
          Α.
               Mexico.
15
               Company?
          0.
16
          Α.
               Yes.
               $4,500 to FVAS?
17
          Q.
18
               FVAS license.
19
                     December 31st, 2011, same Juli Ta Addy,
               Okay.
20
               Is that an individual or a company?
21
22
               Individual.
          Α.
23
          0.
               FVAS?
24
          Α.
               Yes.
25
               And then below that 1/3, and I don't quite
          Q.
```

```
understand this -- well, it doesn't have the range of
 1
 2
     dates that this falls under, but the next one at 1/3 is
     Centro De Confian, 2,250? A license as well?
 3
 4
          Α.
               Yes.
 5
               And going over to April 4/2, $800.
 6
     also a license?
 7
          Α.
               Yes.
               4/20 to Centro De Confian, 2,250, a license?
 8
          Q.
 9
               Yes.
          Α.
10
               Okay. When I say "license," I mean FVAS?
          0.
11
          Α.
               Correct.
12
               Now we go from April to June 2012. Wire from
          Ο.
13
     Ta Addy, 1,600.
                     FVAS?
14
          Α.
               Correct.
15
               The next page, I can't ascertain -- we go from
          Ο.
     June 30th to September, 9/11. But I don't understand
16
     how we've gone from June 30th, 2012 until 9/11 except
17
18
     that this is 9/11/2012, but it doesn't have a date on
19
20
               Oh, I'm sorry. It does. Top right hand,
     September 1st through September 30, 2012, Centro De
21
22
     Confian, again, $3,000, assuming FVAS?
23
          Α.
               FVAS license, yes.
24
          Q.
               September 30th, 2012, I'm going to -- I don't
25
     know what date this statement is, but it says,
```

```
1
     10/12 wire from Centro De Con- -- I think this is the
 2
     same customer but the name is a little bit different.
 3
          Α.
               Yes. Yes.
               $3,000, FVAS?
 4
          0.
 5
          Α.
               Yes.
               Okay. Next page, November 8, 2016 --
 6
          Q.
             November 16, 2012, ser icios pres --
 7
 8
     please help me with that, Mr. Savage?
 9
          Α.
               It's S-e-r-v-i-c-i-o-s.
10
          0.
               The amount is 3,631.27?
11
          Α.
               Correct.
12
          Q.
               And that was for FVAS
13
          Α.
               Yes.
14
          Q.
               And this company is located where?
15
               Mexico.
          Α.
               Now I'm looking at November which I believe
16
          Q.
                 There is a wire in and that's redacted?
17
     to be 2012.
18
                       That was the same thing I -- that was
19
20
               Savings account?
21
          Α.
               Yes. It was just a transfer.
22
               Is there -- okay. Okay. I believe this
          Q.
23
     statement is from January 1st, 2013, Luis Cente O'Bello,
24
     $1,903.75. FVAS?
25
               FVAS license.
          Α.
```

```
1
          Q.
               And the location of Luis?
 2
          Α.
               Mexico.
 3
          Q.
               Company?
               Individual.
 4
          Α.
 5
          Q.
                      We jumped from January of 2012 to
     August of 2012. What happened between February and July
 6
 7
     of 2012?
 8
          Α.
               There were no sales of FVAS licenses
 9
               And you provided the un-redacted bank
          Q.
10
     statements to your counsel?
11
          Α.
               He has every one.
12
          Q.
               He has the unbridged
13
          Α.
               Yes.
14
          Q.
               -- every single in sequential order?
15
          Α.
               Yes.
16
          Q.
               All un-redacted?
17
               Yes.
          Α.
                       8/21/2013, Mariso -- Mariso Aguilar,
18
          Q.
     $1,000.
19
              Was that FVAS?
20
               FVAS license.
          Α.
          Q.
               And Mariso is located?
21
22
               Mexico.
          Α.
23
          Q.
               And 8/27, 2013 from Mercur, M-e-r-c-u-r, O.
24
     Segurida, $2,000. FVAS?
25
          Α.
               FVAS license.
```

```
1
          Q.
               Mexico?
 2
          Α.
               Mexico.
 3
               We're in August of 2000 -- well, actually
          Q.
     September of 2013. Wire from -- can you help me out
 4
 5
     with this one because it's a little bit chopped up?
 6
          Α.
               Yeah, it's C-o-n-t-r-e-r-a-s.
                                               Okav?
 7
               I think that's sufficient to identify it.
          0.
 8
               The amount is 4,478, FVAS?
 9
          Α.
               FVAS license.
               And this is a company that you refer to?
10
          0.
11
          Α.
               Company.
12
               Mexico?
          Q.
13
          Α.
               Yes.
14
          Q.
               September -
                                I'm sorry, October of 2013,
     1017, Mercur Segurida, a thousand. License?
15
16
          Α.
               Yes
               Repeated 10/29 for a thousand dollars.
17
          Q.
     same Mercur Segurida, a thousand. License?
18
19
               Yes.
20
               And then 10/31 from Mariso Agular, a thousand.
21
     License?
22
          Α.
               Yes.
23
               And now we are here 11, November 2013.
          0.
24
     Statement line item 11/19 from Sinerg En Preve.
                                                       Preve.
25
     Is that pronounced correctly -- correctly?
```

```
1
          Α.
               It's S-i-n-e-r-g-i-a.
 2
          0.
               And this company is located where?
 3
          Α.
               Mexico.
               3,830, is that a license?
 4
          0.
 5
          Α.
                    That's a training course that I
 6
     conducted.
 7
               And your training was based on what methods?
          0.
 8
          Α.
               FVSA.
 9
               Okay. All right. We go from November of 2013
          Q.
     to December of 2013. Company -- 12/9, company is from
10
     Operad Ra Portuar a Centroamerica. $4,059.
11
                                                    Is that an
12
     FVAS license?
13
                     That is preemployment screening.
          Α.
               No.
14
          Q.
               And the location of this company?
15
               Honduras.
          Α.
16
          Q.
               And now we go from November of 2013 -- or I'm
     sorry, I misspoke -- December of 2013 all the way to
17
18
     August of 2014. Bad year?
19
                (Witness nodding.)
20
               Okay. I see a fund transfer but I don't see
21
     any
22
               Yes.
                      That. --
          Α.
23
          0.
               -- personal --
24
          Α.
               That was savings to --
25
               Okay.
          Q.
```

1 Α. Same thing. 2 And I will just say for the record that the 3 same thing is September 9th -- September 15th, 2014 is 4 redacted, Mr. Savage claims that this is a personal wire 5 transfer to his personal account or fund transfer? 6 Α. Yeah. Not a wire transfer, just --7 It's an account transfer? Ο. 8 Α. In the same bank, yes. 9 Intrabank transfer? Q. 10 Α. Yes. All right. Now we're in October of 2014. 11 0. fund transfer comes in on 10/21, Mariso Agular, \$500. 12 13 Does that represent a license? 14 Α. Yes. And Mariso is again in Mexico? 15 0. 16 Α. Yes 17 We then go from October of 2014 to January of 0. 18 2015, specifically January 29th wire transfer from 19 Operad Ra Portuar, Centroamerica, \$6,385.50. 20 Α. Preemployment screen. 21 0. Preemployment. And the company --22 Honduras. Α. 23 0. Okay. A new one we have. March 2015 24 statement, 3/17 to be precise. From nadro Sapi De CV

5,980.

FVAS?

25

- 1 Α. FVAS license. 2 And the company's location? 0. 3 Α. Mexico. Okay. And we jump all the way from March of 4 0. 2015 to September of 2013. And, again, these are 5 6 redacted. Would you explain, please? 7 Funds transfer is the intrabank transfer 8 between savings and checking. 9 Okay. Now, you testified earlier that you Q. 10 didn't receive a salary from the company. In fact, you received a dividend at the end of the year split by you, 11 12 know, amongst your two other partners? 13 Α. Correct. 14 Q. How were you booking this money when you do a 15 fund transfer? Was there other money coming into this 16 account that have nothing do with Expertos? Into this account? 17 Α. 18 Yes. No. 19 20 So this is only monies that are coming from 21 companies and individuals outside of the United States
 - companies and individuals outside of the United States that cannot pay in their local currency to Guatemala so they need to send U.S. dollars to your account in Bank Atlantic?
- 25 A. Citibank.

22

23

2.4

1 Q. Citibank. 2 Α. Yes. 3 Q. So my question is then how are you transferring money into your personal savings account 4 5 during these years when you said you're not taking a 6 salary? This -- this is not a personal savings Α. 8 account. This is a corporate savings account. 9 Right. But you have redacted lines on here Q. where you have testified that these transfers which are 10 redacted are an interbank transfer into your savings 11 12 account? 13 Into the company savings account. Α. 14 0. So Expertos 15 Expertos has a savings account and a checking Α. 16 account. 17 0. 18 These transfers are from Expertos savings to 19 Expertos checking, or vice versa. 20 And how would you decide when you're going to ď. transfer money into the Expertos savings account? 21 22 When I knew that I was going to need money to Α. 23 purchase equipment for Expertos SA in the United States 24 and carry it down. I buy all the computers, for

example, or laptops here in the United States and I

25

carry them down as part of my luggage.

1

2

3

4

5

6

7

8

9

10

13

14

15

16

17

18

19

22

23

24

25

- Q. I see. And the savings account, do you transfer money out of the savings account as well?
- A. I made transfer between the savings and the checking or the checking to the savings, either way.
- Q. But when you wire money out to Expertos SA or to Mr. Baker, where does that money go, does it come out of your -- the company savings account or the checking account?
 - A. Normally the checking account.
- 11 Q. Is there a time that it ever came out of the 12 savings that you're aware of?
 - A. That I remember, no.
 - Q. Did you bring copies of the savings account, the statements of the savings account with you today?
 - A. Yes. They are -- they are all listed together. Citibank, the -- the Citibank statements that I brought show both savings and checking on the same -- on the same sheet.
- 20 Q. How am I supposed to distinguish which one is 21 which?
 - A. Let me see if I can find one. If you -- on these pages it's hard to see because of the Xerox, but it says checking activity, savings activity.
 - Q. Okay.

They list the -- both accounts on the same --1 Α. 2 on the same statement page. 3 0. I see. All right. What is the purpose of 4 having two accounts for Expertos, Inc., a company that really doesn't do anything other than use itself as a 5 conduit for people that need to pay in dollars? 6 I just set it up so that I was hoping that I 8 could build up money in the savings account to use for 9 expenses and use the checking account to move the money 10 back and forth. 11 Q. Okay. 12 Can you tell me, madam MR. D'LOUGHY: 13 court reporter off the record, can you tell me 14 what the last statement date we refer to is, 15 please? (Discussion off the record.) 16 17 BY MR. D'LOUGHY: 18 Well, I have a note here on 9/11/2015, so I'm 19 going to just -- we may duplicate something, but at 20 least I'm confident that that's -- at least I've been over this. 21 22 November of 2015, fund transfer Seguri Dad 23 Tecnol, O-q-i-c-a Rives, R-i-v-e-s, 4,185? FVAS? 24 Α. FVAS license, yes. 25 Is this a Mexican company? Q.

```
1
          Α.
               Yes.
 2
               S-e-q-u-r-i, space, D-a-d, space, T-e-c-n-o-l,
 3
     space, O-q-i-c-a, space, R-i-v-e-s. Okay?
 4
               December we skip over -- no, we don't.
 5
     December of 2015, Seguri Dad Tecnol, repeat 4,235.
 6
     that a license fee?
 7
          Α.
               Yes.
               And that's a Mexican company?
 8
          Q.
 9
               Mexican company. Same one.
          Α.
10
               Okay. And the last page is July 1st, through
          Ο.
     July 31st, 2016. And there's nothing -- everything has
11
12
     been redacted. Is this also an interbank transfer?
13
          Α.
               Yes.
14
          0.
               Okay. What happened from July until now,
     July 16 until now, business?
15
               None.
16
          Α.
               And within this stack of bank statements you
17
          Ο.
18
     have provided, is it your testimony that you have
19
     transferred money from either your savings or business
20
     account to Mr. Baker in paying off the loan?
          Α.
21
               Yes.
22
               Do you know how much?
          Q.
23
          Α.
               Not exactly.
24
               Do you think you can find out by Friday?
          Q.
25
               Yes.
          Α.
```

1

2

3

4

5

6

8

9

10

11

12

13

14

15

16

17

18

19

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22

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24

25

Q. Okay. And with respect to the business checking account, not the savings but the business, any transfers out, would they have been only to Expertos SA and to Mr. Baker and his company? Would there be any other transferees that money would have gone to? Α. No. With respect to the savings account, were the 0. transfers only to SA, Mr. Baker or a check to you so you can purchase equipment? Α. Yes. And the documents would reflect one of those 0. three scenarios? Α. Yes. And we're marking this as Plaintiff's Exhibit 2 for Mr. Savage -- or, I'm sorry, we've already marked it as Plaintiff's Exhibit 1 for Mr. Savage. pardon me. Mr. Savage, do you still do quite a bit of traveling, flying in and out of Guatemala? Α. Yes. And how often do you travel in an out of the 21 0. country of Guatemala? Α. Eight or ten times a year. Q. And do you have customers that visit you in Guatemala from outside of the country of Guatemala?

1 Α. Very rarely, but yes. 2 So I want ask you first of all, I see that 3 your passport was renewed on January 9th, 2015; is that 4 correct? I'd have to look but --5 Α. Would you agree with that of course? 6 Q. Α. Yes. 8 MR. D'LOUGHY: This is going to be 9 Plaintiff's Exhibit 2, please for Mr. Savage. 10 And it's a copy of the contents pages of his 11 passport. 12 (Plaintiff's Exhibit No. 2 was marked for 13 identification and retained by Mr. D'Loughy.) 14 BY MR. D'LOUGHY: 15 Let me assume that the possible hundreds of 0. 16 stamps in here are representative of trips in and out of the country of Guatemala. Would that be a correct 17 assessment? 18 19 Yes. 20 Assumption. And I'm not going to ask you about each 21 22 and every trip you have taken out of Guatemala because I 23 don't know that you would be helpful in recalling. But 24 let's go to the most recent. March 22nd, 2016 or '17. 25 Can you tell me what that stamp represents?

1 Α. This is the exit from Guatemala to fly here. Okay. And then March 7, 2017 what does that 2 0. 3 represent? 4 Α. Entry into Guatemala. 5 0. And where did you come into Guatemala from? 6 Α. Mexico. And what were you doing in Mexico? 7 Q. I went to teach a course, but no students 8 Α. 9 showed up so I did not teach the course. 10 Sell any licenses? 0. 11 Α. No. 12 And then prior to that November of 2016, and I Q. 13 guess DIC means December of 2016. 14 Α. Yes. 15 You traveled, where did you travel? 0. To the United States. 16 Α. And for personal reasons? 17 Q. 18 For Christmas, yes. 19 And what is -- what does ENE mean? 20 January. Α. 21 And that's your -- what is January 0. 22 representing in that travel? 23 Α. That is when I returned to Guatemala after 24 Christmas. 25 Q. Okay. And do you still have the passport that

```
1
     preceded the -- this passport? Do you still have a copy
 2
     of that passport?
 3
          Α.
                No.
                Where is it?
 4
          0.
 5
          Α.
                The Embassy retained it.
                And when you got this renewed, you renewed it
 6
          Q.
 7
     at which Embassy?
 8
          Α.
                In Guatemala.
 9
          Q.
                You didn't do it inside the United States, you
10
     were there in Guatemala at the time?
11
          Α.
                Correct.
12
                Have you ever traveled to South Africa?
          Q.
13
          Α.
                No.
14
          Q.
                UK?
15
          Α.
                Yes.
16
          Q.
                How long
                2015
17
          Α.
18
          Q.
               What was the nature of the visit?
19
                Vacation.
20
                No selling of licenses?
          Q.
          Α.
21
                No.
22
          Q.
                What about Australia?
23
          Α.
                Yes.
24
          Q.
                Recently?
25
                I think it was four years ago.
          Α.
                                                  I went to
```

```
1
     visits my daughter who lives in Australia.
 2
               Not a business related trip?
 3
          Α.
               No.
 4
          0.
               Where does the majority of your travels take
 5
     you?
 6
               Mexico.
          Α.
               And most of that is business related?
 7
          0.
 8
          Α.
               Yes.
 9
               Thank you for that.
          Q.
10
          Α.
               Okay.
               I am missing my copy of this passport.
11
          Q.
12
                              There's an extra one here.
               MR. FARWELL:
13
               MR. D'LOUGHY: I'll take it. Thank you.
14
               MR. FARWELL:
                             Sure.
15
     BY MR. D'LOUGHY:
16
               Mr. Savage, I have no further questions of
          0.
17
     you. Your attorney may want to cross-examine on some of
18
     the areas that I've examined you on or he may not.
19
                      CROSS (MICHAEL SAVAGE)
20
     BY MR. FARWELL:
               I just have a couple of quick follow-up
21
22
     questions. Just to clarify a couple of things,
23
     Mr. Savage, there was a lot of talk that you, you, you
24
     you, for example, you licensed the FVAS. Was it you
25
     licensed the FVAS or was it Expertos VSA SA?
```

1 Α. Expertos VSA SA. 2 Same question with regards to selling, there 3 was mention of you selling. Who actually was selling, if indeed there was sales taking place, you or Expertos 4 VSA SA? 5 Expertos VSA SA. 6 Α. 7 And then you talked about -- the exact words were "my product." Was that your product or Expertos 8 9 VSA SA's product? 10 You said, "my product." When you said your product or my product, whose product did you mean? 11 12 Expertos, the product of Expertos VSA SA, Α. 13 Guatemala. And then finally one final question, you 14 0. 15 talked about you or I repaying Mr. Baker gradually back. 16 Again, was that you or was that Expertos VSA SA of Guatemala? 17 18 Expertos VSA SA of Guatemala. 19 MR. FARWELL: I have no further questions 20 at this point. MR. D'LOUGHY: Read or waive? 21 22 MR. FARWELL: We'll read, and if we can do 23 so tomorrow we will, and if it doesn't work out 24 we'll deal with the court reporter then 25 depending on how much time.

```
1
          MR. D'LOUGHY: I just want to say thank
 2
     you for cooperating. I appreciate it.
 3
          MR. FARWELL: Yes, and then I'm going to
 4
     do this one final time.
 5
          We are going off the record in NITV Federal
 6
     Services, Inc. versus Elwood Gary Baker, et cetera
 7
     Case Number 50-2015-CA-005885. It is still
     March 29th, 2017 and it is 4:54 p.m.
                                            And we are
 8
 9
     now off the record.
10
          MR. D'LOUGHY: I want the rough and the
11
     final tomorrow.
12
          I am retaining all of the originals.
13
          (Witness excused.)
          (Deposition was concluded.)
14
15
16
17
18
19
20
21
22
23
24
25
```

1	CERTIFICATE OF OATH
2	THE STATE OF FLORIDA
3	COUNTY OF PALM BEACH
4	
5	
6	I, the undersigned authority, certify that
7	MICHAEL SAVAGE personally appeared before me and was
8	duly sworn on the 29th day of March, 2017.
10	Dated this 30th day of March, 2017.
11	
12	
13	Klocker Szaho
14	
15	Kathleen M. Szabo, RPR
16	Notary Public - State of Florida My Commission Expires: 4/22/2019
17	My Commission No.: FF205570
18	
19	
20	
21	
22	
23	
24	
25	

1	CERTIFICATE
2	THE STATE OF FLORIDA
3	COUNTY OF PALM BEACH
4	
5	I, Kathleen Szabo, Registered Professional
6	Reporter and Notary Public in and for the State of Florida at large, do hereby certify that I was
7	authorized to and did report said deposition in stenotype; and that the foregoing pages are a true
8	and correct transcription of my shorthand notes of said deposition.
9	I further certify that said deposition was
10	taken at the time and place hereinabove set forth and that the taking of said deposition was commenced and
11	completed as hereinabove set out.
12	I further certify that I am not attorney or counsel of any of the parties, nor am I a relative or
13	employee of any attorney or counsel of party connected with the action, nor am I financially interested in the
14	action.
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24	
25	

```
1
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               March 29, 2017
 2
    TO:
               MICHAEL SAVAGE
               c/o SCOTT W. ZAPOLLO, ESQUIRE
 3
               ZAPPOLO FARWELL ATTORNEYS AT LAW
               7108 Fairway Drive, Suite 150
 4
               Palm Beach Gardens, Florida 33418
 5
    DEPOSITION OF: MICHAEL SAVAGE
    TAKEN: 3/29/17
                      JOB NO.: 1552911
 6
     IN RE: NITV Federal Services, LLC vs. Baker
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22
    MICHAEL SAVAGE
23
     cc: Via transcript: James D'Loughy, Esquire
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25
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4	COUNTY OF PALM BEACH
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