
From: Steger, Lon - eSpeed [LSteger@espeed.com]
Sent: Friday, July 09, 2004 3:49 PM
To: Troy, Patrick - eSpeed; Noviello, Joe - eSpeed; Wyant, Matt - eSpeed; Saltzman, Paul; Foley, Kevin -eSpeed; Johnson, Jim - eSpeed
Cc: Stedman, James
Subject: RE: Ladder View

I plan on being in Chicago Mon-Wed Jly 19-21 with my AutoSpeed basis spreader. My list of clients to see:

1. Cobalt Trading - has AS
2. Wolverine - has AS
3. Harrison - has AS
4. Gelber - has AS
5. M&N - has AS
6. Ronin - has AS
7. TMG - has AS
8. Goldenberg - need to sign license agreement
9. Rosenthal Collins - need to sign license agreement
10. DE Trading - has AS
11. S&L - has AS
12. Chopper Trading - has AS
13. GETCO - has AS
14. Kingstree - need to sign license agreement
15. Refco - need to sign license agreement

New demos
DRW, Marquette, Advantage Futures

I'm holding off on showing my spreader to Darwin Trading even though they have 7 AS licenses. Tom Burns heads their IT and his brother Mike runs product development for TT.

Pat, I need you to get Earl Spencer to sign the AS agreement, whoever took over for Mike Downs at RC (Juan Urena has agreement), and Chuck McIlvaine (Doug Foster).

Thanks,

Lon

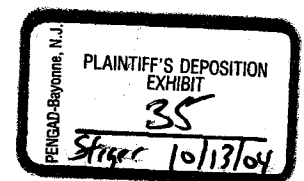
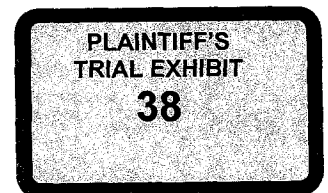
Lon Steger
eSpeed Software Solutions
212-829-4957 phone
917-678-3482 mobile

-----Original Message-----

From: Troy, Patrick - eSpeed
Sent: Friday, July 09, 2004 3:21 PM
To: Noviello, Joe - eSpeed; Wyant, Matt - eSpeed; Saltzman, Paul; Foley, Kevin -eSpeed; Johnson, Jim - eSpeed
Cc: Stedman, James; Steger, Lon - eSpeed
Subject: RE: Ladder View

I figured while we had their full attention with a positive new trading tool.
We would hit them with both barrels.

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eS0019417

But I will take what I can get - Tuesday works for me.

-----Original Message-----

From: Noviello, Joe - eSpeed
Sent: Friday, July 09, 2004 1:22 PM
To: Troy, Patrick - eSpeed; Wyant, Matt - eSpeed; Saltzman, Paul; Foley, Kevin -eSpeed; Johnson, Jim - eSpeed
Cc: Stedman, James; Steger, Lon - eSpeed
Subject: RE: Ladder View

This is a much bigger agenda - I only have Tuesday available next week. If you want 2-3 days it will have to wait a week.

Do you really want to open this up to include all these subjects? Why not just focus on the ladder view that you have pressed is so crucial?

-----Original Message-----

From: Troy, Patrick - eSpeed
Sent: Friday, July 09, 2004 2:20 PM
To: Noviello, Joe - eSpeed; Wyant, Matt - eSpeed; Saltzman, Paul; Foley, Kevin -eSpeed; Johnson, Jim - eSpeed
Cc: Stedman, James; Steger, Lon - eSpeed
Subject: RE: Ladder View

I would like to break this into 3 types of meetings for the top 5 + firms

- 1) Discuss all trading scenarios work up, timers etc...
- 2) Introduction to the Ladder - gather feed back
- 3) Introduction to the " simple " spreader - Maybe Lon Steger could join us.

*** also reintroduction our Futures ISV capabilities.

TO really hit the firms and spend the quality time with them, I'm going to need you for at least 2 -3 days.

Please let me know,
Patrick

-----Original Message-----

From: Noviello, Joe - eSpeed
Sent: Thursday, July 08, 2004 5:19 PM
To: Troy, Patrick - eSpeed; Wyant, Matt - eSpeed; Saltzman, Paul; Foley, Kevin -eSpeed; Johnson, Jim - eSpeed
Cc: Stedman, James
Subject: Re: Ladder View

Wed is better for me.

-----Original Message-----

From: Troy, Patrick - eSpeed <PTroy@espeed.com>
To: Noviello, Joe - eSpeed <jnoviello@espeed.com>; Wyant, Matt - eSpeed <mwyant@espeed.com>; Saltzman, Paul <PSaltzman@espeed.com>; Foley, Kevin -eSpeed <KFoley@espeed.com>; Johnson, Jim - eSpeed <JJohnson@eSpeed.co.uk>
CC: Stedman, James <JStedman@espeed.com>
Sent: Thu Jul 08 15:07:19 2004
Subject: RE: Ladder View

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eS0019418

Done -- Monday bring the software. I can't stress any more how important this is to roll out first.
Let's get this done.

FYI - A FX trader mentioned to Mark Homuth that he was having a rough time viewing our spot market because of the layout.

He was used to the TT view for Currency futures (Different breed of trader - non Bank - learned futures trading first).

Once this ladder view passes the test, it will be a great option for FX traders and the EGBs. Both products can involve a futures hedge.

-----Original Message-----

From: Noviello, Joe - eSpeed
Sent: Thursday, July 08, 2004 12:15 PM
To: Troy, Patrick - eSpeed; Wyant, Matt - eSpeed; Saltzman, Paul; Foley, Kevin -eSpeed; Johnson, Jim - eSpeed
Cc: Stedman, James
Subject: RE: Ladder View

Perhaps I should plan a day trip for next week and collect the feedback???

From: Troy, Patrick - eSpeed
Sent: Thursday, July 08, 2004 12:41 PM
To: Wyant, Matt - eSpeed; Saltzman, Paul; Foley, Kevin -eSpeed; Johnson, Jim - eSpeed
Cc: Stedman, James; Noviello, Joe - eSpeed
Subject: RE: Ladder View

Do we have a date when I can demo this to Chicago traders. They are dieing to see it.

I can get a few traders to use this in production sometime next week.

-----Original Message-----

From: Wyant, Matt - eSpeed
Sent: Tuesday, July 06, 2004 8:13 PM
To: Saltzman, Paul; Troy, Patrick - eSpeed; Foley, Kevin -eSpeed; Johnson, Jim - eSpeed
Cc: Stedman, James; Noviello, Joe - eSpeed
Subject: RE: Ladder View

Since we hold the keys to the castle and this is a release we would like certain eyes to see. I think it would be worth permissioning only those users to view it at this point.

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eS0019419

From: Saltzman, Paul
Sent: Tuesday, July 06, 2004 8:24 PM
To: Troy, Patrick - eSpeed; Foley, Kevin -eSpeed; Johnson, Jim - eSpeed
Cc: Stedman, James; Noviello, Joe - eSpeed; Wyant, Matt - eSpeed
Subject: RE: Ladder View

Although I can't speak at this point to what else is in the works - seems to me we should hop on this ASAP. The arcades are consistently top twenty users, and this is exactly the value added customized tools we are speaking about and as I understand things this vertical stack is suitable to all sorts of futures related products. I can definitely corroborate our customer's enthusiasm during my Chicago mtgs with pat and word would get around quickly in chi town on how responsive we are. For what it's worth.....Paul

From: Troy, Patrick - eSpeed
Sent: Tuesday, July 06, 2004 7:47 PM
To: Foley, Kevin -eSpeed; Saltzman, Paul; Johnson, Jim - eSpeed
Subject: FW: Ladder View

Guys,

see email below - It is very important to be the first on the block on this. Traders that want this need to get use to ours not their first.

regards,

Patrick

-----Original Message-----

From: Troy, Patrick - eSpeed
Sent: Tuesday, July 06, 2004 12:09 PM
To: Noviello, Joe - eSpeed; Wyant, Matt - eSpeed
Subject: RE: Ladder View

Joe,

In my meetings with the top 5 Chicago firms last week, I discussed this cash view option. They

all want it and are willing to beta test it for us. Please make it available ASAP. I need to get this

out before the other guys - it's very important to beat them on the release.

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eS0019420

They will all give us

as much feed back that is needed. If beta goes well we could slowly release it in production.

Patrick

-----Original Message-----

From: Noviello, Joe - eSpeed
Sent: Tuesday, July 06, 2004 9:23 AM
To: Wyant, Matt - eSpeed
Cc: Troy, Patrick - eSpeed
Subject: RE: Ladder View

The application group needs to build an official beta and then we can start a beta viewing. Let's get a list to Kevin and Jim before we take any steps.

From: Wyant, Matt - eSpeed
Sent: Tuesday, July 06, 2004 10:19 AM
To: Noviello, Joe - eSpeed
Cc: Troy, Patrick - eSpeed
Subject: Ladder View

Joe,

Pat has a couple guys he wants to give the ladder view to. Is it ready for Beta in the field?

Pat,

Could you supply the list?

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