

**From:** Ruyak, Rob <ruyar@amazon.com>  
**Sent:** Wednesday, December 12, 2018 8:25 PM EST  
**To:** John Kaufhold <johnk@deeplearninganalytics.com>  
**CC:** Maria Leonzo <mleonz@arlingtonva.us>; Victor Hoskins <vhoskins@arlingtonva.us>  
**Subject:** Re: REQUEST TO MEET WITH A LOCAL DATA ANALYTICS COMPANY

It would be helpful to know what you are looking for in terms of support.

I'll try to call you tomorrow when I get a chance.

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**Rob Ruyak**  
*Worldwide Public Sector*  
Venture Capital & Startups

571-444-2596 – work  
415-425-3086 – mobile



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**From:** John Kaufhold <johnk@deeplearninganalytics.com>  
**Date:** Wednesday, December 12, 2018 at 8:23 PM  
**To:** Rob Ruyak <ruyar@amazon.com>  
**Cc:** Maria Leonzo <mleonz@arlingtonva.us>, Victor Hoskins <vhoskins@arlingtonva.us>  
**Subject:** Re: REQUEST TO MEET WITH A LOCAL DATA ANALYTICS COMPANY

Rob,

January would very likely be too late.

Would you have time for a 15 minute call tomorrow or Friday? I suspect I won't need much of your time.

Thanks,  
-johnk-

On Wed, Dec 12, 2018 at 8:17 PM Ruyak, Rob <[ruyar@amazon.com](mailto:ruyar@amazon.com)> wrote:

John,

I'm still on the road and may have to take a later flight home tomorrow. I hate to do this but the end of the year stuff is ready eating up my time. Can we meet in January? I really appreciate the patience.

Rob

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**Rob Ruyak**  
*Worldwide Public Sector*  
Venture Capital & Startups

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**From:** John Kaufhold <[johnk@deeplearninganalytics.com](mailto:johnk@deeplearninganalytics.com)>  
**Date:** Wednesday, December 12, 2018 at 6:04 PM  
**To:** Maria Leonzo <[mleonz@arlingtonva.us](mailto:mleonz@arlingtonva.us)>  
**Cc:** Rob Ruyak <[ruyar@amazon.com](mailto:ruyar@amazon.com)>, Victor Hoskins <[vhoskins@arlingtonva.us](mailto:vhoskins@arlingtonva.us)>

**Subject:** Re: REQUEST TO MEET WITH A LOCAL DATA ANALYTICS COMPANY

Rob,

I'm also located in Ballston and can support an in person meeting at 4:30pm tomorrow at [4250 N Fairfax](#) on the 14th floor if that works better than a teleconference.

thanks,  
-johnk-

On Tue, Dec 4, 2018 at 8:37 AM Maria Leonzo <[Mleonz@arlingtonva.us](mailto:Mleonz@arlingtonva.us)> wrote:

I think that is good for Victor, if we need to schedule a follow up, please let me know.  
I will send the calendar invite with the call number.

Best,

**MARIA LEONZO**

*Human Resources Manager*

*Arlington Economic Development*

*1100 N Glebe Rd., Ste 1500 | Arlington, VA 22201*

*703.228.0822 Voice | 703.228.0805 Fax*

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**From:** Ruyak, Rob [mailto:[ruyar@amazon.com](mailto:ruyar@amazon.com)]

**Sent:** Monday, December 03, 2018 5:46 PM

**To:** John Kaufhold <[johnk@deeplearninganalytics.com](mailto:johnk@deeplearninganalytics.com)>; Maria Leonzo <[Mleonz@arlingtonva.us](mailto:Mleonz@arlingtonva.us)>

**Subject:** Re: REQUEST TO MEET WITH A LOCAL DATA ANALYTICS COMPANY

Great to me you, John!

How about a 30 min call this Thursday at 4:30pm?

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**Rob Ruyak**

*Worldwide Public Sector*

Venture Capital & Startups

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415-425-3086 – mobile



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**From:** John Kaufhold <[johnk@deeplearninganalytics.com](mailto:johnk@deeplearninganalytics.com)>

**Date:** Monday, December 3, 2018 at 5:08 PM

**To:** Maria Leonzo <[Mleonz@arlingtonva.us](mailto:Mleonz@arlingtonva.us)>

**Cc:** Rob Ruyak <[ruyar@amazon.com](mailto:ruyar@amazon.com)>

**Subject:** Re: REQUEST TO MEET WITH A LOCAL DATA ANALYTICS COMPANY

Maria,

Thanks to you and Victor for setting this up.

Rob,

I'm taking the liberty of forwarding an intro deck. Please don't hesitate to reach out if you have any questions.

thanks,  
-johnk-

On Mon, Dec 3, 2018 at 4:59 PM Maria Leonzo <[Mleonz@arlingtonva.us](mailto:Mleonz@arlingtonva.us)> wrote:

Good afternoon Rob, following up the request from Victor Hoskins. Can you give us your availability so I can check Victor's calendar and John can tell us what works for him.

Thank you

**MARIA LEONZO**  
Human Resources Manager  
**Arlington Economic Development**  
1100 N Glebe Rd., Ste 1500 | Arlington, VA 22201  
703.228.0822 Voice | 703.228.0805 Fax

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**From:** Victor Hoskins  
**Sent:** Friday, November 30, 2018 4:37 PM  
**To:** Maria Leonzo <[Mleonz@arlingtonva.us](mailto:Mleonz@arlingtonva.us)>  
**Cc:** Ruyak, Rob <[ruyar@amazon.com](mailto:ruyar@amazon.com)>; [johnk@deeplearninganalytics.com](mailto:johnk@deeplearninganalytics.com)  
**Subject:** RE: REQUEST TO MEET WITH A LOCAL DATA ANALYTICS COMPANY

Maria,

Please coordinate a meeting for Rob Ruyak, Amazon, John Kaufhold, Deep Learning and me within the next couple of weeks. Rob has the most complex travel schedule so please get potential dates and times from him first. We can meet at Rob's offices at AWS Innovation Center 4250 N Fairfax Drive 14<sup>th</sup> Floor.

Victor

Victor Hoskins  
Executive Director  
Arlington Economic Development  
1100 North Glebe Road, Suite 1500  
Arlington, VA 22201  
(703)228-0808 office  
(703)228-0805 fax

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Managing Partner and Data Scientist  
Deep Learning Analytics  
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Arlington, VA 22203  
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