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The GiFiles

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THE GLOBAL INTELLIGENCE FILES

On Monday February 27th, 2012, WikiLeaks began publishing *The Global Intelligence Files*, over five million e-mails from the Texas headquartered "global intelligence" company Stratfor. The e-mails date between July 2004 and late December 2011. They reveal the inner workings of a company that fronts as an intelligence publisher, but provides confidential intelligence services to large corporations, such as Bhopal's Dow Chemical Co., Lockheed Martin, Northrop Grumman, Raytheon and government agencies, including the US Department of Homeland Security, the US Marines and the US Defence Intelligence Agency. The emails show Stratfor's web of informers, pay-off structure, payment laundering techniques and psychological methods.

FW: CIS Pipeline report

Released on 2013-10-14 00:00 GMT

Email-ID	362695
Date	2008-03-31 16:21:37
From	Anya.Alfano@stratfor.com
To	burton@stratfor.com

Attached Files

#	Filename	Size
3879	3879_image001.jpg (/gifiles/attach/3/3879_image001.jpg)	2.6KiB
31077	31077_CIS_pipeline080331.pdf (/gifiles/attach/31/31077_CIS_pipeline080331.pdf)	141.9KiB



CIS Pipeline

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Report Generation Status: Complete

Jay Young > Sales

Hierarchy [Debora Henson](#) [Joe de Feo](#) [Ronnie Oldham](#)

Report Options:

Summarize information by: **Time Frame**
 Interval: Duration:
 Start Date: End Date:

View: Opportunity Status: Probability:

- [Run Report](#) [Hide Details](#) [Customize](#) [Save](#) [Save As](#) [Delete](#) [Printable View](#) [Export Details](#)

Generated Report:

Filtered By: [Edit](#)
 Product equals [Global Vantage](#), [CIS](#), [PIM](#), [Custom Reports](#), [Crisis Intelligence](#) [Clear](#)

Account Name	Opportunity Name	Type	Amount	Expected Revenue	Close Date	Stage	Probability (%)	Age	Opportunity Owner
<input type="checkbox"/> Close Month 3/1/2008 (2 records)									
			\$100,000.00	\$65,000.00				avg 204.5	
Cedar Hill Capital	Cedar Hill - CIS (NB) '08	New Business	\$80,000.00	\$60,000.00	3/31/2008	5 - Proposal with a decision promised	75%	27	Jay Young
Archer Daniels Midland Company	Archer Daniel Midland-GV (R) '08	Renewal	\$20,000.00	\$5,000.00	3/31/2008	2 - Agreed to formal meeting	25%	382	Debora Henson
<input type="checkbox"/> Close Month 4/1/2008 (12 records)									
			\$392,500.00	\$192,650.00				avg 62.083	
Caterpillar Inc.	Caterpillar - CIS (NB) '08	New Business	-	-	4/1/2008	1 - Initial contact with some interest	10%	27	Jay Young
Vinyl Institute	Vinyl Institute - CIS (NB) '08	New Business	-	-	4/1/2008	1 - Initial contact with some interest	10%	27	Jay Young
Dow Chemical Company	Dow - CIS (NB) '08	New Business	\$36,000.00	\$3,600.00	4/1/2008	1 - Initial contact with some interest	10%	27	Jay Young
Northrop Grumman IT	Northrop Grumman - GV (R) '08	Renewal	\$24,000.00	\$18,000.00	4/4/2008	5 - Proposal with a decision promised	75%	174	Debora Henson
Perot Systems Corporation	Perot Systems - GV (R) '08	Renewal	\$36,000.00	\$27,000.00	4/10/2008	5 - Proposal with a decision promised	75%	28	Debora Henson
Schneider Electric SA	Schneider Elec - PIM (NB) '08	New Business	\$12,500.00	\$6,250.00	4/14/2008	5 - Proposal with a decision promised	50%	17	Jay Young

<u>Marsh Risk Consulting</u>	<u>Marsh Risk Consulting - CIS (NB) '08</u>	New Business	\$50,000.00	\$5,000.00	4/15/2008	1 - Initial contact with some interest	10%	27	<u>Joe de Feo</u>
<u>Apache Corporation</u>	<u>Apache - CIS (NB) '08</u>	New Business	\$50,000.00	\$20,000.00	4/27/2008	3 - Qualified with pain, budget, decisio	40%	33	<u>Ronnie Oldham</u>
<u>Wexford Capital LLC</u>	<u>Wexford Capital - GV (R) '08</u>	Renewal	\$22,000.00	\$8,800.00	4/30/2008	3 - Qualified with pain, budget, decisio	40%	334	<u>Debora Henson</u>
<u>Texas Department of Public Safety</u>	<u>Texas Department of Public Safety - CIS (NB) '08</u>	New Business	\$50,000.00	\$20,000.00	4/30/2008	4 - In trial	40%	7	<u>Debora Henson</u>
<u>Ziff Brothers Investments</u>	<u>Ziff Family - PIM (NB) '08</u>	New Business	\$58,000.00	\$43,500.00	4/30/2008	5 - Proposal with a decision promised	75%	27	<u>Jay Young</u>
<u>Wal-Mart Stores, Inc.</u>	<u>Wal-Mart SRM (R) '08</u>	Renewal	\$54,000.00	\$40,500.00	4/30/2008	5 - Proposal with a decision promised	75%	17	<u>Joe de Feo</u>

Close Month 5/1/2008 (8 records)

			\$429,997.00	\$172,398.80				avg 29.625	
<u>Chevron Phillips Chemical Company LLC</u>	<u>Chevron Phillips Chemical Company - GV (NB) '08</u>	New Business	\$36,000.00	\$9,000.00	5/1/2008	2 - Agreed to formal meeting	25%	118	<u>Ronnie Oldham</u>
<u>W. R. Grace & Co.</u>	<u>Grace - CIS (NB) '08</u>	New Business	\$20,000.00	\$8,000.00	5/1/2008	3 - Qualified with pain, budget, decisio	40%	7	<u>Debora Henson</u>
<u>American Petroleum Institute</u>	<u>API - CIS (NB) '08</u>	New Business	\$60,000.00	\$6,000.00	5/1/2008	1 - Initial contact with some interest	10%	27	<u>Joe de Feo</u>
<u>AT&T Inc.</u>	<u>ATT - CIS (NB) '08</u>	New Business	-	-	5/1/2008	1 - Initial contact with some interest	0%	27	<u>Jay Young</u>
<u>Emerson Electric Co.</u>	<u>Emerson - PIM (R) '08</u>	Renewal	\$36,000.00	\$14,400.00	5/11/2008	3 - Qualified with pain, budget, decisio	40%	28	<u>Jay Young</u>
<u>Avon Products, Inc.</u>	<u>Avon - PIM (NB) '08</u>	New Business	\$68,000.00	\$51,000.00	5/15/2008	5 - Proposal with a decision promised	75%	0	<u>Joe de Feo</u>
<u>Marsh Risk Consulting</u>	<u>Marsh Crisis Consulting - CIS (R) '08</u>	Renewal	\$209,997.00	\$83,998.80	5/21/2008	3 - Qualified with pain, budget, decisio	40%	27	<u>Joe de Feo</u>
<u>ConocoPhillips</u>	<u>ConocoPhillips - PIM (NB) '08</u>	New Business	-	-	5/30/2008	1 - Initial contact with some interest	10%	3	<u>Joe de Feo</u>

Close Month 6/1/2008 (6 records)

			\$191,500.00	\$40,800.00				avg 102.667	
<u>Kimberly-Clark</u>	<u>Kimberly-Clark - CIS (R) '08</u>	Renewal	\$49,500.00	\$0.00	6/1/2008	1 - Initial contact with some interest	0%	42	<u>Joe de Feo</u>
<u>Society of the Plastics Industry</u>	<u>SPI - CIS (NB) '08</u>	New Business	-	-	6/1/2008	2 - Agreed to formal meeting	25%	3	<u>Joe de Feo</u>
<u>Dow Corning</u>	<u>Dow Corning - CIS (R) '08</u>	Renewal	\$102,000.00	\$40,800.00	6/1/2008	3 - Qualified with pain, budget, decisio	40%	40	<u>Joe de Feo</u>
<u>Kelly Services Inc.</u>	<u>Kelly Services - CIS (NB) '08</u>	New Business	-	-	6/12/2008	1 - Initial contact	0%	19	<u>Ronnie Oldham</u>

Coca Cola Company	Coca-Cola Company - GV (R) '08	Renewal	\$20,000.00	\$0.00	6/30/2008	1 - Initial contact with some interest	0%	283	Debora Henson
Intel Corporation	Intel Corp - GV (R) '08	Renewal	\$20,000.00	\$0.00	6/30/2008	1 - Initial contact with some interest	0%	229	Debora Henson
<input type="checkbox"/> Close Month 7/1/2008 (1 record)									
			\$33,000.00	\$0.00				avg 263	
Knights of Columbus	Knights of Columbus - PIM (R) '08	Renewal	\$33,000.00	\$0.00	7/19/2008	1 - Initial contact with some interest	0%	263	Debora Henson
<input type="checkbox"/> Close Month 8/1/2008 (2 records)									
			\$101,000.00	\$32,400.00				avg 173	
Dell Computer	Dell - PIM (R) '08	Renewal	\$81,000.00	\$32,400.00	8/1/2008	3 - Qualified with pain, budget, decisio	40%	28	Jay Young
Washington Group International	Washington Group International - GV (R) '08	Renewal	\$20,000.00	\$0.00	8/2/2008	1 - Initial contact with some interest	0%	318	Debora Henson
<input type="checkbox"/> Close Month 9/1/2008 (1 record)									
			\$22,000.00	\$0.00				avg 181	
SUEZ Energy Marketing NA, Inc	SUEZ - GV (R) '08	Renewal	\$22,000.00	\$0.00	9/30/2008	1 - Initial contact with some interest	0%	181	Debora Henson
<input type="checkbox"/> Close Month 10/1/2008 (1 record)									
			\$12,000.00	\$0.00				avg 112	
Interest & Currency Consultants	ICC Currency Consultants - GV (R) '08	Renewal	\$12,000.00	\$0.00	10/1/2008	1 - Initial contact with some interest	0%	112	Ronnie Oldham
<input type="checkbox"/> Close Month 11/1/2008 (3 records)									
			\$58,500.00	\$4,200.00				avg 113	
ITT Aerospace and Communications	ITT Aerospace and Communications - GV (R) '08	Renewal	\$24,000.00	\$0.00	11/2/2008	1 - Initial contact with some interest	0%	146	Debora Henson
Watermark	Watermark - P M (R) '08	Renewal	\$10,500.00	\$4,200.00	11/16/2008	3 - Qualified with pain, budget, decisio	40%	27	Jay Young
Cedar Hill Capital	Cedar Hill Capital - GV (R) '08	Renewal	\$24,000.00	\$0.00	11/20/2008	1 - Initial contact with some interest	0%	166	Debora Henson
<input type="checkbox"/> Close Month 12/1/2008 (1 record)									
			\$168,700.00	\$67,480.00				avg 46	
American Petroleum Institute	API - CIS (R) '08	Renewal	\$168,700.00	\$67,480.00	12/1/2008	3 - Qualified with pain, budget, decisio	40%	46	Joe de Feo
Grand Totals (37 records)			\$1,509,197.00	\$574,928.80				avg 89.027	

Check rows above to filter to just those rows, then drill down by:

--None--

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