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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

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

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

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

Close Month 5/1/2008 (8 records)

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

Close Month 6/1/2008 (6 records)

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

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