

unmasterd Account Database

OPPORTUNITY																	CLIENT						GLOBAL FINANCIALS								
Company	AKA	Value Chain	Subs	Parent	Website	In SP?	Current Client?	SubSegment	SF ID	BDM	Owner	Type	Stage	Amount	Close Date	Client ID	Fee	Term	Annualized	Transaction	License Type	2010	2016	2015	CAGR	DIF	+				
Omnicon Group		Head	5		http://www.omnicongroup.com/	Yes	No					New Business	Closed Lost	\$	20,000	8/10/17							\$	11,720	\$	15,420	4.7%	\$	1,700		
Omnicon Media Group		Master Parent	12	Omnicon Group	https://www.omnicommediagroup.co.uk	No	No																\$	1,330	\$	2,840	13.5%	\$	1,510		
Diversified Agency Services (DAS)		Master Parent	55	Omnicon Group	http://dasglobal.com/	Yes	No																\$	4,980	\$	6,080	3.4%	\$	1,100		
BBDO Worldwide		Master Parent	7	Omnicon Group	https://bbdo.com/	Yes	No										22946	\$	5,300	12	\$	5,300	2/9/15		\$	1,470	\$	2,180	7.5%	\$	110
DOB Worldwide		Subsidiary	0	DOB Worldwide Communications Group	http://dbsouthamerica.com/	No	No	Branding/Consulting																\$	1,110	\$	1,700	7.4%	\$	590	
OMD		Subsidiary	0	Omnicon Media Group	http://www.omid.com/	Yes	Yes	Media Planning									29678	\$	9,919	12	\$	9,919	10/17/16		\$	730	\$	1,290	10.0%	\$	560
TBWA		Master Parent	13	Omnicon Group	http://tbwa.com/	No	No																	\$	1,520	\$	1,960	4.3%	\$	440	
pHd		Subsidiary	0	Omnicon Media Group	http://www.phimedia.com/	Yes	No	Media Planning									20946							\$	138	\$	572	26.7%	\$	434	
Ketchum		Parent	4	Omnicon Public Relations Group	http://www.ketchum.com/	Yes	Yes	Public Relations									29980	\$	5,300	12	\$	5,300	12/2/16		\$	218	\$	1,500	14.8%	\$	282
FleishmanHillard		Parent	8	Omnicon Public Relations Group	http://fleishmanhillard.com/	Yes	No	Public Relations					New Business	Closed Lost	\$	10,000	11/22/11							\$	405	\$	598	6.7%	\$	193	
Resolution Media		Subsidiary	0	Omnicon Media Group	http://resolutionmedia.com/en/	Yes	No	Media Planning																\$	14	\$	204	56.3%	\$	190	
RAPP		Parent	1	Diversified Agency Services (DAS)	http://www.rapp.com/	Yes	No	Direct Marketing					New Business	Closed Lost	\$	12,500	12/31/16							\$	588	\$	750	4.1%	\$	162	
Proximity Worldwide		Subsidiary	2	BBDO Worldwide	https://proximityworld.com/	Yes	No	Interactive Services																\$	395	\$	547	5.6%	\$	152	
GMR Marketing		Subsidiary	0	Diversified Agency Services (DAS)	https://gmrmarketing.com/en/es/	Yes	Yes	Entertainment, Events Marketing									19064	\$	2,678	12	\$	2,678	7/2/17		\$	78	\$	184	15.4%	\$	106
The Marketing Arm		Subsidiary	0	Diversified Agency Services (DAS)	http://www.themarketingarm.com/	Yes	No	Entertainment, Events Marketing					New Business	Closed Lost	\$	12,000	1/13/15							\$	102	\$	197	11.6%	\$	95	
Critical Mass		Subsidiary	2	Diversified Agency Services (DAS)	http://www.criticalmass.com/	Yes	No	Interactive Services					New Business	Closed Lost	\$	8,500	6/22/16							\$	75	\$	153	12.6%	\$	78	
Interbrand		Parent	2	DOB Worldwide Communications Group	http://interbrand.com/	Yes	No	Branding/Consulting					New Business	Engage	\$	10,000	12/31/17	11607							\$	195	\$	257	4.7%	\$	62
TBWAWorldHealth		Subsidiary	0	Omnicon Health Group	http://www.tbwaworldhealth.com/	No	No	Advertising																\$	70	\$	126	10.3%	\$	56	
Harrison and Star		Subsidiary	0	Omnicon Health Group	http://www.harrisonandstar.com/	No	No	Healthcare																\$	55	\$	105	11.4%	\$	50	
Russ Reid		Subsidiary	0	Diversified Agency Services (DAS)	https://russreid.com/	No	No	Non-Profit Marketing																\$	26	\$	73	18.8%	\$	47	
The Integral Group		Parent	1	TBWA	https://integral.com/	Yes	No	Retail/Promotion					New Business	Qualify & Uncover Needs	\$	7,500	9/30/18	22621							\$	127	\$	166	4.6%	\$	39
SiegelGale		Subsidiary	0	Diversified Agency Services (DAS)	http://www.siegelgale.com/	Yes	No	Branding/Consulting					New Business	Closed Lost	\$	35,000	6/30/17								\$	37	\$	67	10.4%	\$	30
MerklePartners		Subsidiary	0	Diversified Agency Services (DAS)	http://www.merkleandpartners.com/	Yes	No	Advertising																\$	40	\$	73	9.2%	\$	30	
CDM		Parent	1	Omnicon Health Group	http://cdmagencies.com/	No	No	Healthcare																\$	147	\$	176	3.0%	\$	29	
Javelin Agency		Subsidiary	0	Diversified Agency Services (DAS)	https://javelinagency.com/	No	No	Direct Marketing																\$	46	\$	71	7.5%	\$	25	
180 LA		Subsidiary	0	TBWA	http://www.180la.com/	Yes	No	Advertising																\$	40	\$	61	7.3%	\$	21	
GMMB		Subsidiary	0	FleishmanHillard	https://www.gmbb.com/	No	No	Public Relations																\$	30	\$	51	9.2%	\$	21	
AIMS		Subsidiary	0	DOB Worldwide Communications Group	http://aimsaad.com/	Yes	No	Multicultural Marketing																\$	17	\$	36	13.3%	\$	16	
GSD&M		Subsidiary	0	TBWA	https://www.gsdm.com/	Yes	Yes	Advertising																\$	65	\$	81	3.7%	\$	16	
Zimmerman Advertising		Parent	1	TBWA	https://www.advc.com/	Yes	Yes	Advertising																\$	134	\$	149	1.8%	\$	15	
Roberts & Langer DOB		Subsidiary	0	DOB Worldwide Communications Group	http://www.robertsandlanger.com/	No	No	Advertising																\$	8	\$	22	18.4%	\$	14	
TracyLocke		Subsidiary	0	DOB Worldwide Communications Group	http://tracylocke.com/	Yes	No	Retail/Promotion																\$	104	\$	117	2.0%	\$	13	
KERN		Parent	1	Diversified Agency Services (DAS)	http://kernagency.com/	Yes	No	Advertising																\$	43	\$	26	4.3%	\$	8	
Rodgers Townsend		Subsidiary	0	DOB Worldwide Communications Group	http://www.rodgerstownsend.com/	Yes	No	Advertising																\$	13	\$	19	6.5%	\$	6	
Targetbase		Subsidiary	0	Diversified Agency Services (DAS)	https://targetbase.com/	Yes	No	Direct Marketing					New Business	Closed Lost	\$	7,500	3/16/17							\$	82	\$	85	0.6%	\$	3	
Tribal Worldwide		Parent	1	DOB Worldwide Communications Group	http://tribalworldwide.com/	Yes	No	Advertising																\$	188	\$	187	-0.1%	\$	(1)	
Organic		Subsidiary	0	BBDO Worldwide	http://www.organic.com/	Yes	No	Interactive Services					New Business	Closed Lost	\$	7,500	12/22/16							\$	136	\$	134	-0.2%	\$	(2)	
Goodby Silverstein & Partners		Subsidiary	0	Diversified Agency Services (DAS)	https://goodbyilverstein.com/	Yes	No	Advertising					New Business	Closed Lost	\$	8,000	11/23/12							\$	107	\$	103	-0.3%	\$	0	
Doramas		Subsidiary	0	Diversified Agency Services (DAS)	https://www.doramas.com/	Yes	No	Advertising					New Business	Closed Lost	\$	10,000	9/2/13							\$	39	\$	35	-1.8%	\$	(4)	
Martin Williams Advertising		Parent	2	TBWA	https://www.martinwilliams.com/	Yes	No	Advertising																\$	37	\$	26	-6.7%	\$	(11)	
Alcone		Subsidiary	0	Diversified Agency Services (DAS)	https://alcone.com/	Yes	No	Retail/Promotion																\$	37	\$	24	-7.0%	\$	(13)	
Dieste		Subsidiary	0	Diversified Agency Services (DAS)	https://dieste.com/	No	No	Advertising																\$	39	\$	26	-6.5%	\$	(13)	
Peter Nowell		Parent	1	Omnicon Public Relations Group	https://www.partenowell.com/	Yes	Yes	Public Relations																\$	196	\$	148	4.4%	\$	16	
DOB Worldwide Communications Group		Master Parent	10	Omnicon Group	https://www.dbs.com/	Yes	No					New Business	Closed Lost	\$	10,000	4/15/15								\$	2,220	\$	1,960	-2.1%	\$	(26)	
Marina Maher Communications		Parent	1	Omnicon Public Relations Group	http://www.hellommc.com/	Yes	Yes	Public Relations																							
TBWA/Media Arts Lab		Parent	1	TBWA	http://www.mediaartslab.com/	No	No	Advertising																\$							
Interbrand Design Forum		Parent	2	Interbrand	http://www.interbranddesignforum.com	No	No	Branding/Consulting																							
Washington Speakers Bureau		Parent	1	Diversified Agency Services (DAS)	http://www.washingtonspeakers.com	No	No	Entertainment, Events Marketing																							
Omnicon Health Group		Parent	13	Diversified Agency Services (DAS)	http://www.omnicomhealthgroup.com	No	No	Healthcare																							
Healthcare Consultancy Group		Parent	9	Omnicon Health Group	https://www.hcg-int.com/	No	No	Healthcare																							
Adelphi Group		Parent	5	Omnicon Health Group	http://www.adelphi.com/	No	No	Healthcare																							
Code Worldwide		Parent	1	RAPP	http://www.codeworldwide.com/	No	No	Information Technology																							
Dispersing Group Inc.		Parent	2	Diversified Agency Services (DAS)	http://dispersinggroup.com/	No	No	Management Consulting																							
Omnicon Public Relations Group		Parent	10	Diversified Agency Services (DAS)	http://www.omnicongroup.com/	No	No	Public Relations																							
MA/R/C Research		Parent	1	Diversified Agency Services (DAS)	http://www.marccresearch.com/	No	No	Research																							
Sterling Brands		Subsidiary	0	Diversified Agency Services (DAS)	http://www.sterlingbrands.com/	Yes	No	Branding/Consulting					New Business	Closed Lost	\$	5,000	5/30/14														
TPN		Subsidiary	0	Diversified Agency Services (DAS)	http://www.tpnretail.com/	Yes	No	Retail/Promotion					New Business	Qualify & Uncover Needs	\$	5,500	11/30/17														
Peter Dinklage		Subsidiary	0	Omnicon Public Relations Group	https://peterdinklagecommunications.com	Yes	No	Public Relations					New Business	Engage	\$	6,000	1/3/18														
MarketStar Corp		Subsidiary	0	Diversified Agency Services (DAS)	https://www.marketstar.com/	Yes	No	Retail/Promotion					New Business	CS Winback - Retail	\$	7,000	9/1/18	17794													
sparks and honey		Subsidiary	0	Diversified Agency Services (DAS)	https://web.sparksandhoney.com/	Yes	No	Research					New Business	Closed Lost	\$	7,500	3/31/17														
Accuen		Subsidiary	0	Omnicon Media Group	http://www.accuenmedia.com/	Yes	No	Media Planning					New Business	Closed Lost	\$	10,000	12/29/16														
Woolf Ott		Subsidiary	0	Diversified Agency Services (DAS)	https://www.woloffott.com/	Yes	No	Branding/Consulting					New Business	Closed Lost	\$	15,000	12/31/14														
Hill & Partners		Subsidiary	0	Diversified Agency Services (DAS)	http://www.hillandpartners.com/	Yes	No	Branding/Consulting					New Business	Solution	\$	22,500	9/26/17														
TBWA/ChatDay		Subsidiary	0	TBWA	http://tbwachday.com/	Yes	Yes	Advertising																							
Batten and Co		Subsidiary	0	BBDO Worldwide	http://www.battenandco.com/	Yes	No	Advertising																							
Designory		Subsidiary	0	TBWA	https://www.designory.com/	Yes	No	Advertising																							
Zimmerman Agency		Subsidiary	0	Zimmerman Advertising	http://www.zimmerman.com/	Yes	No	Advertising																							
Beastalk		Subsidiary	0	Diversified Agency Services (DAS)	http://www.beastalk.com/	Yes	No	Branding/Consulting																							

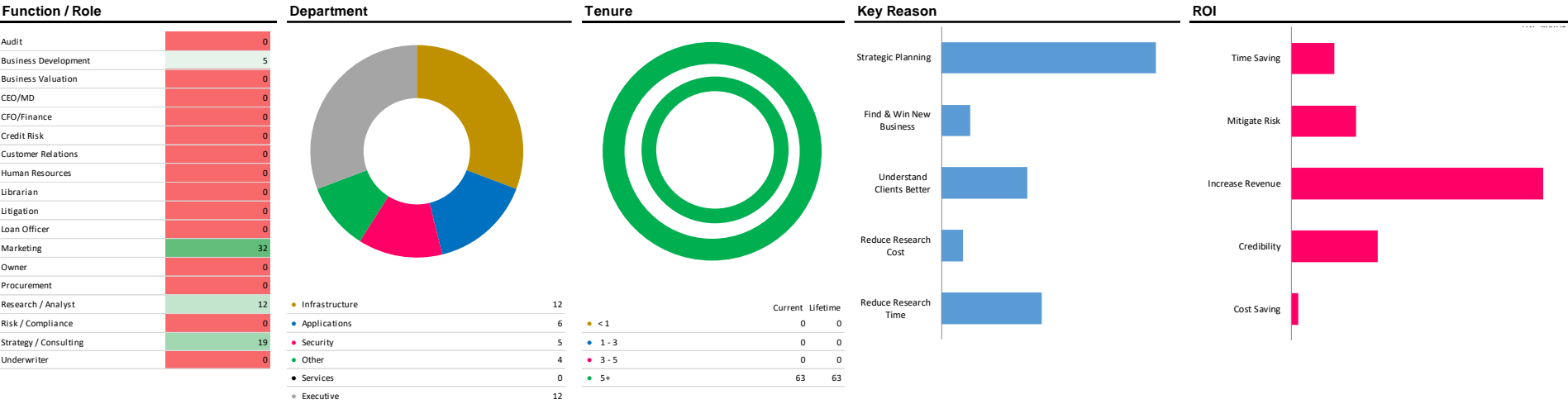
unmasterd Prospect Database

CRM														Employment						Social					
Name	Title	In SF?	Former Employees	Do Not US	Contact - Home	Function / Role	Department	Phone	Email	City	State	Key Reason	RCI	Position Start	Tenure	Cisco Start	Lifetime Tenure	Previous Role	Previous Company	LinkedIn	Twitter	Mentioned	Birthday		
Amy Poon	Analyst Relations Manager					Research / Analyst				San Jose	CA	Strategic Planning	Increase Revenue		Jan-12	112.0	Apr-00	100.3	Research Advisory Board My Sanguk Technology						
Annette Best Blum	Director, Sales Strategy and Planning	N				Strategy / Consulting	Executive			Raleigh	NC	Reduce Research Time	Mitigate Risk		Jan-11	113.0	Jan-08	108.0							
Bruna Kari Gibbs	Global Analyst Relations Manager	N				Research / Analyst				San Jose	CA	Reduce Research Time	Credibility		May-17	117.3	Jun-07	107.4	General Manager Software S IBM				Wednesday, October 31, 2018		
Catherine Taylor	Senior Manager, Data Center Architecture and Big Data & Analytics GT	N				Research / Analyst				Palo Alto	CA	Understand Clients Better	Credibility		May-17	117.3	Jun-07	107.4							
John Moses	US Vice President of Sales, Partner Organization	N				Business Development	Executive			St. Louis	MO	Understand Clients Better	Increase Revenue		Sep-17	117.7	Jan-05	105.0					Monday, July 23, 2018		
Karen Walker	CMO	N				Marketing	Executive			San Jose	CA	Find & Win New Business	Credibility		Jan-15	115.4	Jan-09	109.0							
Lynne Doherty McDonald	Vice President Americas Security Sales	N				Marketing	Security			Washington	DC	Find & Win New Business	Time Saving		Jan-17	117.0	Oct-06	106.8							
Melvin Stanley	Director, Business Development, Americas for Service Provider Platform	N				Business Development	Other			Philadelphia	PA	Strategic Planning	Increase Revenue		Jan-15	115.4	Jun-15	115.4							
Michael Phamson	Director, Global Analyst Relations - Infrastructure Services	N				Research / Analyst	Infrastructure			San Jose	CA	Reduce Research Time	Time Saving		Sep-17	117.7	Sep-17	117.7							
Mike Elmore	VP, Strategic Planning and Chief Experience Officer (Enterprise Infrastr)	N				Strategy / Consulting	Infrastructure			Phoenix	AZ	Strategic Planning	Increase Revenue		Aug-16	116.6	Jan-14	114.0							
Niel Noudy	Product Manager, Enterprise Infrastructure & Solutions Group	N				Marketing	Infrastructure			San Jose	CA	Understand Clients Better	Increase Revenue		Jan-13	113.0	Oct-04	104.8							
Nicholas	Senior Director, Sales Strategic Business Development and Programs	N				Business Development	Executive			San Jose	CA	Understand Clients Better	Increase Revenue		Jan-17	117.0	Dec-05	105.0					Monday, April 23, 2018		
Patricia Justison	Senior Director, Strategic Planning & Business Operations - Product M	N				Strategy / Consulting				San Jose	CA	Strategic Planning	Increase Revenue		Jan-12	112.0	Jan-00	100.0							
Peter Vander	CTO and Vice President of Strategy, Global Architectures and Enterpris	N				Strategy / Consulting				San Jose	CA	Strategic Planning	Mitigate Risk		Jan-16	116.4	Nov-14	114.8							
Rajesh Barnal	Director, Global Infrastructure Services	N				Marketing	Infrastructure			San Jose	CA	Reduce Research Cost	Cost Saving		Dec-09	109.9	May-06	106.6							
Ramin Farasat	Head of Product Marketing & Product Management, Service Provider I	N				Marketing	Applications			San Jose	CA	Strategic Planning	Increase Revenue		Feb-17	117.1	Feb-17	117.1	Founding Chief Operating Off VelocityShares						
Randy Sherrid	Director, Market Intelligence (Data Science & Econometrics)	N				Research / Analyst				San Jose	CA	Reduce Research Time	Credibility		Jan-16	116.0	Feb-00	100.1							
Reven Trivelpiece	SVP & GM, Internet of Things IoT and Applications Division	N				Strategy / Consulting	Applications			San Jose	CA	Strategic Planning	Increase Revenue		Oct-15	115.8	Nov-12	112.8					Monday, October 1, 2018		
Rubio Bono	Vice President, Growth Initiatives and Chief of Staff to CEO	N				Marketing	Executive			San Jose	CA	Strategic Planning	Increase Revenue		Jan-15	115.4	Jan-15	115.4							
Sangeev Menzies	Sr. Director, WW Enterprise Networking Access (Switching - Wireless)	N				Marketing	Infrastructure			San Jose	CA	Find & Win New Business	Increase Revenue		Aug-17	117.6	Jan-98	98.0	VP Marketing & Strategy, Ith IBM						
Shantier	Senior Director, Enterprise Data and Analytics Solutions	N				Research / Analyst				San Jose	CA	Reduce Research Time	Mitigate Risk		Feb-15	115.1	Jan-07	97.0							
Tim Rod	Director, Sales Business Development	N				Business Development	Infrastructure			San Jose	CA	Strategic Planning	Increase Revenue		Sep-16	116.7	Jan-14	114.0							
Tracy Geist	Head of Global Partner Strategy - Service Provider Video	N				Strategy / Consulting	Other			San Jose	CA	Strategic Planning	Increase Revenue		Dec-16	116.9	Dec-16	116.9							
Vol Apotone	Head of Product and Growth	N				Marketing	Executive			San Jose	CA	Strategic Planning	Increase Revenue		Nov-16	116.8	Oct-16	116.8							
Alecia Bell	Market Intelligence Manager Marketing		N			Marketing	Infrastructure			Washington	DC	Find & Win New Business	Credibility		May-12	112.3	Jul-07	107.5							
Anna Maria Katz	IT Business Operations Manager		N			Marketing	Applications			Mahwah	PA	Understand Clients Better	Increase Revenue		Dec-15	115.9	Dec-15	115.9	Vice President & Controller IBM						
Anthony D'Amico	Manager, Market Intelligence and Strategic Communications		N			Marketing	Infrastructure			San Jose	CA	Strategic Planning	Increase Revenue		Jan-00	100.0	Jan-00	100.0							
Anuj Kapur	Vice President, Networking & Security Business Group		N			Marketing	Security			San Jose	CA	Strategic Planning	Increase Revenue		Jan-15	115.0	Jan-05	105.0							
Ar Kapur	Senior Manager, Market Research		N			Marketing				San Jose	CA	Reduce Research Time	Credibility		Oct-06	106.8	Oct-06	106.8							
Arvind Satyam	Managing Director, Global Business Development, Smart Cities & IOT		N			Business Development	Applications			San Jose	CA	Strategic Planning	Increase Revenue		Jan-13	113.0	Jan-13	113.0							
Bill Harvey	Sr. Director, Velocity Sales, Digital Marketing & Channels		N			Marketing	Infrastructure			Raleigh	NC	Understand Clients Better	Increase Revenue		Aug-16	116.6	Jan-00	100.0							
Brian Lee	VP Global Marketing, Collaboration Business		N			Marketing	Other			San Jose	CA	Strategic Planning	Increase Revenue		Mar-17	117.2	Mar-17	117.2							
Carlos Cano	Market Research Procurement Mgr.		N			Research / Analyst				San Jose	CA	Strategic Planning	Increase Revenue		Mar-17	117.2	Mar-17	117.2							
Carol Woodrow	Marketing Research Librarian/Document Management Specialist		N			Research / Analyst				San Jose	CA	Reduce Research Time	Time Saving		Jan-09	109.0	Jan-09	109.0							
Chris Oggerino	Technical Marketing Engineer, Marketing		N			Marketing				Reno	NV	Reduce Research Cost	Time Saving		Nov-03	103.8	Jan-96	96.0							
Cynthia Hsu	Senior Strategy & Planning Manager, Worldwide Sales Strategy and O		N			Strategy / Consulting	Applications			San Jose	CA	Strategic Planning	Increase Revenue		Oct-16	116.8	Nov-10	110.8							
Daniel Sticker	Sustainable Business Practices / Corporate Social Responsibility		N			Marketing				Stamford	CT														
Dave Robertson	Mkt Intelligence Mgr		N			Marketing				San Jose	CA	Reduce Research Time	Credibility		Jan-09	109.0	Jan-09	109.0							
Dean Evans	Senior Director, Strategic Marketing		N			Strategy / Consulting				San Jose	CA	Reduce Research Time	Increase Revenue		Apr-05	105.3	Apr-05	105.3							
Elmer Chey	Product Manager, Market Strategy		N			Strategy / Consulting	Infrastructure			San Jose	CA	Strategic Planning	Increase Revenue		Jan-16	116.0	Jan-08	108.0							
Graham Holmes	Senior Director, Product Security Research Engineering		N			Marketing	Security			Raleigh	NC	Reduce Research Cost	Mitigate Risk		Jan-07	107.0	Jan-98	98.0							
Gregg Johnson	Client Executive		N			Marketing	Infrastructure			Peoria	IL	Understand Clients Better	Credibility		Aug-14	114.6	Mar-11	111.2							
Hilton Romanicki	SVP & Chief Strategy Officer		N			Strategy / Consulting	Executive			San Jose	CA	Strategic Planning	Increase Revenue		May-15	115.3	Jan-00	100.0							
Jane Chou	Manager, Market Intelligence		N			Marketing				San Jose	CA	Reduce Research Time	Credibility		May-00	100.3	May-00	100.3							
Jeff Bealer	Market Intelligence Manager Marketing		N			Marketing				San Jose	CA	Reduce Research Time	Credibility												
Jennifer Butler	Vice President Of Strategic Planning		N			Strategy / Consulting	Executive			Grand Rapids	MI	Strategic Planning	Increase Revenue		Aug-14	114.6	Jan-06	106.0							
Jeremy Collins	Global Market Analyst		N			Research / Analyst				Raleigh	NC	Understand Clients Better	Time Saving		Nov-10	110.8	Nov-10	110.8							
John Moch	Senior Manager, Market Intelligence - Marketing Analytics		N			Research / Analyst	Executive			San Jose	CA	Understand Clients Better	Increase Revenue		Jan-11	111.0	Jan-02	102.0							
Kavish Gupta	Business Analyst		N			Research / Analyst				San Jose	CA	Reduce Research Time	Credibility		Apr-13	113.3	Apr-13	113.3							
Kevin Dunbar	Sr. Director		N			Marketing				San Jose	CA	Reduce Research Time	Credibility		May-00	100.3	May-00	100.3							
Kristin Campbell	CSA		N			Marketing	Security			Austin	TX	Strategic Planning	Increase Revenue		Dec-15	115.9	Dec-15	115.9							
Lawrence Rezan	Sr. Manager, Sales Operations & Innovation Strategy, Global Virtual S		N			Strategy / Consulting	Executive			Raleigh	NC	Strategic Planning	Increase Revenue		Aug-15	115.6	Jan-05	105.0							
Director Boulton	Director, Competitive Intelligence		N			Strategy / Consulting	Infrastructure			Miami	FL	Understand Clients Better	Mitigate Risk		Feb-16	116.1	Feb-06	106.1							
Lynne Pautenbach	Global Enterprise Marketing Leader		N			Marketing	Executive			San Jose	CA	Strategic Planning	Increase Revenue		Jan-16	116.0	Jan-00	100.0							
Marc Blackmer	Product Marketing Manager, Threat Intelligence		N			Marketing	Security			Boston	MA	Reduce Research Time	Credibility		Jul-17	117.5	Jul-17	117.5							
Martin Cook	Account Manager		N			Marketing				Raleigh	NC	Understand Clients Better	Increase Revenue		Aug-00	100.6	Aug-00	100.6							
Mary Macari	Market Research Mgr		N			Marketing				San Jose	CA	Reduce Research Time	Credibility		Jan-01	101.0	Jan-01	101.0							
Michael Hopfinger	Director		N			Marketing				St. Louis	MO	Strategic Planning	Time Saving		Jan-16	116.0	Jan-01	101.0							
Paul Biscoe	Executive Advisor, Strategy, Innovation & Talent		N			Strategy / Consulting				Boston	MA														
Rajat Mishra	Vice President, Worldwide Services Strategy & Innovation		N			Strategy / Consulting	Executive			San Jose	CA	Strategic Planning	Increase Revenue		Feb-15	115.1	Feb-15	115.1							
Raymond Dusch	Senior Corporate Counsel		N			Marketing				Raleigh	NC	Strategic Planning	Mitigate Risk		Mar-13	113.2	Mar-13	113.2							
Rick Heller	Senior Director - Sales Strategy		N			Strategy / Consulting				San Jose	CA	Strategic Planning	Increase Revenue		Apr-10	110.3	May-08	108.3							
Robert Flynn	Enterprise Account Manager		N			Marketing	Applications			Raleigh	NC	Understand Clients Better	Increase Revenue		Jul-15	115.5	Jun-13	113.4							
Rosie Nguyen	Senior Finance Controller - Data Center Switching, Optics Groups		N			Research / Analyst				San Jose	CA	Reduce Research Time	Mitigate Risk		Jan-13	113.0	Jan-04	104.0							
Sean Lavery	Product Manager, Offer Strategy and Pricing		N			Strategy / Consulting				San Jose	CA	Understand Clients Better	Mitigate Risk		May-16	116.3	Jun-05	105.4							
Sharon Bernard	Marketing Manager, Industry Solutions Marketing		N			Marketing				San Jose	CA	Reduce Research Time	Increase Revenue		Apr-07	107.3	Oct-88	98.8							
Shawn Reeves	Manager, Market Intelligence		N			Marketing				San Jose	CA	Strategic Planning	Increase Revenue		Nov-08	108.8	Dec-98	98.9							
Stephen Sinclair	VP, Sales Strategy and Planning		N			Strategy / Consulting				San Jose	CA	Strategic Planning	Increase Revenue												
Swayam Sarangi	Product Manager		N			Marketing	Other			San Jose	CA	Strategic Planning	Increase Revenue		Jul-16	116.5	May-15	115.3							
Andres Martinez	Technical Leader and Solutions Architect		N							Toronto	Canada														
Antonio Amese	Business Analysis Manager		N							London	UK														
Bob Balcheller	Procurement Procurement Director		N							Stamford	CT														
Florian Spickardner	Global Client Leader		N																						
Frank Nobil	Market Intelligence Manager		N																						
Gerardo Moran	Macroeconomist - Market Intelligence		N																						
Vira Komiletskaya	Program Manager for Training and Enablement		N																						
Jenny Fang	Market Intelligence Specialist Marketing		N																						
Marcelo Leocq	Market Intelligence Manager		N																						
Miguel Hernandez	VP of Strategic Marketing		N																						
Amy Blackburn	Industry Director		N																						
Bob Corwin	Senior Manager, Market Intelligence		N																						
Chi-lia Lee	Market Intelligence Manager Marketing		N																						
Chris Hurst	Vice President Strategy and Planning, Global Service Provider		N																						
Daniela Bayer	Market Intelligence Manager Marketing		N																						
David Hubbard	Director - Business Marketing		N																						

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X Dashboard

PROSPECTS 110



Lead Gen Dashboard

ACCOUNTS 175

