unmasterd Account Database

										OPPORTUNITY		CLIENT							GLOBAL FINAL			LS (in Millions \$)		
Company	₩ fka	Value Chain	y Subs	Parent	Website	In SF? Clien	nt ? SubSegment	SF ID	BDM	Owner	Туре	Stage	Amour	nt Close	Date Client II	D Fee	Term	Annualized	Trans	action	License Type 2	2016	CAC	GR UF
Omnicom Group		Head	5		http://www.omnicomgroup.com/	Yes No					S New Business	Closed Lost	\$	20,000	8/10/17						S	11,720 \$	15,420	4.7% \$ 3,700
Omnicom Media Group Diversified Agency Services (DAS)		Master Parent Master Parent	12 55	Omnicom Group Omnicom Group	https://www.omnicommediagroup http://dasglobal.com/	cc No No Yes No															s	1,330 \$ 4,980 \$	2,840 6,080	13.5% \$ 1,510 3.4% \$ 1,100
BBDO Worldwide		Master Parent	7	Omnicom Group	https://bbdo.com/	Yes No										22946 \$	5,200	12 \$	5,200	2/9/15	S S	1,670 \$	2,580	7.5% \$ 910
DDB Worldwide OMD		Subsidiary Subsidiary	0	DDB Worldwide Communications Group Omnicom Media Group	http://ddbnorthamerica.com/ http://www.omd.com/	No No Yes Yes	Branding/Consulting Media Planning									29678 \$	9,919	12 \$	9,919	10/17/16	s	1,110 \$ 730 \$	1,700 1,290	7.4% \$ 590 10.0% \$ 560
TBWA		Master Parent	13	Omnicom Group	http://tbwa.com/	No No															5	1,520 \$	1,960	4.3% \$ 440
phD Ketchum		Subsidiary Parent	4	Omnicom Media Group Omnicom Public Relations Group	http://www.phdmedia.com/ https://www.ketchum.com/	Yes No Yes Yes	Media Planning Public Relations									20946 29980 \$	5.300	12 S	5.300	12/2/16		138 \$ 218 \$	572 500	26.7% \$ 434 14.8% \$ 282
FleishmanHillard		Parent	8	Omnicom Public Relations Group	http://fleishmanhillard.com/	Yes No	Public Relations				S New Business	Closed Lost	\$	10,000	11/22/11						9	405 \$	598	6.7% \$ 193
Resolution Media RAPP		Subsidiary Parent	0	Omnicom Media Group Diversified Agency Services (DAS)	http://resolutionmedia.com/us/en http://www.rapp.com/	/ Yes No Yes No	Media Planning Direct Marketing				S New Business	Closed Lost	s	12,500	12/31/16							14 \$	204 750	56.3% \$ 190 4.1% \$ 162
Proximity Worldwide		Parent	2	BBDO Worldwide	https://proximityworld.com/	Yes No	Interactive Services														9	395 \$	547	5.6% \$ 152
GMR Marketing The Marketing Arm	Davie Brown Enterta	Subsidiary Inr Subsidiary	0	Diversified Agency Services (DAS) Diversified Agency Services (DAS)	https://gmrmarketing.com/en-us/ http://www.themarketingarm.com		Entertainment, Events Marketing Entertainment, Events Marketing				S New Business	Closed Lost	s	12.000	1/13/15	19064 \$	2,678	12 \$	2,678	7/21/17		78 \$ 102 \$	184 197	15.4% \$ 106 11.6% \$ 95
Critical Mass		Parent	2	Diversified Agency Services (DAS)	http://www.criticalmass.com/	Yes No	Interactive Services				S New Business	Closed Lost	\$	8,500	6/22/16						9	75 \$	153	12.6% \$ 78
Interbrand TBWA\WorldHealth		Parent Subsidiary	2	DDB Worldwide Communications Group Omnicom Health Group	http://interbrand.com/ http://www.tbwaworldhealth.com	Yes No	Branding/Consulting Advertising				S New Business	Engage	\$	10,000	12/31/17	11607					5	195 \$ 70 \$	257 126	4.7% \$ 62 10.3% \$ 56
Harrison and Star		Subsidiary	0	Omnicom Health Group	http://www.harrisonandstar.com/		Healthcare														5	55 \$	105	11.4% \$ 50
Russ Reid The Integer Group		Subsidiary Parent	0	Diversified Agency Services (DAS)	https://russreid.com/ https://integer.com/	No No	Non-Profit Marketing Retail/Promotion				S New Burlears	Qualify & Uncover Needs	\$	7,500	9/30/18	22621					9	26 \$ 127 \$	73 166	18.8% \$ 47 4.6% \$ 39
Siegel+Gate		Subsidiary	0	Diversified Agency Services (DAS)	http://www.siegelgale.com/	Yes No	Branding/Consulting				S New Business		s	35,000	6/30/17	11011					s	37 \$	67	10.4% \$ 30
Meridey+Partners		Subsidiary Parent	0	Diversified Agency Services (DAS)	http://www.merkleyandpartners.c	orr Yes No	Advertising															43 \$	73	9.2% \$ 30
Javelin Agency		Subsidiary	0	Omnicom Health Group Diversified Agency Services (DAS)	http://cdmagencies.com/ https://javelinagency.com/	No No	Healthcare Direct Marketing														9	147 \$ 46 \$	176 71	3.0% \$ 29 7.5% \$ 25
180 LA		Subsidiary	0	TBWA	http://www.180la.com/	Yes No	Advertising														9	40 \$	61	7.3% \$ 21
GMMB Alma		Subsidiary Subsidiary	0	FleishmanHillard DDB Worldwide Communications Group	https://www.gmmb.com/ http://almaad.com/	No No Yes No	Public Relations Multicultural Marketing															30 \$ 17 \$	51 36	9.2% \$ 21 13.3% \$ 19
GSD&M		Subsidiary	0	TBWA	https://www.gsdm.com/	Yes Yes	Advertising									18526 \$	9,748	12 \$	9,748	12/16/16		65 \$	81	3.7% \$ 16
Zimmerman Advertising Roberts & Langer DDB		Parent Subsidiary	1	TBWA DDB Worldwide Communications Group	https://www.zadv.com/ http://www.robertsandlanger.com	Yes Yes	Advertising Advertising									26501 \$	17,700	12 \$	17,700	7/28/17	9	134 \$	149 22	1.8% \$ 15 18.4% \$ 14
TracyLocke		Subsidiary	0	DDB Worldwide Communications Group		Yes No	Retail/Promotion														9	104 \$	117	2.0% \$ 13
KERN		Parent	1	Diversified Agency Services (DAS)	http://kernagency.com/	Yes No	Direct Marketing														9	18 \$	26	6.3% \$ 8
Rodgers Townsend Targetbase		Subsidiary Subsidiary	0	DDB Worldwide Communications Group Diversified Agency Services (DAS)	https://www.rodgerstownsend.com https://targetbase.com/	n/ Yes No Yes No	Advertising Direct Marketing				S New Business	Closed Lost	s	7,500	3/16/17							13 \$ 82 \$	19 85	6.5% \$ 6 0.6% \$ 3
Tribal Worldwide		Parent	1	DDB Worldwide Communications Group	http://tribalworldwide.com/	Yes No	Advertising				S New Business	Closed Lost	\$	5,000	11/1/17						9	188 \$	187	-0.1% \$ (1)
Organic Goodby Silverstein & Partners		Subsidiary Subsidiary	0	BBDO Worldwide Diversified Agency Services (DAS)	http://www.organic.com/ http://goodbysilverstein.com/	Yes No	Interactive Services Advertising				S New Business S New Business	Closed Lost Closed Lost	\$ \$	7,500 8,000	12/22/16 11/21/12							136 \$	134 103	-0.2% \$ (2) -0.3% \$ (2)
Doremus Partners		Subsidiary	0	Diversified Agency Services (DAS)	https://www.doremus.com/	Yes No	Advertising				S New Business	Closed Lost	\$	10,000	9/2/15							39 \$	35	-1.8% \$ (4)
Martin-Williams Advertising		Parent	2	TBWA	https://www.martinwilliams.com/		Advertising														\$	37 \$	26	-5.7% \$ (11)
Alcone Dieste		Subsidiary Subsidiary	0	Diversified Agency Services (DAS) Diversified Agency Services (DAS)	https://alcone.com/ https://dieste.com/	Yes No No No	Retail/Promotion Advertising															37 \$ 39 \$	24 26	-7.0% \$ (13) -6.5% \$ (13)
Porter Novelli		Parent	1	Omnicom Public Relations Group	https://www.porternovelli.com/	Yes Yes	Public Relations									34307 \$	5,775	12 \$	5,775	1/19/17	9	196 \$	148	4.6% \$ (48)
DDB Worldwide Communications Group Marina Maher Communications	ip.	Master Parent Parent	10	Omnicom Group Omnicom Public Relations Group	https://www.ddb.com/ http://www.hellommc.com/	Yes No Yes Yes	Public Relations				S New Business	Closed Lost	\$	10,000	4/15/15	33698 \$	2,390	12 \$	2,390	5/18/17	5	2,220 \$	1,960	-2.1% \$ (260)
TBWA\Media Arts Lab		Parent	1	TBWA	http://www.mediaartslab.com/	No No	Advertising									33030 3	2,330	7	1,330	3/10/17		,		
Interbrand Design Forum		Parent	2	Interbrand	http://www.interbranddesignforur		Branding/Consulting																	
Washington Speakers Bureau Omnicom Health Group		Parent Parent	1	Diversified Agency Services (DAS) Diversified Agency Services (DAS)	http://www.washingtonspeakers.c http://www.omnicomhealthgroup.		Entertainment, Events Marketing Healthcare															s	1,050	
Healthcare Consultancy Group		Parent	9	Omnicom Health Group	https://www.hcg-int.com/	No No	Healthcare															\$	77	
Adelphi Group Code Worldwide		Parent Parent	5	Omnicom Health Group	http://www.adelphigroup.com/ http://www.codeworldwide.com/#		Healthcare Information Technology															\$	108	
Daggerwing Group Inc.		Parent	2	Diversified Agency Services (DAS)		No No	Management Consulting																	
Omnicom Public Relations Group M/A/R/C Research		Parent Parent	10	Diversified Agency Services (DAS) Diversified Agency Services (DAS)	http://www.omnicomprgroup.com, http://www.marcresearch.com/		Public Relations Research																	
Sterling Brands		Subsidiary	0	Diversified Agency Services (DAS)	http://www.sterlingbrands.com/	Yes No	Branding/Consulting				S New Business	Closed Lost	\$	5,000	5/30/14									
TPN		Subsidiary	0	Diversified Agency Services (DAS)	http://www.tpnretail.com/	Yes No	Retail/Promotion				S New Business	Qualify & Uncover Needs	s	5,500	11/30/17							\$	52	
Portland MarketStar Corp		Subsidiary Subsidiary	0	Omnicom Public Relations Group Diversified Agency Services (DAS)	https://portland-communications. https://www.marketstar.com/	or Yes No	Public Relations Retail/Promotion				S New Business S New Business	Engage CS Winback - Retail	s s	6,000 7.000	1/31/18 9/1/18	17794						s	246	
sparks and honey		Subsidiary	0	Diversified Agency Services (DAS)	https://web.sparksandhoney.com/	Yes No	Research				S New Business	Closed Lost	\$	7,500	3/31/17									
Accuen Wolff Olins		Subsidiary Subsidiary	0	Omnicom Media Group Diversified Agency Services (DAS)	http://www.accuenmedia.com/ https://www.wolffolins.com/	Yes No Yes No	Media Planning Branding/Consulting				S New Business S New Business	Closed Lost Closed Lost	s s	10,000 15,000	12/29/16 12/31/14									
Hall & Partners		Subsidiary	0	Diversified Agency Services (DAS)	http://www.hallandpartners.com/		Branding/Consulting				S New Business	Solution	s	22,500	9/29/17									
TBWA\Chiat\Day Batten and Co	BBDO Consulting	Subsidiary Subsidiary	0	TBWA BBDO Worldwide	http://tbwachiatday.com/ http://www.battenandco.com/	Yes Yes Yes No	Advertising Advertising									33440 \$	5,000	12 \$	5,000	12/21/16				
Designory Designory	BBDO Consulting	Subsidiary	0	TBWA	https://www.designory.com/	Yes No	Advertising Advertising																	
Zimmerman Agency		Subsidiary	0	Zimmerman Advertising	http://www.zimmerman.com/	Yes No	Advertising																	
Beanstalk Kern Health		Subsidiary Subsidiary	0	Diversified Agency Services (DAS) KERN	http://www.beanstalk.com/ http://kern-health.com/	Yes No Yes No	Branding/Consulting Healthcare																	
InterbrandHealth		Subsidiary	0	Interbrand	http://interbrandhealth.com/	Yes No	Healthcare																	
Annalect Hearts & Science	BrandScience	Subsidiary Subsidiary	0	Omnicom Media Group Omnicom Media Group	https://www.annalect.com/ https://www.hearts-science.com/	Yes No Yes No	Media Planning Media Planning															\$	172 105	
Pathway Performance		Subsidiary	0	Omnicom Media Group	http://www.pathwayomg.com/	Yes No	Media Planning				į											*	-33	
Spike DDB Cone Communications		Subsidiary Subsidiary	0	DDB Worldwide Communications Group Omnicom Public Relations Group		Yes No	Multicultural Marketing Public Relations																	
Cone Communications Lois Paul and Partners		Subsidiary Subsidiary	0	Omnicom Public Relations Group FleishmanHillard	http://www.conecomm.com/ http://www.lpp.com/	Yes No	Public Relations Public Relations																	
Vox Global		Subsidiary	0	FleishmanHillard	http://voxglobal.com/	Yes No	Public Relations																	
C Space Creative Channel Services		Subsidiary Subsidiary	0	Diversified Agency Services (DAS) Diversified Agency Services (DAS)	https://cspace.com/ http://www.creativechannel.com/	res No Yes No	Research Retail/Promotion																	
Colangelo		Subsidiary	0	Diversified Agency Services (DAS)	http://colangelo-sm.com/	Yes No	Retail/Promotion																	
IMS Agency 720		Subsidiary Subsidiary	0	Diversified Agency Services (DAS) TBWA	http://www.imsfastpak.com/ http://www.agency720.com/	Yes No No No	Retail/Promotion Advertising									22428						\$	20	
Bright Red\TBWA		Subsidiary	0	TBWA	https://www.brightredtbwa.com/	No No	Advertising				İ											*		
Energy BBDO		Subsidiary	0	BBDO Worldwide	http://energybbdo.com/en	No No	Advertising																	
Eventive Marketing Fathom Communications		Subsidiary Subsidiary	0	TBWA Diversified Agency Services (DAS)	http://eventivemarketing.com/ http://www.fathomcommunication	No No su No No	Advertising Advertising																	
Fluent360		Subsidiary	0	Diversified Agency Services (DAS)	http://fluent360.com/	No No	Advertising																	
Mobile Behavior Serino/Coyne		Subsidiary Subsidiary	0	Tribal Worldwide Diversified Agency Services (DAS)	http://www.mobilebehavior.com/ http://www.serinocoyne.com/	No No	Advertising Advertising				ł											\$	18	
shopper culture	Shopper Arts Networ	k Subsidiary	0	The Integer Group	http://www.shopperculture.com/	No No	Advertising				į											*	-0	
UPROAR! we are unlimited		Subsidiary Subsidiary	0	DDB Worldwide Communications Group BBDO Worldwide	http://www.uproar.us.com/ http://weareunlimited.com/	No No	Advertising Advertising																	
AMCI Global		Subsidiary	0	Diversified Agency Services (DAS)	https://amciglobal.com/	No No	Advertising Branding/Consulting																	
BrandWizard		Subsidiary	0	Interbrand Design Forum	http://www.brandwizard.com/	No No	Branding/Consulting																	
Hornali Anderson USA ICON International		Subsidiary Subsidiary	0	Diversified Agency Services (DAS) Omnicom Media Group	http://www.hornallanderson.com/ http://www.icon-intl.com/	No No	Branding/Consulting Corporate Barter				i											\$	293	
eci		Subsidiary	0	Diversified Agency Services (DAS)	http://www.eciww.com/	No No	Direct Marketing																	
Patients & Purpose Pierce	CDMiConnect	Subsidiary Subsidiary	0	Omnicom Health Group Diversified Agency Services (DAS)	https://www.patientsandpurpose. http://www.piercepromotions.com		Direct Marketing Entertainment, Events Marketing															\$	57	
Platinum Rye Entertainment		Subsidiary	0	Diversified Agency Services (DAS)	http://www.platinumrye.com/	No No	Entertainment, Events Marketing																	
Steiner Sports		Subsidiary	0	Diversified Agency Services (DAS)	https://www.steinersports.com/	No No	Entertainment, Events Marketing																	
Link9 Signature Graphics		Subsidiary Subsidiary	0	Omnicom Health Group Diversified Agency Services (DAS)	http://www.link9.com/ https://signaturegraphicsinc.com/	NO NO	Graphic Design Graphic Design																	
Accuverus		Subsidiary	0	Healthcare Consultancy Group	http://www.accuverus.com/	No No	Healthcare																	
Adelphi Communications Adelphi Research		Subsidiary Subsidiary	0	Adelphi Group Adelphi Group	http://www.adelphicommunicatio http://adelphiresearch.com/	is. No No	Healthcare Healthcare																	
Adelphi Values		Subsidiary	0	Adelphi Group	https://www.adelphivalues.com/		Healthcare				İ													
Anderson DDB Biolumina		Subsidiary Subsidiary	0	DDB Worldwide Communications Group Omnicom Health Group	http://www.andersonddb.com/		Healthcare Healthcare															_	27	
Biolumina BioPharm Communications		Subsidiary Subsidiary	0	Omnicom Health Group Omnicom Health Group	http://www.biolumina.com/ http://www.biopharmcommunicat		Healthcare Healthcare															\$	27	
Choreo Market Access		Subsidiary	0	Healthcare Consultancy Group	http://www.choreomarketaccess.c		Healthcare																	

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									CRM		Employme	nt			Social			
Name	Title	In SF?	Former Do Not	Not Function / Role	Department	Phone	Email City	State	Key Reason	ROI	Position Ten		t Ton	etime nure Previous Role Previous Company		Twitter	Mentioned	Birthday
Amy Poon	Analyst Relations Manager	N	US US	Research / Analyst		· ·	San Jose	CA NC	*					Research Advisory Board Me Saugatuck Technology 100.3				· ·
Annette Best Blum Brenna Karr Gibbs	Director, Sales Strategy and Planning Global Analyst Relations Manager	N N		Strategy/Consulting Research/Analyst	Executive		Raleigh San Jose	CA GA	Strategic Planning Reduce Research Time	Increase Revenue Mitigate Risk	Jan-12 Jan-11	112.0 111.0	Apr-00 Jan-08	108.0				Wednesday, October 31, 2018
Catherine Taylor John Moses Karen Walker	Senior Manager, Data Center Architecture and Big Data & Analytics GI US Vice President of Sales, Partner Organization CMO	N N		Research / Analyst Business Development Marketing	t Executive Executive		Atlanta St. Louis San Jose	MO CA	Understand Clients Better Understand Clients Better Find & Win New Business	Credibility Increase Revenue Credibility	May-17 Sep-17 Jun-15	117.3 117.7 115.4	Jun-07 Jan-05 Jan-09	107.4 General Manager Software S IBM 105.0 109.0				Monday, July 23, 2018
Lynne Doherty McDonald Malcolm Stanley	Vice President Americas Security Sales Director, Business Development, Americas for Service Provider Platfo	N N		Marketing Business Development	Security		Washington Philadelphia	DC	Find & Win New Business Strategic Planning	Time Saving	Jan-17 Jun-15	117.0	Oct-06 Jun-15	106.8 115.4				
Michael Piramoon Mike Elmore	Director, Global Analyst Relations - Infrastructure Services VP, Strategic Planning and Chief Experience Officer (Enterprise Infrastr	N		Research / Analyst Strategy / Consulting	Infrastructure		San Jose Phoenix	CA AZ	Reduce Research Time Strategic Planning	Time Saving Increase Revenue	Sep-17 Aug-16	117.7 116.6	Sep-17 Jan-14	117.7				
Neal Novotny Nick Holden	Product Manager, Enterprise Infrastructure & Solutions Group Senior Director, Sales Strategy, Business Development and Programs	N N		Marketing Business Development	Infrastructure		San Jose San Jose	CA CA	Understand Clients Better Strategic Planning	Increase Revenue Increase Revenue	Jan-13 Jan-17	113.0 117.0	Oct-04 Dec-05	104.8 105.9				Monday, April 23, 2018
Patricia Justusson Peder Ulander	Senior Director, Strategic Planning & Business Operations - Product M CTO and Vice President of Strategy, Global Architectures and Enterpris			Strategy/Consulting Strategy/Consulting			San Jose San Jose	CA CA	Strategic Planning Strategic Planning	Increase Revenue Mitigate Risk	Jan-12 Jun-16	112.0 116.4	Jan-00 Nov-14	100.0 114.8				
Rajesh Bansal Ramin Farassat	Director, Global Infrastructure Services Head of Product Marketing & Product Management, Service Provider F	N i N		Marketing Marketing	Infrastructure Applications		San Jose San Jose	CA CA	Reduce Research Cost Strategic Planning	Cost Saving Increase Revenue	Dec-09 Feb-17	109.9 117.1	May-06 Feb-17	106.3 117.1 Founding Chief Operating Off VelocityShares				
Randy Sherrod Rowan Trollope	Director, Market Intelligence (Data Science & Econometrics) SVP & GM - Internet of Things (IoT) and Applications Division	N N		Research / Analyst Strategy / Consulting			San Jose San Jose	CA CA	Reduce Research Time Strategic Planning	Credibility Increase Revenue	Jan-16 Oct-15	116.0 115.8	Feb-00 Nov-12	100:1 112:8				Monday, October 1, 2018
Ruba Borno Sanjeev Mervana Shanthi Iyer	Vice President, Growth Initiatives and Chief of Staff to CEO Sr. Director, WW Enterprise Networking Access (Switching + Wireless) Senior Director, Enterprise Data and Analytics Solutions) N		Marketing Marketing Research / Analyst	Executive Infrastructure		San Jose San Jose San Jose	CA CA	Strategic Planning Find & Win New Business Reduce Research Time	Increase Revenue Increase Revenue Mitigate Risk	Jun-15 Aug-17 Feb-15	115.4 117.6 115.1	Jun-15 Jan-98 Jan-97	115.4 98.0 VP Marketing & Strategy, IBN IBM 97.0				
Tim Rod Tracy Geist	Semior United, Enterprise Data and Analytics Solutions Director, Sales Business Development Head of Global Partner Stratesy - Service Provider Video	N N		Business Development Strategy / Consulting	t Infrastructure		San Jose San Jose	CA CA	Strategic Planning Strategic Planning	Increase Revenue	Sep-16 Dec-16	116.7 116.9	Jan-14 Dec-16	114.0 116.9				
Val Agostino Aleeta Bell	Head of Product and Growth Market Intelligence Manager Marketing	N Y	N N	Marketing Marketing	Executive Infrastructure		San Jose Washington	CA DC	Strategic Planning Find & Win New Business	Mitigate Risk Credibility	Nov-16 May-12	116.8	Oct-16 Jul-07	116.8 107.5				
Anne-Marie Azzi Anthony D'Alessandro	IT Business Operations Manager Manager, Market Intelligence and Strategic Communications	Y Y	N N	Marketing Strategy/Consulting	Applications Infrastructure		Malvern Iselin	PA NJ	Understand Clients Better Strategic Planning	Increase Revenue Increase Revenue	Dec-15 Jan-00	115.9 100.0	Dec-15 Jan-00	115.9 Vice President & Controller IBM 100.0				
Anuj Kapur	Vice President, Networking & Security Business Group Senior Manager, Market Research	Y	N N	Marketing	Security		San Jose San Jose	CA CA	Strategic Planning Reduce Research Time	Increase Revenue Credibility	Jan-15 Oct-06	115.0	Jan-05 Oct-06	105.0				
Ari Kapur Arvind Satyam	Senior Manager, Market Research Managing Director, Global Business Development; Smart Cities & IOT	Y	N N	Marketing Business Development	t Applications		San Jose San Jose	CA CA	Strategic Planning	Increase Revenue	Jan-13	106.8 113.0	Jan-13	113.0				
Bill Harvey Boon Lai	Sr. Director, Velocity Sales, Digital Marketing & Channels VP Global Marketing, Collaboration Business	Y	N N	Marketing Marketing	Infrastructure Other		Raleigh Stamford	NC CT	Understand Clients Better Strategic Planning	Increase Revenue Increase Revenue	Aug-16 Mar-17	116.6 117.2	Jan-00 Mar-17	100.0 117.2				
Carlos Cano	Market Research Procurement Mgr.	Y	N N	Research / Analyst	Coner		San Jose	CA										
Carol Woodrow Chris Oggerino	Marketing Research Librarian/Document Management Specialist Technical Marketing Engineer, Marketing	Y	N N	Research / Analyst Marketing			San Jose Reno	CA NV	Reduce Research Time Reduce Research Cost	Time Saving Time Saving	Jan-09 Nov-03	109.0 103.8	Jan-09 Jan-96	109.0 96.0				
Cynthia Hsu	Senior Strategy & Planning Manager, Worldwide Sales Strategy and Og	Y	N N	Strategy/Consulting	Applications		San Jose Stamford	CA CT	Strategic Planning	Increase Revenue	Oct-16	116.8	Nov-10	110.8				
Darrel Stickler Dave Robertson	Sustainable Business Practices / Corporate Social Responsibility Mkt Intelligence Mgr	Y	N N	Marketing			San Jose	CA	Reduce Research Time	Credibility	Jan-09	109.0	Jan-09	109.0				
Dean Eyers Elmer Choy	Senior Director, Strategic Marketing Product Manager, Market Strategy	Y	N N	Strategy/Consulting Strategy/Consulting	Infrastructure		San Jose San Jose	CA CA	Strategic Planning Strategic Planning	Increase Revenue Increase Revenue	Apr-05 Jan-16	105.3 116.0	Apr-05 Jan-08	105.3 108.0				
Graham Holmes	Senior Director, Product Security Research Engineering	Y	N N	Marketing	Security		Raleigh	NC	Reduce Research Cost	Mitigate Risk	Jan-07	107.0	Jan-98	98.0				
Gregg Johnson Hilton Romanski	Client Executive SVP & Chief Strategy Officer	Y	N N	Marketing Strategy/Consulting	Infrastructure Executive		Peoria San Jose	IL CA	Understand Clients Better Strategic Planning	Credibility Increase Revenue	Aug-14 May-15	114.6 115.3	Mar-11 Jan-00	111.2				
Jane Chou Jeff Beeler	Manager.Market Intelligence Market Intelligence Manager.Marketing	Y	N N	Marketing Marketing			San Jose San Jose	CA CA	Reduce Research Time Reduce Research Time	Credibility Credibility	May-00	100.3	May-00	100.3				
Jennifer Buller	Vice President Of Strategic Planning	Y	N N	Strategy/Consulting	Executive		Grand Rapid	s M	Strategic Planning	Increase Revenue	Aug-14	114.6	Jan-06	106.0				
Jeremy Collins John Mosch	Global Market Analyst Senior Manager, Market Intelligence – Marketing Analytics	Y	N N	Research / Analyst Research / Analyst	Executive		Raleigh San Jose	NC CA	Understand Clients Better Understand Clients Better	Time Saving Increase Revenue	Nov-10 Jan-11	110.8 111.0	Nov-10 Jan-02	110.8				
Kavnish Gupta	Business Analyst	Υ	N N	Research / Analyst			San Jose	CA	Reduce Research Time	Credibility	Apr-13	113.3	Apr-13	113.3				
Kevin Dunbar Kristin Campbell	Sr. Director CSA	Y	N N	Marketing Marketing	Security		San Jose Austin	CA TX	Strategic Planning	Increase Revenue	May-00 Dec-15	100.3 115.9	May-00 Dec-15	100.3 115.9				
Lawrence Rosen Leo Boulton	Sr. Manager, Sales Operations & Innovation Strategy, Global Virtual Si Director, Competitive Intelligence	Y V	N N	Strategy/Consulting Strategy/Consulting			Rateigh Miami	NC FL	Strategic Planning Understand Clients Better	Increase Revenue Mitigate Risk	Aug-15 Feb-16	115.6 116.1	Jan-05 Feb-06	105.0 106.1				
Lyanne Paustenbach	Global Enterprise Marketing Leader	Y	N N	Marketing	Executive		San Jose	CA	Strategic Planning	Increase Revenue	Jan-16	116.0	Jan-00	100.0				
Marc Blackmer Martin Cook	Product Marketing Manager, Threat Intelligence Account Manager	Y	N N	Marketing Marketing	Security		Boston Raleigh	MA NC	Reduce Research Time Understand Clients Better	Credibility Increase Revenue	Jul-17 Aug-00	117.5 100.6	Jul-17 Aug-00	117.5 100.6				
Mary Macari Michael Hopfinger	Market Research Mgr Director	Y	N N	Marketing Marketing			San Jose St. Louis	CA MO	Reduce Research Time Strategic Planning	Credibility Time Saving	Jan-01 Jan-16	101.0 116.0	Jan-01 Jan-01	101.0 101.0				
Paul Bosco	Executive Advisor, Strategy, Innovation & Talent	Y	N N	Strategy/Consulting			Boston	MA	Strategic Planning	time saving	1411-10	110.0	1411-01	101.0				
Rajat Mishra Raymond Dusch	Vice President, Worldwide Services Strategy & Innovation Senior Corporate Counsel	Y	N N	Strategy/Consulting Marketing	Executive		San Jose Raleigh	CA NC	Strategic Planning Strategic Planning	Increase Revenue Mitigate Risk	Feb-15 Mar-13	115.1 113.2	Feb-15 Mar-13	115.1				
Rick Heller	Senior Director - Sales Strategy	Y	N N	Strategy/Consulting			San Jose	CA	Strategic Planning	Increase Revenue	Apr-10	110.3	May-08	108.3				
Robert Flynn Rosie Nguyen	Enterprise Account Manager Senior Finance Controller - Data Center Switching, Optics Groups	Y	N N	Marketing Research / Analyst	Applications		Raleigh San Jose	NC CA	Understand Clients Better Reduce Research Time	Increase Revenue Mitigate Risk	Jul-15 Jan-13	115.5 113.0	Jun-13 Jan-04	113.4 104.0				
Sean Lavey	Product Manager, Offer Strategy and Pricing	Y	N N	Strategy/Consulting			San Jose	CA CA	Understand Clients Better Reduce Research Time	Mitigate Risk Increase Revenue	May-16	116.3	Jun-05 Oct-98	105.4				
Sharon Bunyard Shawn Reeves	Marketing Manager, Industry Solutions Marketing Manager, Market Intelligence	Y	N N	Marketing Marketing			San Jose San Jose	CA CA	Strategic Planning	Increase Revenue	Apr-07 Nov-08	107.3 108.8	Dec-98	98.8 98.9				
Stephen Sinclair Swayam Sarangi	VP, Sales Strategy and Planning Product Manager	Y	N N	Strategy/Consulting Marketing	Other		San Jose San Jose	CA CA	Strategic Planning	Increase Revenue	Jul-16	116.5	May-15	115.3				
Andres Martinez	Technical Leader and Solutions Architect	Y	N Y		****		Toronto	Canada					,					
Antonio Annese Bob Batchelor	Business Analysis Manager Procurement Procurement Director	Y	N Y				London Stamford	UK CT										
Florian Speckbacher	Global Client Leader	Y	N Y															
Frank Nobili Gerardo Moran	Market Intelligence Manager Macroeconomist - Market Intelligence	Y	N Y															
Irina Kormiletskaya Jenny Fang	Program Manager for Training and Enablement Market Intelligence Specialist Marketing	Y	N Y															
Marcelo Lecocq	Market Intelligence Manager	Y	N Y															
Miguel Hernandez Andy Blackburn	VP of Strategic Marketing	Y	N Y															
Antonio DiMilia Bob Corwin	Industry Director Senior Manager, Market Intelligence	Y	Y															
Chii-lia Lee	Market Intelligence Manager.Marketing	Y	Y															
Chris Hurst Daniela Bayer	Vice President Strategy and Planning, Global Service Provider Market Intelligence Manager.Marketing	Y	Y				ens.											
Derek Hibbard	Director - Business Marketing	Y	Y															
Engeli Gagni Jenny Pulaski	Director, Market Research Marketing Manager	Y	Y															
Joseph Rigodanzo Joyce Perrelli	Program Manager Services Marketing Strategy and Planning Manager	Y	Y															
Karen Bissani	Senior Director, Global Marketing Strategy, Planning and Programs	Y	Y															
Leni Selvaggio Marilyn Mersereau	Industry Solutions Manager SVP Corporate Marketing	Y	Y				m											
Mark Gorman Mary Ellen Bercik	Procurement Procurement Director Market Intelligence Manager	Y	Y				com											
Matt Abelson	Sr. Mgr., Global Marketing Reporting	Y	Y															
Nolan Kuan Pamela Adriano	Marketing Intelligence Manager US Partner Channel Marketing Consultant	Y	Y															
Pete Sawyers	Manager, Customer Research	Y	Y															
Pia Rieppo Richard Halkett	Market Intelligence Manager and Operations Manager Director of Strategy Research and Global Education	Y	Y															
Robert Dunn Sarah Ghabrial	Senior Account Executive Market Intelligence Specialist Marketing	Y	Y				com											
Sharon Price	Services and Solutions Marketing Leader	Y	Y															
Stan Peovitis Steve Tuohy	Procurement Procurement Director Industry Solutions Marketing and Briefing Manager	Y	Y				com											
Susheel Chitre	VP of BD	Y	Y															
Trevor Bratton Yevgeniy Shishkanov	Cisco Analyst Relations - Security Market Research Analyst Strategic Marketing	Y	Y				om											
Yolanda Salas	Senior Manager Strategy and Planning	γ	Y															

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