



company	billing executive	client id	ultimate duns	hours billed
Dynegy	Diane Thompson	0003987	000030000	10,005
Dynegy	Diane Thompson	0003987	000030000	9,123
Illinova Corp	Al Stevens	0001112	000030000	4,365
Dynegy	Diane Thompson	0003987	000030000	1,984
Illinova Corp	Al Stevens	0001112	000030000	1,599
Illinova Corp	Al Stevens	0001112	000030000	894
Dynegy	Diane Thompson	0003987	000030000	675
Dynegy	Diane Thompson	0003987	000030000	487
Dynegy	Meg Black	0003987	000030000	230
Dynegy	Meg Black	0003987	000030000	145
Dynegy	Meg Black	0003987	000030000	140
Illinova Corp	Al Stevens	0001112	000030000	56

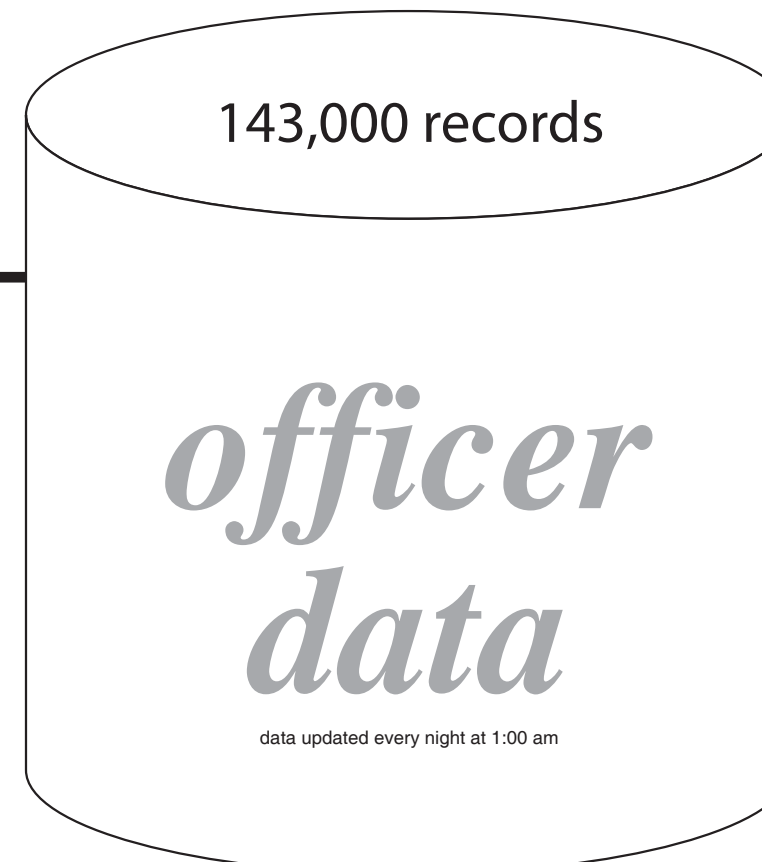
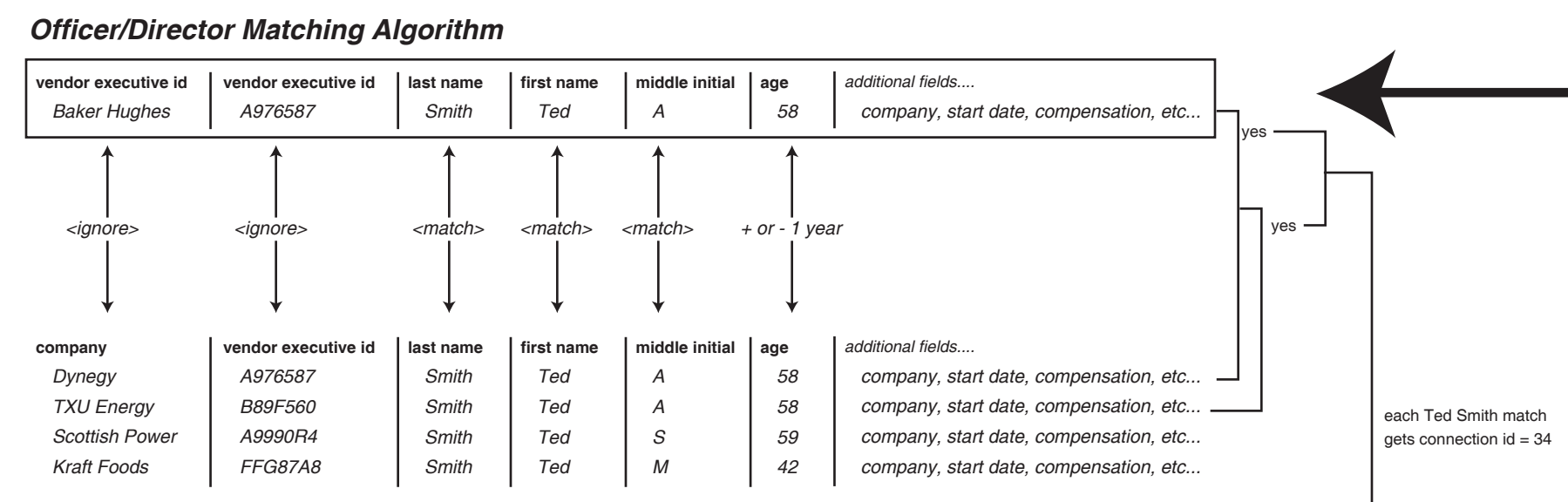
note: billing system may treat subsidiaries different counterparty will combine on ultimate duns

can also calculate account manager based on largest engagement

counterparty matches client id to unique id [output ultimate duns]

may need to query counterparty data [input client id]

Calculate that Diane is the account leader [if not specified]



**GENERAL FIELDS**

- Company name
- Ticker symbol
- Cusip
- Officer/Director ID
- Officer/Director flag (off=O, dir=D, both=B)
- Officer/Director last name
- Officer/Director first name
- Officer/Director middle initial
- Officer/Director age
- Biography

**COMPENSATION**

- Latest compensation fiscal year date (YYYYMMDD)
- Latest fiscal year salary
- Latest fiscal year bonus
- Latest fiscal year other short term compensation
- Latest fiscal year total short term compensation
- Latest fiscal year long term incentive payout
- Latest fiscal year other long term compensation
- Latest fiscal year total compensation
- Number of options exercised
- Value of options exercised
- Number of options unexercised

**EXECUTIVE POSITION**

- Title start year
- Title start month
- Title start day
- Officer start year
- Officer start month
- Officer start day
- Director start year
- Director start month
- Director start day

**EDUCATION**

- Degree 2
- Major 2
- Graduation Year 2
- Degree 1
- Major 1
- Graduation Year 1

**Aggregated Executive File**

executive name	company name	"connections id"
Ted A. Smith	Dynegy	34
Ted A. Smith	TXU Energy	34
Ted A. Smith	Baker Hughes	34
Theodore Smith	McDonald's	78
Sam Freedman	Motorola	156
Sam Freedman	Kimberly Clark	156
Sam Freedman	Apple Computer	156

calculates connection id for 143,000 public company executives [Note: 57 hours, Quad Proc]

**Inbound/Outbound Officer Calculation**

vendor id	company name	offdir last name	first name	middle initial	age	title	title id	target id
A976587	Bank of NY	Dimon	Kris	E	58	SVP, Finance	CFO	2254
N7U3476	El Paso Energy	Smith	Zach	F	50	Director	DIR	839
BB5T687	General Dynamics	Berry	James	R	44	VP, IT Services	VP	1547
176UPN2	Level 3	Klement	Ron	S	60	VP, Ops	VP	839

exec feeds should be compared at same exact time every day

**Connections**

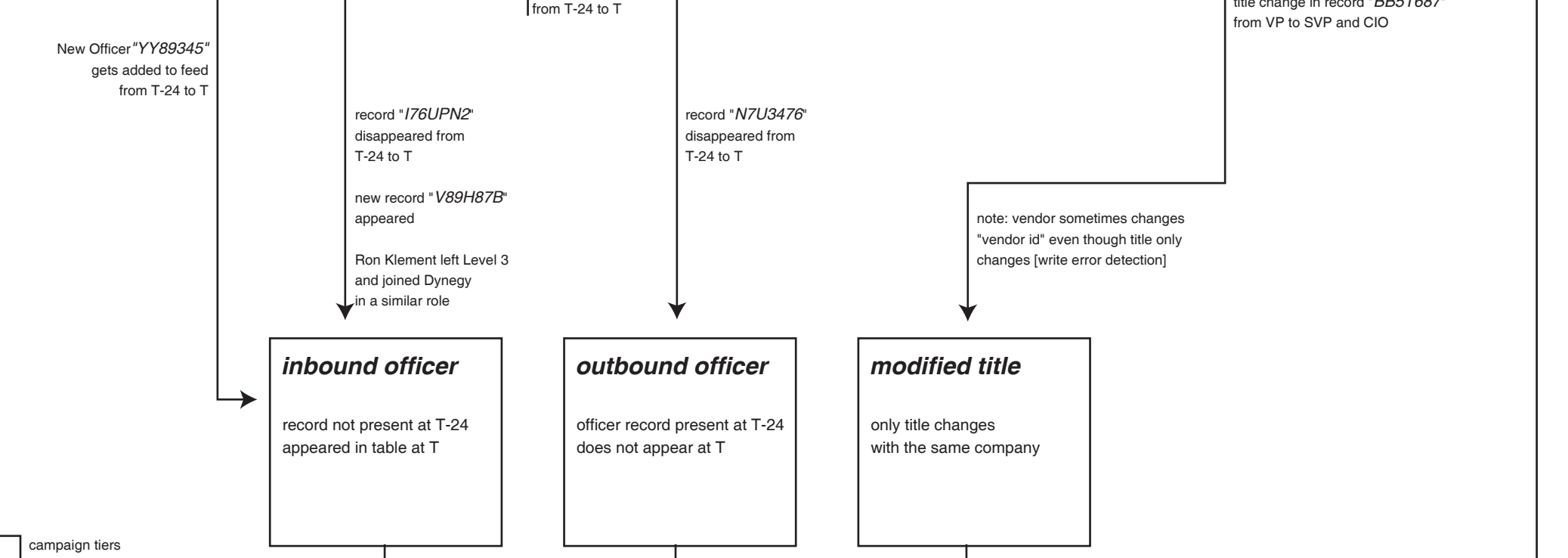
"connections" id	ultimate duns	targetid	account executive	company name	officer/director	executive name	additional fields...
34	000030000		Diane Thompson	Dynegy	CFO	Ted A. Smith	ticker, age, start date, bio, etc...
34	000000100		Tom Plant	TXU Energy	Director	Ted A. Smith	ticker, age, start date, bio, etc...
34	020000000	1077	Nancy Roberts	Baker Hughes	Director	Ted A. Smith	ticker, age, start date, bio, etc...
78	000000040			McDonald's	CFO	Theodore Smith	ticker, age, start date, bio, etc...

Diane and Tom have connections to Ted A. Smith

TXU is a client of firm, not a target in system

no account executive yet currently in proposal opp

Theodore Smith is not the same exec



users have option of choosing to receive daily, weekly or monthly

**Target Portfolio Email**

Attached are all officer changes for each of your targets at public companies during the last 24 hours...

INBOUND	Name	New Comp.	New Role	Old Comp.	Old Role	Industry	Geography

OUTBOUND	Name	Old Comp.	Old Role	Industry	Geography

POSITION CHANGE	Name	Company	New Role	Old Role	Industry	Geography

**Local Geography Leadership Email**

Attached are all officer changes in your local market at public companies during the last 24 hours...

INBOUND	Name	New Comp.	New Role	Old Comp.	Old Role	Firm Target?	Industry

OUTBOUND	Name	Old Comp.	Old Role	Firm Target?	Industry

POSITION CHANGE	Name	Company	New Role	Old Role	Firm Target?	Industry

**Product Champion Email**

Attached are all officer changes across the United States in Information Technology roles at public companies during the last 24 hours...

INBOUND	Name	New Comp.	New Role	Old Comp.	Old Role	Firm Target?	Geography

OUTBOUND	Name	Old Comp.	Old Role	Firm Target?	Geography

POSITION CHANGE	Name	Company	New Role	Old Role	Firm Target?	Geography

**Connections**

target loaded: **ABC Company**

switch to show large company connections

**Degrees of Separation**

zero degree connections:  
Ted Smith is a Director at Baker Hughes  
Ted is also the CFO of Dynegy  
Diane Thompson is the account exec for Dynegy  
Diane can get intel from Ted on Baker Hughes "sales apps"

one degree connections:  
Ned Sands is an officer at Baker Hughes  
Ned also sits on the board of PECO  
Ned knows Mary Smith, a PECO Director  
Fred Adams is the account manager at PECO  
Fred asks Ned to put in a good word with Ned (one degree person)

potential for enhanced revenue

**Officer/Director Report Builder**

view directors | view finance positions | search biographies

**Officer/Director Changes**

navigation:  
select an industry  
select a geography  
select by targeting campaign

campaign tiers lines of business sales initiatives revenue size

**inbound officers**

new executive	title	target company
Rhonda Dodge	Treasurer	Duke Energy
JoAnn Mann	Controller	J.P. Morgan Chase
Ron Klement	VP, Ops	Dynegy Inc.

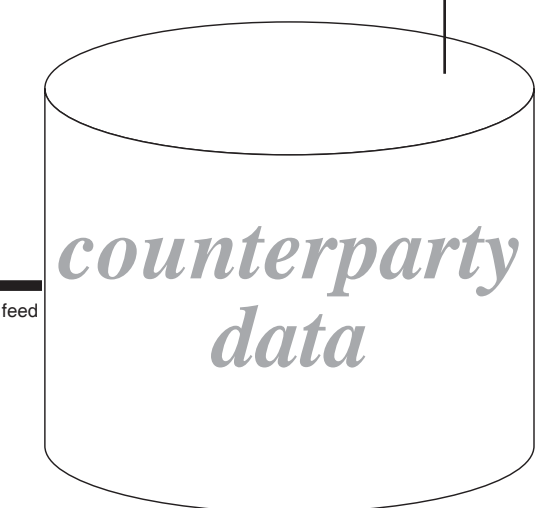
**outbound officers**

former executive	old title	previous company
Zach Smith	Director	El Paso Energy
Tony Barrett	VP, HR	Kinder Morgan
Cheryl Taft	SVP, Legal	L.I. Power

**position changes**

executive name	title change	target company
James Berry	CIO	General Dynamics

process runs every 24 hours



DSGN David Gossett	PRIORI LABS	SALESONE
PROG Jean-Carlos Jaimungal	CONNECTIONS   DEGREES OF SEPARATION	
DATA Mark Lacerda	DESC	Builds off six degrees of separation and connects every client service team member to their client and that client to all other publicly traded companies. Also monitors all new and outgoing executives at target companies.
CODE		
HRDW		
APPR Jeff Renton		
DATE 12-NOVEMBER-2005		
COMP	SIZE 24 / 36	CODE DNL 23
	SCALE	DRAWING NO DNL.23.2.CONN
DEVELOPMENT PURPOSES ONLY		ARCH David Gossett
		SPEC Blacklines
		SHEET 9 OF 9