



U.S. Department of Justice

Federal Bureau of Investigation

Washington, D. C. 20535-0001

September 27, 2007

Dun & BradStreet (D&B)
4350 N Fairfax Drive, Suite 650
Arlington, VA 22203

Attn:

b6
b7C

RE: Federal Bureau of Investigation (FBI) Public Source Information – Blanket Purchase Agreement (BPA) Number J-FBI-08-001 Issuance Under General Services Administration (GSA) Schedule Number GS-22F-9614D

Dear

This communication serves as notice of issuance of a BPA for the FBI's Public Source requirements to D&B under the above-referenced GSA contract number. Attached is the BPA document to be executed by the parties. The effective start date of this BPA is 10/1/2007.

The Contracting Officer's Technical Representative (COTR) for this BPA is and Administrative Contracting Officer (ACO) is POC information for both is included within the attached BPA document.

The FBI will forward notification of its intent to exercise options for subsequent periods in accordance with the Federal Acquisition Regulation (FAR) Clause 52.217-9. The total duration of the BPA is five (5) years (inclusive of options).

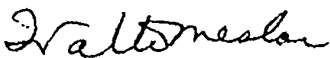
Please sign and return the attached BPA Agreement to acknowledge receipt and acceptance. Forward by either facsimile at 202-324-1352 or email below.

It is the FBI's intent to establish funding for the base year of \$1,850,000, based on Table 4 of the quotation. Included in this price is up to 150,000 business information batch channel searches. The issuance of a funding document is contingent upon receipt of appropriated funds for the Government's fiscal year.

In accordance with Federal Acquisition Regulation Subpart 8.405-2 (d), you have the opportunity to request information on the award. In order to request this information, a written request must be submitted to the Contracting Officer at [redacted] within 3 days after receipt of this notice.

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Sincerely,


Walter V. Meslar
Chief, Procurement Section
Finance Division

Attachment

**FEDERAL BUREAU OF INVESTIGATION
BLANKET PURCHASE AGREEMENT**

BPA NUMBER: J-FBI-08-001

Pursuant to General Services Administration (GSA) Federal Supply Schedule Contract Number GS-22F-9614D and Federal Acquisition Regulation (FAR) 8.405-3, Blanket Purchase Agreements (BPAs), the Contractor agrees to the following terms of a BPA EXCLUSIVELY WITH the Federal Bureau of Investigation (FBI).

- 1) The on-line commercial public source data and pricing identified in the Dun & Bradstreet quotation dated 8/21/2007, and subsequent amendment submissions, can be ordered under this BPA. All orders placed under this BPA are subject to the terms and conditions of the contract and Service Level Agreement (SLA).
- 2) Delivery: Delivery of on-line data as well as training will be identified by the Contracting Officer's Technical Representative (COTR) within the established FBI Program Management Office (PMO).
- 3) The Government estimates, but does not guarantee, that the volume of purchases through this agreement will be established upon agreement by the parties referenced above in accordance with the applicable tiers within the quotation. Tiers will be established prior to the start of any BPA year and identified and funded within the FBI purchase order issued.
- 4) This BPA does not obligate any funds.
- 5) This BPA expires on 9/30/2008. The BPA contains four (4) twelve month option periods with the last period ending, if exercised, 9/30/2012. Exercising of options will be in accordance with FAR Clause 52.217-9.
- 6) The following office(s) is hereby authorized to place orders under this BPA:

OFFICE:

FBI Public Source PMO (other DOJ components authorized by PMO)

COTR

- 7) Orders will be placed against this BPA via Electronic Data Interchange (EDI), facsimile, or paper.
- 8) In accordance with FBI requirements and Vendor quotation, monthly reporting will provide data on all activity performed and summarize detail usage under this BPA.

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- 9) The requirements of a proper invoice are as specified in the Federal Supply Schedule contract and FBI Purchase Order issuing funding for this BPA. All invoices will be submitted to the following point-of-contact and address:

Federal Bureau of Investigation
Attn:
935 Pennsylvania Ave, NW
Washington, DC 20535-0001

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- 10) The terms and conditions included in this BPA apply to all purchases made pursuant to it. In the event of an inconsistency between the provisions of this BPA and the Contractor's invoice, the provisions of this BPA will take precedence.

Federal Bureau of Investigation:

Walter V. Meslar
Signature

Walter V. Meslar
Name

Chief Contracting Officer
Title

Dun & Bradstreet:

Signature

Name

AREA MANAGER
Title

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PROPOSAL EVALUATION

Requirement: Dun & Bradstreet (D&B) International Report searches

Proposal: D&B Letter dated 6/3/09

The Public Source Program Office (PSPO) currently receives a benefit through contract terms offered and accepted in establishing the current BPA (J-FBI-08-001) through D&Bs GSA Schedule Contract GS-22F-9614D.

The FBI was offered a not to exceed (NTE) scenario to obtain international reports based on the funded tier for any given fiscal year (FY). The offer is that D&B would provide international searches up to a NTE of 15% of the then tier funded amount in a given FY at no additional cost.

At the time this agreement was made, the FBI had very little need for international reports. During this current FY, the need has increased and the FBI is now in the position of totally expending the NTE and estimates that this requirement will remain constant in the near future.

D&B has submitted the above-referenced proposal which describes two different plans offered under the GSA Contract to obtain these reports. These plans are as follows:

- 1) Monthly Discount Plan (MDP) – this plan depends on the types and quantities of products purchased each month. Tier bands are established in which discounts are offered based on the total dollars spent. The bands range from 1 – 7 with discounts ranging from 3% - 24%.
- 2) Annual Discount Plan (ADP) – this plan basically establishes an upfront commitment of dollars based on potential volume. Based on that up front commitment starting @ \$4,733 - \$2M, six bands are established which begin at 29% - 37% (anything above \$2M is negotiable).

The FBI has compared its requirement to these plans and find that neither will best satisfy its need since the MDP would vary the discount the FBI would receive (not fixed) and the ADP locks the FBI into an upfront commitment which may vary significantly year to year.

In the proposal D&B has offered the FBI a fixed discount of 20% off any international report (currently offered under its GSA Contract) regardless of the quantity or upfront commitment. This plan provides the FBI with the best alternative since it does not commit the FBI (unlike the ADP) and it provides a fixed percentage of discount regardless of the amount or number of searches run (unlike the MDP). Furthermore, the locked in discount is at the upper limit of the MDP (Band 6) for all searches versus having to spend \$37,400 - \$199,999 per month to reach this discount level in the MDP.

Therefore, it is in the best interest and is the best value for the Government to accept the D&B proposal as referenced above which will be for the remainder of the life of the BPA.

[Redacted]

[Redacted]

Date 6/8/09

Contracting Officer/Special Advisor to CFO

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Concurred:

[Redacted]

[Redacted]

Date 6/8/09

Administrative Contracting Officer

Attachments (4)

[redacted]
From: [redacted]@dnb.com]
Sent: Wednesday, June 03, 2009 3:44 PM
To: [redacted]

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Subject: Proposal for International Overage
Attachments: International Usage Modification.doc



International Usage
Modificati...

Good afternoon all,

As we have discussed the FBI is approaching the ceiling for International Report usage under your current contract with D&B. In order to continue to meet the needs of the FBI, D&B is proposing the following modification to Purchase Order A9G900560. After review of the proposal if you have any questions please feel free to contact [redacted] or myself.

Sincerely,

[redacted]

- DOJ

Dun & Bradstreet | Federal Government Solutions

4350 North Fairfax Drive suite 650 | Arlington, VA 22203

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[redacted]
[redacted]
www.dnb.com/gov <<http://www.dnb.com/gov>>

We're committed to getting it right

Tell us. We'll act. 1.800.424.2495

*monthly burn
\$125K*



June 3, 2009

[redacted]
Federal Bureau of Investigation
FBI CS/Spec Adv to CFO
Washington, DC 205460

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Re: Modification to Purchase Order for International Usage

Dear [redacted]

As we have discussed the FBI is approaching the ceiling for International Report usage under your current contract with D&B. In order to continue to meet the needs of the FBI, D&B is proposing the following modification to Purchase Order A9G900560.

We are pleased to offer the FBI a 20% discount for all International Reports purchased by the FBI after the Bureau exceeds the \$225,000.00 for your current Government Fiscal Year. Based on your International Report usage from October 1, 2008 to June 3, 2009, we are projecting that you will need to fund an additional \$110,000 to \$115,000 for the balance of the contract ending September 30, 2009.

As with our current contract, D&B will continue to invoice the FBI for usage on a monthly basis. The Invoice will include the current monthly amount of \$125,000.00 plus your monthly International Report usage, less a 20% discount. All other terms and conditions from the original contract will remain in effect.

Thank you very much for your continued interest in D&B information. Should you have questions about usage or the totals mentioned above, please contact [redacted] or me at [redacted]. We look forward to speaking with you soon..

Sincerely,

b6
b7C

[redacted]

D&B Government Solutions Group

4350 North Fairfax Drive, Suite 650, Arlington, Virginia 22203
Phone: [redacted] eFax: [redacted] email: [redacted]@dnb.com

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Contract Period: May 1, 2005 – April 30, 2010

Contractor: Dun & Bradstreet Government Services
4350 North Fairfax Drive, Suite 650
Arlington, VA 22203
Attention: [Redacted]
Email: [Redacted]
Office: [Redacted]
Fax: 866.850.4534

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GSA Contract Number: GS-22F-9614D

Tax ID Number (TIN): 22-3582360

D-U-N-S Number: 13-583-8084

Cage Code: 0YCL7

Business Classification: "Large" or "Other than Small"

Supplies or Services: List accordingly

Purchase Cards: Government purchase cards are accepted above AND below the micro-purchase threshold.

GSA Advantage: On-line access to contract ordering information, terms and the option to create an electronic delivery order are available through GSA Advantage. (gsaadvantage.gov)

Payment Address: Dun & Bradstreet
PO Box 75434
Chicago, Illinois 60675-5434



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D&B Response to the Federal Bureau of Investigation Statement of Work for the Public Source Information Program

August 21, 2007

D&B 4350 N. Fairfax Drive, Suite 650, Arlington, VA 22203 T 703.807.5088 www.dnb.com

Use or disclosure of data contained on this sheet is subject to the restriction on the title page of this proposal. This proposal includes data that shall not be disclosed outside the Government and shall not be duplicated, used, or disclosed—in whole or in part—for any purpose other than to evaluate this proposal. If, however, a contract is awarded to this offer or as a result of—or in connection with—the submission of this data, the Government shall have the right to duplicate, use, or disclose the data to the extent provided in the resulting contract. This restriction does not limit the Government's right to use information contained in this data if it is obtained from another source without restriction.



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Executive Summary:

Dun & Bradstreet (D&B) is pleased to offer the following response to the Federal Bureau of Investigation ("FBI" or "Bureau") Statement of Work (SOW) for the Public Source Information Program. We value our current relationship with the FBI and we recognize the Bureau's desire to have access to both business and consumer information in a solution that is both efficient and cost-effective. In recognition of your objective, D&B is pleased to expand our offering to include the Acxiom Corporation, a world-class aggregator of consumer Public Source Data. Our proposed solution marries best-in-class business information with robust consumer information. D&B structured this solution to ensure the FBI will incur minimal incremental cost until such time as the Bureau realizes the enhanced value from the D&B team's combined business and consumer information solution. After careful review of the requirements listed in the SOW, D&B is confident that we meet the FBI's requirements for both consumer and business believes our solution provides the greatest access to public source data, both consumer and business, at the lowest possible price.

Current Relationship

As the world's leading provider of business information and related services, D&B has over 165 years of experience helping organizations gain critical insight into businesses and their principals. We have served as a trusted partner to the FBI for more than twenty years by enabling FBI agents and analysts to quickly and accurately assess an organization's status, identify and uncover corporate assets, understand the beneficial owners behind business entities, construct profiles of corporate family relationships, and evaluate a firm's financial position (refer to Appendix A for examples of how D&B has supported the FBI's mission and priorities). The value the FBI has realized from D&B information is evidenced not only by our longstanding partnership with your organization, but also by the thousands of investigations to which we have directly contributed.

D&B's current core offering to the FBI has evolved over time and today is comprised primarily of online access to our best-in-class business information reports and summary level criteria searches via the DNB.com website. These reports and criteria searches are used when an investigation involves a business or when a person of interest is known to



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be affiliated with a business. Our most recent survey of FBI end users revealed that D&B information is used about approximately 35 percent of the time when public source data is employed in an investigation. Traditionally, D&B has served the FBI in a “one-off, deep dive” fashion providing transactional access to a single D&B report when the end-user knows the business or personal name, full or partial address, city, state, zip or phone number.

Table 1, below, illustrates FBI historical usage of D&B information over the last three years.

Table 1: FBI Contract and Usage Amounts via D&B for FY04 through FY07

	FY04	FY05	FY06	FY07
Contract Amount \$	\$1,186,800	\$1,332,776	\$1,554,714	\$1,671,314
Contract Usage \$	\$1,795,388	\$3,977,558	\$4,442,639	TBD
Total Transactions	76,376	244,768	654,658	TBD
Total Active Users	934	1,547	2,088	TBD
Total Trainings (Field and Quantico)	59	96	95	TBD

As the FBI’s use of D&B solutions increased over time, it became clear that while the D&B information was beneficial in supporting investigations, our pricing and contract methodology did not support the planning and budgeting needs of the organization. D&B responded to the FBI’s request for a more flexible, customer-centric contract by proposing a “flat rate/unlimited access” subscription, in which the Bureau would pay a fixed amount each fiscal year for unlimited report use by an unlimited number of end-users. D&B supported the rollout of this new contract vehicle with a robust training and education program, which included working with the FBI Academy to add a D&B orientation to the curriculum at the College of Analytical Studies (COAS)’s new agent training program to help end-users better understand how D&B information can support the FBI’s mission and priorities. Consequently, FBI’s adoption and use of D&B’s services have expanded to well over 2,000 active users.

Our response to the SOW contains three tabs:



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- Tab I) *Technical Solution - Public Source Offering/Capability* - outlines the D&B team's response to specific requirements including an overview of future capabilities designed to better support the FBI's mission in a more efficient and robust manner;
- Tab II) *Service Level Agreement* - outlines our understanding of and consent to the FBI's terms and conditions associated with this contractual agreement;
- Tab III) *Price Proposal* - provides D&B's anticipated Base and Option Year costs to the FBI.

The D&B team looks forward to expanding our longstanding partnership with the FBI by delivering the lowest cost, best-in-class solution for public source consumer and business information.



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Tab I: Technical Solution:

I. Overview

Based on our understanding of the FBI's requirements, the D&B team developed a solution which combines world-class consumer information (powered by D&B's consumer data partner, Acxiom), with D&B's market-leading business information to deliver a complete universe of entity information at a single, fixed price. Historically, consumer information has not been a component of D&B's offering to the FBI. While D&B does not collect or maintain consumer information, in August of 2006 we established a partnership with Acxiom, a leading provider of consumer data, to support this capability. As our partnership has evolved, we jointly developed solutions that leverage the combined power of D&B's business information, Acxiom's consumer information, and the processing power and scalability of Acxiom's "grid" technology to bring best-in-class insight into businesses *and* individuals of interest to our customers. With the combined power of the D&B/Acxiom team, our solution allows the FBI to consume a broad spectrum of business and consumer information, via both web-based and channeled access, at a predictable, low-cost price point.

The remainder of this technical proposal describes the data offered, our process for collecting and maintaining it, proposed data access mechanisms, and how our data offering specifically addresses the Bureau's requirements.

A. Consumer Information

D&B proposes Consumer Insight, powered by Acxiom, to meet the FBI's consumer public source information requirements for both on-line and channel access. A world-class integrator of consumer information, Acxiom provides the consumer information offered by our competitors at a significantly lower price. The following sections provide an overview of the consumer content provided, including the data quality assurance

Consumer Insight Facts

- Over 20 billion consumer records under management
- Over 2 billion consumer records integrated each day
- 95% data append match rates (industry average is 85%)
- Over 33,500 MIPS of mainframe processing capacity
- Over 3 petabytes of server-attached storage (enough to hold the entire contents of the U. S. Library of Congress 60 times over)



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process and proposed data access mechanisms.

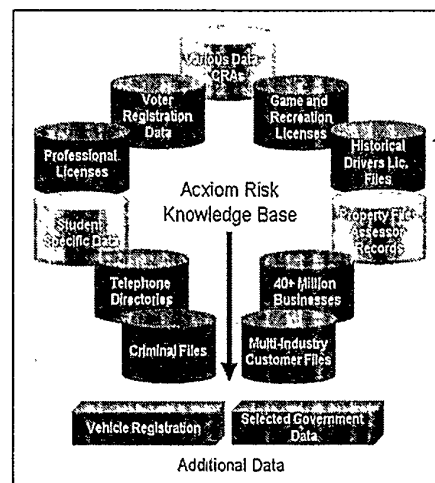
i. Content Overview

Acxiom collects and maintains an impressively large database of consumer information derived from over 100 distinct data sources. Acxiom utilizes unique and sophisticated technical methodologies that, when combined with our enormous knowledge base, provide industry-leading entity resolution rates when verifying identities (people, places and things). We place these providers into the three major categories outlined below.

- **Public Record Information:** Information about or related to an individual that has been obtained originally from the records of a federal, state or governmental entity that is open for public inspection. An example would be real estate transaction recordings from county tax assessor records.
- **Publicly Available Information:** Information about an individual that is available to the general public from non-governmental sources such as telephone directories, classified ads, newspaper reports, publications, or other forms of information.
- **Non-Public Information:** Information about an individual that is of a private nature and neither available to the general public nor obtained from a public record. An example would be a state motor vehicle department's driver's license file, obtained for specific permissible use in a particular industry.

The list below identifies the general types of consumer information collected and maintained by Acxiom and offered through the D&B solution. Detailed descriptions of data elements and data sources are provided in Section II.

- Biographical (DOB, address, license, Social Security #)
- Phone (current, past, cell)
- Legal (Bankruptcies, courts, judgments, liens)
- Derogatory (criminal, watch lists)
- Associate (links of association - relatives, etc.)





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- Real Estate (transactions, property descriptions, seller/buyer, current and previous owners)
- Financial Data (personal property, boats, planes, etc.)
- Other (deaths, marriage, divorce, professional licenses)

ii. Data Quality

In order to ensure that the FBI receives the most complete, accurate, and timely data possible, Acxiom places a high value on data quality. Fundamentally, the ability to derive value from consumer information is dependent upon our ability to match to the information provided by the FBI when initiating a search. If there is not an accurate match for the individual being queried, the accuracy and completeness of the data returned is irrelevant. Match rates are dependent upon the quality of the data submitted by the user, the ingenuity of the identification processes and, for Acxiom's purposes, the robust breadth of the data used throughout the matching process. An audit of our verification process was performed by the Massachusetts Institute of Technology, which shows industry leading results of 97 – 98 percent match rates.

Outside of match rates, we also measure our consumer data quality in terms of the completeness of our data (coverage), and the accuracy of the information returned. Acxiom performs a quarterly internal audit to help evaluate and manage to these metrics. Table 2 ~~Table 2~~, below, illustrates our consumer coverage and accuracy results from the most recent internal audit.



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Table 2: Coverage and Accuracy of Consumer Data

Type of Record	July Percentage Match	Variance: July vs. April	Variance: Calendar Year	Variance: Latest vs Build 1
Data Coverage				
Address Coverage				
Addresses	99.8%	0.0%	0.0%	0.2%
Individual Coverage				
Surname	97.6%	0.0%	0.1%	1.2%
Phone Coverage				
Total Phone Numbers	91.3%	-2.3%	-0.8%	-2.5%
Data Accuracy				
Occupancy Accuracy				
Surname Match				
Total	97.5	0.1%	0.1%	1.0%
Phone Accuracy				
Name-Address Match	98.8	0.0%	0.1%	10.6%

As noted above, we track variances quarter-to-quarter and build-to-build to ensure degradation does not occur. The results illustrated are typical, with consumer coverage and accuracy, as measured by our internal audit, consistently in the high 90th percentile¹.

¹Our consumer quality assurance metrics are generated through the following process:

A 3rd-party provider calls a random, geographically diverse sample of approximately 6,000 households per week, and asks for name, address, date of birth, length of residency, own/rent status, and other information.

This information is compiled into a "truth file". The truth file is never incorporated into our file; instead, it is used to assess the coverage and accuracy of our existing database by performing the following steps for each data element being evaluated:

- Acxiom identifies the records in the truth file with the element populated, and call those records the Control set.
- Acxiom then retrieves the consumer record from our database for each record in the Control set. From this group of records, they identify the records where the element in question is populated, and call those records the Populated set.
- For each record in the Populated set, Acxiom compares the element in question to the element on the corresponding record in the Control Set, and call the records where there is a match the Match set.
- *Coverage* is measured as the Populated set record count divided by the Control set record count.
- *Accuracy* is measured as the Match set record count divided by the Control set record count.



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The AbiliTec Number

The D&B team understands that the FBI may ultimately seek an alternative to querying and tracking individuals based upon Social Security Number. Acxiom's patented knowledge base approach allows organizations to resolve identities, cluster individuals sharing an address or phone number, and track data changes over time by leveraging the AbiliTec number, a proprietary unique identifier independent of the Social Security Number. This approach allows us to resolve an entity once and distribute a consistent identifier for multiple case file management applications, without compromising personal information. Acxiom's ability to use its knowledge base and build the AbiliTec identification keys based on multiple data elements gives analysts an alternate means of identifying and tracking individuals

iii. Access Mechanisms

Based on our understanding of the SOW, the FBI desires data access through two primary mechanisms; on-line access to query single instances of consumer information, and batch channel access to allow for larger data set matching. Through D&B Consumer Insight, the FBI will have access to information via online tools and batch channeling.

The batch process (channeling) will be conducted via File Transfer Protocol. This process allows the FBI to deliver any batch file to a secure FTP site for automatic processing. Once the file has been successfully matched and prepared, D&B will notify the FBI that the file is available. The FBI then simply downloads the new matched and enriched file from the FTP site.

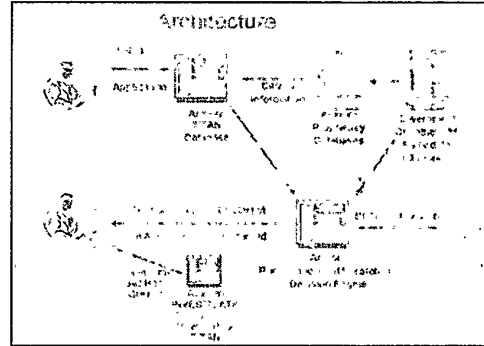
D&B Consumer Insight, powered by Acxiom

For web-based queries, we propose D&B Consumer Insight, powered by Acxiom. D&B Consumer Insight combines Acxiom's superior consumer data resources and analytic capabilities to create *Insight* – a web based state of the art investigative tool. *Insight* is specifically designed for use by authorized agencies to accelerate case closure. This web-based tool provides on-demand access to the FBI, supporting real-time query of our consumer information. Investigate's features include:



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- An unparalleled wealth of relevant data from over 100 public and nonpublic information sources
- Proprietary algorithms to pre-validate and cross-validate input data to maximize accuracy
- A Confidence Score, which presents search results sorted in order of relevance and match quality
- Powerful reporting tools providing access to comprehensive individual information and ties to multiple individuals:
- Portrait reports consolidate relevant data across files into a comprehensive, unified view
- Mosaic link analysis identifies connections across multiple Portraits
- Insight provides a user interface that is highly intuitive and supports in depth searching and querying, online immediate viewing of search results, and the ability to drill down to detailed information. Screenshots, illustrating the user interface associated with each of these steps, are provided in Appendix B of this proposal.



B. Business Information

D&B is the world's leading source of business information and insight, enabling organizations to Decide with Confidence® for 165 years. D&B's global commercial database contains more than 119 million business records. The database is enhanced by our proprietary DUNSRight® Quality Process (discussed below), which transforms the enormous amount of data we collect daily into decision-ready insight. Through the D&B Worldwide Network – an unrivaled alliance of D&B and leading business information providers around the world – customers gain access to the world's largest and highest quality global commercial business information.



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i. Content Overview

D&B's extensive investment in data collection and maintenance has enabled us to create a global business database of unparalleled quality, currency, and comprehensiveness. Aided by a \$250 million annual investment in data collection and maintenance, D&B incorporates over 1.5 million changes to our global database on a daily basis. Our Global Data Collection infrastructure leverages both scheduled and event-driven update methods as part of our efforts to provide agency customers with the most complete, accurate, and timely view of businesses.

D&B is recognized as the premiere collector of business-related public filings, with over 141 million suits, liens, judgments, UCC filings and bankruptcies. We rely upon the following sources of transactional and bulk data to enhance the breadth and depth of our business intelligence:

- **Bankruptcy Data:** D&B maintains a Centralized Bankruptcy Team that is responsible for the collection, investigation, and entry of bankruptcy data into our global business database. This team collects, investigates and enters approximately 99 percent of the business bankruptcies within 48 hours from the original filing date of the bankruptcy, thereby ensuring the FBI has access to this important source of intelligence in a timely manner. Our database currently includes over 1.1 million bankruptcies. Bankruptcy-related information maintained by D&B includes chapter number, whether the filing was voluntary or involuntary, date filed, docket number, filing location, status, date the latest information was collected, the bankrupt business's name and address.
- **UCC filings:** D&B's global business database includes over 62 million UCC filings. Among the information we collect is collateral type, name of secured party, debtor name, filing number, the party with whom the UCC was filed, filing date and the date the latest information was received.
- **Suits:** D&B's global business database includes over 10 million suits. Among the information we collect is docket number, suit amount, status, plaintiff and defendant name, filing date and location and the date the latest information was received.
- **Liens:** D&B also maintains information on almost 10 million liens. Available information includes amount, status, case number, type, filing organization, the



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party against whom the lien was filed, filing location, date status attained, filing date and the date the latest information was received.

- **Judgments:** D&B's global business database includes over 3.1 million judgments. Judgment-related information maintained by D&B includes judgment amount, status, docket number, party against whom judgment was issued, party for whom judgment was issued, filing location, date status attained, date entered and the date the latest information was received.
- **Business registrations:** D&B gathers 54 million business registrations from 50 state government registries to verify legal name and ownership to help the Bureau identify potential fraudulent companies. We maintain the following information related to business registrations, where applicable: registered name, business type, corporation type, data incorporated, state of incorporation, filing date, registration ID, filing location and common stock (authorized shares and par value).
- **Corporate officer/principal data:** D&B provides name and title information for a company's CEO and its officers. The history section of D&B's widely-used credit reports (including Business Information Report) features text-based narratives of antecedent information, where available, for company principals, along with the business start date and details on capital stock ownership. D&B's global business database includes over 27 million executive names for U.S. businesses and more than 35 million executive names for foreign companies.
- **Yellow Pages:** D&B collects all 5,500 U.S. Yellow Page directories to identify new businesses, changes in existing listings and to provide updated contact information. Our global business database currently includes over 61 million telephone numbers, over 26 million of which are for U.S. businesses. The breadth of this coverage ensures the ability of D&B's database to serve as a de facto nationwide business phone directory for companies.
- **Payment experiences:** D&B collects over 650 million payment experiences annually from approximately 5,000 trade providers in our efforts to help customers better predict payment habits and assess overall financial stability.
- **Financial Statements:** D&B provides 100 percent coverage of public company financial statements, along with more privately held company financial statements than any other information provider, to assist agencies in understanding financial strength.

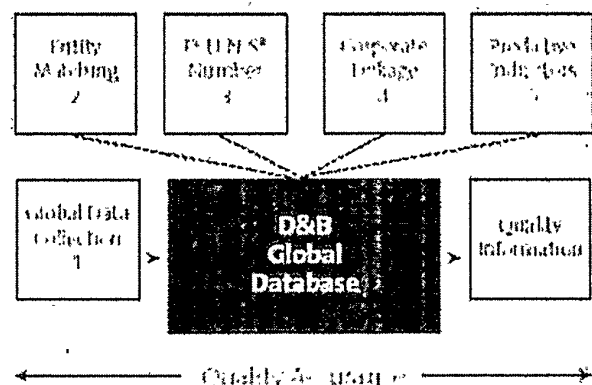


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- **Ongoing Monitoring:** D&B also employs event-driven data collection methods. These include web mining, wherein we obtain updates from over 30 million domains; news and media alerts, through which we monitor over 5,000 newspapers, newswires, electronic journals and trade publications for events impacting company operations; and National Change of Address (NCOA) files we obtain on a quarterly basis from the U.S. Postal Service.

ii. Data Quality

D&B's competitive advantage is our ability to collect and maintain business data in a more timely and cost-effective manner than other service providers. We accomplish this through DUNSRight®, which consists of five quality drivers that work sequentially to aggregate, standardize and enrich our data—Global Data Collection, Entity Matching, the D-U-N-S® Number, Corporate Linkage and Predictive Indicators. DUNSRight® is built upon a foundation of Quality Assurance, which includes over 2,000 separate automated and manual checks designed to maximize the integrity of our data before it is loaded into our global business database. We define quality as Accurate, Current, Timely and Complete information.



D&B acquires our content from thousands of sources to provide superior breadth and depth of business information. Because we do not receive data in a standard format, we have perfected the art of synthesizing disparate sources of data and seamlessly incorporating this information into our global database through a patented process called Entity Matching. Similar to achieving a “hit” on a consumer search, Entity Matching is the process of uniquely identifying the business entity associated with a piece of information. The key quality driver in this process is our referential database of over 119 million business records. By comparing the business information from each piece of content we acquire to our existing database, we are able to standardize information from a myriad of disparate sources, and associate it with a single, consistent D&B record, keyed by the D-U-N-S® Number.



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D-U-N-S® Number

The D-U-N-S® Number is a unique, nine-digit identification code assigned and maintained solely by D&B. Created in 1963, the D-U-N-S® Number serves as both the company identifier within D&B's 119 million record global business database, and the basis on which we aggregate and organize the thousands of disparate company data sources we collect on an ongoing basis, ensuring that each new data element is linked to the appropriate company record within our database. The D-U-N-S® Number is assigned to a company on a location-specific basis and remains with that specific business unit even if it closes or goes out-of-business. Frequently equated to a Social Security Number for businesses, a D-U-N-S® Number, once assigned, is neither reused nor assigned to another business.

iii. Access Mechanisms

Access to D&B online reports and queries will continue to be supported through the DNB.com interface currently used by the Bureau.

In addition to DNB.com access, we are pleased to introduce channeled access, via our standard Data Integration Batch (DIB) process, in this offering. While the Bureau has not leveraged this solution in the past from D&B, it is widely used by other government and commercial entities. This offering, facilitated via secure FTP, supports bulk business entity matching and data append in bulk, allowing the FBI to submit multiple business records in batch for processing. A detailed description of this process is included in Section II of this document.

Lastly, the Bureau will continue to be able to access the D&B database through i2's award-winning Analyst's Notebook, which FBI analysts use to:

- Uncover, interpret and display complex information about seemingly unrelated people, places and events in an intuitive visual format
- See instantly where an investigation should focus to better allocate times and resources
- Find potentially fraudulent or criminal activity by quickly discerning patterns in seemingly unrelated information
- Organize and analyze disparate data within a common tool.



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Examples of the online interfaces, and the reports and data available through it, are included in Appendix C of this proposal.

C. The D&B Team Solution

Through the combination of best-in-class offerings described above, D&B offers the most comprehensive solution for delivering in-depth information on both consumer and commercial entities across the FBI's entire investigative portfolio. In the future, incorporation of the D-U-N-S® Number and the AbiliTec number into its internal systems and databases provides the Bureau with the ability to uniquely identify and track all entities of interest without relying upon sensitive personal identifiers, such as the Social Security Number. We are pleased to bring our industry-leading partner, Acxiom, to the D&B team, and have confidence that our proposed solution is a valuable and cost-effective component of the FBI's Public Source data strategy.



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II. Specific Requirements - Public Source Offering/Capability

A. Basic Searches

In recognition of the FBI's "basic search" objective, this section outlines the consumer and business Public Source data available through the D&B proposed solution. As stated above, we understand the value that the FBI places on having access to both consumer and business Public Source Data and its desire for a solution that delivers this information in an efficient and cost-effective manner. Our comprehensive coverage meets the FBI's requirements for public source data in the following areas:

Table 3: Detailed Description of Coverage

Data Element	Data Element Description	Source or Type of Source	Included in Basic Search Y or N	Frequency of Updates: Daily (D), Weekly (W), Monthly (M), Quarterly (Q), Other (O)	Historical Data Available Y or N	International Y or N	How Data Elements Can be Accessed: Online (O), Channel/Batch (B), Flat file (F)
Biographical Data							
Name	Individual's Name	Credit Header Data	Y	M	Y	N	O, B and F
Date of Birth	Individual's Date of Birth	Credit Header Data	Y	M	Y	N	O, B and F
Address	Individual's Address	Credit Header Data	Y	M	Y	N	O, B and F
Individual's Social Security Number	Individual's Social Security Number	Credit Header Data	Y	M	Y	N	O, B and F
Driver License Data	Individual's Driver's License Data	Department of Motor Vehicles	Y	M & Q	Y	N	O, B and F
Phone Data							
Carrier information, telephone and cell phone subscriber information, unlisted subscriber information, and white pages information	Carrier information, telephone and cell phone subscriber information, unlisted subscriber information, and white pages information	Multiple sources including Electronic Delivery Assistance and Consumer Initiated	Y	D & W	Y	N	O, B and F
Business Data							
Company Name	Company Name	Multiple Sources	Y	D	Y	Y	O, B and F
Corporate Officers	Corporate Executives	Multiple Sources	Y	D	Y	Y	O, B and F
Corporate Affiliations	Companies and/or executives affiliated with businesses	Multiple Sources	Y	D	Y	Y	O, B and F
Articles of Incorporation	Date of Incorporation	Multiple Sources	Y	D	Y	Y	O, B and F
SIC Codes	Standard Industrial Classification Codes	Multiple Sources	Y	D	Y	Y	O, B and F
News Releases	Business Special Events/Newsorthy Events	Multiple Sources	Y	D	Y	Y	O, B and F
UCC Filings	Uniform Commercial Codes	Multiple Sources	Y	D	Y	Y	O, B and F
Suits, Liens, Judgments and Bankruptcy Filings	Business suits, liens, judgments and Bankruptcy Filings	Multiple Sources	Y	D	Y	Y	O, B and F
Tax Filings/Financial Statements	Public and Private Financial Statements	Multiple Sources	Y	D	Y	Y	O, B and F



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Data Element	Data Element Description	Source or Type of Source	Included In Basic Search Y or N	Frequency of Updates - Daily (D), Weekly (W), Monthly (M), Quarterly (Q), Other (O)	Historical Data Available Y or N	International Y or N	How Data Elements can be accessed? Online (O), Chained/Batch (B), Flat file (F)
Legal Information							
Court Filings/Records	Individual Court Filings/Records	County Records	Y	D&W	Y	N	O, B and F
Judgments	Individual Judgments	County Records	Y	D&W	Y	N	O, B and F
Liens	Individual Liens	County Records	Y	D&W	Y	N	O, B and F
Employment Data							
Current/Previous Employers	Several million executives linked to businesses and consumers linked to business addresses	Multiple sources	Y	M	Y	Y	O, B and F
Derogatory Data							
Criminal History	Criminal history data	State and County Records	Y	M	N	N	O, B and F
Black List and World Compliance Global Politically Exposed Persons List and Global Enforcement List	Black List and World Compliance Global Politically Exposed Persons List and Global Enforcement List	Multiple sources including OFAC, Bank of England and other nationally recognized negative data compilers	Y	D & W	Y	N	O, B and F
License/Permit Data							
Concealed Weapons Permit	Conceal weapon registration	State Records	Y	M	Y	N	O, B and F
Professional Licenses	Professional licensure, varying coverage by type of license	Licensing Agency	Y	M	Y	N	O, B and F
Pilots License	FAA Airman File	Gov. Agency	N	M	Y	N	O, B and F
Associate Data							
Relatives/Neighbors/Roommates	Individual's possible Relatives/Neighbors/Roommates	Data is derived from available data with the databases, created real-time through search logic and algorithms	Y	D	Y	N	O, B and F
Real Estate Data							
Property Assessments, Sales/Transfers, Real Estate Ownership	Property Assessments, Sales/Transfers, Real Estate Ownership	50 states, 1,575 County Assessors and 700 Sales Records	Y	M	Y	N	O, B and F
Travel Data							
Planes/Buses	Not Available	Not Available	N	Not Available	Not Available	Not Available	Not Available
Financial Data							
Personal Property Ownership	Personal Property Ownership (Recreational Vehicle Registration)	State Records	Y	M	Y	N	O, B and F
Utility Subscriber History	Not Available	Not Available	N	Not Available	Not Available	Not Available	Not Available



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To simplify and centralize access to the solution described herein, the team will provide the FBI with a Personalized Log-in Page (PLP). This web-based interface serves as a single point of entry into our solution and enables users to quickly and easily conduct both basic and channel searches. Access to the PLP will be administered via individually assigned login credentials and available to any designated FBI employee with Internet access.

i. Basic Searches – Consumer Data

From a consumer data standpoint, the D&B team's solution will enable FBI personnel to search the following data sets by leveraging Acxiom's *Insight*, a state-of-the-art investigative tool that will enable FBI agents and analysts to accelerate case closure.

Our solution leverages a wealth of relevant data from over 100 public and non-public data sources. Proprietary algorithms will help pre-validate and cross-validate search data input by FBI personnel to maximize accuracy. We also offer powerful reporting tools that will enable FBI users to consolidate relevant consumer data from various sources into a comprehensive, unified view (known as a Portrait Report). Search results are analyzed and sorted by Confidence Score, sorting the most relevant results at the top of the results screen.

Biographical Data

- Dates of birth
- Addresses
- Licenses
- Social security number

Our proposed solution will allow searches by dates of birth, addresses and social security numbers, as well as driver's licenses. Credit header data is sourced from multiple providers (both public and non-public), with historical records going back 20 years.

Both credit header and driver's license data are updated on a monthly basis.



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- Phone data (Current telephone carrier information, telephone and cell phone subscriber information, unlisted subscriber services, and white pages information, etc.)

The D&B team's solution will search against current telephone carrier information, telephone and cell phone subscriber information, unlisted subscriber services, and white pages information. We maintain 15 years' worth of historical phone numbers, including both consumer and business numbers.

Phone data is collected daily and incorporated into the database on a weekly basis.

- Business data (company name, corporate officers and affiliations, articles of incorporation, SIC codes, news releases, business associates, UCC filings, market share, tax filings, etc.)

Please refer to basic searches – business data section below.

- Legal information (court filings/records, judgments and liens, etc.)

Our proposed solution provides access to bankruptcies, court filings/records, judgments and liens, etc. Legal information is accumulated daily and incorporated into the database on a weekly basis.

- Employment data (current and previous employers, etc.)

Currently we have several million executives linked to businesses, as well as consumers linked to business addresses, thus linking current and previous employers.

- Derogatory data (criminal history, traffic accidents, etc.)

Available derogatory data includes information on criminal history and traffic accidents, as well as Black List data, such as Office of Foreign Asset Control (OFAC)-type datasets, the World Compliance Global Politically Exposed Persons List (GPL) and Global Enforcement List (GEL).



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Criminal data is processed on a monthly basis, while the OFAC file is processed daily. World Compliance GPL and GEL lists are built weekly.

- Licenses/Permit data (concealed weapons permit, professional licenses, pilots license, etc.)

Available license/permit data includes concealed weapons permit, professional and pilot licenses, as well as hunting and fishing licenses. License and permit data is updated monthly.

- Associate data (relatives, neighbors, roommates, etc.)

Associate data is derived from available data within our Team's database and created in real-time through search logic and algorithms.

- Real estate data (property assessments, sales/transfers, real estate ownership, etc.)

We provide access to data on property assessments, sales/transfers and real estate ownership and update this data on a monthly basis.

- Travel data (planes, busses, etc.)

We do not provide access to travel data on planes, busses, etc.

- Financial Data (personal property ownership, utility subscriber history, etc.)

The D&B team provides access to several types of financial data, including personal property ownership (including aircraft registration details) and utility subscriber history. Property ownership data is updated on a monthly basis.

- Other personal information (marriage and divorce records, verification of death, military records, vehicle tag and registration, biometrics, etc.)



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Available other person information includes vehicle identification number (VIN), make, model and year, as well as vehicle registration information available through third party transactional gateway.

ii. Basic Searches – Business Data

To accommodate the FBI's requirement to conduct basic searches of business data, D&B will provide access to our online service through DNB.com. Consistent with the data referenced in Table 1 of the SOW, Basic Searches for business information will include, at a minimum, the following data components:

- Company Name
- Corporate Officers and Corporate Affiliations
- Articles of Incorporation
- SIC Codes
- News Releases
- Business Associations
- UCC Filings and Suits, Liens, Judgments & Bankruptcy filings
- Tax filings/Financial Statements

Today, Agents and Analysts use the online service to gain real-time access to D&B's global business database. The service incorporates access to our web-based D&B information reports with the ability to conduct queries of business information using criteria such as:

- Executive Name
- Company Name
- Address
- Phone Number
- D-U-N-S® Number
- Active and Inactive Business



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The search results are organized into various types of reports, which are summarized below:

- **Business Information Report (BIR)** – This report details a company's profile, business type, ownership, history, and financial and performance data. The recognized standard for credit information, the BIR also includes D&B's proprietary D&B Rating, PAYDEX scores, credit limit recommendations, and public records, allowing for risk assessment of management and operations.
- **Federal Information Report (FIR)** – Designed specifically for our federal government customers, the FIR provides in-depth information and analyses about a firm's operations, profitability and stability. The FIR also includes details on federal government activity (e.g. contracts, grants, and loans, as well as, details any suspensions or debarments). The FIR allows the FBI to verify a firm's Tax Identification Number and Standard Industrial Classification (SIC) & North American Industrial Classification System (NAICS) codes. D&B is the only provider of the FIR.
- **Comprehensive Report** – The most complete company review available, the Comprehensive Report contains three of D&B's most powerful predictive scores: the Commercial Credit Score, which indicates the likelihood of severe payment delinquency (90+ days past due); the Financial Stress Scores, which predicts the likelihood that a company will obtain legal relief from creditors or cease operation without paying its creditors in full within the next 12 months and the PAYDEX scores, which measures how quickly a company pays its bills. The Comprehensive Report also includes payment details, corporate family linkage, credit limit recommendation and other important information.
- **Public Records** – Gives the FBI the ability to search more than 141 million U.S. Public filings by Business Name or UCC Filing Number and retrieve all filings in all states. Searches return judgments, open suits, liens, bankruptcy, business registration/articles of incorporation along with any relevant information pertaining to a company. Users can also choose individual filing types, parties, states and optional date ranges. D&B is the only provider with the ability to provide this level of public record depth and breadth.
- **Corporate Family Linkage** – Access to D&B's full Family Tree Linkage on approximately 10.3 million linked records globally. Users can search by company name, executive name, address, D-U-N-S® Number and phone number. D&B is the only provider capable of providing full corporate insight into



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corporate family structures both domestic and international with no limit to the breadth or depth of data.

- **Worldbase Reports** – Using predefined business criteria such as business size, industry, geography or executive name, Worldbase Reports allow the FBI to generate groupings of common businesses, record counts or to locate a particular business within D&B's global database. The Bureau has the ability to search both active and inactive records, which is only offered directly via our solution.

Channel Searches

The D&B solution provides the ability to conduct simultaneous channel/batch searches of both business and consumer information. Unique to the D&B offering, this capability allows FBI users to seamlessly transition between business intelligence and consumer information as required by their investigative work. Using industry standard data encryption and Secure File Transport Protocol (FTP) utilities, the solution creates a secure, electronic mechanism for initiating and delivering search results via the internet.

Channel search requests submitted in batch will be processed to completion, regardless of errors on specific queries. Those queries that are rejected or unmatched will be flagged as such, while allowing other records in the batch to continue to process. For each query, the channeling process will perform "fuzzy" matching based upon proprietary algorithms designed specifically for matching to consumer or business data, and return a "confidence indicator" describing the quality of the match. Those records returned with the highest level confidence indicator are considered "exact" matches, while those with lower confidence are considered "fuzzy" matches. The search results, delivered in a standard file format, provide access to the raw data components which can be loaded into FBI applications and databases.

i. Channel Searches - Consumer Data

D&B Consumer Insight, powered by Acxiom provides the ability to conduct simultaneous channel searches based on the presence of at least one of the following criteria:

- **Social Security Number**



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- First Name and Last Name
- State
- Phone Number
- Full Address
- Combination of aforementioned fields or in conjunction with other subject attributes identified by the government

This solution can easily accommodate the requirement to make the results of Channel searches for up to 30,000 subjects available for pick-up within 12 hours of submission. In fact, we generally return the results of significantly larger searches within the allotted 12 hour delivery time and will extend this level of service to the FBI.

Due to the workload associated with the aggregation of multiple data sources into a consolidated view, results for single subject searches will be available within 30 seconds of search submission.

Similar to data available via Basic Searches, the channel search provides FBI users with the following consumer data sources within the United States and its territories:

- Biographical Information
- Phone Information
- Legal Information
- Derogatory Information
- License/Permit Information
- Associate Information
- Real Estate Information
- Financial Information
- Other Person Information

ii. Channel Searches - Business Data

Leveraging D&B's Data Integration Batch (DIB) technology, the D&B solution



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establishes the ability to conduct simultaneous channel searches of D&B's global business information. DIB combines the power of the patented DUNSRight® process for collecting and transforming company data into actionable business intelligence with a secure, electronic protocol for conducting high-volume searches. Following the predefined layout indicated below, users can initiate channel search requests of up to 30,000 records on an as needed basis:

- Business Name
- Street Name and Number
- City
- State
- Zip
- Country
- Telephone Number

Upon receipt, search files are run through a series of standardization routines and submitted for matching. Using proprietary Entity Matching algorithms, the channel data is compared to D&B's global database of 119 million active and inactive businesses to find the best match. When a match is made, the record is linked to the DUNS® Number and enriched with up to 140 D&B data attributes (see Appendix D). Similar to the data available via basic searches, the channel search enables access to business information for US and International businesses. Channel searches of D&B business information are available only through our proposed solution.

B. Specialty Channel Searches

i. News Channels

- Based on the specific requirements, this type of optional search is currently not available.

ii. Monitoring Channels

- Based on the specific requirements, this type of optional search is currently not available.



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C. Optional Searches

i. Sex Offender data

- This database contains information on sex offenders that are required by law to register and has national coverage 50 states plus District of Columbia.
- The data is collected and updated each month.
- Sex offender records can be searched using name, SSN, Address, City, State, Zip, Conviction Date, offense, or a combination of fields
- Results rendered include: DOB, Gender, Race, Hair Color, Eye Color, Height, Weight, description of the offense, aliases, etc.
- Sex offender data is accessible via channel search, as well as online query.

ii. Health Care Fraud data

- Based on the specific requirements, this type of optional search is currently not available.

iii. Mortgage Fraud data

- Based on the specific requirements, this type of optional search is currently not available.

The consumer and commercial information outlined in detail clearly demonstrates how the D&B team will meet the Bureau's public source data requirements, and highlights the uniqueness of our solution, including the depth and breadth of data elements not available through D&B data resellers.

D. Training and Testing

For the past several years, D&B has trained FBI agents and analysts nationwide. We will continue to do so, while tailoring our training to cover the entire D&B solution set as outlined in our proposal. Through these efforts, we have established strong relationships with FBI Headquarters, Quantico, and field offices in several states. By doing so, we have been able to further refine our training to address the investigative needs of the



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agents and analysts. We consistently solicit feedback from the agents on data utilization, search techniques, and success stories, when appropriate, and issue an annual survey of the end-users. We incorporate this feedback to our training, and share these best practices with every agent we have the opportunity to train. As part of all future trainings, we will work with the FBI's COTR to expand our training agenda to cover access to both consumer and business information.

The two most common types of in-person training for the FBI are New Agent Training and Field Analyst Training:

- **Quantico - New Agent Training** – D&B conducts training periodically for each New Agent class at Quantico at the direction of the Training Agents. This primarily consists of a D&B database overview, hands-on training, practice exercises, including a mock business record on American Revolutionary Movement that relates to the new agents integrated case studies and Q&A. As a result, the end-users find the D&B training more relevant by helping them to create a consistent theme throughout their education.
- **Field Training** – D&B conducts Field training locally and nationwide in an effort to train new analysts/agents and refresh veteran D&B users. The curriculum consists of a D&B database overview, best practice sharing, website demonstration, and practice exercises when a lab is available.
- **Quantico Analyst Training** – Same as the Field training, but takes a deeper dive into the D&B database searching and i2 Analyst's Notebook functionality.

D&B trains FBI personnel free of charge per our GSA schedule. This includes time, travel, and transactions. Training will be available, but not exclusive to, FBI Agents and Intelligence Analysts. D&B will coordinate these training sessions with all appropriate points of contact within the FBI, including the COTR if necessary. In addition to the aforementioned in-person training we currently offer, web based training seminars, and online self-study courses will also be added. Training evaluations will be used at all trainings in an effort to improve and refine courses to fit the needs of the FBI and can be shared with the COTR if required. Any tests, trials, or beta testing will be coordinated with the COTR; training course outlines will be provided to the COTR for review and approval.

Appendix E contains a sample course outline for in-person training.



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E. Administration

Points of Contact for Contract Administration

-
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User Account Management

The D&B team is committed to providing the FBI with robust user management capabilities to manage access to Public Source Data. During the first twelve months of our partnership, D&B and Acxiom have focused on the assimilation of separate consumer and business data components into a combined solution offering best-in-class insight on individuals and businesses. Now, with the core of the capabilities firmly in place, the team is focused on attaining a highly integrated, user-focused solution with improved interoperability. As such, D&B and Acxiom are actively involved in enhancing the accessibility to our business and consumer data products, which will exceed the requirements of the SOW. Until we deliver our solution (at no cost the FBI), the Bureau will require separate login credentials to access the consumer and business data sources. Additionally, the functionality for delegating user management will be provided with the enhanced accessibility.

As an interim solution, the team will provide a central point of contact to oversee and coordinate the user account management function. This individual will work closely with FBI account administrators to identify and execute the required account management tasks including the creation of monthly account usage reports.

The D&B Team guarantees to deliver the following user management capabilities within 12 months of contract execution:

- Provide FBI account administrators with the ability to:
 - Create, suspend, or disable user accounts
 - Reset user account passwords
 - View all accounts with associated account information (active or inactive)



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- Generate user account reports similar to monthly report statistics that are exportable to MS Excel

To demonstrate the extent of our commitment, we will deduct \$100,000 from the Year Two project price if we do not deliver these enhancements within the specified 12-month period.

F. Monthly Reports

By the 10th of each month, the D&B team will provide reports for all FBI public source activity for the preceding month. Reports will be submitted directly to the FBI Administrative Contracting Officer and COTR and contain the following information:

- Activities, accomplishments, and issues reports
- Summary of services provided and pricing information
- Monthly summary and detail usage reports (for both individual and channel searches)
- Monthly account listing reports including user ids and login breakouts
- Training and development search reports
- Data dictionary defining terms and acronyms
- Usage since contract inception
- Cost
 - Charges per search
 - Estimated monthly total
 - Cost since contract inception

G. Security

During the implementation phase, the D&B team will work with the FBI's IT security staff to customize our IT security policy and plans to meet specific customer requirements. Our focus will be on the access permissions and interfaces between the



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D&B system and the FBI's system to ensure that all interfaces are secure and continuously monitored in a mutually agreeable manner to defend against hostile actions.

Using strong encryption techniques, the D&B team will provide a secure and private infrastructure to protect the information transmitted between the FBI and D&B solution. For basic searches, communication between the D&B web server and user workstation are protected using secure socket layers (SSL). For channel searches, data is encrypted when sent over the internet. The following encryption software is supported: Pretty Good Privacy (PGP), and Secure Socket Layer (SSL) via ValiCert SecureTransport².

A visitor to the D&B's web site is not asked to reveal any individually identifiable information. We collect some information about visitors indirectly through standard web logs, including IP address, what browser is being used (e.g., Netscape), and the domain name from which a visitor entered the site (e.g., www.yourcompany.com or www.youruniversity.edu). Aside from these standard web logs, the data required for billing purposes and the monthly reports described within the FBI SOW, D&B will not log information transmitted between the FBI and the D&B solution. Under these circumstances, the team will associate usage with a unique subscriber number within our billing and reporting systems to mask FBI transactions. Nowhere, outside of the immediate D&B/FBI account team will this subscriber number be associated with the FBI or Federal Government.

The D&B team recognizes the need for periodic auditing and transaction logging. Upon receipt of a written request from the FBI, the team will work with the Bureau to accommodate the specifics of the auditing or logging request. For auditing purposes, the following usage information can be made available:

- Transaction Type
- Date/Time
- User Id
- User Id Office

Upon delivery of the requested logs to the FBI, the D&B team will not retain log copies or duplicates.

² SSL is only supported with the purchase of ValiCert SecureTransport Client software



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In the unlikely event of a security related incident involving the D&B team's systems or applications, the team will fully support and cooperate with the FBI. After contract award, a technical point of contact from the D&B team will be assigned to the FBI. The technical point of contact will not only be your advocate for technical issue resolution and services, but also, for any data security breaches. In particular, the individual will be responsible for communication technical/security issues, their scope of impact and risk mitigation strategies.

H. Release of Information – Publications by Contractor Personnel

The Federal Bureau of Investigation (FBI) specifically requires that Contractors shall not divulge, publish, or disclose information of produce material acquired as or derived from the performance of their duties.

For purposes of this Clause, "Information" shall include but no be limited to: in any media or all media including on the web or web sites; publications, studies, books, theses, photographs, films, or public announcements, press releases describing any part of the subject mater of this contract or any phase of any program hereunder, except to the extent such is:

- (i) already known to the Contractor prior to the commencement of the contract;
- (ii) becomes publicly available through no wrongful act or omission of the Contractor;
- (iii) is lawfully disclosed to the Contractor by a third party having the right to disclose such information and without restriction on subsequent disclosure;
- (iv) is independently developed by the Receiving Party without reference to the Confidential Information required by law, regulation, subpoena or government or judicial order to be disclosed, including the Freedom of Information Act.

No release of information shall be made without the prior written consent of the Office of Public Affairs and the Contracting Officer. The contractor and author are warned that disclosure is not without potential consequences. The FBI will make every effort to review proposed publications in a timely manner to accommodate these and other publications.



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These obligations do not cease upon completion of the contract.

D&B and our subcontractor Acxiom, have reviewed the above release of information and we will not divulge, publish, or disclose information of produce material acquired as or derived from the performance of their duties in accordance with the above.

I. Future Capabilities and Desirable Features

Over the past year, the D&B team has been working together consolidating our capabilities to benefit our customers. Much of our work to date has been focused on two main areas: data and technology.

A. Data

- Combining data sources – Allowing our customers to access consumer and commercial data to make more confident decisions.
- Additional domestic and international data sources – Identifying gaps in our data coverage and searching for ways to mitigate our gaps to better meet our customer's needs.
- Enhanced protection of person-related information – Our team is currently in the process of utilizing Acxiom Abilitec and D&B DUNS® numbers as a way to better identify people, places and things related to the investigative community. These efforts might prove useful to the FBI's desire for an alternative to utilizing Social Security Numbers to identify individuals.

B. Technology

- Integration tools – The D&B team has the ability to deploy our data and related software behind the FBI firewall. Our data coupled with multiple FBI data sources allows for complex querying and analysis, while eliminating the need to send data outside the FBI firewall. While bulk access to the D&B's team data in a customer environment can be facilitated in a number of ways, including simply delivering data files to be loaded into your own analytical tools, our technology encapsulates our data and match engine in a single application, while facilitating monthly updates to the local data repository to ensure your decisions are based upon the most current business information. Our integration tools can aggregate



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information from multiple FBI data sources, match it to our data, assign a D-U-N-S® Number and Abilitac number, code it with latitude/longitude coordinates so it can also be easily utilized within Geographic Information Systems (GIS) software applications, and then store the resulting records in a common customer directory. In short, allowing the end-user to define domains/territories more precisely and efficiently. This information can enable the Bureau to better understand both the security and criminal threats that exist in its many domains and to support the Director's objective of complete domain awareness.

D&B believes deploying the best in breed data and technology solutions could prove invaluable to many FBI programs including:

- Domain Management Initiative, allowing agents/analysts to assess threats and vulnerabilities in specific domains, beyond case management driven investigations
- Foreign Terrorist Tracking Task Force, by enabling the agents/analysts to understand the linkage/affiliation among individuals/businesses on a global basis
- Financial/Fraudulent Crimes in the White Collar Crime program across all industries (e.g. Financial Services, Mortgage, Pharmaceutical), by allowing the FBI to further understand relationships with both public/private companies, as well as ownership interests by executives in these companies and others
- Office of International Operations, by providing insight into the businesses and owners/executives involved in those businesses within specific countries or within specific industries within those countries

Our data can be easily deployed into the existing FBI systems through either Law Enforcement Online (LEO) or through the Criminal Justice Information Exchange (CJIS), National Data Exchange (N-DEx). The D&B Team is constantly engaged in evaluating new data sources to enhance our customer solutions, to the extent an new data source or technology solution would be valuable to the FBI we will work with the COTR to outline the new data source and determine if it would be classified under the "basic/optional" search capability.

D&B is excited about the opportunity to begin working more closely with FBI's management team via their proposed Pubic Source Working Groups to find the right mix of data and technology solutions to support the FBI's mission. In the interim, we stand



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ready to continue to work with headquarters and the field offices within the FBI to ensure they have access to and a strong understanding of how to utilize the full value of D&B's Public Source data offering available to them.



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Tab II: Service Level Agreement

The D&B team recognizes the importance of establishing baseline metrics to govern and measure the effectiveness of the services delivered to the FBI. Unless otherwise noted, D&B agrees to the stated terms of the provided Service Level Agreement. In cases where we've suggested alternative metrics, our response considers D&B's ability to meet the metrics prescribed by the government, and existing levels of service delivered to customers of a comparable size and scope.

1. Technical Support

The D&B team agrees to the metric described by the Government.

1.1. Non-Disclosure Agreements

The D&B team agrees to the metric described by the Government.

2. Service Levels

The D&B team agrees to the metric described by the Government.

2.1.1. System Access and Availability

D&B proposes a service availability of 24 x 6.5. Weekly, the Service will be unavailable from Saturday 11 PM Eastern to Sunday 9 AM Eastern.

Service Availability is measured using the data gathered by the automated availability monitoring. Service Availability is calculated monthly and is defined as the amount of time the Service is available and capable of receiving, processing and responding to requests based on the US core service hours (7am Eastern – 8pm Eastern Monday through Friday); the period where the service usage is highest. An availability service failure is defined as two or more consecutive test failures.

The service availability target is 99.3%, but generally, D&B exceeds this threshold. Over the last twelve months, during core service hours, the service was not down for longer



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than 60 minutes.

D&B measures its Service Level performance against core hours to provide greater clarity of service performance against service demand. This approach will also highlight the influence of load on the service providing a more robust measure of success.

2.1.1 Service Level Monitoring

D&B will perform automated availability monitoring of the service 24 hours per day at a 5 minute frequency.

2.1.2 Sourcing

The D&B team agrees to the metric described by the Government.

2.1.3 Change Notification

D&B will provide written notification of changes relevant to FBI's usage of the service, 14 days prior to production release.

3. Problem Management

The D&B team agrees to the metric described by the Government.

3.1. Problem Definitions

The D&B team agrees to the metric described by the Government.

3.2. Problem Response and Action

The D&B team agrees to the metric described by the Government.

3.3. Equipment Inspections

The D&B team agrees to the metric described by the Government.

4. Disclaimer; Force Majeure



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The Company does not and cannot control the flow of data to or from the Company network through the Internet. Such flow depends in large part on the performance of Internet services provided or controlled by third parties. At times, actions or inactions of such third parties can impair or disrupt the connectivity with the Company. Although the Company will use commercially reasonable efforts to take all actions it deems appropriate to avoid or remedy such events, The Company cannot guarantee that such events will not occur. Accordingly, The Company disclaims any and all liability resulting from or related to such events.

Notwithstanding anything herein to the contrary, The Company will not be liable for (i) any failure to meet any Goal set forth above, (ii) any penalty, credit, termination or other remedy set forth above, or (iii) any delay in its performance hereunder, in each case due to any cause beyond its reasonable control, including, without limitation, acts of war, acts of God, earthquake, fire, flood, explosion, embargo, riot, sabotage, labor shortage or dispute, any law, order, regulation, direction, action or request of governmental or regulator entity or agency, or any civil or military authority, emergency

ACCEPTED AND AGREED TO:

THE COMPANY

By: _____

Title: _____

Date: _____

ACCEPTED AND AGREED TO:

THE CLIENT

By: _____

Title: _____

Date: _____

CONTRACTUAL AGENT

By: _____

Title: _____

Date: _____



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Tab III: Price Proposal

The D&B Team is pleased to present our pricing proposal to the Federal Bureau of Investigation (FBI) in response to the requirements set forth in the Statement of Work for Public Source Data. We are confident that our proposal accomplishes the following:

1. Exceeds the pricing flexibility goals in the SOW;
2. Is usage based;
3. Significantly enhances our 2007 pricing proposal;
4. Incorporates future enhancements within the pricing structure;
5. Minimizes risk by capping annual transactional investment;
6. Provides future pricing predictability;
7. Is based on our GSA Scheduled offerings with limited Open Market Items offered; and
8. Ultimately provides the greatest value to the FBI.

We are offering the services and data included in this proposal at a substantial discount off of our standard GSA list prices. While we understand the FBI's desire to structure pricing to reflect different data search levels and types, we believe that the pricing provided in this proposal provides the FBI with the greatest amount of value, the highest level of flexibility in searching for business and consumer data, and the cost certainty desired by the FBI. If the FBI prefers to purchase our products through a monthly payment structure, we are happy to offer that to the Bureau and the rates for those products are available directly on our GSA schedule. However, based on the FBI's historical usage patterns, monthly usage plans would result in significantly higher overall costs for the Bureau even with substantially lower usage.



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In developing our pricing proposal we focused on four components:

1. **Business Searches & Reports** – We looked at three years of historic usage to establish a baseline discount level which will allow the Bureau to continue to enjoy the benefits and flexibility of unlimited use at significantly discounted prices.
2. **Business Information Batch Channeling** – Although not new to the D & B Team, this functionality represents a new offering to the FBI. As such we have structured our offer so that during the basefirst year you can see the benefits we offer at no or limited cost to the Bureau.
3. **Consumer Searches & Reports** – As an area where the D&B Team has not traditionally offered services to the Bureau, we wanted to introduce this to the Bureau in a low risk environment.
4. **Consumer Information Batch Channeling** – Again, this is a new offering to the FBI for which we wanted to mitigate the risk while the FBI evaluates overall value.

Base Year Pricing

The D&B Team is pleased to present our Pricing Proposal to the Bureau. Our basefirst year pricing is based on actual D&B usage over the last three years, combined with the FBI's estimate of its total search volume, and the fact that D&B now offers channeled search access and consumer data to meet these needs, ~~which we believe is approximately 250,000 business-related transactions.~~

Our Base Year Pricing for the FBI is \$1,850,000

If the FBI's usage does not increase, neither will your investment. Finally, we are offering the Bureau investment protection in two ways, Firstly, under the terms of this agreement, we will never increase your in-year transactional usage investment; and secondly, regardless of the FBI's increase in transactional activity (

Table 4Table-4), we will cap any annual price increase at 20%.



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Notes:

1. Year One Pricing is based upon historical usage over the last three years, and will be at the 250,001 to 500,000 transaction level.
2. This pricing represents a minimum of a 45% discount off GSA Schedule pricing based on 2007 FRPAS Agreement.
3. Annual Investment is determined by actual usage. If transactions do not increase, neither does the investment.
4. Annual Investment will not increase by more than 20% even if transactional use warrants it.

Option Year Pricing

For the option years, pricing will be based upon actual usage. The following chart represents our pricing for basic business and consumer searches and reports, as well as, consumer information batch channeling:

Table 4: FBI Transactional Investment Calculator

Total Transactions	0 - 150,000	150,001 - 200,000	200,001 - 250,000	250,001 - 500,000	500,001 - 1,000,000	1,000,001 - 1,500,000
Incremental Cost	(\$175,000)	(\$125,000)	(\$50,000)	\$50,000	\$325,000	\$300,000
Total Investment	\$1,500,000	\$1,675,000	\$1,800,000	\$1,850,000	\$2,225,000	\$2,525,000



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<u>Total Transactions</u>	<u>1,500,001 - 2,000,000</u>	<u>2,000,001 - 2,500,000</u>	<u>2,500,001 - 3,000,000</u>	<u>3,000,001 - 3,500,000</u>	<u>3,500,001 +</u>
<u>Incremental Cost</u>	\$275,000	\$250,000	\$225,000	\$200,000	\$150,000
<u>Total Investment</u>	\$2,800,000	\$3,050,000	\$3,275,000	\$3,475,000	\$3,625,000

The Notes below apply to both Base and Option Year Pricing:

1. ~~1-~~ Incremental cost calculated off base year investment of \$1,850,000.
2. As in prior years, the international usage cap is 15% of the total investment amount.
3. ~~2-~~ Previous years transactions determine subsequent year's investment
4. ~~3-~~ Pricing represents use for a 12 month period contract period and will not change during the course of the year.
5. ~~4-~~ Annual investment will not increase by more than 20% annually for basic business and consumer searches and reports, as well as, consumer information batch channeling
6. ~~5-~~ Transaction count includes both business and consumer,
7. ~~6-~~ Transactions are defined as any business search or report via DNB.com and any consumer search or report via D&B Consumer Insight powered by Acxiom
8. ~~7-~~ First year investment is based on historical D&B usage,
9. ~~8-~~ This pricing proposal is based on FBI usage only and will require modification to include a DoJ wide agreement. D&B will maintain the price structure and approach outlined herein for a DoJ-wide contract; however, the overall price ceiling and initial commitment would require adjustment for a department-wide contract.
10. ~~9-~~ Future capabilities and desirable features since yet defined are not included in this pricing proposal but we will not include features without the express written approval of the FBI CO. All future enhancements will be based GSA Schedule to the extent possible.
11. ~~10-~~ The Firm Fixed Prices reflected in our proposal include a bundled solution that contains some offerings from D&B's GSA Schedule and some offerings that would be considered 'Open Market Items'.
12. Price includes up to 150,000 Business Information Batch Channeling transactions annually; additional Business Information Batch Channeling transactions priced separately (See Table 5 Below)



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Business Batch Channeling

For the base year and each exercised option year of the contract, 150,000 business channel search records are included in our base price. Additional business channel searches will be priced per Table 5. below.

Table 5: Business Information Batch Channeling

Total Records	Up to 150,000	150,000 – 300,000	300,000- 500,000	500,000 – 1,000,000	1,000,000 +
Incremental Cost	Included	\$150,000	\$180,000	\$400,000	\$.75 per record
Total Investment	Included	\$150,000	\$330,000	\$730,000	Must be purchased in lots of 250,000

Notes:

- 1- ~~For the base year and each exercised option year of the contract, 150,000 business channel search records are included in our base price.~~
1. ~~2-~~ If the Bureau exceeds the 150,000 included records in a single contract year, an additional in year purchase will be required.
2. ~~3-~~ There are no additional costs for software required to access the online and batch channel data offered in this proposal.
3. ~~4-~~ Pricing is based on our GSA schedule.

D&B's price proposal includes the terms of the Federal Government Licensing Terms (FGLT) set forth as Appendix F. D&B's FGLT set forth the rights and obligations of the parties with respect to D&B's intellectual property being licensed under the resulting contract.

Pricing Summary

Table 6, below, represents a summary of base year pricing, as well as the *maximum* price the FBI could incur in each option year, assuming transactional volumes which support this price, as reflected in Table 4.

Table 6: Investment Summary



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	Year 1	Year 2	Year 3	Year 4	Year 5
Total Investment³	\$1,850,000	NTE \$2,220,000	NTE \$2,664,000	NTE \$3,196,800	NTE \$3,625,000

Notes:

1. This pricing represents a minimum of a 45% discount off GSA Schedule pricing based on 2007 FRPAS Agreement.
2. Annual Investment is determined by actual usage. If transactions do not increase, neither does the investment.
3. Annual Investment will not increase by more than 20%, even if transactional use warrants it.

³ Option-year pricing reflects the maximum price allowed under this proposal. If the FBI's usage does not increase in the option years, the option-year price will also not increase, per the usage-based pricing in

Table 4Table 4.



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Appendix A: How D&B Information Supports the FBI Mission & Priorities

Current/Potential FBI Use of D&B	D&B Solution	Link To FBI Priorities⁴
Anti-Trust	Determine corporate legal structure and affiliations. Identify key members of management team at all levels.	FBI Priority 7: Combat major white-collar crime
Counterintelligence	Identify critical national infrastructure easily through the use of D&B line of business descriptions, SIC and NAICS codes.	FBI Priority 2: Protect the United States against foreign intelligence operations and espionage
Counterterrorism	Identify charitable organizations and any corporate affiliates that may be funding terrorism. Determine if terror suspects own multiple businesses.	FBI Priority 1: Protect the United States from terrorist attack
Cyber Crime	Analyze company information such as Registering Agent, and other pertinent information to identify corporate links; verify physical location of business enterprises.	FBI Priority 3: Protect the United States against cyber-based attacks and high-technology crimes
Financial Crime	Obtain banking institution information on businesses for identification of assets, and determine financial stability of a business.	FBI Priority 7: Combat major white-collar crime FBI Priority 4: Combat public corruption at all levels
Domain Management	Identify leads based upon any criteria. For example, locate all crop duster rental offices in Pennsylvania, or foreign owned businesses in a certain geographic area.	FBI Priority 1: Protect the United States from terrorist attack

⁴ See: <http://www.fbi.gov/priorities/priorities.htm>



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Current/Potential FBI Use of D&B	D&B Solution	Link To FBI Priorities⁴
Money Laundering	Assists in finding potential "shell companies" as evidenced by the lack of information available in the D&B database or by identifying an individual who historically has set up and closed multiple businesses within a short period of time.	FBI Priority 6: Combat transnational and national criminal organizations and enterprises
Narcotics/Drug Trafficking	Identify manufacturers of commonly used ingredients for "street" drugs. Locate potential transportation organizations used for the movement of drugs. Identify companies that on a global basis may be using illegitimate companies for seemingly regular business trade.	FBI Priority 6: Combat transnational and national criminal organizations and enterprises.
Organized Crime	Locate organized crime officials' "legitimate companies" and their affiliations.	FBI Priority 4: Combat public corruption at all levels
White-Collar Crime	Provide trend analysis to monitor high risk businesses for signs of severe financial distress.	FBI Priority 7: Combat major white-collar crime



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Appendix B: D&B Consumer Insight Screen Shots

Investigate People Search

AXIOM INSIGHT

MY CASES MY ACCOUNT HELP

SEARCH BY: FIRST M LAST ADDRESS CITY STATE ZIP POWER PHONE DOB

INCLUDES EXCLUDES

SEARCH

People Search Results

AXIOM INSIGHT

MY CASES MY ACCOUNT HELP

PEOPLE SEARCH RESULTS

NAME	ADDRESS	CITY	STATE	ZIP	DOB	SCORE
LESLIE A. RORVET	1000-XX-XXXX	BOULDER	CO	80501	07/05/2001	8.0
LESLIE A. RORVET	1000-XX-XXXX	BOULDER	CO	80501	07/05/2001	8.0
LESLIE A. RORVET	1000-XX-XXXX	BOULDER	CO	80501	07/05/2001	8.0

Report Results

AXIOM INSIGHT

MY CASES MY ACCOUNT HELP

Portrait Report For ADAM SCHELL

Generated on December 07, 2009 at 1:27:05 PM

Subject Information

Field Name	Value
First Name	Adam
Last Name	ScHELL
DOB	07/05/2001

Address History

Address Line 1	Address Line 2	City	State	Zip	Score
1000-XX-XXXX		BOULDER	CO	80501	8.0
1000-XX-XXXX		BOULDER	CO	80501	8.0
1000-XX-XXXX		BOULDER	CO	80501	8.0



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Appendix C: DNB.com Screen Shots

Main Menu

The screenshot shows the D&B Internet Access main menu. At the top is the D&B logo and the tagline "Decide with Confidence". Below this is a navigation bar with links to "Log Off" and "Site Feedback". The main content area is divided into several sections, each with an icon and a title:

- My Report Archive** - View ordered report(s)
- Update your Company Information** - Submit updates to D&B
- Company Reports** - Access D&B's popular reports on companies worldwide, or create your own for U.S. based companies.
- Basic Marketing Lookups** - Basic ground information on more than 75 million companies across the globe.
- U.S. Public Records Search** - Search more than 70 million U.S. Public Filings for Business Registrations, Bankruptcy, Sales, Liens, and Uniform Commercial Code (UCC) Filings.
- Country Risk Services** - Evaluate the risk and opportunities of doing business in a country.
- zapdata VIEW** - A single point of access to 800 data on more than 75 million companies, plus over 100 industry-specific data elements and millions of contact names.
- Global Family Linkage** - View Family Linkage information on more than one million corporate linkages worldwide.
- Global Marketing Lists** - Create lists for marketing and competitive analysis.

At the bottom, there is a link to "Click here for an update on your contract usage to date." and a note: "NOTE: This report is not available for Monthly Dollar, International or Preferred Pricing Plan contract holders." The browser's status bar at the bottom shows the address "http://www.dnb.com/scripts/ProductRetriever.asp" and the page number "975".

D&B 4350 N. Fairfax Drive, Suite 650, Arlington, VA 22203 T 703.807.5088 www.dnb.com

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Search Criteria

Company Search - Microsoft Internet Explorer

File Edit View Favorites Tools Help

Back Search Favorites

Address: <https://www.dnb.com/scripts/ProductRebiller.asp?SESSIONID=21733965100038016&REQUESTTYPE=contractnewsearch&PROCESSFLOW=CRPT>

Search Web Bookmarks My Yahoo! Yahoo! Bookmarks Yahoo! Mail www - Yahoo! Search Results

Google definition of quality Go Bookmarks 378 blocked Check AutoFill Send to dun Settings

* Indicates required fields International search

U.S. Public Records Search

By company name

*Company name: Gorman Manufacturing

Address:

City/Town State: California Zip code

Phone number (do not include dashes) Search

* Required fields for calculating a Fraud Risk Score

zapdata NEW!

By D-U-N-S number

*D-U-N-S number Search

By phone number

*Phone number (do not include dashes) Search

Global Family Linkage

By location

Street number starting with ending with

Check for ☒ Odd street numbers ☐ Even street numbers ☐ Both

Done Internet



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Search Results

U.S. Company Search Results - Microsoft Internet Explorer

File Edit View Favorites Tools Help

Back Search Favorites

Address: <https://www.dnb.com/scripts/ProductReview.asp?CHID=100200180> Go

Search Web Bookmarks My Yahoo! Yahoo! Bookmarks Yahoo! Mail Yahoo! Search Results

Google: Get definition of quality Go 378 blocked Check AutoFill Send to dun Settings

Company Reports

Revise Search
Company Name: Gorman Manufactu City: State: California Search

Start a New Search

Access Comprehensive Information with DNB:
As a DNB customer, you have access to the most complete and up-to-date credit information available. As a result, some reports, including the Comprehensive and Business Information Reports, are no longer available through DNB.com. [Click here to log in to DNB.](#)

U.S. Public Records Search

Choose a company from the list of 4 below:
If the company you select is a branch location: [Save my preferences](#)

Company Name	Address	Location Type	Get Report
<input type="radio"/> GORMAN MANUFACTURING COMPANY, INC. 492 Koller Street, San Francisco, CA, 94110	Headquarters	<input type="button" value="Get Report"/>	
<input type="radio"/> GORMAN MANUFACTURING COMPANY, INC. 1073 S Boyle Ave, Los Angeles, CA, 900231246	Single	<input type="button" value="Get Report"/>	
<input type="radio"/> GORMAN MANUFACTURING COMPANY, INC. 8128 Junipero St Ste 4, Sacramento, CA, 958281603	Single	<input type="button" value="Get Report"/>	
<input type="radio"/> GORMAN MANUFACTURING COMPANY, INC. 12 W Kentucky Ave, Woodland, CA, 956955837	Single	<input type="button" value="Get Report"/>	

Prepared for: MM (type in box to change)

Done U.S. Company Search 97% Internet

D&B 4350 N. Fairfax Drive, Suite 650, Arlington, VA 22203 T 703.807.5088 www.dnb.com

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Federal Information Report

D&B Federal Information Report: GORMAN MANUFACTURING COMPANY, INC. Microsoft Internet Explorer

File Edit View Favorites Tools Help

Back Search Favorites

Address: <https://www.dnb.com/sonets/ProductRetriever.asp?REQUESTTYPE=getreport&DUNSNUMBER=804735132&WPLINK=/dnburl/html/securedelivery/42/426684/426684.FIR.HQ.2141> Go

Y! Yahoo! D&Bnet - D&B Information D&Bnet - Directory CSC Home CSC USD My Yahoo! Yahoo! Bookmarks Yahoo! Mail www - Yahoo! Search Results

Search Web Bookmarks My Yahoo! Yahoo! Finance Mail News

Go definition of quality Go Bookmarks 378 blocked Check Send to dun Settings

Federal Information Report

GORMAN MANUFACTURING COMPANY,... Print Entire Report
 D-U-N-S® Number 80-473-5132 E-mail Report
 Copyright 2007 Dun & Bradstreet - Provided under contract for the exclusive use of Save Text Report
 subscriber 2631578361 Save HTML Report
 ATTN: MN Report Printed: AUG 19 2007 Export Data
 In file

Back To Report Archive New Search

Overview History & Operations Government Activity Payments & Finance Banking & Finance Public Filings

OVERVIEW
 Business Summary
 Company Address
 Summary
 Specialty Fields
 Specialty Analysis
 Customer Service

BUSINESS SUMMARY
GORMAN MANUFACTURING COMPANY, INC.
 492 Koller Street
 San Francisco, CA 94110
 Do not confuse with other Gorman companies, this is a fictitious company used by D&B for demonstration purposes.
 This is a headquarters location. Branch(es) or division(s) exist.
 Telephone: 650 555-0000
 Manager: LESLIE SMITH, PRES
 Year started: 1985
 Employs: 145 (110 here)
 Financial statement date: DEC 31 2006
 Sales: 477,554,720

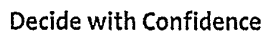
HISTORY & OPERATIONS
 History
 Business Registration
 Operations
 SIC & NAICS

GOVERNMENT ACTIVITY
 D&B PAYDEX
 Payment Summary
 Payment Details

BANKING & FINANCE
 Finance
 Pay Business Paydex
 Bankruptcy

D-U-N-S Number: 80-473-5132
SIC: 2750
 Jump to SIC & NAICS Page
Line of business: Commercial printing
D&B Rating: 3A4
Financial strength: 3A is \$1 to 10 million
Composite credit appraisal: 4 is limited.
 Jump to: EXCELLENCE AWARD Region

Internet

[illegible][Help](#) | [Customer Assistance](#) | [Price Guide](#) | [About Privacy](#) | [Unable to see this visualization?](#)

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Appendix D: Channel Search Business Data Layout

WorldBase Data Elements ⁵	
Field Name	Description
DUNS Number	The Data Universal Numbering System numeric serial number for a company. The DUNS number is a unique-8 digit number; no two establishments have the same DUNS number. It is an 8 digit number with a modulus 10 check digit.
Business Name	The official registered or legal name of the business.
Tradestyle	An additional name used by a business for advertising and/or buying purposes.
Second Tradestyle	A second additional name, if used by the company.
Physical Street Address	The street address associated with a particular business site.
Second Street Address	This is the physical address line of 2 of the establishment. Generally in local language.
Physical City	The city within which a particular business site is located.
Physical State	The United States Postal Service (USPS) standard abbreviation denoted the state within which a particular business site is located.
Physical Zip	The zip plus four code of a particular business site is located.
Country Name	The country within which a particular business site is located.
State Name	Name of state or province in which the domestic ultimate is located. Blank if not linked.
County Name	The county where the establishment is located.
SMSA Name	The standard metropolitan statistical area was formerly used by the federal government for general statistic purposes.
Mail Address	The mail address of the site. Present only if the establishment is a mailing address in addition to its physical address number (i.e. separate post office, etc.)
Mail Address 2	The second line of a mailing address for a particular business.
Mail City	The mailing city of the establishment; some cities in the US are abbreviated.

⁵ Availability of individual data elements may vary by record.



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WorldBase Data Elements ⁵	
Field Name	Description
Mail State	The two character abbreviation for the state abbreviation used by US Postal Service
Mail Zip	Zip code associated with the mailing address.
Carrier Route Code	Identifies the individual mail carrier assigned to the postal route, post office box, or highway contract route. Sorting by carrier enables the sender to take advantage of postal discounts.
Continent Code	D&B Code for the continent where the business is located 1= Africa 2= Australia/Asia 3= Europe 4 Middle East 5= South and Central America 6= North America
State Code	The D&B code for the state where this business is located. Use this code, rather than the state abbreviation, to sort records into state order.
City Code	Each city within a state is defined with a unique city number. This code reflects the city number within this particular state. This code can be used to sort cities within a state into alphabetical order.
County Code	Each county within a state is defined with a unique county number. This code reflects the county number within this particular state.
EAI Code	Code denoting an area of economic activity as influence designated by the Bureau of Economic Analysis.
FIPS Country Code	Federal Information Processing Standard (FIPS) country code is a code assigned by the Federal Government to aid statistical analysis and electronic data processing.
FIPS Subdivision 1 Code	Federal Information Processing Standard (FIPS) subdivision 1 code.
FIPS Subdivision 2 Code	Federal Information Processing Standard (FIPS) subdivision 2 code.
FIPS MSA Code	Federal Information Processing Standard (FIPS) Metropolitan Statistical Area (MSA) An MSA consists of a central city or urbanized area of at least 50,000, surrounding counties or counties commuting to the central area.
Latitude	Indicates angular distance north or south from the earth's equator measured through 90 degrees. Includes "+" or "-" sign.
Longitude	Indicates the arc or portion of the earth's equator intersected between the median of the given place and the prime meridian.



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WorldBase Data Elements ⁵	
Field Name	Description
Geocoded Accuracy	The match level code: block group level, block face group, not matched, census tract centroid, zip code centroid.
Telephone	The telephone number associated with a particular site.
Country Telephone Access Code	The code necessary to dial prior to the telephone number to connect to the specific country.
Cable-Telex Number	The cable or telex number of the business. Provided as entered in the local database. No edits are performed.
Fax Number	The fax number of the business. Provided as entered in the local database. Provided as entered in the local database.
CEO Full Name	The full name, in a fixed field, of the individual identified as having the chief executive function at the business.
CEO First Name	The first name, in a fixed field, of the individual identified as having the chief executive function at the business.
CEO Middle Initial	The middle initial, in a fixed field, of the individual identified as having the chief executive function at the business.
CEO Last Name	The last name, in a fixed field, of the individual identified as having the chief executive function at the business.
CEO Suffix	A qualifier that follows an individual's full name - examples are Jr., Sr., and MD.
CEO Prefix	A qualifier: Mr., Mrs., Dr., etc.
CEO Title	The abbreviated title of the individual at the site with the chief executive responsibility.
CEO MRC Code	Marketing Responsibility Order (MRC) identifies the title of the individual identified as having the Chief Executive Function at the business, from the DUNS Decision Maker File.
CEO Gender Code	The gender code of the individual at the site with Chief Executive Responsibility.
Sales Volume	The annual sales of the business. Branch listing contains blanks.
Sales Volume Code	The code consists of three fields. Depending on the code indicator, these fields will contain figures which are actual, estimated, or the low end of a range. Codes are: 0=actual figure; 1= low end of range; 2= estimated figure.



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WorldBase Data Elements ⁵	
Field Name	Description
Annual Sales Local Currency	Sales for the business generally in local currency.
Annual Sales Local Currency Code	Code describing the sales volume. '0' = actual; '1' = low end of range; '2' = estimated or not available if sales value is zero.
Currency Code	Code indicating in which currency the annual sales volume, net worth, and profit-loss are expressed.
Employees Total	The code consists of three fields. Depending on the code indicator, these fields will contain figures which are actual, estimated, or the low end of a range. Codes are: 0=actual figure; 1= low end of range; 2= estimated figure.
Employees Total Code	The code consists of three fields. Depending on the code indicator, these fields will contain figures that are actual, estimated, or the low end of the range. Codes are: 0= actual figure; 1= low end of range; 2= estimated figure.
Employees Here	The number of employees at this location.
Employees Here Code	The code consists of three fields. Depending on the code indicator, these fields will contain figures that are actual, estimated, or the low end of the range. 0 = Actual figure 1 = Low end of range 2 = Estimated figure
Year Started	The year when current ownership or management assumed control of the business. This is not provided for branch records.
Location Type (Status Indicator)	The organizational status at this location. 0 = This is a single location business. 1 = Headquarters location. It has one or more branches reporting to it. 2 = Branch location. It reports to a headquarters location
Subsidiary Indicator	Code indicating if this establishment is a corporation that is more than 50 percent owned by another company. Possible codes: not a subsidiary site; subsidiary site.
Manufacturing Indicator	Denotes whether manufacturing occurs at the site. Codes are: manufacturing; non-manufacturing
Population Code	A code indicating the residential population of the country that the establishment is located in.



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WorldBase Data Elements ⁵	
Field Name	Description
Small Business Indicator	Indicates a small business designation as provided by the Small Business Administration of the US government. Codes are: not a small business site; small business site.
Minority Owned Indicator	Indicates whether the business is owned by a member of a minority group. Codes are: not minority owned; minority owned.
Public/Private Indicator	"Y" = Publicly held company "N" = Privately held company
Division Indicator	Designates a disparate profit center as reported by the principals at the time of the D&B interview. Codes are: not a division; is a division.
Site Status	Indicates the relationship to the business as either prospect or customer.
Legal Status	The legal status of an establishment. Possible cases include various types of partnerships, corporations, and proprietorships.
Import / Export Code	A code indicating whether the business imports products, exports products, or does both. Codes include: Import/Export/Agent; Imports and Exports; Imports and Agents; Export and Agents; Agent; N/A Exports
Owns / Rents	Indicates whether the business owns or rents the building it occupies. Codes are: n/a owns space; rents space.
Square Footage	The building space occupied by a place of business as measured in square feet.
Global Ultimate DUNS Number	The DUNS number of the upper most parent of a corporate family worldwide
Global Ultimate Business Name	The primary name of the domestic ultimate business. Blank if not linked.
Global Ultimate Indicator	If 'Y', this case is the global ultimate, otherwise 'N'. Blank if not linked.
Global Ultimate FIPS Country	Code for the country where the company is located. Blank if not linked.
Global Ultimate Country Code	The country of the topmost firm of a global 'family tree' group of companies.
Global Ultimate State Abbrev.	Name of the state or province in which the ultimate company is located. Blank if not linked.
Domestic Ultimate DUNS Number	DUNS Number for the domestic ultimate, which is the highest family member in the same country as this business entity as you walk up this 'branch' of the tree. A case may be its own domestic ultimate.
Domestic Ultimate Business Name	Name of the state or province in which the domestic ultimate is located. Blank if not linked.



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WorldBase Data Elements ⁵	
Field Name	Description
Domestic Ultimate FIPS Country	Code for the country where the domestic ultimate is located. Blank if not linked.
Domestic Ultimate Country Code	The country of the topmost firms of a global 'family tree' group of companies.
Domestic Ultimate State Abbrev.	Abbreviated name of the state or province in which the domestic is located. Blank if not linked.
Parent DUNS number	If this is a subsidiary record, the DUNS number of the parent organization's HQ location will appear in this field. If not a subsidiary, then the parent DUNS number field is blank.
Headquarters DUNS number	The DUNS number of HQ location if the listing is a branch. For HQ records, the same DUNS number may appear twice in the record. This allows the computer to tie branch locations to their appropriate HQ record.
Parent/HQ Name	The legal name of the Parent/HQ business establishment that controls another company through ownership of all or a majority of its stock.
Parent/HQ FIPS Country Code	Code for the country where the parent or headquarters is located. Blank if not linked.
Parent/HQ Country Code	The country code of the Parent/HQ of a subsidiary or branch.
Parent/HQ State	The state location of the Parent/HQ of a subsidiary or branch.
Hierarchy Code	A two position code used in conjunction with the status, subsidiary, and dias codes to pinpoint the location of a business within a corporate hierarchy. It shows reporting level. If this business is not part of a corporate family, this field will be blank.
Dias Code	This code sequences a "family tree" group from the ultimate to the lowest business in the group. This code has no intrinsic value, and can change from month to month. If this business is not part of a corporate family, this field will be blank.
Number of Family Members	The number of family members including the global ultimate, and all subsidiaries and branches of the entire family tree worldwide.
Family Update Date	The date (YYYYMMDD) when the entire family tree linkage on individual records may have been reviewed and verified by the ultimate business. Linkage on individual records may have been reviewed and updated since this date. Populated on Global Ultimate record only. Blank if not linked.



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WorldBase Data Elements ⁵	
Field Name	Description
Major Industry Category	Code that denotes which major industry category an establishment falls under. agriculture; mining, construction; manufacturing; transportation, communications, utilities; wholesale trade; retail trade; finance, insurance, real estate; services
Line of Business	Alpha narrative abbreviation of the type of work done at this location.
SIC1	The Standard Industrial Classification (SIC) code developed by the US Government assigns a code to businesses and other organizations classifying and subdividing the activity performed by that establishment at that location.
SIC2	Standard Industrial Classification (SIC)
SIC3	Standard Industrial Classification (SIC)
SIC 4	Standard Industrial Classification (SIC)
SIC 6	Standard Industrial Classification (SIC)
Primary Local Activity Code	This code represents the locally used activity code. Examples in 1972 U.S. SIC, SBA, APE, and NACE.
Percent Growth Sales (3yr)	Provides information on the total percent growth or decline in sales volume over a three year period. Includes "-" or "-" sign
Percent Growth Employees (3yr)	Provides information on the total percent growth or decline in the number of employees over a three year period. Includes "-" or "-" sign.
Trend Year Sales (3yr)	The sales volume in the last year of a three year trend period.
Trend Year Employee (3yr)	The employee count in the last year of a three year period.
Percent Growth Sales (5yr)	Provides information on the total percent growth or decline in sales volume over a five year period. Includes "-" or "-" sign.
Percent Growth Employees (5yr)	Provides information on the total percent growth or decline in the number of employees over a five year period. Includes "-" or "-" sign.
Trend Sales (5yr)	The sales volume in the last year of a five year trend period.
Trend Year Employee (5yr)	The employee count in the last year of a five year period.
Base Year Sales	The sales volume in the first year of a three year trend period.
Base Year Employees	The employee count in the first year of a three year trend period.
Bank DUNS Number	The DUNS number of the bank that this business uses for banking purposes.



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WorldBase Data Elements ⁵	
Field Name	Description
Accounting Firm Name	The name of the accounting firm that this business uses for accounting purposes.
First Executive First Name	The first name, in a fixed field, of the individual identified in the DUNS decision maker file.
First Executive Middle Initial	The middle initial, in a fixed field of the individual identified in the DUNS decision maker file.
First Executive Last Name	The last name, in a fixed field, of the individual identified in the DUNS decision maker file.
First Executive Suffix	A qualifier that follows an individual's full name - examples include Jr., Sr., M.D.
First Executive Prefix	A qualifier: Mr. Mrs., Dr., etc.
First Executive Title	The abbreviated title of the individual at the site identified in the DUNS decision maker file.
First Executive MRC	Marketing Responsibility Code (MRC) identifies the first executive's title and/or area of responsibility, from the DUNS decision maker file.
Second Executive First Name	The first name, in a fixed field, of the individual identified in the DUNS decision maker file.
Second Executive Middle Initial	The middle initial, in a fixed field of the individual identified in the DUNS decision maker file.
Second Executive Last Name	The last name, in a fixed field, of the individual identified in the DUNS decision maker file.
Second Executive Suffix	A qualifier that follows an individual's full name - examples are Jr., Sr., and MD.
Second Executive Prefix	A qualifier: Mr., Mrs., Dr. etc.
Second Executive Title	The abbreviated title of the individual at the site identified in the DUNS decision maker file.
Second Executive MRC	Identifies the second executive's title and/or area of responsibility, from the DUNS decision maker file.
Third Executive First Name	The first name, in a fixed field, of the individual identified in the DUNS decision maker file.
Third Executive Middle Initial	The middle initial, in a fixed field of the individual identified in the DUNS decision maker file.



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WorldBase Data Elements ⁵	
Field Name	Description
Third Executive Last Name	The last name, in a fixed field, of the individual identified in the DUNS decision maker file.
Third Executive Suffix	A qualifier that follows an individual's full name - examples are Jr., Sr., and MD
Third Executive Prefix	A qualifier: Mr. Mrs , Dr., etc.
Third Executive Title	The abbreviated title of the individual at the site identified in the DUNS decision maker file.
Third Executive MRC	Identifies the third executive's title and/or area of responsibility, from the DUNS decision maker file.
FIPS City Code	Federal Information Processing Standard city code.



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Appendix E: Sample Training Agenda

Class Administration

Classroom resources

Computer
Projector and screen
Power source
Web access

Instructor material

Instructor guide
Internet Explorer or Netscape
PowerPoint presentation
D&B Cheat sheet (instructions for accessing website and the i2 Visualization website)

Reference material

www.dnb.com

Student prerequisites

None

About the Lesson

Lesson time

2 hours

Lesson overview

Learn how Dun & Bradstreet (D&B) collects data, maintains data and verifies the accuracy of data through the DUNSRight™ process. Visit www.dnb.com and learn how to search for companies, related companies, and executives; how to search by criteria; and how to display all this information into the i2 Visualization tool.

Teaching strategies

Instructor presentation with slides
Computer lab guided practice



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Evaluation strategies

The evaluation strategy of this lesson is to obtain specific student opinions, perceptions, and/or attitudes about the lesson. Refer to the last section of this document for further information.

Lesson objectives

Upon completion of this lesson, students will be able to:

- Discuss the history of D&B as a global information resources provider
- Identify D&B's products and services
- Identify how the D&B databases can support investigation and analysis
- Identify D&B web-based collection tools
- Describe D&B data collection methodology and sources
- Identify the five quality drivers that work sequentially to collect and enhance data
- Demonstrate how to navigate D&B search tools
- Demonstrate how to display information using the i2 Visualization tool



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Appendix F: Federal Government Licensing Terms

Dun & Bradstreet, Inc. ("D&B") and the Federal Bureau of Investigation ("Customer") agree that D&B shall make available to Customer business information services ("Services"), which may include information ("Information"); computer programs or applications (including those accessed remotely), documentation and media (collectively, "Software"); professional services and other services, subject to and in accordance with the terms of D&B's GSA FSS Contract # GS-22F-9614D ("the FSS Contract") and this License Agreement ("Agreement"). The Services subject to this Agreement are identified in Purchase or Task Order No. _____ ("the Order") issued by Customer to D&B which may include particular Service-specific terms and conditions. No obligation to furnish or to pay for a particular Service arises under this Agreement until D&B accepts the applicable Order (i.e., by signature of an authorized D&B representative, commencement of the performance of services identified in the order, or delivery of a D&B invoice to Customer in connection with such Order). An accepted Order entered into after the effective date hereof shall be subject to the terms of this Agreement, which terms shall be incorporated into the Order. The effective date of this Agreement is the date indicated on the Purchase or Task Order. In consideration of the mutual obligations set forth in this Agreement, each party agrees to the terms and conditions below.

Terms and Conditions

1. Licenses

1.1 D&B grants to Customer a non-exclusive, non-transferable license ("License") to use and display the Information and Software (in object code format only) constituting each D&B product specified in the Order, subject to the limitations contained in this Agreement and such Order. D&B retains all ownership rights (including copyrights and other intellectual property rights) in the Services, in any form, and Customer obtains only such rights as are explicitly granted in this Agreement and such Order.

2. Restrictions on Use

2.1 Information and Software are licensed for Customer's internal use only and subject to any restrictions set forth in the Order. Customer will not provide Information, Software or other Services to others, whether directly in any media or indirectly through incorporation in a database, marketing list, report or otherwise, or use or permit the use of Information to generate any statistical or other information that is or will be provided to third parties (including as the basis for providing recommendations to others); use or permit the use of Information to prepare any comparison to other information databases that is or will be provided to third parties; or voluntarily produce Information in legal proceedings. In addition, Information and/or Software licensed to Customer may not be shared, distributed or otherwise made available to other agencies, departments, units or other entities within the Federal Government without D&B's prior written consent.

2.2 Notwithstanding the foregoing, Customer may allow individuals performing the functions of an employee and who are working onsite for the Customer on a temporary basis ("Contractors") to use the Services solely for Customer's internal use as permitted hereunder, and Customer shall be responsible for such contractor's compliance with this Agreement. In addition, Customer may, subject to the written approval of D&B, engage a third party to process, host or otherwise have access to the Information.

2.3 Customer will not attempt to access, use, modify, copy, reverse engineer, or otherwise derive the source code of Software.

2.4 Customer will not use Information as a factor in establishing an individual's eligibility for (i) credit or insurance to be used primarily for personal, family, or household purposes, or (ii) employment. In addition, Customer will not use any Service to engage in any unfair or deceptive practices and will use the Services only in compliance with applicable state, local, federal or foreign laws or regulations, including but not limited to laws and regulations promulgated by the Office of Foreign Asset Control, applicable export restrictions, and/or those laws and regulations regarding telemarketing, customer solicitation (including fax and/or e-mail solicitation), data protection and privacy.

2.5 Upon expiration or termination of the Order with respect to particular Information or Software, or upon receipt of Software or Information that is intended to supersede previously obtained Software or Information, unless D&B instructs Customer otherwise, Customer will immediately delete or destroy all originals and copies of the Information and/or Software, as applicable, including all Information or Software provided to Processors as permitted by paragraph 2.2 hereof; and upon request, provide D&B with certification thereof.

2.6 Notwithstanding anything in this Agreement to the contrary, Customer is not permitted to make any Information or Software available on the Internet or on any intranet without D&B's prior written consent. Any such consent shall detail any additional charges that may apply in connection with such availability.

2.7 If Customer is a non-Department of Defense ("DOD") U.S. Government agency, any data licensed hereunder are licensed solely in accordance with the terms and conditions set forth in this Agreement, with the express understanding that Customer shall have no greater than "Limited Rights" as that term is defined in FAR 52.227-14 (ALT II). If Customer is a non-DOD U.S. Government agency, any Software licensed hereunder is licensed solely with "Restricted Rights" as that term is defined in FAR 52.227-19(c)(2). If Customer is an element of the DOD, any data and Software licensed hereunder are licensed solely in accordance with the terms and conditions set forth in this Agreement.

3. D-U-N-S® Numbers

3.1 D-U-N-S Numbers are proprietary to and controlled by D&B. D&B grants Customer a non-exclusive, perpetual, limited license to use D-U-N-S Numbers solely for identification purposes and only for Customer's internal business use. Where practicable, Customer will refer to the number as a "D-U-N-S® Number" and state that D-U-N-S is a registered trademark of D&B.

4. Disclaimers

4.1 Though D&B uses extensive procedures to keep its database current and to promote data accuracy, Customer acknowledges that the Information will contain a degree of error.

4.2 ALL SERVICES ARE PROVIDED ON AN "AS IS," "AS AVAILABLE" BASIS. OTHER THAN AS EXPLICITLY STATED IN THIS AGREEMENT, D&B DISCLAIMS ALL WARRANTIES, EXPRESS OR IMPLIED, INCLUDING ANY WARRANTIES OF ACCURACY, COMPLETENESS, CURRENTNESS, MERCHANTABILITY OR FITNESS FOR A PARTICULAR PURPOSE. D&B DOES NOT WARRANT THAT THE SERVICES WILL BE UNINTERRUPTED OR ERROR-FREE AND DISCLAIMS ANY WARRANTY OR REPRESENTATION REGARDING AVAILABILITY OF A SERVICE, SERVICE LEVELS OR PERFORMANCE. D&B WILL NOT BE LIABLE FOR ANY LOSS OR INJURY ARISING OUT OF, IN WHOLE OR IN PART, D&B'S CONDUCT IN PROCURING, COMPILING, COLLECTING, INTERPRETING, REPORTING OR DELIVERING SERVICES.

5. Copyrights and Other Proprietary Rights

5.1 Information and Software are proprietary, copyrighted works of D&B and comprise: (i) works of original authorship, including compiled Information containing D&B's selection, arrangement and coordination and expression of such Information or pre-existing material it has created, gathered or assembled; (ii) trade secret and other confidential information, including information that derives value or potential value from not being readily known or available; and (iii) information that has been created, developed and maintained by D&B at great expense, such that misappropriation or unauthorized use by others for commercial gain would unfairly and/or irreparably harm D&B or reduce D&B's incentive to create, develop and maintain such information. Customer will not commit or permit any act or omission that would contest or impair D&B's proprietary and intellectual property rights in Information and Software or that would cause the Information or Software to infringe the proprietary or intellectual property rights of a third party. Customer will reproduce D&B's copyright and proprietary rights legend on all copies of Information and Software.

5.2 Customer will not use any trademark, service mark or trade name of D&B or any of D&B's affiliated companies or publish any press releases regarding this Agreement or the Order. Customer shall not disclose the negotiated pricing or terms of this Agreement, or the Order, to any third party.

5.3 Customer shall implement and maintain security measures with respect to the D&B Information and Software in Customer's possession that effectively restrict access to Information and Software only to authorized users with a need to know, and protect Information and Software from unauthorized use, alteration, access, publication and distribution. In no event shall such security measures be less restrictive than those Customer employs to safeguard its most confidential information. Customer shall supply D&B with a description of such security measures at D&B's request. In the event of an actual or suspected breach of such security measures, Customer shall notify D&B within 24 hours.

6 Limitation of Liability

6.1 D&B SHALL NOT BE LIABLE FOR SPECIAL, INCIDENTAL OR CONSEQUENTIAL DAMAGES (INCLUDING LOSS OF PROFITS), EVEN IF ADVISED OF THE POSSIBILITY OF SUCH DAMAGES.

7 Miscellaneous

7.1 The FSS Contract, this Agreement, all Orders, addenda, statements of work and schedules, and the Price Guides constitute the entire agreement between D&B and Customer regarding the Services. The parties agree that the terms of this Agreement shall be incorporated by reference into the Order. All other

agreements, both oral and written, between the parties on the matters contained in this Agreement are expressly cancelled and superseded by this Agreement. Any Order in effect as of the effective date of this Agreement, regardless of such Order's effective date, and notwithstanding anything to the contrary contained therein, shall be subject to this Agreement. In no event shall any other terms or conditions included on any form of Customer purchase order apply to the relationship between D&B and Customer hereunder, unless such terms are expressly agreed to by the parties in writing. Except with respect to Section 4 hereof (which shall take precedence over any inconsistent terms regarding warranties), if there is a conflict between the terms of the FSS Contract, the Order and/or this Agreement, the terms of the FSS Contract and the Order shall take precedence over this agreement. Any amendments of or waivers relating to this Agreement or the Order must be in writing signed by both parties.

7.2 Third parties that provide information, software or services to D&B for use in providing the Services are intended third party beneficiaries of paragraphs 4 and 6.

7.3 The FSS Contract, the order and this Agreement shall bind and inure to the benefit of the parties and their successors and permitted assigns.

Any assignment under this Agreement shall be in accordance with the Assignment of Claims clause in the Order.

7.4 The provisions set forth in paragraphs 2, 3, 4, 5, 6, 7.4 will survive the termination of this Agreement.