
http://hbgary.anonleaks.ch/aaron_hbgary_com/7303.html Al Pisani of TASC to Aaron Barr. 22 Feb 2010. Spying on Americans is FUN!
POSTED:Romas/COIN

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Aaron:
We need to work to make this happen for all of us. This will be fun.

Al

----- Original Message -----
From: Aaron Barr <aaron@hbgary.com>
To: Pisani, Albert A.
Sent: Mon Feb 22 14:02:16 2010
Subject: COIN

Al,

Thanks for the call on Friday. Definitely interested to talk about this effort. For better or worse I kind of consider it my baby. And any help you could bring on the clearance side I would be extremely grateful.

Aaron Barr
CEO
HBGary Federal Inc.

http://hbgary.anonleaks.ch/aaron_hbgary_com/15567.html John Lovegrove, TASC 'director' to Aaron Barr, affirming Al Pisani's view that spying on Americans is not only fun, but profitable, too.
POSTED: Romas/COIN

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Aaron,

It was good to talk to you Friday; Al and I want to move quickly to meet and explore our options to pursue COIN together. Chris Clair, who I think you know, and Kathy Garcia are working this effort for us. Perhaps we can meet via telecom or in person in the next few days. We can discuss the other issues in a side meeting.

Let me know if this will work and we will coordinate calendars. Do you have an admin?

WR

John Lovegrove

Director

Office: (703) 449-3812

Cell: (571) 294-5154

http://hbgary.anonleaks.ch/aaron_hbgary_com/14589.html Aaron Barr to Al Pisani 26 Feb 2010. IO means "information operations" – psyops. COIN is Counter Intelligence, suggest you Google COINTELPRO to find the U.S. history in this area. "re-compete" – this isn't something new, someone else is already doing this to American citizens, HBGary just wants to take the business away from Northrop Grumman. Bob Frisbie is a ManTech executive.

POSTED:Romas/COIN

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Al,

I met with Bob Frisbie the other day to catch up. He is looking to expand a capability in IO related to the COIN re-compete but more for DoD. He told me he has a few acquisitions in the works that will increase his capability in this area. So just a thought that it might be worth a phone call to see if there is any synergy and strength between TASC and ManTech in this area. I think forming a team and response to compete against SAIC will be tough but doable.

Aaron Barr
CEO
HBGary Federal Inc.

http://hbgary.anonleaks.ch/aaron_hbgary_com/13086.html Aaron Barr to Chris Clair and John Lovegrove of TASC, cc to Al Pisani of TASC. Northrop Grumman will team with SAIC for the re-compete?

POSTED: Romas/COIN

All,

I am fairly certain that NG is teaming with SAIC for the recompute. This creates a significant challenge that we need to discuss.

Aaron Barr
CEO
HBGary Federal Inc.

http://hbgary.anonleaks.ch/aaron_hbgary_com/1749.html Ray Heider of TASC inviting Aaron Barr, Al Pisani, and John Lovegrove to meet in a SCIF conference room. 7 June 2010 That's "secure compartmentalized information facility" – the place where those people with TS-SCI or top secret, secure compartmentalized information meet. This meeting was later canceled, just wanted people to know acronyms & understand the resources aimed at American citizens.

POSTED: Romas/COIN

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When: Monday, June 07, 2010 3:30 PM-4:30 PM (GMT-05:00) Eastern Time (US & Canada).

Where: SCIF Conf. Room 3E (Westfields 3)

Note: The GMT offset above does not reflect daylight saving time adjustments.

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http://hbgary.anonleaks.ch/aaron_hbgary_com/14017.html Aaron Barr to Al Pisani, Chris Clair, Ray Heider, Irene Harris, and John Lovegrove of TASC. 10 June 2010. Apple will spy on us, too. Outside the bounds of the HBGary document dump it is known that Apple has face recognition stuff – you basically can't use an iPhone camera any more without spying for the man. I'd start shorting their stock now.

POSTED: Barr/Pisani

I had a very good conversation with Apple today on the phone. I am going to meet with them in person tomorrow. They are interested in being on the team.

I am going to do a little research but the more I think about this model I think we also need to look for a smaller social networking company, maybe like a foursquare and also a social gaming company maybe like zynga, gameloft, etc.

Just a thought.

Aaron

On Jun 10, 2010, at 8:26 AM, Pisani, Albert A. (TASC) wrote:

> Aaron:
> I like this approach.
> We need to get together in a room and kick this around.
> Has a session been scheduled?
>
> AL
>
> -----Original Message-----
> From: Aaron Barr [<mailto:aaron@hbgary.com>]
> Sent: Wednesday, June 09, 2010 10:20 PM

> To: Clair, Chris (TASC); Pisani, Albert A. (TASC); Heider, Raymond A
> (TASC); Lovegrove, John (TASC)
> Subject: Technical Strategy
>
> All,
>
> After our conversation today and thinking about a possible framework
I
> see a very powerful offering assuming we can get these partners. The
> below team represents in my opinion a winning team. Framework is
> overall PMO that coordinates trusted US partners to exercise
commercial
> relationships to execute requirements. Some team mates are silent
> partners for consulting and lead relationships.
>

http://hbgary.anonleaks.ch/aaron_hbgary_com/10872h.html Aaron Barr to Chris Clair of TASC. 14 June 2010. This is the talent raid on Northrop Grumman in order to take over the Romas & COIN business. Pisani & Lovegrove are notified.

POSTED: NG Raid

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Chris,

OK this might come out somewhat convoluted but I will do my best.

Attached is a spreadsheet with People, Skills, Importance, likelihood to switch and what type of offer. There are a few other people that we didn't put on the list, such as the Persian Farsi linguists that work onsite, or the people that work directly for the PM, Dan Lindorf, that would likely not consider any offer.

Give me a call.
Aaron

On Jun 14, 2010, at 11:06 AM, Clair, Chris (TASC) wrote:

> Hi Aaron,
>
> We are excited to start putting together an advanced technical team here at
> TASC. In our last meeting you mentioned you were putting a list of those folks
> together. As you may have heard in our meeting that I am able to meet some of
> my deadlines but really need help in PM and development (Java, C, C++).

> Ialsohave a real need for the right XML\SGML Perl type if that exists tooand
> our production studio is always in need of creative people.I am also reminded
> that there is a move to develop mobile apps and we need to staff that too.
>
> I have some latitude to hire in the next week or so depending on the
> capabilities of individuals.
>
> Please send over the list as soon as you canand let me know what you think.
>

http://hbgary.anonleaks.ch/aaron_hbgary_com/3708.html 28 June 2010. Aaron Barr tells Ted Vera he has the inside scoop on COIN. Thank you, Mr. Barr, for naming one of the most important people to get sworn in before a Senate committee on your crime spree.
POSTED: Romas/COIN

FYI on COIN.

>From my iPhone

Begin forwarded message:

From: Ted Vera <ted@hbgary.com>
Date: June 28, 2010 5:47:53 PM EDT
To: Barr Aaron <aaron@hbgary.com>
Cc: mark@hbgary.com
Subject:* *COIN

I just got off the phone with COIN COTR, Rich. He was very friendly and talkative. We chatted for about 10 mins, and spent most of the time talking about personal things, progress on my doctorate (which he's very interested in, having a PHD himself).

He mentioned that he can't go into any specific procurement details because he just signed a pre-solicitation "gag order" a few days ago. But he did offer that they are currently still working on the RFP. He said they are way behind the power-curve and doesn't think it will be released until Sept or Oct realistically.

I mentioned that I "understood" that NG was given a six month extension (from March 4, 2010 till Sept 4, 2010). So if the RFP isn't expected to be out until then, I imagine that they will likely give NG another extension. He said if the dates I mentioned are correct, then that would most likely be the case.

http://hbgary.anonleaks.ch/aaron_hbgary_com/16480h.html

Chris Clair to Aaron Barr, coping Al Pisani, John Lovegrove, and Ray Heider. This is juicy – shows which companies they believe they will be working with and down below

“Mary beth, John, and Marek” are late on the RFP, or Request For Proposal. Perhaps John is the “station chief”, or military man, that we see mentioned in other places.

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Hi Al,

We are currently working on defining the positions for key folks we want on COIN. We expect to get the reqs posted by end of the month.

By the way, Aaron and I thought it a good idea for you to visit the customer who has the COIN mission. What are your availabilities for the next week or two? Additionally, who else do you think should attend?

Since Aaron has communications with the customer, I defer to him to arrange the meeting. He also wants to pre-brief you on some of the mission intricacies.

We spoke to Google and Apple last week. They both agreed to be on our team! I love this kind of innovation.

Our team consists of:

- TASC (PMO, creative services)
- HB Gary (Strategy, planning, PMO)
- Akamai (infrastructure)
- Archimedes Global (Specialized linguistics, strategy, planning)
- Acclaim Technical Services (specialized linguistics)
- Mission Essential Personnel (linguistic services)
- Cipher (strategy, planning operations)
- PointAbout (rapid mobile application development, list of strategic partners)
- Google (strategy, mobile application and platform development - long list of strategic partners)
- Apple (mobile and desktop platform, application assistance -long list of strategic partners)

We are trying to schedule an interview with ATT plus some other small app developers.

We, truly have the team to beat on this!

Let me know if you need more info.

Thanks,

Chris Clair

-----Original Message-----

From: Pisani, Albert A. (TASC)
Sent: Thursday, July 15, 2010 2:52 PM
To: Aaron Barr; Clair, Chris (TASC)

Cc: Heider, Raymond A (TASC); Lovegrove, John (TASC); Garcia, Kathy (TASC); Ted Vera
Subject: RE: EXTERNAL:

Aaron:

This is excellent news.

All - What progress has been made in identifying and capturing key folks that are currently in place supporting the customer?

Thanks.

AL

-----Original Message-----

From: Aaron Barr [<mailto:aaron@hbgary.com>]
Sent: Thursday, July 15, 2010 2:25 PM
To: Clair, Chris (TASC)
Cc: Heider, Raymond A (TASC); Lovegrove, John (TASC); Pisani, Albert A. (TASC); Garcia, Kathy (TASC); Ted Vera
Subject: EXTERNAL:

Coin update.

I had good conversations with Mary beth, John, and Marek today. I chided them a bit for not getting the rfp out and they said it looks like they will be able to get it out in august. John is still very dissatisfied with current work and said they need some of the innovation like they used to have. :)

We talked a lot about mobile and social media and the quickly changing landscape.

Based on wonderful meetings yesterday and today and our strategy/team i think we are the team to beat. I talked to John about general capabilities I think his shop needs and he agreed. This fits right in our strategy.

Aaron

Sent from my iPad

http://hbgary.anonleaks.ch/aaron_hbgary_com/15105.html Aaron Barr to Chris Clair, John Lovegrove, and Kathy Garcia of TASC. Here's our branch chief John, and now the RFP will be split into four pieces. If you're puzzling over which military operation gets this it's likely part of CYBERCOM. There are mentions in other emails of various Air Force units that are attached to it, we've not characterized them yet.
POSTED: Romas/COIN

New Twist.

I spoke with the Branch Chief, John, this morning. Things have changed. They are going to now break out each of the 4 areas and release 4 RFPs. Also HBGary Federal is being added directly to the bidders list. I have to go into the office and sign some paperwork. I don't think the last part really changes much from my perspective, but with the other news we need to sit down and talk this through. The RFPs should be coming out in the next week or so. I unfortunately will be in Cincinnati Mon-Thurs. I can meet Monday morning after I head in to see John and before the airport, or Friday.

When does this ride end?

Aaron

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http://hbgary.anonleaks.ch/aaron_hbgary_com/6792.html Aaron Barr to Al Pisani. 2 Dec 2010. "pushed to the right" in project management means the time line is being extended. HBGary was running out of money and exhausting the patience of Greg Hoglund. Bob Frisbie at ManTech was apparently also interested, and Bill Luti we've just noticed in our reading so we don't know where he fits.

POSTED: Romas/COIN

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Hi Al,

Happy Holidays.

I want to keep you informed. I am thinking of moving in a different direction with regards to my company. We are waiting for the results of a few opportunities within the next week or two to make a decision.

Everything we are chasing seems to keep getting pushed to the right and it is really causing a strain financially. So there are 3 companies/people that I am telling early; you, Bob Frisbie, and Bill Luti. Ted and I are looking at our books and pipeline and defining some short term gates we need to make it through in order to stay operational. We will likely make that determination soon and if the outcome is negative I will be actively looking for the right opportunity with an organization that I believe in and trust.

Unfortunate thing is I think the area of our expertise, social media, is going to explode over the next few years but a lot is about timing.

I will keep you posted.

Aaron

http://hbgary.anonleaks.ch/ted_hbgary_com/7837.html Al Pisani to Aaron Barr. Barr believed that HBGary Federal was worth \$1m - \$2m and that he himself was worth nearly a quarter million dollars a year.

POSTED: Selling HBGary

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Aaron:

Thank you. I am starting discussions with our M&A folks to determine a good course of action. This is what I was looking for and is something we can work with.

Have a good weekend.

AL

From: Aaron Barr [<mailto:aaron@hbgary.com>]
Sent: Thursday, December 09, 2010 2:59 PM
To: Pisani, Albert A. (TASC)
Cc: Ted Vera
Subject: Thoughts on possible integration

Thanks for meeting with me last week. Here are some of the things I think you were asking for. Let me know if there is anything else I can provide.

Acquisition:

Valuation: NEG (would like to get 1-2M for HBGary Federal) but in actuality not sure how to evaluate worth

- Existing Contracts (GatorBait, SIMS IDIQ, CID, UNO GreenEggs)

- Good Pipeline (many proposal awaiting awards) some very good prospects here.

- IP around Social Media Link Analysis and Exploitation Methods and Capability.

*This is the area that I know the least. We don't have many contracts but we have a pipeline that I believe is promising and has value.

Employment:

Stock: NEG

Bonus: NEG

Aaron Salary: \$220-230K+

Ted Salary: \$130-150K+

Mark Salary: \$100-\$110+

Starting point for future conversation. Is this what your looking for?

Ultimately i would like to help run a small wholly owned subsidiary focused on developing ip around data sets derived from open source and services around the growing fields of social media and mobile technologies. I think this capability could provide real value and be able to move quickly in a purely commercially dominated space.

http://hbgary.anonleaks.ch/aaron_hbgary_com/3674.html Aaron Barr to Al Pisani. 6 Jan 2011. So ManTech and TASC were interested, but Aaron thinks he gets the best deal out of TASC.

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Al,

When u have some time I would like to talk with you about where this potential new company fits within TASC and my overall position within the company. I am willing to take some risks as always because I believe in what we are trying to achieve. That said I would rather not take much of a demotion from previous positions within TASC / Northrop. Meaning if we could work it out I would be more comfortable reporting to you or part of the corporate staff.

I have been debating internally what information to share, not for secretive reasons but for etiquette reasons and have decided open is better than closed. Get most of it on the table so we can discuss.

Mantech would like me to hold a position as VP of Cyber Strategy for the company and are considering an acquisition of the company.

TASC is much farther along at this point with the process of potential acquisition but I am less sure of my position/place within the company. I would like to have a fairly senior position within the company here if possible.

Thoughts?

Aaron

http://hbgary.anonleaks.ch/aaron_hbgary_com/4890.html Al Pisani to Aaron Barr. 19 Jan 2011. Al Pisani counters Aaron Barr's high assessment of his worth AND then lifts the kimono for us – they're going to talk to Fort Meade aka NSA leaders. This would likely be Lisa (last name?) who runs IARPA.

POSTED: Selling HBGary

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Aaron:

Thank you for this information. This will make our calculations and approach much more precise. I am convinced we can come to closure on this.

In the meantime I would like you to meet with my Ft. Meade leaders to discuss your capabilities and vision and how they might play at the Fort and CyberCommand. If there is good play it will only make my case for moving forward on our deal stronger.

I will have Irene Harris arrange this meeting.

Take care.

AL

-----Original Message-----

From: Aaron Barr [<mailto:aaron@hbgary.com>]

Sent: Monday, January 17, 2011 10:50 PM

To: Pisani, Albert A. (TASC); Howe, Jerry (TASC); O'Brien, Shawn R (TASC)

Subject: Draft on Compensation

I spoke with Penny on Friday and discussed the initial sale value of the company. Her point which I think is valid is that we need to take into consideration not just the financial investment but the pipeline investment HBGary, Inc. put into HBGary Federal. The Project B and CID tasks were given to HBGary Federal because it was more suited to federal custom development of software, but the original work was lined for HBGary, Inc.

So given that the total investment in HBGary Federal by HBGary, Inc. is as follows:

Initial Investment:	\$250,000	
Misc. Costs:	\$25,000	(Insurance, general labor, conferences)
Pipeline:	\$160,000	(Project B, CID, IRAD)

		\$435,000 X 15% = \$500,000

In addition here are some initial values for compensation we would like to see for HBGary Federal Personnel.

Aaron:

Sign On: \$150,000

Position VP Cyber Strategy
CEO/President Magpii.com

Yearly \$230,000 + Bonus

Earn Out: ???

Ted:

Sign On: \$75,000

Position: Director or Equivilent
President/COO Magpii.com
Yearly \$150,000 + Bonus
Earn Out: ???

Mark: Trynor:
Sign On: \$10-20K
Yearly: \$108K

Darel Griffin:
Yearly: \$105K

Thank You..getting excited.

http://hbgary.anonleaks.ch/aaron_hbgary_com/7765.html Al Pisani to Aaron Barr. They had a nice talk with the NSA about spying on/running psyops against the American people. This is MUCH bigger than the Chamber of Commerce, its COINTELPRO reborn.

POSTED: selling HBGary

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Aaron:

Yes, I heard the same that the folks enjoyed meeting you and believe there is much that can be done with this customer given your vision and skill set.

Things are definitely progressing. Shawn, Jerry, and I met earlier this week and will have a structured deal for you to review but first need to have it in front of our CFO for his ok. He is tied up with our board meeting this week which has taken his time. However, the CFO and I had a brief discussion and he is generally aware of what we want to accomplish and the associated costs/returns. He had no issues with what I put forward but Shawn, Jerry, and I do need to sit down with him to go through the details. I expect no issues on this. I am committed to getting this into your hands by the end of the week.

AL

-----Original Message-----

From: Aaron Barr [<mailto:aaron@hbgary.com>]
Sent: Tuesday, February 01, 2011 11:27 AM
To: Pisani, Albert A. (TASC)
Subject: Yesterdays Meeting

Al,

>From my perspective I had a good visit with your folks up in AJ yesterday. Overall seems like your folks are well positioned now just need a good path to grow (in cyber specifically).

How are things on your end? I haven't heard from Sean. Are things still progressing? Anything else u need from me?

Aaron

