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Patrick Ryan, Deputy Director of Analysis, Berico to Eli Bingham and Matt Steckman of Palantir, as well as Aaron Barr. 8 Nov 2010.

Here we see the beginning of Team Themis - an initial statement of requirements.

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No response from John yet. Will give him a bit longer and then send another note...

-Pat

On Mon, Nov 8, 2010 at 11:50 AM, Eli Bingham <ebingham@palantir.com> wrote:

> Hey guys, any news here?

>

>

> _____

> Eli Bingham

> Palantir Technologies | Forward Deployed Engineer

> ebingham@palantir.com<<mailto:ebingham@palantirtech.com>> |

> +1.650.862.8512

>

>

> On Nov 7, 2010, at 3:57 PM, Matthew Steckman wrote:

>

> If you want to have a quick chat I'm available in the morning.

>

>

> _____

> From: Patrick Ryan <patrick@bericotechnologies.com<<mailto:patrick@bericotechnologies.com>>>

> patrick@bericotechnologies.com>>

> To: Woods, John <jwoods@hunton.com<<mailto:jwoods@hunton.com>>>

> Cc: Aaron Barr <aaron@hbgary.com<<mailto:aaron@hbgary.com>>>; Matthew

> Steckman; Eli Bingham; Katherine Crotty

> <Katherine@bericotechnologies.com

> <<mailto:Katherine@bericotechnologies.com>>>; Jeremy Glesner <

> jeremy@bericotechnologies.com<<mailto:jeremy@bericotechnologies.com>>>;

> Aaron Marshall <amarshall@bericotechnologies.com<[mailto:](mailto:amarshall@bericotechnologies.com)

> amarshall@bericotechnologies.com>>; Gilman, Neil <ngilman@hunton.com

> <<mailto:ngilman@hunton.com>>>

> Sent: Sun Nov 07 15:38:33 2010

> Subject: Re: Team Themis Cost Proposal - Phase I

>

> John:

>

> Thanks. This estimate was based only on our initial discussion last week,

> so the answers to those questions could potentially cause us to adjust our

> level of effort. I would be happy to talk you through our thought process

> and answer any questions you may have. I'm available to talk anytime from

> 9-12...please let me know when is best for you.

>

> Regards,
> Pat
>
> On Sun, Nov 7, 2010 at 3:21 PM, Woods, John
<jwoods@hunton.com<mailto:
> jwoods@hunton.com>> wrote:
> Patrick -
>
> Thanks for this. I am meeting on Tuesday morning with the team at HW
who
> has gathered the underlying data, so I should be able to answer a
number of
> these questions for you shortly thereafter. I think I would consider
some
> sort of initial firm fixed price agreement, but I am wondering if we
have a
> cart/horse problem. I think it would be better if I could answer the
> questions you outline below before giving me a final estimate. I do
not
> know the answers to many of the questions, so it is difficult for me
to
> judge whether the level of effort imbedded in your proposal is
accurate.
> Patrick, are you around morning on Monday to walk me through what
everyone
> would be doing under the current proposal and to get clarification on
a few
> of the questions?
>
> Regards,
> JWWjr.
>

> From: Patrick Ryan [<mailto:patrick@bericotechnologies.com><mailto:
> patrick@bericotechnologies.com>]
> Sent: Friday, November 05, 2010 4:39 PM
> To: Woods, John
> Cc: Aaron Barr; Matthew Steckman; Eli Bingham; Katherine Crotty;
Jeremy
> Glesner; Aaron Marshall
> Subject: Team Themis Cost Proposal - Phase I
>
> John:
>
> It was great to meet you Wednesday. After speaking with you and
learning
> more about the project, we are all extremely excited to move forward
and
> provide support to your team.
>
> Per your request, please see our attached cost proposal for Phase I.
Based
> on our initial discussions about the duration and concrete nature of
the
> deliverables/tasks associated with this phase, we feel that a firm-
fixed
> price model is the best option. The cost includes all software
> licenses/services, project management, analysis, and

> engineering/development. Pending your approval of the cost estimate, we can

> sit down and develop a more detailed Scope of Work with specific tasks. As

> we discussed during the meeting, we feel that the powerful combination of

> software and services that Team Themis (Palantir-Berico-HBGary) offers will

> provide dramatic improvements in capability for Hunton & Williams. Our

> initial estimate of the time to complete Phase I is approximately 30 days,

> but we request the following additional information about your current data

> set in order to allow us to better scope our estimated time and level of

> effort:

>

> 1) What type of data is it? (Financial Records, Union Rosters, IP addresses)

>

> 2) Is the data structured or unstructured (i.e. free text vs. spreadsheets)?

>

> 3) How many pages of unstructured data do you have?

>

> 4) What format(s) is the data in? (excel, csv, sql)

>

> 5) Where is the data? Is it centrally located?

>

> 6) How many GB of data do you have overall?

>

> 7) How was the data gathered?

>

> 8) How old is the data we'll get? What duration of time does it cover?

>

> 9) Do we have access to the union in question's membership lists?

>

> 10) What are the typical workflows that you are currently performing with the data?

>

> 11) In the past, what has been the most difficult steps in your analysis?

>

> 12) Do you have any products and conclusions from the past, as well as the data that you used to come to those conclusions that we could see to try to replicate the workflow and see where we need to get?

>

> 13) Are there different levels of classification for the data (believe it is all open-source, but want to confirm)?

>

> We look forward to your response and to working together in the future.
>
> Regards,
> Pat
>
> --
> Patrick Ryan
> Deputy Director, Analysis
> Berico Technologies
> pryan@bericotech.com<<mailto:pryan@bericotech.com>>
> 719-433-1323 (c)
> 703-224-8300 (o)
>
>

http://hbgary.anonleaks.ch/aaron_hbgary_com/1480.html

Patrick Ryan of Berico to John Woods of Hunton Williams, copying Aaron Barr, Matt Steckman and Eli Bingham of Palantir, and Hunton Williams attorney Neil Gilman.

Here we learn that Ryan believes the initial effort of Team Themis will require just five people.

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John:

Good to talk earlier - I think we're both on the same page and are working towards achieving the same endstate. Please see high-level breakdown below of our expected level of effort and responsibilities. As we discussed, we may need to adjust based on the answers to our questions and additional guidance from Richard tomorrow. Let me know if you have any further questions or need more detail. I look forward to hearing how your meeting goes.

Phase I (Roles and Key Tasks):

1) Berico (2x FTE)

[Expect to have 1x Senior Analyst/PM and 1x All-Source Analyst]

-Overall project management and close interaction with H&W lead

-Ensure rapid stand-up of Palantir instance and analytical capability

-Manage all data integration and analytical efforts

-Produce detailed products/assessments based on H&W requirements

-Provide additional data integration support (as needed)

2) HBGary Federal (2x FTE)

[Expect to have 1x Senior Collector/Analyst and 1x Engineer/Data Integrator]

-Lead data integration of existing data and identify new, relevant data sources

-Develop customized helpers within Palantir to support analysis/visualization

-Provide cyber and social media exploitation/analysis support

3) Palantir (1x as needed)

[Expect to have 1x Forward-Deployed Engineer]

- Lead stand-up and implementation of Palantir instance for H&W
- Provide secure data storage and maintenance of hosted instance
- Provide technical consulting (as needed)

Regards,
Pat

Patrick Ryan informing Aaron Barr, Eli Bingham, and Matt Steckman of his discussions with Hunton Williams attorney John Woods. Richard is Richard L. Wyatt. His wife is SEC counsel.

http://hbgary.anonleaks.ch/aaron_hbgary_com/10822.html

Key takeaways:

-John is meeting with Richard tomorrow at 8am and wanted to understand "what we're getting for 200k" so he could help sell the senior partner

-John said Richard is very excited about potential, but knows he may end up covering initial upfront costs, so needs to be comfortable with what end-product will look like

-Richard cancelled a trip he had planned in order to deep dive into this proposal and give us a better feel for the data they've already collected. Although John admits Richard is a "tough customer," he's confident that Richard is REALLY excited about this opp.

-John is a big believer in our team and capabilities and sees himself as the lead in "selling" Richard on this capability. John is a huge advocate...if we keep him happy/on-board, he'll deliver us win(s).

-John will follow-up with me after their meeting to provide more details and a way ahead.

-I told John that we really want to make this happen and could be open to cost discussions if that becomes a blocker (and based on answers to our questions that significantly change the necessary LoE.

Aaron Barr to John Woods of Hunton Williams. 9 Nov 2011. Barr begins to spy on the enemies of the Chamber of Commerce.

http://hbgary.anonleaks.ch/aaron_hbgary_com/8886.html

John,

Here is what I have found today. The real good stuff will come once we identify all these organization fronts and then start enumerating common players, influencers, distributors, etc.

VelvetRevolution.us ("VR") is a network of more than 120 progressive organizations reaching millions of people demanding progressive change through our VR Media, Electoral Reform, Conflict Resolution and Youth Revolution Campaigns.

As I mentioned. The co-founders of the velvetrevolution are:
Brad Friedman and Brett Kimberlin

Brett has a bit of a checkered past and has been associated with some more radical and violent activities.
Brad Friedman is much more mainstream and can often be seen on many of the political talk shows.

They have registered the following other sites that are hosted on the same IP address: 208.109.218.125

americancrossroadswatch.org

indictbreitbart.org

jtmp.org

kochwatch.org

op-critical.com

protectourelections.org

standingforvoters.org

velvetrevolution.us (gets about 1,000 US visitors a month)

Registered with godaddy.com

created: 2004-11-12

expires: 2011-11-11

Running Microsoft-IIS/6.0

PO BOX 9576

Washington DC 20016

(323) 850-1231

Stopthechamber.com is registered privately but repoints to velvetrevolution, which makes no sense because I know who registered velvet revolution.

Legal representation for velvetrevolution is Kevin Zeese

(301) 996-6582

<http://www.facebook.com/profile.php?id=100000110163348&ref=sgm> (has 3,474 friends - I have scraped them)

<http://www.facebook.com/TheBradBlog?v=wall>

<http://www.facebook.com/pages/Stop-The-US-Chamber-of-Commerce/163957773615369> (500 people)

<http://www.facebook.com/VelvetRevolution.us> (701 people - scraped them all)

Key Partners:

Movetoamend.org

thinkprogress.org

SEIU.org

Bradblog.com - Brad Friedman (co-founder) has done much of the work in establishing the online presence and writing content.

<http://www.bradblog.com/?p=1117>

<http://www.facebook.com/TheBradBlog>

<http://twitter.com/TheBradBlog>

Bradley Louis Friedman

DOB: 07/19/1966

7107 Hillside Ave

Los Angeles, CA 90046

Life Partner: Desiree Deirdre Doyen

DOB: 02/25/1966

Desi is a producer, writer, photographer and editor for The Brad Blog and co-host of the Green News Report.

<http://Twitter.com/GreenNewsReport>

Sister Julie Edda Friedman

Lives in Saint Louis

845 Oakbrook Ct., St. Louis MO 63132

Emily Levy - Project Coordinator at the Velvet Revolution

<http://www.linkedin.com/pub/emily-levy/1/651/120>

<http://www.facebook.com/emily.levy>

<http://www.thinkprogress.org>

Created: 07-Dec-2009

Debbie Fine

<http://www.facebook.com/debsfine>

<http://www.facebook.com/erikfine> - brother

Center for American Progress Action Fund

Washington DC

<http://www.facebook.com/americanprogress>

Aaron Barr to Patrick Ryan, Eli Whitman, and Matt Steckman. 9 Nov 2010. He spies on Richard Wyatt, John Woods advises against sharing this, and instead suggests he dig deeper on the Chamber's opponents.

=====

All,

I sent John some information on Richard this morning to give him a little more before his meeting today. He came back and said thank you but he would probably not share it for fear of freaking him out, but if I could find some info on the two groups that would be helpful and impress richard. Sooo I spent the day pulling together some data on those groups, got quite a bit done and sent that off.

I got a call from John while he was in the meeting with Richard at about 4:30 or so. We talked through some of the data, all went really well I think.

John then asked me on the phone if I could come back to the team and ask if there is a difference in price for a Palantir instance on their equipment vs. in your server.

Patrick, sorry for all that kind of snow balling. I will leave the discussion on the pricing to you. I will continue to work on some data.

When you talk to John see if you can get some feedback on the data I submitted. I would have liked to have had more but afterall it was only about 4 hours worth of work today - and we aren't even on the clock yet.

Aaron

Patrick Ryan to Sam Kremin and Aaron Barr. 15 nov 2010. Follow this link and see the actual proposal sent to Hunton Williams.

Aaron/Sam:

Please take a look at this and let me know what you think. We would send this (along with Teaming Agreements) to John as the final piece needed before we can move forward with analysis. Aaron, looking to you to keep me honest on the "deliverables" tables and also to fill out the "additional capabilities" table - which we would charge extra for.

We'd like to send this to John first thing tomorrow, so please send me any content and comments by early morning.

Katie, is this in line with what you were thinking in terms of proposal format/content/feel?

Thanks,
Pat

Matt Steckman advises Patrick Ryan and Eli Bingham. 18 Nov 2010. The Team Themis proposal had to be approved at the board level within Palantir. This was likely done because the initial work was "at risk" - they were building on speculation that they could

close the Chamber of Commerce. Eli and I had to run this way up the chain (as you can imagine).

POSTED: Themis

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Apologies for taking this long to get back to you. The short of it is that we got approval from Dr. Karp and the Board to go ahead with the modified 40/30/30 breakdown proposed. These were not fun conversations, but we are committed to this team and we can optimize the cost structure in the long term (let's demonstrate success and then take over this market :)).

We will have to amend a few things in the T&Cs provided to account for this. Sean, can you please amend the T&Cs sent to Berico to reflect 100k for Phase I and 800k for Phase II. Additionally, for Phase II, please reduce the number of cores to 196. I believe we are also working out the language for exclusivity on Corporate Campaign work.

We think that the issues you raised below are valid. Know that while we understand Berico/HBGary will be shouldering the analysis work, we expect that Palantir will still be providing needed infrastructure and support services to make this happen. I imagine we will ALL know more about what this breakdown will look like once work begins. I have a feeling that either way it will seem like money falling from the sky for those of us used to working in the govt sector.

As always, please let me know if you would like to discuss anything.

Best,
Matt

Sam Kremin of Berico to Eli Bingham of Palantir. 14 Jan 2011. This is here just for the lulz – FTP, the high tech security guy's friend.

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Eli,
I would like to transfer the data more securely than just by email as H&W sent it over by courier. Do you think an FTP is the best option for that? The data is really sparse. Its just a simple application (link chart) that shows the connections between groups and people involved and what looks to me to be the XML document behind that application. The document is 189kb and the app is 3,916kb.

Sam

Patrick Ryan to Aaron Barr of HBGary Federal and Matt Steckman/Eli Bingham of Palantir. 3 Feb 2011. Hunton Williams is grinding them, trying to make them cover the development cost.

POSTED: Themis

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Aaron/Matt/Eli:

Just had a long-overdue talk with Bob Q ref our H&W support to the Chamber and wanted to provide an update and way ahead.

Key Items:

- Despite earlier conversations with John Woods (and/or Richard), H&W is unable/unwilling to pay any fees/costs to us for the "Phase I" demo build-out. Bob Q was under the impression we were willing to do this work at risk and then present jointly with H&W to the Chamber. I was very clear in telling him we had a different understanding based on multiple conversations with others at H&W. At the end of the day, though, they are at a point now where they won't commit any funds to this project until we've helped them earn buy-in from their Client (the Chamber).

- Based on this, I said I would talk with you all and get buy-in for the following course of action:

1. Meet with Bob and team early next week (Mon/Tues) to get additional metadata and select focused topic(s) for the demo to the Chamber
2. Work as joint team to build 5-10 min demo (along the lines of the Iranian shipping demo - which is what Bob Q said sold the Chamber in the first place - great work Sam!)
3. Brief demo to the Chamber on 14 Feb (or potentially a few days later...based on confirming schedule for meeting with Chamber)
4. Once approved, begin enduring work at agreed upon rates (approx. \$250-300k per month for the entire team - both services and license fees)

- Bob apologized for the confusion/misunderstanding and said he thinks there is a high likelihood of selling the Chamber on this, but asked that we be willing to share the risk with H&W up-front

After talking with Berico leadership, we are willing to support this plan. We still see this venture as something that has massive potential for the future and have already invested a great deal of time. At this point, we feel that another 2-3 weeks of work to produce a fairly straightforward demo is worth our time and effort. I'd be happy to talk more with you guys about this and answer any questions. Please let me know where you (and your company) stand on this so I can get back to Bob ASAP and coordinate the next steps. We are on a pretty tight timeline to deliver by 14 Feb, so really need to work this hard over the next week or so.

Thanks,
Pat

So Team Themis is to initially be just five people, heavily dependent on Palantir's data mining/link analysis system. That has to be just the demo phase for \$200,000/month. The

full functioning system would presumably bring a linear expansion in staff to perhaps fifty.

Eli Bingham and Matt Steckman were heavily involved in the proposal development and their revelation of board level approval makes the management of Palantir flat out liars for their attempt to deflect on their involvement with a fatuous press release.

Patrick Ryan appears to be the person we've heard about who had experience running counter-terrorism on the Iraq/Syrian border, an assumption we're going with based on his need to travel to Afghanistan. Sam Kremin stands in for him when he is on travel.

John Woods of Hunton Williams does most of the interfacing with this group. The involvement of a Hunton Williams attorney in this means that much of this work was intended to be hidden under the veil of attorney client privilege. Now that these emails are in the wild we know which questions to ask and it undoes much of the protection the arrangement offered.