



# Commercial Intelligence

## A Discussion of Program Capabilities

TDI specializes in commercial intelligence – the systematic acquisition and analysis of actionable, market-critical information.

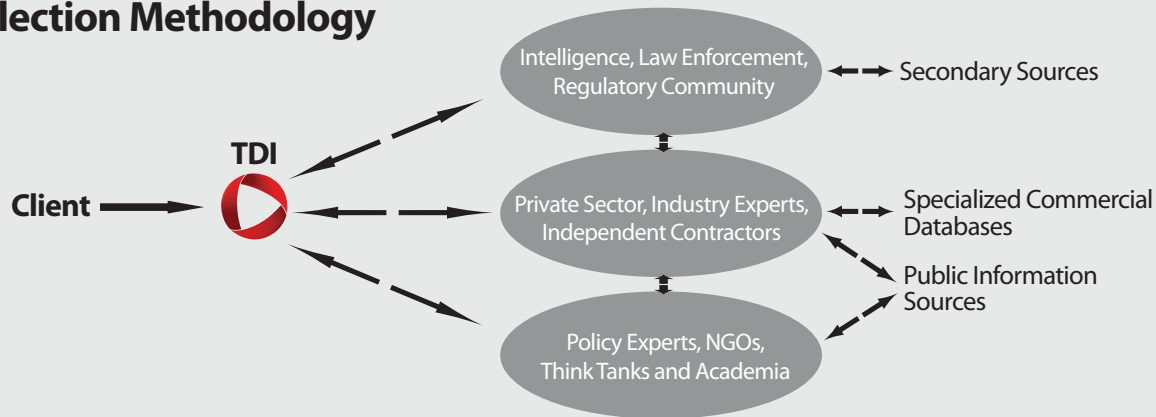


TDI draws on eight decades of combined CIA and State Department service and twenty years of commercial experience providing commodity trading support to acquire vital market and competitor information.

Whether producing detailed supply and demand intelligence or acquiring reliable strategic information in emerging markets, TDI targets unique, commercially driven information that goes beyond what is available in the public domain.

TDI's unique work product focuses on creating information arbitrage opportunities for its highly specialized client base; in doing so, TDI has successfully fused the best practices of the CIA's Clandestine Service and the merchant and investment bank community.

### Collection Methodology



The TDI operational model is based on the premise that there are four qualitative inputs to any firm: **People, Capital, Technology** and **Information**. Private sector firms tend to devote significant resources to maximizing returns from the first three inputs, while information remains largely unoptimized. By drawing on TDI's experience within both the intelligence and investment bank communities, TDI is able to put unique tools that once were available only to governments into the hands of its clients.

Questions regarding any of the information provided above or potential new project initiatives should be directed to TD International at (202) 872-9595 or our website [www.tdinternational.com](http://www.tdinternational.com).

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## Energy Case Studies

TDI has conducted hundreds of foreign and domestic intelligence collection programs for its clients since its inception in 1999. These include developing critical market intelligence employed in hedging commodity and foreign currency exposures, staying ahead of US and foreign regulatory changes, completing M&A and asset acquisition initiatives, and anticipating political-economic events in unstable markets. TDI also designs, implements and trains its clients in the use of their own internal commercial intelligence groups.

### The following are examples of TDI's recent past performance:



A multinational energy company engaged TDI to identify and monitor the construction, installation and testing timeline for a major natural gas production platform in the Gulf of Mexico. TDI successfully acquired information accurately identifying the platform's date of 'first gas,' associated production numbers at start-up, and ramp-up timeline to full production capacity well ahead of the market.



A multinational energy company operating in Europe engaged TDI to identify the source of a sudden supply disruption of Russian coal. TDI was asked to conduct an assessment of the political landscape to determine the likelihood of a return of supply. TDI successfully identified the source of the supply disruption and provided an accurate assessment of the current and future status of the region's transport infrastructure.



In anticipation of the impact to Gulf of Mexico energy production capacity ahead of Hurricanes Katrina and Rita, TDI was engaged to identify, assess and monitor infrastructure damage and rehabilitation initiatives on a real-time basis. TDI deployed aircraft reconnaissance capabilities to monitor the status of recovery efforts in the region and was on site, in many cases, before the asset owner.



Using local sources, TDI accessed information detailing the current inventory and storage capacity of key petroleum products in the People's Republic of China. TDI developed and engaged sources within the major Chinese oil companies to directly access and report accurate information. TDI also developed a methodology whereby this information could be securely reported on a regular, ongoing basis in accordance with the client's needs. Due to the operational sensitivity of the project, steps were taken to access and report the information in a non-alertive manner.

A TDI partner would be pleased to discuss the specifics of these case studies in person, providing the client with insight into how these particular case studies added value to the client's operations and how TDI conducts these programs with the highest degree of integrity and responsiveness.