



Other ID  
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 Site ID Num  
 D-U-N-S Number: 1234567  
 Licensee

Parent Company  
 Company  
 Address  
 City, State, Zip  
 Phone

**Demographic Profile**

Employees Corporate Wide 1200	Employees At Location 60	Number of Offices 9
Total Annual Revenue \$2,000,000,000 Corp HQ: New York, NY	Revenue Percentage Split Hardware: 40% Software: 30% Services: 30%	

**Business Type**

LAN/WAN Network Integrator  
 Systems/Software Developer  
 VAR Software  
 OEM Computer Equipment  
 OEM Software Developer  
 VAR Equipment

**Contact Profile**

Name	Title	Function
Eric Benhamou	Chief Executive Officer	Top Corporate Executives
Melinda Blanco	Database Analyst	Database Administration
Robert Finnochio	EVP Operations	Corporate Administration
Thomas Thomas	Chief Information Officer	CIO/Top IT
Steve Pataky	Manager Channels	Sales and Marketing
Hope Vilululana	Manager Marketing	Sales and Marketing

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## ■ Market Sector

### Target Markets:

OEMs	Accounting	Banking/Finance
Publishing/Advertising	Business Office Automation	C-Store
Retail	CAD/CAM/CAE	Communication
Utility	Construction/Architectural	Channel
Wholesale/Distribution	Education	Engineering.Scientific
Real Estate	Medical/Dental	General Business
Transportation	Government/Federal	Government/Local
VARs	Government/State	Healthcare
Non-Profit	Hospitality/Entertainment	Insurance
Pharmaceutical	Legal	Manufacturing

### Target Markets By Area:

Locally

Regionally

### Target Markets by Employee Size:

Small 20-99 employees

Very Small less than 20 employees

## ■ Services & Affiliations

<b>Services Offered:</b>	Customer Needs Analysis	Outsourcing
	Disaster Recovery	Product Comparisons
	Software Support	Training

**Certified Reseller:** Bay Networks

Oracle

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■ **Services & Affiliations continued**

<b>Distributor Channel:</b>	<b>Primary Distributors</b>	<b>Secondary Distributors</b>
	Bell Micro	MicroAge
	Gates/Arrow	
	Hall-Mark/Avnet	

<b>Top 3 Vendors Resold:</b>	
	1. IBM
	2. Hewlett Packard
	3. Microsoft

■ **Products and Vendors Resold**

<b>Systems/Peripherals</b>		<b>Systems/Peripherals Vendors</b>	
Clustered Systems	Pentium PC's	Gateway 2000	NCR
Optical Storage Devices	Tape Backup Systems	Hewlett Packard	Silicon Graphics
RAID		Motorola	Dell

<b>Networking/Internet Communications</b>		<b>Networking/Internet Comm Vendors</b>	
Network Administration & Security	ATM	3Com	Novell
Network Storage & Backup	PCMCIA	Attachmate	Hewlett Pakcard
Network Operating Systems	SANs	Cisco	Microsoft

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## ■ Products and Vendors Resold Continued

Application Software		Application Software Vendors	
Object Relational Databases	Sales & Marketing	Adobe	Oracle
Disaster Recovery	Software Engineering	JDEdwards	IBM
Security	Operating Systems	Cognos	Microsoft
Graphics		Symantec	