



Business Technology Decision-Makers

Take the guesswork out of reaching the right technology contacts.

A Source You Can Trust

Harte-Hanks Market Intelligence is the industry's most trusted source of contact information on information technology (IT) and business decision-makers with responsibility for purchasing, authorizing and implementing technology and communications products and services within their company. These contacts are generated from a variety of sources including ongoing surveys conducted by Harte-Hanks Market Intelligence with companies representing over 90 percent of the total market for IT spending. Each record includes the following information:

- Name, Title, Phone, Company Name, Address, URL
- Email (North America only)

Information Technology Contacts

IT contacts are categorized into following functional areas:

- Senior Information Systems
- Telecommunications Manager
- Data Communications Manager
- Network/Security Manager
- Webmaster/Internet Applications Manager
- Software/Applications Manager
- PC Manager
- Workstations Manager
- Storage Manager
- Midrange Systems Manager
- Ops/Tech Support
- IT Influencer

Business Contacts

Business contacts are categorized into following functional areas:

- President/General Manager/CEO
- Senior Financial Executive
- Senior Sales Executive
- Senior Marketing Executive
- Business Compliance Manager
- Facilities Manager
- Purchasing Manager
- E-Business Manager
- Human Resources Manager

INSIGHT FOR YOUR BUSINESS

Harte-Hanks Market Intelligence scans the business market daily bringing you the highest quality, most reliable business technology and contact information available for your sales and marketing needs.

BENEFITS AT A GLANCE

- The right contacts - actual IT and business decision-makers closest to the purchase process

- The right locations – dozens of technology selectors available to help you reach the contacts at the companies most likely to be interested in your product or service

- Updated monthly

- Available for North America, Europe, and Latin America

- Use to promote computer hardware, software, security, storage, networking, communications, IT outsourcing, conferences, education, training, and recruiting.

For More Information Contact:
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