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Harte-Hanks
Ci Technology Database



Metro Inc 4889 Emerson Way Charlotte, NC 28288-1001 UNITED STATES Phone: (704) 555-9999	SIC: 3532 MFG-HEAVY EQUIPMENT NAICS: 333131 MFG-Mining Machinery and Equipment Manufacturing Estimated Revenue (M\$): 11 Fiscal Year End: FEB
Site ID: 1340004413 http://www.metro123.com DUNS:	Employees: 60 IT Employees: 1-4 Sales Force: 5 Developers: 1-4

Key IT and Business Decision Makers

Mr. Keith Johnson, Director Industrial Relations	Purchasing Manager
Mr. Doug Kemper, Network Administrator	Senior IT Executive
Mr. Kirk Smith, Controller	CEO/Managing Director
Ms. Barbara Sadler, HR and Payroll Administrator	Human Resources Manager
Mr. William Schlittler, Product Line Manager	E-business Manager

Summary of Technology at this Site (Please refer to the Presence Rating Legend at the bottom of the report)

Hardware	
Servers:	5
Personal Computers:	34
Desktop PCs:	28
Portable PCs:	6
Printers:	10
Storage Space:	1 to 3 TB
Storage Devices Present	
DAS:	C
NAS:	A
SAN:	F
Tape Library:	A

Communications	
Network Lines:	5
T1/T3:	B
OCx:	C
WAN Presence:	B
Network Service Present	
ATM/Frame Relay:	F
MPLS:	A
Ethernet:	A
Phone Extensions:	49
Wireless Users:	8
Internet Users:	25-49

IT Spend	
IT Budget:	\$154,995
Hardware Budget:	\$52,101
Communications Budget:	\$17,946
Services Budget:	\$21,165
Software Budget:	\$19,574
Storage Budget:	\$15,192
Other IT Budget:	\$29,017
IT Replacement Ratio:	27

Technology Manufacturers Present at this Location

Hardware
Primary Server: HP SERVER
Other Servers: SUN SERVER, HP SERVER
Primary Desktop: HP
Primary Laptop: HP
Other Laptops: DELL
Primary Workstation: HP
Primary Network Printer: HP
Copier: CANON
UPS: AMER-POWER

Software
Primary Operating System: MICROSOFT WIN/NT
Other Operating Systems: MICROSOFT NT-SERVER, MICROSOFT WIN/XP, MICROSOFT WIN2000, RED-HAT LINUX
Asset Management: UNSPECIFIED
Enterprise Management: MICROSOFT
ID Access: UNSPECIFIED
Storage Management: SYMANTEC
Document Management: IRON-MOUNT
ERP: OTHER
Accounting: OTHER
Human Resources: OTHER
DBMS: ORACLE
Datawarehouse: UNSPECIFIED
Email Messaging: LOTUS
Development Tool: VISUALSTUDIO

Storage
NAS: HP
Tape Library: UNSPECIFIED



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Networking
Network Lines: AT&T
Routers: CISCO
Switches: 3COM
VPN: UNSPECIFIED
ISP: AT&T
Network Service: UNSPECIFIED

Telecom
PBX: AVAYA
Long Distance: AT&T
Cellular Service: CINGULAR

IT Related
Host/Remote: Remote
Ethernet Technology: ETHERNET100

Likely Activities Present at this Location
A - Virtualization
B - Security Software Presence
C - Compliance
C - SMB Opportunities
C - Undecided
C - New Hardware
C - Hosted Solutions
A - Anything as a Service
A - LAN/WAN Upgrades
B - Data or Contact Center
C - IT or Ent Growth

Business Initiatives
Servers
UPSs
Server Virtualization

Please refer to the Activity Rating Legend at the bottom of the report

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Information on Location's Parent - Metro Parent Company

Hardware
Personal Computers: 2500 to 4999
Desktop PCs: 1000 to 2499
Portable PCs: 500 to 999
Servers: 250 to 499
Printers: 500 to 999
Storage Space: 100 to 249 TB

Communications
Network Lines: 364
Phone Extensions: 2500 to 4999
Wireless Users: 500 to 999
Internet Users: 1000 to 2499

IT Spend
IT Budget: \$10 to \$24 million
Hardware Budget: <\$5 million
Communications Budget: <\$5 million
Services Budget: <\$5 million
Software Budget: <\$5 million
Storage Budget: <\$5 million
Other IT Budget: <\$5 million
IT Replacement Ratio: 17

Presence and Activity Rating Legend

- A** Site is nearly assured to have this technology installed at their business location. These locations have significant need for complex IT systems and often serve as the headquarters or key hub service provider for other locations within their corporate family.
- B** Site has a strong likelihood of installation of the technology in question. More importantly, Harte-Hanks Market Intelligence has determined they possess a significant need for the technology in question, regardless of whether it is actually installed yet.
- C** Site has some potential for the technology in question, but are much less likely to have it installed than A or B rated locations. These locations, often smaller and belonging to a mid-market or SMB segment, have above average need for IT systems and should be considered solid targets for future growth.
- F** Unrated Locations - It is extremely doubtful that the business location in question has the technology in question installed. These locations tend to be very small, require very light IT infrastructure, or are often a satellite office within a larger corporation.

Harte-Hanks Market Intelligence: (800) 854-8409

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