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### CONTACT INFORMATION *(required, please print legibly)*

First Name: \_\_\_\_\_ Last Name: \_\_\_\_\_

Company: \_\_\_\_\_

Title: \_\_\_\_\_

Division/Mail Stop: \_\_\_\_\_

Company Address: \_\_\_\_\_ City: \_\_\_\_\_

State/Zip: \_\_\_\_\_ Country: \_\_\_\_\_

E-Mail Address: \_\_\_\_\_

Business Telephone: \_\_\_\_\_

Your Customer ID number *(10 digit # on mailing label)*: \_\_\_\_\_

Your Signature: \_\_\_\_\_ Date: \_\_\_\_\_

I wish to receive/continue to receive *Baseline* FREE:  Yes  No

**1** Do you authorize, recommend, evaluate and/or specify IT solutions, products and/or services for your organization?

Yes  No

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Print  Digital

**2** Which of the following best describes your primary job title? *(Check one only)*

#### IT MANAGEMENT

- 001 CIO  
 002 CTO  
 016 CSO/CISO  
 004 CTA  
 Executive VP/Senior VP/VP:  
 003 IS/IT/MIS  
 006 Networking/Communications/Infrastructure  
 007 E-business/E-commerce  
 008 Operations  
 011 Information Systems or Data Center Operations  
 018 System Security  
 019 Testing or Quality Assurance or Quality Control  
 022 Product Development or Research & Development  
 023 Data Systems Architecture  
 009 Software or Systems Engineering  
 056 Software Application Design or Development  
 057 Web or Internet Development  
 013 Other IT Exec VP/Sr. VP/VP  
 (please specify) \_\_\_\_\_  
 Director/Sr Manager/Head of:  
 050 IS/IT/MIS  
 051 Networking/Communications/Infrastructure  
 052 E-business/E-commerce  
 042 Operations  
 025 Information Systems or Data Center Operations  
 026 System Security  
 027 Testing or Quality Assurance or Quality Control  
 028 Product Development or Research & Development

- 029 Data Center  
 053 Software or Systems Engineering  
 058 Software Application Design or Development  
 059 Web or Internet Development  
 054 Other IT Director/Senior Mgr/Head  
 (please specify) \_\_\_\_\_  
 Other:  
 044 Internet Tech Consultant or Analyst  
 CORPORATE MANAGEMENT  
 014 CEO  
 075 COO  
 076 CFO  
 077 CMO  
 078 COO  
 036 President/Owner/Chairman/Partner  
 Executive VP/Senior VP/VP:  
 079 Call Center Operations  
 055 Finance/Accounting  
 020 Engineering (Non-IT)  
 080 Manufacturing (Non-IT)  
 081 Operations (Non-IT)  
 125 Facilities  
 082 General Management  
 083 Human Resources  
 084 Legal or Compliance  
 021 Marketing/Sales  
 085 Product Development or R&D (Non IT)  
 086 Purchasing  
 087 Quality Control

- 126 Real Estate  
 088 Telecommunications  
 089 Training or Education  
 090 Business or Corporate Development  
 017 Other Corporate Executive/Sr. VP/VP  
 (please specify) \_\_\_\_\_  
 Director/Senior Mgr/Head of:  
 091 Call Center Operations  
 092 Finance or Accounting  
 093 Engineering (Non IT)  
 094 Manufacturing (Non-IT)  
 095 Operations (Non-IT)  
 127 Facilities  
 096 General Management  
 097 Human Resources  
 098 Legal or Compliance  
 099 Marketing or Sales  
 100 Product Development or R&D (Non IT)  
 101 Purchasing  
 102 Quality Control  
 128 Real Estate  
 103 Telecommunications  
 104 Training or Education  
 105 Business or Corporate Development  
 046 Other Director/Senior Mgr/Head  
 (please specify) \_\_\_\_\_  
 Other:  
 024 Financial/Business Consultant Analyst  
 015 Other (please specify) \_\_\_\_\_

**3** Which of the following best describes your company's primary business? *(Check one only)*

**NON-COMPUTER INDUSTRY**

- 01 Manufacturing
- 02 Finance/Banking/Accounting/Venture Capitalist
- 09 Insurance/Real Estate/Legal
- 35 Federal Government
- 36 State and Local Government
- 08 Aerospace/Defense/Military
- 04 Healthcare/HMO/Hospital/Medical
- 06 Pharmaceuticals/Biotech/Agricultural/Life Sciences
- 33 Education: K-12
- 34 Education: College/University/Cont Ed
- 29 Retail (non-computer)
- 30 Wholesale/Distribution (Non-Computer)
- 11 Transportation (highway, air, railroad, maritime)
- 12 Mining/Energy/Utilities/Refineries
- 13 Engineering/Architecture/Construction
- 07 Tourism/Travel/Hotel/Restaurant Services
- 05 Entertainment/Publishing/Broadcasting
- 17 Marketing/Advertising/Public Relations
- 16 Non-Profit/Trade Association/R&D
- 19 Business Services/Consultancy

**COMPUTER RELATED INDUSTRY**

- 20 Computer Manufacturing
- 31 Computer Retail
- 32 Computer Wholesale/Distribution
- 10 Telecommunications/Network Service Provider
- 23 System/Network Integrator or Provider/VAR
- 21 Data Processing Services/Outsourcing
- 18 Computer/Network Services Consultancy
- 25 ISP/ASP/Communications Carriers
- 26 Independent Web/Software Developer or Vendor
- 24 E-Commerce/E-Business Integrator or Provider
- 28 Security/Storage Provider/SAN Management
- 27 Other (please specify) \_\_\_\_\_

**4** Which of the following describes your role in the IT decision-making process at your company? *(Check all that apply)*

- 01 Authorize Purchases
- 02 Evaluate/Specify Brands or Vendors
- 04 Create IT Strategy
- 05 Determine IT Needs
- 06 Align Business & IT Goals
- 11 Manage Vendor Relationships
- 12 Other Role in IT Decision Making Process
- 99 Not Involved in IT Decision Making Process

**5** How many people are employed in your entire organization? *(Check one only)*

- |  |  |
|--|--|
| <input type="checkbox"/> 14 10,000 or more | <input type="checkbox"/> 07 100 to 499 |
| <input type="checkbox"/> 04 5,000 to 9,999 | <input type="checkbox"/> 16 50 to 99   |
| <input type="checkbox"/> 05 1,000 to 4,999 | <input type="checkbox"/> 19 10 to 49   |
| <input type="checkbox"/> 06 500 to 999     | <input type="checkbox"/> 18 1 to 9     |

**6** Which of the following categories do you have purchasing authority for? *(Check all that apply)*

- 01 Global IT Operations
- 02 Enterprise-wide IT Operations
- 03 IT Department and Business Unit Operations
- 04 Standards and Platforms/IT Architecture
- 05 Business Process Re-engineering/Compliance
- 06 None of the above

**7** Do you resell IT products and services?

- Yes  No