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 Last Name: _____
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 Title: _____
 Division/Mail Stop: _____
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 City/State/Zip: _____
 Country: _____
 E-Mail Address: _____
 Business Telephone: _____
 Your Customer ID number *(10 digit # on mailing label)*: _____
 Your Signature: _____ Date: _____

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

Yes No

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 Dir/Sr Mgr/Head (please specify) _____
- Manager/Supervisor of:**
- 030 IS/IT/MIS
- 031 Networking or Communications or Infrastructure
- 032 E-Business or E-Commerce
- 033 Operations
- 034 Information Systems or Data Center Operations
- 037 System Security
- 038 Testing or Quality Assurance or Quality Control
- 039 Product Development or Research & Development
- 040 Data Center
- 041 Software or Systems Engineering
- 043 Software Application Design or Development
- 048 Web or Internet Development

- 049 Project Manager
- 045 Other IT Manager (please specify) _____
- Staff & Specialty of:**
- 061 IS or IT or MIS
- 062 Networking/Communications/Infrastructure
- 063 E-Business or E-Commerce
- 064 Operations Support
- 065 Information Systems/Data Center Operations
- 066 Security
- 067 Testing or Quality Assurance
- 068 Product Development/Research & Development
- 069 Data Center
- 070 Engineering
- 071 Software Application Design or Development
- 072 Web Development
- 073 Internet Content Development
- 074 Support (Technical)
- 060 Other (Technical) (please specify) _____
- Other:**
- 044 Internet Tech Consultant or Analyst
- 122 Creative/Graphics/Artistic
- 123 Computer Hardware or Software Distributor
- 124 VAR or Systems Integrator

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 Corp. Director/Senior Mgr/Head (please specify) _____
- Manager/Supervisor of:**
- 106 Call Center Operations
- 107 Finance or Accounting
- 108 Engineering (Non-IT)
- 109 Manufacturing (Non-IT)
- 110 Operations (Non-IT)
- 130 Facilities
- 111 General Management
- 112 Human Resources
- 113 Legal or Compliance
- 114 Marketing or Sales
- 115 Product Development or R&D (Non IT)
- 116 Purchasing
- 117 Quality Control
- 131 Real Estate
- 118 Telecommunications
- 119 Training or Education
- 120 Business or Corporate Development
- 047 Other Corp. Manager/Supervisor (please specify) _____
- Other**
- 024 Business/Financial Analyst
- 121 Consultant
- 132 Customer Service Representative
- 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