

BUSINESS PUBLICATION CIRCULATION STATEMENT FOR THE 6 MONTH PERIOD ENDED DECEMBER 2012 (Including Supplementary Data)

No attempt has been made to rank the information contained in this report in order of importance, since BPA Worldwide believes this is a judgment, which must be made by the user of the report.

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About BPA Worldwide

A not-for-profit organization since 1931 and headquartered in Shelton, CT, USA, BPA has the largest membership of any media-auditing organization in the world, spanning more than 30 countries. The organization conducts 2,600+ audits for media brands in print, online/digital and live events. Additionally, under the iCompli brand, BPA documents compliance to defined standards including data protection, provides assurance of sustainability reporting, and verifies technology, service and privacy claims. BPA is supported by 2,700 advertiser and agency members.

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FIELD SERVED

CIO serves manufacturers (non-computer related), finance, banking, accounting, insurance, real estate, legal companies, wholesalers, retailers, distributors (both computer and non-computer related), state and local government (including law enforcement), federal government (including military), transportation companies, utilities (energy, water, etc), educational institutions, non-profit organizations, healthcare, medical services, pharmaceutical companies, bio-technology companies, communication carriers (telecomm/data comm), VAR/VAD/OEM/systems or network integrators, computer/network consultants, data processing services; service providers (ISP/ASP/MSP/BSP/ESP/ web hosting), computer related manufacturing (hardware/software), e-commerce/internet companies, media companies (publishing, broadcasting), advertising and public relation companies, general business services and consultants, aerospace and defense contractors, mining, oil, gas, agriculture, forestry, fisheries, construction, architecture and engineering companies and other businesses and services.

DEFINITION OF RECIPIENT QUALIFICATION

Qualified recipients are CIO's; CTO's; CSO's; CISO's; CPO's; Executive VP's/Senior VP's/VP's of IS/IT, Communications/Networking, E-Business/E-Commerce/Internet, Engineering/Systems Development, Architect, Other Technology Services; Line of Business Technology Executives (Chief/Head/Executive Dir/Managing Director/Director); CEO's; COO's; CFO's; Presidents; Owners; Partners; General Managers; Treasurers; Controllers; Corporate Executive VP's/Senior VP's/ VP's and Corporate Business Management who are involved in setting the direction for their company's IT budget or strategy or are involved in acquiring IS/IT products and services either through approval, planning, recommendation or specification.

AVERAGE NON-QUALIFIED CIRCULATION	
NON-QUALIFIED Not Included Elsewhere	Copies
Other Paid Circulation _____	907
Advertiser and Agency _____	5,118
Rotated or Occasional _____	-
Allocated for Trade Shows and Conventions _____	171
Digital _____	-
All Other _____	1,446
TOTAL	7,642

1. AVERAGE QUALIFIED CIRCULATION BREAKOUT FOR PERIOD						
QUALIFIED CIRCULATION	Total Qualified		Qualified Non-Paid		Qualified Paid	
	Copies	Percent	Copies	Percent	Copies	Percent
Individual _____	140,000	100.0	140,000	100.0	-	-
Sponsored Individually Addressed _____	-	-	-	-	-	-
Membership Benefit _____	-	-	-	-	-	-
Multi-Copy Same Addressee _____	-	-	-	-	-	-
Single Copy Sales _____	-	-	-	-	-	-
TOTAL QUALIFIED CIRCULATION	140,000	100.0	140,000	100.0	-	-

2. QUALIFIED CIRCULATION BY ISSUES FOR PERIOD					
2012 Issue	Number Removed	Number Added	Print (A)	Digital (B)	Total Qualified
July 1 _____	125	125	126,000	14,000	140,000
August 1 _____	586	586	126,000	14,000	140,000
September 1 _____	470	470	126,000	14,000	140,000
September 15 _____	87	87	126,000	14,000	140,000
October 1 _____	327	327	126,000	14,000	140,000
October 15 _____	230	230	126,000	14,000	140,000
November 1 _____	81	81	126,000	14,000	140,000
*November 15 _____	50,678	50,678	126,000	14,000	140,000
December 1, _____	90	90	126,000	14,000	140,000
TOTAL	52,674	52,674			

*Analyzed Issue

3a. BUSINESS/OCCUPATION BREAKOUT OF QUALIFIED CIRCULATION FOR ISSUE OF NOVEMBER 15, 2012

This issue is equal to the average of the other 8 issues reported in Paragraph two.

BUSINESS AND INDUSTRY	TOTAL QUALIFIED	PERCENT OF TOTAL	Print (A)	Digital (B)	Number of Recipients who are responsible for setting direction for Company IT Budget or Strategy or involved in acquiring IS/IT Products & Services either through Approval, Planning, Recommendation or Specification	CIO/CTO/CSO/CISO/CPO	Executive IT Management (See Note 1)	Senior IT Management (See Note 2)	Corporate Management (See Note 3)
Manufacturing (Non-Computer Related) _____	12,689	9.1	11,369	1,320	12,689	2,479	5,315	1,783	3,112
Finance/Banking/Accounting _____	10,789	7.7	9,865	924	10,789	2,211	4,865	1,138	2,575
Insurance/Real Estate/Legal _____	5,424	3.9	4,902	522	5,424	1,275	2,388	734	1,027
Wholesaler/Retailer/Distributor (Non-Computer) _____	5,885	4.2	5,349	536	5,885	1,432	2,209	939	1,305
Government: Federal (including Military) _____	7,272	5.2	6,484	788	7,272	1,305	3,891	858	1,218
Government: State or Local (including Law Enforcement) _____	10,264	7.3	9,160	1,104	10,264	1,915	5,276	1,501	1,572
Transportation/Utilities (Energy, Water, etc.) _____	4,812	3.4	4,341	471	4,812	960	2,010	781	1,061
Education/Non-Profit _____	15,194	10.8	13,540	1,654	15,194	3,179	7,295	2,847	1,873
Healthcare/Medical Services/Pharmaceutical/Bio-Tech _____	11,285	8.1	10,152	1,133	11,285	3,467	4,085	2,024	1,709
Media (Publishing/Broadcast)/Advertising/PR _____	3,358	2.4	3,041	317	3,358	656	1,240	502	960
Business Services/Consultant _____	8,605	6.1	7,843	762	8,605	1,504	2,630	1,270	3,201
Aerospace/Defense Contractor _____	1,418	1.0	1,264	154	1,418	217	754	205	242
Mining/Oil/Gas _____	842	0.6	754	88	842	154	368	136	184
Agriculture/Forestry/Fisheries _____	433	0.3	399	34	433	82	169	72	110
Construction/Architecture/Engineering _____	3,271	2.3	3,000	271	3,271	888	1,241	426	716
Manufacturing (Hardware/Software) _____	8,891	6.4	7,929	962	8,891	1,756	3,465	1,138	2,532
Wholesaler/Retailer/Distributor (Computer Related) _____	2,544	1.8	2,343	201	2,544	603	729	319	893
Communication Carriers (Telecomm/Data Comm) _____	3,887	2.8	3,493	394	3,887	595	1,637	538	1,117
VAR/VAD/OEM/Systems or Network Integrator _____	4,436	3.2	3,940	496	4,436	1,014	1,385	475	1,562
Computer or Network Consultant/Data Processing Services _____	9,513	6.8	8,514	999	9,513	2,150	2,762	1,090	3,511
Service Provider (ISP/ASP/MSP/BSP/ESP/ Web Hosting) _____	5,555	4.0	5,021	534	5,555	1,116	2,050	779	1,610
E-Commerce/Internet _____	1,455	1.0	1,313	142	1,455	480	461	176	338
Other Businesses and Services _____	2,178	1.6	1,984	194	2,178	570	614	420	574
TOTAL QUALIFIED CIRCULATION	140,000	100.0	126,000	14,000	140,000	30,008	56,839	20,151	33,002
PERCENT	100.0		90.0	10.0	100.0	21.4	40.6	14.4	23.6

Note 1: Includes VP/Sr. VP/EVP of IS/IT, Communications/Networking, E-Business/E-Commerce/Internet, Engineering/System Development, Architect, Other Technology Services

Note 2: Includes Line of Business Technology Executives (Chief/Head/Executive Director/Managing Director/Director)

Note 3: Includes CEO, President, Owner, Partner, COO, General Manager, CFO, Treasurer, Controller, VP/Sr. VP/EVP, Corporate Business Management

ADDITIONAL DATA FOR ISSUE OF NOVEMBER 15, 2012

This is an analysis of the total annual revenue of recipients entire organization (See question #5 on questionnaire). These data are presented for statistical and marketing purposes.

ANNUAL REVENUE	TOTAL QUALIFIED	CIO/CTO/CSO/CISO	Executive IT Management (See Note 1)	Senior IT Management (See Note 2)	Corporate Management (See Note 3)
Over \$40 Billion _____	9,452	1,134	4,723	1,564	2,031
\$30 to \$39.9 Billion _____	1,959	320	918	341	380
\$15 to \$29.9 Billion _____	3,606	536	1,661	689	720
\$10 to \$14.9 Billion _____	3,452	520	1,658	592	682
\$5 to \$9.9 Billion _____	5,702	916	2,741	952	1,093
\$1 to \$4.9 Billion _____	14,771	2,685	7,057	2,273	2,756
\$501 to \$999 Million _____	8,453	1,895	3,872	1,194	1,492
\$101 to \$500 Million _____	13,831	3,966	5,642	2,043	2,180
\$50 to \$100 Million _____	11,761	3,020	4,925	1,712	2,104
Under \$50 Million _____	66,246	14,697	23,536	8,764	19,249
INFORMATION NOT AVAILABLE _____	767	319	106	27	315
TOTAL	140,000	30,008	56,839	20,151	33,002
PERCENT	100.0	21.4	40.6	14.4	23.6

Note 1: Includes VP/Sr. VP/EVP of IS/IT, Communications/Networking, E-Business/E-Commerce/Internet, Engineering/Systems Development, Architect, Other Technology Services

Note 2: Includes Line of Business Technology Executives (Chief/Head/Executive Director/Managing Director/Director)

Note 3: Includes CEO, President, Owner, Partner, COO, General Manager, CFO, Treasurer, Controller, VP/SrVP/EVP, Corporate Business Management

SUPPLEMENTARY DATA FOR ISSUE OF NOVEMBER 15, 2012

This is an analysis of the 139,986 or 99.9% who responded to the question "Please check below all the products and services that you are involved in acquiring, either through approval, planning, recommendation or specification." (See Question 6 on the questionnaire). Since any one respondent may have checked more than one response, the totals of these categories may exceed the total circulation. This data is presented for statistical and marketing purposes only.

PRODUCTS	Total Qualified
MAINFRAMES	35,261
MIDRANGE COMPUTERS	52,887
NETWORK SERVERS (File, Web, Database)	80,822
DESKTOP SYSTEMS	87,645
LAPTOP/NOTEBOOKS	88,377
HANDHELD PC's/PDA's	70,081
MAINFRAME/MIDRANGE APPLICATION SOFTWARE	33,266
PC/WORKSTATION SOFTWARE	59,109
DATABASE MANAGEMENT SOFTWARE	53,882
ERP SOFTWARE	36,346
KNOWLEDGE MANAGEMENT	38,571
APPLICATION DEVELOPMENT SOFTWARE	44,320
MASTER DATA MANAGEMENT	30,183
E-MAIL/GROUPWARE	40,211
CRM SOFTWARE	33,956
BUSINESS INTELLIGENCE/DATA MINING	38,047
ENTERPRISE APPLICATION INTEGRATION	35,079
MARKETING/SALES AUTOMATION	24,339
STORAGE SOFTWARE	35,460
SUPPLY CHAIN MANAGEMENT	21,846
PERSONAL PRODUCTIVITY (Word Processing, Spreadsheet, etc.)	30,840
AJAX	16,133
OPERATING SYSTEMS	43,179
SOA SOFTWARE	22,219
VIRTUALIZATION	37,297
UNIVERSAL COMMUNICATION	21,432
LAN/WAN HARDWARE	50,105
MODEMS/MULTIPLEXERS	31,197
BRIDGES/ROUTERS/GATEWAYS/HUBS	45,025
NETWORK OPERATING SYSTEMS	43,226
NETWORK MANAGEMENT SYSTEMS	40,901
EDI	24,155
WIRELESS LAN/WAN	44,531
PRINTERS	47,382
DATA STORAGE PRODUCTS	43,007
WEB AUTHORING TOOLS	34,938
SEARCH TOOLS/ENGINES	32,046
ELECTRONIC COMMERCE TOOLS	28,327
WEB SERVICES	40,744
VIDEO CONFERENCING/WEBCASTING	34,010
DESKTOP SECURITY HARDWARE	42,033
NETWORK SECURITY HARDWARE	44,617
BACKUP/DISASTER RECOVERY HARDWARE	43,150
DESKTOP SECURITY SOFTWARE	42,871
NETWORK SECURITY SOFTWARE	43,220
BACKUP/DISASTER RECOVERY SOFTWARE	41,379
ENCRYPTION SOFTWARE/FIREWALLS	39,656
IDENTITY ACCESS MANAGEMENT SOFTWARE	33,331
CONSULTING SERVICES/OUTSOURCING: Domestic	47,721
CONSULTING SERVICES/OUTSOURCING: Off-Shore	24,094
E-BUSINESS CONSULTING SERVICES	26,356
NONE OF THE ABOVE	5,266
NO ANSWER	14
TOTAL RESPONDENTS	139,986
TOTAL QUALIFIED	140,000
PERCENT	100.0

3b. QUALIFICATION SOURCE BREAKOUT OF QUALIFIED CIRCULATION FOR ISSUE OF NOVEMBER 15, 2012							
QUALIFICATION SOURCE	Qualified Within			Print (A)	Digital (B)	Total Qualified	Percent
	1 Year	2 Years	3 Years				
I. Direct Request: _____	140,000	-	-	126,000	14,000	140,000	100.0
II. Request from recipient's company: _____	-	-	-	-	-	-	-
III. Membership Benefit: _____	-	-	-	-	-	-	-
IV. Communication from recipient or recipient's company (other than request): _____	-	-	-	-	-	-	-
V. TOTAL - Sources other than above (listed alphabetically): _____	-	-	-	-	-	-	-
Association rosters and directories _____	-	-	-	-	-	-	-
Business directories _____	-	-	-	-	-	-	-
Manufacturer's, distributor's, and wholesaler's lists _____	-	-	-	-	-	-	-
Other sources _____	-	-	-	-	-	-	-
VI. Single Copy Sales: _____	-	-	-	-	-	-	-
TOTAL QUALIFIED CIRCULATION	140,000	-	-	126,000	14,000	140,000	100.0
PERCENT	100.0	-	-	90.0	10.0	100.0	

3c. MAILING ADDRESS BREAKOUT OF QUALIFIED CIRCULATION FOR ISSUE OF NOVEMBER 15, 2012				
MAILING ADDRESS	Print (A)	Digital (B)	Total Qualified	Percent
Individuals by name and title and/or function _____	126,000	14,000	140,000	100.0
Individuals by name only _____	-	-	-	-
Titles or functions only _____	-	-	-	-
Company names only _____	-	-	-	-
Multi-Copy Same Addressee copies _____	-	-	-	-
Single Copy Sales _____	-	-	-	-
TOTAL QUALIFIED CIRCULATION	126,000	14,000	140,000	100.0

4. GEOGRAPHICAL BREAKOUT OF QUALIFIED CIRCULATION FOR ISSUE OF NOVEMBER 15, 2012									
State	Print (A)	Digital (B)	Total Qualified	Percent	State	Print (A)	Digital (B)	Total Qualified	Percent
Maine _____	441	86	527		Kentucky _____	1,300	138	1,438	
New Hampshire _____	645	96	741		Tennessee _____	2,205	234	2,439	
Vermont _____	238	55	293		Alabama _____	1,471	137	1,608	
Massachusetts _____	3,801	716	4,517		Mississippi _____	646	57	703	
Rhode Island _____	435	78	513		EAST SO. CENTRAL	5,622	566	6,188	4.4
Connecticut _____	2,025	276	2,301		Arkansas _____	793	70	863	
NEW ENGLAND	7,585	1,307	8,892	6.4	Louisiana _____	936	89	1,025	
New York _____	8,833	819	9,652		Oklahoma _____	1,114	122	1,236	
New Jersey _____	5,507	507	6,014		Texas _____	8,510	966	9,476	
Pennsylvania _____	5,468	570	6,038		WEST SO. CENTRAL	11,353	1,247	12,600	9.0
MIDDLE ATLANTIC	19,808	1,896	21,704	15.5	Montana _____	372	46	418	
Ohio _____	4,810	494	5,304		Idaho _____	518	68	586	
Indiana _____	2,136	230	2,366		Wyoming _____	200	24	224	
Illinois _____	6,570	670	7,240		Colorado _____	2,644	328	2,972	
Michigan _____	3,363	358	3,721		New Mexico _____	612	73	685	
Wisconsin _____	2,693	294	2,987		Arizona _____	1,956	250	2,206	
EAST NO. CENTRAL	19,572	2,046	21,618	15.4	Utah _____	1,064	138	1,202	
Minnesota _____	2,937	329	3,266		Nevada _____	607	82	689	
Iowa _____	1,332	140	1,472		MOUNTAIN	7,973	1,009	8,982	6.4
Missouri _____	2,578	305	2,883		Alaska _____	250	29	279	
North Dakota _____	356	35	391		Washington _____	2,457	271	2,728	
South Dakota _____	344	39	383		Oregon _____	1,257	149	1,406	
Nebraska _____	997	121	1,118		California _____	13,448	1,519	14,967	
Kansas _____	1,390	154	1,544		Hawaii _____	469	47	516	
WEST NO. CENTRAL	9,934	1,123	11,057	7.9	PACIFIC	17,881	2,015	19,896	14.2
Delaware _____	397	39	436		UNITED STATES	125,919	13,985	139,904	99.9
Maryland _____	3,597	396	3,993		U.S. Territories _____	55	14	69	
Washington, DC _____	2,105	255	2,360		Canada _____	-	-	-	
Virginia _____	5,294	587	5,881		Mexico _____	-	-	-	
West Virginia _____	464	46	510		Other International _____	-	-	-	
North Carolina _____	3,438	339	3,777		APO/FPO _____	26	1	27	
South Carolina _____	1,190	115	1,305		TOTAL QUALIFIED CIRCULATION	126,000	14,000	140,000	100.0
Georgia _____	3,708	374	4,082						
Florida _____	5,998	625	6,623						
SOUTH ATLANTIC	26,191	2,776	28,967	20.7					

AVERAGE AUDITED QUALIFIED CIRCULATION AND CURRENT UNAUDITED CIRCULATION STATEMENTS						
6 Month Period Ended:	Audited Data	Audited Data	Audited Data	Audited Data	Circulation Claim	Circulation Claim
	January-June 2010	July-December 2010	January-June 2011	July-December 2011	January - June 2012*	July - December 2012*
Total Audit Average Qualified _____	140,000	140,000	140,000	140,000	140,000	140,000
Qualified Non-Paid _____	140,000	140,000	140,000	140,000	140,000	140,000
Print _____	126,000	126,000	126,000	126,000	126,000	126,000
Digital _____	14,000	14,000	14,000	14,000	14,000	14,000
Qualified Paid _____	-	-	-	-	-	-
Print _____	-	-	-	-	-	-
Digital _____	-	-	-	-	-	-
Post Expire Copies included in Total Qualified Circulation _____	**NC	**NC	**NC	**NC	**NC	**NC
Average Annual Order Price _____	**NC	**NC	**NC	**NC	**NC	**NC

***NOTE: January – December 2012 data is unaudited. With each successive period, new data will be added until six 6-month periods of data are displayed.**

**NC=None Claimed.

ADDITIONAL DATA

METHOD OF DISTRIBUTION:

All qualified circulation conforms to the field served and definition of recipient's qualification, as reported. Print copies are distributed via postal services or other carriers. Recipients of the digital version are notified via email when the version is available.

STATEMENT OF CONTENT PLATFORM:

Editorial Replica – If a print edition exists, editorial and design are unchanged from the original print edition. Each issue's content and design are identical to the original edition. Apart from minor updates, the content cannot change once the issue is made available.

1. AVERAGE QUALIFIED CIRCULATION BREAKOUT FOR PERIOD – PRINT						
QUALIFIED CIRCULATION	Total Qualified		Qualified Non-Paid		Qualified Paid	
	Copies	Percent	Copies	Percent	Copies	Percent
Individual _____	126,000	100.0	126,000	100.0	-	-
Sponsored Individually Addressed _____	-	-	-	-	-	-
Membership Benefit _____	-	-	-	-	-	-
Multi-Copy Same Addressee _____	-	-	-	-	-	-
Single Copy Sales _____	-	-	-	-	-	-
TOTAL QUALIFIED CIRCULATION	126,000	100.0	126,000	100.0	-	-

1. AVERAGE QUALIFIED CIRCULATION BREAKOUT FOR PERIOD – DIGITAL						
QUALIFIED CIRCULATION	Total Qualified		Qualified Non-Paid		Qualified Paid	
	Copies	Percent	Copies	Percent	Copies	Percent
Individual _____	14,000	100.0	14,000	100.0	-	-
Sponsored Individually Addressed _____	-	-	-	-	-	-
Membership Benefit _____	-	-	-	-	-	-
Multi-Copy Same Addressee _____	-	-	-	-	-	-
Single Copy Sales _____	-	-	-	-	-	-
TOTAL QUALIFIED CIRCULATION	14,000	100.0	14,000	100.0	-	-

QUESTIONNAIRE USED BY PUBLICAITON TO ELICIT SUPPLEMENTARY DATA:



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FIRST NAME _____

LAST NAME _____

TITLE _____

COMPANY NAME _____

COMPANY ADDRESS _____

CITY _____

STATE _____

ZIP CODE _____

BUSINESS PHONE NUMBER (INCLUDING AREA CODE) _____

CELL PHONE NUMBER (INCLUDING AREA CODE) _____

EMAIL _____

Is this your home address?

YES NO

If yes, please provide your business address below:

COMPANY NAME _____

COMPANY ADDRESS _____

CITY _____

STATE _____

ZIP _____

1. Are you involved in setting the direction for your Company's IT Budget or Strategy?

- 01. Yes
- 02. No

2. What is your primary job title? (Check ONE only)

SENIOR IT MANAGEMENT

- 01. CIO/CTO/CPO
- 02. CSO/CISO
- 03. IS/IT (VP/Sr.VP/EVP)
- 04. Communications/Networking (VP/Sr.VP/EVP)
- 05. E-Business/E-Commerce/Internet (VP/Sr.VP/EVP)
- 06. Engineering/Systems Development (VP/Sr.VP/EVP)
- 07. Architect (VP/Sr.VP/EVP)
- 08. Other Technology Services (VP/Sr.VP/EVP)
- 09. Line of Business Technology Exec (Chief/Head/Exec Dir/Managing Dir/Director)

CORPORATE MANAGEMENT

- 10. CEO/President/Owner/Partner/COO/General Mgr.
- 11. CFO/Treasurer/Controller
- 12. VP/Sr.VP/EVP
- 13. Corporate Business Management
- 99. Other please specify: _____

3. Which of the following best describes your organizations industry or function? (Check ONE only)

NON-COMPUTER RELATED INDUSTRIES

- 01. Manufacturing
- 02. Finance/Banking/Accounting
- 03. Insurance/Real Estate/Legal
- 04. Wholesaler/Retailer/ Distributor
- 05. Government: Federal (including Military)
- 06. Government: State or Local (including Law Enforcement)
- 07. Transportation/Utilities (Energy, Water, etc.)
- 08. Education/Non-Profit
- 09. Healthcare/Medical Services/Pharmaceutical/Bio-Tech
- 10. Media (Publishing/Broadcast)/ Advertising/PR
- 11. Business Services/Consultant
- 12. Aerospace/Defense Contractor
- 13. Mining/Oil/Gas
- 14. Agriculture/Forestry/Fisheries
- 15. Construction/Architecture/Engineering

COMPUTER RELATED INDUSTRIES

- 16. Manufacturing (Hardware/Software)
- 17. Wholesaler/Retailer/Distributor
- 18. Communication Carriers (Telecomm/Data Comm)
- 19. VAR/VAD/OEM/Systems or Network Integrator
- 20. Computer or Network Consultant/Data Processing Services
- 21. Service Provider (ISP/ASP/MSP/BSP/ESP/Web Hosting)
- 22. E-Commerce/Internet

OTHER

- 98. Other please specify: _____

4. How many people are employed in your entire organization including all branches, divisions, and subsidiaries? (Check ONE only)

- 01. 40,001 or more
- 02. 30,001 - 40,000
- 03. 20,001 - 30,000
- 04. 10,001 - 20,000
- 05. 5,001 - 10,000
- 06. 1,001 - 5,000
- 07. 501 - 1,000
- 08. 100 - 500
- 09. Less than 100

5. What are the total annual revenues of your entire organization? (Check ONE only)

- 01. Over \$40 billion
- 02. \$30 billion to \$39.9 billion
- 03. \$15 billion to \$29.9 billion
- 04. \$10 billion to \$14.9 billion
- 05. \$5 billion to \$9.9 billion
- 06. \$1 billion to \$4.9 billion
- 07. \$501 million to \$999 million
- 08. \$101 million to \$500 million
- 09. \$50 million to \$100 million
- 10. Under \$50 million

→ ADDITIONAL QUESTIONS TO BE ANSWERED ON REVERSE SIDE.

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6. Please check below all the products and services that you are involved in acquiring, either through approval, planning, recommendation or specification.

(Check ALL that apply)

COMPUTERS

- 01. Mainframes
- 02. Midrange Computers
- 03. Network Servers (File, Web, Database)
- 04. Desktop Systems
- 05. Laptop/Notebooks
- 06. Handheld PCs/PDAs

SOFTWARE

- 07. Mainframe/Midrange Application Software
- 08. PC/Workstation Software
- 09. Database Management Software
- 10. ERP Software
- 11. Knowledge Management
- 12. Application Development Software
- 13. Master Data Management
- 14. E-Mail/Groupware
- 15. CRM Software
- 16. Business Intelligence/Data Mining
- 17. Enterprise Application Integration
- 18. Marketing/Sales Automation
- 19. Storage Software
- 20. Supply Chain Management
- 21. Personal Productivity (Word Processing, Spreadsheet, etc.)
- 22. AJAX
- 23. Operating Systems
- 24. SOA Software
- 25. Virtualization
- 26. Universal Communication

NETWORKING

- 27. LAN/WAN Hardware
- 28. Modems/Multiplexers
- 29. Bridges/Routers/Gateways/Hubs
- 30. Network Operating Systems
- 31. Network Management Systems
- 32. EDI
- 33. Wireless LAN/WAN

OTHER HARDWARE

- 34. Printers
- 35. Data Storage Products

INTERNET/INTRANET

- 36. Web Authoring Tools
- 37. Search Tools/Engines
- 38. Electronic Commerce Tools
- 39. Web Services
- 40. Video Conferencing/Webcasting

SECURITY

- 41. Desktop Security Hardware
- 42. Network Security Hardware
- 43. Backup/Disaster Recovery Hardware
- 44. Desktop Security Software
- 45. Network Security Software
- 46. Backup/Disaster Recovery Software
- 47. Encryption Software/Firewalls
- 48. Identity/Access Mgmt Software

SERVICES

- 49. Consulting Services/Outsourcing: Domestic
- 50. Consulting Services/Outsourcing: Off-Shore
- 51. E-Business Consulting Services

OTHER

- 99. None of the above

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Adam Dennison, Publisher

Diana Turco, Circulation Manager

(At least one of the above signatures must be that of an officer of the publishing company or its authorized representative.)

IMPORTANT NOTE:

This unaudited circulation statement has been checked against the previous audit report. It will be included in the annual audit made by BPA Worldwide.

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