

# Plunkett's E-Commerce & Internet Business Almanac



Complete profiles of  
Plunkett's Internet 300  
Firms, and the latest  
statistics and trends in:

- ▶ E-Commerce and  
Web-Based Retailing
- ▶ Internet Portals
- ▶ On-Line Data Providers
- ▶ Business-to-Business Sites
- ▶ Mergers, Acquisitions  
and Finance
- ▶ Internet Access
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By Jack W. Plunkett

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**PLUNKETT'S  
E-COMMERCE &  
INTERNET BUSINESS  
ALMANAC  
2010**

**The Only Comprehensive  
Guide to the E-Commerce & Internet Business**

**Jack W. Plunkett**

**Published by:  
Plunkett Research, Ltd., Houston, Texas  
[www.plunkettresearch.com](http://www.plunkettresearch.com)**

# PLUNKETT'S E-COMMERCE & INTERNET BUSINESS ALMANAC 2010

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**Special Thanks to:**  
eBay  
Experian Hitwise  
InternetWorldStats.com  
Nielsen Online  
Pew Internet & American Life Project  
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**Published by:**

**Plunkett Research, Ltd.  
P. O. Drawer 541737  
Houston, Texas 77254-1737  
USA**

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**ISBN13 # 978-1-59392-506-2**

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# PLUNKETT'S E-COMMERCE & INTERNET BUSINESS ALMANAC 2010

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## A Short E-Commerce & Internet Business Glossary

**10-K:** An annual report filed by publicly held companies. It provides a comprehensive overview of the company's business and its finances. By law, it must contain specific information and follow a given form, the "Annual Report on Form 10-K." The U.S. Securities and Exchange Commission requires that it be filed within 90 days after fiscal year end.

However, these reports are often filed late due to extenuating circumstances. Variations of a 10-K are often filed to indicate amendments and changes. Most publicly held companies also publish an "annual report" that is not on Form 10-K. These annual reports are more informal and are frequently used by a company to enhance its image with customers, investors and industry peers.

**3PF:** See "Third-Party Fulfillment (3PF)."

**4PL:** See "Fourth-Party Logistics (4PL)."

**802.11a (Wi-Fi5):** A faster wireless network standard than 802.11b ("Wi-Fi"). 802.11a operates in the 5-GHz band at speeds of 54 Mbps. This standard may be affected by weather and is not as suitable for outdoor use. 802.11 standards are set by the IEEE (Institute of Electrical and Electronics Engineers).

**802.11b (Wi-Fi):** An extremely popular, Wi-Fi short-range wireless connection standard created by the IEEE (Institute of Electrical and Electronics Engineers). It operates at 11 Mbps and can be used to connect computer devices to each other. 802.11b competes with the Bluetooth standard. Its range is up to 380 feet, but 150 feet or so may be more practical in some installations.

**802.11g:** A recent addition to the series of 802.11 specifications for Wi-Fi wireless networks, 802.11g provides data transfer at speeds of up to 54 Mbps in the 2.4-GHz band. It can easily exchange data with 802.11b-enabled devices, but at much higher speed. 802.11g equipment, such as wireless access points, will be able to provide simultaneous WLAN connectivity for both 802.11g and 802.11b equipment. The 802.11 standards are set by the IEEE (Institute of Electrical and Electronics Engineers).

**802.11n (MIMO):** Multiple Input Multiple Output antenna technology. MIMO is a new standard in the

series of 802.11 Wi-Fi specifications for wireless networks. It has the potential of providing data transfer speeds of 100 to perhaps as much as 500 Mbps. 802.11n also boasts better operating distances than current networks. MIMO uses spectrum more efficiently without any loss of reliability. The technology is based on several different antennas all tuned to the same channel, each transmitting a different signal. MIMO will be widely used as an enhancement to WiMAX networks.

**802.15:** See "Ultrawideband (UWB)." For 802.15.1, see "Bluetooth."

**802.16 (WiMAX):** An advanced wireless standard with significant speed and distance capabilities, WiMax is officially known as the 802.16 standard. Using microwave technologies, it has the theoretical potential to broadcast at distances up to 30 miles and speeds of up to 70 Mbps. The mid-term goal of the WiMax industry is to offer 15 Mbps speed for mobile WiMax (802.16e) users and 40 Mbps for fixed WiMax (802.16d) users. (The 802.XX standards are set by the IEEE (Institute of Electrical and Electronics Engineers)).

**Active Server Page (ASP):** A web page that includes one or more embedded programs, usually written in Java or Visual Basic code. See "Java."

**Active X:** A set of technologies developed by Microsoft Corporation for sharing information across different applications.

**ADM:** The application, development and maintenance of software.

**ADN:** See "Advanced Digital Network (ADN)."

**Advanced Digital Network (ADN):** See "Integrated Digital Network (IDN)."

**AI:** See "Artificial Intelligence (AI)."

**Ajax:** Asynchronous JavaScript and XML. It is a technology that enables web page data to update within a browser on a continuous basis, thus updating the page on the fly. This means that applications that reside on the Internet, such as instant messaging, can appear to run so quickly that they seem like programs that are local to a user's computer. An example is Google Inc.'s Google Maps, launched in 2005.

During that year, Microsoft also announced services that will run via Ajax.

**Analog:** A form of transmitting information characterized by continuously variable quantities. Digital transmission, in contrast, is characterized by discrete bits of information in numerical steps. An analog signal responds to changes in light, sound, heat and pressure.

**ANSI:** American National Standards Institute. Founded in 1918, ANSI is a private, non-profit organization that administers and coordinates the U.S. voluntary standardization and conformity assessment system. Its mission is to enhance both the global competitiveness of U.S. business and the quality of U.S. life by promoting and facilitating voluntary consensus standards and conformity assessment systems, and safeguarding their integrity. See [www.ansi.org](http://www.ansi.org).

**APAC:** Asia Pacific Advisory Committee. A multi-country committee representing the Asia and Pacific region.

**Applets:** Small, object-based applications written in Java that net browsers can download from the Internet on an as-needed basis. These may be software, accessories (such as spell checkers or calculators), information-packed databases or other items. See “Object Technology.”

**Application Program Interface (API):** A set of protocols, routines and tools used by computer programmers as a way of setting common definitions regarding how one piece of software communicates with another.

**Application Service Provider (ASP):** A web site that enables utilization of software and databases that reside permanently on a service company's remote web server, rather than having to be downloaded to the user's computer. Advantages include the ability for multiple remote users to access the same tools over the Internet and the fact that the ASP provider is responsible for developing and maintaining the software. (ASP is also an acronym for “active server page,” which is not related.) For the latest developments in ASP, see “Software as a Service (SaaS).”

**Applications:** The computer programs and systems that allow users to interface with a computer and that

collect, manipulate, summarize and report data and information.

**Applied Research:** The application of compounds, processes, materials or other items discovered during basic research to practical uses. The goal is to move discoveries along to the final development phase.

**Archie:** This software tool can be used to find files stored on anonymous FTP sites, as long as the user knows the file name or a sub-string of the file name that is being searched for. See “File Transfer Protocol (FTP).”

**ARPANet:** Advanced Research Projects Agency Network. The forefather of the Internet, ARPANet was developed during the latter part of the 1960s by the United States Department of Defense.

**ARPU:** See “Average Revenue Per User (ARPU).”

**Artificial Intelligence (AI):** The use of computer technology to perform functions normally associated with human intelligence, such as reasoning, learning and self-improvement.

**ASCII:** American Standard Code for Information Exchange. There are 128 standard ASCII codes that represent all Latin letters, numbers and punctuation. Each ASCII code is represented by a seven-digit binary number, such as 0000000 or 0000111. This code is accepted as a standard throughout the world.

**ASP:** See “Application Service Provider (ASP).”

**Asymmetrical Digital Subscriber Line (ADSL):** High-speed technology that enables the transfer of data over existing copper phone lines, allowing more bandwidth downstream than upstream.

**Asynchronous Communications:** A stream of data routed through a network as generated instead of in organized message blocks. Most personal computers use this format to send data.

**Asynchronous Transfer Mode (ATM):** A digital switching and transmission technology based on high speed. ATM allows voice, video and data signals to be sent over a single telephone line at speeds from 25 million to 1 billion bits per second (bps). This digital ATM speed is much faster than traditional analog phone lines, which allow no more than 2 million bps. See “Broadband.”

**Augmented Reality:** Any technology designed to enhance a user's experience by adding to the environment with computer-generated means. For example, MARA (Mobile Augmented Reality Applications) is a method of enabling detailed information about a specific geographic location to appear on a cell phone's screen, pioneered by Nokia. It relies on special tools within the cell phone, including a camera, GPS, a compass and Internet access. For example, a MARA equipped phone might display details about a restaurant's offerings, downloaded from the Internet, when the phone's digital camera is aimed at a restaurant's front entry. Or, the screen might display information from a service like Google Maps as an overlay on the digital camera image.

**Average Revenue Per User (ARPU):** A measure of the average monthly billing revenue of a wireless company on a per user basis.

**Backbone:** Traditionally, the part of a communications network that carries the heaviest traffic; the high-speed line or series of connections that forms a large pathway within a network or within a region. The combined networks of AT&T, MCI and other large telecommunications companies make up the backbone of the Internet.

**Back-Office:** Generally considered to include such areas as accounting, human resources, call centers, financial transaction processing. A back-office application is a software program designed to handle back-office tasks. Also, see "Business Process Outsourcing (BPO)."

**Bandwidth:** The data transmission capacity of a network, measured in the amount of data (in bits and bauds) it can transport in one second. A full page of text is about 15,000 to 20,000 bits. Full-motion, full-screen video requires about 10 million bits per second, depending on compression.

**Basic Research:** Attempts to discover compounds, materials, processes or other items that may be largely or entirely new and/or unique. Basic research may start with a theoretical concept that has yet to be proven. The goal is to create discoveries that can be moved along to applied research. Basic research is sometimes referred to as "blue sky" research.

**Baud:** Refers to how many times the carrier signal in a modem switches value per second or how many bits a modem can send and receive in a second.

**Beam:** The coverage and geographic service area offered by a satellite transponder. A global beam effectively covers one-third of the earth's surface. A spot beam provides a very specific high-powered downlink pattern that is limited to a particular geographical area to which it may be steered or pointed.

**Behavioral Targeting:** An advertising method that attempts to target ads to individual consumers based on their history of activities or purchases.

**Binhex:** A means of changing non-ASCII (or non-text) files into text/ASCII files so that they can be used, for example, as e-mail.

**Bit:** A single digit number, either a one or a zero, which is the smallest unit of computerized data.

**Bits Per Second (Bps):** An indicator of the speed of data movement.

**Blog (Web Log):** A web site consisting of a personal journal, news coverage, special-interest content or other data that is posted on the Internet, frequently updated and intended for public viewing by anyone who might be interested in the author's thoughts. Short for "web log," blog content is frequently distributed via RSS (Real Simple Syndication). Blog content has evolved to include video files (VLOGs) and audio files (Podcasting) as well as text. Also, see "Real Simple Syndication (RSS)," "Video Blog (VLOG)," "Moblog"; "Podcasting," and "User-Generated Content."

**Bluetooth:** An industry standard for a technology that enables wireless, short-distance infrared connections between devices such as cell phone headsets, Palm Pilots or PDAs, laptops, printers and Internet appliances.

**BPL:** See "Broadband Over Power Lines (BPL)."

**BPO:** See "Business Process Outsourcing (BPO)."

**Bps:** See "Bits Per Second (Bps)."

**Branding:** A marketing strategy that places a focus on the brand name of a product, service or firm in

order to increase the brand's market share, increase sales, establish credibility, improve satisfaction, raise the profile of the firm and increase profits.

**BRIC:** An acronym representing Brazil, Russia, India and China. The economies of these four countries are seen as some of the fastest growing in the world. A 2003 report by investment bank Goldman Sachs is often credited for popularizing the term; the report suggested that by 2050, BRIC economies will likely outshine those countries which are currently the richest in the world.

**Broadband:** The high-speed transmission range for telecommunications and computer data. Broadband refers to any transmission at 2 million bps (bits per second) or higher (much higher than analog speed). A broadband network can carry voice, video and data all at the same time. Internet users enjoying broadband access typically connect to the Internet via DSL line, cable modem or T1 line. Several wireless methods now offer broadband as well.

**Broadband Over Power Lines (BPL):** Refers to the use of standard electric power lines to provide fast Internet service. Internet data is converted into radio frequency signals, which are not affected by electricity. Subscribers utilize special modems.

**Browser:** A program that allows a user to read Internet text or graphics and to navigate from one page to another. The most popular browsers are Microsoft Internet Explorer and Netscape Navigator. Firefox is an open source browser introduced in 2005 that is rapidly gaining popularity.

**B-to-B, or B2B:** See "Business-to-Business."

**B-to-C, or B2C:** See "Business-to-Consumer."

**B-to-E, or B2E:** See "Business-to-Employee."

**B-to-G, or B2G:** See "Business-to-Government."

**Buffer:** A location for temporarily storing data being sent or received. It is usually located between two devices that have different data transmission rates.

**Business Process Outsourcing (BPO):** The process of hiring another company to handle business activities. BPO is one of the fastest-growing segments in the offshoring sector. Services include human resources management, billing and purchasing

and call centers, as well as many types of customer service or marketing activities, depending on the industry involved. Also, see "Knowledge Process Outsourcing (KPO)."

**Business-to-Business:** An organization focused on selling products, services or data to commercial customers rather than individual consumers. Also known as B2B.

**Business-to-Consumer:** An organization focused on selling products, services or data to individual consumers rather than commercial customers. Also known as B2C.

**Business-to-Employee:** A corporate communications system, such as an intranet, aimed at conveying information from a company to its employees. Also known as B2E.

**Business-to-Government:** An organization focused on selling products, services or data to government units rather than commercial businesses or consumers. Also known as B2G.

**Byte:** A set of eight bits that represent a single character.

**Cable Modem:** An interface between a cable television system and a computer or router. Most cable modems are external devices that connect to the PC through a standard 10Base-T Ethernet card and twisted-pair wiring. External Universal Serial Bus (USB) modems and internal PCI modem cards are also available.

**Caching:** A method of storing data in a temporary location closer to the user so that it can be retrieved quickly when requested.

**CAFTA-DR:** See "Central American-Dominican Republic Free Trade Agreement (CAFTA-DR)."

**Capability Maturity Model (CMM):** A global process management standard for software development established by the Software Engineering Institute at Carnegie Mellon University.

**Captive Offshoring:** Used to describe a company-owned offshore operation. For example, Microsoft owns and operates significant captive offshore research and development centers in China and

elsewhere that are offshore from Microsoft's U.S. home base. Also see "Offshoring."

**Carrier:** In communications, the basic radio, television or telephony center of transmit signal. The carrier in an analog signal is modulated by varying volume or shifting frequency up or down in relation to the incoming signal. Satellite carriers operating in the analog mode are usually frequency-modulated.

**CATV:** Cable television.

**CDMA:** See "Code Division Multiple Access (CDMA)."

**Cell:** In telecommunications, a geographic unit of a wireless phone system. Regions are divided into small cells, each equipped with a low-powered radio transmitter. When a mobile phone moves from one cell to another, phone calls are handed off.

**Central American-Dominican Republic Free Trade Agreement (CAFTA-DR):** A trade agreement signed into law in 2005 that aimed to open up the Central American and Dominican Republic markets to American goods. Member nations include Guatemala, Nicaragua, Costa Rica, El Salvador, Honduras and the Dominican Republic. Before the law was signed, products from those countries could enter the U.S. almost tariff-free, while American goods heading into those countries faced stiff tariffs. The goal of this agreement was to create U.S. jobs while at the same time offering the non-U.S. member citizens a chance for a better quality of life through access to U.S.-made goods.

**Central Processing Unit (CPU):** The part of a computer that interprets and executes instructions. It is composed of an arithmetic logic unit, a control unit and a small amount of memory.

**CGI:** See "Common Gateway Interface (CGI)."

**CGI-BIN:** The frequently used name of a directory on a web server where CGI programs exist.

**Channel Definition Format (CDF):** Used in Internet-based broadcasting. With this format, a channel serves as a web site that also sends an information file about that specific site. Users subscribe to a channel by downloading the file.

**CIS:** See "Commonwealth of Independent States (CIS)."

**Click Through:** In advertising on the Internet, click through refers to how often viewers respond to an ad by clicking on it. Also known as click rate.

**Client/Server:** In networking, a way of running a large computer setup. The server is the host computer that acts as the central holding ground for files, databases and application software. The clients are all of the PCs connected to the network that share data with the server. This represents a vast change from past networks, which were connected to expensive, complicated "mainframe" computers.

**Cloud Computing:** A computing method that uses a cluster of multiple computers networked together, often based on open standards. Cloud networks can consist of hundreds or even thousands of computers. They have the ability to run a broad set of applications by using "virtual" server technology to host middleware that is thus distributed across the cloud. Both Google and IBM are boosters of this technology, and Google's entire search infrastructure is based on the use of tens of thousands of small, inexpensive servers clustered together in its data centers as "clouds." Sometimes referred to as "utility computing."

**Code Division Multiple Access (CDMA):** A cellular telephone multiple-access scheme whereby stations use spread-spectrum modulations and orthogonal codes to avoid interfering with one another. IS-95 (also known as CDMAOne) is the 2G CDMA standard. CDMA2000 is the 3G standard. CDMA in the 1xEV-DO standard offers data transfer speeds up to 2.4 Mbps. CDMA 1xRTT is a slower standard offering speeds of 144 kbps.

**Codec:** Hardware or software that converts analog to digital and digital to analog (in both audio and video formats). Codecs can be found in digital telephones, set-top boxes, computers and videoconferencing equipment. The term is also used to refer to the compression of digital information into a smaller format.

**Co-Location:** Refers to the hosting of computer servers at locations operated by service organizations. Co-location is offered by firms that operate specially designed co-location centers with high levels of security, extremely high-speed telecommunication

lines for Internet connectivity and reliable backup electrical power systems in case of power failure, as well as a temperature-controlled environment for optimum operation of computer systems.

**Commerce Chain Management (CCM):** Refers to Internet-based tools to facilitate sales, distribution, inventory management and content personalization in the e-commerce industry. Also see "Supply Chain."

**Common Gateway Interface (CGI):** A set of guidelines that determines the manner in which a web server receives and sends information to and from software on the same machine.

**Commonwealth of Independent States (CIS):** An organization consisting of 11 former members of the Soviet Union: Russia, Ukraine, Armenia, Moldova, Georgia, Belarus, Kazakhstan, Uzbekistan, Azerbaijan, Kyrgyzstan and Tajikistan. It was created in 1991. Turkmenistan recently left the Commonwealth as a permanent member, but remained as an associate member. The Commonwealth seeks to coordinate a variety of economic and social policies, including taxation, pricing, customs and economic regulation, as well as to promote the free movement of capital, goods, services and labor.

**Competitive Local Exchange Carrier (CLEC):** A newer company providing local telephone service that competes against larger, traditional firms known as ILECs (incumbent local exchange carriers).

**Compression:** A technology in which a communications signal is squeezed so that it uses less bandwidth (or capacity) than it normally would. This saves storage space and shortens transfer time. The original data is decompressed when read back into memory.

**Computer-Assisted Software Engineering (CASE):** The application of computer technology to systems development activities, techniques and methodologies. Sometimes referred to as "computer-aided systems engineering."

**Consumer Price Index (CPI):** A measure of the average change in consumer prices over time in a fixed market basket of goods and services, such as food, clothing and housing. The CPI is calculated by the U.S. Federal Government and is considered to be one measure of inflation.

**Contract Manufacturer:** A company that manufactures products that will be sold under the brand names of its client companies. For example, a large number of consumer electronics, such as laptop computers, are manufactured by contract manufacturers for leading brand-name computer companies such as Dell. Many other types of products are made under contract manufacturing, from apparel to pharmaceuticals. Also see "Original Equipment Manufacturer (OEM)" and "Original Design Manufacturer (ODM)."

**Cookie:** A piece of information sent to a web browser from a web server that the browser software saves and then sends back to the server upon request. Cookies are used by web site operators to track the actions of users returning to the site.

**Cost Per Click (CPC):** Online advertising that is billed on a response basis. An advertiser sells a banner ad and is paid by the number of users who click on the ad.

**Cost Per Thousand (CPM):** A charge for advertising calculated on a fixed amount multiplied by the number of users who view an ad, computed in thousands.

**CPC:** See "Cost Per Click (CPC)."

**CPM:** See "Cost Per Thousand (CPM)."

**Crowdsourcing:** A method of gathering data that capitalizes on users of a web site or database to find and post the data. Wikipedia is a well known example.

**Customer Relationship Management (CRM):** Refers to the automation, via sophisticated software, of business processes involving existing and prospective customers. CRM may cover aspects such as sales (contact management and contact history), marketing (campaign management and telemarketing) and customer service (call center history and field service history). Well known providers of CRM software include Salesforce, which delivers via a Software as a Service model (see "Software as a Service (SaaS)"), Microsoft and Siebel, which has been acquired by Oracle.

**Cyberspace:** Refers to the entire realm of information available through computer networks and the Internet.



**Data Base Management System (DBMS):** A software system used to store, retrieve and manipulate data in an organized fashion. Usually consists of dictionary, manipulation, security and access components.

**Data Over Cable Service Interface Specification (DOCSIS):** A set of standards for transferring data over cable television. DOCSIS 3.0 will enable very high-speed Internet access that may eventually reach 160 Mbps.

**Datanets:** Private networks of land-based telephone lines, satellites or wireless networks that allow corporate users to send data at high speeds to remote locations while bypassing the speed and cost constraints of traditional telephone lines.

**DBMS:** See “Data Base Management System (DBMS).”

**Demographics:** The breakdown of the population into statistical categories such as age, income, education and sex.

**Dial-Up Access:** The connection of a computer or other device to a network through a modem and a public telephone network. The only difference between dial-up access and a telephone connection is that computers are at each end of the connection rather than people. Dial-up access is slower than DSL, cable modem and other advanced connections.

**Digital:** The transmission of a signal by reducing all of its information to ones and zeros and then regrouping them at the reception end. Digital transmission vastly improves the carrying capacity of the spectrum while reducing noise and distortion of the transmission.

**Digital Local Telephone Switch:** A computer that interprets signals (dialed numbers) from a telephone caller and routes calls to their proper destinations. A digital switch also provides a variety of calling features not available in older analog switches, such as call waiting.

**Digital Millennium Copyright Act:** A U.S. law created in 1998. It was written in response to the rapid growth of content on the Internet. The act contains a “safe harbor” provision that enables Internet site publishers to promptly eliminate most faults or penalties of infringement if they promptly

remove online content when notified by the proper owners of that content's copyright.

**Digital Rights Management (DRM):** Restrictions placed on the use of digital content by copyright holders and hardware manufacturers. DRM for Apple, Inc.'s iTunes, for example, allows downloaded music to be played only on Apple's iPod player and iPhones, per agreement with music production companies Universal Music Group, SonyBMG, Warner Music and EMI.

**Digital Subscriber Line (DSL):** A broadband (high-speed) Internet connection provided via telecommunications systems. These lines are a cost-effective means of providing homes and small businesses with relatively fast Internet access. Common variations include ADSL and SDSL. DSL competes with cable modem access and wireless access.

**Direct Broadcast Satellite (DBS):** A high-powered satellite authorized to broadcast television programming directly to homes. Home subscribers use a dish and a converter to receive and translate the TV signal. An example is the DirecTV service. DBS operates in the 11.70- to 12.40-GHz range.

**Direct Marketing:** A form of non-store retailing in which customers are exposed to merchandise through catalogs, direct-mail brochures, telemarketing or television. Direct marketing may be used to generate direct-response purchases, store traffic, sales leads or a combination thereof.

**Disaster Recovery:** A set of rules and procedures that allow a computer site to be put back in operation after a disaster has occurred. Moving backups off-site constitutes the minimum basic precaution for disaster recovery. The remote copy is used to recover data if the local storage is inaccessible after a disaster.

**Discount Broker:** A broker or brokerage firm that executes buy and sell transactions at commission rates lower than a full-service broker or brokerage.

**Disk Mirroring:** A data redundancy technique in which data is recorded identically on multiple separate disk drives at the same time. When the primary disk is off-line, the alternate takes over, providing continuous access to data. Disk mirroring is sometimes referred to as RAID.

**Distributed Internet applications Architecture**

**(DNA):** A current Microsoft project, also known as Windows DNA, that is dependent on Active Directory and is designed to provide secure delivery of software components over the Internet and intranets.

**Domain:** A name that has server records associated with it. See “Domain Name.”

**Domain (Top-Level):** Either an ISO country code or a common domain name such as .com, .org or .net.

**Domain Name:** A unique web site name registered to a company, organization or individual (e.g., plunkettresearch.com).

**DS-1:** A digital transmission format that transmits and receives information at a rate of 1,544,000 bits per second.

**DSL:** See “Digital Subscriber Line (DSL).”

**Duplicate Host:** A single host name that maps to duplicate IP addresses.

**Dynamic HTML:** Web content that changes with each individual viewing. For example, the same site could appear differently depending on geographic location of the reader, time of day, previous pages viewed or the user’s profile.

**E-Commerce:** The use of online, Internet-based sales methods. The phrase is used to describe both business-to-consumer and business-to-business sales.

**EFT:** See “Electronic Funds Transfer (EFT).”

**Electronic Data Interchange (EDI):** An accepted standard format for the exchange of data between various companies’ networks. EDI allows for the transfer of e-mail as well as orders, invoices and other files from one company to another.

**Electronic Funds Transfer (EFT):** Moving money from one account to another via electronic means.

**E-Mail (eMail):** The use of software that allows the posting of messages (text, audio or video) over a network. E-mail can be used on a LAN, a WAN or the Internet, as well as via online services or wireless devices that are Internet enabled. It can be used to

send a message to a single recipient or may be broadcast to a large group of people at once.

**EMEA:** The region comprised of Europe, the Middle East and Africa.

**Enterprise Application:** A major software tool intended to manage data over an extremely large corporate or government user base (e.g., SAP, Oracle).

**Enterprise Resource Planning (ERP):** An integrated information system that helps manage all aspects of a business, including accounting, ordering and human resources, typically across all locations of a major corporation or organization. ERP is considered to be a critical tool for management of large organizations. Suppliers of ERP tools include SAP and Oracle.

**ERP:** See “Enterprise Resource Planning (ERP).”

**Ethernet:** The standard format on which local area network equipment works. Abiding by Ethernet standards allows equipment from various manufacturers to work together.

**EU:** See “European Union (EU).”

**EU Competence:** The jurisdiction in which the EU can take legal action.

**European Community (EC):** See “European Union (EU).”

**European Union (EU):** A consolidation of European countries (member states) functioning as one body to facilitate trade. Previously known as the European Community (EC), the EU expanded to include much of Eastern Europe in 2004, raising the total number of member states to 25. In 2002, the EU launched a unified currency, the Euro. See [europa.eu.int](http://europa.eu.int).

**EV-DO (CDMA 2000 1xEV-DO):** A 3G (third generation) cellular telephone service standard that is an improved version of 1xRTT. The EV-DO (Evolution-Data Optimized) standard introduced in 2004 allows data download speeds of as much as 2.4 Mbps. A version introduced in 2006 allows up to 14.7 Mbps data download speeds. EV-DO is also known as CDMA 2000 1xEV-DO. EV-DO's capabilities are used by the entertainment industry to enable video via cell phone.

**Expert Systems:** A practical development of AI that requires creation of a knowledge base of facts and rules furnished by human experts and uses a defined set of rules to access this information in order to suggest solutions to problems. See “Artificial Intelligence (AI).”

**Extensible Markup Language (XML):** A programming language that enables designers to add extra functionality to documents that could not otherwise be utilized with standard HTML coding. XML was developed by the World Wide Web Consortium. It can communicate to various software programs the actual meanings contained in HTML documents. For example, it can enable the gathering and use of information from a large number of databases at once and place that information into one web site window. XML is an important protocol to web services. See “Web Services.”

**Extranet:** A computer network that is accessible in part to authorized outside persons, as opposed to an intranet, which uses a firewall to limit accessibility.

**FAQ:** See “Frequently Asked Question (FAQ).”

**FCC:** See “Federal Communications Commission (FCC).”

**FDDI:** See “Fiber Distributed Data Interface (FDDI).”

**Federal Communications Commission (FCC):** The U.S. Government agency that regulates broadcast television and radio, as well as satellite transmission, telephony and all uses of radio spectrum.

**Fiber Distributed Data Interface (FDDI):** A token ring passing scheme that operates at 100 Mbps over fiber-optic lines with a built-in geographic limitation of 100 kilometers. This type of connection is faster than both Ethernet and T-3 connections. See “Token Ring.”

**Fiber to the Home/Fiber to the Premises (FTTH):** Refers to the extension of a fiber-optic system through the last mile so that it touches the home or office where it will be used. This can provide Internet access at speeds of 15 to 50 Mbps, much faster than typical T1, DSL or cable modem access. FTTH is now commonly installed in new communities where telecom infrastructure is being built for the first time.

Another phrase used to describe such installations is FTTP, or Fiber to the Premises.

**Fiber to the Node (FTTN):** Refers to the extension of a fiber-optic system through the last mile so that it touches a central neighborhood junction close to the home or office where it will be used. The remaining distance is covered by existing copper phone line that uses DSL (digital subscriber line) technology to speed data transfer.

**File Server:** A computer that is modified to store and transfer large amounts of data to other computers. File servers often receive data from mainframes and store it for transfer to other, smaller computers, or from small computers to mainframes.

**File Transfer Protocol (FTP):** A widely used method of transferring data and files between two Internet sites.

**Firewall:** Hardware or software that keeps unauthorized users from accessing a server or network. Firewalls are designed to prevent data theft and unauthorized web site manipulation by “hackers.”

**Fixed Wireless:** Refers to the use of Wi-Fi, WiMAX or other wireless receivers that remain fixed in a stationary place, to provide Internet service.

**Folksonomy:** A user-created taxonomy of Internet site content. This is a collaborative effort in a wiki-like environment that enables participants to organize data, such as photos, into categories.

**Fourth-Party Logistics (4PL):** A service that integrates a company's third-party logistics providers into a single entity for ease of use. Often formed by a telecommunications company, a 4PL is also called a lead logistics provider.

**Frame Relay:** An accepted standard for sending large amounts of data over phone lines and private datanets. The term refers to the way data is broken down into standard-size “frames” prior to transmission.

**Frequency:** The number of times that an alternating current goes through its complete cycle in one second. One cycle per second is referred to as one hertz; 1,000 cycles per second, one kilohertz; 1

million cycles per second, one megahertz; and 1 billion cycles per second, one gigahertz.

**Frequency Band:** A term for designating a range of frequencies in the electromagnetic spectrum.

**Frequently Asked Question (FAQ):** Answers inquiries about a given topic. Generally, FAQs come in the form of a help file or a hypertext document.

**Front-Office Application:** A computer program tailored to the needs of the customer relations portions of a business, such as sales and marketing.

**FTP:** See “File Transfer Protocol (FTP).”

**FTTC:** Fiber to the curb. See “Fiber to the Home/Fiber to the Premises (FTTH).”

**FTTP:** Fiber to the premises. See “Fiber to the Home/Fiber to the Premises (FTTH).”

**Fuzzy Logic:** Recognizes that some statements are not just “true” or “false,” but also “more or less certain” or “very unlikely.” Fuzzy logic is used in artificial intelligence. See “Artificial Intelligence (AI).”

**Gateway:** A device connecting two or more networks that may use different protocols and media. Gateways translate between the different networks and can connect locally or over wide area networks.

**GDP:** See “Gross Domestic Product (GDP).”

**Generation C:** Creative consumers who are active in unpaid, consumer-generated content, such as Wikipedia, blogging, YouTube and consumer-generated advertising.

**Gigabyte:** A gigabyte is 1,024 megabytes.

**Gigahertz (GHz):** One billion cycles per second. See “Frequency.”

#### **Global System for Mobile Communications**

**(GSM):** The standard cellular format used throughout Europe, making one type of cellular phone usable in every nation on the continent and in the U.K. In the U.S., Cingular and T-Mobile also run GSM networks. The original GSM, introduced in 1991, has transfer speeds of only 9.6 kbps. GSM EDGE offers 2.75G data transfer speeds of up to

473.6 kbps. GSM GPRS offers slower 2.5G theoretical speeds of 144 kbps.

**Globalization:** The increased mobility of goods, services, labor, technology and capital throughout the world. Although globalization is not a new development, its pace has increased with the advent of new technologies, especially in the areas of telecommunications, finance and shipping.

**Graphic Interchange Format (GIF):** A widely used format for image files.

**Gross Domestic Product (GDP):** The total value of a nation's output, income and expenditures produced with a nation's physical borders.

**Gross National Product (GNP):** A country's total output of goods and services from all forms of economic activity measured at market prices for one calendar year. It differs from Gross Domestic Product (GDP) in that GNP includes income from investments made in foreign nations.

**Groupware:** A type of software that enables various people on a network to contribute to one document at the same time, sharing ideas, molding the final product and monitoring its progress along the way. Groupware is a new way of group “thinking” without physical meetings. Lotus Notes pioneered this market.

**GSM:** See “Global System for Mobile Communications (GSM).”

**Handheld Devices Markup Language (HDML):** A text-based markup language designed for display on a smaller screen (e.g., a cellular phone, PDA or pager). Enables the mobile user to send, receive and redirect e-mail as well as access the Internet (HDML-enabled web sites only).

**Haptics:** Relates to virtual touch technology, using electronics to give people the sensation that they are touching and feeling solid objects.

**HDML:** See “Handheld Devices Markup Language (HDML).”

**HDSL:** See “High-Data-Rate Digital Subscriber Line (HDSL).”

**Helper Applications:** Applications that allow the user to view or play downloadable files.

**HFC:** Hybrid Fiber Coaxial. A type of cable system.

**High-Data-Rate Digital Subscriber Line (HDSL):** High-data-rate DSL, delivering up to T1 or E1 speeds.

**Hit:** On the Internet, a single request from a web browser for something from a web server, e.g., a request for text or graphics on a web page. Hits are often confused with unique users when counting traffic on an Internet site. A unique user is one visitor during one website access period. That user is likely to make multiple hits during one visit, as he or she goes to various pages within a site. Each switch to a new page constitutes a hit.

**Hosting:** Maintaining a computer application for a third party. Hosting may include databases, web sites and proprietary applications.

**Hot Spot:** A location where access to the Internet is available via Wi-Fi.

**HTML:** See “Hypertext Markup Language (HTML).”

**HTTP:** See “Hypertext Transfer Protocol (HTTP).”

**Hyperlink:** On the Internet, an element in a web page that links to another page or to another place in the same document. Generally, the user clicks on the hyperlink in order to follow it.

**Hypertext Markup Language (HTML):** A language for coding text for viewing on the World Wide Web. HTML is unique because it enables the use of hyperlinks from one site to another, creating a web.

**Hypertext Transfer Protocol (HTTP):** The protocol used most frequently on the World Wide Web to move hypertext files between clients and servers on the Internet.

**ICANN:** The Internet Corporation for Assigned Names and Numbers. ICANN acts as the central coordinator for the Internet’s technical operations.

**IDN:** See “Integrated Digital Network (IDN).”

**IEEE:** The Institute of Electrical and Electronic Engineers. The IEEE sets global technical standards and acts as an authority in technical areas including computer engineering, biomedical technology, telecommunications, electric power, aerospace and consumer electronics, among others. [www.ieee.org](http://www.ieee.org).

**IM:** See “Instant Messaging (IM).”

**Impressions:** In Internet advertising, the total number of times an ad is displayed on a web page. Impressions are not the same as “hits,” which count the number of times each page or element in a page is retrieved. Since a single complicated page on a web site could consist of five or more individual elements, including graphics and text, one viewer calling up that page would register multiple hits but just a single impression.

**Incumbent Local Exchange Carrier (ILEC):** A traditional telephone company that was providing local service prior to the establishment of the Telecommunications Act of 1996, when upstart companies (CLECs, or competitive local exchange carriers) were enabled to compete against the ILECs and were granted access to their system wiring.

**Information Technology (IT):** The systems, including hardware and software, that move and store voice, video and data via computers and telecommunications.

**Infrastructure (Telecommunications):** The entity made up of all the cable and equipment installed in the worldwide telecommunications market. Most of today’s telecommunications infrastructure is connected by copper and fiber-optic cable, which represents a huge capital investment that telephone companies would like to continue to utilize in as many ways as possible.

**Initial Public Offering (IPO):** A company's first effort to sell its stock to investors (the public). Investors in an up-trending market eagerly seek stocks offered in many IPOs because the stocks of newly public companies that seem to have great promise may appreciate very rapidly in price, reaping great profits for those who were able to get the stock at the first offering. In the United States, IPOs are regulated by the SEC (U.S. Securities Exchange Commission) and by the state-level regulatory agencies of the states in which the IPO shares are offered.

**Insourcing:** A unique and increasingly popular business method. It is similar to “outsourcing,” in that it is a continuing business service or process provided to a company by an outside organization. The intent is to enable the client company to focus on its core strengths, while hiring outside firms to provide other needs such as warehouse, call center or human resources management. However, with insourcing, the services provider moves into or near the client company's facility and sets up shop. For example, ARAMARK has a business unit that will set up and manage an employee cafeteria within a client company's facility. (Occasionally, the term “insourcing” has also been used to describe the creation of jobs in America by foreign firms.) Also see “Third-Party Logistics (3PL).”

**Instant Messaging (IM):** A type of e-mail that is viewed and then deleted. IM is used between opt-in networks of people for leisure or business purposes.

**Integrated Digital Network (IDN):** A network that uses both digital transmission and digital switching.

**Integrated Services Digital Networks (ISDN):** Internet connection services offered at higher speeds than standard “dial-up” service. While ISDN was considered to be an advanced service at one time, it has been eclipsed by much faster DSL, cable modem and T1 line service.

**Intelligent Transportation Systems (ITS):** Include a broad number of information technologies that can provide an electronic communications link to cars and trucks, enabling drivers to be alerted to road hazards, delays, construction and accidents. At the same time, ITS can transmit driving directions and a wealth of additional driving-related information. ITS enables automated drive-through toll collection and truck pre-clearance along highways and at bridge and tunnel crossings. ITS technologies are likewise in use at border stations, points of entry and customs checkpoints, especially in the NAFTA zone.

**Interactive:** In entertainment, advertising and communications, interactive refers to systems that enable the viewer or user to interact via a response or two-way communication. For example, interactive television advertising may enable the viewer to respond via a set-top box, immediately purchasing the item being advertised.

**Interactive TV (ITV):** Allows two-way data flow between a viewer and the cable TV system. A user can exchange information with the cable system—for example, by ordering a product related to a show he/she is watching or by voting in an interactive survey.

**Interexchange Carrier (IXC or IEC):** Any company providing long-distance phone service between LECs and LATAs. See “Local Exchange Carrier (LEC)” and “Local Access and Transport Area (LATA).”

**Interface:** Refers to (1) a common boundary between two or more items of equipment or between a terminal and a communication channel, (2) the electronic device that interconnects two or more devices or items of equipment having similar or dissimilar characteristics or (3) the electronic device placed between a terminal and a communication channel to protect the network from the hazard of excess voltage levels.

**International Telecommunications Union (ITU):** The international body responsible for telephone and computer communications standards describing interface techniques and practices. These standards include those that define how a nation's telephone and data systems connect to the worldwide communications network.

**Internet:** A global computer network that provides an easily accessible way for hundreds of millions of users to send and receive data electronically when appropriately connected via computers or wireless devices. Access is generally through HTML-enabled sites on the World Wide Web. Also known as the Net.

**Internet Appliance:** A non-PC device that connects users to the Internet for specific or general purposes. A good example is an electronic game machine with a screen and Internet capabilities. It is anticipated that many types of Internet appliances will be of common use in homes in the near future.

**Internet Protocol (IP):** A set of tools and/or systems used to communicate across the World Wide Web.

**Internet Service Provider (ISP):** A company that sells access to the Internet to individual subscribers. Leading examples are MSN and AOL.

**Internet Telephony:** See “Voice Over Internet Protocol (VOIP).”

**Internet2:** An advanced networking consortium lead by the U.S. research and education community that develops and deploys cutting edge network applications.

**Intranet:** A network protected by a firewall for sharing data and e-mail within an organization or company. Usually, intranets are used by organizations for internal communication.

**IP Number/IP Address:** A number or address with four parts that are separated by dots. Each machine on the Internet has its own IP (Internet protocol) number, which serves as an identifier.

**ISDN:** See “Integrated Services Digital Network (ISDN).”

**ISO 9000, 9001, 9002, 9003:** Standards set by the International Organization for Standardization. ISO 9000, 9001, 9002 and 9003 are the highest quality certifications awarded to organizations that meet exacting standards in their operating practices and procedures.

**IT:** See “Information Technology (IT).”

**IT-Enabled Services (ITES):** The portion of the Information Technology industry focused on providing business services, such as call centers, insurance claims processing and medical records transcription, by utilizing the power of IT, especially the Internet. Most ITES functions are considered to be back-office procedures. Also, see “Business Process Outsourcing (BPO).”

**ITES:** See “IT-Enabled Services (ITES).”

**ITU:** See “International Telecommunications Union (ITU).”

**ITV:** See “Interactive TV (ITV).”

**Java:** A programming language developed by Sun Microsystems that allows web pages to display interactive graphics. Any type of computer or operating systems can read Java.

**Joint Photographic Experts Group (JPEG):** A widely used format for digital image files.

**Just-in-Time (JIT) Delivery:** Refers to a supply chain practice whereby manufacturers receive components on or just before the time that they are needed on the assembly line, rather than bearing the cost of maintaining several days' or weeks' supply in a warehouse. This adds greatly to the cost-effectiveness of a manufacturing plant and puts the burden of warehousing and timely delivery on the supplier of the components.

**Kilobyte:** 1,000 (or 1,024) bytes.

**Kilohertz (kHz):** A measure of frequency equal to 1,000 Hertz.

**Knowledge Management (KM):** Includes techniques and technologies that help users find their way through existing information. Also defined as capturing and growing knowledge as employees in an organization interact with customers, partners and products.

**Knowledge Process Outsourcing (KPO):** The use of outsourced and/or offshore workers to perform business tasks that require judgment and analysis. Examples include such professional tasks as patent research, legal research, architecture, design, engineering, market research, scientific research, accounting and tax return preparation. Also, see “Business Process Outsourcing (BPO).”

**LAC:** An acronym for Latin America and the Caribbean.

**Large-Scale Integration (LSI):** The placement of thousands of electronic gates on a single chip. This makes the manufacture of powerful computers possible.

**LATA:** See “Local Access and Transport Area (LATA).”

**LDCs:** See “Least Developed Countries (LDCs).”

**Leased Line:** A phone line that is rented for use in continuous, long-term data connections.

**Least Developed Countries (LDCs):** Nations determined by the U.N. Economic and Social Council to be the poorest and weakest members of the international community. There are currently 50 LDCs, of which 34 are in Africa, 15 are in Asia Pacific and the remaining one (Haiti) is in Latin

America. The top 10 on the LDC list, in descending order from top to 10th, are Afghanistan, Angola, Bangladesh, Benin, Bhutan, Burkina Faso, Burundi, Cambodia, Cape Verde and the Central African Republic. Sixteen of the LDCs are also Landlocked Least Developed Countries (LLDCs) which present them with additional difficulties often due to the high cost of transporting trade goods. Eleven of the LDCs are Small Island Developing States (SIDS), which are often at risk of extreme weather phenomenon (hurricanes, typhoons, Tsunami); have fragile ecosystems; are often dependent on foreign energy sources; can have high disease rates for HIV/AIDS and malaria; and can have poor market access and trade terms.

**LEC:** See “Local Exchange Carrier (LEC).”

**LINUX:** An open, free operating system that is shared readily with millions of users worldwide. These users continuously improve and add to the software's code. It can be used to operate computer networks and Internet appliances as well as servers and PCs.

**LMDS:** Local Multipoint Distribution System.

**Local Access and Transport Area (LATA):** An operational service area established after the breakup of AT&T to distinguish local telephone service from long-distance service. The U.S. is divided into over 160 LATAs.

**Local Area Network (LAN):** A computer network that is generally within one office or one building. A LAN can be very inexpensive and efficient to set up when small numbers of computers are involved. It may require a network administrator and a serious investment if hundreds of computers are hooked up to the LAN. A LAN enables all computers within the office to share files and printers, to access common databases and to send e-mail to others on the network.

**Local Exchange Carrier (LEC):** Any local telephone company, i.e., a carrier, that provides ordinary phone service under regulation within a service area. Also see “Incumbent Local Exchange Carrier (ILEC)” and “Competitive Local Exchange Carrier (CLEC).”

**Location Based Advertising (LBA):** The ability for advertisers and information providers to push

information to mobile consumers based on their locations. For example, GPS equipped cell phones have the potential to alert consumers on the go to nearby restaurants, entertainment attractions, and special sale events at retailers.

**LOHAS:** Lifestyles of Health and Sustainability. A marketing term that refers to consumers who choose to purchase and/or live with items that are natural, organic, less polluting, etc. Such consumers may also prefer products powered by alternative energy, such as hybrid cars.

**LSI:** See “Large-Scale Integration (LSI).”

**Mainframe Computer:** One of the largest types of computer, usually capable of serving many users simultaneously, with exceptional processing speed.

**MAN:** See “Metropolitan Area Network (MAN).”

**Managed Service Provider (MSP):** An outsourcer that deploys, manages and maintains the back-end software and hardware infrastructure for Internet businesses.

**Market Segmentation:** The division of a consumer market into specific groups of buyers based on demographic factors.

**Marketing:** Includes all planning and management activities and expenses associated with the promotion of a product or service. Marketing can encompass advertising, customer surveys, public relations and many other disciplines. Marketing is distinct from selling, which is the process of sell-through to the end user.

**Mashup:** A web page that takes data from two or more web sites and joins them together to create a new point of view. For example, weather forecasts from weather.com, a beach camera from Miami, Miami restaurant reviews from Zagat.com and sports news from ESPN.com might be overlaid on a mashup to create a new site that would provide data for people who were traveling to a Super Bowl in Miami.

**Mbps (Megabits per second):** 1 million bits transmitted per second.

**M-Commerce:** Mobile e-commerce over wireless devices.



**Megabytes:** 1 million bytes, or 1,024 kilobytes.

**Megahertz (MHz):** A measure of frequency equal to 1 million Hertz.

**Merchant Services:** Credit card transaction processing services, typically provided by a retail bank. Merchant services include the processing and clearing of credit card transactions and the forwarding of the funds received to the client's bank account.

**Mesh Network:** A network that uses multiple Wi-Fi repeaters or “nodes” to deploy a wireless Internet access network. Typically, a mesh network is operated by the users themselves. Each user installs a node at his or her locale, and plugs the node into his/her local Internet access, whether DSL, cable or satellite. Other users within the mesh can access all other nodes as needed, or as they travel about. A mesh network can provide access to an apartment complex, an office building, a campus or an entire city. Meraki is a leading node brand in this sector.

**Metropolitan Area Network (MAN):** A data and communications network that operates over metropolitan areas and recently has been expanded to nationwide and even worldwide connectivity of high-speed data networks. A MAN can carry video and data.

**Microprocessor:** A computer on a digital semiconductor chip. It performs math and logic operations and executes instructions from memory. (Also known as a central processing unit or CPU.)

**Middleware:** Software that interprets requests between applications. Also used to describe software that helps an application communicate with an underlying operating system. Generally, middleware integrates various types of systems by acting as a conversion or translation layer.

**Millions of Instructions per Second (MIPS):** A unit used to compare relative computing power, measured in millions. For example, 25 MIPS is 25 million machine instructions per second.

**MIME:** See “Multipurpose Internet Mail Extensions (MIME).”

**MMS:** See “Multimedia Messaging System (MMS).”

**Moblog:** Mobile blog. This is a blog created by cell phone or other mobile device. It often consists largely of photos taken by a cell phone's built-in camera. Also, see “Blog (Web Log).”

**Modem:** A device that allows a computer to be connected to a phone line, which in turn enables the computer to receive and exchange data with other machines via the Internet.

**Modulator:** A device that modulates a carrier. Modulators are found in broadcasting transmitters and satellite transponders. The devices are also used by cable TV companies to place a baseband video television signal onto a desired VHF or UHF channel. Home video tape recorders also have built-in modulators that enable the recorded video information to be played back using a television receiver tuned to VHF channel 3 or 4.

**MP3:** A subsystem of MPEG used to compress sound into digital files. It is the most commonly used format for downloading music and audio books. MP3 compresses music significantly while retaining CD-like quality. MP3 players are personal, portable devices used for listening to music and audio book files. See “MPEG.”

**MPEG, MPEG-1, MPEG-2, MPEG-3, MPEG-4:** Moving Picture Experts Group. It is a digital standard for the compression of motion or still video for transmission or storage. MPEGs are used in digital cameras and for Internet-based viewing.

**MSP:** See “Managed Service Provider (MSP).”

**Multicasting:** Sending data, audio or video simultaneously to a number of clients. Also known as broadcasting.

**Multimedia:** Refers to a presentation using several different media at once. For example, an encyclopedia in CD-ROM format is generally multimedia because it features written text, video and sound in one package.

**Multimedia Messaging System (MMS):** See “Text Messaging.”

**Multipurpose Internet Mail Extensions (MIME):** A widely used method for attaching non-text files to e-mails.

**Nanosecond (NS):** A billionth of a second. A common unit of measure of computer operating speed.

**Network:** In computing, a network is created when two or more computers are connected. Computers may be connected by wireless methods, using such technologies as 802.11b, or by a system of cables, switches and routers.

**Network Information Center (NIC):** Any organization responsible for supplying information about a network.

**Network Numbers:** The first portion of an IP address, which identifies the network to which hosts in the rest of the address are connected.

**Neural Networks:** Computer architecture that enables redundancy and self-repair of communications paths and supports high traffic loads through routing decisions.

**New Media:** A wide array of digital communication technologies, including Internet development tools and services, desktop and portable personal computers, workstations, servers, audio/video compression and editing equipment, graphics hardware and software, high-density storage services and video conferencing systems.

**Node:** Any single computer connected to a network or a junction of communications paths in a network.

**Non-Store Retailing:** A form of retailing that is not store-based. Non-store retailing can be conducted through vending machines, direct-selling, direct-marketing, party-based selling, catalogs, television programming, telemarketing and Internet-based selling.

**NS:** See “Nanosecond (NS).”

**NTIA:** National Telecommunications and Information Administration. A unit of the Department of Commerce that addresses U.S. government telecommunications policy, standards setting and radio spectrum allocation.  
www.ntia.doc.gov

**Object Technology:** By merging data and software into “objects,” a programming system becomes object-oriented. For example, an object called

“weekly inventory sold” would have the data and programming needed to construct a flow chart. Some new programming systems—including Java—contain this feature. Object technology is also featured in many Microsoft products. See “Java.”

**OC3, up to OC768:** Very high-speed data lines that run at speeds from 155 to 39,813.12 Mbps.

**ODM:** See “Original Design Manufacturer (ODM).”

**OECD:** See “Organisation for Economic Co-operation and Development (OECD).”

**OEM:** See “Original Equipment Manufacturer (OEM).”

**Offshoring:** The rapidly growing tendency among U.S., Japanese and Western European firms to send knowledge-based and manufacturing work overseas. The intent is to take advantage of lower wages and operating costs in such nations as China, India, Hungary and Russia. The choice of a nation for offshore work may be influenced by such factors as language and education of the local workforce, transportation systems or natural resources. For example, China and India are graduating high numbers of skilled engineers and scientists from their universities. Also, some nations are noted for large numbers of workers skilled in the English language, such as the Philippines and India. Also see “Captive Offshoring” and “Outsourcing.”

**Open Source (Open Standards):** A software program for which the source code is openly available for modification and enhancement as various users and developers see fit. Open software is typically developed as a public collaboration and grows in usefulness over time. See “LINUX.”

**Operating System (OS):** The software that allows applications like word processors or web browsers to run on a computer. For example, Windows 2000 is an operating system.

**Organisation for Economic Co-operation and Development (OECD):** A group of 30 countries that are strongly committed to the market economy and democracy. Some of the OECD members include Japan, the U.S., Spain, Germany, Australia, Korea, the U.K., Canada and Mexico. Although not members, Chile, Estonia, Israel, Russia and Slovenia are invited to member talks; and Brazil, China, India,

Indonesia and South Africa have enhanced engagement policies with the OECD. The Organisation provides statistics, as well as social and economic data; and researches social changes, including patterns in evolving fiscal policy, agriculture, technology, trade, the environment and other areas. It publishes over 250 titles annually; publishes a corporate magazine, the OECD Observer; has radio and TV studios; and has centers in Tokyo, Washington, D.C., Berlin and Mexico City that distributed the Organisation's work and organizes events.

**Original Design Manufacturer (ODM):** A contract manufacturer that offers complete, end-to-end design, engineering and manufacturing services. ODMs design and build products, such as consumer electronics, that client companies can then brand and sell as their own. For example, a large percentage of laptop computers, cell phones and PDAs are made by ODMs. Also see "Original Equipment Manufacturer (OEM)" and "Contract Manufacturer."

**Original Equipment Manufacturer (OEM):** A company that manufactures a product or component for sale to a customer that will integrate the component into a final product or assembly. The OEM's customer will distribute the end product or resell it to an end user. For example, a personal computer made under a brand name by a given company may contain various components, such as hard drives, graphics cards or speakers, manufactured by several different OEM "vendors," but the firm doing the final assembly/manufacturing process is the final manufacturer. Also see "Original Design Manufacturer (ODM)" and "Contract Manufacturer."

**OS:** See "Operating System (OS)."

**Outsourcing:** The hiring of an outside company to perform a task otherwise performed internally by the company, generally with the goal of lowering costs and/or streamlining work flow. Outsourcing contracts are generally several years in length. Companies that hire outsourced services providers often prefer to focus on their core strengths while sending more routine tasks outside for others to perform. Typical outsourced services include the running of human resources departments, telephone call centers and computer departments. When outsourcing is performed overseas, it may be referred to as offshoring. Also see "Offshoring."

**OWL:** See "Web Ontology Language (OWL)."

**P2P:** See "Peer-to-Peer (P2P)."

**Packet Switching:** A higher-speed way to move data through a network, in which files are broken down into smaller "packets" that are reassembled electronically after transmission.

**Palm Pilot:** A handheld device in which data is stored and may also be transmitted. Data usually consists of address books, calendar information and e-mail. These small personal computers are known as PDAs. See "Personal Digital Assistant (PDA)."

**PC:** See "Personal Computer (PC)."

**PCMCIA:** Personal Computer Memory Card International Association.

**PDA:** See "Personal Digital Assistant (PDA)."

**Peer-to-Peer (P2P):** Refers to a connection between computers that creates equal status between the computers. P2P can be used in an office or home to create a simple computer network. However, P2P more commonly refers to networks of computers that share information online. For example, peer-to-peer music sharing networks enable one member to search the hard drives of other members to locate music files and then download those files. These systems can be used for legal purposes. Nonetheless, they became notorious as systems that enable members to collect music and videos for free, circumventing copyright and other legal restrictions. At one time Napster was widely known as a P2P music system that enabled users to circumvent copyright.

**Personal Communication Service (PCS):** A type of cellular mobile telephone service.

**Personal Computer (PC):** An affordable, efficient computer meant to be used by one person and is often connected to a local area network (LAN) for communication with a group of PCs in an office or home.

**Personal Digital Assistant (PDA):** A handheld or pocket-size device containing address and calendar information, as well as e-mail, games and other features. A Palm Pilot is a PDA.

**Personal Television (PTV):** Television programming that has been manipulated to a viewer's personal taste. For example, the TiVo service allows viewers to eliminate commercials, watch programming stored in memory or watch selected real-time moments in slow motion.

**Petabyte:** 1,024 terabytes, or about one million gigabytes.

**PLM:** See "Product Lifecycle Management (PLM)."

**Plug-In:** Any small piece of software that adds extra functions to a larger piece of software.

**Podcasting:** The creation of audio files as webcasts. The name comes from the ability of these files to be used on iPods and portable MP3 players. They can also be listened to on personal computers. Podcasts can be anything from unique radio-like programming to sales pitches to audio press releases. Audio RSS (Real Simple Syndication) enables the broadcast of these audio files to appropriate parties. Also see "Real Simple Syndication (RSS)," "Video Blog (VLOG)" and "Blog (Web Log)."

**Point-to-Point Protocol (PPP):** A protocol that enables a computer to use the combination of a standard telephone line and a modem to make TCP/IP connections.

**POP:** An acronym for both "Point of Presence" and "Post Office Protocol." Point of presence refers to a location that a network can be connected to (generally used to count the potential subscriber base of a cellular phone system). Post office protocol refers to the way in which e-mail software obtains mail from a mail server.

**Port:** An interface (or connector) between the computer and the outside world. The number of ports on a communications controller or front-end processor determines the number of communications channels that can be connected to it. The number of ports on a computer determines the number of peripheral devices that can be attached to it.

**Portal:** A comprehensive web site that is designed to be the first site seen when a computer logs on to the web. Portal sites are aimed at broad audiences with common interests and often have links to e-mail usage, a search engine and other features. Yahoo! and msn.com are portals.

**Positioning:** The design and implementation of a merchandising mix, price structure and style of selling to create an image of the retailer, relative to its competitors, in the customer's mind.

**PPP:** See "Purchasing Power Parity (PPP) or Point-to-Point Protocol (PPP)."

**Pre-N:** A wireless technology introduced in 2004 before the higher-speed 802.11n standard was completed. See "802.11n (MIMO)."

**Product Lifecycle:** The prediction of the life of a product or brand. Stages are described as Introduction, Growth, Maturity and finally Sales Decline.

**Product Lifecycle Management (PLM):** See "Product Lifecycle."

**Protocol:** A set of rules for communicating between computers. The use of standard protocols allows products from different vendors to communicate on a common network.

**PTV:** See "Personal Television (PTV)."

**Public Switched Telephone Network (PSTN):** A term that refers to the traditional telephone system.

**Purchasing Power Parity (PPP):** Currency conversion rates that attempt to reflect the actual purchasing power of a currency in its home market, as opposed to examining price levels and comparing an exchange rate. PPPs are always given in the national currency units per U.S. dollar.

**R&D:** Research and development. Also see "Applied Research" and "Basic Research."

**RAM:** See "Random Access Memory (RAM)."

**Random Access Memory (RAM):** Computer memory used to hold programs and data temporarily.

**RDF:** See "Resource Description Framework (RDF)."

**Real Audio:** A helper software application that enables the user to hear real-time audio via the Internet.

**Real Simple Syndication (RSS):** Uses XML programming language to let web logs and other data be broadcast to appropriate web sites and users. Formerly referred to as RDF Site Summary or Rich Site Summary, RSS also enables the publisher to create a description of the content and its location in the form of an RSS document. Also useful for distributing audio files. See “Podcasting.”

**Real Time:** A system or software product specially designed to acquire, process, store and display large amounts of rapidly changing information almost instantaneously, with microsecond responses as changes occur.

**Resource Description Framework (RDF):** A software concept that integrates many different software applications using XML as a syntax for the exchange of data. It is a core concept for development of the Semantic Web, an enhanced World Wide Web envisioned by W3C, the global organization that oversees development of the web. RDF may be useful for the syndication of news or the aggregation of all types of data for specific uses.

**Return on Investment (ROI):** A measure of a company's profitability, expressed in percentage as net profit (after taxes) divided by total dollar investment.

**Router:** An electronic device that enables networks to communicate with each other. For example, the local area network (LAN) in an office connects to a router to give the LAN access to an Internet connection such as a T1 or DSL. Routers can be bundled with several added features, such as firewalls.

**RSS:** See “Real Simple Syndication (RSS).”

**Ruby:** An open source programming language first released in Japan in 1995. It is an object-oriented scripting language. “Ruby on Rails” is a framework that enables very rapid web site development. See [www.rubyonrails.org](http://www.rubyonrails.org).

**Saas:** See Software as a Service (Saas).”

**Satellite Broadcasting:** The use of Earth-orbiting satellites to transmit, over a wide area, TV, radio, telephony, video and other data in digitized format.

**Scalable:** Refers to a network that can grow and adapt as customer needs increase and change. Scalable networks can easily manage increasing numbers of workstations, servers, user workloads and added functionality.

**SCSI:** See “Small Computer System Interface (SCSI).”

**SDSL:** See “Digital Subscriber Line (DSL).”

**Semantic Web:** An initiative started by the World Wide Web Consortium (W3C) that is focused on improving the way users access databases and online content by adding semantic metadata to content that will clearly define the relationships between data. Users will get much better search results, and web site developers will be able to create pages that update results and content based on related data on-the-fly. Data will automatically be shared across applications and across organizations.

**Semiconductor:** A generic term for a device that controls electrical signals. It specifically refers to a material (such as silicon, germanium or gallium arsenide) that can be altered either to conduct electrical current or to block its passage. Carbon nanotubes may eventually be used as semiconductors. Semiconductors are partly responsible for the miniaturization of modern electronic devices, as they are vital components in computer memory and processor chips. The manufacture of semiconductors is carried out by small firms, and by industry giants such as Intel and Advanced Micro Devices.

**Serial Line Internet Protocol (SLIP):** The connection of a traditional telephone line, or serial line, and modem to connect a computer to an Internet site.

**Server:** A computer that performs and manages specific duties for a central network such as a LAN. It may include storage devices and other peripherals. Competition within the server manufacturing industry is intense among leaders Dell, IBM, HP and others.

**Service Level Agreement (SLA):** A detail in a contract between a service provider and the client. The agreement specifies the level of service that is expected during the service contract term. For example, computer or Internet service contracts generally stipulate a maximum amount of time that a system may be unusable.

**Set-Top Box:** Sits on top of a TV set and provides enhancement to cable TV or other television reception. Typically a cable modem, this box may enable interactive enhancements to television viewing. For example, a cable modem is a set-top box that enables Internet access via TV cable. See “Cable Modem.”

**Shareware:** Software that is available for users to download for free from the Internet, usually with the expectation that they will register or pay for the software if they continue to use it. Many shareware programs are set to expire after a period of time.

**Shockwave:** An authoring tool that allows multimedia presentations to appear on the Internet. Shockwave enables interactive graphics, sound and animation to be viewed on the web.

**Simple Mail Transfer Protocol (SMTP):** The primary form of protocol used in the transference of e-mail.

**Simple Network Management Protocol (SNMP):** A set of communication standards for use between computers connected to TCP/IP networks.

**Simple Object Access Protocol (SOAP):** A method for applications to communicate with each other using HTTP web protocols. SOAP is an important protocol in web services.

**SLIP:** See “Serial Line Internet Protocol (SLIP).”

**Slugs:** Small graphical icons that are frequently used in order to establish a visual language. They often function as buttons, such as sound slugs, which inform the user of the size of a sound file and, when clicked, download the file.

**Small Computer System Interface (SCSI):** A dominant, international standard interface used by UNIX servers and many desktop computers to connect to storage devices; a physical connection between devices.

**Small to Medium Enterprise (SME):** A term used to refer to smaller businesses. For example, in the European Union, SME businesses are officially considered to have fewer than 250 employees and less than 50 million Euros in annual sales. SMEs make up the vast majority of all businesses and provide the vast majority of all employment.

**SMDS:** See “Switched Multimegabit Data Service (SMDS).”

**SME:** See “Small to Medium Enterprise (SME).”

**SNMP:** See “Simple Network Management Protocol (SNMP).”

**Social Graph:** An analysis of relationships between individuals, generally within the realm of the Internet. Social graphs track different kinds of relationships such as coworkers, users of specific web sites or enthusiasts of a particular hobby. Advertise hope to devise technologies that exploit social graphs in order to reach targeted customers.

**Social Media (Social Networks):** New outlets on the Internet for user-generated content. Such media include wikis, blogs and specialty web sites such as MySpace.com and Friendster.com. Social media are seen as powerful new online tools because all or most of the content is user-generated.

**Software as a Service (SaaS):** Refers to the practice of providing users with software applications that are hosted on remote servers and accessed via the Internet. Excellent examples include the CRM (Customer Relationship Management) software provided in SaaS format by Salesforce. An earlier technology that operated in a similar, but less sophisticated, manner was called ASP or Application Service Provider.

**SONET:** See “Synchronous Optical Network Technology (SONET).”

**Spam:** A term used to refer to generally unwanted, solicitous, bulk-sent e-mail. In recent years, significant amounts of government legislation have been passed in an attempt to limit the use of spam. Also, many types of software filters have been introduced in an effort to block spam on the receiving end. In addition to use for general advertising purposes, spam may be used in an effort to spread computer viruses or to commit financial or commercial fraud.

**SRDF:** See “Symmetrix Remote Data Facility (SRDF).”

**Storage Area Network (SAN):** Links host computers to advanced data storage systems.

**Streaming Media:** One-way audio and/or video that is compressed and transmitted over a data network. The media is viewed or heard almost as soon as data is fed to the receiver; there is usually a buffer period of a few seconds.

**Structured Query Language (SQL):** A language set that defines a way of organizing and calling data in a computer database. SQL is becoming the standard for use in client/server databases.

**Subsidiary, Wholly-Owned:** A company that is wholly controlled by another company through stock ownership.

**Supply Chain:** The complete set of suppliers of goods and services required for a company to operate its business. For example, a manufacturer's supply chain may include providers of raw materials, components, custom-made parts and packaging materials.

**Switch:** A network device that directs packets of data between multiple ports, often filtering the data so that it travels more quickly.

**Switched Multimegabit Data Service (SMDS):** A method of extremely high-speed transference of data.

**Symmetrix Remote Data Facility (SRDF):** A high-performance, host-independent business solution that enables users to maintain a duplicate copy of all or some of their data at a remote site.

**Synchronous Optical Network Technology (SONET):** A mode of high-speed transmission meant to take full advantage of the wide bandwidth in fiber-optic cables.

**T1:** A standard for broadband digital transmission over phone lines. Generally, it can transmit at least 24 voice channels at once over copper wires, at a high speed of 1.5 Mbps. Higher speed versions include T3 and OC3 lines.

**T3:** Transmission over phone lines that supports data rates of 45 Mbps. T3 lines consist of 672 channels, and such lines are generally used by Internet service providers. They are also referred to as DS3 lines.

**Tagging:** A method of describing web sites with simple words so that links can be grouped by categories and easily found again in the future for

access. Also, groups of tagged links can be shared for viewing by others. See <http://del.icio.us>.

**TCP/IP:** Transmission Control Protocol/Internet Protocol. The combination of a network and transport protocol developed by ARPANet for internetworking IP-based networks.

**Telecommunications:** Systems of hardware and software used to carry voice, video and/or data between locations. This includes telephone wires, satellite signals, cellular links, coaxial cable and related devices.

**Telepresence:** The use of highly sophisticated digital video cameras, microphones and high speed internet connections to create a video conference that is nearly lifelike with near-life size images.

**Telnet:** A terminal emulation program for TCP/IP networks like the Internet, which runs on a computer and connects to a particular network. Directions entered on a computer that is connected using Telnet will be read and followed just as if they had been entered on the server itself. Through Telnet, users are able to control a server and communicate with other servers on the same network at the same time. Telnet is commonly used to control web servers remotely.

**Terabyte:** A measure of data equal to 1,024 gigabytes, or about 1 trillion bytes of data.

**Text Messaging:** The transmission of very short, text messages in a format similar to e-mail. Generally, text messaging is used as an additional service on cell phones. The format has typically been SMS (Short Messaging System), but a newer standard is evolving: MMS (Multimedia Messaging System). MMS can transmit pictures, sound and video as well as text.

**Third-Party Fulfillment (3PF):** A 3PL company that focuses on warehousing, order processing and shipping, especially for retail and online sellers. See "Third-Party Logistics (3PL)" and "Insourcing."

**Third-Party Logistics (3PL):** A specialist firm in logistics, which may provide a variety of transportation, warehousing and logistics-related services to buyers or sellers. These tasks were previously performed in-house by the customer. When 3PL services are provided within the client's own facilities, it can also be referred to as insourcing.

**Token Ring:** A local area network architecture in which a token, or continuously repeating frame, is passed sequentially from station to station. Only the station possessing the token can communicate on the network.

**Transaction Authority Markup Language**

**(XAML):** A computer programming code (developer language) created by Microsoft as part of its effort to launch the operating system code named Longhorn to facilitate the processing of online transactions.

**U-Commerce (U Commerce):** Ubiquitous Commerce, Universal Commerce or Ultimate Commerce (ubiquitous meaning ever-present), depending on whom you ask. It describes the concept that buyers and sellers have the potential to interact anywhere, anytime thanks to the use of wireless devices, such as cell phones, by buyers to connect with sellers via the Internet where orders can be placed online and payments can be made via credit card or PayPal. The Association for Information Systems states that the qualities of U-Commerce include ubiquity, uniqueness, universality and unison.

**UDDI:** Universal Description, Discovery and Integration. A vital protocol used in web services. UDDI enables businesses to create a standard description of their activities so that they can be searched for appropriately by automatic software tools.

**Ultrawideband (UWB):** A means of low-power, limited-range wireless data transmission that takes advantage of bandwidth set aside by the FCC in 2002. UWB encodes signals in a dramatically different way, sending digital pulses in a relatively secure manner that will not interfere with other wireless systems that may be operating nearby. It has the potential to deliver very large amounts of data to a distance of about 230 feet, even through doors and other obstacles, and requires very little power. Speeds are scalable from approximately 100 Mbps to 2Gbps. UWB works on the 802.15.3 IEEE specification.

**Unified Communications:** The use of advanced technology to replace traditional telecommunications infrastructure such as PBX, fax and even the desktop telephone. Special software operating on a local or remote server enables each office worker to have access, via the desktop PC, to communications tools that include VOIP phone service, email, voice mail, fax, instant messaging (IM), collaborative calendars

and schedules, contact information such as address books, audio conferencing and video conferencing.

**Uniform Resource Locator (URL):** The address that allows an Internet browser to locate a homepage or web site.

**UNIX:** A multi-user, multitasking operating system that runs on a wide variety of computer systems, from PCs to mainframes.

**URL:** See “Uniform Resource Locator (URL).”

**User-Generated Content:** Generally refers to data added by users of web sites. Such web sites can include wikis, blogs or social networking sites. Also see “Social Media (Social Networks).”

**UWB:** See “Ultrawideband (UWB).”

**Value Added Tax (VAT):** A tax that imposes a levy on businesses at every stage of manufacturing based on the value it adds to a product. Each business in the supply chain pays its own VAT and is subsequently repaid by the next link down the chain; hence, a VAT is ultimately paid by the consumer, being the last link in the supply chain, making it comparable to a sales tax. Generally, VAT only applies to goods bought for consumption within a given country; export goods are exempt from VAT, and purchasers from other countries taking goods back home may apply for a VAT refund.

**Vertical Integration:** A business model in which one company owns many (or all) of the means of production of the many goods that comprise its product line. For example, founder Henry Ford designed Ford Motor Company's early River Rouge plant so that coal, iron ore and other needed raw materials arrived at one end of the plant and were processed into steel, which was then converted on-site into finished components. At the final stage of the plant, completed automobiles were assembled.

**Video Blog (VLOG):** The creation of video files as webcasts. VLOGs can be viewed on personal computers and wireless devices that are Internet-enabled. They can include anything from unique TV-like programming to sales pitches to music videos, news coverage or audio press releases. Online video is one of the fastest-growing segments in Internet usage. Leading e-commerce companies such as Microsoft, through its MSN service, Google and



Yahoo!, as well as mainstream media firms such as Reuters, are making significant investments in online video services. Real Simple Syndication (RSS) enables the broadcasting of these files to appropriate parties. Also see “Real Simple Syndication (RSS),” “Podcasting” and “Blog (Web Log).”

**Virtual Private Network (VPN):** Cordons off part of a public network to create a private LAN.

**Virtual Reality:** A life-like scene, representation or world that has been generated by computers. The website secondlife.com is a well known example.

**Virtual Storage Access Method (VSAM):** A data storage and retrieval mechanism designed to maintain large quantities of data on external disks or drums on computers designed for virtual storage systems.

**VLOG:** See Video Blog (VLOG).”

**Voice Over Internet Protocol (VOIP):** The ability to make telephone calls and send faxes over IP-based data networks, i.e., real-time voice between computers via the Internet. Leading providers of VOIP service include independent firms Skype and Vonage. However, all major telecom companies, such as SBC are planning or offering VOIP service. VOIP can offer greatly reduced telephone bills to users, since toll charges, certain taxes and other fees can be bypassed. Long-distance calls can pass to anywhere in the world using VOIP. Over the mid-term, many telephone handsets, including cellular phones, will have the ability to detect wireless networks offering VOIP connections and will switch seamlessly between landline and VOIP or cellular and VOIP as needed.

**VOIP:** See “Voice Over Internet Protocol (VOIP).”

**VPN:** See “Virtual Private Network (VPN).”

**WAN:** See “Wide Area Network (WAN).”

**WAP:** See “Wireless Access Protocol (WAP).”

**Web Ontology Language (OWL):** A markup language that is related to RDF. See “Resource Description Framework (RDF)” and “Semantic Web.”

**Web 2.0:** Generally refers to the evolving system of advanced services available via the Internet. These

services include collaborative sites that enable multiple users to create content such as wikis, sites such as photo-sharing services that share data among large or small groups and sites such as Friendster and MySpace that enable consumers to form groups of people with similar interests. Common features of Web 2.0 are tagging, social networks and folksonomies.

**Web 3.0:** See “Semantic Web.”

**Web Page:** A document on the World Wide Web that is identified by a URL.

**Web Services:** Self-contained modular applications that can be described, published, located and invoked over the World Wide Web or another network. Web services architecture evolved from object-oriented design and is geared toward e-business solutions. Microsoft Corporation is focusing on web services with its .NET initiative. Also see “Extensible Markup Language (XML).”

**Web Services Description Language (WSDL):** An important protocol to web services that describes the web service being offered.

**Web Site:** A specific domain name location on the World Wide Web. Each site contains a homepage and usually consists of additional documents.

**Weblog:** See “Blog (Web Log).”

**Webmaster:** Any individual who runs a web site. Webmasters generally perform maintenance and upkeep.

**Website Meta-Language (WML):** A free HTML generation toolkit for the Unix operating system.

**Wide Area Network (WAN):** A regional or global network that provides links between all local area networks within a company. For example, Ford Motor Company might use a WAN to enable its factory in Detroit to talk to its sales offices in New York and Chicago, its plants in England and its buying offices in Taiwan. Also see “Local Area Network (LAN).”

**Widget:** A small software application that can be embedded into a web page. These applications can be designed to contain games, cartoons, entertainment,

helpful data or just about anything that might engage the user's attention.

**Wi-Fi:** A popular phrase that refers to 802.11b and other 802.11 specifications. See "802.11b (Wi-Fi)."

**Wi-Fi5:** A popular phrase that refers to 802.11a. See "802.11a (Wi-Fi5)."

**Wiki:** A web site that enables large or small groups of users to create and co-edit data. The best known example is Wikipedia, a high traffic web site that presents a public encyclopedia that is continuously written and edited by a vast number of volunteer contributors and editors who include both experts and enthusiasts in various subjects. Also, see "User-Generated Content."

**WiMAX (802.16):** A wireless standard with exceptional speed and distance capabilities, officially known as the 802.16 standard. See "802.16 (WiMAX)." Wi-Fi stands for "World Interoperability for Microwave Access."

**Wireless:** Transmission of voice, video or data by a cellular telephone or other wireless device, as opposed to landline, telephone line or cable. It includes Wi-Fi, WiMAX and other local or long-distance wireless methods.

**Wireless Access Protocol (WAP):** A technology that enables the delivery of World Wide Web pages in a smaller format readable by screens on cellular phones.

**Wireless Cable:** A pay television service that delivers multiple programming services to subscribers equipped with special antennae and tuners. It is an alternative to traditional, wired cable TV systems.

**Wireless LAN (WLAN):** A wireless local area network. WLANs frequently operate on 802.11-enabled equipment (Wi-Fi).

**WLAN:** See "Wireless LAN (WLAN)."

**WML:** See "Website Meta-Language (WML)."

**Workstation:** A high-powered desktop computer, usually used by engineers.

**World Trade Organization (WTO):** One of the only globally active international organizations dealing with the trade rules between nations. Its goal is to assist the free flow of trade goods, ensuring a smooth, predictable supply of goods to help raise the quality of life of member citizens. Members form consensus decisions that are then ratified by their respective parliaments. The WTO's conflict resolution process generally emphasizes interpreting existing commitments and agreements, and discovers how to ensure trade policies to conform to those agreements, with the ultimate aim of avoiding military or political conflict.

**World Wide Web:** A computer system that provides enhanced access to various sites on the Internet through the use of hyperlinks. Clicking on a link displayed in one document takes you to a related document. The World Wide Web is governed by the World Wide Web Consortium, located at [www.w3.org](http://www.w3.org). Also known as the web.

**WPA, WPA2:** Wireless protected access. This is the basic security standard for wireless networking, including Wi-Fi. WPA2 is a later standard with better encryption.

**WSDL:** See "Web Services Description Language (WSDL)."

**WTO:** See "World Trade Organization (WTO)."

# INTRODUCTION

PLUNKETT'S E-COMMERCE & INTERNET BUSINESS ALMANAC, the ninth edition of our guide to the industry that has evolved around the Internet, is designed as a general source for researchers of all types.

The data and areas of interest covered are intentionally broad, ranging from the various types of businesses involved in e-commerce and the Internet, to technologies and access providers, to an in-depth look at the major firms (which we call "THE E-COMMERCE 450") within the many sectors that make up the e-commerce and Internet industry, including technology, services, retailing, telecommunications and much more.

This reference book is designed to be a general source for researchers. It is especially intended to assist with market research, strategic planning, employment searches, contact or prospect list creation (be sure to see the export capabilities of the accompanying CD-ROM that is available to book and eBook buyers) and financial research, and as a data resource for executives and students of all types.

PLUNKETT'S E-COMMERCE & INTERNET BUSINESS ALMANAC takes a rounded approach for the general reader. This book presents a complete overview of the e-commerce and Internet field (see "How To Use This Book"). For example, the impact of the Internet upon retail sales is discussed in

exacting detail, along with easy-to-use tables on all facets of the Internet in general, from the types of services involved to names and descriptions of the divisions and affiliates of the major firms within this industry.

THE E-COMMERCE 450 is our unique grouping of the biggest, most successful corporations in all segments of the e-commerce and Internet industry. Tens of thousands of pieces of information, gathered from a wide variety of sources, have been researched and are presented in a unique form that can be easily understood. This section includes thorough indexes to THE E-COMMERCE 450, by geography, industry, sales, brand names, subsidiary names and many other topics. (See Chapter 4.)

Especially helpful is the way in which PLUNKETT'S E-COMMERCE & INTERNET BUSINESS ALMANAC enables readers who have no business background to readily compare the financial records and growth plans of e-commerce companies and major industry groups. You'll see the mid-term financial record of each firm, along with the impact of earnings, sales and strategic plans on each company's potential to fuel growth, to serve new markets and to provide investment and employment opportunities.

No other source provides this book's easy-to-understand comparisons of growth, expenditures,

technologies, corporations and many other items of great importance to people of all types who may be studying this, one of the fastest growing industries in the world today.

By scanning the data groups and the unique indexes, you can find the best information to fit your personal research needs. The major companies in e-commerce and Internet fields are profiled and then ranked using several different groups of specific criteria. Which firms are the biggest employers? Which companies earn the most profits? These things and much more are easy to find.

In addition to individual company profiles, an overview of Internet technology and its trends is provided. This book's job is to help you sort through easy-to-understand summaries of today's trends in a quick and effective manner.

Whatever your purpose for researching the e-commerce and Internet field, you'll find this book to be a valuable guide. Nonetheless, as is true with all resources, this volume has limitations that the reader should be aware of:

- Financial data and other corporate information can change quickly. A book of this type can be no more current than the data that was available as of the time of editing. Consequently, the financial picture, management and ownership of the firm(s) you are studying may have changed since the date of this book. For example, this almanac includes the most up-to-date sales figures and profits available to the editors as of early 2010. That means that we have typically used corporate financial data as of mid-2009.
- Corporate mergers, acquisitions and downsizing are occurring at a very rapid rate. Such events may have created significant change, subsequent to the publishing of this book, within a company you are studying.
- Some of the companies in THE E-COMMERCE 450 are so large in scope and in variety of business endeavors conducted within a parent organization, that we have been unable to completely list all subsidiaries, affiliations, divisions and activities within a firm's corporate structure.
- This volume is intended to be a general guide to a vast industry. That means that researchers should look to this book for an overview and, when conducting in-depth research, should contact the specific corporations or industry associations in question for the very latest changes and data. Where possible, we have listed contact names, toll-free telephone numbers and Internet site addresses for the companies, government agencies and industry associations involved so that the reader may get further details without unnecessary delay.
- Tables of industry data and statistics used in this book include the latest numbers available at the time of printing, generally through mid-2009. In a few cases, the only complete data available was for earlier years.
- We have used exhaustive efforts to locate and fairly present accurate and complete data. However, when using this book or any other source for business and industry information, the reader should use caution and diligence by conducting further research where it seems appropriate. We wish you success in your endeavors, and we trust that your experience with this book will be both satisfactory and productive.

Jack W. Plunkett  
Houston, Texas  
February 2010

# HOW TO USE THIS BOOK

The two primary sections of this book are devoted first to the e-commerce and Internet industry as a whole and then to the “Individual Data Listings” for THE E-COMMERCE 450. If time permits, you should begin your research in the front chapters of this book. Also, you will find lengthy indexes in Chapter 4 and in the back of the book.

## **THE E-COMMERCE & INTERNET BUSINESS**

**Glossary:** A short list of e-commerce and Internet industry terms.

**Chapter 1: Major Trends Affecting the E-Commerce & Internet Industry.** This chapter presents an discussion of the major trends that are creating rapid changes in the e-commerce and Internet industry today.

**Chapter 2: E-Commerce & Internet Business Statistics.** This chapter presents in-depth statistics ranging from an industry overview to online retail sales to the growing use of broadband and much more.

**Chapter 3: Important E-Commerce & Internet Business Contacts – Addresses, Telephone Numbers and Internet Sites.** This chapter covers

contacts for important government agencies, e-commerce organizations and Internet trade groups. Included are numerous important Internet sites.

## **THE E-COMMERCE 450**

**Chapter 4: THE E-COMMERCE 450: Who They Are and How They Were Chosen.** The companies compared in this book (the actual count is 431) were carefully selected from the e-commerce & Internet industry, largely in the United States. 71 of the firms are based outside the U.S. For a complete description, see THE E-COMMERCE 450 indexes in this chapter.

### **Individual Data Listings:**

Look at one of the companies in THE E-COMMERCE 450’s Individual Data Listings. You’ll find the following information fields:

### **Company Name:**

The company profiles are in alphabetical order by company name. If you don’t find the company you are seeking, it may be a subsidiary or division of one of the firms covered in this book. Try looking it up in the Index by Subsidiaries, Brand Names and Selected Affiliations in the back of the book.

**Ranks:**

**Industry Group Code:** An NAIC code used to group companies within like segments. (See Chapter 4 for a list of codes.)

**Ranks Within This Company's Industry Group:** Ranks, within this firm's segment only, for annual sales and annual profits, with 1 being the highest rank.

**Business Activities:**

A grid arranged into six major industry categories and several sub-categories. A "Y" indicates that the firm operates within the sub-category. A complete Index by Industry is included in the beginning of Chapter 4.

**Types of Business:**

A listing of the primary types of business specialties conducted by the firm.

**Brands/Divisions/Affiliations:**

Major brand names, operating divisions or subsidiaries of the firm, as well as major corporate affiliations—such as another firm that owns a significant portion of the company's stock. A complete Index by Subsidiaries, Brand Names and Selected Affiliations is in the back of the book.

**Contacts:**

The names and titles up to 27 top officers of the company are listed, including human resources contacts.

**Address:**

The firm's full headquarters address, the headquarters telephone, plus toll-free and fax numbers where available. Also provided is the World Wide Web site address.

**Financials:**

**Annual Sales (2009 or the latest fiscal year available to the editors, plus up to four previous years):** These are stated in thousands of dollars (add three zeros if you want the full number). This figure represents consolidated worldwide sales from all operations. 2009 figures may be estimates.

**Annual Profits (2009 or the latest fiscal year available to the editors, plus up to four previous years):** These are stated in thousands of dollars (add three zeros if you want the full number). This figure represents consolidated, after-tax net profit from all operations. 2009 figures may be estimates.

**Stock Ticker, International Exchange, Parent Company:** When available, the unique stock market symbol used to identify this firm's common stock for trading and tracking purposes is indicated. Where appropriate, this field may contain "private" or "subsidiary" rather than a ticker symbol. If the firm is a publicly-held company headquartered outside of the

U.S., its international ticker and exchange are given. If the firm is a subsidiary, its parent company is listed.

**Total Number of Employees:** The approximate total number of employees, worldwide, as of the end of 2009 (or the latest data available to the editors).

**Apparent Salaries/Benefits:**

(The following descriptions generally apply to U.S. employers only.) A "Y" in appropriate fields indicates "Yes."

Due to wide variations in the manner in which corporations report benefits to the U.S. Government's regulatory bodies, not all plans will have been uncovered or correctly evaluated during our effort to research this data. Also, the availability to employees of such plans will vary according to the qualifications that employees must meet to become eligible. For example, some benefit plans may be available only to salaried workers—others only to employees who work more than 1,000 hours yearly. Benefits that are available to employees of the main or parent company may not be available to employees of the subsidiaries. In addition, employers frequently alter the nature and terms of plans offered.

NOTE: Generally, employees covered by wealth-building benefit plans do not *fully* own ("vest in") funds contributed on their behalf by the employer until as many as five years of service with that employer have passed. All pension plans are voluntary—that is, employers are not obligated to offer pensions.

**Pension Plan:** The firm offers a pension plan to qualified employees. In this case, in order for a "Y" to appear, the editors believe that the employer offers a defined benefit or cash balance pension plan (see discussions below). The type and generosity of these plans vary widely from firm to firm. Caution: Some employers refer to plans as "pension" or "retirement" plans when they are actually 401(k) savings plans that require a contribution by the employee.

- **Defined Benefit Pension Plans:** Pension plans that do not require a contribution from the employee are infrequently offered. However, a few companies, particularly larger employers in high-profit-margin industries, offer defined benefit pension plans where the employee is guaranteed to receive a set pension benefit upon retirement. The amount of the benefit is determined by the years of service with the company and the employee's salary during the later years of employment. The longer a person works for the employer, the higher the retirement benefit. These defined benefit plans are funded

entirely by the employer. The benefits, up to a reasonable limit, are guaranteed by the Federal Government's Pension Benefit Guaranty Corporation. These plans are not portable—if you leave the company, you cannot transfer your benefits into a different plan. Instead, upon retirement you will receive the benefits that vested during your service with the company. If your employer offers a pension plan, it must give you a summary plan description within 90 days of the date you join the plan. You can also request a summary annual report of the plan, and once every 12 months you may request an individual benefit statement accounting of your interest in the plan.

- **Defined Contribution Plans:** These are quite different. They do not guarantee a certain amount of pension benefit. Instead, they set out circumstances under which the employer will make a contribution to a plan on your behalf. The most common example is the 401(k) savings plan. Pension benefits are not guaranteed under these plans.
- **Cash Balance Pension Plans:** These plans were recently invented. These are hybrid plans—part defined benefit and part defined contribution. Many employers have converted their older defined benefit plans into cash balance plans. The employer makes deposits (or credits a given amount of money) on the employee's behalf, usually based on a percentage of pay. Employee accounts grow based on a predetermined interest benchmark, such as the interest rate on Treasury Bonds. There are some advantages to these plans, particularly for younger workers: a) The benefits, up to a reasonable limit, are guaranteed by the Pension Benefit Guaranty Corporation. b) Benefits are portable—they can be moved to another plan when the employee changes companies. c) Younger workers and those who spend a shorter number of years with an employer may receive higher benefits than they would under a traditional defined benefit plan.

**ESOP Stock Plan (Employees' Stock Ownership Plan):** This type of plan is in wide use. Typically, the plan borrows money from a bank and uses those funds to purchase a large block of the corporation's stock. The corporation makes contributions to the plan over a period of time, and the stock purchase loan is eventually paid off. The value of the plan grows significantly as long as the market price of the stock holds up. Qualified employees are allocated a share of the plan based on their length of service and

their level of salary. Under federal regulations, participants in ESOPs are allowed to diversify their account holdings in set percentages that rise as the employee ages and gains years of service with the company. In this manner, not all of the employee's assets are tied up in the employer's stock.

**Savings Plan, 401(k):** Under this type of plan, employees make a tax-deferred deposit into an account. In the best plans, the company makes annual matching donations to the employees' accounts, typically in some proportion to deposits made by the employees themselves. A good plan will match one-half of employee deposits of up to 6% of wages. For example, an employee earning \$30,000 yearly might deposit \$1,800 (6%) into the plan. The company will match one-half of the employee's deposit, or \$900. The plan grows on a tax-deferred basis, similar to an IRA. A very generous plan will match 100% of employee deposits. However, some plans do not call for the employer to make a matching deposit at all. Other plans call for a matching contribution to be made at the discretion of the firm's board of directors. Actual terms of these plans vary widely from firm to firm. Generally, these savings plans allow employees to deposit as much as 15% of salary into the plan on a tax-deferred basis. However, the portion that the company uses to calculate its matching deposit is generally limited to a maximum of 6%. Employees should take care to diversify the holdings in their 401(k) accounts, and most people should seek professional guidance or investment management for their accounts.

**Stock Purchase Plan:** Qualified employees may purchase the company's common stock at a price below its market value under a specific plan. Typically, the employee is limited to investing a small percentage of wages in this plan. The discount may range from 5 to 15%. Some of these plans allow for deposits to be made through regular monthly payroll deductions. However, new accounting rules for corporations, along with other factors, are leading many companies to curtail these plans—dropping the discount allowed, cutting the maximum yearly stock purchase or otherwise making the plans less generous or appealing.

**Profit Sharing:** Qualified employees are awarded an annual amount equal to some portion of a company's profits. In a very generous plan, the pool of money awarded to employees would be 15% of profits. Typically, this money is deposited into a long-term retirement account. Caution: Some employers refer to plans as "profit sharing" when

they are actually 401(k) savings plans. True profit sharing plans are rarely offered.

**Highest Executive Salary:** The highest executive salary paid, typically a 2009 amount (or the latest year available to the editors) and typically paid to the Chief Executive Officer.

**Highest Executive Bonus:** The apparent bonus, if any, paid to the above person.

**Second Highest Executive Salary:** The next-highest executive salary paid, typically a 2009 amount (or the latest year available to the editors) and typically paid to the President or Chief Operating Officer.

**Second Highest Executive Bonus:** The apparent bonus, if any, paid to the above person.

**Other Thoughts:**

**Apparent Women Officers or Directors:** It is difficult to obtain this information on an exact basis, and employers generally do not disclose the data in a public way. However, we have indicated what our best efforts reveal to be the apparent number of women who either are in the posts of corporate officers or sit on the board of directors. There is a wide variance from company to company.

**Hot Spot for Advancement for Women/Minorities:** A “Y” in appropriate fields indicates “Yes.” These are firms that appear either to have posted a substantial number of women and/or minorities to high posts or that appear to have a good record of going out of their way to recruit, train, promote and retain women or minorities. (See the Index of Hot Spots For Women and Minorities in the back of the book.) This information may change frequently and can be difficult to obtain and verify. Consequently, the reader should use caution and conduct further investigation where appropriate.

**Growth Plans/ Special Features:**

Listed here are observations regarding the firm’s strategy, hiring plans, plans for growth and product development, along with general information regarding a company’s business and prospects.

**Locations:**

A “Y” in the appropriate field indicates “Yes.”

Primary locations outside of the headquarters, categorized by regions of the United States and by international locations. A complete index by locations is also in the front of this chapter.



# Chapter 1

## MAJOR TRENDS AFFECTING THE E-COMMERCE & INTERNET BUSINESS

### Major Trends Affecting the E-Commerce & Internet Business

- 1) Introduction to the E-Commerce & Internet Business
- 2) Booking Travel Over the Internet Becomes the Norm
- 3) Apple's iPod Revitalizes the Music Industry/Amazon and MySpace Follow Suit
- 4) Internet Film and TV Content Grows as Viewers' Options and Downloads Expand
- 5) User Generated Content, Social Media, Video, Blogs and Wikis Abound
- 6) Car Purchasers Rely on the Internet
- 7) Health Information Research Remains a Leading Use of the Internet
- 8) Bricks, Clicks and Catalogs Create Synergies While Online Sales Growth Slows
- 9) Amazon Posts Growth While Other Retailers Suffer
- 10) Online Advertising Becomes Targeted, Nears 10% of Total U.S. Advertising Market
- 11) Banks See Growth in Online Services
- 12) Insurance Direct Selling and E-Commerce Grows
- 13) Wi-Fi Accelerates
- 14) WiMAX Extends Wireless Range Far Beyond Wi-Fi

- 15) Last Mile Challenges Tumble; Mass Broadband Markets Emerge
- 16) Fiber-to-the-Home Gains Traction
- 17) Services Available via Ultra-High-Speed Broadband are Imaginative, Futuristic
- 18) U.S. Broadband Connections Rank Behind Other Nations
- 19) VOIP Use Soars and Threatens to Revolutionize Telecom
- 20) Telecommunications Move Online Including Unified Communications, Telepresence
- 21) Security Needs Flourish/Firefox and Google Chrome Grow

### 1) Introduction to the E-Commerce & Internet Business

The Great Recession that the world faced in 2008-2009 had mixed effects on the E-Commerce and Internet industry. Online ad sales were soft, and in many cases ad prices were down considerably. Since consumers are more focused than ever on finding the best prices, firms like Amazon that are known for their high value at low prices strategy are well positioned to prosper. The global Internet audience continued to grow rapidly, with the worldwide base of Internet users now in the 1.7 billion range, including a large base of mobile broadband users. Growth in 2010-2011 will be

centered on worldwide use of the Internet in general, access to the Internet via mobile devices and consumer access to entertainment online (such as television programs viewed online). Consumer purchases overall will remain relatively weak, due to tough economic times, particularly in the U.S. and other nations with high rates of unemployment. Sales on eBay were up by only 2.1% in 2009, but profits soared by 34.2% thanks to cost control and effective new strategies. The standout winner in e-commerce of late is Amazon, where sales have soared thanks to aggressive discount pricing and an ever-growing variety of merchandise categories. Amazon's revenues rose by 27.8% in 2009, to \$24.5 billion, and profits grew substantially as well. Clearly, there is growing adoption of online consumer purchases throughout the world's major economies.

Online advertising leader Google saw revenues increase 8.5% in fiscal 2009, to \$23.65 billion, while profits soared 54.2% to \$6.5 billion.

Worldwide, about 1.7 billion people are using the Internet. Growth in broadband subscriptions worldwide is very strong. Analysts at In-Stat estimate that there were 578 million broadband subscribers worldwide by the end of 2009 (both fixed and wireless), and that the number will surpass 1 billion by 2013.

China now holds the world's highest number of Internet users, at an estimated 384 million as of early 2010, according to the China Internet Network Information Center, representing growth of 86 million during 2009. Meanwhile, Google and the Chinese government are battling over alleged hacking of certain networks that Google believes originated in China, in addition to Chinese government requirements that Google prohibit access to many types of Internet sites for Chinese users of Google's services. Sites that must be blocked, according to Chinese regulations, include the ever popular Facebook and YouTube. However, savvy Chinese residents can bypass this problem by subscribing to virtual private networks, known as VPNs, located in other nations. In such cases, the user first accesses a foreign network server, and then browses the Internet outside of government interference.

The number of American homes and businesses with broadband access capabilities reached nearly 100 million by the beginning of 2010, thanks in part to modest monthly fees at Internet service providers. This number does not include mobile broadband users, estimated at another 120 million. As a result of this mass market, a plethora of new services,

entertainment options and timesaving solutions have become widely available online. The U.S. population is becoming more tech-savvy, with at least 72% of American adults surfing the net on a regular basis. Confidence in security for online transactions is on the rise, as is the ease of use of most retail web sites.

Online advertising continues to grow as a percent of total advertising. Online advertising in 2009 accounted for about 10% of all ad expenditures in the U.S. Plunkett Research estimates that total online advertising in the U.S. for 2009 reached \$25 billion. Using the same ratio of 10% on a global basis would lead to an estimate that worldwide online advertising spending was about \$50 billion in 2009.

Total online sales reached were essentially flat in the U.S. during 2009, at \$131.4 billion, down from \$132.3 billion in 2008 (not including sales of travel), according to analysts at eMarketer, and will grow to \$141.3 billion in 2010.

U.S. travel sales online for 2009 were projected to reach \$92.6 billion, according to eMarketer. Plunkett Research estimates global travel expenditures online at about \$300 billion for 2009.

A significant evolution is taking place in the world of business, as more and more telecommunications move to the Internet. VOIP continues to grow in popularity, both at home and at the office. Meanwhile, the concept of "unified communications" threatens to completely revolutionize business communications by combining all communications into one screen on the desktop, including phone, fax, email, IM, voice mail and teleconferencing. Voice communications will be digitized and archived, just as email is today. A user's communications tools will move seamlessly from the desktop to the mobile device.

*Convergence Arrives:* The Internet is about saving time (and therefore saving money), and the potential of the Internet has barely been tapped. New methods of taking advantage of efficiencies are becoming widely accepted, as access to high-speed broadband Internet connections becomes commonplace. Users of the Internet (both business and consumer) are multiplying around the globe, and many companies are earning terrific profits in the process of serving those users. The long awaited phenomenon of "convergence" of entertainment, computing and communications has arrived. One of the most exciting examples of such convergence is the phenomenal success of Apple's iTunes online music service. Thanks to the iPod, its newer cousin the iPhone and other popular electronic devices,

viewers are turning to the Internet for television shows and movie downloads to a growing extent.

Now, the latest televisions come equipped with built-in Internet connections. This is going to create radical changes in the way TV viewers obtain their movies and TV programming over the near term.

Investments by Microsoft, HP, Sony and others in digital entertainment are also great examples of the arrival of convergence. Microsoft's 2007 release of the Vista operating system will eventually boost both Internet usage and e-commerce, since a major focus of Vista and the more recent Windows 7 is enhanced security. Stay tuned—the next five to ten years are going to be extremely exciting, both for consumers and for firms that provide Internet-based services.

Top selling product and services categories online include travel, clothing and accessories, books, music, videos, electronics and specialty foods including wines. In these markets, online shopping amounts to a significant share of sales. (For a complete picture of leading consumer purchases on the Internet, add gambling, games, pornography and information leading to automobile purchases to this list. In addition, health information and general news are among the most commonly sought online data.)

Meanwhile, many of the world's largest storefront retailers now operate some of the most-visited Internet sites. For example, online traffic is extremely strong at the sites of Wal-Mart, Target, Best Buy, J.C. Penney, Sears, Home Depot, Lowes, Macy's, Kohl's, Cabela's and Barnes & Noble.

**A Brief History of the Online Sector:** The e-commerce and Internet sector has evolved rapidly, going through several distinct stages since its beginnings in the 1970s. Before we delve into an analysis of the trends that are shaping the Internet sector today, a quick look at history is in order.

*The Internet is Born:* First, there were the early days, when the Internet was seen by many as a realm for techies only, one that would produce few, if any, commercial enterprises. Initially designed in 1973, the Internet was a series of communication protocols written by Vinton Cerf as part of a project sponsored by the U.S. Department of Defense's "Defense Advanced Research Projects Agency" (DARPA). The first demonstration of a three-network Internet protocol-based connection occurred in November 1977. Eventually, a well-enabled Internet was rolled out in 1983, primarily as a failsafe method of defense communications and as a means for researchers at various universities to communicate.

*The Web is Created:* Next, the World Wide Web and the coding language of HTML were conceived in

1989 and implemented between 1990 and 1993 by Tim Berners-Lee, enabling a never ending hyperlinked cyberworld where sharing unlimited data became user-friendly thanks to the magic of linked pages.

*The Boom Ensues:* Starting in 1993 to 1994, entrepreneurs and financiers realized that hyperlinked, electronically posted data could be commercialized with vast, global potential. A dramatic revolution in retailing, publishing and entertainment was visualized, one in which consumers and business people alike would eagerly pay for the convenience of online shopping, trading and viewing of published data. An economic boom ensued, the likes of which hadn't been seen since the beginnings of earlier technological breakthroughs: electricity, the railroad, the telephone, the automobile and the passenger-carrying airliner.

Thousands of hopeful new businesses were launched. Capitalization for these new Internet-enabled companies ranged from cash-strapped ventures launched with Visa card credit lines, to companies like WebVan that received vast sums from professionally managed venture capital firms only to fail miserably. Roughly 6,000 new firms of significant size raised a cumulative total of more than \$100 billion in venture capital in the boom period (1994-2000). About 450 of these companies sold their stock to the public via IPOs (initial public offerings). Stock markets soared and instant billionaires were made. Individuals and families from all walks of life bet their savings on technology stocks and watched their wealth rise quickly. Venture funds that cashed out early reaped phenomenal gains, and financiers easily found additional investors for new venture capital pools. Companies with little or no sales and profits, led by the success of Netscape's IPO, found eager buyers for their newly-issued stocks. The NASDAQ index of stocks rose to 5,000 by early in the year 2000, and the Chairman of the Federal Reserve Bank warned of "exuberant optimism." Some said this boom couldn't last—others said it was the beginning of a "new economy" that would last forever.

*The Bust:* In mid-2000 the Internet industry entered a bleak and dreary phase after the NASDAQ collapsed in March, bringing the entire sector to its knees. Hundreds of thousands of people lost their jobs. Stock portfolio values plummeted. Thousands of firms closed their doors, filed bankruptcy, downsized or were scooped up at bargain prices by competitors. Sellers of hardware, software, consulting and telecommunications services suffered

mightily. Entrepreneurs found it nearly impossible to raise funds to launch or sustain their businesses. The dream of a “new economy” became a nightmare for some—profits still matter; business cycles still happen.

*The Reality Phase:* By early 2003, this sector’s dark clouds were abating, and a “reality phase” was taking shape. Well-conceived, Internet-based businesses were proving their value. Consumers had become devoted fans of buying over the Internet. Businesses of all types were finding that the Internet creates true operating efficiencies and drives profitability. For example, while most of the airline industry suffered terribly in recent years, value-based discount airlines Southwest and JetBlue enjoyed superior financial performance, in no small part because of their use of e-commerce to efficiently book reservations and sell tickets online. “Efficiency” is the most important factor in the e-commerce and Internet sector’s new-found success. Consumers find the Internet to be a terrific way to efficiently expend their shopping and banking efforts. Travelers find the Internet to be an efficient way to book hotels rooms and airplane seats. Corporate procurement managers find the Internet to be the most efficient way to purchase needed goods and inventory. Hundreds of millions of people worldwide find email, instant messaging and VOIP telephony to be the most efficient ways to communicate.

*Low Costs Fuel the Steady Global Growth Phase:* Today, access to fast Internet, both wired and wireless, is available at bargain prices in a growing footprint across the globe. Even in relatively undeveloped nations, both consumers and businesses have grown to rely on the Internet for everyday needs. The “second billion” set of users worldwide is clearly in sight over the mid term, as cheaper devices continue to proliferate. Mobile computing is accelerating at blazing speed thanks to inexpensive cell phone plans offering enhanced Internet access.

Meanwhile, the costs of developing and maintaining web sites has plummeted, opening the door to millions of self-funded entrepreneurs, and making it easier for venture capital firms to fund startups using low amounts of cash. Trends such as open software and cloud computing, along with modular development tools (including dotnetnuke and .NET) have made it easier, faster and cheaper to start sophisticated web sites.

### Common Online Consumer Activities

- Research Automobile Purchase Information
- Banking/Manage Accounts
- Instant Message
- Dating
- Shopping
- Read/Post to Facebook, MySpace and LinkedIn
- Check/Trade Stock and Investment Accounts
- Email/Instant Message
- Job Search
- Mortgage Information and Application
- Participate in Auctions
- Play Games
- Read News Items
- Read Product or Entertainment Reviews
- Download Entertainment/Watch Videos
- Research Consumer Health Issues
- Shop/Check Product Prices and Features
- Make Travel Reservations
- Visit Pornographic Sites
- Gamble

Source: Plunkett Research, Ltd.,  
[www.plunkettresearch.com](http://www.plunkettresearch.com)

## 2) Booking Travel Over the Internet Becomes the Norm

Around the globe, vast numbers of business and leisure travelers alike continue to look to the Internet as their primary means of gaining travel information, reserving hotels and booking air tickets. According to market research firm eMarketer, online travel sales were projected to reach \$92.6 billion in 2009. Plunkett Research estimates global travel purchases online at \$300 billion for 2009.

Expedia, Travelocity, Orbitz, Hotwire and Priceline are among the largest firms offering online travel booking services in North America. Expedia’s revenues topped \$2.9 billion in 2009, on \$21.8 billion in gross travel bookings. These numbers were essentially flat compared to 2008.

In Europe, major online travel booking firms include EasyGroup (a holding company that owns and operates a number of travel and entertainment brands including easyCar, easyHotel and easyValue), Lastminute.com (a subsidiary of Travelocity Europe Limited), and eBookers.

For many years, online travel booking services enjoyed soaring growth by providing convenient price comparisons and online reservations. Today, however, while these firms continue to have massive revenues, the boom days are over. Major hotel

chains and airlines have invested immense sums in their own, branded sites. The travel providers benefit because the use of their own online booking systems eliminates fees to middlemen and wages to human reservation agents. Consumers benefit because they have seamless access to travel information, frequent flyer accounts and other perks.

There is a large difference between the methods and goals of the independent online sites and those operated directly by travel providers such as hotel chains and airlines. Sites like Expedia may reserve airline seats in bulk from the airlines at a wholesale price, and then resell that inventory via their web sites at a profit. The airlines, in contrast, see their own web sites as cost-cutting extensions of their reservation systems. Southwest Airlines was one of the first to make online reservations available to customers through its web site; its flights are not for sale on other online travel sites. In fact, successful discount airlines, including Southwest and JetBlue, sell the majority of their tickets online, thus saving millions of dollars in annual operating costs. Other airlines are following Southwest's lead with excellent success. More and more, travelers find it convenient and cost-effective to book online.

Another trend contributing to the growth in online travel booking is "dynamic packaging." Dynamic packaging allows customers to package hotels, cars and flights together in any manner they choose for one price, rather than being forced to accept package deals arranged by airlines with their own hotel vendors. Expedia has been the pioneer in this area. Also, major tour operators, such as Backroads, are relying on their web sites to a greater extent for the generation of revenues and new customers.

Just as online air travel bookings have grown, so too have online hotel bookings, thanks to the many web sites that now offer reservations, pictures and virtual tours of rooms and amenities. But a number of hotel chains are using various new strategies to bypass hotel discounters. Expedia, Orbitz and Travelocity are able to offer cut-rate prices on hotels by buying large blocks of rooms from hoteliers at a discount and then reselling them to consumers. Many hotels are attempting to reclaim part of their business by selling rooms at their own sites exclusively. Marriott instituted a program in which it not only agreed to match the best deals on its rooms posted at other web sites, but also to offer customers a discount if they made their reservations through Marriott's site. Many hotels have adopted aggressive online tactics and are denying awards points to

customers who book their rooms through third-party sites.

A trend that is particularly notable is the increase in online bookings for business travel. During the economic slowdown of the early 2000s, companies began to search for cheaper ways to fly their employees to meetings. This trend was encouraged in 2009 due to the global economic crisis. The traditional bricks-and-mortar travel agencies that businesses used to rely on often can't match the deals that business travelers found on the Internet. Now, online services have gained significant market share in one of the traditional agencies' core services: business travel. Orbitz, Travelocity and Expedia have all established business travel web sites. The sites look similar to their leisure travel sites, with the exception that the business travel sites, called Orbitz for Business, Travelocity Business and Egencia (formerly Expedia Corporate Travel), contain client profiles with information such as a company's list of preferred hotel vendors, airlines and rental cars. Priceline is another popular venue for business travel booking.

Traditional travel agencies have endured vast changes in the past 15 years, including this growing trend among corporate travelers to use online booking services. Some travel agents have successfully repositioned themselves as "consultants," charging hourly fees for their expertise. Others specialize in providing unique knowledge about travel to out-of-the-way places such as Cambodia, French Polynesia or Africa.

The largest national travel agencies run sophisticated web sites of their own. They act as outsourced travel departments for their major corporate clients and arrange discounts for clients who purchase massive amounts of travel. For example, Carlson Wagonlit is a leading global business travel agency, with offices in more than 150 nations.

Many large travel agencies that focus on leisure travelers buy hotel and aircraft space at wholesale and then create highly profitable tour packages to popular tourist destinations such as Cancun, Jamaica and Orlando. Regardless of these efforts, Internet travel booking is here to stay, and forward-looking companies both large and small have no choice but to join the online party.

Lately, travel-specific search engines are gaining a vast audience. These engines search a plethora of airline, hotel and car rental web sites, many of which do not participate in shared databases used by more established travel sites such as Expedia and

Travelocity. With business models similar to Google, the engines make their money by selling online ads and by favorably positioning clients in web search findings. Some of the more popular travel search engines are SideStep and Kayak.com in the U.S. and Ctrip.com and eLong.net in China.

#### **Bricks and Clicks: Online Travel Sites Open Stores in Tourist Areas**

Expedia and Travelocity have opened booths and kiosks in hotels and other travel-related areas in which customers can book everything from flights and hotel rooms to tickets to nearby attractions such as luaus and adventure tours. The kiosks often serve travelers who have yet to use the online sites to book their vacations. In addition to the powerful marketing afforded by the physical presence, the online companies enjoy profit margins of 20% at the kiosks, since they operate with modest overhead and often sell high-profit tours and add-ons, as opposed to between 10% and 18% for hotel sales online and 5% to 10% for online rental car bookings.

### **3) Apple's iPod Revitalizes the Music Industry/Amazon and MySpace Follow Suit**

The sale of legal downloadable music via the Internet and Internet-enabled cellphones has gained significant strength. This is due to several factors, including the incredible popularity of Apple's iPod portable music player and the related iTunes music download site.

Worldwide, revenues from sales of recorded music in MP3, iTunes and other digital formats continue to increase, while revenues from sales of music on CD continue to decline. Nielsen Soundscan estimates that recorded album sales (both digital and CD format) in the U.S. declined from 636 million units in 2003 to 428.4 million in 2008. On the bright side, digital album sales were up 32% in 2008 from 2007 to 65.8 million. Individual digital track sales in 2008 grew 27% over 2007. On a global scale, total digital music sales reached \$3.8 billion, up slightly from 2007.

Since the advent of sites such as Napster.com in the late-90s, tens of millions of Internet surfers have downloaded unlimited free music. Although the original Napster.com site was shut down by the court system for aiding copyright violations, the ruling did not curtail the bootleg traffic of music and video files, which continue to proliferate in cyberspace. Peer-to-peer (P2P) Internet sharing programs have enabled users to share files whether legal or not.

Consequently, global recorded music revenues have declined significantly since 1998. Profit margins, once 15% to 20% in the 1980s, fell to 5% or so. Overall, music publishers lose billions of dollars to piracy each year. Music companies are forced to seek ways to safeguard digital music files against illegal download and distribution. At the same time, music makers are extremely interested in profiting from music files downloaded by legal, authorized means from the Internet.

The saga continued in March 2005 when the U.S. Supreme Court found that file-sharing companies such as Grokster and Streamcast could be held liable for copyright infringement due to marketing and technical advice that induces customers to share files illegally. Courts in other nations have entered rulings against peer-to-peer software firms as well.

A big step forward for the music industry came in the form of the groundbreaking iTunes Music Store, a digital service provided by Apple Computer, Inc. Launched in the U.S. in April 2003, the service offers single track and album files for download from all five major U.S. music companies. Priced at about \$0.99 per song, with no subscription fees, Apple announced 2 million song downloads in the venture's first 16 days. In February 2006, the billionth song was sold. During 2007, iTunes captured about 70% of worldwide online digital music sales, and had strengthened its hold on the music download industry thanks to Apple's incredibly popular iPod. By late 2009, the iTunes Store topped 8.5 billion songs sold since its launch, as well as renting and selling over 50,000 movies per day.

Apple lowered iTunes pricing early in 2009, offering individual tracks in three pricing tiers: 69 cents; 99 cents and \$1.29 (depending on the recording company). At the same time, Apple negotiated with the recording companies to drop digital rights management (DRM) which limits users' ability to copy songs or move them to multiple computers.

The iPod started off slowly from a storage point of view, as early models were limited to 5 gigabytes (GB) of storage (the equivalent of less than 1,000 high-quality song recordings). However, iPod sales really took off when the firm introduced a 10-GB unit in March 2002. Even more powerful units are common today, enabling the latest iPods to download and display video as well as audio content. The iPod is an astonishing success. By late 2009, more than 220 million iPods had sold. Apple has added to the iPod experience by partnering with a broad spectrum of companies that make iPod carrying cases, speakers

and adapters that integrate iPod files into home and car sound systems. Everything from snappy Kate Spade leather carrying cases to powerful and portable Altec Lansing and Bose speakers are keeping consumers closely tied to the iPod brand, which holds approximately 66% of the digital music player market.

The continuing trend of miniaturization in data storage, and extremely low cost per gigabyte of storage, is giving the iPod a big boost. In 2009, Apple offered the 160 GB classic model, which can hold 40,000 songs, 200 hours of video, 25,000 photos or any combination. Priced starting at \$249, the units display full-color album cover art on a 2.5-inch color display. The smaller iPod nano, which starts at \$149, has a video camera, a built-in microphone and an FM radio tuner. The even smaller iPod shuffle (\$59) weighs half an ounce and is available with a 2 GB or 4 GB flash memory that hold up to 1,000 songs. The latest member of the iPod family, the \$199 iPod touch, is a pocket computer that offers music, videos, games, Internet access and a host of applications. Also, the extremely popular iPhone cellular telephone includes iPod features.

Sales growth was phenomenal in iPod's early days, averaging more than 200% in 2006 and 2007. However, market saturation is occurring and sales growth slowed to 6% in fiscal 2008. Analysts at Piper Jaffray forecasted sales in 2009 to fall by as much as 12% as the market matures and competition increases.

Apple's online music service is simple to use and offers a truly broad selection of music. Users set up the iTunes "jukebox" with a quick download from the Apple site. Once installed, users merely click a button to view song selections. Thirty-second previews of any song may be heard for free, and purchases are made with one click. Once the songs are downloaded, users have virtually unlimited use of the purchased files. (The files are permanent and may be burnt onto CDs or downloaded onto MP3 players.)

iTunes arrive in a format called AAC. The file format is relatively small (requiring minimal disk space), boasts sound quality superior to that of MP3 files and may be run on a standard computer or Apple's iPod. (The iTunes service was initially available only to Macintosh users, with a version for Windows-based computers available shortly after launch.) Apple is keeping its system proprietary, meaning that iTunes patrons can only listen to music on iPods. Competitors such as Microsoft's MSN Music and the legally reborn Napster offer music

than can be played on a variety of different devices by different manufacturers, with the exception of iPods. This is reminiscent of the VHS-Betamax format battle when videotapes were first introduced.

Listeners are happy with the iTunes system, as is evident from its success. The music companies also benefit, receiving about \$0.65 in gross revenue per song. More importantly, the advent of iTunes is a watershed for the industry, enabling it for the first time to significantly limit music file piracy in a manner that is extremely popular with consumers.

Rival online music services, such as Rhapsody and the legal version of Napster.com, are betting on subscription services as opposed to iTunes' single-song/album purchase store. Subscription services typically charge between \$7.95 and \$15 per month for listening to an unlimited number of songs on a computer. European newcomer Spotify offers two tiers of service: a free catalog of 6 million songs with a 20- to 30-second audio ad that plays every 20 minutes; and a premium, ad-free service that costs about \$199 per year. The business model is especially attractive to the subscription providers because they pay far less per song to the music companies than the \$0.65 paid by online stores like iTunes for an outright sale. Gross margins for music sale services are 10% to 15%, while for subscription services, those margins can be 40% to 50%. Subscribers have the option of burning CDs, listening on their PCs or listening on portable music players.

iTunes' main rival may be Amazon.com's MP3 store that launched in 2007. It sells songs for download starting at \$0.79, but what truly sets it apart is that it was the first online music store to sell songs without digital rights management (DRM) from the big four music labels: Universal Music Group, SonyBMG, Warner Music and EMI. Users can burn songs to CD, play them on a variety of computers and transfer them without restrictions to any digital music player.

Amazon went a step further with a 2008 joint agreement with social networking site MySpace.com and three of the big four labels (EMI is the exception, although the possibility of its joining the venture is a likely fact in the near-term). MySpace Music enables users to listen to any song from the music companies' catalogs free of charge. Users can create playlists on their MySpace pages, thereby boosting traffic, or so the participants hope. MySpace Music generates revenue through advertising sales, purchased music downloads and, eventually, music peripherals such as t-shirts and concert tickets. Amazon's piece of the new venture is the creation of a download service that

MySpace users utilize when they decide to actually purchase music for listening on devices such as iPods and MP3 players. The service routes digital content to either iTunes or Windows Media Player.

Consumers have firmly shown their preference for online music stores, largely because of the portability and flexibility of the downloads. In an effort to remain competitive, many subscription services also offer song/album purchase as an additional service. However, subscription appears to be the service that most online music purveyors are backing. Thanks to the technology by Microsoft called Janus that allows devices such as MP3 players to play songs downloaded via subscription (songs are programmed to expire on a set date, but dates are automatically extended when users continue to subscribe), subscription services believe that consumer tastes will shift. Napster, Inc. introduced its Napster To Go subscription service in February 2005. This service utilizes the Microsoft software that makes it possible to listen to rented music on portable players in addition to PCs. Napster further boosted its sales by making its entire catalog of music DRM-free in 2008, making the songs playable on most MP3 players including the iPod. RealNetworks offers similar services for listening on cellphones, computers and personal music players.

It will be interesting to see whether or not buyers will make that change from *a la carte* song purchases to monthly subscriptions, as well as how Apple will refine and expand its brand over the mid-term in an effort to retain its supremacy.

#### **Plunkett's Law of Online Consumers:**

Online consumer usage grows exponentially as broadband access prices decline (both fixed and mobile) and wireless Internet devices are adopted. This creates increased demand from online consumers, and leads to increased offerings of enhanced online services, entertainment and telephony at reasonable prices.

#### **4) Internet Film and TV Content Grows as Viewers' Options and Downloads Expand**

The music industry's plight over pirated music has proven a valuable lesson for film and television makers and distributors. Video files are far larger than music files and are best downloaded via very high-speed Internet. Since it took several years for fast broadband access to penetrate a large segment of the U.S. home market, film and TV companies had the luxury of time to determine how to a) battle illegal copies of movies in digital form, and b) offer

movie downloads for sale. Since 2005, the number of films and videos available for download via the Internet have increased exponentially, as film and television studios, electronics manufacturers, broadband providers and even cable TV companies all try to get a piece of the action.

Unfortunately, illegal downloads of video programming via the Internet are also commonplace. According to the Motion Picture Association of America, the film industry loses billions of dollars each year to piracy, and it has therefore been keenly observing the effort made by the music industry to limit illegal downloads. Thanks to groundbreaking digital rights management (DRM) technology developed by Microsoft, video files can now be made more difficult to hack, and filmmakers have far greater control over how a file is shared and on how many devices. The web sites that currently offer legal movie downloads include Netflix, Blockbuster, Real.com, MovieFlix, Amazon's Video on Demand and CinemaNow.

By 2011, Yankee Group expects revenue for video downloads (including download-to-own, rental and subscription) to reach \$850 million. Adams Media Research estimated U.S. online movie rental revenues at \$110 million for 2009.

For the time being, however, most users of movies paid for and legally downloaded from the Internet are tech-savvy young adults or business travelers who want to watch a movie on their laptops while flying from meeting to meeting. (There is also a rapidly growing market for short film clips that are viewed on Internet-enabled cellphones. Meanwhile, there is a vast audience for free video clips on sites such as YouTube.com. In the month of April 2009 alone, 16.8 billion online videos were viewed in the U.S., according to comScore. For December 2009, the number had grown to 33 billion videos viewed.) For now, the selection of movies available remains relatively low. In contrast, DVDs offer much greater depth of selection. For example, Netflix, the online service that delivers DVDs through the mail, offers more than 100,000 titles on DVD, compared to about 17,000 available on demand.

Netflix faces a new challenge with its on demand service. Film producers are accustomed to receiving large royalties from video on demand offerings of their newest titles, which typically cost consumers \$2.95 to \$3.95 per viewing. Since Netflix's business model is to offer subscribers large quantities of movies per month for prices starting at less than \$10.00 monthly, there is a strict limit to what Netflix can pay the film companies. This is very different



from buying DVDs from film producers in high volume at bargain prices. In order to be able to offer new titles for download, Netflix must charge a surcharge to customers or work out new licensing arrangements that are satisfactory to film producers.

In order for the legitimate movie download business to become truly profitable, the number of titles available must be significantly larger, and viewers must have an easy way to watch downloaded files on their TVs instead of on their computers. Many companies are scrambling to provide new products and services to make this possible. Intel, for example, offers Viiv, a platform that easily connects PCs and TVs. Likewise, Cisco Systems' subsidiary Linksys is promoting its KiSS 1600, a media player that links to the Internet. Apple, Inc. has its Apple TV unit, and Microsoft is pushing its Xbox 360 as a full media center in addition to a gaming console. Startup Vudu offers a slick black box for \$299 with minimalist controls that hooks up to a TV and to an Ethernet cable or a Wi-Fi signal. As of 2009, Vudu had a library of 13,000 movies and television shows, which cost \$4.99 to \$19.99 to buy or \$0.99 to \$5.99 to rent. The box can hold up to 50 movies on its 250-gigabyte hard drive.

Apple's iTunes site began selling various types of videos at \$1.99 each in 2005. Programming for sale included short films from Pixar and selected TV shows from Disney, NBC Universal, the SciFi Channel and the USA Network. More than 1 million videos were sold in the first 20 days of the new service. By 2009, iTunes offered films and TV shows from most major U.S. studios. Feature length films take approximately 30 minutes each to download (using a broadband connection) and cost between \$9.99 and \$14.99 each. However, 24-hour movie rentals can be downloaded at much lower cost, from \$2.99 to \$3.99. One challenge is pricing, since retailers often sell the same titles on DVD at discounts. Wal-Mart, for example, currently accounts for approximately 40% of DVD sales in the U.S.

Apple's \$299 Apple TV unit acts as an interface between a consumer's television, computer and iPod. For example, Apple TV sends digital entertainment that is stored on your computer directly to your TV. Also, the Apple TV unit sends home videos, movies, TV shows, and photos from your video iPod to your TV.

Amazon.com launched its Unbox service in 2006, which has since been renamed Amazon Video on Demand. Users can download directly to TiVo, Sony Bravia Internet Video Link, Xbox 360 or

Windows Media Center. The service has been praised for very high quality resolution.

Netflix's downloadable titles can now be viewed on TV via such devices as Xbox 360 and the LG BD300 Network Blu-ray Disc Player. When a title is selected online, it automatically displays on the connected TV screen and begins playing in as little as 30 seconds.

Both the music and film industries have learned that paid options must surpass the ease and depth of selection available in free, illegal Internet files. Over the mid-term, music firms and moviemakers will have to evolve to find ways of harnessing the power of the Internet rather than becoming a victim of it. Film companies will seek ways to sell digital movie files directly to the consumer, bypassing the middleman. In addition, the Motion Picture Association of America has launched an all-out campaign to boost awareness of the consequences of film piracy and has filed hundreds of suits against individuals as well as companies who are involved in illegal movie downloads.

Major electronics companies including Sony, Sharp Corp., Toshiba Corp. and Hitachi Ltd. are banding together to establish standards for Internet-connected TVs in an attempt to compete with computer hardware makers. The electronics firms hope to standardize aspects of Internet TV such as the operating system, copyright protection, connectivity and security.

Meanwhile, major television network and film owners including NBC Universal, Disney and News Corp. have created a joint venture called Hulu.com that provides online access to large amounts of TV programming. Providence Equity Partners invested \$100 million in Hulu.com in late 2007. The site includes access to many popular, prime time TV shows, provided on Hulu the day after initial broadcast. While Hulu.com has grown tremendously in terms of audience, the owners will be challenged to make it into a major revenue producer. The site is already popular with advertisers, but the question looms whether users would be willing to pay a subscription fee for all content or perhaps premium content. Hulu could easily grow to be serious, direct online competition to the cable companies and Internet service provider-based TV services like AT&T U-verse. This is especially ironic since these companies are the primary carriers of Internet service into homes.

As the Internet provides more and more video entertainment, new issues arise regarding the rights of TV networks versus those of web sites, Internet

providers and so forth. Take, for example, the broadcast of Major League Baseball (MLB) games. MLB has exclusive deals with local and regional TV stations for the broadcast of its games (each regional agreement earns MLB about \$250 million per year). 2,400 games each season are also broadcast online to subscribers (which nets MLB another \$265 million per year). In order to maintain the TV stations' exclusive airing rights, Internet subscribers' access to local games is blocked.

### **5) User Generated Content, Social Media, Video, Blogs and Wikis Abound**

A plethora of homemade content is proliferating on the Internet. Dubbed "social media," it combines blogs, chat, photos, home video, music and games created or compiled by Internet users and posted on personal and community sites for access by other users from across the street and around the world.

Yahoo! was one of the first to offer social media tools such as music sharing, photo swapping and group travel guides. The payoff for the site host comes when social media users click on ads. Online advertising of all types accounts for most of Yahoo!'s annual revenue (which reached \$6.46 billion in 2009).

MySpace ([www.myspace.com](http://www.myspace.com)) is one of the most popular social media sites for teens and young adults with more than 125 million registered users worldwide as of early 2010. Acquired by Rupert Murdoch's News Corporation for \$580 million in 2005, MySpace is a free service that allows members to post information about themselves such as interests, favorite bands and music, marital status, sexual orientation, ethnicity, education and occupation, as well as photos on a personal web page. Members chat with other members, plan social events, network for business opportunities, download music videos and post information about live music performances and other entertainment. MySpace revenues were an estimated \$750 million in 2008.

Facebook ([www.facebook.com](http://www.facebook.com)), which had estimated revenues of about \$550 million in 2009, is the dominant player among social media. Registered users surpassed 400 million in early 2010 (up from 150 million in early 2009), which includes 100 million users who access the site from their mobile devices. The site has staggering potential for targeted advertising revenue based on likes and dislikes established in users' profiles.

Facebook plans to evolve beyond merely connecting friends online to using those connections to define online searches and interconnecting

different web sites. Facebook Connect allows members to log onto other sites such as CitySearch.com or Yelp.com using their Facebook identification to tie activities on those sites back to their personal Facebook pages. A CitySearch restaurant review, for example, appears as part of a Facebook posting. A growing number of other popular social media sites such as Friendster ([www.friendster.com](http://www.friendster.com)), LinkedIn ([www.linkedin.com](http://www.linkedin.com)) and Tribe Networks ([www.tribe.net](http://www.tribe.net)) have incorporated the Connect technology into their pages. As of early 2010, more than 80,000 web sites had implemented Facebook Connect. In a similar vein, Facebook launched Open Stream API, which allows developers to export the site's news feeds to any other site. Facebook users can access their friends' news feeds from any number of other sites without having to login to Facebook. Facebook is enough of a threat to Google that the latter unveiled its own compendium of news feeds, commentary and geolocation called Buzz in early 2010. Buzz follows Google's Friend Connect, an application that allows web sites including MySpace and LinkedIn to link accounts together; Wave, a Facebook-like communications platform; and a behavioral marketing ad campaign, even though Google has long promised its users that it would never use personal information to deliver targeted ads.

On the video front, YouTube ([www.youtube.com](http://www.youtube.com)), acquired by Google for \$1.65 billion in late 2006, is a free-of-charge site for sharing video uploaded by YouTube members. The site has social media elements, since members connect to create video groups that share similar interests. Videos can be deemed public or private with access limited to known users. The site attracts viewers who collectively watch millions of videos each day. Each month, the site has more than 100 million unique visitors. It has partnered with major content providers such as CBS, Sony Music Group, the BBC, NBA, Warner Music Group, The Sundance Channel and Universal Music Group. In 2009, YouTube and Universal Music Group launched a music and video site called VEVO.

An ongoing challenge facing social sites is revenue generation. IDC reported that only 57% of social network users clicked on ads during 2008, and just 11% of those clicks led to a purchase. Social networks are going to have to become creative to find ways to generate revenue. Facebook Connect may have some potential for racking up revenue if participating sites purchase ads. Facebook's almost unlimited depths of personal information could be

mined for highly targeted ads catering to personal preferences.

However, user privacy is a major issue and potential stumbling block for social media. The wealth of personal information published on these sites raises the issue of how that information can be used and whether or not users have the right to approve or put a stop to the sharing of information. In 2007, Facebook's Beacon advertising program failed to let users know that their actions on Facebook and other sites were being shared. After public outcry, Facebook pulled the Beacon program, and is approaching its new Connect program much more cautiously, pointing out that users' security settings, once set on Facebook, are automatically put in place on other sites when using Facebook login information.

Blogs, or web logs, are another quickly growing part of user-created web content. Blogs are web sites consisting of personal journals, news coverage, opinions, special-interest content or other data that is posted on the Internet, frequently updated and intended for public viewing by anyone who might be interested in the authors' thoughts. There are many tools available that help users build blogs such as Google's Blogger.com. Blog content has evolved to include video files (VLOGs) and audio files (Podcasting) as well as text. About 33% of the U.S. population reads blogs, according to the Pew Internet & American Life project.

With a large total audience, some blogs are wielding power in the marketplace. Blog content sends signals to Internet users and the media at lightning speed, and many companies are attempting to utilize blogs for marketing purposes with varying degrees of success. While they may be a great way to get a marketing message out, that message is subject to intense scrutiny and also may invoke a negative response that has far-reaching repercussions.

Personalization is a key element to the do-it-yourself social media concept. Users are creating sites using easily available tools to reflect their tastes and personalities, while including links to other sites. Yahoo! acquired personal software builder Konfabulator, and set up a site called Yahoo! Widgets to incorporate it into the Yahoo! package. It offers users the ability to superimpose windows of daily stock or weather information, day planners or personal photos on their desktops.

Yet another tool for social media is Wiki, an Internet server program for collaborative web page creation. Users create and edit content using any web browser with simple steps to design new pages or

insert links between pages. Wikipedia, an online encyclopedia created, edited and maintained by volunteers, is probably the best known example. Watch for more simple, easy to access tools to serve the rapidly growing arena of social media.

## **6) Car Purchasers Rely on the Internet**

In many respects, information about cars and trucks on the Internet has enabled consumers to be better informed than ever before about buying a vehicle. Countless sites document new car models, options and prices, as well as trade-in values of used cars. With a little time spent online, buyers can and do walk into dealerships armed with the knowledge of exactly how much a particular car costs, the options available and approximately how much the dealer paid for that car. (However, consumers frequently are not aware of significant additional commissions and incentives that manufacturers offer to dealers. These programs can greatly reduce a dealer's final cost in a vehicle.) A 2008 J.D. Powers and Associates report claimed that more than 75% of new-car buyers go online for information before buying, up from 60% in 2002.

During the Internet boom of the 1990s, some dot-com enthusiasts forecast the end of the traditional auto dealership, once such information was made available to consumers. This is far from the case. To begin with, contracts between auto manufacturers and their dealers, as well as business regulations in most states known as "franchise laws" make it next to impossible to sell new cars strictly via the Internet; physical dealerships are required. In addition, car buyers know that they need to have relationships with physical dealerships for such tasks as warranty work. And, most buyers want a chance to kick some tires or take a test drive. Meanwhile, successful new car dealers today capitalize on the Internet in every way possible. This became all the more critical due to the global economic crisis. Dealers are aware that selling add-ons; facilitating financing, insurance and extended warranties; selling used-car trade-ins; and providing maintenance in the service department make up the majority of dealership profits. Selling new cars serves as the key to establishing customer relations that lead to these additional profits.

The most successful car dealers put the power of the Internet to their advantage. Dealers' web sites are facilitating appointments for sales and service as well as orders for parts. Some dealers make it possible for consumers to search and view their entire car inventories online, including details about each vehicle's color, accessories and price. Savvy car

marketers use email campaigns to send out discount offers, new model announcements, coupons and reminders about routine maintenance, such as 10,000-mile checkups. Many dealerships are even placing kiosks on the showroom floor from which shoppers can log onto the web to research consumer reports or pricing and availability at competing dealers. Smart dealers encourage this activity and are willing to concede on matters of price in order to make a sale.

Meanwhile, auto-referral sites such as Autobytel.com, which has relationships with thousands of dealers and generates billions of dollars yearly in sales for dealers, send large quantities of leads to participating dealerships every day. A publicly held company, Autobytel was one of the first e-commerce firms to develop a significant revenue base. On the firm's web site, a prospective car purchaser states his or her needs according to make, model, color, accessories, trade-in and type of financing. Nearby dealerships that subscribe to the Autobytel system responds to the purchaser with a price and availability of inventory. Dealers that are most successful at utilizing online sales methods have specific, well trained salespeople who are dedicated to selling only to purchasers sent by the referral sites. However, Autobytel's revenues have been slipping, and are down considerably from its 2005 peak of \$122 million, as competition increases and dealers rely more on their own web sites to generate business. In 2008, in the midst of the global automobile industry slowdown, Autobytel announced a layoff of about 35% of its staff, and generated revenues of only \$71 million.

In addition to referring customers to dealers, these sites screen buyers by collecting information such as name, address and preferred financing method, as well as more specific information relating to likes and dislikes through online questionnaires. The result is that dealerships obtain enough information to distinguish the real buyers from tire-kickers, and to more promptly fulfill the needs of good prospective customers. In early 2010, Autobytel launched iControl, an online application that enables dealers to configure consumer leads according to current inventory, customer location (distance from the dealerships) and lead sourcing.

The online market for used cars is also extremely active. Used-car buyers generally tend to have a willingness to travel farther and try harder to find a car that meets their desires. Used-car sales are an extremely important component of the industry. CarMax, the nationwide chain of used car

superstores, uses the Internet extensively to boost sales. Online, car buyers can view the entire used car inventory at CarMax's dozens of locations. For example, if a customer in Dallas sees a car in the Albuquerque inventory that sounds appealing, he can have it shipped to Dallas for a fee of about \$250. If he actually purchases the car, one-half of the shipping fee will be refunded.

#### **Popular Auto Referral and Information Sites**

AAA.com  
[www.aaa.com](http://www.aaa.com) (choose Buy & Maintain Vehicles)  
 Autobytel  
[www.autobytel.com](http://www.autobytel.com)  
 AutoSite  
[www.autosite.com](http://www.autosite.com)  
 AutoTrader.com  
[www.autotrader.com](http://www.autotrader.com)  
 Autoweb.com  
[www.autoweb.com](http://www.autoweb.com)  
 Cars.com  
[www.cars.com](http://www.cars.com)  
 CarSmart.com  
[www.carsmart.com](http://www.carsmart.com)  
 Kelly Blue Book  
[www.kbb.com](http://www.kbb.com)  
 MSN Autos (formerly Carpoint.com)  
[autos.msn.com](http://autos.msn.com)  
 Yahoo! Autos  
[autos.yahoo.com](http://autos.yahoo.com)

#### **Auction Sites**

eBay Motors  
[www.motors.ebay.com](http://www.motors.ebay.com)

#### **7) Health Information Research Remains a Leading Use of the Internet**

During the fourth quarter of 2009, about 10% of American Internet users, or 24 million people, visited a health insurance information site, according to comScore, Inc. Studies by other firms have shown that nearly one-half of people seeking online health information do so to research information on a specific disease, while many others are interested in educational services, prescription drug information, fitness and alternative medicine. About 90% of those who searched for health care information online indicated that what they found was reliable.

**Internet Research Tip:**

According to The Medical Library Association ([www.mlanet.org](http://www.mlanet.org)), the most useful web sites for health care information include:  
 National Cancer Institute, [www.cancer.gov](http://www.cancer.gov)  
 Centers for Disease Control and Prevention (CDC), [www.cdc.gov](http://www.cdc.gov)  
 FamilyDoctor.org, [www.familydoctor.org](http://www.familydoctor.org)  
 Health Finder, [www.healthfinder.gov](http://www.healthfinder.gov), a service of the U.S. Dept. of Health & Human Services  
 HIV InSite, <http://hivinsite.ucsf.edu>  
 KidsHealth, [www.kidshealth.org](http://www.kidshealth.org)  
 Mayo Clinic, [www.mayoclinic.com](http://www.mayoclinic.com)  
 MEDLINEplus, [www.medlineplus.gov](http://www.medlineplus.gov)  
 NOAH: New York Online Access to Health, [www.noah-health.org](http://www.noah-health.org)

**Internet Research Tip—Checking a Health Web Site's Accuracy Rating:**

When researching health care web sites, look for the seal of approval from the Health on the Net Foundation ([www.hon.ch](http://www.hon.ch)), a nonprofit organization based in Geneva, Switzerland. Founded in 1995 at the behest of international medical experts, the foundation approves medical web sites that meet or exceed its guidelines.

The Internet is also radically transforming the relationship between doctor and patient, since patients can obtain information previously not available from traditional resources. Consumers are now demanding the information necessary to help them make educated decisions regarding medical care. The Internet has allowed patients to walk into their doctors' offices with information in their hands that doctors didn't know about or simply wouldn't supply in the past. Patients can obtain straightforward information from the Internet about their diseases. This empowerment forces physicians to treat the patient more like a partner. It is a fundamental shift of knowledge from physician to patient. Email discussions between patient and doctor are growing in popularity. Blue Cross Blue Shield of Florida is offering Health Dialog to its members, an information and support site that offers private conversations with Registered Nurses, dietitians and respiratory therapists 24 hours a day seven days a week, via a secure web site.

**Internet Research Tip—Getting Hospital Ratings Online:**

Patients and concerned family members can now use any of several web sites to check on the quality of hospitals before checking in for treatment. Available data typically includes patient outcomes, fees and whether the latest in technology is available. For patients needing specialized care, this knowledge can be a real windfall. WebMD Health Services, at [www.webmdhealthservices.com](http://www.webmdhealthservices.com), gets high marks for its ease of use. It sells subscriptions to major employers and health plans, whose members can then log in. Other sites include HealthGrades, [www.healthgrades.com](http://www.healthgrades.com), Medicare's Hospital Compare at [www.hospitalcompare.hhs.gov](http://www.hospitalcompare.hhs.gov) and United Healthcare's [www.myUHC.com](http://www.myUHC.com), designed to be used by the millions of patients who are covered by United.

Useful Internet sites can aid patients in finding a specialist, checking to see how a local hospital measures up and obtaining information about prescription drugs. For example, the American Medical Association ([www.ama-assn.org](http://www.ama-assn.org)) offers a searchable database called DoctorFinder with information on doctors' educations and specialties. RxList ([www.rxlist.com](http://www.rxlist.com)) allows visitors to search for a drug by generic or brand name, learn about its potential side effects, become familiar with warnings and read about clinical studies. One of the most promising health care sites is Medscape.com ([www.medscape.com](http://www.medscape.com)), where consumers can access information on topics ranging from AIDS to women's health.

In 2008, Revolution Health and EveryDayHealth (which was operated by Waterfront Media) merged their online sites under the Everyday Health Network. The new sites had more than 25 million unique visitors monthly by late 2008, surpassing WebMD Health as the most visited health information site.

The big news in digital medical records is that Microsoft and Google both offer free online medical records programs. Microsoft's HealthVault launched in October 2007 and Google Health debuted in May 2008. Both programs offer users the ability to store and manage personal medical data online. Data includes all manner of information including appointments, diagnoses, test results and prescription records. Microsoft is partnering with New York-Presbyterian Hospital and the Mayo Clinic, among others while Google is partnering with the Cleveland Clinic and Beth Israel Deaconess.

In early 2009, Google announced a joint effort with IBM that will enable patients to automatically post data from home health monitoring devices, such as glucose meters, to their personal Google Health records. Eventually, software associated with Google Health may be able to analyze those results and alert the patient or the physician to abnormal changes.

The programs offer patients the ability to control their own medical data, a radical departure from the need to request releases of medical records from one health care provider and send them to another. From the physician's perspective, clearly organized complete medical records supplied by the patient can streamline care, lessen costs and promote better diagnoses and treatments.

However, the programs' links to third parties, such as companies that supply medication information and reminders, cause concern among some observers over the possibility of disclosing private and extremely personal information. The programs are not currently covered by the Health Insurance Portability and Accountability Act (HIPAA) which bans the release of information without a patient's consent. Microsoft and Google claim that vendors must disclose how they use data from the programs, but valid concerns remain since medical information is highly sensitive. Issues such as mental illness, genetic predispositions and paternity tests are but a few of the medical conditions and procedures that should not be of public record. Watch for new developments as Microsoft and Google wrestle with privacy issues.

The Internet is also becoming a useful tool for medical professionals. For example, a surgeon can obtain clinical information relevant to surgical practice, both from general professional sites and through specialty and sub-specialty sites. The surgeon can also follow links to other sites offering information on updated techniques or research and educational opportunities. Online discussion groups are growing in popularity; these forums are useful for physicians with similar interests who wish to share information. Another exciting development is live surgeries that can be viewed via webcams. Surgeons and students all over the world can watch and learn from surgical procedures from the comfort of their own homes or offices.

A promising service for diabetics has been developed through the combined efforts of the American Diabetes Association and the insurance group Kaiser Permanente. Together they launched a web site for people with diabetes that suggests customized treatment plans. It is based on a complex

software program, developed at a cost of several million dollars, that models health care outcomes based on specified criteria such as medication, diet, demographics and exercise. The software accesses a massive database containing years of patient data. The web site, Diabetes PHD, could prove a model for web sites for dozens of other diseases and the patients who suffer from them.

User-generated medical information is also flooding the Internet. While an online support group for neurology patients called BrainTalk Communities was one of the first social media sites in 1993, today's user-generated health sites contain content that comes in forms as varied as videos, blogs and wikis. Watch for ever-more creative uses of the Internet to impart healthcare information.

### **8) Bricks, Clicks and Catalogs Create Synergies While Online Sales Growth Slows**

The 2008-2009 slowdown in consumer spending put the brakes on online retail sales. Total online sales reached were essentially flat in the U.S. during 2009, at \$131.4 billion, down from \$132.3 billion in 2008 (not including sales of travel), according to analysts at eMarketer, and will grow to \$141.3 billion in 2010.

Online sales have been boosted by very strong results at Amazon.com. (Amazon is one of the few retailers that posted substantial growth in 2008-2009, largely due to its competitive pricing, expansion of categories and convenience of use.)

Broadband connections expanded at an astounding rate in recent years, and therefore online activity such as retail sales grew apace through 2007. By the end of 2009, there were nearly 100 million homes and businesses in the U.S. with broadband connections (not including cell phone users who access the Internet). There will be some slowing in the fixed broadband growth pattern as saturation points are neared.

Several factors will encourage consumers to do more of their shopping online, including today's wildly fluctuating gasoline costs, the fact that consumers feel pressed for time, the widespread adoption of high speed Internet access and growing ease-of-use of online shopping carts.

Online shopping often goes hand-in-hand with in-store shopping. Numerous surveys consistently show that most shoppers prefer to make their purchases in physical stores. Surveys also report that a large number of shoppers who browse a traditional retail firm's web site do so to gain information, later visiting a physical store to make a purchase. The

reverse is also true. Many shoppers do their homework on foot, visiting stores to see, touch or try on merchandise and then make their purchases online to avoid waits at cash registers or the need to deliver gift items themselves. According to Accenture, 69% of consumers research products online before buying in a store, while Deloitte Touche reports that 62% of consumers have looked at least once at an online peer review before buying. For every dollar spent by consumers online, an additional \$6 is spent in stores as a result of Internet research.

The most successful companies among retail firms of all types will be those that take full advantage of the stability of traditional, store-based retailing and combine it with the growing popularity of catalog and Internet-based retailing. Such a strategy would entail:

- Seamless integration of store, catalog and Internet-based offerings to consumers, providing choices of 1) place and method of purchase, 2) method of pickup or shipment and 3) place or method of returns, repairs and additional services as needed.
- Communication of a seamless brand identity and level of service throughout catalogs, retail stores and web sites.
- Opportunities to offer personalized marketing and service through the use of customer profile data.

Few companies have reached this level of integration of traditional and non-traditional retailing. However, for good examples of companies that are evolving toward such “seamless” strategies, study Wal-Mart, REI, The Gap, Staples and Victoria’s Secret.

At lingerie giant Victoria’s Secret, customers find enhanced flexibility and customer service thanks to the opportunity to shop via the web, the Victoria’s Secret catalog or Victoria’s Secret stores. In addition to the millions of catalogs that are mailed every week, stores hand out copies of the catalogs—which feature the web address of VictoriasSecret.com, as well as phone and fax ordering options. The point is to create loyalty-inducing convenience for customers, giving them options for purchasing when, where and how they please. Online apparel sales are soaring.

Even more innovative ways of merging bricks and clicks are evolving. In 2007, Bloomingdale’s tested an interactive “mirror” that allows customers to model outfits while in stores, sending an image across the Internet to friends PCs. Friends can then

comment on the outfits by instant messaging, even going so far as to consult an online Bloomingdale’s inventory to suggest alternatives to the in-store shopper.

As online retailers faced flat sales and a tough 2009 holiday shopping season, many were revamping their web sites to better attract customers. Free shipping offers proliferate, and a number of web sites are adding product videos, customer reviews and creating Facebook pages to promote their sites.

#### **SPOTLIGHT: Zappos.com**

Zappos.com, Inc. is an online retailer of shoes and handbags. As of 2009, the firm carried more than 3.6 million pairs of shoes, handbags, clothing items and accessories in inventory, including 1,251 brands that are difficult to find in mainstream shopping malls. Zappos sells a wide variety of moderately-priced to high end footwear, including shoes with wide, narrow, athletic, couture and designer specifications. The two company warehouses are continually stocked with about 2 million items and total more than 1 million square feet of storage space, which guarantees that anything listed for sale is in stock. Shipping and return shipping are offered free of charge, a practice which costs the company millions of dollars yearly, but is largely responsible for the firm’s success. An integral part of Zappos’ business plan is insuring that orders are delivered as quickly as possible, with 90% of orders arriving the next business day. In conjunction with free return shipping, this makes shopping online nearly as convenient as shopping in a physical store. In addition to shoes, Zappos also stocks a wide variety of backpacks and an assortment of other accessories, such as socks, belts, leather goods, luggage, eyewear, watches and shoe paraphernalia. Roughly 75% of sales are generated by repeat customers, and revenues grew to about \$960 million in 2008. In November 2009, Amazon.com, Inc. acquired Zappos.

#### **9) Amazon Posts Growth While Other Retailers Suffer**

Many traditional retailers are suffering staggering declines in business during the global economic crisis. Some retailers, such as Neiman-Marcus, posted declines in double-digits in same store sales during early months in 2009 after a dismal 2008. An unfortunately large number of retailers have taken bankruptcy in recent months.

Meanwhile, significant retail success stories can be found online. Sales on eBay were up by only

2.1% in 2009, but profits soared by 34.2% thanks to cost control and effective new strategies. The standout winner in e-commerce of late is Amazon, where global sales have soared thanks to aggressive discount pricing and an ever-growing variety of merchandise categories. Amazon's revenues soared by 27.8% in 2009, to \$24.5 billion, and profits grew substantially as well. Clearly, there is growing adoption of online consumer purchases throughout the world's major economies. During the 2009 holiday selling season, the site set a new record, with 9.5 million items ordered on December 14<sup>th</sup>, at a rate of 110 items per second.

Many analysts credit Amazon's phenomenal trend-bucking to its competitive pricing and convenience. Shoppers don't have to drive to a store, thereby saving on gasoline as well as time. Shipping can be expedited through the Amazon Prime program which, for a \$79 annual fee, offers unlimited free two-day shipping, the option to upgrade to one-day shipping for \$3.99 and no minimum order size.

#### **10) Online Advertising Becomes Targeted, Nears 10% of Total U.S. Advertising Market**

The Internet has grown up a lot in recent years, and so has online advertising. Both the audience and the level of sophistication in advertising have increased dramatically (see "Last Mile Challenges Tumble, Mass Broadband Market Emerges"), and advertisers large and small have made the Internet a significant part of their advertising strategies. Due to the recent recession, online advertising expenditures in the U.S. were projected to fall to \$22.4 billion in 2009, down about 4.6% from 2008, according to eMarketer. Online advertising in 2009 was expected to account for about 10% of all ad expenditures in the U.S. Globally, online advertising expenditures for 2009 were estimated at \$50 billion by Plunkett Research. Boring, cluttered banner ads are the least of the tools in the online advertiser's arsenal today. To take advantage of the growing base of online consumers, as well as the increases in connection and computing speeds, advertisers have developed rich media techniques such as very catchy ads with video content.

In an effort to attract even more attention, and to more fully engage consumers on their web sites, several firms have created online "playgrounds," offering short movies for download, interactive games, puzzles and sweepstakes. "Widgets" have proven to be extremely effective. A widget is a small software application that can be embedded into a web page. These applications can be designed to contain

games, cartoons, entertainment, helpful data or just about anything that might engage the user's attention. They have been enormously successful when properly designed, and have a high rate of pass along to friends and associates. Greater broadband access by consumers means that today's advertisers can use sophisticated video, animation and sound to jazz up online ads more than ever before.

Sophisticated tracking technology that is now commonplace on the Internet allows advertisers to see how online ads are performing in real time. Many web sites have agreed to standardize the reporting of ad-viewership numbers, thereby calming advertisers' concerns about the medium.

*Advertising Via Paid Search Results:* Search engines such as Google provide targeted search result placement, also known as "paid search results," in the form of links to a client's site. The practice was pioneered by Overture Services, Inc., which is now owned by Yahoo!. Yahoo!'s competitor Google has been selling the AdWords paid search results service since 2000. As a result, Google's annual revenues grew from a miniscule amount in 1999 to \$10.6 billion by 2006 and \$23.65 billion in 2009. These ads appear near the "natural" search results whenever a search is performed. What is innovative about these ads is that they are generated by the key words a user enters in his or her search. Advertisers pay search engines to have their links appear whenever certain words or collections of words are part of a search. For example, a paid search result for a light fixture company might appear whenever "lighting" or "lamp" is entered as part of a search. Advertisers pay for each user click on their ads. Google and other search engine sites generally sell keyword placements to the highest bidder.

Another popular online method is "pay-per-click" advertising. For example, Google's extremely successful AdSense program enables an advertiser to upload a text- or image-based ad into Google's system. Google automatically places the ad on third-party sites that are targeted to the advertiser. Every time that a consumer clicks on the ad, he or she is taken to the advertiser's own web site, which results in a small pay-per-click fee being charged to the advertiser. This fee is shared between Google and the owner of the third-party site where the click originated.

However, pay-per-click is not without its problems. According to the Search Engine Marketing Professional Organization, 40% of online advertisers claim that they have been subject to click fraud. Technology-savvy scammers have set up



fraudulent web sites and then contract with search engines such as Google and Yahoo! to display online ads placed by legitimate businesses. These scammers then generate a dizzying number of clicks that may appear to be from authentic users, with the scammers getting revenue from the advertisers through their agreements with the search engines. New business opportunities are cropping up for companies that can sort the real clicks from the fake.

***Internet Research Tip: Web Site Tracking***

The Media Rating Council (MRC), [www.mediaratingcouncil.org](http://www.mediaratingcouncil.org), is a nonprofit agency dedicated to valid audience measurement services for media including TV, radio and the Internet. Established in the 1960s by a U.S. Congressional Committee, the MRC sets standards for rating operations and accredits and audits rating services.

In addition to pay-per-click online advertising, a new method is emerging called “pay-per-call.” In late 2005, Google started to display green telephone icons next to selected search results. When a consumer clicks the phone icon, a prompt appears where the consumer enters his or her telephone number. The company that purchased the phone link then connects with the consumer, typically via Internet-based telephony (VOIP). Pay-per-call is generally more expensive than pay-per-click advertising; however, proponents of the new technology believe it may provide more effective leads that can more easily be converted into sales. For example, an advertiser can pay around \$1.25 to a search engine for each prospective click on a link (with perhaps a 5% rate of users who actually end up buying something from the advertiser), but pay \$4.15 for each call generated from an ad (with perhaps one-third of the calls resulting in sales).

Yet another method of online advertising is “in text.” Advertisers pay for certain words in news or general interest articles to be underlined on third-party sites. When users point to the underlined word, a related ad pops up, complete with a link to the advertiser’s web site. Online advertising company Vibrant Media, Inc., ([www.vibrantmedia.com](http://www.vibrantmedia.com)) for example, offers in text ad products that can include text, flash media and even video.

Google has run complex ads that bundle clickable video clips, the Google Earth satellite tool and the ability to geographically target Internet users for the Saturn division of General Motors. When users clicked what looked like a banner ad for Aura, a Saturn mid-size sedan, a view of the Earth appeared

which zoomed in to show the nearest Saturn dealership to the user. The dealership “doors” opened and a video of the dealership’s manager ran in which he or she touted the new car which turned a complete circle as each part is discussed.

***Targeted Online Advertising and Advertising on Social Networks:*** Meanwhile, social network sites such as Facebook are attempting to profit from targeted advertising. The fact that tens of millions of users have each written personal profiles on the site creates a unique potential advantage for advertisers on Facebook, MySpace and similar sites. Social networks may be able to develop advertising offerings that enable firms to drill down to very deep levels of personal interest. For example, if a user has posted on her profile that she plays tennis, likes vacations in Mexico and rides mountain bikes, this data could be used to present targeted ads on her page containing offers pertaining to tennis, Mexican vacations and cycling.

For example Facebook offers image or text-based ads that will target by age, gender, location and other criteria, with a potential to reach 400 million active Facebook users. The fact that Facebook users find the site very engaging (nearly addictive in some cases) creates significant potential here. Advertisers can choose from a pay per click or pay per impression rate basis. In addition, Facebook offers services that will push news feed stories to networks of “friends” using “Social Ads.”

Despite the immense success of Facebook, MySpace and similar sites, advertising revenues have been disappointing. Facebook’s revenues for 2009 are estimated to be in the \$550 million range. MySpace’s revenues for 2009 are estimated to be about \$500 million. Meanwhile, the use of personal information by social network sites has been extremely controversial, and consumers want to own their own data on social sites.

***Behavioral Targeting:*** A concept called “behavioral targeting” uses technology to place cookies on users’ computers to show what sites they have visited. The cookies enable a web site to recognize a user when he or she returns. Over a period of time, a pattern of web site visits may show a user’s unique interests, enabling targeting of ads. An enhancement to this idea is hardware that is added to an Internet access provider’s systems, such as a phone company’s DSL network. This hardware tracks all page visits of all Internet subscribers within a given geographic area. This site visit history can be analyzed at the individual level, enabling an Internet service provider to offer highly targeted ads based on

a subscriber's Internet use history and apparent interests. Acxiom Corp. ([www.acxiom.com](http://www.acxiom.com)) is a major player in targeted online ads, maintaining a database of 133 million households with information taken from a wide variety of sources, including public real estate and motor vehicle records, warranty cards that customers complete and return to manufacturers and travel histories. Yahoo! offers its SmartAds program which mines this kind of data and provides retailers with the targeted ads. Even little-used sites can charge high premiums for these ads because the targeting can be very effective.

#### *Online Ad Exchanges and Ad Management*

*Tools:* A relatively new method of placing online ads that has garnered recent attention is ad exchanges. Advertisers and web sites use automated systems in which advertisers specify the type of ad, possible location sites for posting and price, which then is filled by a third party (the "exchange") into vacant slots that match the advertiser's criteria. Examples of exchanges include Right Media, Inc. (which was acquired by Yahoo! in 2007), AdECN, Inc. (acquired by Microsoft in 2007) and ContextWeb, Inc. The practice fills heretofore unsold or under priced ad slots on web sites. Google launched its ad exchange in late 2009.

More recently, sophisticated online ad management systems, such as Google's Ad Manager and Yahoo's APT make it relatively simple for advertisers, agencies and web site owners to track ad space inventories and advertising campaigns.

### **11) Banks See Growth in Online Services**

Banks have learned that combining the convenience of telephone and online banking with a chain of branch locations allows them to fill the entire range of customer needs. This is similar to the trend among major retailers of combining e-commerce and physical storefronts, thereby creating synergies between bricks and clicks. All major banks now have web sites where banking customers can check the status of their accounts, including checking, savings, investments and loans; make money-transfers to pay off bills; and apply for services online. For the most part, online banking has been an enormous success. Fiserv, Inc. reports that in 2009, 69.7 million households paid at least some of their bills online rather than writing paper checks.

Online banking is more attractive than ever to many customers, thanks to technology that allows easy, fast tracking of multiple accounts using a single online tool. Information technology firm Yodlee,

Inc. ([corporate.yodlee.com](http://corporate.yodlee.com)) was an early leader in making online banking more convenient. It offers a product called PersonalFinance that affords consumers the ability to track spending across all accounts, regardless of the number of different institutions that hold those accounts. In addition, Yodlee BillPay speeds bill payments, enabling funds to be transferred on the same day that the bill is paid. Bank of America offers its own money management tool that categorizes expenses across a number of accounts.

A number of banks are targeting Generation Y customers (referring to people born between approximately 1981 and 2002) with updated financial sites that offer services including bill paying, fund transfers, multiple accounts management and investment options. PNC Financial's Virtual Wallet, for example, offers slick, cutting edge online tools to appeal to customers who understand how to research information online, but not necessarily how to manage money. Meanwhile, Citigroup is working with Microsoft to develop a similar site codenamed Bundle. This site will likely compete with Mint.com, a site from Mint Software, Inc., which had 1 million users as of late 2009. It is quickly becoming one of the most popular financial tools in the Internet. As of mid-2009, the site reported that it tracks \$175 billion in transactions yearly, plus \$47 billion in assets, and it claims to have identified more than \$300 million in potential savings for its users.

Banks working to develop similar sites and online tools include JPMorgan Chase, BBVA, ING, Wells Fargo and Bank of America.

Success in online banking, however, seems to be dependent on having physical locations as well. Several companies created purely online banks, only to write them off later as failures, as it seems that consumers still want a branch to go to, even if most of their banking is done online. NetBank, Inc., one of the few successful pure online banks, managed to attract 104,000 customers and \$1.4 billion in deposits in the U.S. and in 90 other nations before its failure in 2007. NetBank's existing accounts were acquired by ING DIRECT in 2007 for \$14 million.

ING Direct, an online subsidiary of the Dutch insurance and financial services conglomerate ING Group, is a fierce competitor in the online banking sector. It amassed U.S. deposits from next to nothing in 2000 to more than \$91.4 billion in 2009 by offering high interest rates on deposits and bonuses of \$25 for opening a new account. (ING announced in 2009 that it plans to sell the U.S. operations of ING Direct.) It had more than 21.5 million

customers in eight countries as of 2009. In an interesting marketing ploy, the firm operates eight Internet cafes in New York City; Philadelphia; Los Angeles; Chicago; Honolulu; Wilmington, Delaware; and St. Cloud, Minnesota to promote its brand.

E\*Trade Financial, a major online stock broker, entered the online and electronic banking field in a big way. It owns a nationwide system of ATMs under the E\*Trade brand and has a rapidly growing base of online bank deposits, including \$174 billion in customer assets. In 2008, the firm launched an online service center.

All of these online institutions are expanding their services to include loans of many types. E-Loan, Inc. (which is a subsidiary of Popular, Inc.) offers mortgages, home equity and auto loans as well as personal lines of credit online. ING Direct is another example of an online loan provider, offering mortgages and home equity loans.

Companies that offer ATMs, physical branches and online services find the combination to be extremely effective. To begin with, it costs a great deal less to service a customer who primarily relies on online services to manage accounts and ATMs to get cash. The extremely rapid growth of broadband Internet access in U.S. homes and businesses means that banks' Internet sites can be rich with multiple features. Customers who use online services tend to be the more affluent, better educated consumers who subscribe to broadband. These customers maintain larger bank balances, have better credit ratings and generally create higher levels of profit than customers who aren't online. For example, Bank of America, the nation's leader in total retail bank accounts, had more than 20 million online customers as of 2008. It also offers mobile banking via cell phones, along with a free online bill paying service that is used by more than 7.5 million customers.

Many online banks are adding a human element to the online experience through live chat. The online feature pairs customers with bank personnel, who sell products and services, answer questions and handle customer service problems using Internet messaging. Participating banks include Bank of America, Citigroup and Wells Fargo.

Online banking is getting a boost through the slow but steady growth of customers who check balances and pay bills on their cellphones. Bank of America, for example, launched a software application in 2009 that allows consumers to perform simple banking tasks through Apple's iPhone. Wells Fargo offers business customers the ability to approve wire transfers via cellphones. ABI Research

reports that 3.1 million people in the U.S. used mobile banking services in 2008, significantly up from 400,000 in 2007. ABI forecast that 7 million would bank via cellphones in 2009.

A major challenge to online banking is maintaining account security. Because bank web sites are specifically geared toward financial transactions, they have often been subject to attacks by hackers, scam artists and virus writers. In one instance, a hacker known as Robotector sent out millions of e-mails containing a spyware program (this process is known as "phishing"). If activated, the program would collect usernames and passwords for online bank accounts and e-mail them back to Robotector. Symantec, an online security firm, reported that the number of phishing attacks was 1 in 244.9 emails throughout 2008, down from 1 in 117.7 emails in 2007. Many consumers have found their bank accounts in jeopardy after releasing personal information to fraudulent inquiries. State-of-the-art encryption technology can make online information more secure, but it can't combat dishonest e-mails or naïve consumers who give out information they shouldn't. Beginning in 2005, a group of U.S. regulators called the Federal Financial Institutions Examination Council, including the Federal Reserve and the FDIC, requires banks to monitor their online identifications systems, and enforces standards in regular inspections.

Many banks' web sites display pre-chosen images such as flowers or puppies when a customer enters a user name. If the customer does not recognize the picture, he or she knows it is not safe to log in. Bank of America offers SafePass, a 6-digit, one-time passcode sent as a text message to customers' mobile phones which can then be used to authorize fund transfers, administer the online payment system and receive higher transfer limits. Major security software providers include RSA Security ([www.rsa.com](http://www.rsa.com)), VeriSign ([www.verisign.com](http://www.verisign.com)) and Entrust ([www.entrust.com](http://www.entrust.com)).

## **12) Insurance Direct Selling and E-Commerce Grows**

The roles of insurance intermediaries and agents, along with the overall structure of the insurance market, are changing dramatically as a result of e-commerce influences. Insurance sites on the Internet enable consumers to generate a large number of competing insurance quotes within seconds. Because the tasks of providing information and writing transactions have typically been the primary functions of insurance agents, electronic markets that

can perform these tasks more efficiently and with fewer costs threaten to displace agents. According to the Center for Risk Management and Insurance Research at Georgia State University (<http://rmictr.gsu.edu>), the expansion of e-commerce will decrease the use of the independent agency system as opposed to the exclusive agent and direct-response distribution systems that have proliferated since the 1970s. The future role of the insurance agent may evolve toward value-added customer service and consultation. This is similar to the evolution of the role of travel agents since the booming popularity of booking travel reservations via the Internet.

Thanks to extremely successful direct sales efforts by firms like GEICO, direct sales in the U.S. personal auto insurance market are booming. Moreover, thanks to the growing success of Internet sites that enable consumers to shop for the best life insurance prices, direct selling is playing a growing role in the life sector as well. Direct marketing is also taking over in nations other than the U.S., with a significant portion of all new car insurance policies in the U.K., for example, sold through direct marketing. Independent agencies will lose market share as technology and direct sales gain in use. Meanwhile, a study by market research firm comScore Networks of automobile insurance consumers within the U.S. found that the number of requests for online auto insurance quotes fell slightly in 2008 to 32.1 million, down 1% from 2007's 32.3 million. Industry analysts believe this is due to the weaker demand caused by the global economic crisis. However, the number of policies purchased online rose 7% from 2.1 million in 2007 to 2.3 million in 2008.

Now, the Internet is playing a big role in the homeowner's market. For example, Liberty Mutual, GEICO and InsWeb make it extremely fast and convenient for consumers to get homeowner's quotes online.

Thanks in part to the rising popularity of e-commerce, many insurance underwriters are now utilizing both direct sales and sales through agents in their business models. For example, the Progressive Corporation, an underwriter of automobile insurance with more than 10 million customers and \$12.8 billion in 2008 revenues, makes buying insurance online or over the phone extremely user-friendly. At the same time, it offers its auto insurance policies through about 30,000 independent agents, one of the largest agent networks in the U.S. Log onto [www.progressive.com](http://www.progressive.com) and you can get an instant

quote on a policy for an automobile, motorcycle, boat or recreational vehicle, in addition to homeowners and renters insurance. Customers can also use the Progressive web site to file a claim or make a payment. Its easy-to-use web site (which includes pages in Spanish) is part of Progressive's overall strategy to utilize a high level of service, advanced technologies and direct sales to offer a competitive combination of coverage, service and pricing. Meanwhile, Progressive also uses the Internet to promote business for its independent agents. With a campaign called Drive Insurance and the [www.progressiveagent.com/home.aspx](http://www.progressiveagent.com/home.aspx) web site, Progressive encourages consumers to use the Internet to locate an agent. Over 1 million consumers used the web site during its first 10 months, thanks to heavy promotional advertising.

Insurers selling over the Internet may enjoy a substantial cost advantage, over the course of a customer's lifetime, relative to non-Internet-based insurers. This is due to reduced sales costs, lower customer service expenses and more advanced information-gathering capacities. Consequently, e-commerce has prompted many insurers to upgrade and integrate their information systems. Today, more consumers than ever before are on the Internet, and the network has become more valuable as more people connect to it. Tens of millions of people using fast, convenient broadband to access the Internet translate into a major increase in the potential for Internet-based insurance sales.

As of early-2010, Plunkett Research estimated that broadband connections at homes and businesses in the U.S. totaled about 100 million (not including people who access the Internet via cell phones). More than 80% of American adults are Internet users. In order to remain competitive, insurance firms are forced to attempt to capitalize on the vast size of the online consumer market.

With the increased value of online connections come decreased transaction costs. For example, products such as travel, credit or burial insurance have relatively high fixed costs and low value, but nonetheless have significant transaction costs when sold via traditional methods. Consequently, customers purchasing these products generally pay a high price per dollar of coverage. The Internet can automate the sales and underwriting process for such insurance products. This means that prices can be lowered and more insurance can be sold by reducing transaction costs. Increased access through e-commerce is also influencing some consumers to purchase broader, high-value insurance products,

such as liability umbrellas. Meanwhile, the security of insurance customers' data online is an important consideration, since large amounts of highly personal information are at stake.

Banks are becoming increasingly competitive in insurance sales, partly because they are adopting direct marketing methods. Large numbers of bank holding companies have acquired or established insurance agency subsidiaries. While these subsidiaries may operate using traditional agents, many of them use substantial direct marketing as well. For example, if you are a Bank of America customer, you are likely to receive life insurance offers in your monthly bank statements. This generates insurance leads for Bank of America at nominal cost.

#### Major Insurance-Selling Sites on the Internet

##### **Insure.com**

[www.insure.com](http://www.insure.com) provides instant insurance quotes from the most diverse array of insurers offered by any one source. The site works with over 200 insurance companies in all 50 states.

##### **Insurance.com**

[www.insurance.com](http://www.insurance.com) is an independent online insurance agency owned by ComparisonMarket, Inc. that offers all types of insurance with emphasis on auto coverage (it also owns another comparison insurance shopping site, [www.4insurance.com](http://www.4insurance.com)).

### 13) Wi-Fi Accelerates

While cellular phone companies are investing billions of dollars in technologies to give their subscribers enhanced services such as 3G mobile Internet access, new technologies have caught on that offer wireless Internet alternatives. Wi-Fi, short for "wireless fidelity" and sometimes referred to as WLAN (wireless local area network), has become a vital wireless tool throughout much of the world.

Wi-Fi offers a wireless connection at speeds of up to 54 megabits per second (Mbps), nearly 1,000 times the speed of dial-up and much faster than cellular phones. On the fixed end, each network is tied into an Internet connection that can be very high-speed. Wi-Fi enabled devices, like notebook computers or PDAs, provide mobile access to the Internet and therefore to information, entertainment and e-mail, and VOIP telephony. Wi-Fi networks are easy and inexpensive to set up. The signal utilizes public domain, unlicensed radio spectrum. Operators typically build them in high-traffic areas, such as

coffee shops, fast food restaurants, airports, hotels, bookstores, shopping malls and other public places. For example, Starbucks coffee shops offer Wi-Fi connections via a partnership with AT&T (formerly with T-Mobile) in the U.S. and Bell in Canada. Select McDonald's restaurants offer Wi-Fi, and thousands of leading hotels provide Wi-Fi to guests. AT&T, Inc. now operates more than 71,000 hotspots around the globe.

Many consumers are finding Wi-Fi a convenient way to access the Internet from multiple points throughout their homes, and organizations are also using Wi-Fi to connect their networks as an alternative to, or in addition to, their wired local area networks. For example, students on the Dartmouth College campus utilize Wi-Fi access from any place at the school—dorm rooms, the student union, the library or even outside on the lawn. The Dartmouth Wi-Fi network (one of the first on college campuses) consists of hundreds of antennas placed in more than 150 buildings. The college relies on the system for telephone, intercom, video surveillance, on-campus cable TV programming and control of thermostats.

However, Wi-Fi technology does have its problems. Wi-Fi networks typically have a very limited local range (typically about 150 feet) and do not usually offer the far-reaching, roaming mobility of cellular phone connections. (On the other hand, a network of closely spaced Wi-Fi systems could efficiently offer mobile phone service in a limited area, such as a densely populated downtown.) In a noteworthy breakthrough in 2008, Intel created a longer-range Wi-Fi network by modifying a router's software so that signals can travel up to about 62 miles (100 kilometers). The Rural Connectivity Platform coordinates sending and receiving antennas, scheduling time slots for signals when coming or going. The system was first implemented in rural villages in India in late 2008.

In technical terms, Wi-Fi is described according to its range and speed. Common types of Wi-Fi include 802.11b and the faster 802.11g, but several other specifications exist. (The numbers refer to specifications set by the global engineering organization Institute of Electrical and Electronics Engineers, or IEEE.) Some Wi-Fi specifications offer higher speeds or other advantages. Semiconductor manufacturers are building chips that can communicate at different frequencies, making them able to connect to various levels of Wi-Fi networks.

Many telephone equipment manufacturers are focused on new technologies that allow consumers'

phones to automatically switch between VOIP via Wi-Fi, at home or at the office, and cellular when away from home base, much in the same way that many cellular phones currently switch between digital and analog service. Computer manufacturers and makers of digital devices of all types are now making Wi-Fi antennas standard equipment on items such as notebook computers. These devices can alert their owners when they come within range of a Wi-Fi network (a “hotspot”). The owner can then log in and go online. While some networks are offered as a free service, many others require a fee of some sort.

One of the most aggressive builders of Wi-Fi networks is Boingo ([www.boingo.com](http://www.boingo.com)). Charging \$9.95 monthly for unlimited connect time, the firm is developing a system of thousands of such networks worldwide. As of early-2010, Boingo had negotiated over 125,000 locations around the world for its wireless connection service. The firm’s locations include more than 500 airports, hotels, restaurants and other places, such as convention centers.

Spanish startup FON has built one of the largest Wi-Fi networks in the world by encouraging its subscribers to purchase a \$40 router or install FON software on their existing cable modems. Once done, “FONero” households are part of a network of more than 1.5 million registered members as of early 2010. FON joined with mobile software development firm JoikuSpot to offer Wi-Fi hotspot software for mobile phones called FonSpot. The software enables a laptop or other Wi-Fi device to connect to the Internet using a compatible mobile phone as a secure Internet gateway.

#### **14) WiMAX Extends Wireless Range Far Beyond Wi-Fi**

A newer standard known as Worldwide Interoperability for Microwave Access, or WiMAX (802.16), is adding considerable fuel to the wireless fire. WiMAX has the capability to deliver extremely fast Internet connections to wireless devices, such as notebooks and mobile VOIP telephones, with each WiMAX antenna having about a 30-mile theoretical maximum broadcast range, but practical ranges will be shorter, particularly for mobile use. WiMAX speeds can reach up to 70 Mbps, but initial industry commercial goals are for 15 Mbps speed for mobile devices and 40 Mbps for fixed devices. Due to its long range, WiMAX has tremendous potential as an alternative to traditional cellular telephone service. WiMAX also makes sense for delivery of intelligent transportation systems (ITS) to cars and trucks as they travel down the highway if mobile WiMAX can

be perfected. ITS has the potential to provide a wide range of communications and services to motorists, such as alerting drivers to traffic congestion, accidents, construction and other obstacles ahead and enabling drivers to find restaurants, hotels, rest areas, filling stations and other possible stops.

For WiMAX to move ahead, technical standards had to be set and adopted. The IEEE 802.16e Mobile WirelessMAN Standard for metropolitan area networks became official in December 2005, opening the door for the deployment of WiMAX networks the world over. Also, the European Commission Decision 2008 set another milestone when it stipulated that 3400 to 3800 MHz frequencies be used for WiMAX in Europe. It requires European Member States to move rapidly to make the spectrum range available for use for fixed, nomadic and mobile electronic communications networks. In addition, the security issues of this long-range system must be met. The fact that hackers could sit miles away from a target is a looming problem. Finally, there is the issue of licensing. While Wi-Fi uses unlicensed radio spectrum, WiMAX uses licensed spectrum. The costs and regulatory issues involved in setting up WiMAX systems will be a barrier to entry, requiring more sophisticated startup efforts than Wi-Fi.

In November 2005, 13 carriers worldwide deployed the first fixed WiMAX networks in countries such as France, Mexico, Finland, Ukraine and Guatemala. Intel introduced its first WiMAX PC cards in late 2006, which enable notebook computers to connect with WiMAX networks. In May 2007, Sprint Nextel announced a \$3 billion plan to build a mobile WiMAX network large enough to serve 100 million users. The WiMAX Forum reported in 2009 that the Mobile WirelessMAN standard was being deployed in more than 135 countries by more than 460 operators.

WiMAX hit a milestone in 2008 when Clearwire Communications and Sprint Nextel agreed to combine their wireless broadband businesses. The company, now called Clearwire Corporation, has amassed \$3.2 billion in combined financing from Intel, Google, Comcast, Time Warner Cable and Bright House Networks, effectively joining the leaders in WiMAX into one entity. In addition to financial support, the companies agreed to provide technical expertise to the venture. For example, Intel pledged to work with manufacturers to embed WiMAX chips into Intel Centrino 2 processor technology-based laptops and other Intel-based mobile Internet devices and will market Clearwire’s service along with Intel’s performance notebook PC

brand. Google will partner with the company to develop Internet services, advertising services and applications for mobile WiMAX devices. Sprint Nextel, Comcast, Time Warner Cable and Bright House Networks will enter into wholesale agreements to become providers of the firm's mobile WiMAX service. The focus of the new company will be to develop and deploy the first U.S. nationwide mobile WiMAX network.

Clearwire Corporation's existing 400,000 wireless customers provided a sales and marketing base for the new venture, which is also attempting to capitalize on Sprint Nextel's XOHM WiMAX network build out in several U.S. markets. By 2017, Clearwire hopes to be generating \$17.5 billion in annual revenues. Overall, the Telecommunications Industry Association (TIA) expected U.S. wireless carriers to spend \$4.4 billion on WiMAX infrastructure in 2008.

Clearwire launched its first major WiMAX service (called "Clear," see [www.clear.com](http://www.clear.com)) in Baltimore, Maryland in 2008. In January 2009, it launched WiMAX in Portland, Oregon, and soon launched service in Atlanta and Las Vegas. Clearwire describes this service as a "4G mobile Internet wireless network." In mid-2009, unlimited Clear service in Atlanta cost \$65 monthly for download speeds of up to 6 Mbps. This was a package price that offered a combination of fixed and mobile access. "Specials" were available that would lower the price to as little as \$45 monthly. Fees and plans are a bit different for mobile users. At these prices, Clear may prove to be highly competitive with other forms of broadband, particularly if service quality is good. Although Clear has great promise, Clearwire is facing some difficulties in finding sufficient capital to complete the network. After receiving more than \$3 billion in 2008 from equity investors including Intel, Google and a number of cable providers, observers estimate that between \$3 billion and \$5 billion in additional funding may be necessary to build out the Clearwire network.

If successful, Clearwire will have a two-year jump ahead of rivals Verizon Wireless and AT&T. They are pursuing a different wireless technology than Clearwire called Long Term Evolution (LTE). Verizon and AT&T plan near term roll outs of LTE.

***Internet Research Tip: WiMAX Forum***

For the latest information on WiMAX, see the WiMAX Forum, [www.wimaxforum.org](http://www.wimaxforum.org).

Comcast made a blockbuster announcement in mid-2009 with its "High-Speed 2go" plan. Utilizing a combination of Comcast's 12 Mbps cable system, Clearwire's network and Sprint Nextel's 3G network where Clearwire is not available, Comcast is offering combination fixed and mobile Internet access bundles at only \$49.99 monthly. The package was initially launched in Portland, Oregon, with Atlanta, Chicago and Philadelphia following a few months later. This pricing may prove irresistible to users who are currently paying separate bills for home Internet access from one provider and mobile Internet access for their laptops or netbooks from another. The savings could be significant.

**Meraki and Do-it-Yourself Mesh Networks for the Masses**

A mesh network uses multiple Wi-Fi repeaters or "nodes" to deploy a wireless Internet access network. Typically, a mesh network is operated by the users themselves. Each user installs a node at his or her locale, and plugs the node into his/her local Internet access, whether DSL, cable or satellite. Other users within the mesh can access all other nodes as needed, or as they travel about. A mesh network can provide access to an apartment complex, an office building, a campus or an entire city. Meraki is a leading node brand in this sector, [www.meraki.com](http://www.meraki.com).

**15) Last Mile Challenges Tumble; Mass Broadband Markets Emerge**

A mass-market "tipping point" of consumer broadband access to the Internet occurred during the first quarter of 2004, when more than 26 million U.S. homes and businesses had broadband connections of one type or another. As high-speed Internet prices continue to fall, a large proportion of consumers accessing the Internet are choosing broadband methods over dial-up. The Age of Convergence, between television, the Internet, telephones, entertainment systems and computers, began in earnest.

By the end of 2009, broadband connections in the U.S. reached nearly 100 million homes and businesses by wireline (DSL), satellite or cable, according to Plunkett Research estimates. In addition, approximately 120 million mobile wireless subscriptions enabled customers to reach the Internet. Fueling this growth has been intense price competition between cable and DSL providers. Dial-up users by the millions have converted to broadband at today's low prices.

Internet access speeds continue to increase while prices are falling. For the high-end packages, as of early 2009, AT&T was offering 6 Mbps download speed and 1 Mbps upload starting at \$35 per month for its Elite service (there are also packages with slower speeds that cost as little as \$14.99 per month). Cablevision offered sizzling 30 Mbps download and 5 Mbps upload for as little as \$29.95 per month. Comcast offered 16 Mbps downloads with 2 Mbps uploads at \$59.95 monthly under the PowerBoost plan. Verizon's FiOS plan offered excellent speed to price ratios, with a 20 Mbps download and 5 Mbps upload package starting at \$57.99 monthly. FiOS's fastest packages offer 50 Mbps download and 20 Mbps upload. By early 2009, Comcast was utilizing new cable technology called Docsis 3.0 (Data Over Cable Service Interface Specifications) to offer download speeds of up to 100 Mbps, potentially rising to 160 Mbps in the future. This is fast enough to enable a household to download a full-length HD movie in less than four minutes. Other cable companies may eventually follow suit. Google made news in early 2010 when it announced plans to offer ultrafast broadband service in a small number of U.S. cities. Google states this initiative is a test intended to showcase the positive results of encouraging ultrafast broadband use nationwide.

What will widespread use of fast Internet access mean to consumers? Here's a great example: Apple's booming iTunes site is the convergence between recorded music, video, the Internet, personal computers and personal electronic devices. Opportunities are endless, and the amount of entertainment, news and reference content repurposed to take advantage of broadband will grow rapidly. Adoption of broadband is supported by several factors: wider availability thanks to evolving technologies; reduced connection prices due to increased competition; and greatly improved content and web-based consumer services that will grow in relation to the number of people who have broadband.

Broadband in the home is essential for everyday activities ranging from children's homework to distance education for adults, from shopping to managing financial accounts, from renewing a driver's license to filing an insurance claim. Online entertainment and information options, already vast, will grow daily. Some online services will seem indispensable, and always-on will become the accepted standard. The quality of streaming video and audio will be clear and reliable, making music and movie downloads extremely fast, allowing

Internet telephone users to see their parties on the other end as if they were in the same room. Compression and caching techniques will evolve, and distribution and storage costs will plummet. Consumers will accept pay-per-view or pay-per-use service offerings because of their convenience and moderate cost. A significant portion of today's radio, television and movie entertainment will migrate to the web.

#### **Plunkett's Law of Convergence:**

Online consumer usage grows exponentially as broadband access prices decline and more and more Internet devices are adopted—fixed and mobile. This increases demand for new online products and leads to increased offerings of high-value online services and entertainment at reasonable prices.

#### **16) Fiber-to-the-Home Gains Traction**

The major telephone firms are looking for ways to increase revenues through enhanced services while retaining their customer bases. One such way is through the delivery of ultra-high-speed Internet access, combined with enhanced entertainment and telephone options, by installing true fiber-to-the-home (FTTH) networks.

Under traditional service, homes are served by copper wires, which are limited to relatively slow service. In traditional service, fiber-optic cable doesn't come into play at the home level, but instead is used as trunk lines to connect regions and cities to each other at the switch and network level. This is called FTTN or fiber to the node. AT&T has long been promoting this less challenging route.

In AT&T's project, fiber is being brought into special hubs in existing neighborhoods. From those hubs, enhanced services are delivered into the home on copper wire, with speeds eventually reaching a potential 25 Mbps, and current speeds offered of up to 6 Mbps. FTTH, in contrast, delivers fiber-optic cable all the way from the network to the local switch directly to the living room—with this system, Internet delivery speeds and the types of entertainment and data delivered can be astounding.

In 2005, Verizon announced a \$23 billion, multi-year FTTH program that would make it the U.S. leader in FTTH. Verizon's FTTH (called FiOS) promises exceptional speeds, with 50 Mbps download speed now available in some areas. In November 2007, Verizon announced that it had increased the maximum upload speeds for FiOS to 20 Mbps. By 2009, Verizon had already passed 12.7 million homes and offices with FiOS capability.



FiOS Internet access subscriptions totaled more than 3.1 million in 2009 (with 2.04 million of them utilizing FiOS television service as well as Internet access).

AT&T is also investing heavily in fiber. It has a network construction program underway that promises to pass fiber-optic cable close to 18 million U.S. homes over the midterm.

The Fiber-to-the-Home Council ([www.ftthcouncil.org](http://www.ftthcouncil.org)) tracks FTTH trends. According to the FTTH Councils of Asia-Pacific, Europe and North America, there were 4.4 million U.S. households with fiber to the home in 2009, up from 1.01 million connections in September 2006.

In many cases, FTTH has been provided by local government or by subdivision developers who are determined to provide leading-edge connectivity as a value-added feature to new homes. The council's analysis showed extremely high participation rates among residents who had very high-speed broadband available to them. Generally, residents are subscribing to advanced services at a rate of 40% to 75%. A good example of a connected community is Jackson, Tennessee. There, the local energy authority (JEA) is building a 658-mile fiber-optic network that will eventually service 26,000 homes.

FTTH technologies, though expensive, may save the Bells from being trampled by the cable companies. Fiber-optic networks can give consumers extremely fast Internet connections. Such ultra-high-speeds will also allow consumers to download movies in seconds and make videoconferencing a meaningful reality for businesses. (Additional fiber terms used in the industry include FTTP for Fiber-to-the-premises and FTTO for fiber-to-the-office.)

FTTH has been far more widely adopted in South Korea, Hong Kong, Japan and Taiwan. Collectively, they accounted for more than 30.8 million of the world's 38 million fiber to the home connections as of mid-2009, according to the FTTH Councils of Asia-Pacific, Europe and North America. Specifically, South Korea has almost 45% of its households connected to fiber, Hong Kong 30%, Japan almost 30% and Taiwan at 16%. The U.S. ranks 8<sup>th</sup> in the world, almost 5% market penetration behind several Scandinavian nations.

### **17) Services Available via Ultra-High-Speed Broadband are Imaginative, Futuristic**

As media center PCs proliferate in homes and fiber-to-the-home and other technologies bring ultra-high-speed Internet access within easy reach of millions of households, imaginations are working

overtime for digital product developers who want to sell products and services to take advantage of these fast pipelines to the living room. One service that is already underway is increasingly superior video-on-demand. DVD rental innovator NetFlix, for example, hopes to be the leading firm in renting movies via online delivery (in addition to mailing DVDs as in its present business model). This is a pretty big concept when you note the fact that NetFlix has more than 100,000 titles in its inventory. As of early 2010, more than 17,000 titles were available from NetFlix for immediate download and viewing on PCs. Competitor Blockbuster recently launched its own movie download service.

Delivery of high-definition (HD) television programming via broadband is another concept that is easy to imagine catching on, especially as more and more homes purchase giant HD flat-screen TVs for their living rooms.

How about the proliferation of high-resolution webcams? For example, how would you like a small window running on your PC in the office that shows a real-time HD video of your golden retriever playing in the backyard at home, or perhaps a similar live image of your newborn daughter in the nursery? Taking this a step further, it's not hard to imagine widespread HD videoconferencing for business and personal use—perhaps a virtual family reunion online.

Growth in broadband subscriptions worldwide is very strong. Analysts at In-Stat estimate that there were 578 million broadband subscribers worldwide by the end of 2009 (both fixed and wireless), and that the number will surpass 1 billion by 2013.

In South Korea, where high-speed access is enjoyed by nearly everyone, most banking and other financial transactions are conducted online via cell phone or PC. Online entertainment is widely varied and constantly offered. Electronic game playing has reached manic proportions. Appliance, consumer electronics and cell phone manufacturer LG is selling truckloads of Internet-enabled home appliances in major markets, including the U.S. For example, the latest air conditioners, microwaves and laundry units can be controlled via cell phone or PC through the Internet. New refrigerators have Internet-enabled flat-panel screens and video cameras built into the doors.

Ultra-high-speed Internet connections will even revolutionize many types of careers over the long-term. Telecommuting for many types of workers is becoming much more common, including sales people and customer service reps. Professionals such

as accountants, attorneys, researchers and engineers are finding it much more rewarding to telecommute when they can collaborate with coworkers, make rapid downloads and uploads of high definition drawings and videos and securely store and access critical files in ultra-high-speed and high resolution. Distance learning continues to grow rapidly—already evidenced by the rapid growth of the University of Phoenix. Finally, government and public services are much more accessible from the home or office, without standing in line.

Broadband use will become much faster as Internet2, [www.internet2.edu](http://www.internet2.edu), an advanced networking consortium led by the U.S. research and education community, develops and deploys new cutting edge network applications. Internet2 formed a partnership in 2007 with Level 3 Communications, Inc. to run a network that is theoretically capable of transmitting 10 gigabits of data per second (a rate that is thousands of times faster than standard home broadband connections). However, scientists are developing methods of sending data using different wavelengths of light over a single cable which could potentially boost the network's capacity to 100 gigabits per second. By the end of 2009, capacities as high as 400 gigabits per second were shown to be possible.

### **18) U.S. Broadband Connections Rank Behind Other Nations**

A widely quoted study by the Information Technology and Innovation Foundation (ITIF) determined that, based on a variety of factors, the U.S. ranks about halfway down the list of OECD nations, such as South Korea, in Internet access speeds, adoption and costs. The ITIF later pointed out, in a May 2008 publication, "Explaining International Broadband Leadership," that America faces several unique circumstances. For example, the fact that Americans tend to live in low-density housing spread out over a wide area means that telecom wires run a longer distance to reach most Americans, incurring a higher capital cost. It is easy to visualize this difference when comparing U.S. homes to those of Singapore or South Korea, where families tend to live in very high-density, high-rise buildings offering ease of wiring. Likewise, tax policies, government incentives or subsidies, and focus on short-term return on telecom investment opposed to long-term return may vary from nation-to-nation.

Up until recently, the U.S. Government had never adopted an aggressive broadband policy, despite rosy

statements about the information superhighway by various politicians. In other nations, including South Korea, the government has accelerated and even subsidized broadband deployment with a goal of delivering the highest level of services possible to further such social goals as high-quality support for telemedicine, education, public services and industrial development. Instead of building broadband systems on one seamless standard, U.S. cable companies and telephone companies are battling for dominance with their two separate systems. WiMAX entrepreneurs are launching disruptive, competing services that further muddy the scene if they feel they can beat the incumbent cable and phone offerings.

Relief with regard to broadband in the U.S. has been arriving continuously in recent months, as cable and telecom firms continue to roll out higher speeds at reasonable prices. Municipal governments such as the city of Chattanooga, Tennessee are also working to promote broadband access (with mixed success). Its city-owned electric utility has been offering high-speed Internet service to downtown customers since 2003, and launched a \$240 million fiber network offering TV, Internet and phone service to 170,000 customers in 2009.

Another bright spot was a study by the French business school INSEAD on behalf of the World Economic Forum in early 2008 that concluded that the U.S. ranked fourth in the world behind Denmark, Sweden and Switzerland in Internet infrastructure. The study took 68 variables into account to measure market factors, political and regulatory environments and technology infrastructure in addition to bandwidth capacity and data transmission speeds.

As part of the \$787 billion U.S. government stimulus package approved in 2009, \$7.2 billion is promised for investment in broadband infrastructure. The burden for dispersing the funds lies with the FCC, which must complete a plan for providing faster, reliable Internet access to all Americans as well as regulating the services provided by Internet access firms.

### **19) VOIP Use Soars and Threatens to Revolutionize Telecom**

For the first time in history, local exchange telephone companies face a dismal market for local landlines. Why? The proliferation of cellular phones is one reason, but an equally big threat to traditional phone lines is the Internet. In particular, the rapid proliferation of high-speed access to the Internet in homes and offices makes Internet-based telephony a

logical next step for a wide variety of businesses and consumers. Most newly installed telephone systems in mid-size to large firms are based on VOIP, with virtually all telephone equipment manufacturers now offering VOIP equipment. Likewise, massive numbers of consumers around the globe are adopting VOIP for their basic and/or long-distance services. The fact that phone service can be provided via the Internet enables cable companies to compete head-on with telephone companies, since cable offers Internet service as well as entertainment programming.

Voice over Internet Protocol (VOIP) transforms analog voice phone calls into digital format, which is transmitted across the Internet almost effortlessly and, more tellingly, cheaply. Internet phone use is growing at a soaring rate—in 2004, there were fewer than 1 million VOIP phone lines in the U.S., but by the end of 2008, this number had grown to 19.4 million, according to research firm Telegeography. Similar rapid growth is occurring outside the U.S., particularly in Asian nations where very high-speed broadband is commonplace in homes and offices.

Some VOIP services are essentially free of cost, or extremely inexpensive, but they offer limited services that often make calls to, or receive calls from, other members of the same service. This is how Skype got started.

What a full-featured VOIP offers consumers is really a local line bundled with long-distance service, at rates far cheaper than plans sold by other carriers, especially for international calls. Typical VOIP plans cost between \$24.95 and \$34.99 per month for unlimited numbers of domestic calls. In early 2010, Vonage was offering a \$17.99 per month plan that included 500 minutes of local and long-distance calls throughout the U.S., Canada and Puerto Rico. In addition, many VOIP providers do not charge extra fees for services such as voice mail, call-waiting, caller ID and do-not-disturb, which temporarily blocks calls from certain parties and directs them to voice mail. Additional features are three-way calling as well as message retrieval and system settings via phone, web site or email from any location worldwide.

A particularly interesting feature of VOIP service gives subscribers the ability to choose almost any area code as the prefix to their phone numbers. This means that a business or home can be located in Portland, Oregon, for example, but have an area code for Miami, Florida. This can be particularly convenient for businesses that want to create local phone numbers for virtual locations in several cities or countries. Both businesses and consumers have

the ability to set up toll-free numbers via VOIP as well.

VOIP does require some additional equipment, namely an adapter that connects the phone to a broadband Internet modem. However, the adapter is also portable, meaning that wherever the customer is, as long as he or she has a broadband Internet connection (a dial-up phone modem cannot support VOIP) the Internet can be used to make phone calls. As such, a user can take the adapter to a hotel, airport or Starbucks that offers broadband Internet via Wi-Fi, or to any other place that has high-speed Internet access, and make VOIP calls.

Not surprisingly, there are now a number of players in the VOIP service market. A leader in this technology is Vonage, a New Jersey-based firm with a subscriber base of about 2.5 million in early 2010. In addition to relatively new firms like Vonage and Net2Phone, however, are the traditional telephone companies, such as Qwest, Verizon and AT&T, as well as cable companies like Cox Communications, Cablevision Systems, Comcast and Time Warner Cable. These companies followed Vonage's lead into VOIP, and all offer some type of VOIP service. Some predict they may squeeze weaker start-ups out of the market.

Cable companies are impressive competitors in the telecom arena. Comcast, for example, has about 23.6 million cable subscribers. By the end of 2009, it had already sold high-speed Internet services to 15.9 million of them, including VOIP services to 7.6 million. This growth is threatening Vonage which is seeing its subscribership begin to shrink. The firm has been hard hit by a court battle over patents held by Verizon Communications, Inc. In addition, Vonage and other VOIP providers have been required to upgrade their 911 emergency-dialing systems and add equipment that allows law-enforcement wiretaps. The costs of these improvements have been passed on to subscribers in the form of extra monthly fees and surcharges.

VOIP-enabled handsets made by manufacturers such as VTech Holdings, Ltd., Uniden America Corp. and Thomson SA are on the market with the adapters built in. Customers who have Wi-Fi networks are able to make and receive Internet-based phone calls while roaming around the house or office. Motorola, Cisco and others major equipment makers now offer wireless VOIP handsets as well.

One of the more interesting players in VOIP is an eBay subsidiary called Skype. Skype works on peer-to-peer technology; that is, users must download the free Skype software to their computers. They can

then make unlimited, free-of-charge VOIP calls to other computers that contain Skype software. Several users may participate in a conference call at once. As of early 2009, Skype had more than 405 million registered users worldwide. Skype states that during peak times, 20 million users are on Skype, and it is responsible for 8% of global international calling minutes. Skype's 4.0 edition for Windows (launched in February 2009) offers full-screen video calling, wideband audio quality that uses 50% less bandwidth than earlier versions and streamlined setup.

Skype's challenge today is to move beyond the distribution of free software to the generation of subscription-based fees. Skype offers three monthly subscription packages that provide PC-to-standard telephone connections (in addition to PC-to-PC calls and PC-to-cellphone calls), with unlimited calls within the U.S. and Canada (\$2.95 per month); Mexico (\$5.95 per month); or in 36 countries worldwide (\$9.95 per month).

The firm also offers SkypeIn, a service that allows users up to 10 local telephone numbers in a choice of 21 countries. With SkypeIn, users receive a traditional phone number that non-Skype users can dial. The cost is \$60 yearly, but there is a large discount available to monthly subscribers.

VOIP service is already a highly competitive market. Consequently, consumers can look forward to more new features and better service while prices drop. It can be vastly cheaper to operate an Internet-based phone company than a traditional landline provider, because VOIP service providers don't have to invest in billions of dollars worth of telephone equipment—instead, they rely on the Internet as the backbone of their services. (Of course, this means that your VOIP telephone service is only as reliable as your Internet connection.)

## **20) Telecommunications Move Online Including Unified Communications, Telepresence**

VOIP is only the first step in the telecommunications evolution taking place online. Next up is "unified communications," a technology pursued by Microsoft, Cisco and others. Unified communications is the use of advanced technology to replace traditional telecommunications infrastructure such as PBX, fax and even the desktop telephone. Special software operating on a local or remote server enables each office worker to have access, via the desktop PC, to communications tools that include VOIP phone service, email, voice mail, fax, instant messaging (IM), collaborative calendars and schedules, contact information such as address books,

audio conferencing and video conferencing. In addition to accessing all of these tools via one portal on the desktop PC, a worker who is outside the office may access the unified communications portal via Internet-enabled mobile devices such as cell phones, as well as remote PCs via secure Internet. Microsoft states that it believes that unified communications will soon transform business in the same way that email changed the business landscape in the 1990s.

For example, to make a phone call with unified communications you open your communications screen, click on a name in your address book, and the call is placed via VOIP. To send a fax, you click on a contact's fax number in your address book, click on the item you want to fax in your documents folder, and the fax is gone. When you have an incoming phone call, your screen will tell you what number is calling and match that number to a name in your address book. You might take the call, or you might send it to voice mail with one click. In the same way that you currently save and archive emails, you could digitally record, save, review and archive phone calls. Mobility, security and advanced collaboration with coworkers are among the features emphasized.

This technology threatens manufacturers of traditional phone sets, PBX systems, fax machines, etc. It can be remarkably easy to launch and maintain, because it is an extension of software you are likely to be using already, such as Microsoft Exchange and Microsoft Office.

Logical steps for unified communications include integration with enterprise software and customer relations management (CRM) systems. However, unified communications can offer tools to serve needs far beyond everyday tasks. For example, conference calls and even video conferencing can be brought to a much higher level.

For example, network equipment giant Cisco is pushing a next-generation technology it refers to as "telepresence." At a cost ranging from about \$33,900 up to \$350,000 per installation, depending on the number of screens and other options, Cisco will provide hardware and software needed to fully equip a state-of-the-art video conferencing room. Such a room may include as many as three 65-inch plasma monitors, advanced high-speed cameras, projectors, microphones, speakers that are set up so that the sound seems to come directly from the participant who is talking, along with appropriate software. There are virtually no delays in the conversation, and images are crisp and life-like. Indeed, the image of a participant, from the chest up, is life-size. High bandwidth and extremely reliable,

fast Internet connections are prerequisites. In 2008, Cisco unveiled a personal system for use in individual offices (the TelePresence System 500) and a large telepresence room (the TelePresence System 1000) designed for group training and team meetings. HP is another major competitor in this space with its Halo product line.

How successful is Cisco's telepresence strategy? Extremely so. The advantages to telepresence are based on making remote meetings more effective and life-like, while enhancing collaboration and communications, as well as greatly reducing the need for expensive, time-consuming business travel. By the middle of 2009, Cisco had installed more than 400 of these telepresence rooms in its own global offices. As of March 2008, there were HP Halo telepresence systems in operation or undergoing installation in 22 countries around the world, including an alliance with Marriott International, Inc. to install systems for public use in select hotels. In 2009, HP expanded its Halo system to provide webcasting service, allowing companies that already have at least one Halo telepresence station to multicast video presentations over the Internet for about \$6,000.

A relatively new player in videoconferencing is LifeSize Communications based in Austin, Texas. While other firms such as Cisco have starting prices of around \$30,000, LifeSize starts at \$5,000, and uses high-definition (HD) cameras to send video streams over ordinary Internet hardware. Its most elaborate telepresence system, LifeSize Conference 200, connects up to six sites using three video monitors and one data monitor and costs about \$40,000. By the end of 2009, LifeSize had more than 9,000 customers, enough to bring about price reductions by Polycom and Cisco. LifeSize was acquired by Logitech in late 2009. Over the midterm, watch for businesses to rely more and more on videoconferencing as a cost effective alternative to business travel.

## **21) Security Needs Flourish/Firefox and Google Chrome Grow**

Any computer user who surfs the Internet or sends and/or receives email is vulnerable to viruses, worms, Trojan horses and unwanted software such as spyware. Along with access to a plethora of information, the Internet brings with it exposure to harmful code written by hackers, or code that is not intended to be harmful but may perform unwanted actions without the users' knowledge or consent.

Malicious programs such as viruses, worms and Trojan horses are written to damage computers or the information residing on them. A virus is code written with the intention of replicating itself. It spreads from computer to computer by email or by shared files.

Unlike viruses, worms spread without user action. They replicate across networks, often at a devastating pace, clogging bandwidth, taking up memory and, in many cases, causing computers, networks and even the entire Internet to stop responding.

Trojan horses are harmful computer programs that usually arrive in the form of email attachments. Open the attachment, and the program starts, doing anything from disabling other installed programs to erasing hard drives.

New and more destructive files are created and distributed all the time. The good news is that Internet and email users can defend themselves. There are several steps that can safeguard PCs and networks including anti-virus software, firewalls and using common sense when using email.

Anti-virus software such as the Norton brand made by Symantec and the products made by McAfee scan computer files for known viruses and unwanted programs. When files are found, they are isolated and disabled. There are many kinds of different protection programs designed to safeguard everything from single desktops to enterprise level networks. The companies that make the software are constantly updating their products to be able to detect more of the latest threats.

Firewalls are hardware or hardware/software combination barriers to unauthorized users. They protect systems from attack, track potential threats and scan all incoming and outgoing data for problems, alerting users when anything suspicious is found.

Common sense can also go a long way to protect computers from malicious files. Since many damaging files or programs arrive in the form of email attachments, wary users should never open attachments from unknown senders, or even open attachments from known sources if the contents of the attachment are not completely understood before hand. When in doubt, it is far safer to delete attachments than to open those that are suspect.

Different security needs center around spyware and other kinds of software like it. Spyware is computer jargon for programs that collect personal information (most often the URL addresses of web sites visited by a user) or change system

configurations. This kind of software may be legal and is in use predominantly by advertising and media companies that provide information or services such as music downloads in exchange for the ability to display advertising. When users choose to share or download files, covert spyware can be installed as part of the overall installation (and may be referenced in the license agreement which many users fail to read). Without users' knowledge, then, these kinds of programs can send personal information back to the source advertising or media company, or change system configuration settings such as home pages and toolbar settings.

The upside of spyware can be programs that are personalized according to a user's habits. The downside of spyware can be a host of difficulties including system performance problems, annoying pop-up advertisements, computer crashes, unwanted PC surveillance and even identity theft.

Spyware is typically used via popular Internet browsers such as Internet Explorer. Alternative browsers are attracting market share as users become aware of spyware and its ilk. Mozilla's Firefox 3.6, for example, is the firm's latest open source alternative browser designed to be less susceptible to viruses and spyware. As of early 2010, there had been more than 58.8 million downloads of Firefox 3.6. Firefox's global usage share is rising and, as of January 2010, it has 23.3% of the global Internet browser market, according to Net Applications. Microsoft's Internet Explorer held 68.5% of the market while Apple's Safari had 3.63%.

The Mozilla Foundation was created in 1998 by Netscape Communications, which is owned by Time Warner, Inc. through its merger with America Online. Its previous browser, Netscape 6, was launched in 2000 and met with failure against Microsoft. The new Firefox effort shows significant promise. It released Firefox 1.5 in November 2005, and exceeded 20 million downloads of the system by January 2006. Firefox 2.0 was released in October 2006, and Firefox 3 launched in 2008. A Firefox version 4 was in the works as of late 2009.

Microsoft is fighting back, however, by publishing information about security needs and offering updates and patches to its browser and related programs that increase security. Windows Vista, launched in early 2007, was a significant improvement with regard to security over previous versions of Windows. Microsoft's latest operating system, Windows 7, is the most secure version to date. In addition, Microsoft launched a much improved 8.0 version of its dominant Internet

Explorer software in 2008, with many advanced security features.

By 2008, Google was already running some of the largest and most efficient data centers in the world. The company hopes to capitalize on those servers through its open system web browser called Chrome. The free browser allows users to run separate applications on separate tabs, while Google displays targeted ads. Chrome is a major departure for Google, which had previously backed Firefox.

## Chapter 2

# E-COMMERCE & INTERNET BUSINESS STATISTICS

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## E-Commerce & Internet Business Overview

	Amount	Units	Year	Source
Total Retail Sales, U.S. <sup>1</sup>	3,683	Bil. US\$	2009	Census
Previous Year Total Retail Sales, U.S. <sup>1</sup>	3,960	Bil. US\$	2008	Census
Total E-Commerce Sales, U.S. (Excluding Travel)	131.8	Bil. US\$	2009	eMarketer
Projection	182.6	Bil. US\$	2012	eMarketer
Total Travel Sales Online, U.S.	92.6	Bil. US\$	2009	eMarketer
Internet Advertising Spending, U.S.	22.4	Bil. US\$	2009	eMarketer
Internet Ad Spending as a Percent of All Ad Spending, U.S.	10	%	2009	PRE
Estimated Number of VOIP Subscribers, U.S.	20.5	Million	Mar-09	SNL Kagan
Percent of U.S. Adults Online (Daily)	71	%	2009	PEW
Active Home Internet Users, U.S.	227.7	Million	Sep-09	IWS
Internet Users, Worldwide	1.73	Billion	Sep-09	IWS
High Speed Internet Connections, U.S. (Excluding Cellular)	90	Million	Dec-09	PRE
High Speed Internet Connections, Worldwide (Incl. Cellular)	578	Million	2009	In-Stat
Projection	1.0	Bil.	2013	In-Stat
Number of Weblogs, Worldwide	133	Million	2008	Technorati

### Percent of Surveyed Internet Users Who Do or Have Ever Done the Following Activities Online:

	Ever %	Daily %	Survey Date	Source
Use the Internet	100	71	Dec-09	PEW
Send or read e-mail	89	58	Sep-09	PEW
Use a search engine to find information	88	50	Apr-09	PEW
Look online for info about a job	52	9	Apr-09	PEW
Look for info on a hobby or interest	83	29	Feb/Mar-07	PEW
Research a service or product you are thinking of buying	81	20	Sep-07	PEW
Check the weather	76	33	Apr-09	PEW
Look for health/medical info	83	10	Dec-08	PEW
Buy a product	75	8	Apr-09	PEW
Get news	72	38	Apr-09	PEW
Buy or make a reservation for travel	66	3	Apr-09	PEW
Go online just for fun or to pass the time	72	38	Apr-09	PEW
Visit a local, state or federal government website	59	10	Nov-08	PEW
Look for "how-to," "do-it-yourself" or repair information	59	7	Aug-08	PEW
Use online classified ads or sites like Craigslist	49	9	Apr-09	PEW
Look for news or information about politics or campaigns	60	25	Apr-09	PEW
Do any banking online	57	24	Apr-09	PEW
Watch a video on a site like YouTube or Google Video	62	19	Apr-09	PEW
Get financial info online, such as stock quotes	39	12	Apr-09	PEW
Do any type of research for your job	51	23	Feb/Mar-07	PEW
Look for information on Wikipedia	47	12	Dec-08	PEW
Use an online social networking site (Facebook, Myspace, etc.)	47	27	Sep-09	PEW
Use Twitter or other status-update service	19	9	Sep-09	PEW

<sup>1</sup> Not including food services.

Census = U.S. Census Bureau

PRE = Plunkett Research estimate

PEW = Pew Internet & American Life Project

IWS = InternetWorldStats.com

Source: Plunkett Research, Ltd. Copyright© 2010, All Rights Reserved

www.plunkettresearch.com



## Estimated Quarterly U.S. Retail Sales, Total & E-Commerce: 1st Quarter 2001-3rd Quarter 2009

*(In Millions of US\$; Not Seasonally Adjusted, Holiday & Trading-Day Differences;  
Does Not Include Food Services)*

Quarter	Retail Sales in US\$ Mil.		E-commerce as a Percent of Total Retail Sales	Percent Change Over Previous Quarter	
	Total	E-commerce*		Total Sales	E-commerce
1 <sup>st</sup> Quarter 2001	704,757	7,922	1.1	-11.1	-13.1
2 <sup>nd</sup> Quarter 2001	779,011	7,868	1.0	10.5	-0.7
3 <sup>rd</sup> Quarter 2001	756,128	7,801	1.0	-2.9	-0.9
4 <sup>th</sup> Quarter 2001	827,829	10,860	1.3	9.5	39.2
1 <sup>st</sup> Quarter 2002	717,302	9,700	1.4	-13.4	-10.7
2 <sup>nd</sup> Quarter 2002	790,486	10,163	1.3	10.2	4.8
3 <sup>rd</sup> Quarter 2002	792,657	10,836	1.4	0.3	6.6
4 <sup>th</sup> Quarter 2002	833,877	14,226	1.7	5.2	31.3
1 <sup>st</sup> Quarter 2003	741,060	12,336	1.7	-11.1	-13.3
2 <sup>nd</sup> Quarter 2003	819,232	12,913	1.6	10.5	4.7
3 <sup>rd</sup> Quarter 2003	830,692	13,799	1.7	1.4	6.9
4 <sup>th</sup> Quarter 2003	874,493	17,671	2.0	5.3	28.1
1 <sup>st</sup> Quarter 2004	794,720	15,932	2.0	-9.1	-9.8
2 <sup>nd</sup> Quarter 2004	870,834	16,187	1.9	9.6	1.6
3 <sup>rd</sup> Quarter 2004	872,340	17,051	2.0	0.2	5.3
4 <sup>th</sup> Quarter 2004	936,446	21,917	2.3	7.3	28.5
1 <sup>st</sup> Quarter 2005	835,062	19,500	2.3	-10.8	-11.0
2 <sup>nd</sup> Quarter 2005	930,616	20,205	2.2	11.4	3.6
3 <sup>rd</sup> Quarter 2005	937,949	21,333	2.3	0.8	5.6
4 <sup>th</sup> Quarter 2005	983,737	26,808	2.7	4.9	25.7
1 <sup>st</sup> Quarter 2006	894,091	24,236	2.7	-9.1	-9.6
2 <sup>nd</sup> Quarter 2006	985,108	24,588	2.5	10.2	1.5
3 <sup>rd</sup> Quarter 2006	975,225	25,380	2.6	-1.0	3.2
4 <sup>th</sup> Quarter 2006	1,015,112	32,810	3.2	4.1	29.3
1 <sup>st</sup> Quarter 2007	921,235	28,464	3.1	-9.2	-13.2
2 <sup>nd</sup> Quarter 2007	1,014,367	29,673	2.9	10.1	4.2
3 <sup>rd</sup> Quarter 2007	999,721	29,961	3.0	-1.4	1.0
4 <sup>th</sup> Quarter 2007	1,059,500	38,599	3.6	6.0	28.8
1 <sup>st</sup> Quarter 2008	952,071	32,011	3.4	-10.1	-17.1
2 <sup>nd</sup> Quarter 2008	1,034,377	32,233	3.1	8.6	0.7
3 <sup>rd</sup> Quarter 2008	1,006,578	31,351	3.1	-2.7	-2.7
4 <sup>th</sup> Quarter 2008	966,931	36,662	3.8	-3.9	16.9
1 <sup>st</sup> Quarter 2009	841,937	30,154	3.6	-12.9	-17.8
2 <sup>nd</sup> Quarter 2009 <sup>R</sup>	924,645	30,799	3.3	9.8	2.1
3 <sup>rd</sup> Quarter 2009 <sup>P</sup>	928,149	31,998	3.4	0.4	3.9

<sup>R</sup> Revised Estimate. <sup>P</sup> Preliminary Estimate

\* E-commerce sales are sales of goods and services over the Internet, an extranet, Electronic Data Interchange (EDI) or other online system. Payment may or may not be made online.

## E-Commerce Industry Quarterly Revenues: 2008-2009

(In Millions of US\$)

NAICS Code <sup>1</sup>	Kind of business	2009			2008	% of Total <sup>2</sup>
		3Q*	2Q	1Q	4Q	
5112	Software publishers	33,239	34,905	33,124	38,533	100.0
	Government	2,567	2,694	2,399	2,531	7.7
	Business	26,996	28,171	26,635	32,247	81.2
	Household consumers & individuals	3,676	4,040	4,090	3,755	11.1
516, 5181, 519	Internet publishing & broadcasting, Internet service providers, web search portals & other information services	14,372	14,204	14,135	15,123	100.0
	Government	1,938	1,858	2,050	2,162	13.5
	Business	9,522	9,359	9,135	9,656	66.3
	Household consumers & individuals	2,912	2,987	2,950	3,305	20.3
5171	Wired telecommunications carriers	43,928	44,759	44,294	45,754	100.0
	Government	1,656	1,701	1,562	1,780	3.8
	Business	22,440	23,186	23,061	24,196	51.1
	Household consumers & individuals	19,832	19,872	19,671	S	45.1
5172	Wireless telecom. carriers (except satellite)	48,584	47,673	47,025	47,589	100.0
5182	Data processing, hosting & related services	17,682	17,791	17,555	18,008	100.0
	Government	1,820	2,000	1,786	1,819	10.3
	Business	14,763	14,668	14,473	14,907	83.5
	Household consumers & individuals	S	1,123	S	S	S
5415	Computer systems design and related services	65,132	64,356	61,928	64,816	100.0
	Government	21,489	20,051	18,579	19,305	33.0
	Business	43,039	43,640	42,748	44,918	66.1

Notes: Estimates have not been adjusted for seasonal variation, holiday or trading-day differences, or price changes. Estimates are based on data from the Quarterly Services Survey and have been adjusted using results of the 2008 Service Annual Survey. All estimates are based on the 2002 North American Industry Classification System (NAICS). Sector totals and subsector totals may include data for kinds of business not shown. Detail percents may not add to 100 percent due to rounding. Data users who create their own estimates using data from this report should cite the U.S. Census Bureau as the source of the original data only. Additional information on confidentiality protection, sampling error, nonsampling error, sample design, and definitions may be found at [www.census.gov/svsd/www/qssreliability.html](http://www.census.gov/svsd/www/qssreliability.html).

S = Estimate does not meet publication standards because of high sampling variability (coefficient of variation is greater than 30%) or poor response quality (total quantity response rate is less than 50%). Unpublished estimates derived from this table by subtraction are subject to these same limitations and should not be attributed to the U.S. Census Bureau. For a description of publication standards and the total quantity response rate, see [http://www.census.gov/quality/S20-0\\_v1.0\\_Data\\_Release.pdf](http://www.census.gov/quality/S20-0_v1.0_Data_Release.pdf).

\* Preliminary estimate.

<sup>1</sup> For a full description of the NAICS codes used in this table, see [www.census.gov/epcd/www/naics.html](http://www.census.gov/epcd/www/naics.html).

<sup>2</sup> Percentages for class of customer using latest quarterly numbers.

Source: U.S. Census Bureau  
Plunkett Research, Ltd.  
[www.plunkettresearch.com](http://www.plunkettresearch.com)

## Internet Publishing & Broadcasting, Internet Service Providers & Web Search Portals: Estimated Revenue & Expenses, U.S.: 2005-2008

(In Millions of US\$; Latest Year Available)

	2008	2007	2006	2005	08/07 % Chg.
<b>Internet Publishing &amp; Broadcasting (NAICS Code 516)</b>					
<b>Total Operating Revenue</b>	<b>19,979</b>	<b>16,683</b>	<b>12,908</b>	<b>10,391</b>	<b>19.8</b>
Publishing and broadcasting of content on the Internet	10,437	8,728	7,069	6,084	19.6
Online advertising space	4,604	3,676	2,874	1,994	25.2
Licensing of rights to use intellectual property	585	569	521	432	2.8
All other operating revenue	4,355	S	S	1,881	S
<b>By Customer Type:</b>					
Government	S	S	S	S	S
Business firms and not-for-profit organizations	14,269	11,313	8,844	7,329	26.1
Household consumers and individual users	4,503	4,312	3,361	2,467	4.4
<b>Total Expenses</b>	<b>18,785</b>	<b>15,604</b>	<b>11,310</b>	<b>9,085</b>	<b>20.4</b>
<b>Internet Service Providers (NAICS Code 518111)</b>					
<b>Total Operating Revenue</b>	<b>18,803</b>	<b>18,792</b>	<b>18,404</b>	<b>18,528</b>	<b>0.100</b>
Internet access service	9,858	11,121	12,235	13,573	-11.4
Online advertising space	4,105	3,087	2,304	1,730	33.0
Internet backbone services	S	405	306	S	S
Internet telephony	S	181	S	S	S
Web site hosting services	875	1,028	1,164	883	-14.9
Information technology design & development services	S	S	S	S	S
All other operating revenue	S	2,707	S	1,833	S
<b>Total Expenses</b>	<b>13,505</b>	<b>13,102</b>	<b>14,336</b>	<b>14,297</b>	<b>3.1</b>
<b>Web Search Portals (NAICS Code 518112)</b>					
<b>Total Operating Revenue</b>	<b>14,370</b>	<b>12,082</b>	<b>9,657</b>	<b>6,992</b>	<b>18.9</b>
Online advertising space	10,267	8,559	6,399	4,725	20.0
Information search services on a contract or fee basis	S	S	2,144	S	S
Web site hosting services	S	S	74	S	S
All other operating revenue	1,509	S	1,039	S	S
<b>Total Expenses</b>	<b>6,944</b>	<b>6,102</b>	<b>4,911</b>	<b>3,244</b>	<b>13.8</b>

Note: Estimates are based on data from the 2008 Service Annual Survey and administrative data. Estimates for 2007 and prior years have been revised to reflect historical corrections to individual responses. Dollar volume estimates are published in millions of dollars; consequently, results may not be additive. Estimates have been adjusted using results of the 2002 Economic Census. Estimates cover taxable and tax-exempt firms and are not adjusted for price changes. The introduction and appendixes give information on confidentiality protection, sampling error, nonsampling error, sample design, and definitions. Links to this information on the Internet may be found at [www.census.gov/svsd/www/cv.html](http://www.census.gov/svsd/www/cv.html). Appendix A, Tables A-3.3.5, . 3.4.1, 3.4.2 & 3.6.1 (expenses) provide estimated measures of sampling variability.

S = Estimate does not meet publication standards because of high sampling variability (coefficient of variation is greater than 30%) or poor response quality (total quantity response rate is less than 50%). Unpublished estimates derived from this table by subtraction are subject to these same limitations and should not be attributed to the U.S. Census Bureau. For a description of publication standards and the total quantity response rate, see [http://www.census.gov/quality/S20-0\\_v1.0\\_Data\\_Release.pdf](http://www.census.gov/quality/S20-0_v1.0_Data_Release.pdf).

Source: U.S. Census Bureau

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## Internet Publishing & Broadcasting: Estimated Sources of Revenue & Expenses, U.S.: 2005-2008

*(In Millions of US\$; Latest Year Available)*

NAICS Code: 516	2008	2007	2006	2005
<b>Operating Revenue</b>				
<b>Total Operating Revenue</b>	<b>19,979</b>	<b>16,683</b>	<b>12,908</b>	<b>10,391</b>
<b>Sources of Revenue</b>				
Publishing and broadcasting of content on the Internet	10,437	8,728	7,069	6,084
Online advertising space	4,604	3,676	2,874	1,994
Licensing of rights to use intellectual property	585	569	521	432
All other operating revenue	4,355	S	S	1,881
<b>Breakdown of Revenue by Type of Customer</b>				
Government	S	S	S	S
Business firms and not-for-profit organizations	14,269	11,313	8,844	7,329
Household consumers and individual users	4,503	4,312	3,361	2,467
<b>Total Operating Expenses</b>	<b>18,785</b>	<b>15,604</b>	<b>11,310</b>	<b>9,085</b>
Personnel costs	7,623	6,319	4,917	3,949
Gross annual payroll	5,658	4,654	3,935	3,153
Employer's cost for fringe benefits	S	1,029	711	561
Temporary staff and leased employee expense	S	S	270	235
Expensed materials, parts and supplies (not for resale)	S	S	361	316
Expensed equipment	S	S	139	133
Expensed purchase of other materials, parts, and supplies	S	S	222	182
Expensed purchased services	3,245	S	1,997	1,544
Expensed purchases of software	319	S	276	194
Purchased electricity and fuels (except motor fuels)	S	S	23	16
Lease and rental payments	624	S	383	343
Purchased repair and maintenance	S	S	108	100
Purchased advertising and promotional services	2,100	1,594	1,208	891
Other operating expenses	7,380	S	4,035	3,275
Depreciation and amortization charges	S	S	909	792
Governmental taxes and license fees	94	96	74	62
All other operating expenses	S	S	3,052	S

Notes: Estimates are based on data from the 2008 Service Annual Survey and administrative data. Estimates for 2007 and prior years have been revised to reflect historical corrections to individual responses. Dollar volume estimates are published in millions of dollars; consequently, results may not be additive. Estimates have been adjusted using results of the 2002 Economic Census. Estimates cover taxable and tax-exempt firms and are not adjusted for price changes.

S = Estimate does not meet publication standards because of high sampling variability (coefficient of variation is greater than 30%) or poor response quality (total quantity response rate is less than 50%).

Source: U.S. Census Bureau  
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## Internet Service Providers: Estimated Sources of Revenue & Expenses, U.S.: 2005-2008

(In Millions of US\$; Latest Year Available)

NAICS 518111 Kind of Business	2008	2007	2006	2005	% Chg. 08/07	% Chg. 07/06
<b>Operating Revenue</b>						
<b>Total</b>	<b>18,803</b>	<b>18,792</b>	<b>18,404</b>	<b>18,528</b>	<b>0.1</b>	<b>2.1</b>
<b>Sources of Revenue:</b>						
Internet access service	9,858	11,121	12,235	13,573	-11.4	-9.1
Online advertising space	4,105	3,087	2,304	1,730	33.0	34.0
Internet backbone services	S	405	306	S	S	32.4
Internet telephony	S	181	S	S	S	S
Web site hosting services	875	1,028	1,164	883	-14.9	-11.7
Information technology design & development services	S	S	S	S	S	S
All other operating revenue	S	2,707	S	1,833	S	S
<b>Operating Expenses</b>						
<b>Total</b>	<b>13,505</b>	<b>13,102</b>	<b>14,336</b>	<b>14,297</b>	<b>3.1</b>	<b>-8.6</b>
Personnel costs	5,259	5,372	5,423	5,001	-2.1	-0.9
Gross annual payroll	4,117	4,316	4,336	3,777	-4.6	-0.5
Employer's cost for fringe benefits	S	638	699	708	S	-8.7
Temporary staff & leased employee expense	476	418	387	516	13.9	8.0
Expensed materials, parts & supplies (not for resale)	S	S	S	S	S	S
Expensed equipment	S	55	79	75	S	-30.4
Expensed purchase of other materials, parts & supplies	S	S	S	S	S	S
Expensed purchased services	1,303	1,516	1,554	3,318	-14.1	-40.6
Expensed purchases of software	S	99	71	63	S	39.4
Purchased electricity & fuels (except motor fuels)	57	62	82	88	-8.1	-24.4
Lease & rental payments	S	360	466	503	S	-22.7
Purchased repair & maintenance	67	67	81	82	Z	-17.3
Purchased advertising & promotional services	705	927	1,854	2,581	-23.9	-50.0
Other operating expenses	6,456	5,837	5,806	5,559	10.6	0.5
Depreciation & amortization charges	1,287	1,162	1,295	1,268	10.8	-10.3
Governmental taxes & license fees	177	S	S	93	S	S
All other operating expenses	4,991	4,609	4,447	4,197	8.3	3.6

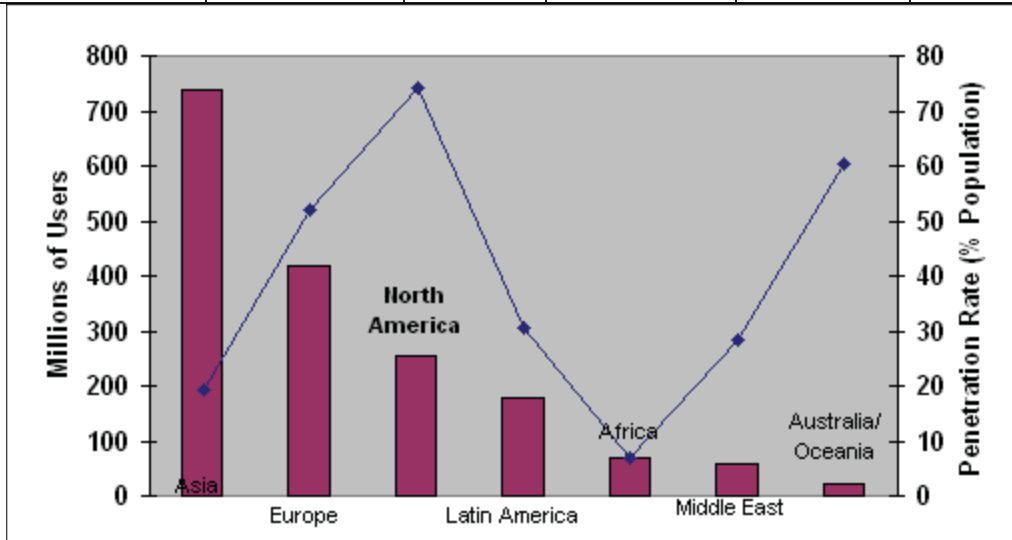
Note: Estimates are based on data from the 2008 Service Annual Survey and administrative data. Estimates for 2007 and prior years have been revised to reflect historical corrections to individual responses. Dollar volume estimates are published in millions of dollars; consequently, results may not be additive. Estimates have been adjusted using results of the 2002 Economic Census. Estimates cover taxable and tax-exempt firms and are not adjusted for price changes.

Z = Absolute value is less than 0.05. S = Estimate does not meet publication standards because of high sampling variability (coefficient of variation is greater than 30%) or poor response quality (total quantity response rate is less than 50%). Unpublished estimates derived from this table by subtraction are subject to these same limitations and should not be attributed to the U.S. Census Bureau. For a description of publication standards and the total quantity response rate, see [http://www.census.gov/quality/S20-0\\_v1.0\\_Data\\_Release.pdf](http://www.census.gov/quality/S20-0_v1.0_Data_Release.pdf).

Source: U.S. Census Bureau  
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## World Internet Usage & Population Statistics: 2009

World Regions	Population (2009 Est.)	Population % of World	Internet Usage, Latest Data	% Population (Penetration)	Usage % of World	Usage Growth 2000-2009
Africa	991,002,342	14.64%	<b>67,371,700</b>	6.8%	3.89%	1392.4%
Asia	3,808,070,503	56.27%	<b>738,257,230</b>	19.4%	42.58%	545.9%
China	1,338,612,968	19.78%	<b>360,000,000</b>	26.9%	20.76%	1500.0%
Hong Kong	7,055,071	0.10%	<b>4,878,713</b>	69.2%	0.28%	113.7%
Japan	127,078,679	1.88%	<b>95,979,000</b>	75.5%	5.54%	103.9%
India	1,156,897,766	17.09%	<b>81,000,000</b>	7.0%	4.67%	1520.0%
Europe	803,850,858	11.88%	<b>418,029,796</b>	52.0%	24.11%	297.8%
France	62,150,775	0.92%	<b>43,100,134</b>	69.3%	2.49%	407.1%
Germany	82,329,758	1.22%	<b>54,229,325</b>	65.9%	3.13%	126.0%
Russia	140,041,247	2.07%	<b>45,250,000</b>	32.3%	2.61%	1359.7%
Sweden	9,059,651	0.13%	<b>8,085,500</b>	89.2%	0.47%	99.7%
United Kingdom	61,113,205	0.90%	<b>46,683,900</b>	76.4%	2.69%	203.1%
Turkey	76,805,524	1.13%	<b>26,500,000</b>	34.5%	1.53%	1225.0%
Middle East	202,687,005	2.99%	<b>57,425,046</b>	28.3%	3.31%	1648.2%
North America	340,831,831	5.04%	<b>252,908,000</b>	74.2%	14.59%	134.0%
Canada	33,487,208	0.49%	<b>25,086,000</b>	74.9%	1.45%	97.5%
United States	307,212,123	4.54%	<b>227,719,000</b>	74.1%	13.13%	138.8%
Latin America/Caribbean	586,662,468	8.67%	<b>179,031,479</b>	30.5%	10.32%	890.8%
Mexico	111,211,789	1.64%	<b>27,600,000</b>	24.8%	1.59%	917.5%
Brazil	198,739,269	2.94%	<b>67,510,400</b>	34.0%	3.89%	1250.2%
Oceania/Australia	34,700,201	0.51%	<b>20,970,490</b>	60.4%	1.21%	175.2%
New Zealand	4,213,418	0.06%	<b>3,360,000</b>	79.7%	0.19%	304.8%
Australia	21,262,641	0.31%	<b>17,033,826</b>	80.1%	0.98%	158.1%
<b>WORLD TOTAL</b>	<b>6,767,805,208</b>	<b>100.00%</b>	<b>1,733,993,741</b>	<b>25.6%</b>	<b>100.00%</b>	<b>380.3%</b>



Note: Data is as of September 30, 2009.

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## Internet Access Technologies Compared

(In Millions of Bits per Second - Mbps)

Type of Access	Maximum Data Rate (In Mbps)	Characteristics
<b>Dialup</b>		
Dialup	.0288, .0336, .056	Analog modems that require dialup connection. Slowest method of Internet access.
ISDN	.064, .128	Integrated Services Digital Network. Digital access that requires dialup connection.
<b>Wired Broadband</b>		
ADSL	1.5 - 24 Downstream .5 - 3.5 Upstream	Asymmetrical Digital Subscriber Line. Data transfer speed downstream is different from speed upstream. Ideal for web surfing and home use.
SDSL	2.3	Symmetric Digital Subscriber Line. Downstream and upstream data transfer rates are similar. Ideal for businesses because of synchronous speed and high-speed router capabilities.
VDSL	55 - 100 Downstream 2.3 - 16 Upstream	Very High bit-Rate DSL. Offers much higher data rates than ADSL, allowing providers to offer high bandwidth services (such as AT&T's U-verse).
Cable Modem	4 - 16 Downstream .384 - 20 Upstream	Shared network service. Typically has greater bandwidth capabilities than DSL.
FTTx	15 to 50 Downstream 5 to 30 Upstream	Fiber to the x (Home, Node, Premises, etc). A rapidly growing method that takes fiber optic directly into the home or business. Numbers stated here are for Verizon FiOS service in mid-2009.
T1/DS1	1.544	Ideal for businesses with high bandwidth requirements.
T3/DS3	44.736	Equivalent to 30 T1 circuits.
E1 (Europe)	2.048	European version of T1.
E3 (Europe)	34.368	European version of T3.
OC3	155.52	High-speed access. Uses optical fiber technology.
OC12	622.08	Offers higher speed access than OC3. Uses optical fiber technology.
OC48	2,488.32	Offers one of the fastest data rates. Uses optical fiber technology. Extremely expensive to setup and maintain.
OC768	39,813.12	Network line used by AT&T, Cisco and others.
<b>Wireless Broadband</b>		
802.15.3 (UWB)	100 - 2,000	UWB stands for ultrawideband. It is useful for high-speed, short distance data transfer.
802.11a (Wi-Fi)	54	High-speed, broadband access to wireless local area networks (WLAN) with the Internet.
802.11b (Wi-Fi)	11	Offers higher bandwidth range than 802.11a.
802.11g (Wi-Fi)	54	Provides greater data transmission rate than 802.11b.
802.11n (MIMO)	100 - 500	Faster data transmission rates and broader area coverage than other 802.11 technologies. Used as an enhancement to WiMAX networks.
802.15 (Bluetooth) versions 1.0 - 2.0	1 - 3	Useful for high-speed, short distance data transfer.
802.15 Bluetooth version 3.0	24	Bluetooth 3.0 offers high speed data transfer at short range of up to 10 meters.
802.16 (WiMax)	15 - 70	Has the potential to be useful for distances of up to 30 miles.
Satellite	.128 - 5	Offers interactive broadband services via satellite. Limited upstream capabilities.

Note: 1 Mbps = 1,000 Kbps

## Number of Business & Residential High Speed Internet Lines, U.S.: 2002-2009

Types of Technology <sup>1</sup>	Dec-02	Dec-03	Dec-04	Dec-05	Dec-06	Dec-07	Dec-08 <sup>P</sup>	Dec-09 <sup>P</sup>
ADSL	6,471,716	9,509,442	13,817,280	19,515,483	25,412,883	29,451,719	35,000,000	40,000,000
SDSL & Traditional Wireline	1,216,208	1,305,070	1,468,566	878,973	1,030,698	886,269	NA	NA
SDSL	-	-	-	368,782	344,759	293,974	NA	NA
Traditional Wireline	-	-	-	510,191	685,939	592,295	NA	NA
Cable Modem	11,369,087	16,446,322	21,357,400	26,558,206	31,981,705	36,497,284	41,200,000	47,000,000
Fiber	108,541	116,390	159,653	448,257	1,035,677	1,850,695	2,200,000	3,000,000
Satellite & Wireless	276,067	367,118	549,621	3,812,655	23,344,106	52,474,070	72,000,000	124,000,000
Satellite	-	-	-	426,928	571,980	791,142	NA	NA
Fixed Wireless	-	-	-	257,431	484,377	705,014	NA	NA
Mobile Wireless	-	-	-	3,128,296	22,287,849	50,977,914	70,000,000	120,000,000
Power Line & Other	-	-	-	4,571	4,776	5,274	NA	NA
<b>Total Lines</b>	<b>19,441,619</b>	<b>27,744,342</b>	<b>37,352,520</b>	<b>51,218,145</b>	<b>82,809,845</b>	<b>121,165,311</b>	<b>150,400,000</b>	<b>214,000,000</b>

Note: High-speed lines are connections to end-user locations that deliver services at speeds exceeding 200 kbps in at least one direction. Advanced services lines, which are a subset of high-speed lines, are connections that deliver services at speeds exceeding 200 kbps in both directions. Line counts presented in this report are not adjusted for the number of persons at a single end-user location who have access to, or who use, the Internet-access services that are delivered over the high-speed connection to that location. For data through December 2004, only those providers with at least 250 lines per state were required to file.

<sup>1</sup> The mutually exclusive types of technology are, respectively: Asymmetric digital subscriber line (ADSL) technologies, which provide speeds in one direction greater than speeds in the other direction; symmetric digital subscriber line (SDSL) technologies; traditional wireline technologies "other" than ADSL and SDSL, including traditional telephone company high-speed services that provide equivalent functionality, and also Ethernet service if delivered to the subscriber's location over copper (as opposed to optical fiber) plant; cable modem, including the typical hybrid fiber-coax (HFC) architecture of upgraded cable TV systems; optical fiber to the subscriber's premises (e.g., Fiber-to-the-Home, or FTTH); satellite and fixed and mobile terrestrial wireless systems, which use radio spectrum to communicate with a radio transmitter; and electric power line.

P = Plunkett Research estimate. NA = Not available.

Source: U.S. Federal Communications Commission (FCC)

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## Percent of Home Broadband Adoption Across Population Subgroups, U.S.: 2005-2009

	2005	2006	2007	2008	2009
All Adult Americans	30%	42%	47%	55%	63%
<b>Sex</b>					
Male	31%	45%	50%	58%	64%
Female	27%	38%	44%	53%	63%
<b>Age</b>					
18-29	38%	55%	63%	70%	77%
30-49	36%	50%	59%	69%	72%
50-64	27%	38%	40%	50%	61%
65+	8%	13%	15%	19%	30%
<b>Race/Ethnicity</b>					
White (not Hispanic)	31%	42%	48%	57%	65%
Black (not Hispanic)	14%	31%	40%	43%	46%
Hispanic (English-speaking)	28%	41%	47%	56%	68%
<b>Education</b>					
Less than High School	10%	17%	21%	28%	30%
High School	20%	31%	34%	40%	52%
Some College	35%	47%	58%	66%	71%
College +	47%	62%	70%	79%	83%
<b>Income</b>					
< \$20,000	13%	18%	28%	25%	35%
\$20,000-\$30,000	19%	27%	34%	42%	53%
\$30,000-\$40,000	26%	40%	40%	49%	54%
\$40,000-\$50,000	28%	47%	52%	60%	71%
\$50,000-\$75,000	35%	48%	58%	67%	80%
\$75,000-\$100,000	51%	67%	70%	82%	82%
> \$100,000	62%	68%	82%	85%	88%
<b>Community Type</b>					
Non-rural	32%	45%	50%	59%	67%
Rural	18%	25%	31%	38%	46%

2005 data come from the Pew Internet Project's combined January-March tracking survey of 4,402 adults; 1,265 were home broadband users (MOE: +/- 1.6%). 2006 data come from the Pew's February 15 through April 6 survey of 4,001 adults; 1,562 were home broadband users (MOE: +/- 1.7%). 2007 data are drawn from the Pew's March survey of 2,200 adults; 966 were home broadband users (MOE: +/- 2.3%). 2008 data are from Pew's April-May of 2008 survey of 2,251 adults; 1,153 were home broadband users (MOE: +/- 2%). 2009 data are from an April 2009 survey of 2,253 adults, including 561 who were interviewed on their cell phone; 1,332 of respondents had broadband Internet connections at home (MOE: +/- 3.0%).

Source: Pew Internet & American Life Project  
Plunkett Research, Ltd.  
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## Demographics of Internet Users by Sex, Age, Race, Geography, Income & Education: December 2009

<b>Sex</b>	
Total Adults	74%
Women	74%
Men	74%
<b>Age</b>	
18-29	93%
30-49	81%
50-64	70%
65 and older	38%
<b>Race/Ethnicity</b>	
White, Non-Hispanic	76%
Black, Non-Hispanic	70%
Hispanic*	64%
<b>Geography</b>	
Urban	74%
Suburban	77%
Rural	70%
<b>Household Income</b>	
Less than \$30,000	60%
\$30,000-\$49,999	76%
\$50,000-\$74,999	83%
\$75,000 and up	94%
<b>Educational Attainment</b>	
Less than High School	39%
High School	63%
Some College	87%
College +	94%

November 30-December 27, 2009 Tracking Survey. N=2,258 adults, 18 and older, including 565 cell phone interviews. Margin of error is  $\pm 2\%$ .

\* Figures for Hispanics in this survey include both English- and Spanish-speaking respondents.

Please note that prior to the 2005 survey, the question used to identify Internet users read, "Do you ever go online to access the Internet or World Wide Web or to send and receive email?" The current two-part question wording reads, "Do you use the Internet, at least occasionally?" and "Do you send or receive email, at least occasionally?"

Source: Pew Internet & American Life Project

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## Common Internet Activities, U.S.

The percent of U.S. users who say they have ever used the Internet to:	%	Most recent survey date
Send or read e-mail	89	Sep-09
Use a search engine to find information	88	Apr-09
Look for information online about a service or product you are thinking of buying*	81	Sep-07
Check the weather	76	Apr-09
Look for health/medical info	83	Dec-08
Buy a product	75	Apr-09
Get news	72	Apr-09
Buy or make a reservation for travel	66	Apr-09
Go online just for fun or to pass the time	72	Apr-09
Visit a local, state or federal government website*	59	Nov-08
Look for "how-to," "do-it-yourself" or repair information	59	Aug-08
Research for school or training	57	Jan-05
Look for news or information about politics or upcoming campaigns*	60	Apr-09
Do any banking online	57	Apr-09
Watch a video on a video-sharing site like YouTube or Google Video	62	Apr-09
Do any type of research for your job	51	Feb/Mar-07
Look for information on Wikipedia	47	Dec-08
Look online for info about a job*	52	Apr-09
Get sports scores and info online*	45	Aug-06
Get info about a college, university or other school you or a family member might attend	45	Jan-05
Search for info about someone you know or might meet	42	Aug-08
Look for info about a place to live*	39	Aug-06
Send instant messages	38	Nov-08
Pay bills online	38	Jan-05
Get financial info online, such as stock quotes or mortgage interest rates	39	Apr-09
Download music files to your computer	37	Dec-07
Upload photos to a website so you can share them with others online	46	Aug-08
Use an online social networking site like MySpace, Facebook or LinkedIn.com*	47	Sep-09
Use Twitter or other status-update service	19	Sep-09
Look for religious/spiritual info	28	Apr-09
Play online games*	35	Aug-06
Read someone else's online journal or blog*	32	Dec-08
Rate a product, service or person using an online rating system	31	Apr-09
Use online classified ads or sites like Craigslist	49	Apr-09
Post a comment or review online about a product you bought or a service you received	30	Sep-07
Pay to access or download digital content online*	28	Dec-07
Categorize or tag online content like a photo, news story or blog post	28	Dec-06
Download video files to your computer	27	Dec-07
Participate in an online auction	27	Apr-09
Research your family's history or genealogy online*	27	Sep-09
Post comments to an online news group, website, blog or photo site	26	Sep-09
Chat in a chat room or in an online discussion	22	Sep-05
Share something online that you created yourself	30	Sep-09
Create or work on your own webpage	14	Sep-09
Make a donation to a charity online	19	Apr-09
Download a podcast so you can listen to it or view it later*	19	May-08
Download or share files using peer-to-peer file-sharing networks, such as BitTorrent or LimeWire	15	May-08

Please note that the wording for some items has been abbreviated. For full question wording, please refer to the questionnaire.

\* Item wording has changed slightly over time. Please see questionnaires for question wording changes.

Source: Pew Internet & American Life Project

Plunkett Research, Ltd.

www.plunkettresearch.com

## Common Daily Internet Activities, U.S.

Internet Activity: Users reported doing this on a "typical day"	%	Most recent survey date
Use the Internet	71	Dec-09
Send or read e-mail	58	Sep-09
Use a search engine to find information	50	Apr-09
Get news	38	Apr-09
Check the weather	33	Apr-09
Go online just for fun or to pass the time	38	Apr-09
Look for news or information about politics or upcoming campaigns*	25	Apr-09
Look for information online about a service or product you are thinking of buying	20	Sep-07
Use an online social networking site like MySpace, Facebook or LinkedIn.com*	27	Sep-09
Use Twitter or other status-update service	9	Sep-09
Do any banking online	24	Apr-09
Watch a video on a video-sharing site like YouTube or Google Video	19	Apr-09
Get sports scores and info online*	15	Aug-06
Look for information on Wikipedia	12	Dec-08
Get financial info online, such as stock quotes or mortgage interest rates	12	Apr-09
Send instant messages	11	Nov-08
Visit a local, state or federal government website*	10	Nov-08
Read someone else's online journal or blog*	10	Dec-08
Look for health/medical info	10	May-08
Search for a map or driving directions	10	Dec-06
Play online games*	9	Aug-06
Search for info about someone you know or might meet	8	Aug-08
Download music files to your computer	7	Dec-07
Look for "how-to," "do-it-yourself" or repair information	7	Aug-08
Categorize or tag online content like a photo, news story or blog post	7	Dec-06
Pay bills online	7	Jan-05
Pay to access or download digital content online*	6	Dec-07
Buy a product	8	Apr-09
Look for religious/spiritual info	4	Apr-09
Look online for info about a job*	9	Apr-09
Use online classified ads or sites like Craigslist	9	Apr-09
Download video files to your computer	5	Dec-07
Look for info about a place to live*	5	Aug-06
Upload photos to a website so you can share them with others online	5	Aug-06
Chat in a chat room or in an online discussion	5	Sep-05
Get info online about a college, university or other school	4	Jan-05
Rate a product, service or person using an online rating system	3	Apr-09
Download or share files file-sharing networks such as BitTorrent or LimeWire	3	May-08
Buy or make a reservation for travel	3	Apr-09
Post a comment or review online about a product or service you bought	3	Sep-07
Take material you find online and remix it into your own artistic creation	2	Sep-09
Create or work on your own online journal or blog*	2	Sep-09
Download a podcast so you can listen to it or view it later*	3	May-08
Participate in an online auction	3	Apr-09
Use an online dating website*	2	Sep-09
View live images online of a remote location or person, using a webcam	2	Dec-06
Make a phone call online*	2	Feb/Mar-07

Please note that the wording for some items has been abbreviated. For full question wording, please refer to the questionnaire.

\* Item wording has changed slightly over time. Please see questionnaires for question wording changes.

Source: Pew Internet & American Life Project

Plunkett Research, Ltd.

www.plunkettresearch.com

## Top 25 U.S. Web Parent Companies at Home & Work, by Unique Audience & Time Spent: December 2009

(Audience Numbers in Thousands)

Parent Company or Division	Unique Audience	Time Per Person (hr:min:sec)
Google	155,683	2:21:53
Microsoft	135,876	2:03:01
Yahoo!	130,229	2:56:27
Facebook	109,905	6:24:17
AOL LLC	88,347	2:25:09
News Corp. Online	80,152	1:18:15
Amazon	74,428	0:35:26
InterActiveCorp	71,564	0:15:44
eBay	67,979	1:23:31
Apple Computer	63,825	1:27:45
Wikimedia Foundation	58,784	0:16:34
Walt Disney Internet Group	52,744	0:36:38
CBS Corp.	50,250	0:19:51
New York Times Co.	47,640	0:12:54
Wal-Mart Stores	46,688	0:18:14
Turner Network (Time Warner)	45,731	0:29:07
The Weather Channel Interactive	41,544	0:23:08
AT&T Inc.	40,839	0:18:31
Glam Media	40,580	0:17:25
Comcast Corp.	39,232	0:51:19
General Electric	34,535	0:09:44
Viacom Digital	33,864	0:48:13
Scripps Networks Interactive	33,470	0:09:36
Target Corp.	32,775	0:11:28
Craigslist	30,382	1:21:26

Average U.S. Internet Usage: October 2009	
Sessions/Visits Per Person	53
Domains Visited Per Person	87
Web pages per person	2,645
Duration of a Web Page Viewed	00:00:58
PC Time Per Person	67:49:39
Active Digital Media Universe	196,637,941
Current Digital Media Universe Estimate	233,964,000

Source: Nielsen Online

Plunkett Research, Ltd.

www.plunkettresearch.com

## Top 10 Global Web Parent Companies, Home & Work: December 2009

Parent Name	Unique Audience (000)	Active Reach %	Time Per Person
Google	353,851	83.91	2:38:50
Microsoft	315,490	74.81	3:01:38
Yahoo!	228,711	54.23	2:12:36
Facebook	206,878	49.06	5:57:17
eBay	163,844	38.85	1:41:31
Wikimedia Foundation	141,239	33.49	0:16:01
Amazon	137,364	32.57	0:32:11
AOL LLC	129,360	30.67	2:21:03
News Corp. Online	120,316	28.53	0:59:17
IAC/InterActiveCorp	115,131	27.30	0:11:36

Source: Nielsen Online  
Plunkett Research, Ltd.  
[www.plunkettresearch.com](http://www.plunkettresearch.com)

## Top 20 Websites, U.S.: February 2010

*(Based on Market Share of Visits)*

Rank	Website	Market Share
1	Google	7.00%
2	Facebook	6.72%
3	Yahoo! Mail	3.77%
4	Yahoo!	3.42%
5	MySpace	2.14%
6	YouTube	2.01%
7	msn	1.84%
8	Windows Live Mail	1.67%
9	Yahoo! Search	1.19%
10	Bing	1.03%
11	eBay	0.94%
12	Gmail	0.83%
13	AOL	0.73%
14	AOL Mail	0.58%
15	My Yahoo!	0.49%
16	Google Images	0.48%
17	Wikipedia	0.43%
18	Amazon.com	0.43%
19	Yahoo! News	0.32%
20	Pogo	0.27%

Note: The Experian Hitwise data featured is based on US market share of visits, which is the percentage of online traffic to the domain or industry, from a sample of 10 million US Internet users. Experian Hitwise measures more than 1 million unique websites on a daily basis, including sub-domains of larger websites. Data in this table was collected during the week ending February 6, 2010.

Source: Experian Hitwise  
Plunkett Research, Ltd.  
www.plunkettresearch.com

## Top 20 E-Commerce Sites, U.S.: January 2009

(Week Ending January 24, 2009; Based on Market Share of Visits)

Rank	Name	Domain	Market Share
1	Amazon.com	www.amazon.com	12.65%
2	Walmart	www.half.ebay.com	5.34%
3	Target	www.target.com	3.14%
4	BestBuy	www.bestbuy.com	2.52%
5	JC Penney	www.jcpenney.com	1.96%
6	QVC	www.qvc.com	1.83%
7	Sears	www.sears.com	1.74%
8	Overstock.com	www.overstock.com	1.58%
9	Dell USA	www.dell.com	1.41%
10	Home Depot	www.homedepot.com	1.35%
11	Lowes	www.lowes.com	1.30%
12	CircuitCity.com	www.circuitcity.com	1.28%
13	Ticketmaster	www.ticketmaster.com	1.24%
14	Home Shopping Network	www.hsn.com	1.23%
15	Macy's	www.macys.com	1.03%
16	Cabela's	www.cabelas.com	1.03%
17	Kohl's	www.kohls.com	0.95%
18	Fandango	www.fandango.com	0.93%
19	Barnes & Noble	www.barnesandnoble.com	0.85%
20	Toys 'R Us	www.toysrus.com	0.84%

Note: This index does not include websites from the following industries: auctions, classifieds, subscription services, DVD and video game rental, reward point collecting and coupons.

Source: Experian Hitwise  
 Plunkett Research, Ltd.  
 www.plunkettresearch.com



## Top 20 Social Networking Websites, U.S.: February 2010

*(Based on Market Share of Visits)*

Rank	Website	Market Share
1	Facebook	49.64%
2	MySpace	15.82%
3	YouTube	14.85%
4	Tagged	1.24%
5	Yahoo! Answers	1.12%
6	Twitter	1.10%
7	Yahoo! Profiles	0.80%
8	Meebo	0.60%
9	myYearbook	0.57%
10	Windows Live Home	0.53%
11	Classmates	0.30%
12	Linkedin	0.27%
13	MocoSpace	0.27%
14	Yahoo! Groups	0.26%
15	Club Penguin	0.20%
16	Mylife	0.19%
17	BlackPlanet.com	0.19%
18	CafeMom	0.18%
19	Yelp	0.17%
20	CaringBridge	0.17%

Note: The Experian Hitwise data featured is based on US market share of visits, which is the percentage of online traffic to the domain or industry, from a sample of 10 million US Internet users. Experian Hitwise measures more than 1 million unique websites on a daily basis, including sub-domains of larger websites. Data in this table was collected during the week ending February 6, 2010.

Source: Experian Hitwise  
Plunkett Research, Ltd.  
www.plunkettresearch.com

## Leading Search Engines, U.S.: February 2010

*(Ranked by Volume of Searches)*

Rank	Search Engine	Search Volume
1	<a href="http://www.google.com">www.google.com</a>	71.35%
2	<a href="http://search.yahoo.com">search.yahoo.com</a>	14.60%
3	<a href="http://www.bing.com">www.bing.com</a>	9.56%
4	<a href="http://www.ask.com">www.ask.com</a>	2.55%
5	<a href="http://www.aolsearch.com">www.aolsearch.com</a>	1.06%

Note: The Experian Hitwise data featured is based on US market share of visits, which is the percentage of online traffic to the domain or industry, from a sample of 10 million US Internet users. Experian Hitwise measures more than 1 million unique websites on a daily basis, including sub-domains of larger websites. Data was collected during the four weeks ending February 6, 2010.

Source: Experian Hitwise  
Plunkett Research, Ltd.  
[www.plunkettresearch.com](http://www.plunkettresearch.com)

## eBay Quarterly Statistics: 2003-2009

	2009 4Q	2009 3Q	2009 2Q	2009 1Q	2008 1Q	2007 1Q	2006 1Q	2005 1Q
<b>Value of Items Sold<sup>1</sup></b> (In Billions of US\$)	16.3	14.6	13.4	12.8	16.0	14.3	12.5	10.6
<b>Revenues<sup>2</sup></b> (In Billions of US\$)	2.40	2.20	2.10	2.02	2.19	1.77	1.39	1.032
<b>Income<sup>3</sup></b> (In Millions of US\$)	586.0	502.0	479.0	500.0	561.5	460.5	342.9	275.5
<b>Active Users<sup>4</sup></b> (In Millions)	90.1	89.2	88.4	88.3	86.2	82.9	75.4	60.5

<sup>1</sup> Gross Merchandise Volume (GMV), the total value of all successfully closed items on eBay's trading platforms.

<sup>2</sup> Consolidated net revenues.

<sup>3</sup> Pro forma net income, or non-GAAP net income.

<sup>4</sup> The number of users on the eBay platform who bid on, bought, listed or sold an item within the previous 12-month period. Users may register more than once, and as a result, may have more than one account.

Source: eBay

Plunkett Research, Ltd.

www.plunkettresearch.com

## Chapter 3

# IMPORTANT E-COMMERCE & INTERNET BUSINESS CONTACTS

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### I. Advertising Resources

#### Interactive Advertising Bureau (IAB)

116 E. 27th St., 7th Fl.  
 New York, NY 10016 US  
 Phone: 212-380-4700  
 E-mail Address: [marla@iab.net](mailto:marla@iab.net)  
 Web Address: [www.iab.net](http://www.iab.net)

The Interactive Advertising Bureau (IAB) is dedicated to helping online, email, wireless and interactive advertisers increase their revenues. The organization, on conjunction with PricewaterhouseCoopers, publishes the biannual IAB Internet Advertising Revenue Report.

### **Web Marketing Today**

Wilson Internet Svcs.  
P.O. Box 308  
Rocklin, CA 95677-0308 US  
Phone: 916-652-4659  
Web Address: [www.wilsonweb.com](http://www.wilsonweb.com)  
Web Marketing Today is a free weekly online magazine covering the e-commerce industry.

## **II. Advertising/Marketing Associations**

### **4A's (American Association of Advertising Agencies)**

405 Lexington Ave., 18th Fl.  
New York, NY 10174-1801 US  
Phone: 212-682-2500  
Fax: 212-682-8391  
E-mail Address: [nhill@aaaa.org](mailto:nhill@aaaa.org)  
Web Address: [www.aaaa.org](http://www.aaaa.org)

The 4A's, formerly the American Association of Advertising Agencies, is the national trade association representing the advertising agency industry in the United States. The association announced in 2009 that it would go by the name 4A's to better reflect its international business and leadership efforts.

### **American Institute of Graphic Arts (AIGA)**

164 5th Ave.  
New York, NY 10010 US  
Phone: 212-807-1990  
Fax: 212-807-1799  
E-mail Address: [steve\\_rogenstein@aiga.org](mailto:steve_rogenstein@aiga.org)  
Web Address: [www.aiga.org](http://www.aiga.org)

The American Institute of Graphic Arts (AIGA) strives to further excellence in communication design, both as a strategic tool for business and as a cultural force.

### **American Marketing Association (AMA)**

311 S. Wacker Dr., Ste 5800  
Chicago, IL 60606 US  
Phone: 312-542-9000  
Fax: 312-542-9001  
Toll Free: 800-262-1150  
E-mail Address: [info@ama.org](mailto:info@ama.org)  
Web Address: [www.marketingpower.com](http://www.marketingpower.com)

The American Marketing Association (AMA) serves marketing professionals in both business and education and serves all levels of marketing practitioners, educators and students.

### **Art Directors Club, Inc. (ADC)**

106 W. 29th St.  
New York, NY 10001 US

Phone: 212-643-1440

Fax: 212-643-4266

E-mail Address: [info@adcglobal.org](mailto:info@adcglobal.org)

Web Address: [www.adcglobal.org](http://www.adcglobal.org)

The Art Directors Club (ADC) is an international not-for-profit organization of creative leaders in advertising, graphic design, interactive media, broadcast design, typography, packaging, environmental design, photography, illustration and related disciplines.

### **Association for the Advancement of Relationship Marketing (AARM)**

AARM Int'l, Asia Pacific Representative office  
LGC Hannam University, Gwanak-gu  
Daejeon, Korea  
Phone: 82-42-629-8507

E-mail Address: [administration@aarm.org](mailto:administration@aarm.org)

Web Address: [www.aarm.org](http://www.aarm.org)

The Association for the Advancement of Relationship Marketing (AARM) is an association of professionals in relationship marketing, especially in direct and interactive marketing.

### **Electronic Media Marketing Association (EMMA)**

Phone: 212-210-1458

E-mail Address: [Jennifer.Thorsen@aetn.com](mailto:Jennifer.Thorsen@aetn.com)

Web Address: [www.emmadirect.com](http://www.emmadirect.com)

The Electronic Media Marketing Association (EMMA) is devoted to sharing ideas and knowledge among electronic advertisers. EMMA was formed in 1982 by Direct Response television professionals as an informal forum to discuss problems, developments and the direction of the industry.

### **eMarketing Association (eMA)**

224 Post Rd., Ste 129  
Westerly, RI 02891 US  
Phone: 401-315-2194

Fax: 408-884-2461

E-mail Address: [service@emarketingassociation.com](mailto:service@emarketingassociation.com)

Web Address: [www.emarketingassociation.com](http://www.emarketingassociation.com)

eMarketing Association (eMA) is the largest international association of electronic marketing professionals, with over 3,000 members worldwide. The organization provides a forum to exchange knowledge and ideas and to make professional contacts.

### **International Advertising Association (IAA)**

275 Madison Ave., Ste 2102

New York, NY 10016 US

Phone: 212-557-1133

Fax: 212-983-0455

E-mail Address: [membership@iaaglobal.org](mailto:membership@iaaglobal.org)

Web Address: [www.iaaglobal.org](http://www.iaaglobal.org)

The International Advertising Association (IAA) is a strategic partnership that champions the common interests of disciplines across the full spectrum of the marketing communications industry.

**Search Engine Marketing Association (SEMPO)**

401 Edgewater Pl., Ste 600  
Wakefield, MA 01880 US  
Phone: 781-876-8866

Web Address: [www.sempo.org](http://www.sempo.org)

Search Engine Marketing Association (SEMPO), is a global nonprofit organization serving the search engine marketing industry and marketing professionals engaged in it. SEMPO was founded in 2002.

**Singapore Advertisers Association**

20 Bendemeer Rd., 03-12 CyberHub  
339914 Singapore  
Phone: 65-6295-2335

Web Address: [singaporeadvertisersassociation.org](http://singaporeadvertisersassociation.org)

The Advertising Standards Authority of Singapore (ASAS) is an Advisory Council to the Consumers Association of Singapore (CASE). It was set up in 1973 to promote ethical advertising in Singapore and is the self-regulatory body of the advertising industry.

**III. Audience & Circulation Research****Media Rating Council (MRC)**

420 Lexington Ave., Ste 343  
New York, NY 10170 US  
Phone: 212-972-0300

Fax: 212-972-2786

E-mail Address: [staff@mediaratingcouncil.org](mailto:staff@mediaratingcouncil.org)

Web Address: [www.mediaringcouncil.org](http://www.mediaringcouncil.org)

The Media Rating Council (MRC) is a nonprofit regulatory agency that promotes secure, accurate audience measurement services for the media industry.

**IV. Broadcasting, Cable, Radio & TV Associations****Cable & Satellite Broadcasting Association of Asia**

802 Wilson House, 19-27 Wyndham St.  
Hong Kong  
Phone: 852-2854-9913

Fax: 852-2854-9530

E-mail Address: [casbaa@casbaa.com](mailto:casbaa@casbaa.com)

Web Address: [www.casbaa.com](http://www.casbaa.com)

The Cable & Satellite Broadcasting Association of Asia is an industry-based advocacy group dedicated to the promotion of multi-channel television via cable, satellite, broadband and wireless video networks across the Asia-Pacific. CASBAA represents some 135 corporations, which in turn serve more than 3 billion people.

**National Cable and Telecommunications Association (NCTA)**

25 Massachusetts Ave. NW, Ste 100  
Washington, DC 20001 US  
Phone: 202-222-2300

Fax: 202-222-2514

E-mail Address: [webmaster@ncta.com](mailto:webmaster@ncta.com)

Web Address: [www.ncta.com](http://www.ncta.com)

The National Cable and Telecommunications Association (NCTA) is the principal trade association of the cable television industry in the United States.

**V. Careers-Computers/Technology****Computerjobs.com, Inc.**

280 Interstate N. Cir. SE, Ste 300  
Atlanta, GA 30339-2411 US

Toll Free: 800-850-0045

E-mail Address: [michael@marketingmax.com](mailto:michael@marketingmax.com)

Web Address: [www.computerjobs.com](http://www.computerjobs.com)

Computerjobs.com, Inc. is an employment web site that offers users a link to computer-related job opportunities organized by skill and market.

**Dice**

4101 NW Urbandale Dr.  
Urbandale, IA 50322 US

Phone: 515-280-1144

Fax: 515-280-1452

Toll Free: 877-386-3323

Web Address: [www.dice.com](http://www.dice.com)

Dice provides free employment services for IT jobs. The site includes advanced job searches by geographic location and category, availability announcements and resume postings, as well as employer profiles, a recruiter's page and career links. Dice is owned by Dice Holdings, Inc., a publicly traded company.

**Institute for Electrical and Electronics Engineers (IEEE) Job Site**

445 Hoes Ln.

Piscataway, NJ 08855-1331 US

Phone: 732-981-0060

Toll Free: 800-678-4333

E-mail Address: [candidatejobsite@ieee.org](mailto:candidatejobsite@ieee.org)

Web Address: [careers.ieee.org](http://careers.ieee.org)

The Institute for Electrical and Electronics Engineers (IEEE) Job Site provides a host of employment services for technical professionals, employers and recruiters. The site offers job listings by geographic area, a resume bank and links to employment services.

**Pencom Systems, Inc.**

152 Remsen St.  
New York, NY 11201 US

Phone: 718-923-1111

Fax: 718-923-6066

E-mail Address: [tom@pencom.com](mailto:tom@pencom.com)

Web Address: [www.pencom.com](http://www.pencom.com)

Pencom Systems, Inc., an open systems recruiting company, offers a web site geared toward high-technology and scientific professionals, featuring an interactive salary survey, career advisor, job listings and technology resources.

## VI. Careers-First Time Jobs/New Grads

### Alumni-Network Recruitment Corporation

Phone: 905-465-2547

E-mail Address: [karen@alumni-network.com](mailto:karen@alumni-network.com)

Web Address: [www.alumni-network.com](http://www.alumni-network.com)

Alumni-Network Recruitment Corporation is a professional search and recruiting firm, specializing in ERP, E-Commerce and Engineering.

### Black Collegian Online (The)

140 Carondelet St.

New Orleans, LA 70130 US

Phone: 504-523-0154

Web Address: [www.black-collegian.com](http://www.black-collegian.com)

The Black Collegian Online features listings for job and internship opportunities, as well as other tools for students of color; it is the web site of The Black Collegian Magazine, published by IMDiversity, Inc. The site includes a list of the top 100 minority corporate employers and an assessment of job opportunities.

### Collegegrad.com, Inc.

234 E. College Ave., Ste 200

State College, PA 16801 US

Phone: 262-375-6700

Toll Free: 1-800-991-4642

Web Address: [www.collegegrad.com](http://www.collegegrad.com)

Collegegrad.com, Inc. offers in-depth resources for college students and recent grads seeking entry-level jobs.

### Job Web

Nat'l Association of Colleges & Employers (NACE)

62 Highland Ave.

Bethlehem, PA 18017-9085 US

Phone: 610-868-1421

Fax: 610-868-0208

Toll Free: 800-544-5272

E-mail Address: [editors@jobweb.com](mailto:editors@jobweb.com)

Web Address: [www.jobweb.com](http://www.jobweb.com)

Job Web, owned and sponsored by National Association of Colleges and Employers (NACE), displays job openings and employer descriptions. The site also offers a database of career fairs, searchable by state or keyword, with contact information.

### MBAjobs.net

Fax: 413-556-8849

E-mail Address: [contact@mbajobs.net](mailto:contact@mbajobs.net)

Web Address: [www.mbajobs.net](http://www.mbajobs.net)

MBAjobs.net is a unique international service for MBA students and graduates, employers, recruiters and business schools. The MBAjobs.net service is provided by WebInfoCo.

### MonsterTRAK

11845 W. Olympic Blvd., Ste 500

Los Angeles, CA 90064 US

Toll Free: 800-999-8725

E-mail Address: [trakstudent@monster.com](mailto:trakstudent@monster.com)

Web Address: [www.college.monster.com](http://www.college.monster.com)

MonsterTRAK provides information about internships and entry-level jobs.

### National Association of Colleges and Employers (NACE)

62 Highland Ave.

Bethlehem, PA 18017-9085 US

Phone: 610-868-1421

Fax: 610-868-0208

Toll Free: 800-544-5272

E-mail Address: [mcollins@naceweb.org](mailto:mcollins@naceweb.org)

Web Address: [www.naceweb.org](http://www.naceweb.org)

The National Association of Colleges and Employers (NACE) is a premier U.S. organization representing college placement offices and corporate recruiters who focus on hiring new grads.

## VII. Careers-General Job Listings

### Career Exposure, Inc.

805 SW Broadway, Ste 2250

Portland, OR 97205 US

Phone: 503-221-7779

Fax: 503-221-7780

E-mail Address: [lisam@mackenzie-marketing.com](mailto:lisam@mackenzie-marketing.com)

Web Address: [www.careerexposure.com](http://www.careerexposure.com)

Career Exposure, Inc. is an online career center and job placement service, with resources for employers, recruiters and job seekers.

### CareerBuilder, Inc.

200 N. LaSalle St., Ste 1100

Chicago, IL 60601 US

Phone: 773-527-3600

Toll Free: 800-638-4212

Web Address: [www.careerbuilder.com](http://www.careerbuilder.com)

CareerBuilder, Inc. focuses on the needs of companies and also provides a database of job openings. The site has 1.5 million jobs posted by 300,000 employers, and receives an average 23 million unique visitors monthly. The company also operates online career centers for 150 newspapers, 1,000 partners and other online portals such as America Online. Resumes are sent directly to the company, and applicants can set up a special e-mail account for job-seeking purposes. CareerBuilder is primarily a joint venture between three newspaper giants: The McClatchy Company (which recently acquired former partner Knight Ridder), Gannett Co., Inc. and Tribune Company. In 2007, Microsoft acquired a minority interest in CareerBuilder, allowing the site to ally itself with MSN.

### CareerOneStop

Toll Free: 877-348-0502

E-mail Address: [info@careeronestop.org](mailto:info@careeronestop.org)

Web Address: [www.careeronestop.org](http://www.careeronestop.org)

CareerOneStop is operated by the employment commissions of various state agencies. It contains job listings in both the private sector and in government. CareerOneStop is sponsored by the U.S. Department of Labor. It includes a wide variety of useful career resources and workforce information.

#### **JobCentral**

DirectEmployers Association, Inc.  
9002 N. Purdue Rd., Quad III, Ste. 100  
Indianapolis, IN 46268 US  
Phone: 317-874-9000  
Fax: 317-874-9100  
Toll Free: 866-268-6206  
E-mail Address: [info@jobcentral.com](mailto:info@jobcentral.com)  
Web Address: [www.jobcentral.com](http://www.jobcentral.com)

JobCentral, operated by the nonprofit DirectEmployers Association, Inc., links users directly to hundreds of thousands of job opportunities posted on the sites of participating employers, thus bypassing the usual job search sites. This saves employers money and allows job seekers to access many more job opportunities.

#### **LaborMarketInfo**

Employment Dev. Dept., Labor Market Info. Div.  
800 Capitol Mall, MIC 83  
Sacramento, CA 95814 US  
Phone: 916-262-2162  
Fax: 916-262-2352  
Toll Free: 800-480-3287  
Web Address: [www.labormarketinfo.edd.ca.gov](http://www.labormarketinfo.edd.ca.gov)  
LaborMarketInfo, formerly the California Cooperative Occupational Information System, is geared to providing job seekers and employers a wide range of resources, namely the ability to find, access and use labor market information and services. It provides demographical statistics for employment on both a local and regional level, as well as career searching tools for California residents. The web site is sponsored by California's Employment Development Office.

#### **Recruiters Online Network**

947 Essex Ln.  
Medina, OH 44256 US  
Phone: 888-364-4667  
Fax: 888-237-8686  
E-mail Address: [info@recruitersonline.com](mailto:info@recruitersonline.com)  
Web Address: [www.recruitersonline.com](http://www.recruitersonline.com)  
The Recruiters Online Network provides job postings from thousands of recruiters, Careers Online Magazine, a resume database, as well as other career resources.

#### **True Careers, Inc.**

Web Address: [www.truecareers.com](http://www.truecareers.com)  
True Careers, Inc. offers job listings and provides an array of career resources. The company also offers a search of over 2 million scholarships. It is partnered with

CareerBuilder.com, which powers its career information and resume posting functions.

#### **USAJOBS**

U.S. Office of Personnel Management  
1900 E St. NW  
Washington, DC 20415 US  
Phone: 202-606-1800  
Web Address: [usajobs.opm.gov](http://usajobs.opm.gov)  
USAJOBS, a program of the U.S. Office of Personnel Management, is the official job site for the U.S. Federal Government. It provides a comprehensive list of U.S. government jobs, allowing users to search for employment by location; agency; type of work, using the Federal Government's numerical identification code, the General Schedule (GS) Series; or by senior executive positions. It also has a special veterans' employment section; an information center, offering resume and interview tips and other useful information such as hiring trends and a glossary of Federal terms; and allows users to create a profile and post a resume.

#### **Wall Street Journal - CareerJournal**

Wall Street Journal  
200 Liberty St.  
New York, NY 10281 US  
Phone: 212-416-2000  
Toll Free: 800-568-7625  
E-mail Address: [onlinejournal@wsj.com](mailto:onlinejournal@wsj.com)  
Web Address: [cj.careercast.com/careers/jobsearch](http://cj.careercast.com/careers/jobsearch)  
The Wall Street Journal's CareerJournal, an executive career site, features a job database with thousands of available positions; career news and employment related articles; and advice regarding resume writing, interviews, networking, office life and job hunting.

#### **Yahoo! HotJobs**

45 W. 18th St., 6th Fl.  
New York, NY 10011 US  
Phone: 646-351-5300  
Web Address: [www.hotjobs.yahoo.com](http://www.hotjobs.yahoo.com)  
Yahoo! HotJobs, designed for experienced professionals, employers and job seekers, is a Yahoo-owned site that provides company profiles, a resume posting service and a resume workshop. The site allows posters to block resumes from being viewed by certain companies and provides a notification service of new jobs.

### **VIII. Careers-Job Reference Tools**

#### **NewsVoyager**

4401 Wilson Blvd., Ste 900  
Arlington, VA 22203-1867 US  
Phone: 571-366-1000  
Fax: 571-366-1195  
E-mail Address: [sally.clarke@naa.org](mailto:sally.clarke@naa.org)  
Web Address: [www.newsvoyager.com](http://www.newsvoyager.com)



NewsVoyager, a service of the Newspaper Association of America (NAA), links individuals to local, national and international newspapers. Job seekers can search through thousands of classified sections.

**Vault.com, Inc.**

75 Varick St., 8th Fl.

New York, NY 10013 US

Phone: 212-366-4212

E-mail Address: [feedback@staff.vault.com](mailto:feedback@staff.vault.com)

Web Address: [www.vault.com](http://www.vault.com)

Vault.com, Inc. is a comprehensive career web site for employers and employees, with job postings and valuable information on a wide variety of industries. Vault gears many of its features toward MBAs. The site has been recognized by Forbes and Fortune Magazines.

**IX. Computer & Electronics Industry Associations**

**Asian-Oceanian Computing Industry Organization (ASOCIO)**

2-45 Aomi, Koto-ku, c/o JISA, 17th Fl., Time 24 Bldg.

Tokyo, 135-8073 Japan

Phone: 81-3-5500-2706

Fax: 81-3-5500-2630

E-mail Address: [lucas@jisa.or.jp](mailto:lucas@jisa.or.jp)

Web Address: [www.asocio.org](http://www.asocio.org)

The Asian-Oceanian Computing Industry Organization's (ASOCIO) objective is to develop the computing society and industry in the region.

**China Electronic Chamber of Commerce (CECC)**

No. 15, Cuiwei Zhongli

Haidian District

Beijing, 100036 China

Phone: 86-10-6825-6762

Fax: 86-10-6825-6764

E-mail Address: [ceccmail@126.com](mailto:ceccmail@126.com)

Web Address: [www.cecc.org.cn/english](http://www.cecc.org.cn/english)

China Electronic Chamber of Commerce (CECC), which is lead by the Ministry of Information Industry, is the national professional organization for telecommunications and mobile electronics. The group circulates industry information and mediates between its members and the government.

**Communications Industry Association of Japan (CIAJ)**

2-2-12 Hamamatsucho, Minato-ku

3rd Fl., JEI Hamamatsucho Bldg.

Tokyo, 105-0013 Japan

Phone: 81-3-5403-9363

Fax: 81-3-5463-9360

E-mail Address: [webmaster@ciaj.or.jp](mailto:webmaster@ciaj.or.jp)

Web Address: [www.ciaj.or.jp](http://www.ciaj.or.jp)

The Communications Industry Association of Japan (CIAJ) works to help the development of the communication and information network industry in Japan

through the promotion of info-communication technologies.

**Computer & Communications Industry Association (CCIA)**

900 17th St. NW, Ste 1100

Washington, DC 20006 US

Phone: 202-783-0070

Fax: 202-783-0534

E-mail Address: [ccia@ccianet.org](mailto:ccia@ccianet.org)

Web Address: [www.ccianet.org](http://www.ccianet.org)

The Computer & Communications Industry Association (CCIA) is a nonprofit membership organization for companies and senior executives representing the computer, Internet, information technology (IT) and telecommunications industries.

**Computer Technology Industry Association (CompTIA)**

1815 S. Meyers Rd., Ste 300

Oakbrook Terrace, IL 60181-5228 US

Phone: 630-678-8300

Fax: 630-678-8384

E-mail Address: [information@comptia.org](mailto:information@comptia.org)

Web Address: [www.comptia.org](http://www.comptia.org)

The Computer Technology Industry Association (CompTIA) is the leading association representing the international technology community. Its goal is to provide a unified voice, global advocacy and leadership, and to advance industry growth through standards, professional competence, education and business solutions.

**Electronic Industries Association of India (ELCINA)**

422 Okhla Industrial Estate

ELCINA House

New Delhi, 110020 India

Phone: 91-11-2692-4597

Fax: 91-11-2692-3440

E-mail Address: [elcina@vsnl.com](mailto:elcina@vsnl.com)

Web Address: [www.elcina.com](http://www.elcina.com)

The Electronic Industries Association of India (ELCINA) is an organization for the promotion of electronic hardware manufacturing through active representation and advice to the Indian government.

**Electronics and Computer Software Export Promotion Council (ESC)**

Opp. Asiad Village

3rd Fl., PHD House

New Delhi, 110016 India

Phone: 91-11-2696-5103

Fax: 91-11-2685-3412

E-mail Address: [esc@vsnl.net](mailto:esc@vsnl.net)

Web Address: [www.escindia.in](http://www.escindia.in)

The Electronics and Computer Software Export Promotion Council (ESC) represents the info-communication technology industry through electronics and IT trade facilitation.

**Information Technology Association of Canada (ITAC)**

5090 Explorer Dr., Ste 801  
Mississauga, Ontario L4W 4T9 Canada  
Phone: 905-602-8345  
Fax: 905-602-8346  
E-mail Address: [jgrosse@itac.ca](mailto:jgrosse@itac.ca)  
Web Address: [www.itac.ca](http://www.itac.ca)

The Information Technology Association of Canada (ITAC) seeks to promote the contribution of the IT, software, computer and telecommunications industry in Canada.

**Information Technology Industry Council (ITI)**

1250 Eye St. NW, Ste 200  
Washington, DC 20005 US  
Phone: 202-737-8888  
Fax: 202-638-4922  
Web Address: [www.itic.org](http://www.itic.org)

The Information Technology Industry Council (ITI) is a premier group of the nation's leading high-tech companies and widely recognized as one of the tech industry's most effective lobbying organization in Washington, in various foreign capitals, and the WTO.

**Information Technology Management Association (Singapore)**

78 Shenton Way, 26-02  
079120 Singapore  
E-mail Address: [Vincent.wong@accenture.com](mailto:Vincent.wong@accenture.com)  
Web Address: [www.itma.org.sg](http://www.itma.org.sg)

Information Technology Management Association represents members in the field of information technology management in Singapore.

**Korea Association of Information and Telecommunications (KAIT)**

NO. 1678-2, 2nd Fl. Dong-Ah Villat 2 TownSeocho-dong, Seocho-gu  
Seoul, 137-070 Korea  
Phone: 82-2-580-0580  
Fax: 82-2-580-0599  
E-mail Address: [webmaster@kait.or.kr](mailto:webmaster@kait.or.kr)  
Web Address: [www.kait.or.kr/eng](http://www.kait.or.kr/eng)

The KAIT was created to develop and promote the InfoTech, computer, consumer electronics, wireless, software and telecommunications sectors in Korea.

**Manufacturers' Association for Information Technology (MAIT)**

Opp. Asian Games Vlg., 4th Fl., PHD House  
New Delhi, 110-016 India  
Phone: 91-11-2685-5487  
Fax: 91-11-2685-1321  
E-mail Address: [mait@vsnl.com](mailto:mait@vsnl.com)  
Web Address: [www.mait.com](http://www.mait.com)

The Manufacturers' Association for Information Technology (MAIT) is an organization that focuses on the

promotion of the hardware, training, design/R&D and the associated services sectors of the Indian IT industry.

**Singapore Computer Society**

53/53A Neil Rd.  
088891 Singapore  
Phone: 65-6226-2567  
Fax: 65-6226-2569  
E-mail Address: [scs.secretariat@scs.org.sg](mailto:scs.secretariat@scs.org.sg)  
Web Address: [www.scs.org.sg](http://www.scs.org.sg)

The Singapore Computer Society is the membership society for infocom professionals in Singapore.

**Technology Association of America (TAA)**

1401 Wilson Blvd., Ste 1100  
Arlington, VA 22209 US  
Phone: 703-522-5055  
Fax: 703-525-2279  
Web Address: [www.ita.org](http://www.ita.org)

The Technology Association of America (TAA) is a merger between the AeA (formerly the American Electronics Association) and the Information Technology Association of America (ITAA). The TAA is a nationwide nonprofit trade association that represents all segments of the technology industry.

**World Information Technology and Services Alliance (WITSA)**

8300 Boone Blvd., Ste 450  
Vienna, VA 22182-2633 US  
Phone: 571-265-5964  
Fax: 703-893-1269  
E-mail Address: [ahalvorsen@witsa.org](mailto:ahalvorsen@witsa.org)  
Web Address: [www.witsa.org](http://www.witsa.org)

The World Information Technology and Services Alliance (WITSA) is a consortium of over 60 information technology (IT) industry associations from economies around the world. WITSA members represent over 90 percent of the world IT market. Founded in 1978 and originally known as the World Computing Services Industry Association, WITSA is an advocate in international public policy issues affecting the creation of a robust global information infrastructure.

**X. Computer & Electronics Industry Resources****Centre for Development of Advanced Computing**

Gulmohar Cross Rd. 9, Maharashtra  
Mumbai, 400 049 India  
Phone: 91-22-2620-1606  
Fax: 91-22-2621-0139  
Web Address: [www.cdac.in](http://www.cdac.in)

The Centre for Development of Advanced Computing is a research and development institution created for the design, development and deployment information technology solutions for economic and human advancement.

### **Computer Professionals for Social Responsibility (CPSR)**

P.O. Box 20046  
Stanford, CA 94309 US  
Phone: 650-989-1294  
E-mail Address: [office@cpsr.org](mailto:office@cpsr.org)  
Web Address: [www.cpsr.org](http://www.cpsr.org)  
Computer Professionals for Social Responsibility (CPSR) is a global organization promoting the responsible use of computer technology. CPSR is a public interest alliance of computer scientists and others concerned about the impact of computer technology on society.

### **Department of Information Technology (India)**

Electronics Niketan, 6 CGO Complex, Lodhi Rd.  
New Delhi, 110003 India  
Phone: 011-24369903  
Fax: 011-24366259  
E-mail Address: [sansad@mit.gov.in](mailto:sansad@mit.gov.in)  
Web Address: [www.mit.gov.in](http://www.mit.gov.in)  
The Department of Information Technology, a part of the Ministry of Communications & Information Technology (MIT) of the Government of India, is charged with promoting the information technology and communications industries.

### **Information Technology and Innovation Foundation (ITIF)**

1250 I St. NW, Ste 200  
Washington, DC 20005 US  
Phone: 202-449-1351  
Fax: 202-638-4922  
E-mail Address: [mail@innovationpolicy.org](mailto:mail@innovationpolicy.org)  
Web Address: [www.itif.org](http://www.itif.org)  
Information Technology and Innovation Foundation (ITIF) is a non-partisan research and educational institute – a think tank – whose mission is to formulate and promote public policies to advance technological innovation and productivity internationally, in Washington, and in the States. Recognizing the vital role of technology in ensuring American prosperity, ITIF focuses on innovation, productivity, and digital economy issues.

### **ISWorld Net Singapore**

Web Address: [www.fba.nus.edu.sg](http://www.fba.nus.edu.sg)  
ISWorld Net Singapore contains directories, research centers, projects, associations, materials, conferences and other information pertaining to information technology and computing in Singapore.

### **Institute of Certified E-Commerce Consultants (ICECC)**

E-mail Address: [info@icecc.com](mailto:info@icecc.com)  
Web Address: [www.icecc.com](http://www.icecc.com)  
The Institute of Certified E-Commerce Consultants (ICECC) is a global association for the accreditation of e-commerce professionals.

## **XI. Consulting Industry Associations**

### **National Association of Computer Consultant Businesses (NACCB)**

1420 King St., Ste 610  
Alexandria, VA 22314 US  
Phone: 703-838-2050  
Fax: 703-838-3610  
E-mail Address: [staff@naccb.org](mailto:staff@naccb.org)  
Web Address: [www.naccb.org](http://www.naccb.org)  
The National Association of Computer Consultant Businesses (NACCB) is the only national association exclusively devoted to representing and developing relationships among companies that specialize in providing highly skilled computer professionals to clients in need of technical support and IT services.

## **XII. Consulting Industry Resources**

### **E-Consultancy.com**

85 Clerkenwell Rd.  
Lemon Studios, 2nd Fl.  
London, EC1R 5AR UK  
Phone: 44-20-7681-4052  
E-mail Address: [info@e-consultancy.com](mailto:info@e-consultancy.com)  
Web Address: [www.e-consultancy.com](http://www.e-consultancy.com)  
E-Consultancy.com is an online publishers of best practice Internet marketing reports, research and how-to guides.

## **XIII. Corporate Information Resources**

### **bizjournals.com**

120 W. Morehead St., Ste 400  
Charlotte, NC 28202 US  
Web Address: [www.bizjournals.com](http://www.bizjournals.com)  
Bizjournals.com is the online media division of American City Business Journals, the publisher of dozens of leading city business journals nationwide. It provides access to research into the latest news regarding companies small and large.

### **Business Wire**

44 Montgomery St., 39th Fl.  
San Francisco, CA 94104 US  
Phone: 415-986-4422  
Fax: 415-788-5335  
Toll Free: 800-227-0845  
Web Address: [www.businesswire.com](http://www.businesswire.com)  
Business Wire offers news releases, industry- and company-specific news, top headlines, conference calls, IPOs on the Internet, media services and access to [tradeshownews.com](http://tradeshownews.com) and BW Connect On-line through its informative and continuously updated web site.

### **Edgar Online, Inc.**

50 Washington St., 11th Fl.  
Norwalk, CT 06854 US

Phone: 203-852-5666  
 Fax: 203-852-5667  
 Toll Free: 800-416-6651  
 Web Address: www.edgar-online.com  
 Edgar Online, Inc. is a gateway and search tool for viewing corporate documents, such as annual reports on Form 10-K, filed with the U.S. Securities and Exchange Commission.

#### **PR Newswire Association LLC**

810 7th Ave., 32nd Fl.  
 New York, NY 10019 US  
 Phone: 201-360-6700  
 Toll Free: 800-832-5522  
 E-mail Address: [information@prnewswire.com](mailto:information@prnewswire.com)  
 Web Address: www.prnewswire.com  
 PR Newswire Association LLC provides comprehensive communications services for public relations and investor relations professionals ranging from information distribution and market intelligence to the creation of online multimedia content and investor relations web sites. Users can also view recent corporate press releases. The Association is owned by United Business Media plc.

#### **Silicon Investor**

100 W. Main, P.O. Box 29  
 Freeman, MO 64746 US  
 E-mail Address: [admin\\_dave@techstocks.com](mailto:admin_dave@techstocks.com)  
 Web Address: [siliconinvestor.advfn.com](http://siliconinvestor.advfn.com)  
 Silicon Investor is focused on providing information about technology companies. The company's web site serves as a financial discussion forum and offers quotes, profiles and charts.

### **XIV. E-Commerce Education & Training**

#### **eLab**

Owen Graduate School of Management  
 Vanderbilt University, 401 21st Ave. S.  
 Nashville, TN 37203 US  
 Phone: 615-322-7217  
 Fax: 615-343-7177  
 E-mail Address: [elab@owen.vanderbilt.edu](mailto:elab@owen.vanderbilt.edu)  
 Web Address: [elab.vanderbilt.edu](http://elab.vanderbilt.edu)  
 eLab, located at the Sloan Center for Internet Retailing at Vanderbilt University, was chartered to perform cutting-edge e-commerce research, often in cooperation with private enterprise.

#### **Sell It!**

Rock Solid IT  
 Gibbs Yard, Auchincruive  
 Ayr, KA6 5HN UK  
 Phone: 0-129-252-0400  
 E-mail Address: [paul.lang@rocksolidit.co.uk](mailto:paul.lang@rocksolidit.co.uk)  
 Web Address: [www.sellitontheweb.com](http://www.sellitontheweb.com)  
 Sell It! is an online magazine for e-commerce. Its site offers advice on how to build and grow an e-business. It is

published by Netsavvy Communications, a U.K. company which does business as Rock Solid IT.

#### **WebSite 101**

969 G Edgewater Blvd., Ste 234  
 Foster city, CA 94404 US  
 Phone: 562-572-9702  
 Web Address: [www.website101.com](http://www.website101.com)  
 WebSite 101 provides weekly tips and suggestions to help improve your online store.

### **XV. Economic Data & Research**

#### **Eurostat**

Phone: 32-2-299-9696  
 Toll Free: 80-0-6789-1011  
 Web Address: [www.epp.eurostat.ec.europa.eu](http://www.epp.eurostat.ec.europa.eu)  
 Eurostat is the European Union's service that publishes a wide variety of comprehensive statistics on European industries, populations, trade, agriculture, technology, environment and other matters.

#### **National Bureau of Statistics of China**

57, Yuetan Nanjie, Sanlihe  
 Xicheng District  
 Beijing, 100826 China  
 Fax: 86-10-68782000  
 E-mail Address: [info@stats.gov.cn](mailto:info@stats.gov.cn)  
 Web Address: [www.stats.gov.cn/english](http://www.stats.gov.cn/english)  
 The National Bureau of Statistics of China provides statistics and economic data regarding China's economic and social issues.

#### **Statistics Canada**

150 Tunney's Pasture Driveway  
 Ottawa, ON K1A 0T6 Canada  
 Phone: 613-951-8116  
 Fax: 613-951-0581  
 Toll Free: 800-263-1136  
 Web Address: [www.statcan.gc.ca](http://www.statcan.gc.ca)  
 A complete portal to Canadian economic data and statistics.

#### **STAT-USA/Internet**

STAT-USA, HCHB, U.S. Dept. of Commerce, Rm. 4885  
 Washington, DC 20230 US  
 Phone: 202-482-1986  
 Fax: 202-482-2164  
 Toll Free: 800-782-8872  
 E-mail Address: [statmail@esa.doc.gov](mailto:statmail@esa.doc.gov)  
 Web Address: [www.stat-usa.gov](http://www.stat-usa.gov)  
 STAT-USA/Internet offers daily economic news, statistical releases and databases relating to export and trade, as well as the domestic economy. It is provided by STAT-USA, which is an agency in the Economics & Statistics Administration of the U.S. Department of Commerce. The site mainly consists of two main databases, the State of the Nation (SOTN), which focuses

on the current state of the U.S. economy; and the Global Business Opportunities (GLOBUS) & the National Trade Data Bank (NTDB), which deals with U.S. export opportunities, global political/socio-economic conditions and other world economic issues.

#### **XVI. Electronic Health Records/Continuity of Care Records**

##### **American Health Information Management Association (AHIMA)**

233 N. Michigan Ave., 21st Fl.  
Chicago, IL 60601-5800 US  
Phone: 312-233-1100  
Fax: 312-233-1090  
E-mail Address: [info@ahima.org](mailto:info@ahima.org)  
Web Address: [www.ahima.org](http://www.ahima.org)  
The American Health Information Management Association (AHIMA) is a professional association that consists health information management professionals who work throughout the health care industry.

#### **XVII. Engineering, Research & Scientific Associations**

##### **American Society for Engineering Education (ASEE)**

1818 North St. NW, Ste 600  
Washington, DC 20036-2479 US  
Phone: 202-331-3500  
Fax: 202-265-8504  
E-mail Address: [publicaffairs@asee.org](mailto:publicaffairs@asee.org)  
Web Address: [asee.org](http://asee.org)  
The American Society for Engineering Education (ASEE) is dedicated to promoting and improving engineering and technology education.

##### **IEEE Communications Society (ComSoc)**

3 Park Ave., 17th Fl.  
New York, NY 10016 US  
Phone: 212-705-8900  
Fax: 212-705-8999  
E-mail Address: [society@comsoc.org](mailto:society@comsoc.org)  
Web Address: [www.comsoc.org](http://www.comsoc.org)  
The IEEE Communications Society (ComSoc) is composed of industry professionals with a common interest in advancing communications technologies.

##### **Institute of Electrical and Electronics Engineers (IEEE)**

3 Park Ave., 17th Fl.  
New York, NY 10016-5997 US  
Phone: 212-419-7900  
Fax: 212-752-4929  
E-mail Address: [ieeusa@ieee.org](mailto:ieeusa@ieee.org)  
Web Address: [www.ieee.org](http://www.ieee.org)  
The Institute of Electrical and Electronics Engineers (IEEE) is a nonprofit, technical professional association of more than 375,000 individual members in approximately

160 countries. The IEEE sets global technical standards and acts as an authority in technical areas ranging from computer engineering, biomedical technology and telecommunications, to electric power, aerospace and consumer electronics.

##### **Optical Society of America (OSA)**

2010 Massachusetts Ave. NW  
Washington, DC 20036-1023 US  
Phone: 202-223-8130  
Fax: 202-223-1096  
E-mail Address: [info@osa.org](mailto:info@osa.org)  
Web Address: [www.osa.org](http://www.osa.org)  
The Optical Society of America (OSA) is an interdisciplinary society offering synergy between all components of the optics industry, from basic research to commercial applications such as fiber-optic networks. It has a membership group of over 14,000 individuals from over 81 countries. Members include scientists, engineers, educators, technicians and business leaders.

##### **Society of Cable Telecommunications Engineers (SCTE)**

140 Philips Rd.  
Exton, PA 19341-1318 US  
Phone: 610-363-6888  
Fax: 610-363-5898  
Toll Free: 800-542-5040  
E-mail Address: [scte@scte.org](mailto:scte@scte.org)  
Web Address: [www.scte.org](http://www.scte.org)  
The Society of Cable Telecommunications Engineers (SCTE) is a nonprofit professional association dedicated to advancing the careers and serving the industry of telecommunications professionals by providing technical training, certification and standards.

#### **XVIII. Entertainment & Amusement Associations-General**

##### **World Airline Entertainment Association**

8400 Westpark Dr., 2nd Fl.  
McLean, VA 22102 US  
Phone: 703-610-9021  
Fax: 703-610-0255  
Toll Free: 866-890-7356  
E-mail Address: [info@waea.org](mailto:info@waea.org)  
Web Address: [222.waea.org](http://222.waea.org)  
Founded in 1979 as a not-for-profit organization, the World Airline Entertainment Association (WAEA) is a worldwide network, representing nearly 100 airlines and over 250 airline suppliers and related companies, committed to excellence in inflight entertainment (IFE), communications and services.

#### **XIX. Industry Research/Market Research**

##### **ClickZ**

ClickZ, Incisive Media plc

270 Lafayette St., Ste. 700  
 New York, NY 10012 US  
 Phone: 212-925-6990  
 Fax: 212-925-7585  
 Web Address: [www.clickz.com](http://www.clickz.com)  
 ClickZ, an Incisive Media company, offers news, information and e-commerce statistics.

#### **Forrester Research**

400 Technology Sq.  
 Cambridge, MA 02139 US  
 Phone: 617-613-6000  
 Fax: 617-613-5200  
 Toll Free: 866-367-7378  
 Web Address: [www.forrester.com](http://www.forrester.com)  
 Forrester Research identifies and analyzes emerging trends in technology and their impact on business. Among the firm's specialties are the financial services, retail, health care, entertainment, automotive and information technology industries.

#### **Gartner, Inc.**

56 Top Gallant Rd.  
 Stamford, CT 06904-7700 US  
 Phone: 203-964-0096  
 E-mail Address: [tom.mccall@gartner.com](mailto:tom.mccall@gartner.com)  
 Web Address: [www.gartner.com](http://www.gartner.com)  
 Gartner, Inc. provides thought leadership and strategic consulting services to more than 9,000 organizations worldwide.

#### **Marketresearch.com**

11200 Rockville Pike, Ste 504  
 Rockville, MD 20852 US  
 Phone: 240-747-3000  
 Fax: 240-747-3004  
 Toll Free: 800-298-5699  
 E-mail Address: [customerservice@marketresearch.com](mailto:customerservice@marketresearch.com)  
 Web Address: [www.marketresearch.com](http://www.marketresearch.com)  
 Marketresearch.com is a leading broker for professional market research and industry analysis. Users are able to search the company's database of research publications including data on global industries, companies, products and trends.

#### **Plunkett Research, Ltd.**

P.O. Drawer 541737  
 Houston, TX 77254-1737 US  
 Phone: 713-932-0000  
 Fax: 713-932-7080  
 E-mail Address: [customersupport@plunkettresearch.com](mailto:customersupport@plunkettresearch.com)  
 Web Address: [www.plunkettresearch.com](http://www.plunkettresearch.com)  
 Plunkett Research, Ltd. is a leading provider of market research, industry trends analysis and business statistics. Since 1985, it has served clients worldwide, including corporations, universities, libraries, consultants and government agencies. At the firm's web site, visitors can view product information and pricing and access a great

deal of basic market information on industries such as financial services, infotech, e-commerce, health care and biotech.

#### **Retail Forward**

2 Easton Oval, Ste 500  
 Columbus, OH 43219 US  
 Phone: 614-355-4000  
 Fax: 614-355-4059  
 E-mail Address: [inquiry@retailforward.com](mailto:inquiry@retailforward.com)  
 Web Address: [www.retailforward.com](http://www.retailforward.com)  
 Retail Forward provides in-depth market research on retailing, including e-commerce. This firm's web site contains press releases with forecasts and statistics regarding retail activity and trends.

#### **Yankee Group (The)**

800 Boylston St.  
 Prudential Twr., 27th Fl.  
 Boston, MA 02199-8106 US  
 Phone: 617-598-7200  
 E-mail Address: [info@yankeegroup.com](mailto:info@yankeegroup.com)  
 Web Address: [www.yankeegroup.com](http://www.yankeegroup.com)  
 The Yankee Group provides research and consulting services focusing on global communications, wireless, Internet and e-business markets and technologies.

### **XX. Internet & Online Business Resources**

#### **Business Portal of India**

Electronics Niketan  
 6 CGO Complex, Lodhi Rd.  
 New Delhi, 110 003 India  
 Phone: 011-24369903  
 Fax: 011-24366259  
 Web Address: [www.business.gov.in](http://www.business.gov.in)  
 The Business Portal of India is a single online window access to business related information vital for an entrepreneur, particularly for those of small and medium firms operating in India. The site is maintained by the Government of India-Department of Information Technology.

#### **E-Commerce Guide**

E-mail Address: [mdemilt@jupitermedia.com](mailto:mdemilt@jupitermedia.com)  
 Web Address: [www.ecommerce-guide.com](http://www.ecommerce-guide.com)  
 E-Commerce Guide, a Jupitermedia company, provides news, trends, products and solutions guides.

#### **E-Commerce Times News Network (ECT)**

15821 Ventura Blvd., Ste 625  
 Encino, CA 91436 US  
 Phone: 818-461-9700  
 Fax: 818-461-9710  
 Toll Free: 877-238-5500  
 Web Address: [www.ecommercetimes.com](http://www.ecommercetimes.com)  
 The E-Commerce Times News Network (ECT) provides news and information about e-commerce.

**Internetnews.com**

Web Address: [www.internetnews.com](http://www.internetnews.com)  
 Internetnews.com offers real-time business news specifically designed for Internet Technology managers.

**XXI. Internet Industry Associations****Asia & Pacific Internet Association (APIA)**

c/o PIKOM 1107 Block B Phileo Damansara II  
 15 Jalan 16/11 Petaling Jaya  
 Selangor Darul Ehsan, 46350 Malaysia  
 Phone: 603-7955-2933  
 E-mail Address: [apia-sec@apia.org](mailto:apia-sec@apia.org)  
 Web Address: [www.apia.org](http://www.apia.org)

Asia & Pacific Internet Association (APIA) is a nonprofit trade association whose aim is to promote the business interests of the Internet-related service industry in the Asia Pacific region. The site contains a list of organizations, standards, regional Internet registries and related Asia Pacific organizations.

**China Internet Network Information Center**

4 South 4th St., Zhongguancun, Haidian District  
 Beijing, 100190 China  
 Phone: 86-10-58813000  
 Fax: 86-10-58812666  
 E-mail Address: [service@cnnic.cn](mailto:service@cnnic.cn)  
 Web Address: [www.cnnic.cn](http://www.cnnic.cn)

The China Internet Network Information Center compiles Internet information and databases regarding the Internet community and facilitates the development and application of Internet resources and relevant technologies in China.

**Cooperative Association for Internet Data Analysis (CAIDA)**

CAIDA, UCSD/SDSC  
 9500 Gilman Dr., Mail Stop 0505  
 La Jolla, CA 92093-0505 US  
 Phone: 858-534-5000  
 E-mail Address: [info@caida.org](mailto:info@caida.org)  
 Web Address: [www.caida.org](http://www.caida.org)

The Cooperative Association for Internet Data Analysis (CAIDA) works to promote an atmosphere of greater cohesion on the Internet. Member organizations come from the government, commercial and research sectors. CAIDA is located at the San Diego Supercomputer Center (SDSC) on the campus of the University of California, San Diego (UCSD).

**Federation of Internet Service Providers of the Americas (FISPA)**

124 W. John St.  
 Matthews, NC 28105 US  
 Phone: 704-844-2540  
 Fax: 704-844-2728  
 E-mail Address: [communications@fispa.org](mailto:communications@fispa.org)  
 Web Address: [www.fispa.org](http://www.fispa.org)

The Federation of Internet Service Providers of the Americas (FISPA) encourages discussion, education and collective buying power for organizations involved in providing Internet access, web hosting, web design and other Internet products and services.

**International Academy of Digital Arts and Sciences (IADAS)**

19 W. 21st St., Ste 602  
 New York, NY 10010 US  
 Phone: 212-675-4890  
 E-mail Address: [dmdavies@iadas.net](mailto:dmdavies@iadas.net)  
 Web Address: [www.iadas.net](http://www.iadas.net)

The International Academy of Digital Arts and Sciences (IADAS) is dedicated to the progress of new media worldwide. It runs The Webby Awards, honoring web sites for technological and creative achievements.

**Internet Alliance**

1111 19th St. NW, Ste 1100  
 Washington, DC 20035-5782 US  
 Phone: 202-861-2476  
 E-mail Address: [emilyh@internetalliance.org](mailto:emilyh@internetalliance.org)  
 Web Address: [www.internetalliance.org](http://www.internetalliance.org)

The Internet Alliance strives to assist the Internet industry in becoming the most important mass-market medium of the 21st century.

**Internet and Mobile Association of India (IAMAI)**

406 Ready Money Terrace  
 167 Dr. Annie Besant Rd.  
 Mumbai, 400 018 India  
 Phone: 91-22-24954574  
 Fax: 91-22-24935945  
 E-mail Address: [gaurav@iamai.in](mailto:gaurav@iamai.in)  
 Web Address: [www.iamai.in](http://www.iamai.in)

The Internet & Mobile Association of India (IAMAI) is an industry body in India representing the interests of online and mobile value-added services industry. IAMAI membership is open to any company, division or society registered or incorporated in India whose business supports the online content and advertising, mobile content and advertising and e-commerce industry.

**Internet Law & Policy Forum (ILPF)**

2440 Western Ave., Ste 709  
 Seattle, WA 98121 US  
 Phone: 206-727-0700  
 Fax: 206-374-2263  
 E-mail Address: [admin@ilpf.org](mailto:admin@ilpf.org)  
 Web Address: [www.ilpf.org](http://www.ilpf.org)

The Internet Law & Policy Forum (ILPF) is dedicated to the sustainable global development of the Internet through legal and public policy initiatives. It is an international nonprofit organization whose member companies develop and deploy the Internet in every aspect of business today.

**Internet Society (ISOC)**

1775 Wiehle Ave., Ste 102  
 Reston, VA 20190-5108 US  
 Phone: 703-439-2120  
 Fax: 703-326-9881  
 E-mail Address: [isoc@isoc.org](mailto:isoc@isoc.org)  
 Web Address: [www.isoc.org](http://www.isoc.org)

The Internet Society (ISOC) is a nonprofit organization that provides leadership in public policy issues that influence the future of the Internet. The organization is the home of groups that maintain infrastructure standards for the Internet, such as the Internet Engineering Task Force (IETF) and the Internet Architecture Board (IAB).

**Internet Systems Consortium, Inc. (ISC)**

950 Charter St.  
 Redwood City, CA 94063 US  
 Phone: 650-423-1300  
 Fax: 650-423-1355  
 E-mail Address: [info@isc.org](mailto:info@isc.org)  
 Web Address: [www.isc.org](http://www.isc.org)

The Internet Systems Consortium, Inc. (ISC) is a nonprofit organization with extensive expertise in the development, management, maintenance and implementation of Internet technologies.

**NetCoalition**

400 N. Capitol St. NW, Ste 585  
 Washington, DC 20001 US  
 Phone: 202-347-8099  
 Fax: 202-783-6620  
 E-mail Address: [ginny@netcoalition.com](mailto:ginny@netcoalition.com)  
 Web Address: [www.netcoalition.com](http://www.netcoalition.com)

NetCoalition serves as a leading discussion forum for exchanging ideas about the Internet.

**Organization for the Advancement of Structured Information Standards (OASIS)**

630 Boston Rd., Ste M-102  
 Billerica, MA 01821 US  
 Phone: 978-667-5115  
 Fax: 978-667-5114  
 E-mail Address: [info@oasis-open.org](mailto:info@oasis-open.org)  
 Web Address: [www.oasis-open.org](http://www.oasis-open.org)

The Organization for the Advancement of Structured Information Standards (OASIS) is a consortium which drives the development and adoption of e-business standards. It produces Web services standards, along with standards for security, e-business, and standardization efforts in the public sector and for application-specific markets. Founded in 1993, OASIS has more than 5,000 participants representing over 600 organizations and individual members in 100 countries.

**Texas Internet Service Providers Association (TISPA)**

Web Address: [www.tispa.org](http://www.tispa.org)  
 Texas Internet Service Providers Association (TISPA) is a nonprofit organization that advocates and supports an

open, competitive marketplace for Internet service in the state of Texas. The group's website offers additional ISP (Internet service providers), anti-spam resources, content filter information, FCC information, access to other Internet service groups and information on the Broadband Scandal eBook.

**US Internet Service Provider Association (US ISPA)**

700 12th St. NW, Ste 700E  
 Washington, DC 20005 US  
 Phone: 202-904-2351  
 E-mail Address: [kdean@usispa.org](mailto:kdean@usispa.org)  
 Web Address: [www.usispa.org](http://www.usispa.org)

US Internet Service Provider Association (US ISPA) is a leading provider of technical, business, policy and regulatory support to ISPs (Internet service providers).

**World Wide Web Consortium (W3C)**

32 Vassar St., Rm. 32-G515  
 Cambridge, MA 02139 US  
 Phone: 617-253-2613  
 Fax: 617-258-5999  
 E-mail Address: [ij@w3.org](mailto:ij@w3.org)  
 Web Address: [www.w3.org](http://www.w3.org)

The World Wide Web Consortium (W3C) develops technologies and standards to enhance the performance and utility of the World Wide Web. The W3C is hosted by three different organizations: the European Research Consortium for Informatics and Mathematics (ERICM) handles inquiries about the W3C in the EMEA region; Keio University handles W3C's Japanese and Korean correspondence; and the Computer Science & Artificial Intelligence Lab (CSAIL) at MIT handles all other countries, include Australia and the U.S.

**XXII. Internet Industry Resources****American Registry for Internet Numbers (ARIN)**

3635 Concorde Pkwy., Ste 200  
 Chantilly, VA 20151-1130 US  
 Phone: 703-227-0660  
 Fax: 703-227-0676  
 E-mail Address: [hostmaster@arin.net](mailto:hostmaster@arin.net)  
 Web Address: [www.arin.net](http://www.arin.net)

The American Registry for Internet Numbers (ARIN) is a nonprofit organization that administers and registers Internet protocol (IP) numbers. The organization also develops policies and offers educational outreach services.

**Berkman Center for Internet & Society**

23 Everett St., Harvard Law School, 2nd Fl.  
 Cambridge, MA 02138 US  
 Phone: 617-495-7547  
 Fax: 617-495-7641  
 E-mail Address: [cyber@law.harvard.edu](mailto:cyber@law.harvard.edu)  
 Web Address: [cyber.law.harvard.edu](http://cyber.law.harvard.edu)

The Berkman Center for Internet & Society focuses on the exploration of the development and inner-workings of laws



pertaining to the Internet. The center offers Internet courses, conferences, advising and advocacy.

**CommerceNet**

169 University Ave.  
Palo Alto, CA 94301 US  
Phone: 650-289-4040  
Fax: 650-289-4041

E-mail Address: [info@commerce.net](mailto:info@commerce.net)  
Web Address: [www.commerce.net](http://www.commerce.net)

CommerceNet, an entrepreneurial research institute, is also an industry consortium for companies using, promoting and building electronic commerce solutions on the Internet.

**Computer Emergency Response Team (CERT)**

4500 5th Ave.  
Pittsburgh, PA 15213-2612 US  
Phone: 412-268-7090  
Fax: 412-268-6989

E-mail Address: [cert@cert.org](mailto:cert@cert.org)  
Web Address: [www.cert.org](http://www.cert.org)

The Computer Emergency Response Team (CERT) is part of the Software Engineering Institute (SEI), a federally funded research and development center at Carnegie Mellon University in Pittsburgh, Pennsylvania. CERT develops and promotes systems management practices to resist Internet security incidents.

**Congressional Internet Caucus Advisory Committee (ICAC)**

1634 Eye St. NW, Ste 1107  
Washington, DC 20006 US  
Phone: 202-638-4370  
Fax: 202-637-0968

E-mail Address: [arodway@netcaucus.org](mailto:arodway@netcaucus.org)  
Web Address: [www.netcaucus.org](http://www.netcaucus.org)

The Congressional Internet Caucus Advisory Committee (ICAC) works to educate the public and a bipartisan group of over 170 members of the U.S. House and Senate about Internet-related policy issues.

**Internet Assigned Numbers Authority (IANA)**

Internet Corporation for Assigned Names and Numbers  
4676 Admiralty Way, Ste. 330  
Marina del Rey, CA 90292-6601 US  
Phone: 310-823-9358  
Fax: 310-823-8649

E-mail Address: [iana@iana.org](mailto:iana@iana.org)  
Web Address: [www.iana.org](http://www.iana.org)

The Internet Assigned Numbers Authority (IANA) serves as the central coordinator for the assignment of parameter values for Internet protocols. IANA is operated by the Internet Corporation for Assigned Names and Numbers (ICANN).

**Internet Education Foundation**

1634 I St. NW, Ste 1100

Washington, DC 20006 US

Phone: 202-638-4370

Fax: 202-637-0968

E-mail Address: [tim@neted.org](mailto:tim@neted.org)

Web Address: [www.neted.org](http://www.neted.org)

The Internet Education Foundation is a nonprofit organization dedicated to educating the public and policymakers about the potential of the global Internet to promote democracy, communications and commerce.

**InterNIC**

E-mail Address: [webmaster@internic.net](mailto:webmaster@internic.net)

Web Address: [www.internic.net](http://www.internic.net)

InterNIC provides public information regarding Internet domain name registration services.

**National Informatics Centre (NIC)**

Lodhi Rd., A-Block, CGO Complex

New Dehli, 110 003 India

Fax: 91-11-24362628

Web Address: [www.home.nic.in](http://www.home.nic.in)

The Department of Information Technology provides support to India's governmental bodies through the applications of information technology and technological activities.

**OASIS UDDI**

OASIS

P.O. Box 455

Billerica, MA 01821 US

Phone: 978-667-5115

Fax: 978-667-5114

E-mail Address: [info@oasis-open.org](mailto:info@oasis-open.org)

Web Address: [uddi.xml.org](http://uddi.xml.org)

The web site of OASIS UDDI, an international technology consortium, provides information about UDDI, the Universal Description, Discovery and Integration protocol, a critical component of web services. The web site is structured as a community forum hosted by OASIS.

**TechWeb**

600 Harrison St., 6th Fl.

San Francisco, CA 94107 US

Phone: 415-947-6000

E-mail Address: [svaughan@techweb.com](mailto:svaughan@techweb.com)

Web Address: [www.techweb.com](http://www.techweb.com)

TechWeb is a web site that offers news and information concerning the cell phone, software, Internet and hardware technology fields. The site is a product of InformationWeek, a division of CMP Technology, which is itself a subsidiary of United Business Media.

**TelecomWeb: The Telecom Intelligence Group**

Phone: 973-602-0114

Toll Free: 888-707-5809

E-mail Address: [moneill@telecomweb.com](mailto:moneill@telecomweb.com)

Web Address: [www.telecomweb.com](http://www.telecomweb.com)

TelecomWeb: The Telecom Intelligence Group is an Internet source for business news, market research and competitive analysis on the global communications industry. The web site provides information about broadband, wireless, pricing, enterprise, policy and fiber optics.

#### The List

Jupitermedia Corporation  
23 Old Kings Hwy. S.  
Darien, CT 06820 US  
Phone: 203-662-2800  
Fax: 203-655-4686  
Web Address: [www.thelist.com](http://www.thelist.com)

The List provides a comprehensive list of ISPs (Internet service providers) that is searchable by area code or country. The web site also offers searchable lists of web hosts, web designers and ASPs. The List is a service of JupiterOnlineMedia, a division of Jupitermedia Corporation.

### XXIII. Internet Usage Statistics

#### eMarketer

75 Broad St., 32rd Fl.  
New York, NY 10004 US  
Phone: 212-763-6010  
Fax: 212-763-6020  
Toll Free: 800-405-0844  
E-mail Address: [diankelevich@emarketer.com](mailto:diankelevich@emarketer.com)  
Web Address: [www.emarketer.com](http://www.emarketer.com)

eMarketer is a comprehensive, objective and easy-to-use resource for any person or business interested in online marketing and emerging media. The firm offers news articles, market projections and analytical commentaries.

#### Pew Internet & American Life Project

1615 L St. NW, Ste 700  
Washington, DC 20036 US  
Phone: 202-419-4500  
Fax: 202-419-4505  
E-mail Address: [data@pewinternet.org](mailto:data@pewinternet.org)  
Web Address: [www.pewinternet.org](http://www.pewinternet.org)

The Pew Internet & American Life Project, an initiative of the Pew Research Center, produces reports that explore the impact of the Internet on families, communities, work and home, daily life, education, health care and civic and political life.

### XXIV. MBA Resources

#### MBA Depot

Phone: 512-499-8728  
Web Address: [www.mbadepot.com](http://www.mbadepot.com)  
MBA Depot is an online community for MBA professionals.

### XXV. News Resources & Organizations

#### Indian Times

I World Twr., DLF City Phase 5-Opposite DLF Golf Course  
Gurgaon, Hayana 122 002 India  
Phone: 0124-4187000  
Web Address: [www.in.indiatimes.com](http://www.in.indiatimes.com)  
The Indian Times is a leading news organization in India. The portal site includes news stories under subject headings and links to other information sources.

### XXVI. Outsourcing Industry Resources

#### CIO Outsourcing Center

492 Old Connecticut Path  
Framingham, MA 01701-9208 US  
Phone: 508-872-0080  
Fax: 508-879-6063  
E-mail Address: [info@cio.com](mailto:info@cio.com)  
Web Address: [www.cio.com/topic/1513/Outsourcing](http://www.cio.com/topic/1513/Outsourcing)  
CIO Outsourcing Center, a feature on CIO.com, provides data for chief information officers about technology outsourcing. CIO.com and the Outsourcing Center are products of CXO Media Inc., which is itself a division of International Data Group.

#### Information Week Outsourcing Center

InformationWeek  
600 Community Dr.  
Manhasset, NY 11030 US  
Phone: 516-562-5000  
Fax: 516-562-5036  
E-mail Address: [bevans@techweb.com](mailto:bevans@techweb.com)  
Web Address: [www.informationweek.com/outsourcing/](http://www.informationweek.com/outsourcing/)  
Information Week Outsourcing Center, a feature of InformationWeek.com, provides news and information about the technology outsourcing industry. InformationWeek is a division of CMP Technology, which is itself a subsidiary of United Business Media (UBM).

### XXVII. Patent Organizations

#### U.S. Patent and Trademark Office (PTO)

U.S. Patent and Trademark Office  
Office of Public Affairs, P. O. Box 1450  
Alexandria, VA 22313-1450 US  
Phone: 571-272-1000  
Fax: 571-273-8300  
Toll Free: 800-786-9199  
E-mail Address: [usptoinfo@uspto.gov](mailto:usptoinfo@uspto.gov)  
Web Address: [www.uspto.gov](http://www.uspto.gov)  
The U.S. Patent and Trademark Office (PTO) administers patent and trademark laws for the U.S. and enables registration of patents and trademarks.

<b>XXVIII. Payment, E-Commerce and Data Interchange Technology</b>
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**Center for Research in Electronic Commerce**

McCombs School of Business

1 University Sta. B6000

Austin, TX 78712-0201 US

Phone: 512-471-5921

Fax: 512-471-7725

E-mail Address: [abw@uts.cc.utexas.edu](mailto:abw@uts.cc.utexas.edu)

Web Address: [cism.mcombs.utexas.edu](http://cism.mcombs.utexas.edu)

The Center for Research in Electronic Commerce at the University of Texas is a leading research institution in generating critical knowledge and understanding in the fields of information systems and management, electronic commerce and the digital economy.

**Data Interchange Standards Association (DISA)**

7600 Leesburg Pike, Ste 430

Falls Church, VA 22043 US

Phone: 703-970-4480

Fax: 703-970-4488

E-mail Address: [info@disa.org](mailto:info@disa.org)

Web Address: [www.disa.org](http://www.disa.org)

The Data Interchange Standards Association (DISA) is a leading nonprofit organization that supports the development and use of electronic business interchange standards in e-commerce.

**Financial Services Technology Consortium (FSTC)**

44 Wall St., 12th Fl.

New York, NY 10005 US

Phone: 212-461-7116

Fax: 646-349-3629

Web Address: [www.fstc.org](http://www.fstc.org)

The Financial Services Technology Consortium (FSTC) sponsors project-oriented collaborative research and development on inter-bank technical projects affecting the entire financial services industry. Particular emphasis is placed on payment systems and services and the leveraging of new technologies that help banks cement customer relationships, boost operational efficiency and expand market reach.

**Global Business Dialogue on Electronic Commerce (GBDe)**

Phone: 301-523-0891

Fax: 301-654-4054

E-mail Address: [gbde@wcore.com](mailto:gbde@wcore.com)

Web Address: [www.gbd-e.org](http://www.gbd-e.org)

The Global Business Dialogue on electronic commerce (GBDe) is a company-led response to the need for strengthened international coordination with regard to worldwide electronic commerce. The steering committee includes CEOs from 24 international companies, such as Hitachi, Fujitsu, Microsoft, NEC and Sybase.

**International Center for Electronic Commerce (ICEC)**

Technology Innovation Center of KAIST

Seoul Campus, 207-43, Cheongryang

Seoul, 130-012 Korea

Phone: 65-6-828-0230

E-mail Address: [icec@icec.net](mailto:icec@icec.net)

Web Address: [www.icec.net](http://www.icec.net)

The International Center for Electronic Commerce (ICEC), based in Korea, is involved in the development of next-generation electronic commerce technologies and management schemes and establishing an international research consortium of e-commerce-related companies. It is part of the Graduate School of Management of the Korean Advanced Institute of Science & Technology (KAIST).

**RosettaNet**

Princeton Pike Corporate Ctr., 1009 Lenox Dr., Ste. 202

Lawrenceville, NJ 08648 US

Phone: 609-620-0200

Fax: 609-620-1200

Web Address: [www.rosettanet.org](http://www.rosettanet.org)

RosettaNet, a subsidiary of GS1 US, is a nonprofit organization whose mission is to develop e-business process standards that serve as a frame of reference for global trading networks. The organization's standards provide a common language for companies within the global supply chain.

<b>XXIX. Privacy &amp; Consumer Matters</b>
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**Better Business Bureau Online (BBBO)**

4200 Wilson Blvd., Ste 800

Arlington, VA 22203 US

Phone: 703-276-0100

Fax: 703-525-8277

E-mail Address: [hcherico@cbbb.bbb.org](mailto:hcherico@cbbb.bbb.org)

Web Address: [www.bbbonline.org](http://www.bbbonline.org)

The Better Business Bureau Online (BBBO) is the online version of the Better Business Bureau, an organization that attempts to foster high standards of customer service and online privacy.

**Electronic Frontier Foundation (EFF)**

454 Shotwell St.

San Francisco, CA 94110-1914 US

Phone: 415-436-9333

Fax: 415-436-9993

E-mail Address: [information@eff.org](mailto:information@eff.org)

Web Address: [www.eff.org](http://www.eff.org)

The Electronic Frontier Foundation (EFF) is a nonprofit, non-partisan organization that strives to protect free speech, children and privacy, as well as to help form legislation affecting the Internet.

**Electronic Privacy Information Center (EPIC)**

1718 Connecticut Ave. NW, Ste 200

Washington, DC 20009 US

Phone: 202-483-1140

Fax: 202-483-1248

Web Address: www.epic.org

The Electronic Privacy Information Center (EPIC) is public interest research center, established to focus public attention on emerging civil liberties issues and to protect privacy, the First Amendment and constitutional values.

#### **Federal Trade Commission-Privacy**

600 Pennsylvania Ave. NW

Washington, DC 20580 US

Toll Free: 877-382-4357

Web Address: www.ftc.gov/privacy

Federal Trade Commission-Privacy is responsible for many aspects of business-to-consumer and business-to-business trade and regulation.

#### **National Fraud Information Center (NFIC)**

c/o National Consumers League

1701 K St. NW, Ste. 1200

Washington, DC 20006 US

Phone: 202-835-3323

E-mail Address: [info@nclnet.org](mailto:info@nclnet.org)

Web Address: www.fraud.org

The National Fraud Information Center (NFIC) covers all types of fraud and provides information about reporting fraud, as well as posting fraud alerts.

#### **Privacy International**

6-8 Amwell St.

Clerkenwell

London, EC1R 1UQ UK

Phone: 44-208-123-7933

E-mail Address: [privacyint@privacy.org](mailto:privacyint@privacy.org)

Web Address: www.privacyinternational.org

Privacy International is a government and business watchdog, alerting individuals to wiretapping and national security activities, medical privacy infringement, police information systems and the use of ID cards, video surveillance and data matching.

#### **Privacy Times**

P.O. Box 302

Cabin John, MD 20818 US

Phone: 301-229-7002

Fax: 301-229-8011

E-mail Address: [evan@privacytimes.com](mailto:evan@privacytimes.com)

Web Address: www.privacytimes.com

Privacy Times is a publication targeting attorneys and professionals wishing to follow legislation and developments in the information privacy arena, including the Freedom of Information Act, direct marketing, Caller ID and credit reports.

#### **TRUSTe**

55 2nd St., 2nd Fl.

San Francisco, CA 94105 US

Phone: 415-520-3400

Fax: 415-520-3420

E-mail Address: [dotorg@truste.org](mailto:dotorg@truste.org)

Web Address: www.truste.org

TRUSTe, a nonprofit agency, formed an alliance with all major portal sites to launch the Privacy Partnership campaign, a consumer education program designed to raise the awareness of Internet privacy issues. The organization works to meet the needs of business web sites while protecting user privacy.

### **XXX. Research & Development, Laboratories**

#### **Electronics and Telecommunications Research Institute (ETRI)**

138 Gajeongno, Yuseong-gu

Daejeon, 305-700 Korea

Phone: 82-42-860-6114

E-mail Address: [khchong@etri.re.kr](mailto:khchong@etri.re.kr)

Web Address: www.etri.re.kr

Established in 1976, ETRI is a nonprofit government-funded research organization that promotes technological excellence. The research institute has successfully developed information technologies such as TDX-Exchange, High Density Semiconductor Microchips, Mini-Super Computer (TiCOM), and Digital Mobile Telecommunication System (CDMA). ETRI's focus is on information technologies, robotics, telecommunications, digital broadcasting and future technology strategies.

#### **Institute for Telecommunication Sciences (ITS)**

325 Broadway

Boulder, CO 80305-3328 US

Phone: 303-497-5216

E-mail Address: [info@its.bldrdoc.gov](mailto:info@its.bldrdoc.gov)

Web Address: www.its.bldrdoc.gov

The Institute for Telecommunication Sciences (ITS) is the research and engineering branch of the National Telecommunications and Information Administration (NTIA), a division of the U.S. Department of Commerce (DOC).

### **XXXI. Software Industry Associations**

#### **Apache Software Foundation**

1901 Munsey Dr.

Forest Hill, MD 21050-2747 US

Phone: 979-273-1755

Fax: 410-803-2258

E-mail Address: [apache@apache.org](mailto:apache@apache.org)

Web Address: www.apache.org

One of the largest open software successes, Apache is used by about two-thirds of all web sites worldwide. Apache's software manages the interaction between a web site and the viewer's browser.

#### **Business Software Alliance (BSA)**

1150 18th St. NW, Ste 700

Washington, DC 20036 US

Phone: 202-872-5500  
 Fax: 202-872-5501  
 E-mail Address: [software@bsa.org](mailto:software@bsa.org)  
 Web Address: [www.bsa.org](http://www.bsa.org)  
 The Business Software Alliance (BSA) is a leading global software industry association. BSA educates consumers regarding software management, copyright protection, cyber security, trade, e-commerce and other Internet-related issues.

**Colorado Software & Internet Association (CSIA)**  
 1625 Broadway, Ste 950  
 Denver, CO 80202 US  
 Phone: 303-592-4070  
 E-mail Address: [info@coloradotechnology.org](mailto:info@coloradotechnology.org)  
 Web Address: [www.coloradosoftware.org](http://www.coloradosoftware.org)  
 The Colorado Software & Internet Association (CSIA) promotes the software industry in Colorado through networking and organization.

**Entertainment Software Association (ESA)**  
 575 7th St. NW, Ste 300  
 Washington, DC 20004 US  
 E-mail Address: [esa@theesa.com](mailto:esa@theesa.com)  
 Web Address: [www.theesa.com](http://www.theesa.com)  
 The Entertainment Software Association (ESA) serves the business and public affairs needs of companies that publish video and computer games for consoles, personal computers and the Internet. The ESA owns the E3 Media & Business Summit, a major invitation-only annual trade show for the video game industry.

**Information Systems Security Association, Inc. (ISSA)**  
 9220 SW Barbur Blvd., Ste 119-333  
 Portland, OR 97219 US  
 Phone: 206-388-4584  
 Fax: 206-299-3366  
 Toll Free: 866-349-5818  
 E-mail Address: [editor@issa.org](mailto:editor@issa.org)  
 Web Address: [www.issa.org](http://www.issa.org)  
 The Information Systems Security Association, Inc. (ISSA) is an international not-for-profit organization of information security professionals.

**Korea Software Industry Association (KOSA)**  
 Daeyoung B/D 5F, 9-1, Samsung-dong, Gangnam-gu  
 Seoul, Korea  
 Phone: 822-2188-6940-3  
 Fax: 822-2188-6901-2  
 E-mail Address: [Kosainfo@sw.or.kr](mailto:Kosainfo@sw.or.kr)  
 Web Address: [english.sw.or.kr](http://english.sw.or.kr)  
 The KOSA is Korea's nonprofit trade organization representing more than 800 member companies in the software industry.

**Linux Foundation (The)**  
 1796 18th St., Ste C  
 San Francisco, CA 94107 US

Phone: 415-723-9709  
 E-mail Address: [info@linux-foundation.org](mailto:info@linux-foundation.org)  
 Web Address: [www.linux-foundation.org](http://www.linux-foundation.org)  
 The Linux Foundation, founded in 2007 by the merger of Open Source Development Labs (OSDL) and the Free Standards Group, is a nonprofit organization that standardizes, protects and promotes the work of Linux creator Linus Torvalds. It provides necessary services and resources to make and keep open source software competitive with closed platforms. The Foundation is supported by a global consortium of global open source IT industry leaders, and has facilities in the United States and Japan.

**Singapore Infocomm Technology Federation (SiTF)**  
 55/55A Neil Rd.  
 088892 Singapore  
 Phone: 65-6325-9700  
 Fax: 65-6325-4993  
 E-mail Address: [info@sitf.org.sg](mailto:info@sitf.org.sg)  
 Web Address: [sitf.org.sg](http://sitf.org.sg)  
 Singapore Infocomm Technology Federation (SiTF) is a infocom industry association that has eight chapters: Best Sourcing, Digital Media, eGovernment, eLearning, Security & Governance, Singapore Enterprise, Service-Oriented Architecture and Wireless.

**Software & Information Industry Association (SIIA)**  
 1090 Vermont Ave. NW, 6th Fl.  
 Washington, DC 20005-4095 US  
 Phone: 202-289-7442  
 Fax: 202-289-7097  
 Web Address: [www.siiia.net](http://www.siiia.net)  
 The Software & Information Industry Association (SIIA) is a principal trade association for the software and digital content industry.

## XXXII. Software Industry Resources

**Software Engineering Institute (SEI)-Carnegie Mellon**  
 4500 Fifth Ave.  
 Pittsburgh, PA 15213-2612 US  
 Phone: 412-268-5800  
 Fax: 412-268-6257  
 Toll Free: 888-201-4479  
 E-mail Address: [customer-relations@sei.cmu.edu](mailto:customer-relations@sei.cmu.edu)  
 Web Address: [www.sei.cmu.edu](http://www.sei.cmu.edu)  
 The Software Engineering Institute (SEI) is a federally funded research and development center at Carnegie Mellon University, sponsored by the U.S. Department of Defense through the Office of the Under Secretary of Defense for Acquisition, Technology, and Logistics [OUSD (AT&L)]. The SEI's core purpose is to help users make measured improvements in their software engineering capabilities.

**XXXIII. Stocks and Financial Markets Data****Siliconvalley.com**

Bay Area News Group, 2527 Camino Ramon, Ste 300  
San Ramon, CA 94583 US

Phone: 408-920-5888

E-mail Address: [jmead@mercurynews.com](mailto:jmead@mercurynews.com)

Web Address: [www.siliconvalley.com](http://www.siliconvalley.com)

Siliconvalley.com, run by San Jose Mercury News, offers an excellent summary of current financial news and information in the field of technology.

**XXXIV. Technology Law Associations****International Technology Law Association (ITechLaw)**

401 Edgewater Pl., Ste 600

Wakefield, MA 01880 US

Phone: 781-876-8877

Fax: 781-224-1239

E-mail Address: [office@itechlaw.org](mailto:office@itechlaw.org)

Web Address: [www.itechlaw.org](http://www.itechlaw.org)

The International Technology Law Association (ITechLaw) offers information concerning Internet and converging technology law. It represents lawyers in the field of technology law.

**XXXV. Technology Transfer Associations****Association of University Technology Managers (AUTM)**

111 Deer Lake Rd., Ste 100

Deerfield, IL 60015 US

Phone: 847-559-0846

Fax: 847-480-9282

E-mail Address: [info@autm.net](mailto:info@autm.net)

Web Address: [www.autm.net](http://www.autm.net)

The Association of University Technology Managers (AUTM) is a nonprofit professional association with membership of more than 3,600 intellectual property managers and business executives from 45 countries. The association's mission is to advance the field of technology transfer, and enhance our ability to bring academic and nonprofit research to people around the world.

**XXXVI. Telecommunications Industry Associations****American Communication Association (ACA)**

c/o Dale Cyphert, College of Business Administration  
University of Northern Iowa, 1227 W. 27th St.

Cedar Falls, IA 50614-0125 US

Phone: 319-273-6150

E-mail Address: [Dale.Cyphert@uni.edu](mailto:Dale.Cyphert@uni.edu)

Web Address: [www.americancomm.org](http://www.americancomm.org)

The American Communication Association (ACA) is a nonprofit organization created to promote academic and professional research, criticism, teaching, practical use and

exchange of principles and theories of human communication.

**Asia-Pacific Telecommunity**

Chaengwattana Rd., 12/49 Soi 5

Bangkok, 10210 Thailand

Phone: 66-2-573-0044

Fax: 66-2-573-7479

Web Address: [www.aptsec.org](http://www.aptsec.org)

The APT is a unique organization of governments, telecom service providers, manufacturers of communication equipment, research & development organizations and other stakeholders active in the field of communication and information technology. APT serves as the focal organization for communication and information technology in the Asia Pacific region.

**CompTel**

900 17th St. NW, Ste 400

Washington, DC 20006 US

Phone: 202-296-6650

Fax: 202-296-7585

E-mail Address: [mboles@comptel.org](mailto:mboles@comptel.org)

Web Address: [www.comptel.org](http://www.comptel.org)

CompTel is a trade organization representing voice, data and video communications service providers and their supplier partners. Members are supported through education, networking, policy advocacy and trade shows.

**European Information Communications Technology Association (EICTA)**

EICTA 20, Rue Joseph II

Brussels, B-1000 Belgium

Phone: 32-2-609-53-10

Fax: 32-2-609-53-39

E-mail Address: [info@eicta.org](mailto:info@eicta.org)

Web Address: [www.eicta.org](http://www.eicta.org)

The European Information Communications Technology Association (EICTA) is dedicated to improving the business environment for the European information and communications technology and consumer electronics sector.

**European Telecommunications Standards Institute (ETSI)**

650 Route des Lucioles

Sophia-Antipolis Cedex, 06921 France

Phone: 33-(0)4-92-94-42-00

Fax: 33-(0)4-93-65-47-16

E-mail Address: [press@etsi.org](mailto:press@etsi.org)

Web Address: [www.etsi.org](http://www.etsi.org)

The European Telecommunications Standards Institute (ETSI) is a nonprofit organization that produces globally-applicable standards for information and communications technologies, including fixed, mobile, radio, converged, broadcast and Internet technologies.

**European Telecommunications Standards Institute (ETSI)**

650, route des Lucioles  
Sophia-Antipolis Cedex, 06921 France  
Phone: 33-4-92-94-42-00  
Fax: 33-4-93-65-47-16  
E-mail Address: [helpdesk@etsi.org](mailto:helpdesk@etsi.org)

Web Address: [www.etsi.org](http://www.etsi.org)  
The European Telecommunications Standards Institute (ETSI) is a nonprofit organization whose mission is to produce the telecommunications standards that will be used throughout Europe.

**International Federation for Information Processing (IFIP)**

Hofstrasse 3  
Laxenburg, A-2361 Austria  
Phone: 43-2236-73616  
Fax: 43-2236-73616 9  
E-mail Address: [ifip@ifip.org](mailto:ifip@ifip.org)  
Web Address: [www.ifip.or.at](http://www.ifip.or.at)

The International Federation for Information Processing (IFIP) is a multinational, apolitical organization in information & communications technologies and sciences recognized by United Nations and other world bodies. It represents information technology societies from 56 countries or regions, covering all 5 continents with a total membership of over half a million.

**International Multimedia Telecommunications Consortium (IMTC)**

ICMI Secretary, Bishop Ranch 6  
2400 Camino Ramon, Ste. 375  
San Ramon, CA 94583 US  
Phone: 925-275-6600  
Fax: 925-275-6691  
E-mail Address: [secretary@imtc.org](mailto:secretary@imtc.org)  
Web Address: [www.imtc.org](http://www.imtc.org)

The International Multimedia Telecommunications Consortium (IMTC) promotes interoperable multimedia telecommunications solutions based on international standards.

**International Telecommunications Union (ITU)**

Place des Nations  
Geneva 20, 1211 Switzerland  
Phone: 41-22-730-5111  
Fax: 41-22-733-7256  
E-mail Address: [itumail@itu.int](mailto:itumail@itu.int)  
Web Address: [www.itu.int](http://www.itu.int)

The International Telecommunications Union (ITU) is an international organization for the standardization of the radio and telecommunications industry. It is an agency of the United Nations (UN).

**Pacific Telecommunications Council (PTC)**

2454 S. Beretania St., Ste 302  
Honolulu, HI 96826 US

Phone: 808-941-3789

Fax: 808-944-4874

E-mail Address: [info@ptc.org](mailto:info@ptc.org)

Web Address: [www.ptc.org](http://www.ptc.org)

The Pacific Telecommunications Council (PTC), through a network of members extending across more than 50 nations, promotes the development and use of telecommunications and information and communications technologies to enhance the lives of people living in the Pacific hemisphere.

**Telecommunications Industry Association (TIA)**

2500 Wilson Blvd., Ste 300  
Arlington, VA 22201 US  
Phone: 703-907-7700  
Fax: 703-907-7727

E-mail Address: [twalsh@tiaonline.org](mailto:twalsh@tiaonline.org)

Web Address: [www.tiaonline.org](http://www.tiaonline.org)

The Telecommunications Industry Association (TIA) is a leading trade association in the information, communications and entertainment technology industry. TIA focuses on market development, trade promotion, trade shows, domestic and international advocacy, standards development and enabling e-business.

**TeleManagement Forum (TM Forum)**

240 Headquarters Plz., E. Twr., 10th Fl.  
Morristown, NJ 07960-6628 US  
Phone: 973-944-5100  
Fax: 973-944-5110

E-mail Address: [info@tmforum.org](mailto:info@tmforum.org)

Web Address: [www.tmforum.org](http://www.tmforum.org)

The TeleManagement Forum (TM Forum) is a nonprofit global organization that provides leadership, strategic guidance and practical solutions to improve the management and operation of information and communications services.

**Voice On the Net (VON) Coalition, Inc.**

1718 M St. NW, PMB 336  
Washington, DC 20036 US  
Phone: 202-387-5282  
Fax: 202-387-5319

E-mail Address: [beverly321@gmail.com](mailto:beverly321@gmail.com)

Web Address: [www.von.org](http://www.von.org)

Voice On the Net (VON) Coalition, Inc. is an organization is an advocate for the IP telephony industry. The VON Coalition supports that the IP industry should remain free of governmental regulations. It also serves to educate consumers and the media on Internet communications technologies.

**XXXVII. Telecommunications Resources****Department of Telecommunication-Gov. of India**

Sanchar Bhavan  
20 Ashoka Rd.  
New Delhi, 110 001 India

Phone: 24369191  
 Fax: 24362333  
 E-mail Address: [MOCIT@nic](mailto:MOCIT@nic).  
 Web Address: [www.dot.gov.in](http://www.dot.gov.in)

The Government of India's Department of Telecommunication website provides information, directories, guidelines, news and information related to the telecom, Internet, wifi and wireless communication. In addition, included are policy, licensing and coordination matters relating to telegraphs, telephones, wireless, data, facsimile and telematic services and other like forms of communications.

#### **The International Communications Project**

Intercomms Unit 2 Marine Action  
 Birdhill Industrial Estate  
 Birdhill, Co Tipperary Ireland  
 Phone: 353-86-108-3932  
 Fax: 353-61-749801  
 E-mail Address: [robert.alcock@intercomms.net](mailto:robert.alcock@intercomms.net)  
 Web Address: [www.intercomms.net](http://www.intercomms.net)  
 International Communications (InterComms) is an authoritative policy, strategy and reference publication for the international telecommunications industry.

#### **XXXVIII. Trade Associations-General**

##### **BUSINESSEUROPE**

168 Ave. de Cortenbergh  
 Brussels, 1000 Belgium  
 Phone: 32-0-2-237-65-11  
 Fax: 32-0-2-231-14-45  
 E-mail Address: [main@businessseurope.eu](mailto:main@businessseurope.eu)  
 Web Address: [www.businessseurope.eu](http://www.businessseurope.eu)  
 BUSINESSEUROPE is a major European trade federation that operates in a manner similar to a chamber of commerce. Its members are the central national business federations of the 34 countries throughout Europe from which they come. Companies cannot become direct members of BUSINESSEUROPE, though there is a support group which offers the opportunity for firms to encourage BUSINESSEUROPE objectives in various ways.

##### **United States Council for International Business (USCIB)**

1212 Ave. of the Americas  
 New York, NY 10036 US  
 Phone: 212-354-4480  
 Fax: 212-575-0327  
 E-mail Address: [membership@uscib.org](mailto:membership@uscib.org)  
 Web Address: [www.uscib.org](http://www.uscib.org)  
 The United States Council for International Business has promoted an open system of world trade and investment with its unique global network. Standard USCIB membership are corporations, law firms, consulting firms and industry associations. Limited membership options are

available for chambers of commerce and sole legal practitioners.

#### **XXXIX. Trade Associations-Global**

##### **World Trade Organization (WTO)**

Centre William Rappard  
 Rue de Lausanne 154  
 Geneva 21, CH-1211 Switzerland  
 Phone: 41-22-739-51-11  
 Fax: 41-22-731-42-06  
 E-mail Address: [enquiries@wto.org](mailto:enquiries@wto.org)  
 Web Address: [www.wto.org](http://www.wto.org)  
 The World Trade Organization (WTO) is a global organization dealing with the rules of trade between nations. To become a member, nations must agree to abide by certain guidelines. Membership increases a nation's ability to import and export efficiently.

#### **XL. Trade Resources**

##### **OneIndia**

17/1 Shanthishree Industrial Complex  
 5th Fl., Rupena Agrahara, Hosur Rd.  
 Bangalore, 560 068 India  
 Phone: 91-80-4058-0800  
 Fax: 91-80-4058-0801  
 Web Address: [www.oneindia.in](http://www.oneindia.in)  
 OneIndia provides information relating to national and international business and general news, travel and entertainment information. The site includes an online directory of website links and an Indian language portal.

##### **SPRING Singapore**

2 Bukit Merah Central  
 159835 Singapore  
 Phone: 65-6278-6666  
 Fax: 65-6278-6667  
 Web Address: [www.spring.gov.sg](http://www.spring.gov.sg)  
 SPRING Singapore is a enterprise development agency for growing innovative companies. It works with partners to help small and medium enterprises with financing; capabilities and management development; technology and innovation; and access to markets.

#### **XLI. U.S. Government Agencies**

##### **Bureau of Economic Analysis (BEA)**

1441 L St. NW  
 Washington, DC 20230 US  
 Phone: 202-606-9900  
 E-mail Address: [customerservice@bea.gov](mailto:customerservice@bea.gov)  
 Web Address: [www.bea.gov](http://www.bea.gov)  
 The Bureau of Economic Analysis (BEA), an agency of the U.S. Department of Commerce, is the nation's economic accountant, preparing estimates that illuminate



key national, international and regional aspects of the U.S. economy.

**Bureau of Labor Statistics (BLS)**

2 Massachusetts Ave. NE  
Washington, DC 20212-0001 US  
Phone: 202-691-5200  
Web Address: [stats.bls.gov](http://stats.bls.gov)

The Bureau of Labor Statistics (BLS) is the principal fact-finding agency for the Federal Government in the field of labor economics and statistics. It is an independent national statistical agency that collects, processes, analyzes and disseminates statistical data to the American public, U.S. Congress, other federal agencies, state and local governments, business and labor. The BLS also serves as a statistical resource to the Department of Labor.

**FCC-VoIP Division**

Federal Communications Commission (FCC)  
445 12th St. SW  
Washington, DC 20554 US  
Fax: 866-418-0232  
Toll Free: 888-225-5322

E-mail Address: [fccinfo@fcc.gov](mailto:fccinfo@fcc.gov)  
Web Address: [www.fcc.gov/voip](http://www.fcc.gov/voip)

The VoIP division of the Federal Communications Commission (FCC) is dedicated to the promotion and regulation of the VoIP (Voice over Internet Protocol) industry. VoIP allows users to call from their computer over the Internet to regular telephone numbers.

**Federal Communications Commission (FCC)**

445 12th St. SW  
Washington, DC 20554 US  
Fax: 866-418-0232  
Toll Free: 888-225-5322

E-mail Address: [fccinfo@fcc.gov](mailto:fccinfo@fcc.gov)  
Web Address: [www.fcc.gov](http://www.fcc.gov)

The Federal Communications Commission (FCC) is an independent U.S. government agency established by the Communications Act of 1934, and is responsible for regulating interstate and international communications by radio, television, wire, satellite and cable.

**Federal Communications Commission (FCC)-Wireless Telecommunications Bureau**

445 12th St. SW  
Washington, DC 20554 US  
Fax: 888-225-5322  
Toll Free: 888-225-5322

E-mail Address: [fccinfo@fcc.gov](mailto:fccinfo@fcc.gov)  
Web Address: [wireless.fcc.gov](http://wireless.fcc.gov)

The Federal Communications Commission (FCC)-Wireless Telecommunications Bureau handles nearly all FCC domestic wireless telecommunications programs and policies, including cellular and PCS phones, pagers and two-way radios. The bureau also regulates the use of radio

spectrum for businesses, aircraft/ship operators and individuals.

**Government Printing Office (GPO)**

732 N. Capitol St. NW  
Washington, DC 20401 US  
Phone: 202-512-0000  
Fax: 202-512-2104

Toll Free: 866.512.1800

E-mail Address: [contactcenter@gpo.gov](mailto:contactcenter@gpo.gov)  
Web Address: [www.gpo.gov](http://www.gpo.gov)

The U.S. Government Printing Office (GPO) is the primary information source concerning the activities of Federal agencies. GPO gathers, catalogues, produces, provides, authenticates and preserves published information.

**National Institute of Standards and Technology (NIST)**

100 Bureau Dr., Stop 1070  
Gaithersburg, MD 20899-1070 US  
Phone: 301-975-6478

E-mail Address: [inquiries@nist.gov](mailto:inquiries@nist.gov)  
Web Address: [www.nist.gov](http://www.nist.gov)

The National Institute of Standards and Technology (NIST) is an agency of the U.S. Department of Commerce's Technology Administration. It works with various industries to develop and apply technology, measurements and standards.

**National Telecommunications and Information Administration (NTIA)**

1401 Constitution Ave. NW  
Herbert C. Hoover Bldg.  
Washington, DC 20230 US  
Phone: 202-482-2000  
Fax: 202-219-2077

E-mail Address: [bforbes@ntia.doc.gov](mailto:bforbes@ntia.doc.gov)  
Web Address: [www.ntia.doc.gov](http://www.ntia.doc.gov)

The National Telecommunications and Information Administration (NTIA), an agency of the U.S. Department of Commerce, is the Executive Branch's principal voice on domestic and international telecommunications and information technology issues.

**Office of Electronic Government and Technology**

U.S. General Services Administration  
1800 F. St. NW  
Washington, DC 20405 US  
Phone: 202-501-3473

E-mail Address: [john.ray@gsa.gov](mailto:john.ray@gsa.gov)  
Web Address: [www.estrategy.gov](http://www.estrategy.gov)

The Office of Electronic Government and Technology's mission is to develop a policy framework to support e-commerce, to help government agencies find and use the best e-commerce tools and to spread the most promising ideas across the government. The Office is part of the U.S. General Services Administration (GSA).

**U.S. Census Bureau**

4600 Silver Hill Rd.  
 Washington, DC 20233-8800 US  
 Phone: 301-763-4636  
 Fax: 301-457-3670  
 Toll Free: 800-923-8282  
 E-mail Address: [pio@census.gov](mailto:pio@census.gov)  
 Web Address: [www.census.gov](http://www.census.gov)  
 The U.S. Census Bureau is the official collector of data about the people and economy of the U.S. Founded in 1790, it provides official social, demographic and economic information.

**U.S. Department of Commerce (DOC)**

1401 Constitution Ave. NW  
 Washington, DC 20230 US  
 Phone: 202-482-2000  
 E-mail Address: [cgutierrez@doc.gov](mailto:cgutierrez@doc.gov)  
 Web Address: [www.commerce.gov](http://www.commerce.gov)  
 The U.S. Department of Commerce (DOC) regulates trade and provides valuable economic analysis of the economy.

**U.S. Department of Labor (DOL)**

Frances Perkins Bldg.  
 200 Constitution Ave. NW  
 Washington, DC 20210 US  
 Toll Free: 866-487-2365  
 Web Address: [www.dol.gov](http://www.dol.gov)  
 The U.S. Department of Labor (DOL) is the government agency responsible for labor regulations. This site provides tools to help citizens find out whether companies are complying with family and medical-leave requirements.

**U.S. Securities and Exchange Commission (SEC)**

100 F St. NE  
 Washington, DC 20549 US  
 Phone: 202-551-6000  
 Toll Free: 888-732-6585  
 E-mail Address: [publicinfo@sec.gov](mailto:publicinfo@sec.gov)  
 Web Address: [www.sec.gov](http://www.sec.gov)  
 The U.S. Securities and Exchange Commission (SEC) is a nonpartisan, quasi-judicial regulatory agency responsible for administering federal securities laws. These laws are designed to protect investors in securities markets and ensure that they have access to disclosure of all material information concerning publicly traded securities. Visitors to the web site can access the EDGAR database of corporate financial and business information.

**XLII. Wireless & Cellular Industry Associations****Broadband Wireless Association (BWA)**

54 Mancetter Rd.  
 Atherstone, Warwickshire CV9 1NY UK  
 Phone: 44-7968-845016  
 Fax: 44-1827-716299  
 E-mail Address: [slowe@broadband-wireless.org](mailto:slowe@broadband-wireless.org)  
 Web Address: [www.broadband-wireless.org](http://www.broadband-wireless.org)

The Broadband Wireless Association (BWA) provides representation, news and information for the European broadband wireless industry.

**Open Mobile Alliance (OMA)**

4330 La Jolla Village Dr., Ste 110  
 San Diego, CA 92122 US  
 Phone: 415-265-7204  
 Fax: 858-623-0743  
 E-mail Address: [sjones@omaorg.org](mailto:sjones@omaorg.org)  
 Web Address: [www.openmobilealliance.org](http://www.openmobilealliance.org)  
 The Open Mobile Alliance (OMA) facilitates global user adoption of mobile data services by specifying market driven mobile service enablers that ensure service interoperability across devices, geographies, service providers, operators and networks, while allowing businesses to compete through innovation and differentiation.

**Wi-Fi Alliance**

3925 W. Braker Ln.  
 Austin, TX 78759 US  
 Phone: 512-305-0790  
 Fax: 512-305-0791  
 E-mail Address: [info@wi-fi.org](mailto:info@wi-fi.org)  
 Web Address: [www.wi-fi.org](http://www.wi-fi.org)  
 The Wi-Fi Alliance is a nonprofit group that promotes wireless interoperability via Wi-Fi (802.11 standards). It also provides consumers with current information about Wi-Fi systems.

**WiMAX Forum**

15220 NW Greenbrier Pkwy., Ste 310  
 Beaverton, OR 97006 US  
 Phone: 503-924-2922  
 Fax: 503-924-3063  
 Web Address: [www.wimaxforum.org](http://www.wimaxforum.org)  
 The WiMAX Forum supports the implementation and standardization of long-range wireless Internet connections. It is a nonprofit organization dedicated to the promotion and certification of interoperability and compatibility of broadband wireless products.

**Wireless Communications Alliance (WCA)**

1639 Lewiston Dr.  
 Sunnyvale, CA 94087 US  
 Toll Free: 888-351-6701  
 E-mail Address: [pr@wca.org](mailto:pr@wca.org)  
 Web Address: [www.wca.org](http://www.wca.org)  
 The Wireless Communications Alliance (WCA) is a nonprofit business association for companies and organizations working with wireless technologies. It promotes networking, education and the exchange of information amongst its members.

**Wireless Communications Association International (WCAI)**

1333 H St. NW, Ste 700 W.

Washington, DC 20005-4754 US

Phone: 202-452-7823

Fax: 202-452-0041

E-mail Address: [susan@wcai.com](mailto:susan@wcai.com)

Web Address: [www.wcai.com](http://www.wcai.com)

The Wireless Communications Association International (WCA) is the principal nonprofit trade association representing the wireless broadband industry.

**Wireless LAN Association (WLANA)**

E-mail Address: [customercare@cwmp.com](mailto:customercare@cwmp.com)

Web Address: [www.wlana.org](http://www.wlana.org)

The Wireless LAN Association (WLANA) is a nonprofit educational trade association composed of the thought leaders and technology innovators in the WLAN technology industry. It provides information about wireless local area applications, issues and trends and serves as a resource to customers and prospects of wireless local area and personal area products, as well as to industry press and analysts.

# Chapter 4

## THE E-COMMERCE 450: WHO THEY ARE AND HOW THEY WERE CHOSEN

**Includes Indexes by Company Name, Industry & Location,  
And a Complete Table of Sales, Profits and Ranks**

The companies chosen to be listed in PLUNKETT'S E-COMMERCE & INTERNET BUSINESS ALMANAC comprise a unique list. THE E-COMMERCE 450 (the actual count is 431 companies) were chosen specifically for their dominance in the many facets of the e-commerce and Internet industry in which they operate. Complete information about each firm can be found in the "Individual Profiles," beginning at the end of this chapter. These profiles are in alphabetical order by company name.

THE E-COMMERCE 450 companies are from all parts of the United States, Canada, Asia, Europe and beyond. Essentially, THE E-COMMERCE 450 includes companies that are deeply involved in the technologies, services and trends that keep the entire industry forging ahead.

Simply stated, THE E-COMMERCE 450 contains 431 of the largest, most successful, fastest growing firms in e-commerce and related industries in the world. To be included in our list, the firms had to meet the following criteria:

- 1) Generally, these are corporations based in the U.S., however, the headquarters of 71 firms are located in other nations.
- 2) Prominence, or a significant presence, in e-commerce, Internet-based services, equipment and supporting fields. (See the following Industry Codes section for a complete list of types of businesses that are covered).
- 3) The companies in THE E-COMMERCE 450 do not have to be exclusively in the e-commerce and Internet field.
- 4) Financial data and vital statistics must have been available to the editors of this book, either directly from the company being written about or from outside sources deemed reliable and accurate by the editors. A small number of companies that we would like to have included are not listed because of a lack of sufficient, objective data.

**INDEXES TO THE E-COMMERCE 450, AS FOUND IN THIS CHAPTER AND IN THE BACK OF THE BOOK:**

Industry List, With Codes	p. 84
Index of Rankings Within Industry Groups	p. 86
Alphabetical Index	p. 97
Index of U.S. Headquarters Location by State	p. 101
Index of Non-U.S. Headquarters Location by Country	p. 105
Index by Regions of the U.S. Where the Firms Have Locations	p. 106
Index by Firms with International Operations	p. 116
Index of Firms Noted as "Hot Spots for "Advancement" for Women/Minorities	p. 554
Index by Subsidiaries, Brand Names and Selected Affiliations	p. 556

## INDUSTRY LIST, WITH CODES

This book refers to the following list of unique industry codes, based on the 2007 NAIC code system (NAIC is used by many analysts as a replacement for older SIC codes because NAIC is more specific to today's industry sectors, see [www.census.gov/NAICS](http://www.census.gov/NAICS)). Companies profiled in this book are given a primary NAIC code, reflecting the main line of business of each firm.

### Apparel

#### Apparel & Shoe Manufacturing

315 Apparel Manufacturing-General

### Entertainment

#### Publishing

511110 Newspapers, Publishing  
511140 Databases & Directories, Publishing  
511191 Greeting Cards, Publishing

#### Film, Video & Music Recording

512110 TV/Video/Theatrical, Production

#### Broadcasting

515120 Television Broadcasting  
515210 Cable TV Networks

### Financial Services

#### Banking, Credit & Finance

522310E Mortgages, Online  
522320 Payment & Transaction Processing Services

#### Stocks & Investments

523120 Stock Brokerage  
52312E Stock & Bond Brokerage-Online

#### Insurance

524210A Insurance Intermediary-Online

#### Credit Bureaus

561450 Credit Bureaus

## InfoTech

### Computers & Electronics Manufacturing

33411 Computer Networking & Related Equipment, Manufacturing

334111 Computer Hardware, Manufacturing

334112 Computer Storage Equipment & Misc Parts, Manufacturing

### Electrical Equipment & Wire,

#### Manufacturing

335921 Fiber Optic Cable & Electrical Wire

### Computers & Electronics, Distribution

423430 Computer & Telecommunications Equipment Distribution

### Software

5112 Computer Software

511201 Computer Software, Accounting, Banking & Financial

511210 Computer Software, Publisher

511210A Computer Software, Supply Chain & Logistics

511210B Computer Software, Network Management, System Testing, & Storage

511210C Computer Software, Telecom, Communications & VOIP

511210E Computer Software, Security & Anti-Virus

511210F Computer Software, Multimedia, Graphics & Publishing

511210G Computer Software, Games & Entertainment

511210H Computer Software, Business Management & ERP

511210I Computer Software, Operating Systems, Languages & Development Tools

511210J Computer Software, Data Base & File Management

511210K Computer Software, Sales & Customer Relationship Management

511210L Computer Software, Content & Document Management

511210M Computer Software, E-Commerce & Web Analytics

### Information & Data Processing Services

518210 Data Processing Services

561311 Recruiting & Job Services Online

### Information Services-Professional

541512 Consulting--Computer, Telecommunications & Internet

541513 Computer Programming & Software Design

## Internet

519130 Internet Publishing & Web Search Portals

## Manufacturing

### Electrical Equipment, Appliances, Tools

335 Electrical Equipment, Manufacturing

**Retailing****Computers & Electronics Stores**

44311 Electronics, Audio & Appliance Stores  
 44311 E Electronics, Audio & Appliance Stores-  
 Online

**Food & Beverage Stores**

445110E Grocery Stores/Supermarkets-Online  
 445310 Liquor Stores

**Drug Stores, Beauty Supply & Health Items  
 Stores**

446110 E Drug Stores-Online  
 446191 E Health Supplement Stores-Online

**Apparel & Accessories Stores**

448120 Apparel Stores, Women's  
 448120E Apparel Stores, Women's-Online  
 448210E Shoes & Accessories Stores-Online  
 448310E Jewelry Stores-Online

**Sporting Goods, Hobbies, Books & Music  
 Stores**

451110E Sporting Goods Stores-Online  
 451211E Book Stores-Online  
 451220E Music Stores-Online

**Miscellaneous Retailers**

453110E Florists, Retail-Online  
 453220E Gift/Sundry Stores-Online  
 454112 Auctions, Retail-Online

**Nonstore Retailers**

454113 Mail Order and Non-Store Selling, Incl. TV  
 Shopping

**Rental & Leasing Outlets**

532230 Video Rental Stores

**Services****Consulting & Professional Services**

5418 Marketing Agencies & Related Services  
 541810E Advertising/Marketing--Online  
 541910 Market Research

**Management**

55111 Management of Companies & Enterprises

**Personnel, Administrative & Support****Services**

5614 Business Support Services

**Travel Agencies**

5615E Travel Services-Online

**Educational**

611410 Business Training, Distance Learning

**Telecommunications****Telecommunications Equipment**

334210 Telecommunications Equipment  
 Manufacturing  
 334220 Radio & Wireless Communication,  
 Manufacturing

**Telecommunications**

517110 Telecommunications Service Wired, Satellite  
 or Cable  
 517110 A Telecommunications Service Wired, Non-  
 U.S.  
 5172 Telecommunications Service Cellular, U.S. &  
 Non-U.S.  
 517210 Telecommunications Paging Services  
 517919 Telecommunications Service Specialty and  
 VOIP Internet Based Telephony  
 561499 Teleconferencing

## INDEX OF RANKINGS WITHIN INDUSTRY GROUPS

Company	Industry Code	2008 Sales (U.S. \$ thousands)	Sales Rank	2008 Profits (U.S. \$ thousands)	Profits Rank
<b>Advertising/Marketing--Online</b>					
24/7 REAL MEDIA INC	541810E				
ACXIOM DIGITAL	541810E				
ADSTAR INC	541810E				
AGENCY.COM LTD	541810E				
AKQA INC	541810E				
BLUE DINGO DIGITAL	541810E				
CHOICESTREAM INC	541810E				
COBALT GROUP (THE)	541810E				
COUPONS INC	541810E				
CRITICAL MASS INC	541810E				
CYBER COMMUNICATIONS INC	541810E	517,600	2	6,100	1
DOUBLECLICK INC	541810E				
GENEX	541810E				
IMC2	541810E				
LINKSHARE CORPORATION	541810E				
MACQUARIUM INTELLIGENT COMMUNICATIONS	541810E				
MOREVISIBILITY.COM INC	541810E				
ONSTREAM MEDIA CORP	541810E	17,587	3	-6,561	2
PERFORMICS INC	541810E				
Q INTERACTIVE INC	541810E				
RETURNPATH INC	541810E				
SWITCHBOARD INC	541810E				
TERACENT	541810E				
TOCQUIGNY	541810E				
VALUECLICK INC	541810E	625,806	1	-218,636	3
VERTICAL RESPONSE INC	541810E				
VIBRANT MEDIA INC	541810E				
WEBLOYALTY.COM INC	541810E				
YAHOO! SEARCH MARKETING GROUP	541810E				
YESMAIL.COM INC	541810E				
<b>Apparel Manufacturing &amp; Design-General</b>					
3SUISSES	315	5,500,000	1		
<b>Apparel Stores, Women's</b>					
RUE21 INC	448120				
<b>Apparel Stores, Women's-Online</b>					
NET-A-PORTER LLC	448120E	134,500	1	16,600	1
<b>Auctions, Retail-Online</b>					
EBAY INC	454112	8,541,261	1	1,779,474	1
ENABLE HOLDINGS INC	454112	31,600	2	-16,000	2
<b>Book Stores-Online</b>					
ADVANCED BOOK EXCHANGE	451211E				
ALIBRIS INC	451211E				
AMAZON.COM INC	451211E	19,166,000	1	645,000	1

Company	Industry Code	2008 Sales (U.S. \$ thousands)	Sales Rank	2008 Profits (U.S. \$ thousands)	Profits Rank
BARNESANDNOBLE.COM INC	451211E				
<b>Business Support Services</b>					
LBI INTERNATIONAL AB	5614	191,610	1	11,000	1
<b>Business Training, Distance Learning</b>					
APOLLO GROUP INC	611410	3,140,931	1	476,525	1
BLACKBOARD INC	611410	312,134	2	2,820	4
BRIDGEPOINT EDUCATION INC	611410				
ECOLLEGE.COM	611410				
GRAND CANYON EDUCATION	611410	161,309	3	6,685	2
HEALTHSTREAM INC	611410	51,600	4	2,855	3
UNIVERSITY OF PHOENIX INC	611410				
<b>Cable TV Networks</b>					
WALT DISNEY COMPANY	515210	37,843,000		4,427,000	
<b>Computer &amp; Telecommunications Equipment Distribution</b>					
SYSTEMAX INC	423430	3,032,961	2	52,843	2
TECH DATA CORP	423430	23,423,078	1	108,269	1
<b>Computer Hardware, Manufacturing</b>					
APPLE INC	334111	32,479,000	2	4,834,000	1
DELL INC	334111	61,133,000	1	2,947,000	2
<b>Computer Networking &amp; Related Equipment, Manufacturing</b>					
3COM CORP	33411	1,294,879	3	-228,841	4
CISCO SYSTEMS INC	33411	39,540,000	1	8,052,000	1
CURRENT GROUP LLC	33411				
ENTERASYS NETWORKS INC	33411				
JUNIPER NETWORKS INC	33411	3,572,376	2	511,749	2
SONICWALL INC	33411	218,644	4	4,881	3
<b>Computer Programming &amp; Software Design</b>					
ACCENTURE PLC	541513	25,313,826	3	1,691,751	2
AFFILIATED COMPUTER SERVICES INC	541513	6,160,550	6	329,010	5
ATOS ORIGIN SA	541513	7,107,800	5		
ELECTRONIC DATA SYSTEMS CORP (EDS)	541513	23,000,000	4		
IBM GLOBAL SERVICES	541513	58,892,000	2		
INFOSYS TECHNOLOGIES LTD	541513	4,176,000	9	1,163,000	3
INTERNATIONAL BUSINESS MACHINES CORP (IBM)	541513	103,600,000	1	12,300,000	1
LIONBRIDGE TECHNOLOGIES	541513	461,432	13	-119,305	9
PEROT SYSTEMS CORP	541513	2,779,000	10	117,000	6
SAPIENT CORPORATION	541513	687,488	12	62,476	8
SOPRA GROUP SA	541513	1,623,480	11	83,650	7
TATA CONSULTANCY SERVICES (TCS)	541513	4,597,100	8		
WIPRO LTD	541513	4,933,000	7	806,000	4
<b>Computer Software Publisher</b>					
BOTTOMLINE TECHNOLOGIES	511210	131,241	3	-5,261	4
CYBERSOURCE CORP	511210	229,026	1	10,729	1
DIGITAL INSIGHT CORP	511210				
FUNDTECH LTD	511210	121,037	4	1,240	3
ONLINE RESOURCES CORP	511210	151,642	2	1,919	2



Company	Industry Code	2008 Sales (U.S. \$ thousands)	Sales Rank	2008 Profits (U.S. \$ thousands)	Profits Rank
<b>Computer Software, Accounting, Banking &amp; Financial</b>					
INTUIT INC	511201	3,070,974	1	476,762	1
S1 CORPORATION	511201	228,435	2	21,850	2
<b>Computer Software, Business Management &amp; ERP</b>					
ATTACHMATE CORPORATION	511210H				
BMC SOFTWARE INC	511210H	1,731,600	4	313,600	4
CA INC	511210H	4,277,000	3	500,000	3
CDC CORPORATION	511210H	409,070	6	-116,300	7
COGNOS INC	511210H				
NETSUITE INC	511210H	152,476	7	-15,864	6
ORACLE CORP	511210H	22,430,000	1	5,521,000	1
SAP AG	511210H	15,005,600	2	2,449,260	2
TIBCO SOFTWARE INC	511210H	644,471	5	52,411	5
<b>Computer Software, Content &amp; Document Management</b>					
AUTONOMY CORP PLC	511210L	503,229	2	131,749	1
EASYASK INC	511210L				
ENDECA TECHNOLOGIES INC	511210L				
NETRICS	511210L				
OPEN TEXT CORP	511210L	725,532	1	53,006	2
STERLING COMMERCE INC	511210L				
<b>Computer Software, Data Base &amp; File Management</b>					
EMBARCADERO TECHNOLOGIES INC	511210J				
TERADATA CORPORATION	511210J	1,762,000	1	250,000	1
<b>Computer Software, E-Commerce &amp; Web Analytics</b>					
ART TECHNOLOGY GROUP INC	511210M	164,641	2	3,799	1
BROADVISION INC	511210M	35,903	4	-15,010	3
COREMETRICS INC	511210M				
FIRECLICK INC	511210M				
GSI COMMERCE INC	511210M	966,926	1	-16,923	4
ICROSSING INC	511210M				
LYRIS INC	511210M	43,200	3	-5,502	2
MARKETLIVE INC	511210M				
MERCADO SOFTWARE INC	511210M				
<b>Computer Software, Electronic Games &amp; Entertainment</b>					
DEMAND MEDIA INC	511210G				
ELECTRONIC ARTS INC	511210G	3,665,000	1	-454,000	2
LINDEN LAB	511210G				
SHANDA INTERACTIVE ENTERTAINMENT LIMITED	511210G	523,132	2	182,983	1
<b>Computer Software, General</b>					
SYMPHONY TECHNOLOGY GROUP	5112				
<b>Computer Software, Multimedia, Graphics &amp; Publishing</b>					
ADOBE SYSTEMS INC	511210F	3,579,889	1	871,814	1
INTERACTIVE VIDEO TECHNOLOGIES	511210F				
REALNETWORKS INC	511210F	604,810	2	-243,878	2
SCENE7 INC	511210F				
<b>Computer Software, Network Management, System Testing, &amp; Storage</b>					
F5 NETWORKS INC	511210B	650,173	2	74,331	1

Company	Industry Code	2008 Sales (U.S. \$ thousands)	Sales Rank	2008 Profits (U.S. \$ thousands)	Profits Rank
NETSCOUT SYSTEMS INC	511210B	168,956	3	-2,088	2
NOVELL INC	511210B	956,513	1	-8,745	3
RADWARE LTD	511210B	94,581	4	-31,022	4
<b>Computer Software, Operating Systems, Languages &amp; Development Tools</b>					
BORLAND SOFTWARE CORP	511210I	172,027	5	-215,722	5
MICROSOFT CORP	511210I	60,420,000	1	17,681,000	1
NEXPRISE INC	511210I				
PROGRESS SOFTWARE CORP	511210I	515,560	4	46,296	4
QUEST SOFTWARE INC	511210I	735,377	2	68,043	3
RED HAT INC	511210I	523,016	3	76,667	2
ROGUE WAVE SOFTWARE INC	511210I				
<b>Computer Software, Sales &amp; Customer Relationship Management</b>					
ACXIOM CORP	511210K	1,384,079	1	-7,780	5
CHEETAHMAIL INC	511210K				
CHORDIANT SOFTWARE INC	511210K	112,964	4	1,065	2
ELOYALTY CORPORATION	511210K	91,197	5	-21,653	7
ESCALATE RETAIL	511210K				
FORESEE RESULTS INC	511210K				
LIVEPERSON INC	511210K	74,655	6	-23,837	8
MICROS-RETAIL	511210K				
RESPONSYS INC	511210K				
RIGHTNOW TECHNOLOGIES INC	511210K	140,400	3	-7,300	4
SALESFORCE.COM INC	511210K	748,700	2	18,356	1
SELECTICA INC	511210K	16,003	9	-23,901	9
SUPPORT.COM INC	511210K	48,870	8	-19,106	6
SWK HOLDINGS CORPORATION	511210K	65,219	7	-3,655	3
<b>Computer Software, Security &amp; Anti-Virus</b>					
AXWAY INC	511210E				
BLUE COAT SYSTEMS INC	511210E	305,439	6	32,568	5
CHECK POINT SOFTWARE TECHNOLOGIES LTD	511210E	575,141	5	278,027	2
ENTRUST INC	511210E	99,661	8	-1,027	7
INTERNET SECURITY SYSTEMS	511210E				
MCAFEE INC	511210E	1,600,065	2	172,209	4
RSA SECURITY INC	511210E				
SYMANTEC CORP	511210E	5,874,419	1	463,850	1
TREND MICRO INC	511210E	1,101,890	3	208,520	3
VASCO DATA SECURITY INTERNATIONAL INC	511210E	132,977	7	24,291	6
VERISIGN INC	511210E	964,748	4	-390,260	8
WATCHGUARD TECHNOLOGIES	511210E				
<b>Computer Software, Supply Chain &amp; Logistics</b>					
ARIBA INC	511210A	328,060	4	-41,062	6
I2 TECHNOLOGIES INC	511210A	255,813	5	109,804	1
JDA SOFTWARE GROUP INC	511210A	390,332	2	3,124	4
KEWILL SYSTEMS PLC	511210A	86,600	6	2,480	5
MANHATTAN ASSOCIATES INC	511210A	337,201	3	22,798	2
MODUSLINK GLOBAL SOLUTIONS INC	511210A	1,068,207	1	9,128	3

Company	Industry Code	2008 Sales (U.S. \$ thousands)	Sales Rank	2008 Profits (U.S. \$ thousands)	Profits Rank
<b>Computer Software, Telecom, Communications &amp; VOIP</b>					
OPENWAVE SYSTEMS INC	511210C	200,877	1	-21,862	1
TRAPEZE NETWORKS INC	511210C				
<b>Computer Storage Equipment &amp; Misc. Parts, Manufacturing</b>					
EMC CORP	334112	14,880,000	1	2,160,000	1
NETAPP INC	334112	3,303,167	2	309,738	2
<b>Consulting--Computer, Telecommunications &amp; Internet</b>					
AVAYA GOVERNMENT SOLUTIONS	541512				
HACKETT GROUP	541512	192,101	2	17,876	1
KEYNOTE SYSTEMS INC	541512	76,908	3	-2,764	3
MOLECULAR INC	541512				
PERFICIENT INC	541512	231,488	1	10,000	2
US INTERACTIVE INC	541512				
WHITTMANHART	541512				
<b>Credit Bureaus</b>					
DUN & BRADSTREET CORP (THE, D&B)	561450	1,726,300	2	310,600	1
EXPERIAN AMERICAS	561450	2,000,000	1		
<b>Data Processing, Hosting &amp; Related Services</b>					
AKAMAI TECHNOLOGIES INC	518210	790,924	4	212,264	2
AUTOMATIC DATA PROCESSING	518210	8,776,500	1	1,161,700	1
DIGITAL RIVER INC	518210	394,226	9	63,595	5
EASYLINK SERVICES INTERNATIONAL CORPORATION	518210	92,161	15	16,301	7
E-MACHITOWN CO LTD	518210				
EQUINIX INC	518210	704,680	5	131,538	3
GLOBAL CROSSING LTD	518210	2,592,000	2	-277,000	15
GO DADDY GROUP INC	518210	450,000	8		
J2 GLOBAL COMMUNICATIONS	518210	241,513	10	72,562	4
NAVISITE INC	518210	154,194	11	-8,684	12
NEUSTAR INC	518210	488,845	7	4,294	9
NIC INC	518210	100,575	13	11,921	8
RACKSPACE HOSTING INC	518210	531,933	6	21,703	6
REGISTER.COM INC	518210				
SAVVIS INC	518210	857,041	3	-21,966	13
TRX INC	518210	96,223	14	3,702	10
TUCOWS INC	518210	78,468	16	2,045	11
VERIO INC	518210				
WEB.COM GROUP INC	518210	122,488	12	-96,210	14
<b>Databases &amp; Directories, Publishing</b>					
INFOGROUP INC	511140	738,270	2	4,360	2
INFOSPACE INC	511140	156,727	3	-18,699	3
ONESOURCE INFORMATION SERVICES INC	511140				
REED ELSEVIER GROUP PLC	511140	8,494,770	1	1,434,910	1
<b>Drug Stores-Online</b>					
DRUGSTORE.COM INC	446110E	366,579	1	-8,287	1
<b>Electrical Equipment, Manufacturing</b>					
SIEMENS AG	335	107,580,000	1	8,189,070	1

Company	Industry Code	2008 Sales (U.S. \$ thousands)	Sales Rank	2008 Profits (U.S. \$ thousands)	Profits Rank
<b>Electronics, Audio &amp; Appliance Stores</b>					
FRY'S ELECTRONICS INC	44311	2,400,000	1		
<b>Electronics, Audio &amp; Appliance Stores-Online</b>					
BUY.COM INC	44311E				
NEWEGG INC	44311E	2,100,000	1		
<b>Fiber Optic Cable &amp; Electrical Wire</b>					
CORNING INC	335921	5,948,000	1	5,257,000	1
<b>Florists, Retail-Online</b>					
1-800-FLOWERS.COM INC	453110E	739,211	1	21,054	1
PROVIDE COMMERCE INC	453110E				
<b>Gift/Sundry Stores-Online</b>					
REDENVELOPE INC	453220E				
<b>Greeting Cards, Publishing</b>					
AMERICAN GREETINGS CORP	511191	1,730,784	2	83,003	1
HALLMARK CARDS INC	511191	4,300,000	1		
<b>Grocery Stores/Supermarkets-Online</b>					
FRESHDIRECT LLC	445110E				
PEAPOD LLC	445110E				
<b>Health Supplement Stores-Online</b>					
VITACOST.COM INC	446191E				
<b>Insurance Intermediary-Online</b>					
EHEALTH INC	524210A	111,711	1	14,168	1
INSURE.COM INC	524210A	15,667	3	-999	2
INSWEB CORP	524210A	37,497	2	-2,451	3
<b>Internet Publishing &amp; Web Search Portals</b>					
ABOUT INC	519130				
ALIBABA.COM LTD	519130	438,980	14	174,410	6
ANCESTRY.COM	519130				
ANGIE'S LIST	519130				
AOL INC	519130	4,100,000	5		
ASK.COM	519130				
AUTOBYTEL INC	519130	71,159	30	-79,916	25
BAIDU.COM INC	519130	468,780	12	153,625	8
BANKRATE INC	519130	166,855	22	19,621	14
BLOOMBERG LP	519130	6,100,000	4		
BRIGHTCOVE INC	519130				
CBS INTERACTIVE	519130	886,100	8		
COSTAR GROUP INC	519130	212,428	21	24,623	13
CRACKLE INC	519130				
CRAIGSLIST INC	519130				
DIALOG	519130				
DIGITAL SKY TECHNOLOGIES	519130				
EDGAR ONLINE INC	519130	19,463	34	-2,659	21
EPALS INC	519130				
FACEBOOK	519130	280,000	18		
FACTSET RESEARCH SYSTEMS	519130	575,519	11	125,017	10
FRIENDSTER INC	519130				
GLAM MEDIA INC	519130				

<b>Company</b>	<b>Industry Code</b>	<b>2008 Sales</b> (U.S. \$ thousands)	<b>Sales Rank</b>	<b>2008 Profits</b> (U.S. \$ thousands)	<b>Profits Rank</b>
GOINGON NETWORKS INC	519130				
GOOGLE INC	519130	21,795,550	1	4,226,858	1
HOOVER'S INC	519130				
HULU LLC	519130	125,000	25		
IAC/INTERACTIVECORP	519130	1,445,100	6	-156,200	28
INTERACTIVE DATA CORP	519130	750,541	9	142,648	9
INTERNET BRANDS INC	519130	104,036	27	11,559	15
IVILLAGE INC	519130				
JOOST	519130				
KNOT INC (THE)	519130	103,897	28	4,129	16
LIVEWORLD INC	519130				
LOOKSMART LTD	519130	65,003	31	-14,834	23
MAPQUEST.COM INC	519130				
MARCHEX INC	519130	146,375	23	-128,023	27
MARKETWATCH INC	519130				
MOVE INC	519130	242,069	19	-27,564	24
MYSPEACE	519130	582,000	10		
NETEASE.COM INC	519130	452,119	13	280,625	5
NEULION INC/JUMPTV INC	519130				
NHN CORP	519130	1,206,210	7	322,070	4
OPENTABLE INC	519130	55,844	32	-1,024	20
SALON MEDIA GROUP INC	519130	7,513	35	-3,409	22
SHUTTERFLY INC	519130	213,480	20	3,660	17
SINA CORPORATION	519130	369,587	17	80,638	11
SOHU.COM INC	519130	429,051	15	158,637	7
STUDENT ADVANTAGE LLC	519130				
THESTREET.COM INC	519130	71,900	29	1,335	19
THOMSON REUTERS	519130	11,707,000	2	1,264,000	2
TRACK DATA CORP	519130	30,659	33	1,341	18
TWITTER INC	519130				
WATERFRONT MEDIA INC	519130				
WEBMD HEALTH CORP	519130	382,777	16	26,702	12
WEBMEDIA BRANDS INC	519130	128,394	24	-116,681	26
WIKIMEDIA FOUNDATION	519130	5,033	36		
YAHOO! INC	519130	7,208,502	3	424,298	3
YELP	519130				
YOUTUBE LLC	519130	110,000	26		
ZYNGA INC	519130				
<b>Jewelry Stores-Online</b>					
BIDZ.COM INC	448310E	207,410	2	14,403	1
BLUE NILE INC	448310E	295,329	1	11,630	2
<b>Liquor Stores</b>					
WINE.COM INC	445310				
<b>Mail Order and Non-Store Selling, Incl. TV Shopping</b>					
1-800 CONTACTS	454113				
AG INTERACTIVE INC	454113				
BLUEFLY INC	454113	95,774	3	-11,340	2
FANDANGO INC	454113				

Company	Industry Code	2008 Sales (U.S. \$ thousands)	Sales Rank	2008 Profits (U.S. \$ thousands)	Profits Rank
MOVIETICKETS.COM INC	454113				
OVERSTOCK.COM INC	454113	834,367	2	-12,658	3
PHOTOBUCKET CORP	454113				
SHOPPING.COM LTD	454113				
STAMPS.COM INC	454113	84,912	4	10,164	1
TICKETMASTER ENTERTAINMENT INC	454113	1,454,525	1	-1,005,499	4
<b>Management of Companies &amp; Enterprises</b>					
INTERNET CAPITAL GROUP INC	55111	71,181	1	-22,926	1
<b>Market Research</b>					
FORRESTER RESEARCH INC	541910	240,875	2	29,215	2
GARTNER INC	541910	1,279,065	1	103,871	1
NETRATINGS INC	541910				
<b>Marketing Agencies &amp; Related Services</b>					
ACTIVE MEDIA SERVICES INC	5418				
ALLOY INC	5418	199,096	1	-64,392	2
COREY MCPHERSON NASH	5418				
DIGITAS INC	5418				
MEDIAEDGE: CIA	5418				
MKTG INC	5418	80,834	2	4,893	1
<b>Mortgages--Online</b>					
DITECH.COM	522310E				
E-LOAN INC	522310E				
LENDINGTREE LLC	522310E				
<b>Music Stores-Online</b>					
ARTISTDIRECT INC	451220E	12,141	2	-47,956	2
AUDIBLE INC	451220E				
CDNOW INC	451220E				
EMUSIC.COM INC	451220E				
MP3.COM INC	451220E				
NAPSTER INC	451220E	127,452	1	-16,452	1
SPOTIFY	451220E				
<b>Newspapers, Publishing</b>					
DOW JONES & CO INC	511110				
NEW YORK TIMES CO	511110	2,948,856	1	-57,839	1
<b>Payment &amp; Transaction Processing Services</b>					
AUTHORIZE.NET HOLDINGS INC	522320				
ELAVON INC	522320				
FIRST DATA CORP	522320	8,810,000	1	-3,800,000	7
FISERV INC	522320	4,739,000	2	569,000	1
GLOBAL PAYMENTS INC	522320	1,274,229	4	162,754	4
HLTH CORP	522320	382,697	7	565,289	2
IPAYMENT INC	522320	794,825	6	14,303	5
PAYPAL INC	522320				
RETAIL DECISIONS PLC	522320				
TOTAL SYSTEM SERVICES INC (TSYS)	522320	1,721,646	3	250,100	3
VERIFONE HOLDINGS INC	522320	921,931	5	-425,322	6
<b>Radio &amp; Wireless Communication, Manufacturing</b>					
RESEARCH IN MOTION LTD (RIM)	334220	6,009,395	1	1,293,867	1

Company	Industry Code	2008 Sales (U.S. \$ thousands)	Sales Rank	2008 Profits (U.S. \$ thousands)	Profits Rank
<b>Recruiting &amp; Job Services Online</b>					
CAREERBUILDER INC	561311				
HOTJOBS	561311				
MONSTER WORLDWIDE INC	561311	1,343,627	1	124,793	1
<b>Shoes &amp; Accessories Stores-Online</b>					
ZAPPOS.COM INC	448210E	960,000	1		
<b>Sporting Goods Stores-Online</b>					
BACKCOUNTRY.COM	451110E				
<b>Stock &amp; Bond Brokerage--Online</b>					
A B WATLEY GROUP INC	52312E				
BOURSORAMA	52312E				
CORTAL CONSORS SA	52312E				
E*TRADE FINANCIAL CORP	52312E	3,323,013	1	-511,790	3
LIQUIDNET HOLDINGS INC	52312E				
SCOTTRADE INC	52312E				
SHAREBUILDER CORP	52312E				
TD AMERITRADE HOLDING	52312E	2,537,356	2	803,917	1
TRADESTATION GROUP INC	52312E	160,432	3	30,637	2
<b>Stock Brokerage</b>					
CHARLES SCHWAB CORP	523120	5,150,000	1	1,212,000	1
<b>Telecommunications Equipment Manufacturing</b>					
ADC TELECOMMUNICATIONS	334210	1,456,400	8	-41,900	8
ADTRAN INC	334210	500,676	10	78,581	2
ALCATEL-LUCENT	334210	22,033,000	1	-6,710,830	13
AVAYA INC	334210	5,000,000	4		
CIENA CORP	334210	902,448	9	38,894	4
ECI TELECOM LTD	334210				
HARMONIC INC	334210	364,963	11	63,992	3
HUAWEI TECHNOLOGIES CO	334210	18,329,000	2	1,151,000	1
JDS UNIPHASE CORPORATION	334210	1,530,100	7	-21,700	6
NORTEL NETWORKS CORP	334210	10,421,000	3	-5,799,000	12
OCLARO INC	334210	202,663	13	-23,440	7
REDBACK NETWORKS INC	334210				
SYCAMORE NETWORKS INC	334210	115,496	14	-114	5
TELLABS INC	334210	1,729,000	5	-930,000	11
UTSTARCOM INC	334210	1,640,449	6	-150,316	10
WESTELL TECHNOLOGIES INC	334210	205,729	12	-76,230	9
<b>Telecommunications Paging Services</b>					
BOINGO WIRELESS INC	517210				
CLEARWIRE CORP	517210	20,489	1	-432,626	3
INTERNET AMERICA INC	517210	8,777	2	-3,000	1
TERRESTAR CORP	517210	0		-277,692	2
<b>Telecommunications Service Cellular, U.S. &amp; Non-U.S.</b>					
AMERICA MOVIL SA	5172	25,532,000	9	4,401,000	7
CELLCO PARTNERSHIP (VERIZON WIRELESS)	5172	58,600,000	3		
CHINA MOBILE COMMUNICATIONS CORP	5172	65,015,000	1	11,442,000	2
CHINA MOBILE LIMITED	5172	60,233,900	2	16,476,500	1

Company	Industry Code	2008 Sales (U.S. \$ thousands)	Sales Rank	2008 Profits (U.S. \$ thousands)	Profits Rank
KDDI CORP	5172	35,962,800	7	2,177,900	9
MOBILE TELESYSTEMS OJSC	5172	10,245,293	13	1,930,419	10
NTT DOCOMO INC	5172	47,189,000	6	4,919,000	6
SK TELECOM CO LTD	5172	8,457,370	15	925,780	11
SPRINT NEXTEL CORP	5172	35,635,000	8	-2,796,000	13
TELEFONICA O2 EUROPE PLC	5172	20,101,600	11	5,872,570	5
TELENOR ASA	5172	17,471,800	12	3,540,880	8
T-MOBILE INTERNATIONAL AG & CO KG	5172	55,467,600	4		
T-MOBILE USA	5172	21,885,000	10	6,123,000	4
VIMPEL-COMMUNICATIONS	5172	10,124,986	14	524,334	12
VODAFONE GROUP PLC	5172	53,571,800	5	10,056,600	3
<b>Telecommunications Service Specialty and VOIP Internet Based Telephony</b>					
DELTATHREE INC	517919	20,226	3	-11,866	1
NET2PHONE INC	517919				
SKYPE TECHNOLOGIES SA	517919	500,000	2		
SPEAKEASY INC	517919				
VONAGE HOLDINGS CORP	517919	900,120	1	-64,576	2
<b>Telecommunications Service Wired, Non-U.S.</b>					
CABLEEUROPA SAU	517110A				
COVAD COMMUNICATIONS GROUP INC	517110A				
<b>Telecommunications Service Wired, Satellite or Cable</b>					
ABOVENET INC	517110	319,900	26	42,300	17
ALLTEL CORP	517110				
AT&T INC	517110	124,028,000	1	12,867,000	1
CABLEVISION SYSTEMS CORP	517110	7,230,116	10	-227,576	24
CENTURYTEL INC	517110	2,599,747	16	365,732	11
CHARTER COMMUNICATIONS	517110	6,479,000	11	-2,451,000	27
CINCINNATI BELL INC	517110	1,403,000	20	102,600	14
COGENT COMMUNICATIONS	517110	215,489	28	26,779	18
COMCAST CORP	517110	34,256,000	3	2,547,000	4
COX COMMUNICATIONS INC	517110	8,500,000	9		
DIRECTV GROUP INC	517110	19,693,000	4	1,515,000	5
EARTHLINK INC	517110	955,577	22	178,584	13
EMBARQ CORP	517110	6,124,000	12	769,000	7
FRONTIER COMMUNICATIONS	517110	2,237,018	18	182,660	12
INTERNAP NETWORK SERVICES	517110	253,989	27	-104,813	23
INTERNET INITIATIVE JAPAN INC	517110	669,357	25	51,844	16
LEVEL 3 COMMUNICATIONS INC	517110	4,301,000	14	-318,000	25
LIBERTY GLOBAL INC	517110	10,561,100	7	-788,900	26
PRIMUS TELECOMMUNICATIONS GROUP	517110	895,863	23	-25,031	19
QWEST COMMUNICATIONS INTERNATIONAL INC	517110	13,475,000	6	681,000	8
ROGERS COMMUNICATIONS	517110	10,330,500	8	3,700,210	3
SHAW COMMUNICATIONS INC	517110	2,577,000	17	557,400	9
TELECOMUNICACIONES DE PUERTO RICO INC	517110				
TELEPHONE AND DATA SYSTEMS INC (TDS)	517110	5,092,000	13	93,500	15



<b>Company</b>	<b>Industry Code</b>	<b>2008 Sales</b> (U.S. \$ thousands)	<b>Sales Rank</b>	<b>2008 Profits</b> (U.S. \$ thousands)	<b>Profits Rank</b>
TENCENT HOLDINGS LTD	517110	1,046,800	21	474,900	10
TERRA NETWORKS GROUP	517110				
TERREMARK WORLDWIDE INC	517110	187,414	29	-42,228	20
TIME WARNER CABLE INC	517110	17,200,000	5	-11,782,000	28
UNITED INTERNET AG	517110				
UNITED ONLINE INC	517110	669,403	24	-94,657	22
VERIZON COMMUNICATIONS	517110	97,354,000	2	6,428,000	2
WINDSTREAM CORPORATION	517110	3,172,000	15	1,132,000	6
XO HOLDINGS INC	517110	1,477,610	19	-75,281	21
<b>Teleconferencing</b>					
WEBEX COMMUNICATIONS INC	561499				
<b>Television Broadcasting</b>					
NBC UNIVERSAL	515120	16,969,000	2	3,131,000	2
NEWS CORP	515120	32,996,000	1	5,381,000	1
<b>Travel Services-Online</b>					
AMADEUS IT GROUP SA	5615E				
CTRIIP.COM	5615E	232,809	7	65,095	3
EASYGROUP	5615E				
EXPEDIA INC	5615E	2,937,013	2	-2,517,763	6
GALILEO INTERNATIONAL INC	5615E				
HOMEAWAY INC	5615E				
HOTELS.COM LP	5615E				
HOTWIRE INC	5615E				
KAYAK.COM	5615E				
LASTMINUTE.COM	5615E				
ORBITZ WORLDWIDE INC	5615E	870,000	6	-299,000	5
PEGASUS SOLUTIONS INC	5615E				
PRICELINE.COM INC	5615E	1,884,806	4	193,473	2
SABRE HOLDINGS CORP	5615E	3,000,000	1		
SABRE TRAVEL NETWORK	5615E				
TRAVELOCITY.COM LP	5615E	1,400,000	5		
TRAVELPORT LIMITED	5615E	2,527,000	3	616,000	1
TRAVELZOO	5615E	80,817	8	-4,116	4
<b>TV/Video/Theatrical, Production</b>					
SCRIPPS NETWORKS INTERACTIVE	512110	1,591,000	1	24,000	1
<b>Video Rental</b>					
BLOCKBUSTER INC	532230	5,287,900	1	-374,100	2
NETFLIX INC	532230	1,364,661	2	83,026	1

**ALPHABETICAL INDEX**

1-800 CONTACTS  
1-800-FLOWERS.COM INC  
24/7 REAL MEDIA INC  
3COM CORP  
3SUISSES  
A B WATLEY GROUP INC  
ABOUT INC  
ABOVENET INC  
ACCENTURE PLC  
ACTIVE MEDIA SERVICES INC  
ACXIOM CORP  
ACXIOM DIGITAL  
ADC TELECOMMUNICATIONS INC  
ADOBE SYSTEMS INC  
ADSTAR INC  
ADTRAN INC  
ADVANCED BOOK EXCHANGE INC  
AFFILIATED COMPUTER SERVICES INC  
AG INTERACTIVE INC  
AGENCY.COM LTD  
AKAMAI TECHNOLOGIES INC  
AKQA INC  
ALCATEL-LUCENT  
ALIBABA.COM LTD  
ALIBRIS INC  
ALLOY INC  
ALLTEL CORP  
AMADEUS IT GROUP SA  
AMAZON.COM INC  
AMERICA MOVIL SA  
AMERICAN GREETINGS CORP  
ANCESTRY.COM  
ANGIE'S LIST  
AOL INC  
APOLLO GROUP INC  
APPLE INC  
ARIBA INC  
ART TECHNOLOGY GROUP INC  
ARTISTDIRECT INC  
ASK.COM  
AT&T INC  
ATOS ORIGIN SA  
ATTACHMATE CORPORATION  
AUDIBLE INC  
AUTHORIZE.NET HOLDINGS INC  
AUTOBYTEL INC  
AUTOMATIC DATA PROCESSING INC  
AUTONOMY CORP PLC  
AVAYA GOVERNMENT SOLUTIONS  
AVAYA INC  
AXWAY INC  
BACKCOUNTRY.COM  
BAIDU.COM INC  
BANKRATE INC  
BARNESANDNOBLE.COM INC  
BIDZ.COM INC  
BLACKBOARD INC  
BLOCKBUSTER INC  
BLOOMBERG LP  
BLUE COAT SYSTEMS INC  
BLUE DINGO DIGITAL  
BLUE NILE INC  
BLUEFLY INC  
BMC SOFTWARE INC  
BOINGO WIRELESS INC  
BORLAND SOFTWARE CORPORATION  
BOTTOMLINE TECHNOLOGIES INC  
BOURSORAMA  
BRIDGEPOINT EDUCATION INC  
BRIGHTCOVE INC  
BROADVISION INC  
BUY.COM INC  
CA INC  
CABLEEUROPA SAU  
CABLEVISION SYSTEMS CORP  
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CDNOW INC  
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CHARLES SCHWAB CORP (THE)  
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CHECK POINT SOFTWARE TECHNOLOGIES LTD  
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CHINA MOBILE COMMUNICATIONS  
CORPORATION  
CHINA MOBILE LIMITED  
CHOICESTREAM INC  
CHORDIANT SOFTWARE INC  
CIENA CORP  
CINCINNATI BELL INC  
CISCO SYSTEMS INC  
CLEARWIRE CORP  
COBALT GROUP (THE)  
COGENT COMMUNICATIONS  
COGNOS INC  
COMCAST CORP  
COREMETRICS INC  
COREY MCPHERSON NASH  
CORNING INC  
CORTAL CONSORS SA  
COSTAR GROUP INC  
COUPONS INC  
COVAD COMMUNICATIONS GROUP INC  
COX COMMUNICATIONS INC  
CRACKLE INC  
CRAIGSLIST INC  
CRITICAL MASS INC  
CTRIIP.COM  
CURRENT GROUP LLC  
CYBER COMMUNICATIONS INC  
CYBERSOURCE CORP  
DELL INC

DELTATHREE INC  
DEMAND MEDIA INC  
DIALOG  
DIGITAL INSIGHT CORP  
DIGITAL RIVER INC  
DIGITAL SKY TECHNOLOGIES  
DIGITAS INC  
DIRECTV GROUP INC (THE)  
DITECH.COM  
DOUBLECLICK INC  
DOW JONES & CO INC  
DRUGSTORE.COM INC  
DUN & BRADSTREET CORP (THE, D&B)  
E\*TRADE FINANCIAL CORPORATION  
EARTHLINK INC  
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EASYGROUP  
EASYLINK SERVICES INTERNATIONAL CORPORATION  
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ECOLLEGE.COM  
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EHEALTH INC  
ELAVON INC  
ELECTRONIC ARTS INC  
ELECTRONIC DATA SYSTEMS CORP (EDS)  
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EMBARCADERO TECHNOLOGIES INC  
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FANDANGO INC  
FIRECLICK INC  
FIRST DATA CORP  
FISERV INC  
FORESEE RESULTS INC  
FORRESTER RESEARCH INC  
FRESHDIRECT LLC  
FRIENDSTER INC  
FRONTIER COMMUNICATIONS CORPORATION  
FRY'S ELECTRONICS INC  
FUNDTECH LTD  
GALILEO INTERNATIONAL INC  
GARTNER INC  
GENEX  
GLAM MEDIA INC  
GLOBAL CROSSING LTD  
GLOBAL PAYMENTS INC  
GO DADDY GROUP INC  
GOINGON NETWORKS INC  
GOOGLE INC  
GRAND CANYON EDUCATION INC  
GSI COMMERCE INC  
HACKETT GROUP (THE)  
HALLMARK CARDS INC  
HARMONIC INC  
HEALTHSTREAM INC  
HLTH CORP  
HOMEAWAY INC  
HOOVER'S INC  
HOTELS.COM LP  
HOTJOBS  
HOTWIRE INC  
HUAWEI TECHNOLOGIES CO LTD  
HULU LLC  
I2 TECHNOLOGIES INC  
IAC/INTERACTIVECORP  
IBM GLOBAL SERVICES  
ICROSSING INC  
IMC2  
INFOGROUP INC  
INFOSPACE INC  
INFOSYS TECHNOLOGIES LTD  
INSURE.COM INC  
INSWEB CORP  
INTERACTIVE DATA CORPORATION  
INTERACTIVE VIDEO TECHNOLOGIES  
INTERNAP NETWORK SERVICES CORP  
INTERNATIONAL BUSINESS MACHINES CORP (IBM)  
INTERNET AMERICA INC  
INTERNET BRANDS INC  
INTERNET CAPITAL GROUP INC  
INTERNET INITIATIVE JAPAN INC  
INTERNET SECURITY SYSTEMS INC  
INTUIT INC  
IPAYMENT INC  
IVILLAGE INC  
J2 GLOBAL COMMUNICATIONS INC  
JDA SOFTWARE GROUP INC  
JDS UNIPHASE CORPORATION  
JOOST  
JUNIPER NETWORKS INC  
KAYAK.COM  
KDDI CORP  
KEWILL SYSTEMS PLC  
KEYNOTE SYSTEMS INC  
KNOT INC (THE)  
LASTMINUTE.COM  
LBI INTERNATIONAL AB  
LENDINGTREE LLC

LEVEL 3 COMMUNICATIONS INC  
LIBERTY GLOBAL INC  
LINDEN LAB  
LINKSHARE CORPORATION  
LIONBRIDGE TECHNOLOGIES INC  
LIQUIDNET HOLDINGS INC  
LIVEPERSON INC  
LIVEWORLD INC  
LOOKSMART LTD  
LYRIS INC  
MACQUARIUM INTELLIGENT COMMUNICATIONS  
MANHATTAN ASSOCIATES INC  
MAPQUEST.COM INC  
MARCHEX INC  
MARKETLIVE INC  
MARKETWATCH INC  
MCAFEE INC  
MEDIAEDGE:CIA  
MERCADO SOFTWARE INC  
MICROSOFT CORP  
MICROS-RETAIL  
MKTG INC  
MOBILE TELESYSTEMS OJSC  
MODUSLINK GLOBAL SOLUTIONS INC  
MOLECULAR INC  
MONSTER WORLDWIDE INC  
MOREVISIBILITY.COM INC  
MOVE INC  
MOVIETICKETS.COM INC  
MP3.COM INC  
MYSPACE  
NAPSTER INC  
NAVISITE INC  
NBC UNIVERSAL  
NET2PHONE INC  
NET-A-PORTER LLC  
NETAPP INC  
NETEASE.COM INC  
NETFLIX INC  
NETRATINGS INC  
NETRICS  
NETSCOUT SYSTEMS INC  
NETSUITE INC  
NEULION INC/JUMPTV INC  
NEUSTAR INC  
NEW YORK TIMES CO (THE)  
NEWEGG INC  
NEWS CORP  
NEXPRISE INC  
NHN CORP  
NIC INC  
NORTEL NETWORKS CORP  
NOVELL INC  
NTT DOCOMO INC  
OCLARO INC  
ONESOURCE INFORMATION SERVICES INC  
ONLINE RESOURCES CORP  
ONSTREAM MEDIA CORPORATION  
OPEN TEXT CORP  
OPENTABLE INC  
OPENWAVE SYSTEMS INC  
ORACLE CORP  
ORBITZ WORLDWIDE INC  
OVERSTOCK.COM INC  
PAYPAL INC  
PEAPOD LLC  
PEGASUS SOLUTIONS INC  
PERFICIENT INC  
PERFORMICS INC  
PEROT SYSTEMS CORP  
PHOTOBUCKET CORP  
PRICELINE.COM INC  
PRIMUS TELECOMMUNICATIONS GROUP INC  
PROGRESS SOFTWARE CORP  
PROVIDE COMMERCE INC  
Q INTERACTIVE INC  
QUEST SOFTWARE INC  
QWEST COMMUNICATIONS INTERNATIONAL INC  
RACKSPACE HOSTING INC  
RADWARE LTD  
REALNETWORKS INC  
RED HAT INC  
REDBACK NETWORKS INC  
REDENVELOPE INC  
REED ELSEVIER GROUP PLC  
REGISTER.COM INC  
RESEARCH IN MOTION LTD (RIM)  
RESPONSYS INC  
RETAIL DECISIONS PLC  
RETURNPATH INC  
RIGHTNOW TECHNOLOGIES INC  
ROGERS COMMUNICATIONS INC  
ROGUE WAVE SOFTWARE INC  
RSA SECURITY INC  
RUE21 INC  
S1 CORPORATION  
SABRE HOLDINGS CORP  
SABRE TRAVEL NETWORK  
SALESFORCE.COM INC  
SALON MEDIA GROUP INC  
SAP AG  
SAPIENT CORPORATION  
SAVVIS INC  
SCENE7 INC  
SCOTTRADE INC  
SCRIPPS NETWORKS INTERACTIVE  
SELECTICA INC  
SHANDA INTERACTIVE ENTERTAINMENT  
LIMITED  
SHAREBUILDER CORP  
SHAW COMMUNICATIONS INC  
SHOPPING.COM LTD  
SHUTTERFLY INC  
SIEMENS AG  
SINA CORPORATION  
SK TELECOM CO LTD

SKYPE TECHNOLOGIES SA  
SOHU.COM INC  
SONICWALL INC  
SOPRA GROUP SA  
SPEAKEASY INC  
SPOTIFY  
SPRINT NEXTEL CORP  
STAMPS.COM INC  
STERLING COMMERCE INC  
STUDENT ADVANTAGE LLC  
SUPPORT.COM INC  
SWITCHBOARD INC  
SWK HOLDINGS CORPORATION  
SYCAMORE NETWORKS INC  
SYMANTEC CORP  
SYMPHONY TECHNOLOGY GROUP  
SYSTEMAX INC  
TATA CONSULTANCY SERVICES (TCS)  
TD AMERITRADE HOLDING CORP  
TECH DATA CORP  
TELECOMUNICACIONES DE PUERTO RICO INC  
TELEFONICA O2 EUROPE PLC  
TELENOR ASA  
TELEPHONE AND DATA SYSTEMS INC (TDS)  
TELLABS INC  
TENCENT HOLDINGS LTD  
TERACENT  
TERADATA CORPORATION  
TERRA NETWORKS GROUP  
TERREMARK WORLDWIDE INC  
TERRESTAR CORP  
THESTREET.COM INC  
THOMSON REUTERS  
TIBCO SOFTWARE INC  
TICKETMASTER ENTERTAINMENT INC  
TIME WARNER CABLE INC  
T-MOBILE INTERNATIONAL AG & CO KG  
T-MOBILE USA  
TOCQUIGNY  
TOTAL SYSTEM SERVICES INC (TSYS)  
TRACK DATA CORP  
TRADESTATION GROUP INC  
TRAPEZE NETWORKS INC  
TRAVELOCITY.COM LP  
TRAVELPORT LIMITED  
TRAVELZOO  
TREND MICRO INC  
TRX INC  
TUCOWS INC  
TWITTER INC  
UNITED INTERNET AG  
UNITED ONLINE INC  
UNIVERSITY OF PHOENIX INC  
US INTERACTIVE INC  
UTSTARCOM INC  
VALUECLICK INC  
VASCO DATA SECURITY INTERNATIONAL INC  
VERIFONE HOLDINGS INC  
VERIO INC  
VERISIGN INC  
VERIZON COMMUNICATIONS  
VERTICAL RESPONSE INC  
VIBRANT MEDIA INC  
VIMPEL-COMMUNICATIONS  
VITACOST.COM INC  
VODAFONE GROUP PLC  
VONAGE HOLDINGS CORP  
WALT DISNEY COMPANY (THE)  
WATCHGUARD TECHNOLOGIES INC  
WATERFRONT MEDIA INC  
WEB.COM GROUP INC  
WEBEX COMMUNICATIONS INC  
WEBLOYALTY.COM INC  
WEBMD HEALTH CORP  
WEBMEDIA BRANDS INC  
WESTELL TECHNOLOGIES INC  
WHITTMANHART  
WIKIMEDIA FOUNDATION  
WINDSTREAM CORPORATION  
WINE.COM INC  
WIPRO LTD  
XO HOLDINGS INC  
YAHOO! INC  
YAHOO! SEARCH MARKETING GROUP  
YELP  
YESMAIL.COM INC  
YOUTUBE LLC  
ZAPPOS.COM INC  
ZYNGA INC

## INDEX OF U.S. HEADQUARTERS LOCATION BY STATE

To help you locate members of the firms geographically, the city and state of the headquarters of each company are in the following index.

### ALABAMA

ADTRAN INC; Huntsville

### ARIZONA

APOLLO GROUP INC; Phoenix  
AXWAY INC; Phoenix  
GO DADDY GROUP INC; Scottsdale  
GRAND CANYON EDUCATION INC; Phoenix  
ICROSSING INC; Scottsdale  
JDA SOFTWARE GROUP INC; Scottsdale  
UNIVERSITY OF PHOENIX INC; Phoenix

### ARKANSAS

ACXIOM CORP; Little Rock  
ALLTEL CORP; Little Rock  
WINDSTREAM CORPORATION; Little Rock

### CALIFORNIA

ACXIOM DIGITAL; Foster City  
ADOBE SYSTEMS INC; San Jose  
ADSTAR INC; Marina del Rey  
AKQA INC; San Francisco  
ALIBRIS INC; Emeryville  
APPLE INC; Cupertino  
ARIBA INC; Sunnyvale  
ARTISTDIRECT INC; Santa Monica  
ASK.COM; Oakland  
AUTOBYTEL INC; Irvine  
BIDZ.COM INC; Culver City  
BLUE COAT SYSTEMS INC; Sunnyvale  
BOINGO WIRELESS INC; Los Angeles  
BRIDGEPOINT EDUCATION INC; San Diego  
BROADVISION INC; Redwood City  
BUY.COM INC; Aliso Viejo  
CBS INTERACTIVE; San Francisco  
CHARLES SCHWAB CORP (THE); San Francisco  
CHORDIANT SOFTWARE INC; Cupertino  
CISCO SYSTEMS INC; San Jose  
COREMETRICS INC; San Mateo  
COUPONS INC; Mountain View  
COVAD COMMUNICATIONS GROUP INC; San Jose  
CRACKLE INC; Culver City  
CRAIGSLIST INC; San Francisco  
CYBERSOURCE CORP; Mountain View  
DEMAND MEDIA INC; Santa Monica  
DIGITAL INSIGHT CORP; Calabasas  
DIRECTV GROUP INC (THE); El Segundo  
DITECH.COM; Costa Mesa  
EBAY INC; San Jose  
EHEALTH INC; Mountain View

ELECTRONIC ARTS INC; Redwood City  
E-LOAN INC; Pleasanton  
EMBARCADERO TECHNOLOGIES INC; San Francisco  
EQUINIX INC; Foster City  
ESCALATE RETAIL; San Diego  
EXPERIAN AMERICAS; Costa Mesa  
FACEBOOK; Palo Alto  
FANDANGO INC; Los Angeles  
FIRECLICK INC; San Diego  
FRIENDSTER INC; Mountain View  
FRY'S ELECTRONICS INC; San Jose  
GENEX; Culver City  
GLAM MEDIA INC; Brisbane  
GOINGON NETWORKS INC; San Francisco  
GOOGLE INC; Mountain View  
HARMONIC INC; Sunnyvale  
HOTJOBS; Sunnyvale  
HOTWIRE INC; San Francisco  
HULU LLC; Los Angeles  
INSWEB CORP; Gold River  
INTERACTIVE VIDEO TECHNOLOGIES; Beverly Hills  
INTERNET BRANDS INC; El Segundo  
INTUIT INC; Mountain View  
J2 GLOBAL COMMUNICATIONS INC; Los Angeles  
JDS UNIPHASE CORPORATION; Milpitas  
JUNIPER NETWORKS INC; Sunnyvale  
KEYNOTE SYSTEMS INC; San Mateo  
LINDEN LAB; San Francisco  
LIVEWORLD INC; San Jose  
LOOKSMART LTD; San Francisco  
MARKETLIVE INC; Petaluma  
MARKETWATCH INC; San Francisco  
MCAFEE INC; Santa Clara  
MERCADO SOFTWARE INC; Pleasanton  
MOVE INC; Westlake Village  
MP3.COM INC; San Diego  
MYSPACE; Santa Monica  
NAPSTER INC; Los Angeles  
NETAPP INC; Sunnyvale  
NETFLIX INC; Los Gatos  
NETSUITE INC; San Mateo  
NEWEGG INC; City of Industry  
NEXPRISE INC; Carlsbad  
OCLARO INC; San Jose  
OPENTABLE INC; San Francisco  
OPENWAVE SYSTEMS INC; Redwood City  
ORACLE CORP; Redwood Shores  
PAYPAL INC; San Jose  
PROVIDE COMMERCE INC; San Diego  
QUEST SOFTWARE INC; Aliso Viejo  
REDBACK NETWORKS INC; San Jose  
REDENVELOPE INC; San Francisco  
RESPONSYS INC; San Bruno  
SALESFORCE.COM INC; San Francisco  
SALON MEDIA GROUP INC; San Francisco  
SCENE7 INC; San Francisco  
SELECTICA INC; San Jose  
SHOPPING.COM LTD; Brisbane

SHUTTERFLY INC; Redwood City  
 SONICWALL INC; Sunnyvale  
 STAMPS.COM INC; Los Angeles  
 SUPPORT.COM INC; Redwood City  
 SWK HOLDINGS CORPORATION; Menlo Park  
 SYMANTEC CORP; Mountain View  
 SYMPHONY TECHNOLOGY GROUP; Palo Alto  
 TERACENT; San Mateo  
 TIBCO SOFTWARE INC; Palo Alto  
 TICKETMASTER ENTERTAINMENT INC; West Hollywood  
 TRAPEZE NETWORKS INC; Pleasanton  
 TWITTER INC; San Francisco  
 UNITED ONLINE INC; Woodland Hills  
 US INTERACTIVE INC; Cupertino  
 UTSTARCOM INC; Alameda  
 VALUECLICK INC; Westlake Village  
 VERIFONE HOLDINGS INC; San Jose  
 VERISIGN INC; Mountain View  
 VERTICAL RESPONSE INC; San Francisco  
 WALT DISNEY COMPANY (THE); Burbank  
 WEBEX COMMUNICATIONS INC; Santa Clara  
 WIKIMEDIA FOUNDATION; San Francisco  
 WINE.COM INC; San Francisco  
 YAHOO! INC; Sunnyvale  
 YAHOO! SEARCH MARKETING GROUP; Burbank  
 YELP; San Francisco  
 YOUTUBE LLC; San Bruno  
 ZYNGA INC; San Francisco

## **COLORADO**

ECOLLEGE.COM; Denver  
 FIRST DATA CORP; Greenwood Village  
 LEVEL 3 COMMUNICATIONS INC; Broomfield  
 LIBERTY GLOBAL INC; Englewood  
 MAPQUEST.COM INC; Denver  
 PHOTOBUCKET CORP; Denver  
 QWEST COMMUNICATIONS INTERNATIONAL INC; Denver  
 ROGUE WAVE SOFTWARE INC; Boulder  
 VERIO INC; Englewood

## **CONNECTICUT**

EDGAR ONLINE INC; Norwalk  
 FACTSET RESEARCH SYSTEMS INC; Norwalk  
 FRONTIER COMMUNICATIONS CORPORATION; Stamford  
 GARTNER INC; Stamford  
 KAYAK.COM; Norwalk  
 PRICELINE.COM INC; Norwalk  
 WEBLOYALTY.COM INC; Norwalk  
 WEBMEDIA BRANDS INC; Darien

## **DISTRICT OF COLUMBIA**

BLACKBOARD INC; Washington  
 COGENT COMMUNICATIONS; Washington

## **DELAWARE**

LYRIS INC; Wilmington

## **FLORIDA**

BANKRATE INC; North Palm Beach  
 HACKETT GROUP (THE); Miami  
 MOREVISIBILITY.COM INC; Boca Raton  
 MOVIE TICKETS.COM INC; Boca Raton  
 ONSTREAM MEDIA CORPORATION; Pompano Beach  
 TECH DATA CORP; Clearwater  
 TERREMARK WORLDWIDE INC; Miami  
 TRADESTATION GROUP INC; Plantation  
 VITACOST.COM INC; Boca Raton  
 WEB.COM GROUP INC; Jacksonville

## **GEORGIA**

COX COMMUNICATIONS INC; Atlanta  
 EARTHLINK INC; Atlanta  
 EASYLINK SERVICES INTERNATIONAL CORPORATION; Norcross  
 ELAVON INC; Atlanta  
 GLOBAL PAYMENTS INC; Atlanta  
 INTERNAP NETWORK SERVICES CORP; Atlanta  
 INTERNET SECURITY SYSTEMS INC; Atlanta  
 MACQUARIUM INTELLIGENT COMMUNICATIONS; Atlanta  
 MANHATTAN ASSOCIATES INC; Atlanta  
 S1 CORPORATION; Norcross  
 TOTAL SYSTEM SERVICES INC (TSYS); Columbus  
 TRX INC; Atlanta

## **ILLINOIS**

CAREERBUILDER INC; Chicago  
 ELOYALTY CORPORATION; Lake Forest  
 ENABLE HOLDINGS INC; Chicago  
 INSURE.COM INC; Darien  
 ORBITZ WORLDWIDE INC; Chicago  
 PEAPOD LLC; Skokie  
 PERFORMICS INC; Chicago  
 Q INTERACTIVE INC; Chicago  
 TELEPHONE AND DATA SYSTEMS INC (TDS); Chicago  
 TELLABS INC; Naperville  
 VASCO DATA SECURITY INTERNATIONAL INC; Oakbrook Terrace  
 WESTELL TECHNOLOGIES INC; Aurora  
 WHITTMANHART; Chicago

## **INDIANA**

ANGIE'S LIST; Indianapolis

## **KANSAS**

EMBARQ CORP; Overland Park  
 NIC INC; Olathe  
 SPRINT NEXTEL CORP; Overland Park

**LOUISIANA**

CENTURYTEL INC; Monroe

**MARYLAND**

CIENA CORP; Linthicum

COSTAR GROUP INC; Bethesda

CURRENT GROUP LLC; Germantown

**MASSACHUSETTS**

3COM CORP; Marlborough

AKAMAI TECHNOLOGIES INC; Cambridge

ART TECHNOLOGY GROUP INC; Cambridge

BRIGHTCOVE INC; Cambridge

CHOICESTREAM INC; Cambridge

COREY MCPHERSON NASH; Watertown

DIGITAS INC; Boston

EASYASK INC; Burlington

EMC CORP; Hopkinton

ENDECA TECHNOLOGIES INC; Cambridge

ENTERASYS NETWORKS INC; Andover

FORRESTER RESEARCH INC; Cambridge

INTERACTIVE DATA CORPORATION; Bedford

LIONBRIDGE TECHNOLOGIES INC; Waltham

MODUSLINK GLOBAL SOLUTIONS INC; Waltham

MOLECULAR INC; Watertown

NAVISITE INC; Andover

NETSCOUT SYSTEMS INC; Westford

NOVELL INC; Waltham

ONESOURCE INFORMATION SERVICES INC;  
Concord

PROGRESS SOFTWARE CORP; Bedford

RSA SECURITY INC; Bedford

SAPIENT CORPORATION; Boston

STUDENT ADVANTAGE LLC; Boston

SWITCHBOARD INC; Westborough

SYCAMORE NETWORKS INC; Chelmsford

**MICHIGAN**

FORESEE RESULTS INC; Ann Arbor

**MINNESOTA**

ADC TELECOMMUNICATIONS INC; Eden Prairie

DIGITAL RIVER INC; Eden Prairie

**MISSOURI**

CHARTER COMMUNICATIONS INC; St. Louis

HALLMARK CARDS INC; Kansas City

PERFICIENT INC; St. Louis

SAVVIS INC; Town &amp; Country

SCOTTRADE INC; St. Louis

**MONTANA**

RIGHTNOW TECHNOLOGIES INC; Bozeman

**NEBRASKA**

INFOGROUP INC; Omaha

TD AMERITRADE HOLDING CORP; Omaha

**NEVADA**

ZAPPOS.COM INC; Henderson

**NEW HAMPSHIRE**

BOTTOMLINE TECHNOLOGIES INC; Portsmouth

**NEW JERSEY**

AUDIBLE INC; Newark

AUTOMATIC DATA PROCESSING INC; Roseland

AVAYA INC; Basking Ridge

CELLCO PARTNERSHIP (VERIZON WIRELESS);  
Basking Ridge

DUN &amp; BRADSTREET CORP (THE, D&amp;B); Short Hills

FUNDTECH LTD; Jersey City

GALILEO INTERNATIONAL INC; Parsippany

HLTH CORP; Elmwood Park

NET2PHONE INC; Newark

NETRICS; Princeton

TRAVELPORT LIMITED; Parsippany

VONAGE HOLDINGS CORP; Holmdel

**NEW YORK**

1-800-FLOWERS.COM INC; Carle Place

24/7 REAL MEDIA INC; New York

A B WATLEY GROUP INC; New York

ABOUT INC; New York

ABOVENET INC; White Plains

ACTIVE MEDIA SERVICES INC; Pearl River

AGENCY.COM LTD; New York

ALLOY INC; New York

AOL INC; New York

BARNESANDNOBLE.COM INC; New York

BLOOMBERG LP; New York

BLUE DINGO DIGITAL; New York

BLUEFLY INC; New York

CA INC; Islandia

CABLEVISION SYSTEMS CORP; Bethpage

CDNOW INC; New York

CHEETAHMAIL INC; New York

CORNING INC; Corning

DELTATHREE INC; New York

DOUBLECLICK INC; New York

DOW JONES &amp; CO INC; New York

E\*TRADE FINANCIAL CORPORATION; New York

EMUSIC.COM INC; New York

FRESHDIRECT LLC; Long Island

IAC/INTERACTIVECORP; New York

IBM GLOBAL SERVICES; Armonk

INTERNATIONAL BUSINESS MACHINES CORP

(IBM); Armonk

IVILLAGE INC; New York

KNOT INC (THE); New York

LINKSHARE CORPORATION; New York

LIQUIDNET HOLDINGS INC; New York

LIVEPERSON INC; New York

MKTG INC; New York

MONSTER WORLDWIDE INC; New York

NBC UNIVERSAL; New York



NETRATINGS INC; New York  
NEW YORK TIMES CO (THE); New York  
NEWS CORP; New York  
REGISTER.COM INC; New York  
RETURNPATH INC; New York  
SYSTEMAX INC; Port Washington  
THESTREET.COM INC; New York  
THOMSON REUTERS; New York  
TIME WARNER CABLE INC; New York  
TRACK DATA CORP; Brooklyn  
TRAVELZOO; New York  
VERIZON COMMUNICATIONS; New York  
VIBRANT MEDIA INC; New York  
WATERFRONT MEDIA INC; Brooklyn  
WEBMD HEALTH CORP; New York

**NORTH CAROLINA**

DIALOG; Morrisville  
LENDINGTREE LLC; Charlotte  
RED HAT INC; Raleigh

**OHIO**

AG INTERACTIVE INC; Cleveland  
AMERICAN GREETINGS CORP; Cleveland  
CINCINNATI BELL INC; Cincinnati  
MICROS-RETAIL; Cleveland  
SCRIPPS NETWORKS INTERACTIVE; Cincinnati  
STERLING COMMERCE INC; Dublin  
TERADATA CORPORATION; Dayton

**OREGON**

YESMAIL.COM INC; Portland

**PENNSYLVANIA**

COMCAST CORP; Philadelphia  
GSI COMMERCE INC; King of Prussia  
INTERNET CAPITAL GROUP INC; Wayne  
RUE21 INC; Warrendale

**TENNESSEE**

HEALTHSTREAM INC; Nashville  
IPAYMENT INC; Nashville

**TEXAS**

AFFILIATED COMPUTER SERVICES INC; Dallas  
AT&T INC; San Antonio  
BLOCKBUSTER INC; Dallas  
BMC SOFTWARE INC; Houston  
BORLAND SOFTWARE CORPORATION; Austin  
DELL INC; Round Rock  
ELECTRONIC DATA SYSTEMS CORP (EDS); Plano  
ENTRUST INC; Dallas  
HOMEAWAY INC; Austin  
HOOVER'S INC; Austin  
HOTELS.COM LP; Dallas  
I2 TECHNOLOGIES INC; Dallas  
IMC2; Dallas  
INTERNET AMERICA INC; Houston

PEGASUS SOLUTIONS INC; Dallas  
PEROT SYSTEMS CORP; Plano  
RACKSPACE HOSTING INC; San Antonio  
SABRE HOLDINGS CORP; Southlake  
SABRE TRAVEL NETWORK; Southlake  
TOCQUIGNY; Austin  
TRAVELOCITY.COM LP; Southlake

**UTAH**

1-800 CONTACTS; Draper  
ANCESTRY.COM; Provo  
AUTHORIZE.NET HOLDINGS INC; American Fork  
BACKCOUNTRY.COM; Salt Lake City  
OVERSTOCK.COM INC; Salt Lake City

**VIRGINIA**

AVAYA GOVERNMENT SOLUTIONS; Fairfax  
EPALS INC; Herndon  
NEUSTAR INC; Sterling  
ONLINE RESOURCES CORP; Chantilly  
PRIMUS TELECOMMUNICATIONS GROUP INC;  
McLean  
TERRESTAR CORP; Reston  
XO HOLDINGS INC; Herndon

**WASHINGTON**

AMAZON.COM INC; Seattle  
ATTACHMATE CORPORATION; Seattle  
BLUE NILE INC; Seattle  
CLEARWIRE CORP; Kirkland  
COBALT GROUP (THE); Seattle  
DRUGSTORE.COM INC; Bellevue  
EXPEDIA INC; Bellevue  
F5 NETWORKS INC; Seattle  
INFOSPACE INC; Bellevue  
MARCHEX INC; Seattle  
MICROSOFT CORP; Redmond  
REALNETWORKS INC; Seattle  
SHAREBUILDER CORP; Seattle  
SPEAKEASY INC; Seattle  
T-MOBILE USA; Bellevue  
WATCHGUARD TECHNOLOGIES INC; Seattle

**WISCONSIN**

FISERV INC; Brookfield

## INDEX OF NON-U.S. HEADQUARTERS LOCATION BY COUNTRY

### BERMUDA

GLOBAL CROSSING LTD; Hamilton

### CANADA

ADVANCED BOOK EXCHANGE INC; Victoria  
COGNOS INC; Ottawa  
CRITICAL MASS INC; Calgary  
NEULION INC/JUMPTV INC; Toronto  
NORTEL NETWORKS CORP; Toronto  
OPEN TEXT CORP; Waterloo  
RESEARCH IN MOTION LTD (RIM); Waterloo  
ROGERS COMMUNICATIONS INC; Toronto  
SHAW COMMUNICATIONS INC; Calgary  
TUCOWS INC; Toronto

### CHINA

ALIBABA.COM LTD; Hangzhou  
BAIDU.COM INC; Beijing  
CDC CORPORATION; Hong Kong  
CHINA MOBILE COMMUNICATIONS  
CORPORATION; Beijing  
CHINA MOBILE LIMITED; Hong Kong  
CTRIIP.COM; Shanghai  
HUAWEI TECHNOLOGIES CO LTD; Shenzhen  
NETEASE.COM INC; Haidian District, Beijing  
SHANDA INTERACTIVE ENTERTAINMENT  
LIMITED; Shanghai  
SINA CORPORATION; Shanghai  
SOHU.COM INC; Beijing  
TENCENT HOLDINGS LTD; Shenzhen

### FRANCE

3SUISSES; Croix  
ALCATEL-LUCENT; Paris  
ATOS ORIGIN SA; Paris  
BOURSORAMA; Boulogne Billancourt Cedex  
SOPRA GROUP SA; Paris

### GERMANY

CORTAL CONSORS SA; Nuremberg  
SAP AG; Walldorf  
SIEMENS AG; Munich  
T-MOBILE INTERNATIONAL AG & CO KG; Bonn  
UNITED INTERNET AG; Montabaur

### INDIA

INFOSYS TECHNOLOGIES LTD; Bangalore  
TATA CONSULTANCY SERVICES (TCS); Mumbai  
WIPRO LTD; Bangalore

### ISRAEL

CHECK POINT SOFTWARE TECHNOLOGIES LTD;  
Tel Aviv

ECI TELECOM LTD; Petah Tikva  
RADWARE LTD; Tel Aviv

### JAPAN

CYBER COMMUNICATIONS INC; Minato-ku  
E-MACHITOWN CO LTD; Tokyo  
INTERNET INITIATIVE JAPAN INC; Tokyo  
KDDI CORP; Tokyo  
NTT DOCOMO INC; Tokyo  
TREND MICRO INC; Tokyo

### KOREA

NHN CORP; Bundang-gu, Seongname-City Gyeonggi-do  
SK TELECOM CO LTD; Seoul

### LUXEMBOURG

SKYPE TECHNOLOGIES SA; Luxembourg

### MEXICO

AMERICA MOVIL SA; Mexico City

### NORWAY

TELENOR ASA; Fornebu

### PUERTO RICO

TELECOMUNICACIONES DE PUERTO RICO INC;  
Guaynabo

### RUSSIA

MOBILE TELESYSTEMS OJSC; Moscow  
VIMPEL-COMMUNICATIONS; Moscow

### SPAIN

AMADEUS IT GROUP SA; Madrid  
CABLEEUROPA SAU; Madrid  
TERRA NETWORKS GROUP; Madrid

### SWEDEN

LBI INTERNATIONAL AB; Stockholm

### THE NETHERLANDS

JOOST; Leiden

### UNITED KINGDOM

ACCENTURE PLC; Dublin  
AUTONOMY CORP PLC; Cambridge  
DIGITAL SKY TECHNOLOGIES; London  
EASYGROUP; London  
KEWILL SYSTEMS PLC; Artington  
LASTMINUTE.COM; London  
MEDIAEDGE: CIA; London  
NET-A-PORTER LLC; London  
REED ELSEVIER GROUP PLC; London  
RETAIL DECISIONS PLC; Brookwood  
SPOTIFY; London  
TELEFONICA O2 EUROPE PLC; Slough

VODAFONE GROUP PLC; Newbury

## **INDEX BY REGIONS OF THE U.S. WHERE THE FIRMS HAVE LOCATIONS**

### **WEST**

1-800 CONTACTS  
1-800-FLOWERS.COM INC  
24/7 REAL MEDIA INC  
3COM CORP  
ABOVENET INC  
ACCENTURE PLC  
ACXIOM CORP  
ACXIOM DIGITAL  
ADOBE SYSTEMS INC  
ADSTAR INC  
ADVANCED BOOK EXCHANGE INC  
AFFILIATED COMPUTER SERVICES INC  
AGENCY.COM LTD  
AKAMAI TECHNOLOGIES INC  
AKQA INC  
ALCATEL-LUCENT  
ALIBABA.COM LTD  
ALIBRIS INC  
ALLTEL CORP  
AMAZON.COM INC  
AMERICA MOVIL SA  
AMERICAN GREETINGS CORP  
ANCESTRY.COM  
APOLLO GROUP INC  
APPLE INC  
ARIBA INC  
ART TECHNOLOGY GROUP INC  
ARTISTDIRECT INC  
ASK.COM  
AT&T INC  
ATTACHMATE CORPORATION  
AUTHORIZE.NET HOLDINGS INC  
AUTOBYTEL INC  
AUTOMATIC DATA PROCESSING INC  
AUTONOMY CORP PLC  
AVAYA INC  
BACKCOUNTRY.COM  
BANKRATE INC  
BIDZ.COM INC  
BLOCKBUSTER INC  
BLOOMBERG LP  
BLUE COAT SYSTEMS INC  
BLUE NILE INC  
BMC SOFTWARE INC  
BOINGO WIRELESS INC  
BORLAND SOFTWARE CORPORATION  
BRIDGEPOINT EDUCATION INC  
BRIGHTCOVE INC  
BROADVISION INC  
BUY.COM INC  
CA INC  
CAREERBUILDER INC  
CBS INTERACTIVE  
CELLCO PARTNERSHIP (VERIZON WIRELESS)

CENTURYTEL INC  
CHARLES SCHWAB CORP (THE)  
CHARTER COMMUNICATIONS INC  
CHECK POINT SOFTWARE TECHNOLOGIES LTD  
CHEETAHMAIL INC  
CHOICESTREAM INC  
CHORDIANT SOFTWARE INC  
CIENA CORP  
CISCO SYSTEMS INC  
CLEARWIRE CORP  
COBALT GROUP (THE)  
COMCAST CORP  
COREMETRICS INC  
COSTAR GROUP INC  
COUPONS INC  
COVAD COMMUNICATIONS GROUP INC  
COX COMMUNICATIONS INC  
CRACKLE INC  
CRAIGSLIST INC  
CYBERSOURCE CORP  
DELL INC  
DEMAND MEDIA INC  
DIALOG  
DIGITAL INSIGHT CORP  
DIGITAL RIVER INC  
DIRECTV GROUP INC (THE)  
DITECH.COM  
DOUBLECLICK INC  
DRUGSTORE.COM INC  
DUN & BRADSTREET CORP (THE, D&B)  
E\*TRADE FINANCIAL CORPORATION  
EASYLEINK SERVICES INTERNATIONAL CORPORATION  
EBAY INC  
ECI TELECOM LTD  
ECOLLEGE.COM  
EHEALTH INC  
ELECTRONIC ARTS INC  
ELECTRONIC DATA SYSTEMS CORP (EDS)  
E-LOAN INC  
EMBARCADERO TECHNOLOGIES INC  
EMC CORP  
ENDECA TECHNOLOGIES INC  
EQUINIX INC  
ESCALATE RETAIL  
EXPEDIA INC  
EXPERIAN AMERICAS  
F5 NETWORKS INC  
FACEBOOK  
FACTSET RESEARCH SYSTEMS INC  
FANDANGO INC  
FIRECLICK INC  
FIRST DATA CORP  
FISERV INC  
FORRESTER RESEARCH INC  
FRIENDSTER INC  
FRONTIER COMMUNICATIONS CORPORATION  
FRY'S ELECTRONICS INC  
FUNDTECH LTD  
GARTNER INC  
GENEX  
GLAM MEDIA INC  
GLOBAL CROSSING LTD  
GLOBAL PAYMENTS INC  
GOINGON NETWORKS INC  
GOOGLE INC  
GSI COMMERCE INC  
HACKETT GROUP (THE)  
HALLMARK CARDS INC  
HARMONIC INC  
HLTH CORP  
HOTJOBS  
HOTWIRE INC  
HUAWEI TECHNOLOGIES CO LTD  
HULU LLC  
IAC/INTERACTIVECORP  
ICROSSING INC  
INFOSPACE INC  
INFOSYS TECHNOLOGIES LTD  
INSWEB CORP  
INTERACTIVE DATA CORPORATION  
INTERACTIVE VIDEO TECHNOLOGIES  
INTERNAP NETWORK SERVICES CORP  
INTERNATIONAL BUSINESS MACHINES CORP (IBM)  
INTERNET BRANDS INC  
INTERNET INITIATIVE JAPAN INC  
INTUIT INC  
IPAYMENT INC  
J2 GLOBAL COMMUNICATIONS INC  
JDA SOFTWARE GROUP INC  
JDS UNIPHASE CORPORATION  
JUNIPER NETWORKS INC  
KDDI CORP  
KEWILL SYSTEMS PLC  
KEYNOTE SYSTEMS INC  
KNOT INC (THE)  
LEVEL 3 COMMUNICATIONS INC  
LIBERTY GLOBAL INC  
LINDEN LAB  
LIONBRIDGE TECHNOLOGIES INC  
LIVEWORLD INC  
LOOKSMART LTD  
LYRIS INC  
MAPQUEST.COM INC  
MARCHEX INC  
MARKETLIVE INC  
MARKETWATCH INC  
MCAFEE INC  
MEDIAEDGE:CIA  
MERCADO SOFTWARE INC  
MICROSOFT CORP  
MKTG INC  
MODUSLINK GLOBAL SOLUTIONS INC  
MOLECULAR INC  
MOVE INC

MP3.COM INC  
MYSAPCE  
NAPSTER INC  
NAVISITE INC  
NBC UNIVERSAL  
NETAPP INC  
NETFLIX INC  
NETRATINGS INC  
NETSCOUT SYSTEMS INC  
NETSUITE INC  
NEUSTAR INC  
NEW YORK TIMES CO (THE)  
NEWEGG INC  
NEWS CORP  
NEXPRISE INC  
NHN CORP  
NORTEL NETWORKS CORP  
NOVELL INC  
NTT DOCOMO INC  
OCLARO INC  
ONESOURCE INFORMATION SERVICES INC  
ONLINE RESOURCES CORP  
ONSTREAM MEDIA CORPORATION  
OPEN TEXT CORP  
OPENTABLE INC  
OPENWAVE SYSTEMS INC  
ORACLE CORP  
OVERSTOCK.COM INC  
PAYPAL INC  
PERFICIENT INC  
PERFORMICS INC  
PEROT SYSTEMS CORP  
PHOTOBUCKET CORP  
PRIMUS TELECOMMUNICATIONS GROUP INC  
PROGRESS SOFTWARE CORP  
PROVIDE COMMERCE INC  
QUEST SOFTWARE INC  
QWEST COMMUNICATIONS INTERNATIONAL INC  
REALNETWORKS INC  
RED HAT INC  
REDBACK NETWORKS INC  
REDENVELOPE INC  
REED ELSEVIER GROUP PLC  
RESPONSYS INC  
RETURNPATH INC  
RIGHTNOW TECHNOLOGIES INC  
ROGUE WAVE SOFTWARE INC  
RSA SECURITY INC  
RUE21 INC  
S1 CORPORATION  
SALESFORCE.COM INC  
SALON MEDIA GROUP INC  
SAP AG  
SAPIENT CORPORATION  
SAVVIS INC  
SCENE7 INC  
SCOTTRADE INC  
SCRIPPS NETWORKS INTERACTIVE  
SELECTICA INC  
SHAREBUILDER CORP  
SHOPPING.COM LTD  
SHUTTERFLY INC  
SIEMENS AG  
SINA CORPORATION  
SONICWALL INC  
SPEAKEASY INC  
SPRINT NEXTEL CORP  
STAMPS.COM INC  
STERLING COMMERCE INC  
SUPPORT.COM INC  
SWK HOLDINGS CORPORATION  
SYMANTEC CORP  
SYMPHONY TECHNOLOGY GROUP  
TATA CONSULTANCY SERVICES (TCS)  
TD AMERITRADE HOLDING CORP  
TECH DATA CORP  
TELEPHONE AND DATA SYSTEMS INC (TDS)  
TELLABS INC  
TERACENT  
TERADATA CORPORATION  
TERRA NETWORKS GROUP  
TERREMARK WORLDWIDE INC  
THOMSON REUTERS  
TIBCO SOFTWARE INC  
TICKETMASTER ENTERTAINMENT INC  
TIME WARNER CABLE INC  
T-MOBILE INTERNATIONAL AG & CO KG  
T-MOBILE USA  
TOTAL SYSTEM SERVICES INC (TSYS)  
TRAPEZE NETWORKS INC  
TRAVELOCITY.COM LP  
TRAVELPORT LIMITED  
TRAVELZOO  
TREND MICRO INC  
TUCOWS INC  
TWITTER INC  
UNITED ONLINE INC  
UNIVERSITY OF PHOENIX INC  
US INTERACTIVE INC  
UTSTARCOM INC  
VALUECLICK INC  
VERIFONE HOLDINGS INC  
VERIO INC  
VERISIGN INC  
VERIZON COMMUNICATIONS  
VERTICAL RESPONSE INC  
VIBRANT MEDIA INC  
VODAFONE GROUP PLC  
VONAGE HOLDINGS CORP  
WALT DISNEY COMPANY (THE)  
WATCHGUARD TECHNOLOGIES INC  
WEB.COM GROUP INC  
WEBEX COMMUNICATIONS INC  
WEBLOYALTY.COM INC  
WEBMD HEALTH CORP  
WEBMEDIA BRANDS INC

WHITTMANHART  
WIKIMEDIA FOUNDATION  
WINE.COM INC  
WIPRO LTD  
XO HOLDINGS INC  
YAHOO! INC  
YAHOO! SEARCH MARKETING GROUP  
YELP  
YESMAIL.COM INC  
YOUTUBE LLC  
ZAPPOS.COM INC  
ZYNGA INC

**SOUTHWEST**

1-800-FLOWERS.COM INC  
3COM CORP  
ABOVENET INC  
ACCENTURE PLC  
ACXIOM CORP  
AFFILIATED COMPUTER SERVICES INC  
AKAMAI TECHNOLOGIES INC  
ALCATEL-LUCENT  
ALLTEL CORP  
AMAZON.COM INC  
AMERICA MOVIL SA  
AMERICAN GREETINGS CORP  
APOLLO GROUP INC  
APPLE INC  
ARIBA INC  
AT&T INC  
ATOS ORIGIN SA  
ATTACHMATE CORPORATION  
AUTOMATIC DATA PROCESSING INC  
AXWAY INC  
BLACKBOARD INC  
BLOCKBUSTER INC  
BLOOMBERG LP  
BLUE COAT SYSTEMS INC  
BMC SOFTWARE INC  
BORLAND SOFTWARE CORPORATION  
CA INC  
CAREERBUILDER INC  
CELLCO PARTNERSHIP (VERIZON WIRELESS)  
CENTURYTEL INC  
CHARLES SCHWAB CORP (THE)  
CHARTER COMMUNICATIONS INC  
CHECK POINT SOFTWARE TECHNOLOGIES LTD  
CIENA CORP  
CISCO SYSTEMS INC  
CLEARWIRE CORP  
COBALT GROUP (THE)  
COMCAST CORP  
COREMETRICS INC  
CORNING INC  
COSTAR GROUP INC  
COVAD COMMUNICATIONS GROUP INC  
COX COMMUNICATIONS INC  
DELL INC

DEMAND MEDIA INC  
DIALOG  
DIRECTV GROUP INC (THE)  
DITECH.COM  
DUN & BRADSTREET CORP (THE, D&B)  
E\*TRADE FINANCIAL CORPORATION  
EBAY INC  
ELECTRONIC ARTS INC  
ELECTRONIC DATA SYSTEMS CORP (EDS)  
ELOYALTY CORPORATION  
ENTRUST INC  
EXPEDIA INC  
EXPERIAN AMERICAS  
FACEBOOK  
FIRST DATA CORP  
FISERV INC  
FORRESTER RESEARCH INC  
FRONTIER COMMUNICATIONS CORPORATION  
FRY'S ELECTRONICS INC  
GARTNER INC  
GLOBAL CROSSING LTD  
GLOBAL PAYMENTS INC  
GO DADDY GROUP INC  
GOOGLE INC  
GRAND CANYON EDUCATION INC  
HALLMARK CARDS INC  
HOMEAWAY INC  
HOOVER'S INC  
HOTELS.COM LP  
HUAWEI TECHNOLOGIES CO LTD  
I2 TECHNOLOGIES INC  
IAC/INTERACTIVECORP  
ICROSSING INC  
IMC2  
INFOSYS TECHNOLOGIES LTD  
INTERNAP NETWORK SERVICES CORP  
INTERNATIONAL BUSINESS MACHINES CORP  
(IBM)  
INTERNET AMERICA INC  
INTERNET CAPITAL GROUP INC  
INTUIT INC  
JDA SOFTWARE GROUP INC  
JDS UNIPHASE CORPORATION  
JUNIPER NETWORKS INC  
KEYNOTE SYSTEMS INC  
KNOT INC (THE)  
LEVEL 3 COMMUNICATIONS INC  
MCAFEE INC  
MEDIAEDGE:CIA  
MICROSOFT CORP  
MODUSLINK GLOBAL SOLUTIONS INC  
MOVE INC  
NAVISITE INC  
NETFLIX INC  
NETSCOUT SYSTEMS INC  
NEW YORK TIMES CO (THE)  
NEWS CORP  
NORTEL NETWORKS CORP

NOVELL INC  
ONESOURCE INFORMATION SERVICES INC  
OPEN TEXT CORP  
OPENTABLE INC  
ORACLE CORP  
PAYPAL INC  
PEGASUS SOLUTIONS INC  
PERFICIENT INC  
PEROT SYSTEMS CORP  
PRIMUS TELECOMMUNICATIONS GROUP INC  
PROGRESS SOFTWARE CORP  
PROVIDE COMMERCE INC  
QUEST SOFTWARE INC  
QWEST COMMUNICATIONS INTERNATIONAL INC  
RACKSPACE HOSTING INC  
RED HAT INC  
RESEARCH IN MOTION LTD (RIM)  
RIGHTNOW TECHNOLOGIES INC  
RUE21 INC  
S1 CORPORATION  
SABRE HOLDINGS CORP  
SABRE TRAVEL NETWORK  
SAP AG  
SAPIENT CORPORATION  
SAVVIS INC  
SCOTTRADE INC  
SIEMENS AG  
SPRINT NEXTEL CORP  
STERLING COMMERCE INC  
SWK HOLDINGS CORPORATION  
SYCAMORE NETWORKS INC  
TATA CONSULTANCY SERVICES (TCS)  
TD AMERITRADE HOLDING CORP  
TECH DATA CORP  
TELEPHONE AND DATA SYSTEMS INC (TDS)  
TELLABS INC  
THOMSON REUTERS  
TIBCO SOFTWARE INC  
TICKETMASTER ENTERTAINMENT INC  
TIME WARNER CABLE INC  
T-MOBILE INTERNATIONAL AG & CO KG  
T-MOBILE USA  
TOCQUIGNY  
TOTAL SYSTEM SERVICES INC (TSYS)  
TRADESTATION GROUP INC  
TRAVELOCITY.COM LP  
TRX INC  
UNIVERSITY OF PHOENIX INC  
VERIO INC  
VERISIGN INC  
VERIZON COMMUNICATIONS  
VODAFONE GROUP PLC  
VONAGE HOLDINGS CORP  
WALT DISNEY COMPANY (THE)  
WEB.COM GROUP INC  
WINDSTREAM CORPORATION  
WIPRO LTD  
XO HOLDINGS INC

**MIDWEST**

1-800-FLOWERS.COM INC  
24/7 REAL MEDIA INC  
3COM CORP  
ABOVENET INC  
ACCENTURE PLC  
ACXIOM CORP  
ADC TELECOMMUNICATIONS INC  
AFFILIATED COMPUTER SERVICES INC  
AG INTERACTIVE INC  
AGENCY.COM LTD  
AKAMAI TECHNOLOGIES INC  
ALCATEL-LUCENT  
ALLTEL CORP  
AMAZON.COM INC  
AMERICA MOVIL SA  
AMERICAN GREETINGS CORP  
ANGIE'S LIST  
APOLLO GROUP INC  
APPLE INC  
ARIBA INC  
ART TECHNOLOGY GROUP INC  
ASK.COM  
AT&T INC  
ATOS ORIGIN SA  
AUTOBYTEL INC  
AUTOMATIC DATA PROCESSING INC  
AUTONOMY CORP PLC  
BANKRATE INC  
BLOCKBUSTER INC  
BLOOMBERG LP  
BMC SOFTWARE INC  
BORLAND SOFTWARE CORPORATION  
BRIDGEPOINT EDUCATION INC  
CA INC  
CAREERBUILDER INC  
CBS INTERACTIVE  
CELLCO PARTNERSHIP (VERIZON WIRELESS)  
CENTURYTEL INC  
CHARLES SCHWAB CORP (THE)  
CHARTER COMMUNICATIONS INC  
CHECK POINT SOFTWARE TECHNOLOGIES LTD  
CIENA CORP  
CINCINNATI BELL INC  
CISCO SYSTEMS INC  
CLEARWIRE CORP  
COBALT GROUP (THE)  
COMCAST CORP  
CORNING INC  
COSTAR GROUP INC  
COVAD COMMUNICATIONS GROUP INC  
COX COMMUNICATIONS INC  
CRITICAL MASS INC  
DELL INC  
DIALOG  
DIGITAL RIVER INC  
DIGITAS INC  
DIRECTV GROUP INC (THE)

DOUBLECLICK INC  
DUN & BRADSTREET CORP (THE, D&B)  
E\*TRADE FINANCIAL CORPORATION  
EASYLINK SERVICES INTERNATIONAL CORPORATION  
EBAY INC  
ELECTRONIC DATA SYSTEMS CORP (EDS)  
ELOYALTY CORPORATION  
EMBARQ CORP  
ENABLE HOLDINGS INC  
ENDECA TECHNOLOGIES INC  
EQUINIX INC  
EXPEDIA INC  
EXPERIAN AMERICAS  
F5 NETWORKS INC  
FACEBOOK  
FACTSET RESEARCH SYSTEMS INC  
FIRST DATA CORP  
FISERV INC  
FORESEE RESULTS INC  
FRONTIER COMMUNICATIONS CORPORATION  
FRY'S ELECTRONICS INC  
GARTNER INC  
GLOBAL CROSSING LTD  
GLOBAL PAYMENTS INC  
GSI COMMERCE INC  
HACKETT GROUP (THE)  
HALLMARK CARDS INC  
HLTH CORP  
HOTJOBS  
I2 TECHNOLOGIES INC  
IAC/INTERACTIVECORP  
ICROSSING INC  
INFOGROUP INC  
INFOSYS TECHNOLOGIES LTD  
INSURE.COM INC  
INTERACTIVE DATA CORPORATION  
INTERNAP NETWORK SERVICES CORP  
INTERNATIONAL BUSINESS MACHINES CORP (IBM)  
INTUIT INC  
JDA SOFTWARE GROUP INC  
JDS UNIPHASE CORPORATION  
JUNIPER NETWORKS INC  
KEYNOTE SYSTEMS INC  
KNOT INC (THE)  
LINKSHARE CORPORATION  
LIONBRIDGE TECHNOLOGIES INC  
MACQUARIUM INTELLIGENT COMMUNICATIONS  
MANHATTAN ASSOCIATES INC  
MCAFFEE INC  
MEDIAEDGE:CIA  
MICROSOFT CORP  
MICROS-RETAIL  
MKTG INC  
MODUSLINK GLOBAL SOLUTIONS INC  
MOVE INC  
NAVISITE INC  
NBC UNIVERSAL  
NETFLIX INC  
NETSCOUT SYSTEMS INC  
NEW YORK TIMES CO (THE)  
NEWS CORP  
NIC INC  
NORTEL NETWORKS CORP  
NOVELL INC  
ONESOURCE INFORMATION SERVICES INC  
ONLINE RESOURCES CORP  
OPEN TEXT CORP  
OPENTABLE INC  
ORACLE CORP  
ORBITZ WORLDWIDE INC  
PAYPAL INC  
PEAPOD LLC  
PERFICIENT INC  
PEROT SYSTEMS CORP  
PRIMUS TELECOMMUNICATIONS GROUP INC  
PROGRESS SOFTWARE CORP  
PROVIDE COMMERCE INC  
Q INTERACTIVE INC  
QUEST SOFTWARE INC  
QWEST COMMUNICATIONS INTERNATIONAL INC  
RED HAT INC  
REDENVELOPE INC  
RESPONSYS INC  
RIGHTNOW TECHNOLOGIES INC  
RUE21 INC  
SAP AG  
SAPIENT CORPORATION  
SAVVIS INC  
SCOTTRADE INC  
SCRIPPS NETWORKS INTERACTIVE  
SIEMENS AG  
SPRINT NEXTEL CORP  
STERLING COMMERCE INC  
SWK HOLDINGS CORPORATION  
SYCAMORE NETWORKS INC  
SYSTEMAX INC  
TATA CONSULTANCY SERVICES (TCS)  
TD AMERITRADE HOLDING CORP  
TECH DATA CORP  
TELEPHONE AND DATA SYSTEMS INC (TDS)  
TELLABS INC  
TERADATA CORPORATION  
THOMSON REUTERS  
TIBCO SOFTWARE INC  
TICKETMASTER ENTERTAINMENT INC  
TIME WARNER CABLE INC  
T-MOBILE INTERNATIONAL AG & CO KG  
T-MOBILE USA  
TOTAL SYSTEM SERVICES INC (TSYS)  
TRADESTATION GROUP INC  
TRAVELPORT LIMITED  
TRAVELZOO  
UNITED ONLINE INC  
UNIVERSITY OF PHOENIX INC



UTSTARCOM INC  
VALUECLICK INC  
VASCO DATA SECURITY INTERNATIONAL INC  
VERIO INC  
VERISIGN INC  
VERIZON COMMUNICATIONS  
VODAFONE GROUP PLC  
VONAGE HOLDINGS CORP  
WALT DISNEY COMPANY (THE)  
WEBMD HEALTH CORP  
WESTELL TECHNOLOGIES INC  
WHITTMANHART  
WINDSTREAM CORPORATION  
WIPRO LTD  
XO HOLDINGS INC  
YESMAIL.COM INC

**SOUTHEAST**

1-800-FLOWERS.COM INC  
3COM CORP  
ACCENTURE PLC  
ACXIOM CORP  
ADTRAN INC  
AFFILIATED COMPUTER SERVICES INC  
AKAMAI TECHNOLOGIES INC  
ALCATEL-LUCENT  
ALLTEL CORP  
AMADEUS IT GROUP SA  
AMERICA MOVIL SA  
AMERICAN GREETINGS CORP  
APOLLO GROUP INC  
APPLE INC  
ARIBA INC  
AT&T INC  
AUTOMATIC DATA PROCESSING INC  
AVAYA INC  
AXWAY INC  
BANKRATE INC  
BARNESANDNOBLE.COM INC  
BLOCKBUSTER INC  
BLOOMBERG LP  
BMC SOFTWARE INC  
BORLAND SOFTWARE CORPORATION  
CA INC  
CAREERBUILDER INC  
CBS INTERACTIVE  
CDC CORPORATION  
CELLCO PARTNERSHIP (VERIZON WIRELESS)  
CENTURYTEL INC  
CHARLES SCHWAB CORP (THE)  
CHARTER COMMUNICATIONS INC  
CHECK POINT SOFTWARE TECHNOLOGIES LTD  
CIENA CORP  
CISCO SYSTEMS INC  
CLEARWIRE CORP  
COBALT GROUP (THE)  
COMCAST CORP  
CORNING INC

COSTAR GROUP INC  
COVAD COMMUNICATIONS GROUP INC  
COX COMMUNICATIONS INC  
DELL INC  
DIGITAL INSIGHT CORP  
DIGITAS INC  
DIRECTV GROUP INC (THE)  
DUN & BRADSTREET CORP (THE, D&B)  
E\*TRADE FINANCIAL CORPORATION  
EARTHLINK INC  
EASYLINK SERVICES INTERNATIONAL  
CORPORATION  
ELAVON INC  
ELECTRONIC ARTS INC  
ELECTRONIC DATA SYSTEMS CORP (EDS)  
ENDECA TECHNOLOGIES INC  
ESCALATE RETAIL  
EXPEDIA INC  
EXPERIAN AMERICAS  
FACEBOOK  
FACTSET RESEARCH SYSTEMS INC  
FIRST DATA CORP  
FISERV INC  
FRONTIER COMMUNICATIONS CORPORATION  
FRY'S ELECTRONICS INC  
FUNDTECH LTD  
GALILEO INTERNATIONAL INC  
GARTNER INC  
GLOBAL CROSSING LTD  
GLOBAL PAYMENTS INC  
GSI COMMERCE INC  
HACKETT GROUP (THE)  
HALLMARK CARDS INC  
HEALTHSTREAM INC  
HLTH CORP  
I2 TECHNOLOGIES INC  
IAC/INTERACTIVECORP  
INFOSYS TECHNOLOGIES LTD  
INTERNAP NETWORK SERVICES CORP  
INTERNATIONAL BUSINESS MACHINES CORP  
(IBM)  
INTERNET CAPITAL GROUP INC  
INTERNET SECURITY SYSTEMS INC  
INTUIT INC  
IPAYMENT INC  
JDA SOFTWARE GROUP INC  
JDS UNIPHASE CORPORATION  
JUNIPER NETWORKS INC  
KEYNOTE SYSTEMS INC  
LBI INTERNATIONAL AB  
LEVEL 3 COMMUNICATIONS INC  
LINKSHARE CORPORATION  
LIVEPERSON INC  
MACQUARIUM INTELLIGENT COMMUNICATIONS  
MANHATTAN ASSOCIATES INC  
MCAFEE INC  
MEDIAEDGE:CIA  
MICROSOFT CORP

MODUSLINK GLOBAL SOLUTIONS INC  
MOREVISIBILITY.COM INC  
MOVIETICKETS.COM INC  
NETFLIX INC  
NETSCOUT SYSTEMS INC  
NEW YORK TIMES CO (THE)  
NEWS CORP  
NORTEL NETWORKS CORP  
NOVELL INC  
ONSTREAM MEDIA CORPORATION  
OPEN TEXT CORP  
OPENTABLE INC  
OPENWAVE SYSTEMS INC  
ORACLE CORP  
PEGASUS SOLUTIONS INC  
PERFICIENT INC  
PEROT SYSTEMS CORP  
PRIMUS TELECOMMUNICATIONS GROUP INC  
PROGRESS SOFTWARE CORP  
PROVIDE COMMERCE INC  
QUEST SOFTWARE INC  
RED HAT INC  
RUE21 INC  
S1 CORPORATION  
SAP AG  
SAPIENT CORPORATION  
SAVVIS INC  
SCOTTRADE INC  
SCRIPPS NETWORKS INTERACTIVE  
SIEMENS AG  
SPRINT NEXTEL CORP  
STERLING COMMERCE INC  
SWK HOLDINGS CORPORATION  
SYSTEMAX INC  
TATA CONSULTANCY SERVICES (TCS)  
TECH DATA CORP  
TELEPHONE AND DATA SYSTEMS INC (TDS)  
TELLABS INC  
TERADATA CORPORATION  
TERRA NETWORKS GROUP  
TERREMARK WORLDWIDE INC  
THOMSON REUTERS  
TIBCO SOFTWARE INC  
TICKETMASTER ENTERTAINMENT INC  
TIME WARNER CABLE INC  
T-MOBILE INTERNATIONAL AG & CO KG  
T-MOBILE USA  
TOTAL SYSTEM SERVICES INC (TSYS)  
TRADESTATION GROUP INC  
TRAVELCITY.COM LP  
TRAVELZOO  
TRX INC  
TUCOWS INC  
UNIVERSITY OF PHOENIX INC  
UTSTARCOM INC  
VERIFONE HOLDINGS INC  
VERIO INC  
VERISIGN INC

VERIZON COMMUNICATIONS  
VITACOST.COM INC  
VODAFONE GROUP PLC  
VONAGE HOLDINGS CORP  
WALT DISNEY COMPANY (THE)  
WEB.COM GROUP INC  
WEBMD HEALTH CORP  
WHITTMANHART  
WINDSTREAM CORPORATION  
WIPRO LTD  
XO HOLDINGS INC  
YESMAIL.COM INC  
ZAPPOS.COM INC

**NORTHEAST**

1-800-FLOWERS.COM INC  
24/7 REAL MEDIA INC  
3COM CORP  
A B WATLEY GROUP INC  
ABOUT INC  
ABOVENET INC  
ACCENTURE PLC  
ACTIVE MEDIA SERVICES INC  
ACXIOM DIGITAL  
ADOBE SYSTEMS INC  
ADSTAR INC  
AFFILIATED COMPUTER SERVICES INC  
AGENCY.COM LTD  
AKAMAI TECHNOLOGIES INC  
AKQA INC  
ALCATEL-LUCENT  
ALLOY INC  
ALLTEL CORP  
AMAZON.COM INC  
AMERICA MOVIL SA  
AMERICAN GREETINGS CORP  
AOL INC  
APOLLO GROUP INC  
APPLE INC  
ARIBA INC  
ART TECHNOLOGY GROUP INC  
ASK.COM  
AT&T INC  
ATTACHMATE CORPORATION  
AUDIBLE INC  
AUTHORIZE.NET HOLDINGS INC  
AUTOMATIC DATA PROCESSING INC  
AUTONOMY CORP PLC  
AVAYA GOVERNMENT SOLUTIONS  
AVAYA INC  
BANKRATE INC  
BARNESANDNOBLE.COM INC  
BLACKBOARD INC  
BLOCKBUSTER INC  
BLOOMBERG LP  
BLUE COAT SYSTEMS INC  
BLUE DINGO DIGITAL  
BLUEFLY INC

BMC SOFTWARE INC  
BORLAND SOFTWARE CORPORATION  
BOTTOMLINE TECHNOLOGIES INC  
BRIGHTCOVE INC  
BROADVISION INC  
CA INC  
CABLEVISION SYSTEMS CORP  
CAREERBUILDER INC  
CBS INTERACTIVE  
CDNOW INC  
CELLCO PARTNERSHIP (VERIZON WIRELESS)  
CENTURYTEL INC  
CHARLES SCHWAB CORP (THE)  
CHARTER COMMUNICATIONS INC  
CHECK POINT SOFTWARE TECHNOLOGIES LTD  
CHEETAHMAIL INC  
CHINA MOBILE LIMITED  
CHOICESTREAM INC  
CHORDIANT SOFTWARE INC  
CIENA CORP  
CISCO SYSTEMS INC  
CLEARWIRE CORP  
COBALT GROUP (THE)  
COGENT COMMUNICATIONS  
COGNOS INC  
COMCAST CORP  
COREY MCPHERSON NASH  
CORNING INC  
COSTAR GROUP INC  
COVAD COMMUNICATIONS GROUP INC  
COX COMMUNICATIONS INC  
CRITICAL MASS INC  
CURRENT GROUP LLC  
DELL INC  
DELTA THREE INC  
DEMAND MEDIA INC  
DIALOG  
DIGITAS INC  
DIRECTV GROUP INC (THE)  
DOUBLECLICK INC  
DOW JONES & CO INC  
DRUGSTORE.COM INC  
DUN & BRADSTREET CORP (THE, D&B)  
E\*TRADE FINANCIAL CORPORATION  
EASYASK INC  
EASYLINK SERVICES INTERNATIONAL  
CORPORATION  
EBAY INC  
ECI TELECOM LTD  
EDGAR ONLINE INC  
ELECTRONIC ARTS INC  
ELECTRONIC DATA SYSTEMS CORP (EDS)  
EMC CORP  
EMUSIC.COM INC  
ENDECA TECHNOLOGIES INC  
ENTERASYS NETWORKS INC  
ENTRUST INC  
EPALS INC  
EQUINIX INC  
EXPEDIA INC  
EXPERIAN AMERICAS  
F5 NETWORKS INC  
FACEBOOK  
FACTSET RESEARCH SYSTEMS INC  
FIRST DATA CORP  
FISERV INC  
FORRESTER RESEARCH INC  
FRESHDIRECT LLC  
FRONTIER COMMUNICATIONS CORPORATION  
FUNDTECH LTD  
GALILEO INTERNATIONAL INC  
GARTNER INC  
GLAM MEDIA INC  
GLOBAL CROSSING LTD  
GLOBAL PAYMENTS INC  
GOOGLE INC  
GSI COMMERCE INC  
HACKETT GROUP (THE)  
HALLMARK CARDS INC  
HEALTHSTREAM INC  
HLTH CORP  
HOTJOBS  
HUAWEI TECHNOLOGIES CO LTD  
I2 TECHNOLOGIES INC  
IAC/INTERACTIVECORP  
IBM GLOBAL SERVICES  
ICROSSING INC  
IMC2  
INFOSYS TECHNOLOGIES LTD  
INTERACTIVE DATA CORPORATION  
INTERACTIVE VIDEO TECHNOLOGIES  
INTERNAP NETWORK SERVICES CORP  
INTERNATIONAL BUSINESS MACHINES CORP  
(IBM)  
INTERNET CAPITAL GROUP INC  
INTERNET INITIATIVE JAPAN INC  
INTUIT INC  
IVILLAGE INC  
JDA SOFTWARE GROUP INC  
JDS UNIPHASE CORPORATION  
JOOST  
JUNIPER NETWORKS INC  
KAYAK.COM  
KDDI CORP  
KEWILL SYSTEMS PLC  
KEYNOTE SYSTEMS INC  
KNOT INC (THE)  
LBI INTERNATIONAL AB  
LENDINGTREE LLC  
LEVEL 3 COMMUNICATIONS INC  
LINDEN LAB  
LINKSHARE CORPORATION  
LIONBRIDGE TECHNOLOGIES INC  
LIQUIDNET HOLDINGS INC  
LIVEPERSON INC  
LOOKSMART LTD

MAPQUEST.COM INC  
MARCHEX INC  
MCAFEE INC  
MEDIAEDGE: CIA  
MERCADO SOFTWARE INC  
MICROSOFT CORP  
MICROS-RETAIL  
MKTG INC  
MODUSLINK GLOBAL SOLUTIONS INC  
MOLECULAR INC  
MONSTER WORLDWIDE INC  
MOVE INC  
NAVISITE INC  
NBC UNIVERSAL  
NET2PHONE INC  
NET-A-PORTER LLC  
NETAPP INC  
NETEASE.COM INC  
NETFLIX INC  
NETRATINGS INC  
NETRICS  
NETSCOUT SYSTEMS INC  
NEULION INC/JUMPTV INC  
NEUSTAR INC  
NEW YORK TIMES CO (THE)  
NEWS CORP  
NORTEL NETWORKS CORP  
NOVELL INC  
NTT DOCOMO INC  
OCLARO INC  
ONESOURCE INFORMATION SERVICES INC  
ONLINE RESOURCES CORP  
ONSTREAM MEDIA CORPORATION  
OPEN TEXT CORP  
OPENTABLE INC  
OPENWAVE SYSTEMS INC  
ORACLE CORP  
PAYPAL INC  
PEAPOD LLC  
PEGASUS SOLUTIONS INC  
PERFICIENT INC  
PERFORMICS INC  
PEROT SYSTEMS CORP  
PRICELINE.COM INC  
PRIMUS TELECOMMUNICATIONS GROUP INC  
PROGRESS SOFTWARE CORP  
PROVIDE COMMERCE INC  
QUEST SOFTWARE INC  
RADWARE LTD  
RED HAT INC  
REED ELSEVIER GROUP PLC  
REGISTER.COM INC  
RESPONSYS INC  
RETAIL DECISIONS PLC  
RETURNPATH INC  
RIGHTNOW TECHNOLOGIES INC  
RSA SECURITY INC  
RUE21 INC  
S1 CORPORATION  
SALON MEDIA GROUP INC  
SAP AG  
SAPIENT CORPORATION  
SAVVIS INC  
SCOTTRADE INC  
SCRIPPS NETWORKS INTERACTIVE  
SHUTTERFLY INC  
SIEMENS AG  
SPRINT NEXTEL CORP  
STERLING COMMERCE INC  
STUDENT ADVANTAGE LLC  
SWITCHBOARD INC  
SWK HOLDINGS CORPORATION  
SYCAMORE NETWORKS INC  
SYSTEMAX INC  
TATA CONSULTANCY SERVICES (TCS)  
TD AMERITRADE HOLDING CORP  
TECH DATA CORP  
TELEPHONE AND DATA SYSTEMS INC (TDS)  
TELLABS INC  
TERRA NETWORKS GROUP  
TERREMARK WORLDWIDE INC  
TERRESTAR CORP  
THESTREET.COM INC  
THOMSON REUTERS  
TIBCO SOFTWARE INC  
TICKETMASTER ENTERTAINMENT INC  
TIME WARNER CABLE INC  
T-MOBILE INTERNATIONAL AG & CO KG  
T-MOBILE USA  
TOTAL SYSTEM SERVICES INC (TSYS)  
TRACK DATA CORP  
TRAVELCITY.COM LP  
TRAVELPORT LIMITED  
TRAVELZOO  
TRX INC  
UNITED INTERNET AG  
UNITED ONLINE INC  
UNIVERSITY OF PHOENIX INC  
UTSTARCOM INC  
VALUECLICK INC  
VASCO DATA SECURITY INTERNATIONAL INC  
VERIO INC  
VERISIGN INC  
VERIZON COMMUNICATIONS  
VIBRANT MEDIA INC  
VODAFONE GROUP PLC  
VONAGE HOLDINGS CORP  
WALT DISNEY COMPANY (THE)  
WATERFRONT MEDIA INC  
WEB.COM GROUP INC  
WEBLOYALTY.COM INC  
WEBMD HEALTH CORP  
WEBMEDIA BRANDS INC  
WHITTMANHART  
WINDSTREAM CORPORATION  
WINE.COM INC

WIPRO LTD  
XO HOLDINGS INC  
YESMAIL.COM INC

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3SUISSES  
ABOVENET INC  
ACCENTURE PLC  
ACTIVE MEDIA SERVICES INC  
ACXIOM CORP  
ACXIOM DIGITAL  
ADC TELECOMMUNICATIONS INC  
ADOBE SYSTEMS INC  
ADTRAN INC  
ADVANCED BOOK EXCHANGE INC  
AFFILIATED COMPUTER SERVICES INC  
AGENCY.COM LTD  
AKAMAI TECHNOLOGIES INC  
AKQA INC  
ALCATEL-LUCENT  
ALIBABA.COM LTD  
ALLTEL CORP  
AMADEUS IT GROUP SA  
AMAZON.COM INC  
AMERICA MOVIL SA  
AMERICAN GREETINGS CORP  
ANCESTRY.COM  
APOLLO GROUP INC  
APPLE INC  
ARIBA INC  
ART TECHNOLOGY GROUP INC  
ASK.COM  
AT&T INC  
ATOS ORIGIN SA  
ATTACHMATE CORPORATION  
AUDIBLE INC  
AUTHORIZE.NET HOLDINGS INC  
AUTOMATIC DATA PROCESSING INC  
AUTONOMY CORP PLC  
AVAYA INC  
AXWAY INC  
BAIDU.COM INC  
BLACKBOARD INC  
BLOCKBUSTER INC  
BLOOMBERG LP  
BLUE COAT SYSTEMS INC  
BMC SOFTWARE INC  
BORLAND SOFTWARE CORPORATION  
BOTTOMLINE TECHNOLOGIES INC  
BOURSORAMA  
BRIGHTCOVE INC  
BROADVISION INC  
BUY.COM INC  
CA INC  
CABLEEUROPA SAU  
CBS INTERACTIVE

CDC CORPORATION  
CHARLES SCHWAB CORP (THE)  
CHECK POINT SOFTWARE TECHNOLOGIES LTD  
CHEETAHMAIL INC  
CHINA MOBILE COMMUNICATIONS CORPORATION  
CHINA MOBILE LIMITED  
CHORDIANT SOFTWARE INC  
CIENA CORP  
CISCO SYSTEMS INC  
CLEARWIRE CORP  
COGENT COMMUNICATIONS  
COGNOS INC  
COMCAST CORP  
COREMETRICS INC  
CORNING INC  
CORTAL CONSORS SA  
COSTAR GROUP INC  
CRITICAL MASS INC  
CTRIIP.COM  
CURRENT GROUP LLC  
CYBER COMMUNICATIONS INC  
CYBERSOURCE CORP  
DELL INC  
DELTATHREE INC  
DEMAND MEDIA INC  
DIALOG  
DIGITAL RIVER INC  
DIGITAL SKY TECHNOLOGIES  
DIGITAS INC  
DIRECTV GROUP INC (THE)  
DOUBLECLICK INC  
DOW JONES & CO INC  
DRUGSTORE.COM INC  
DUN & BRADSTREET CORP (THE, D&B)  
E\*TRADE FINANCIAL CORPORATION  
EASYASK INC  
EASYGROUP  
EASYLINK SERVICES INTERNATIONAL CORPORATION  
EBAY INC  
ECI TELECOM LTD  
ECOLLEGE.COM  
ELAVON INC  
ELECTRONIC ARTS INC  
ELECTRONIC DATA SYSTEMS CORP (EDS)  
ELOYALTY CORPORATION  
E-MACHITOWN CO LTD  
EMBARCADERO TECHNOLOGIES INC  
EMC CORP  
ENDECA TECHNOLOGIES INC  
ENTERASYS NETWORKS INC  
ENTRUST INC  
EQUINIX INC  
ESCALATE RETAIL  
EXPEDIA INC  
F5 NETWORKS INC  
FACEBOOK  
FACTSET RESEARCH SYSTEMS INC  
FIRST DATA CORP  
FISERV INC  
FORRESTER RESEARCH INC  
FRIENDSTER INC  
FUNDTECH LTD  
GALILEO INTERNATIONAL INC  
GARTNER INC  
GLAM MEDIA INC  
GLOBAL CROSSING LTD  
GLOBAL PAYMENTS INC  
GOOGLE INC  
GSI COMMERCE INC  
HACKETT GROUP (THE)  
HALLMARK CARDS INC  
HARMONIC INC  
HLTH CORP  
HUAWEI TECHNOLOGIES CO LTD  
HULU LLC  
I2 TECHNOLOGIES INC  
IAC/INTERACTIVECORP  
IBM GLOBAL SERVICES  
INFOGROUP INC  
INFOSPACE INC  
INFOSYS TECHNOLOGIES LTD  
INTERACTIVE DATA CORPORATION  
INTERNAP NETWORK SERVICES CORP  
INTERNATIONAL BUSINESS MACHINES CORP (IBM)  
INTERNET BRANDS INC  
INTERNET CAPITAL GROUP INC  
INTERNET INITIATIVE JAPAN INC  
INTUIT INC  
J2 GLOBAL COMMUNICATIONS INC  
JDA SOFTWARE GROUP INC  
JDS UNIPHASE CORPORATION  
JOOST  
JUNIPER NETWORKS INC  
KDDI CORP  
KEWILL SYSTEMS PLC  
KEYNOTE SYSTEMS INC  
LASTMINUTE.COM  
LBI INTERNATIONAL AB  
LEVEL 3 COMMUNICATIONS INC  
LIBERTY GLOBAL INC  
LINDEN LAB  
LINKSHARE CORPORATION  
LIONBRIDGE TECHNOLOGIES INC  
LIQUIDNET HOLDINGS INC  
LIVEPERSON INC  
LYRIS INC  
MANHATTAN ASSOCIATES INC  
MCAFEE INC  
MEDIAEDGE:CIA  
MERCADO SOFTWARE INC  
MICROSOFT CORP  
MICROS-RETAIL  
MOBILE TELESYSTEMS OJSC

MODUSLINK GLOBAL SOLUTIONS INC  
MONSTER WORLDWIDE INC  
MOVE INC  
MOVIETICKETS.COM INC  
MP3.COM INC  
NAPSTER INC  
NAVISITE INC  
NBC UNIVERSAL  
NET2PHONE INC  
NET-A-PORTER LLC  
NETAPP INC  
NETEASE.COM INC  
NETRATINGS INC  
NETSCOUT SYSTEMS INC  
NETSUITE INC  
NEULION INC/JUMPTV INC  
NEUSTAR INC  
NEW YORK TIMES CO (THE)  
NEWS CORP  
NHN CORP  
NORTEL NETWORKS CORP  
NOVELL INC  
NTT DOCOMO INC  
OCLARO INC  
ONESOURCE INFORMATION SERVICES INC  
OPEN TEXT CORP  
OPENTABLE INC  
OPENWAVE SYSTEMS INC  
ORACLE CORP  
PAYPAL INC  
PEGASUS SOLUTIONS INC  
PERFICIENT INC  
PERFORMICS INC  
PEROT SYSTEMS CORP  
PRICELINE.COM INC  
PRIMUS TELECOMMUNICATIONS GROUP INC  
PROGRESS SOFTWARE CORP  
QUEST SOFTWARE INC  
RADWARE LTD  
REALNETWORKS INC  
RED HAT INC  
REDBACK NETWORKS INC  
REED ELSEVIER GROUP PLC  
REGISTER.COM INC  
RESEARCH IN MOTION LTD (RIM)  
RESPONSYS INC  
RETAIL DECISIONS PLC  
RETURNPATH INC  
RIGHTNOW TECHNOLOGIES INC  
ROGERS COMMUNICATIONS INC  
ROGUE WAVE SOFTWARE INC  
RSA SECURITY INC  
S1 CORPORATION  
SABRE HOLDINGS CORP  
SABRE TRAVEL NETWORK  
SALESFORCE.COM INC  
SAP AG  
SAPIENT CORPORATION  
SAVVIS INC  
SCOTTRADE INC  
SELECTICA INC  
SHANDA INTERACTIVE ENTERTAINMENT LIMITED  
SHAW COMMUNICATIONS INC  
SHOPPING.COM LTD  
SIEMENS AG  
SINA CORPORATION  
SK TELECOM CO LTD  
SKYPE TECHNOLOGIES SA  
SOHU.COM INC  
SONICWALL INC  
SOPRA GROUP SA  
SPOTIFY  
SPRINT NEXTEL CORP  
STAMPS.COM INC  
STERLING COMMERCE INC  
SUPPORT.COM INC  
SWK HOLDINGS CORPORATION  
SYCAMORE NETWORKS INC  
SYMANTEC CORP  
SYSTEMAX INC  
TATA CONSULTANCY SERVICES (TCS)  
TD AMERITRADE HOLDING CORP  
TECH DATA CORP  
TELECOMUNICACIONES DE PUERTO RICO INC  
TELEFONICA O2 EUROPE PLC  
TELENOR ASA  
TELLABS INC  
TENCENT HOLDINGS LTD  
TERADATA CORPORATION  
TERRA NETWORKS GROUP  
TERREMARK WORLDWIDE INC  
THOMSON REUTERS  
TIBCO SOFTWARE INC  
TICKETMASTER ENTERTAINMENT INC  
T-MOBILE INTERNATIONAL AG & CO KG  
TOTAL SYSTEM SERVICES INC (TSYS)  
TRADESTATION GROUP INC  
TRAPEZE NETWORKS INC  
TRAVELOCITY.COM LP  
TRAVELPORT LIMITED  
TRAVELZOO  
TREND MICRO INC  
TRX INC  
TUCOWS INC  
UNITED INTERNET AG  
UNITED ONLINE INC  
UNIVERSITY OF PHOENIX INC  
US INTERACTIVE INC  
UTSTARCOM INC  
VALUECLICK INC  
VASCO DATA SECURITY INTERNATIONAL INC  
VERIFONE HOLDINGS INC  
VERIO INC  
VERISIGN INC  
VERIZON COMMUNICATIONS

VIBRANT MEDIA INC  
VIMPEL-COMMUNICATIONS  
VODAFONE GROUP PLC  
VONAGE HOLDINGS CORP  
WALT DISNEY COMPANY (THE)  
WATCHGUARD TECHNOLOGIES INC  
WATERFRONT MEDIA INC  
WEB.COM GROUP INC  
WEBLOYALTY.COM INC  
WEBMEDIA BRANDS INC  
WESTELL TECHNOLOGIES INC  
WIKIMEDIA FOUNDATION  
WIPRO LTD  
YAHOO! INC  
YESMAIL.COM INC



**Individual Profiles  
On Each Of  
THE E-COMMERCE 450**

**1-800 CONTACTS**

www.1800contacts.com

Industry Group Code: 454113 Ranks within this company's industry group: Sales: Profits:

<b>Financial Services:</b> Stock Brokerage: Mortgages/Loans: Banking: Insurance: Credit Cards:	<b>Information:</b> Portal/News: Communities: Search Engine: Financial Data Pub.: Broadcasting/Music:	<b>Technology:</b> Hardware: Software: Specialty Equipment: Distributor:	<b>Services:</b> Payments/Markets: Consulting: Advertising/Mktg.: Outsourcing: Other:	<b>Retailing:</b> Retailer: Auctions: Tickets/Travel: Automobiles:	<b>Telecommunications:</b> Internet Service Provider: Web Site Services: Specialty Telecom:
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**TYPES OF BUSINESS:**

Direct Selling-Contact Lenses & Supplies  
Contact Lens Manufacturing  
Optical Retail Referral  
Online Sales

**BRANDS/DIVISIONS/AFFILIATES:**

Vision101.com  
1800Contacts.com  
Contacts.com  
ContactLenses.com

**CONTACTS:** *Note: Officers with more than one job title may be intentionally listed here more than once.*

Jonathan C. Coon, CEO  
Brian W. Bethers, Pres.  
Robert G. Hunter, CFO  
Thomas Hale Boggs, Chmn.

**Phone:** 801-316-5000 **Fax:** 801-924-9905**Toll-Free:** 800-266-8228**Address:** 66 E. Wadsworth Park Dr., 3rd Fl., Draper, UT 84020  
US**GROWTH PLANS/SPECIAL FEATURES:**

1-800 CONTACTS is a provider of prescription contact lenses by mail. The firm sells most popular brands of contact lenses, including those manufactured by Johnson & Johnson, CIBA Vision, Bausch and Lomb, Ocular Sciences and CooperVision. It actively serves approximately 2 million customers in the U.S from its central distribution facility with an inventory of almost 10 million contacts. The company offers customer service 24 hours a day, seven days a week, filling orders by phone at 1-800-CONTACTS and through the internet at the web addresses, 1800Contacts.com, Contacts.com and ContactLenses.com. This online presence enables it to operate more efficiently by substantially eliminating the payroll and long-distance costs associated with telephone orders. This increased efficiency allows it to offer Internet customers free shipping in addition to other services, such as e-mail shipping confirmation, online order tracking and e-mail correspondence. 1-800 CONTACTS also runs Vision101.com, a web site that provides educational content on the eye's anatomy, contact lenses and ocular health.

The company offers employees medical, dental and vision coverage; flexible spending accounts for healthcare and dependant care expenses; an employee assistance program; prescription drug plans; tuition reimbursement; an on-site fitness center; and a grill/cafeteria with subsidized meals at its headquarters.

**FINANCIALS:** Sales and profits are in thousands of dollars—add 000 to get the full amount. 2009 Note: Financial information for 2009 was not available for all companies at press time.

2009 Sales: \$	2009 Profits: \$
2008 Sales: \$	2008 Profits: \$
2007 Sales: \$	2007 Profits: \$
2006 Sales: \$248,676	2006 Profits: \$-22,459
2005 Sales: \$237,950	2005 Profits: \$-2,605

**U.S. Stock Ticker:** Private  
**Int'l Ticker:** Int'l Exchange:  
Employees:  
Fiscal Year Ends: 12/31  
Parent Company:

**SALARIES/BENEFITS:**

Pension Plan: ESOP Stock Plan: Profit Sharing: Top Exec. Salary: \$ Bonus: \$  
Savings Plan: Y Stock Purch. Plan: Second Exec. Salary: \$ Bonus: \$

**OTHER THOUGHTS:**

Apparent Women Officers or Directors:  
Hot Spot for Advancement for Women/Minorities:

**LOCATIONS:** ("Y" = Yes)

West: Y	Southwest:	Midwest:	Southeast:	Northeast:	International: Y
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**1-800-FLOWERS.COM INC**

www.1800flowers.com

Industry Group Code: 453110E Ranks within this company's industry group: Sales: 1 Profits: 1

<b>Financial Services:</b> Stock Brokerage: Mortgages/Loans: Banking: Insurance: Credit Cards:	<b>Information:</b> Portal/News: Communities: Search Engine: Financial Data Pub.: Broadcasting/Music:	<b>Technology:</b> Hardware: Software: Specialty Equipment: Distributor:	<b>Services:</b> Payments/Markets: Consulting: Advertising/Mktg.: Outsourcing: Other:	<b>Retailing:</b> Retailer: Auctions: Tickets/Travel: Automobiles:	<b>Telecommunications:</b> Internet Service Provider: Web Site Services: Specialty Telecom:
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**TYPES OF BUSINESS:**

Flowers, Direct Selling  
Online & Catalog Sales  
Home Decor  
Gardening Accessories  
Gourmet Foods  
Gifts  
Retail Stores  
Wine Distribution

**BRANDS/DIVISIONS/AFFILIATES:**

DesignPac Gifts LLC  
Fannie May Confections  
Popcorn Factory (The)  
Cheryl & Co., Inc.  
Fannie May Confections  
BloomNet  
1-800-Baskets  
Napco

**CONTACTS:** *Note: Officers with more than one job title may be intentionally listed here more than once.*

James F. McCann, CEO  
Christopher G. McCann, Pres.  
William E. Shea, CFO/Treas.  
William E. Shea, Sr. VP-Admin.  
Gerard M. Gallagher, General Counsel/Sr. VP/Sec.  
Charles Fraas, Sr. VP-Oper.  
William E. Shea, Sr. VP-Finance  
Jan L. Murley, Interim Pres., Consumer Floral Brand  
Mark Nance, Pres., BloomNet  
Thomas G. Hartnett, Sr. VP/COO-Consumer Floral Brand  
David Taiclet, Pres., Gourmet Food & Gift Baskets  
James F. McCann, Chmn.

**Phone:** 516-237-6000**Fax:****Toll-Free:** 800-356-9377**Address:** 1 Old Country Rd., Ste. 500, Carle Place, NY 11514 US**GROWTH PLANS/SPECIAL FEATURES:**

1-800-FLOWERS.COM, Inc. sells and delivers floral arrangements, plants, gift baskets, popcorn, gourmet food, wine, confections, balloons and stuffed animals. Customers can purchase the company's products through its toll-free numbers and web sites. The firm operates in three business categories: consumer floral; gourmet food and gift baskets; and BloomNet Wire Service businesses. In addition to its online and telephone operations, the firm owns and franchises retail stores throughout the U.S. The consumer floral business category includes the operations of the company's flagship brand, 1-800-Flowers.com, while the gourmet food and gift baskets category includes the operations of Fannie May Confections brands, a chocolate and candy manufacturer; Cheryl & Co., a cookie and baked goods company; The Popcorn Factory; The Winetasting Network, a wine distributor; Geerlings & Wade, a wine marketer; and DesignPac Gifts, LLC, a designer, assembler and distributor of gift packages. The BloomNet Wire Service includes the operations of BloomNet, a company that provides services to professional florists internationally; and Napco, a wholesale merchandising and marketing company focused on the floral industry. Floral products account for approximately 58% of the company's revenues; gourmet food and gift baskets account for roughly 33%; BloomNet Wire Service, approximately 9%. All of the firm's offerings are available online or from toll free numbers. A majority of the 1-800-FLOWERS orders are fulfilled by BloomNet. Members, a group of independent and company-owned florists, and the remainder are filled by third party vendors. The company offers same-day and next day delivery in addition to international delivery services through independent wire services and partnerships. The company launched a new brand, 1-800-Baskets. In January 2010, the company completed the sale of its home and children's gifts business to PH International, LLC, a Virginia-based home decor and garden company.

The company offers its employees 401(k) and profit sharing plans; and health coverage.

**FINANCIALS:** Sales and profits are in thousands of dollars—add 000 to get the full amount. 2009 Note: Financial information for 2009 was not available for all companies at press time.

2009 Sales: \$713,950	2009 Profits: \$-98,417
2008 Sales: \$739,211	2008 Profits: \$21,054
2007 Sales: \$725,650	2007 Profits: \$17,118
2006 Sales: \$781,741	2006 Profits: \$3,187
2005 Sales: \$670,679	2005 Profits: \$7,849

**U.S. Stock Ticker:** FLWS**Int'l Ticker:** Int'l Exchange:

Employees: 2,300

Fiscal Year Ends: 6/30

Parent Company:

**SALARIES/BENEFITS:**

Pension Plan:	ESOP Stock Plan:	Profit Sharing: Y	Top Exec. Salary: \$975,000	Bonus: \$
Savings Plan: Y	Stock Purch. Plan:		Second Exec. Salary: \$680,698	Bonus: \$

**OTHER THOUGHTS:**

Apparent Women Officers or Directors: 1  
Hot Spot for Advancement for Women/Minorities:

**LOCATIONS: ("Y" = Yes)**

West:	Southwest:	Midwest:	Southeast:	Northeast:	International:
Y	Y	Y	Y	Y	Y

**24/7 REAL MEDIA INC**

www.247realmedia.com

Industry Group Code: 541810E Ranks within this company's industry group: Sales: Profits:

<b>Financial Services:</b> Stock Brokerage: Mortgages/Loans: Banking: Insurance: Credit Cards:	<b>Information:</b> Portal/News: Communities: Search Engine: Financial Data Pub.: Broadcasting/Music:	<b>Technology:</b> Hardware: Software: Specialty Equipment: Distributor:	<b>Services:</b> Payments/Markets: Consulting: Advertising/Mktg.: Outsourcing: Other:	<b>Retailing:</b> Retailer: Auctions: Tickets/Travel: Automobiles:	<b>Telecommunications:</b> Internet Service Provider: Web Site Services: Specialty Telecom:
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**TYPES OF BUSINESS:**

Internet Advertising  
Web Design  
Software  
Direct Marketing  
Promotions  
Data Analysis

**BRANDS/DIVISIONS/AFFILIATES:**

WPP PLC  
24/7 Web Results  
24/7 Search  
Open AdStream  
Decide DNA  
Dentsu 24/7 Search Holdings  
Rich Media Foundry

**CONTACTS:** *Note: Officers with more than one job title may be intentionally listed here more than once.*

Jonathan Hsu, CEO  
Kris Heinrichs, CFO  
Ari Bluman, Sr. VP-U.S. Sales  
Oleg Vishnepolsky, CTO  
Nicolle Pangis, VP-Prod. Mgmt.  
Ari Bluman, Sr. VP-U.S. Oper.  
Nicolle Pangis, VP-Global Media & Tech.  
Ian Leuchars, Sr. VP-Search Mktg. Svcs.  
Brian Lesser, VP/Gen. Mgr.-Media Innovation Group  
David J. Moore, Chmn.  
Jae Woo Chung, Pres., Asia

**Phone:** 212-231-7100 **Fax:** 212-760-1774**Toll-Free:** 877-247-2477**Address:** 132 W. 31st St., New York, NY 10001 US**GROWTH PLANS/SPECIAL FEATURES:**

24/7 Real Media, Inc. is a global provider of interactive technology and marketing solutions for web publishers, online advertisers, advertising agencies and e-marketers. The firm's services include advertising and direct marketing sales, search engine marketing services, online advertisement serving, web advertising, site representation and web analytics. The company sells its products and services in 12 countries in North America, Europe and Asia. 24/7 is organized into three solution divisions: Technology, Media and Search. The Technology segment, through its Open AdSystem platform, is designed for advertisers/agencies, web publishers and e-commerce merchants. The Media division consists of 24/7 Web Alliance, a group of web sites that allow client advertisers to place targeted ad campaigns, and 24/7 Web Results, which provides performance-based marketing services for the Internet. The Search division, 24/7 Search, provides search marketing services for the Internet through its Decide DNA technology platform. Decide DNA generates keyword lists, manages bids across multiple engines, and supports multiple languages and currencies. Dentsu 24/7 Search, its Japanese subsidiary, targets markets in Asia and the Pacific Rim. The firm's Rich Media Foundry creates and traffics rich media advertising. Some of the firm's clients include Playboy; Yahoo! Korea; Vogue.com; Weather.com; and Expedia.fr.

**FINANCIALS:** Sales and profits are in thousands of dollars—add 000 to get the full amount. 2009 Note: Financial information for 2009 was not available for all companies at press time.

2009 Sales: \$	2009 Profits: \$
2008 Sales: \$	2008 Profits: \$
2007 Sales: \$	2007 Profits: \$
2006 Sales: \$200,243	2006 Profits: \$-8,622
2005 Sales: \$139,794	2005 Profits: \$ 38

**U.S. Stock Ticker: Subsidiary****Int'l Ticker:** Int'l Exchange:

Employees:

Fiscal Year Ends: 12/31

Parent Company: WPP PLC

**SALARIES/BENEFITS:**

Pension Plan:	ESOP Stock Plan:	Profit Sharing:	Top Exec. Salary: \$	Bonus: \$
Savings Plan:	Stock Purch. Plan:		Second Exec. Salary: \$	Bonus: \$

**OTHER THOUGHTS:**

**Apparent Women Officers or Directors:**  
**Hot Spot for Advancement for Women/Minorities:**

**LOCATIONS:** ("Y" = Yes)

West:	Southwest:	Midwest:	Southeast:	Northeast:	International:
Y		Y		Y	Y

**3COM CORP**

www.3com.com

Industry Group Code: 33411 Ranks within this company's industry group: Sales: 3 Profits: 4

<b>Financial Services:</b> Stock Brokerage: Mortgages/Loans: Banking: Insurance: Credit Cards:	<b>Information:</b> Portal/News: Communities: Search Engine: Financial Data Pub.: Broadcasting/Music:	<b>Technology:</b> Hardware: Y Software: Y Specialty Equipment: Y Distributor:	<b>Services:</b> Payments/Markets: Consulting: Advertising/Mktg.: Outsourcing: Other:	<b>Retailing:</b> Retailer: Auctions: Tickets/Travel: Automobiles:	<b>Telecommunications:</b> Internet Service Provider: Web Site Services: Specialty Telecom:
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**TYPES OF BUSINESS:**Computer Networking Equipment  
Support Services**BRANDS/DIVISIONS/AFFILIATES:**TippingPoint Technologies  
3Com  
H3C  
H3C S5800 Series  
3ComON**CONTACTS:** *Note: Officers with more than one job title may be intentionally listed here more than once.*Robert Mao, CEO  
Ron Sege, COO  
Ron Sege, Pres.  
Jay Zager, CFO/Exec. VP  
Neal D. Goldman, Chief Admin. Officer/Exec. VP  
Neal D. Goldman, Chief Legal Officer/Exec. VP  
Shusheng Zheng, Exec. VP  
Eric A. Benhamou, Chmn.

<b>Phone:</b> 508-323-5000	<b>Fax:</b> 508-323-1111
<b>Toll-Free:</b> 800-638-3266	
<b>Address:</b> 350 Campus Dr., Marlborough, MA 01752-3064 US	

**GROWTH PLANS/SPECIAL FEATURES:**

3Com Corp. provides voice, video and data networking products, in addition to technical support and maintenance services, for enterprises and public-sector organizations. The company's products enable customers to manage applications in a stable, secure, scalable network environment even when software is from multiple vendors. These products are designed for Internet Protocol (IP) telephony, such as telephony modules and Internet phones, and for networking, including routers, gateways and wired and wireless LAN switches. The company has three main brands: Huawei-3COM (H3C); 3com; and TippingPoint. The H3C segment provides services and products for networking, network security and network management to China. It includes products that span from the data center to the edge of the network and is targeted at large enterprises. The 3com family of products offers strong price and performance value propositions for the small and medium-size businesses. The TippingPoint brand offers a line of security products and firewalls, available to customers as overlaid and embedded security solutions. The firm's Global Technology Partner Program, 3ComOpen Network (3ComON), is a service designed to build and support a wide-array of third-party relationships with best-of-breed independent software and hardware vendors, systems integrators, service providers, consultants and the open source community. The program allows members the opportunity to create new services and solutions to manage, control and enhance their communications network infrastructures and expand their market reach. In May 2009, the company introduced the H3C S5800 Series, which features port density up to 192 10-gigabit ports and supports applications services such as monitoring, wireless and security. In November of the same year, the firm agreed to be acquired by Hewlett-Packard Co. for \$2.7 billion.

**FINANCIALS:** Sales and profits are in thousands of dollars—add 000 to get the full amount. 2009 Note: Financial information for 2009 was not available for all companies at press time.

2009 Sales: \$1,316,978	2009 Profits: \$114,725
2008 Sales: \$1,294,879	2008 Profits: \$-228,841
2007 Sales: \$1,267,481	2007 Profits: \$-88,589
2006 Sales: \$794,807	2006 Profits: \$-100,675
2005 Sales: \$651,244	2005 Profits: \$-195,686

**U.S. Stock Ticker:** COMS  
**Int'l Ticker:** Int'l Exchange:  
Employees: 5,868  
Fiscal Year Ends: 5/31  
Parent Company:

**SALARIES/BENEFITS:**

Pension Plan: Y	ESOP Stock Plan:	Profit Sharing:	Top Exec. Salary: \$617,500	Bonus: \$895,464
Savings Plan: Y	Stock Purch. Plan: Y		Second Exec. Salary: \$375,000	Bonus: \$443,661

**OTHER THOUGHTS:**Apparent Women Officers or Directors: 2  
Hot Spot for Advancement for Women/Minorities: Y**LOCATIONS:** ("Y" = Yes)

West: Y	Southwest: Y	Midwest: Y	Southeast: Y	Northeast: Y	International: Y
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**3SUISSES**

www.3suissex.com

Industry Group Code: 315 Ranks within this company's industry group: Sales: 1 Profits:

<b>Financial Services:</b> Stock Brokerage: Mortgages/Loans: Banking: Insurance: Credit Cards:	<b>Information:</b> Portal/News: Communities: Search Engine: Financial Data Pub.: Broadcasting/Music:	<b>Technology:</b> Hardware: Software: Specialty Equipment: Distributor:	<b>Services:</b> Payments/Markets: Consulting: Advertising/Mktg.: Outsourcing: Other:	<b>Retailing:</b> Retailer: Auctions: Tickets/Travel: Automobiles:	<b>Telecommunications:</b> Internet Service Provider: Web Site Services: Specialty Telecom:
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**TYPES OF BUSINESS:**Fashion Apparel  
online retail**GROWTH PLANS/SPECIAL FEATURES:**

3Suissex is a designer and online retailer of high fashion apparel for men, women and children based in France. Additionally, the company offers household and leisure products. Customers may place orders by phone, through the mail or online. The firm is active in Belgium, Croatia, Germany, France, Greece, Italy, Luxembourg, The Netherlands, Austria, Romania, Russia Slovenia, Switzerland, Senegal, Armenia and China, but it has a larger presence in France, where it also owns boutiques.

**BRANDS/DIVISIONS/AFFILIATES:**

3 Suissex International Group

**CONTACTS:** Note: Officers with more than one job title may be intentionally listed here more than once.

Phone: 0-892-621-500

Fax:

Toll-Free:

Address: 12 rue de la Centenaire, Croix, 59170 France

**FINANCIALS:** Sales and profits are in thousands of dollars—add 000 to get the full amount. 2009 Note: Financial information for 2009 was not available for all companies at press time.

2009 Sales: \$

2009 Profits: \$

2008 Sales: \$5,500,000

2008 Profits: \$

2007 Sales: \$

2007 Profits: \$

2006 Sales: \$

2006 Profits: \$

2005 Sales: \$

2005 Profits: \$

**U.S. Stock Ticker:** Subsidiary**Int'l Ticker:** Int'l Exchange:

Employees:

Fiscal Year Ends:

Parent Company: 3 SUISSES INTERNATIONAL GROUP

**SALARIES/BENEFITS:**

Pension Plan:

ESOP Stock Plan:

Profit Sharing:

Top Exec. Salary: \$

Bonus: \$

Savings Plan:

Stock Purch. Plan:

Second Exec. Salary: \$

Bonus: \$

**OTHER THOUGHTS:**

Apparent Women Officers or Directors:

Hot Spot for Advancement for Women/Minorities:

**LOCATIONS: ("Y" = Yes)**

West:	Southwest:	Midwest:	Southeast:	Northeast:	International:
					Y

**A B WATLEY GROUP INC**

www.abwatley.com

Industry Group Code: 52312E Ranks within this company's industry group: Sales: Profits:

<b>Financial Services:</b> Stock Brokerage: Y Mortgages/Loans: Banking: Insurance: Credit Cards:	<b>Information:</b> Portal/News: Communities: Search Engine: Financial Data Pub.: Broadcasting/Music:	<b>Technology:</b> Hardware: Software: Specialty Equipment: Distributor:	<b>Services:</b> Payments/Markets: Consulting: Advertising/Mktg.: Outsourcing: Other:	<b>Retailing:</b> Retailer: Auctions: Tickets/Travel: Automobiles:	<b>Telecommunications:</b> Internet Service Provider: Web Site Services: Specialty Telecom:
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**TYPES OF BUSINESS:**

Discount Brokerage  
Online Brokerage  
Online Foreign Currency Exchange

**BRANDS/DIVISIONS/AFFILIATES:**

A.B. Watley Direct, Inc.  
UltimateTrader  
WatleyTrader  
Ultimate FX

**CONTACTS:** *Note: Officers with more than one job title may be intentionally listed here more than once.*

John Hewitt, CEO  
John Hewitt, Pres.  
Michael Picone, CFO  
Adam Gottbetter, General Counsel  
Gary Mednick, Pres., A.B. Watley Direct, Inc.  
Steven Malin, Chmn.

<b>Phone:</b> 646-753-9301	<b>Fax:</b> 212-202-5204
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<b>Toll-Free:</b> 888-733-9000
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<b>Address:</b> 50 Broad St., Ste. 1728, New York, NY 10004 US
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**FINANCIALS:** Sales and profits are in thousands of dollars—add 000 to get the full amount. 2009 Note: Financial information for 2009 was not available for all companies at press time.

2009 Sales: \$	2009 Profits: \$
2008 Sales: \$	2008 Profits: \$
2007 Sales: \$	2007 Profits: \$
2006 Sales: \$	2006 Profits: \$
2005 Sales: \$	2005 Profits: \$

**U.S. Stock Ticker:** ABWG.PK  
**Int'l Ticker:** Int'l Exchange:  
Employees:  
Fiscal Year Ends: 9/30  
Parent Company:

**SALARIES/BENEFITS:**

Pension Plan:	ESOP Stock Plan:	Profit Sharing:	Top Exec. Salary: \$	Bonus: \$
Savings Plan:	Stock Purch. Plan:		Second Exec. Salary: \$	Bonus: \$

**OTHER THOUGHTS:**

**Apparent Women Officers or Directors:**  
**Hot Spot for Advancement for Women/Minorities:**

**LOCATIONS:** ("Y" = Yes)

West:	Southwest:	Midwest:	Southeast:	Northeast:	International:
				Y	

**GROWTH PLANS/SPECIAL FEATURES:**

A.B. Watley Group, Inc. operates through wholly-owned subsidiary A.B. Watley Direct, Inc., an online financial services firm. The company provides large block institutional transactions with real-time data feed and instantaneous execution to individual and institutional customers over a number of trading platforms. UltimateTrader is the company's online, high volume trading system that is designed for use by large companies or institutional traders. This platform provides real-time information; quick order execution; direct access to NASDAQ Level II data; market maker screens time and sales; real-time charts; and the ability to place orders into various exchanges and electronic communications networks (ENCs). The company's WatleyTrader is a web-based platform tailored towards individual investors that typically trade 2-10 times a month; it offers traders financial news, updates on indices, stocks, mutual funds and markets. The company's Ultimate FX trading platform is designed for retail and professional currency traders.

**ABOUT INC**

www.about.com

Industry Group Code: 519130 Ranks within this company's industry group: Sales: Profits:

<b>Financial Services:</b> Stock Brokerage: Mortgages/Loans: Banking: Insurance: Credit Cards:	<b>Information:</b> Portal/News: Y Communities: Y Search Engine: Y Financial Data Pub.: Broadcasting/Music:	<b>Technology:</b> Hardware: Software: Specialty Equipment: Distributor:	<b>Services:</b> Payments/Markets: Consulting: Advertising/Mktg.: Outsourcing: Other:	<b>Retailing:</b> Retailer: Auctions: Tickets/Travel: Automobiles:	<b>Telecommunications:</b> Internet Service Provider: Web Site Services: Specialty Telecom:
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**TYPES OF BUSINESS:**

Online Information  
Niche Online Communities  
Human-Filtered Online Directories

**BRANDS/DIVISIONS/AFFILIATES:**

About.com  
New York Times Company (The)  
ConsumerSearch.com  
UCompareHealthCare.com

**CONTACTS:** *Note: Officers with more than one job title may be intentionally listed here more than once.*

Cella M. Irvine, CEO  
Cella M. Irvine, Pres.  
Darline Jean, CFO  
Evan Minskoff, VP-Mktg.  
Kevin Donovan, Sr. VP-Prod. Dev.  
Chris Coluzzi, Sr. VP-Oper.  
Marc Goldberg, VP-Bus. Dev.  
Marshall D. Simmonds, Chief Search Strategist  
Erica McDonald, Public Rel.  
Jeff Moriarty, Sr. VP-Prod. Mgmt.  
Darline Jean, Sr. VP-Emerging Bus.  
Michael Daecher, Sr. VP-Content & Guide Oper.

**Phone:** 212-204-1724**Fax:****Toll-Free:****Address:** 249 W. 17th St., New York, NY 10011-5382 US**GROWTH PLANS/SPECIAL FEATURES:**

About, Inc., which does business as About.com, is an Internet directory that operates approximately 750 topic-specific web guide sites for 38 million U.S. and 57 million international monthly users, with about 333 million average monthly page views. With almost 2 million original articles covering 7,000 topics, the company is one of the web's largest creators of original content, adding 6,000 pieces of new content each week. The sites, known as Guides, are grouped into 21 categories, or channels, including such titles as autos, business and finance, health, entertainment, news and issues, parenting and family, jobs and careers, sports and recreation, travel and style. About.com separates itself from traditional search-engine-based information sites by employing 750 human guides to create and maintain its site content. These guides create original, high-quality articles, moderated forums and chat rooms, tools and easy access to related sites. The company's senior editorial staff oversees the sites to make sure that they maintain quality and up-to-date information. The firm obtains most of its revenues from advertising. Aside from About.com, the firm's web sites include ConsumerSearch.com, an online publisher of product reports and reviews separated into over 200 product categories; UCompareHealthCare.com (UCHC), which provides tools that assist users in measuring the quality of healthcare services; and CalorieCount.About.com, which provides weight management tools, social support and nutritional information. The company is a subsidiary of The New York Times Company. The firm has recently launched a mobile-device version of CalorieCount.com.

Employees are offered health, vision and dental insurance; a 401(k) plan; an employee stock purchase plan; gym membership discounts; and tuition assistance.

**FINANCIALS:** Sales and profits are in thousands of dollars—add 000 to get the full amount. 2009 Note: Financial information for 2009 was not available for all companies at press time.

2009 Sales: \$	2009 Profits: \$
2008 Sales: \$	2008 Profits: \$
2007 Sales: \$	2007 Profits: \$
2006 Sales: \$	2006 Profits: \$
2005 Sales: \$52,000	2005 Profits: \$

**U.S. Stock Ticker:** Subsidiary**Int'l Ticker:** Int'l Exchange:

Employees:

Fiscal Year Ends: 12/31

Parent Company: NEW YORK TIMES CO (THE)

**SALARIES/BENEFITS:**

Pension Plan:	ESOP Stock Plan:	Profit Sharing:	Top Exec. Salary: \$	Bonus: \$1,300,000
Savings Plan: Y	Stock Purch. Plan: Y		Second Exec. Salary: \$	Bonus: \$

**OTHER THOUGHTS:**

Apparent Women Officers or Directors: 3  
Hot Spot for Advancement for Women/Minorities: Y

**LOCATIONS:** ("Y" = Yes)

West:	Southwest:	Midwest:	Southeast:	Northeast:	International:
				Y	



**ABOVENET INC**

www.above.net

Industry Group Code: 517110 Ranks within this company's industry group: Sales: 26 Profits: 17

<b>Financial Services:</b> Stock Brokerage: Mortgages/Loans: Banking: Insurance: Credit Cards:	<b>Information:</b> Portal/News: Communities: Search Engine: Financial Data Pub.: Broadcasting/Music:	<b>Technology:</b> Hardware: Software: Specialty Equipment: Distributor:	<b>Services:</b> Payments/Markets: Consulting: Advertising/Mktg.: Outsourcing: Other:	<b>Retailing:</b> Retailer: Auctions: Tickets/Travel: Automobiles:	<b>Telecommunications:</b> Internet Service Provider: Web Site Services: Specialty Telecom:
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**TYPES OF BUSINESS:**

Private Data Networks-Fiber Optic  
Hosting Services  
Storage Networks & Services

**BRANDS/DIVISIONS/AFFILIATES:**

Metro Ethernet  
Metro WDM  
dcXchange  
eXPressWave Long Haul  
mySite  
eWan  
AboveNet Communications UK Ltd  
jabNET

**CONTACTS:** *Note: Officers with more than one job title may be intentionally listed here more than once.*

William G. LaPerch, CEO  
William G. LaPerch, Pres.  
Joseph P. Ciavarella, CFO  
John Jacquay, Sr. VP-Sales & Mktg.  
Rajiv Datta, CTO/Sr. VP  
Robert Sokota, Chief Admin. Officer/Sr. VP  
Robert Sokota, General Counsel  
Douglas M. Jendras, Sr. VP-Oper.  
Jeffrey Brodsky, Chmn.  
John Donaldson, Managing Dir.-AboveNet Comm. UK, Ltd.

<b>Phone:</b> 914-421-6700	<b>Fax:</b> 914-421-6777
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<b>Toll-Free:</b> 866-859-6971
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<b>Address:</b> 360 Hamilton Ave., White Plains, NY 10601 US
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**GROWTH PLANS/SPECIAL FEATURES:**

AboveNet, Inc. provides network infrastructure services for information exchange within and between businesses on the firm's fiber optic backbone. The company's products and services are divided into three categories: Metro, Fiber Infrastructure and WAN. The Metro offerings include Metro Ethernet, a Gigabit Ethernet suite of products offering customers a dedicated fiber optics line stretching from one office to one or more other offices; Metro WDM, a service that allows customers to add Ethernet connections singly; and dcXchange, software designed to support and secure a customer's Ethernet connections. AboveNet's Fiber Infrastructure services focus on the lease of dedicated dark fiber (fiber that has not yet been connected to telecommunications transmission equipment and therefore not yet activated for the transmission of voice, data or video traffic). The services also offer maintenance of dark fiber networks and the provisioning of network co-location and in-building interconnection services. WAN offerings include eWan, a dedicated Ethernet connection that can directly connect offices in two or more cities and eXPressWave Long Haul, which allows customers to connect networks on different continents. AboveNet also offers jabNET, a high-bandwidth service for film and television content creators and mySite Portal, a secure extranet that offers technical support, reporting and other services to its customers. The firm operates extensive data centers and a 2.1 million mile fiber optic network connecting more than 2,200 buildings. Its domestic markets served include the following cities and surrounding areas: Seattle, Portland, San Francisco, San Jose, Los Angeles, Phoenix, Chicago, Houston, Dallas, Austin, Atlanta, Philadelphia, New York, Boston, Baltimore and Washington, D.C. Internationally, its markets are London, Amsterdam, Paris, Frankfurt and Tokyo. The firm has one subsidiary, AboveNet Communications UK Ltd.

Employees are offered medical, dental and vision insurance; an employee assistance program; flexible spending accounts; life insurance; disability coverage; tuition assistance; and a 529 college savings plan.

**FINANCIALS:** Sales and profits are in thousands of dollars—add 000 to get the full amount. 2009 Note: Financial information for 2009 was not available for all companies at press time.

2009 Sales: \$	2009 Profits: \$
2008 Sales: \$319,900	2008 Profits: \$42,300
2007 Sales: \$253,600	2007 Profits: \$13,800
2006 Sales: \$236,700	2006 Profits: \$46,400
2005 Sales: \$219,700	2005 Profits: \$-8,400

**U.S. Stock Ticker:** ABVT

Int'l Ticker: Int'l Exchange:

Employees:

Fiscal Year Ends: 12/31

Parent Company:

**SALARIES/BENEFITS:**

Pension Plan:	ESOP Stock Plan:	Profit Sharing:	Top Exec. Salary: \$516,667	Bonus: \$275,000
Savings Plan: Y	Stock Purch. Plan:		Second Exec. Salary: \$315,000	Bonus: \$225,000

**OTHER THOUGHTS:**

Apparent Women Officers or Directors:

Hot Spot for Advancement for Women/Minorities:

**LOCATIONS:** ("Y" = Yes)

West:	Southwest:	Midwest:	Southeast:	Northeast:	International:
Y	Y	Y		Y	Y

**ACCENTURE PLC**

www.accenture.com

Industry Group Code: 541513 Ranks within this company's industry group: Sales: 3 Profits: 2

<b>Financial Services:</b> Stock Brokerage: Mortgages/Loans: Banking: Insurance: Credit Cards:	<b>Information:</b> Portal/News: Communities: Search Engine: Financial Data Pub.: Broadcasting/Music:	<b>Technology:</b> Hardware: Software: Specialty Equipment: Distributor:	<b>Services:</b> Payments/Markets: Consulting: Advertising/Mktg.: Outsourcing: Other:	<b>Retailing:</b> Retailer: Auctions: Tickets/Travel: Automobiles:	<b>Telecommunications:</b> Internet Service Provider: Web Site Services: Specialty Telecom:
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**TYPES OF BUSINESS:**

Technology Consulting Services  
Computer Operations Outsourcing  
Supply Chain Management  
Technology Research  
Software Development  
Human Resources Consulting  
Management Consulting  
Research & Development

**BRANDS/DIVISIONS/AFFILIATES:**

Gestalt, LLC  
Maxamine  
SOPIA Corporation  
AddVal Technology  
ATAN  
Accenture Mobility Operated Services

**CONTACTS:** *Note: Officers with more than one job title may be intentionally listed here more than once.*

William D. Green, CEO  
Johan Deblaere, COO  
Pamela J. Craig, CFO  
Roxanne Taylor, Chief Mktg. Officer  
Jill B. Smart, Chief Human Resources Officer  
Kevin M. Campbell, CTO  
Gianfranco Casati, Group CEO-Prod.  
Douglas G. Scrivner, General Counsel/Corp. Sec./Compliance Officer  
David C. Thomlinson, Sr. Managing Dir.-Geographic Strategy & Oper.  
R. Timothy Breene, Chief Strategy & Corp. Dev. Officer  
Roxanne Taylor, Chief Comm. Officer  
David P. Rowland, Sr. VP-Finance  
Karl-Heinz Floether, Group CEO-Systems Integration, Tech. & Delivery  
Martin I. Cole, Group CEO-Comm. & High Tech.  
Mark Foster, Group CEO-Mgmt. Consulting & Integrated Markets  
William D. Green, Chmn.  
Diego Visconti, Chmn.-Int'l, Strategic Countries  
Basilio Rueda, Sr. Managing Dir.-Global Delivery Network

Phone: 441-296-8262 Fax: 441-296-4245

Toll-Free: 877-889-9009

Address: 1 Grand Canal Square, Grand Canal Harbor, Dublin, Ireland 2 UK

**GROWTH PLANS/SPECIAL FEATURES:**

Accenture plc is a leading provider of management consulting, technology and outsourcing services, with operations and clients in over 120 countries. The firm delivers services through five operating groups, which together comprise 17 industry groups. The operating groups are communications and high-tech; financial services; products; resources; and public services. Accenture's communications and high-tech group offers technology, consulting and systems integration to the electronics, telecommunications and media industries. Its financial services group provides consulting and outsourcing strategies to the insurance, capital markets and banking industries. Accenture's products group serves the automotive; health and life sciences; consumer goods; industrial equipment; retail; and transportation and travel services industries. The company's resources group works with the chemicals; energy; forest products; metals and mining; and utilities industries. Finally, its public service group works with local, state, provincial and national governments in the areas of defense; revenue; human services; health; justice; and postal and education authorities. Accenture offers management consulting services including customer relationship management; supply chain management; human performance; finance and performance management; and strategy. The firm's systems integration and technology services include enterprise resource planning; service-oriented architecture; mobility solutions; Microsoft solutions; IT strategy and transformation services; enterprise architecture; infrastructure consulting services; research and development services; and e-commerce solutions. Accenture also offers outsourcing for business processes, applications and infrastructure needs. The company also offers global mobility solutions through its Accenture Mobility Operated Services. Clients include AT&T; Microsoft; Sony; Bank of America; and the U.S. Department of Commerce. The company's more recent acquisitions include defense consulting firm Gestalt, LLC. The Consulting and IT solutions company SOPIA and the optimization service provider Maximize. Additionally, the company acquired the shipment management service AddVal Technology and the automation solutions firm ATAN.

Accenture offers its employees flexible work arrangements and ongoing training and development resources.

**FINANCIALS:** Sales and profits are in thousands of dollars—add 000 to get the full amount. 2009 Note: Financial information for 2009 was not available for all companies at press time.

2009 Sales: \$23,170,968	2009 Profits: \$1,589,963
2008 Sales: \$25,313,826	2008 Profits: \$1,691,751
2007 Sales: \$21,452,747	2007 Profits: \$1,243,148
2006 Sales: \$18,228,366	2006 Profits: \$973,329
2005 Sales: \$17,094,400	2005 Profits: \$940,500

**U.S. Stock Ticker:** ACN  
**Int'l Ticker:** Int'l Exchange:  
Employees: 177,000  
Fiscal Year Ends: 8/31  
Parent Company:

**SALARIES/BENEFITS:**

Pension Plan:	ESOP Stock Plan:	Profit Sharing:	Top Exec. Salary: \$1,237,121	Bonus: \$1,939,526
Savings Plan:	Stock Purch. Plan: Y		Second Exec. Salary: \$1,133,640	Bonus: \$3,010,000

**OTHER THOUGHTS:**

Apparent Women Officers or Directors: 7  
Hot Spot for Advancement for Women/Minorities: Y

**LOCATIONS:** ("Y" = Yes)

West:	Southwest:	Midwest:	Southeast:	Northeast:	International:
Y	Y	Y	Y	Y	Y

**ACTIVE MEDIA SERVICES INC**

www.activeinternational.com

Industry Group Code: 5418 Ranks within this company's industry group: Sales: Profits:

<b>Financial Services:</b> Stock Brokerage: Mortgages/Loans: Banking: Insurance: Credit Cards:	<b>Information:</b> Portal/News: Communities: Search Engine: Financial Data Pub.: Broadcasting/Music:	<b>Technology:</b> Hardware: Software: Specialty Equipment: Distributor:	<b>Services:</b> Payments/Markets: Consulting: Advertising/Mktg.: Outsourcing: Other:	<b>Retailing:</b> Retailer: Auctions: Tickets/Travel: Automobiles:	<b>Telecommunications:</b> Internet Service Provider: Web Site Services: Specialty Telecom:
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**TYPES OF BUSINESS:**

Online Marketing  
Search Engine Marketing  
Marketing Consulting

**BRANDS/DIVISIONS/AFFILIATES:**

Active International

**CONTACTS:** *Note: Officers with more than one job title may be intentionally listed here more than once.*

Alan S. Elkin, CEO  
Eric Larsen, COO  
Arthur Wagner, Pres.  
Elysa Gonzalez, Sr. VP-Mktg.  
Thomas Ruderman, Chief Human Resources Officer  
Lou Petreski, CIO/Sr. VP  
Richard E. Vendig, Chief Admin. Officer/Sec.  
Sharon P. Marshall, General Counsel  
Bill Georges, Exec. VP-Oper. & Sales  
Jim Porcarelli, Chief Strategy Officer  
Alan Brown, Exec. VP-Worldwide Media  
Barry M. Green, Exec. VP-Strategic Sales Dev.  
Peter Eio, Chmn.  
Fredrick Fuest, Pres., Int'l Div.

<b>Phone:</b> 845-735-1700	<b>Fax:</b> 845-735-0717
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<b>Toll-Free:</b> 800-448-7233
--------------------------------

<b>Address:</b> 1 Blue Hill Plz., Pearl River, NY 10965 US
--

**GROWTH PLANS/SPECIAL FEATURES:**

Active Media Services, Inc., doing business as Active International, is a corporate trading company and a provider of marketing and business services. The company uses a combination of cash and trade credits to buy assets, typically inventory, real estate, capital equipment and aged receivables from clients, who, in turn, use those trade credits to purchase services from Active. Active organizes its services in the following segments: media; retail marketing; travel; freight and logistics; music licensing; consumer insights; and working with suppliers. Its media services may be provided in conjunction with a client's original advertising and marketing agencies and consist of research, marketing and advertising services in national television; local broadcast television; print; digital media; out-of-home media from traditional media to digital signage; youth media; direct response, including telemarketing; Hispanic and multicultural media; and mobile communications. In the retail marketing category, it offers consulting services such as supply chain and logistics management; merchandising services including packaging and fulfillment; promotions; environments including showrooms and tradeshow booths; and media services. The company offers travel and meeting services such as hotel room reservations; meetings and event planning; incentive, recognition and loyalty program execution; and arrangements for cruises, resorts, special events and trade shows. Its freight and logistics services cover delivery channels; warehousing and distribution; supply chain consulting; inventory management; worldwide delivery and more. The company's music products include a digital music store, custom branded CDs, download promotions and gift cards. Its consumer insights division researches businesses, utilizing mystery shoppers, surveys, focus groups and anthropological studies to formulate business strategies. Lastly, the company builds relationships with suppliers in order to facilitate trades. Based in New York, Active has operations in North America, Latin America, Europe and Asia Pacific.

Active offers its employees medical, vision and dental coverage; a prescription drug plan; a 401(k) plan; an employee assistance program; an employee stock ownership plan; life insurance; long term disability; a college savings plan for children of employees; company discounts; tuition assistance; and health club reimbursement.

**FINANCIALS:** Sales and profits are in thousands of dollars—add 000 to get the full amount. 2009 Note: Financial information for 2009 was not available for all companies at press time.

2009 Sales: \$	2009 Profits: \$	<b>U.S. Stock Ticker:</b> Private <b>Int'l Ticker:</b> Int'l Exchange: Employees: Fiscal Year Ends: 6/30 Parent Company:
2008 Sales: \$	2008 Profits: \$	
2007 Sales: \$39,400	2007 Profits: \$	
2006 Sales: \$	2006 Profits: \$	
2005 Sales: \$	2005 Profits: \$	

**SALARIES/BENEFITS:**

Pension Plan:	ESOP Stock Plan: Y	Profit Sharing:	Top Exec. Salary: \$	Bonus: \$
Savings Plan: Y	Stock Purch. Plan:		Second Exec. Salary: \$	Bonus: \$

**OTHER THOUGHTS:**

Apparent Women Officers or Directors: 3  
Hot Spot for Advancement for Women/Minorities: Y

**LOCATIONS:** ("Y" = Yes)

West:	Southwest:	Midwest:	Southeast:	Northeast:	International:
				Y	Y

**ACXIOM CORP**

www.acxiom.com

Industry Group Code: 511210K Ranks within this company's industry group: Sales: 1 Profits: 5

<b>Financial Services:</b> Stock Brokerage: Mortgages/Loans: Banking: Insurance: Credit Cards:	<b>Information:</b> Portal/News: Communities: Search Engine: Financial Data Pub.: Broadcasting/Music:	<b>Technology:</b> Hardware: Software: Specialty Equipment: Distributor:	<b>Services:</b> Payments/Markets: Consulting: Advertising/Mktg.: Outsourcing: Other:	<b>Retailing:</b> Retailer: Auctions: Tickets/Travel: Automobiles:	<b>Telecommunications:</b> Internet Service Provider: Web Site Services: Specialty Telecom:
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**TYPES OF BUSINESS:**

Consumer Data Management  
Consumer Databases  
Consulting and Analytics  
Risk Mitigation Services  
CDI Technology  
Consumer Privacy Solutions

**BRANDS/DIVISIONS/AFFILIATES:**

PersonicX  
InfoBase-X  
Acxiom Access-X Express  
InsightIdentify  
Acxiom Information Security Services (AISS)  
Quinetix LLC  
Acxiom Digital  
Direct Marketing Services

**CONTACTS:** *Note: Officers with more than one job title may be intentionally listed here more than once.*

John A. Meyer, CEO  
John A. Adams, COO/Exec. VP  
John A. Meyer, Pres.  
Christopher W. Wolf, CFO  
Richard K. Howe, Sr. VP-Mktg.  
Cindy K. Childers, Sr. VP-Human Resources  
David R. Guzman, Sr. VP-IT Svcs.  
Jerry C. Jones, Chief Legal Officer/Sr. VP  
Cindy K. Childers, Corp. Comm.  
Martin D. Sunde, Sr. VP  
Michael Durham, Chmn.  
Shawn M. Donovan, Sr. VP-Global Sales

<b>Phone:</b> 501-342-1000	<b>Fax:</b> 501-342-3913
<b>Toll-Free:</b> 800-322-9466	
<b>Address:</b> 601 E. 3rd St., Little Rock, AR 72201 US	

**GROWTH PLANS/SPECIAL FEATURES:**

Acxiom Corp. is a customer information management firm that assists its clients in finding marketing solutions. Customer data integration (CDI) solutions include analyzing, optimizing, expanding and protecting a client's existing customer data. Data products include InfoBase-X, a database of U.S. telephone and consumer data; products that customize InfoBase-X such as PersonixX, which divides InfoBase into 70 segments based on demographics and consumer behavior; Acxiom Access-X Express, a data management tool for InfoBase; and others. Consulting and analytics solutions include diagnostic software, analytic consulting and other professional services to support existing customer information. Privacy services consist of privacy policy and compliance consultations. IT services include IT outsourcing, network management and other services, such as IT security. Direct marketing agency solutions include campaign and database management; direct mail and e-mail services; creative consultations; and CDI and analytics. Risk mitigation solutions include identification products to assist banks, investigators and credit unions prevent fraud loss and meet U.S.A. P.A.T.R.I.O.T. Act regulations, and investigation tools, as for debt collection or law enforcement agencies. Acxiom Information Security Services (AISS) provides criminal, civil and driving record background searches. Government solutions provides products that identify, locate and evaluate individuals for government service roles. Marketing-database solutions analyzes prospects and customers, designs, plans and manages campaigns and tracks results. Online Marketing Services assists clients in improving business through e-mail, search marketing and personalizing web sites. Acxiom's clients are mostly of Fortune 1000 finance, insurance, information services, direct marketing, publishing, retail and telecommunications companies. Recent acquisitions include the database marketing solutions division from ChoicePoint, Inc, and the direct marketing technology unit of Alvion, LLC. Additionally, the company recently acquired Direct Marketing Services.

Employees are offered health, dental and vision insurance; a health savings account; flexible spending account; an employee assistance program; short-and long-term disability; life insurance; pet insurance; education assistance; and adoption assistance.

**FINANCIALS:** Sales and profits are in thousands of dollars—add 000 to get the full amount. 2009 Note: Financial information for 2009 was not available for all companies at press time.

2009 Sales: \$1,276,573	2009 Profits: \$37,504
2008 Sales: \$1,384,079	2008 Profits: \$-7,780
2007 Sales: \$1,390,511	2007 Profits: \$67,873
2006 Sales: \$1,328,773	2006 Profits: \$61,775
2005 Sales: \$1,220,139	2005 Profits: \$67,918

**U.S. Stock Ticker:** ACXM  
**Int'l Ticker:** Int'l Exchange:  
Employees: 6,400  
Fiscal Year Ends: 3/31  
Parent Company:

**SALARIES/BENEFITS:**

Pension Plan:	ESOP Stock Plan:	Profit Sharing:	Top Exec. Salary: \$700,000	Bonus: \$726,411
Savings Plan: Y	Stock Purch. Plan: Y		Second Exec. Salary: \$400,000	Bonus: \$265,844

**OTHER THOUGHTS:**

**Apparent Women Officers or Directors:** 3  
**Hot Spot for Advancement for Women/Minorities:** Y

**LOCATIONS:** ("Y" = Yes)

West:	Southwest:	Midwest:	Southeast:	Northeast:	International:
Y	Y	Y	Y		Y

**ACXIOM DIGITAL**

www.acxiomdigital.com

Industry Group Code: 541810E Ranks within this company's industry group: Sales: Profits:

<b>Financial Services:</b> Stock Brokerage: Mortgages/Loans: Banking: Insurance: Credit Cards:	<b>Information:</b> Portal/News: Communities: Search Engine: Financial Data Pub.: Broadcasting/Music:	<b>Technology:</b> Hardware: Software: Specialty Equipment: Distributor:	<b>Services:</b> Payments/Markets: Consulting: Advertising/Mktg.: Outsourcing: Other:	<b>Retailing:</b> Retailer: Auctions: Tickets/Travel: Automobiles:	<b>Telecommunications:</b> Internet Service Provider: Web Site Services: Specialty Telecom:
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**TYPES OF BUSINESS:**

Direct Marketing E-Mail Services  
Search Engine Marketing Services  
Strategy & Analysis Services  
Data Management  
Web Development & Creative Design

**BRANDS/DIVISIONS/AFFILIATES:**

Digital Impact  
Acxiom Corporation  
IMPACT-X  
Transactional E-mail  
Kefta Dynamic Targeting  
Feedbuilder  
Field Marketing Consolidator  
CertifiedEmail

**CONTACTS:** *Note: Officers with more than one job title may be intentionally listed here more than once.*

Timothy J. Suther, Pres.  
Joelle Werich, Leader-Finance

**Phone:** 650-356-3400 **Fax:** 650-356-3410

**Toll-Free:** 800-491-9320

**Address:** 1051 Hillsdale Blvd., Ste. 400, Foster City, CA 94404  
US

**GROWTH PLANS/SPECIAL FEATURES:**

Acxiom Digital, formerly Digital Impact, is Acxiom Corporation's online direct marketing subsidiary. Acxiom Digital assists clients with the design, analysis, optimization and delivery of marketing communications across multiple channels, including e-mail, web sites, banners and other web display ads, mobile devices, TV, social media and direct mail. The company offers services in five areas: e-mail marketing, web site personalization, customer acquisition, search engine marketing and agency services. The firm provides these services primarily through proprietary technology, such as the IMPACT-X platform, which helps enterprise marketing groups design, send and analyze direct marketing communications through integrated campaign management and analytics. Other products and platforms include Transactional e-mail, which helps clients up-sell and cross-sell to their customers automatically based on previous transactions and provides managed, measured delivery of transactional e-mails; Kefta Dynamic Targeting for web site personalization; Feedbuilder, which helps manage the building and submitting of data for search indexes; Search Tools, which provides analysis of a company's position on search engines and tools for keyword verification; Field Marketing Consolidator, which helps manage marketing campaigns; an email deliverability solutions, which helps customize e-mails to navigate spam filters through improved address quality, list quality, ISP acceptance and inbox placement; and, through a partnership with GoodMail Systems, CertifiedEmail, a premium class of trusted e-mail that provides consumers a safe and easy way to identify authentic messages from legitimate senders. Acxiom Digital serves clients in the retail, financial services, telecommunications and technology sectors, among others.

**FINANCIALS:** Sales and profits are in thousands of dollars—add 000 to get the full amount. 2009 Note: Financial information for 2009 was not available for all companies at press time.

2009 Sales: \$  
2008 Sales: \$  
2007 Sales: \$  
2006 Sales: \$  
2005 Sales: \$45,000

2009 Profits: \$  
2008 Profits: \$  
2007 Profits: \$  
2006 Profits: \$  
2005 Profits: \$

**U.S. Stock Ticker: Subsidiary**

**Int'l Ticker:** Int'l Exchange:

Employees:

Fiscal Year Ends: 3/31

Parent Company: ACXIOM CORP

**SALARIES/BENEFITS:**

Pension Plan:

ESOP Stock Plan:

Profit Sharing:

Top Exec. Salary: \$

Bonus: \$79,830

Savings Plan:

Stock Purch. Plan:

Second Exec. Salary: \$

Bonus: \$

**OTHER THOUGHTS:**

**Apparent Women Officers or Directors:**

**Hot Spot for Advancement for Women/Minorities:**

**LOCATIONS: ("Y" = Yes)**

West:	Southwest:	Midwest:	Southeast:	Northeast:	International:
Y				Y	Y

**ADC TELECOMMUNICATIONS INC**

www.adc.com

Industry Group Code: 334210 Ranks within this company's industry group: Sales: 8 Profits: 8

<b>Financial Services:</b> Stock Brokerage: Mortgages/Loans: Banking: Insurance: Credit Cards:	<b>Information:</b> Portal/News: Communities: Search Engine: Financial Data Pub.: Broadcasting/Music:	<b>Technology:</b> Hardware: Software: Specialty Equipment: Distributor:	<b>Services:</b> Payments/Markets: Consulting: Advertising/Mktg.: Outsourcing: Other:	<b>Retailing:</b> Retailer: Auctions: Tickets/Travel: Automobiles:	<b>Telecommunications:</b> Internet Service Provider: Web Site Services: Specialty Telecom:
		Y			Y

**TYPES OF BUSINESS:**

Telecommunications Equipment  
Networking Systems  
Broadband Connectivity Products  
Equipment Services  
Systems Integration

**BRANDS/DIVISIONS/AFFILIATES:**

OmniReach FTTX Infrastructure Solutions  
Fiber Guide Raceway  
Century Man Communication  
RF Worx  
DSX1/3  
ADC Krone  
LGC Wireless

**CONTACTS:** *Note: Officers with more than one job title may be intentionally listed here more than once.*

Robert E. Switz, CEO  
Robert E. Switz, Pres.  
James G. Mathews, CFO/VP  
Hubert Shanne, VP-EMEA, Mktg. & Customer Service  
Laura N. Owen, VP-Human Resources  
Christopher Jurasek, CIO  
Mike Day, CTO  
Laura N. Owen, Chief Admin. Officer/VP  
Jeffery D. Pflaum, General Counsel/Sec./VP  
Mike Day, VP-Strategy  
Mike Smith, Dir.-Corp. Comm.  
Mark P. Borman, VP-Investor Rel./Treas.  
Bradley V. Crary, VP-Tax  
Kimberly Hartwell, VP-Americas Sales, Mktg. & Customer Service  
Richard B. Parran, VP/Pres., Network Solutions  
Patrick D. O'Brien, Pres., Connectivity Solutions  
Steven G. Nemitz, VP/Controller  
Robert E. Switz, Chmn.

**Phone:** 952-938-8080 **Fax:** 952-917-1717  
**Toll-Free:** 800-366-3889  
**Address:** 13625 Technology Dr., Eden Prairie, MN 55344 US

**FINANCIALS:** Sales and profits are in thousands of dollars—add 000 to get the full amount. 2009 Note: Financial information for 2009 was not available for all companies at press time.

2009 Sales: \$996,700  
2008 Sales: \$1,456,400  
2007 Sales: \$1,276,700  
2006 Sales: \$1,231,900  
2005 Sales: \$1,128,900

2009 Profits: \$-474,300  
2008 Profits: \$-41,900  
2007 Profits: \$106,300  
2006 Profits: \$65,700  
2005 Profits: \$98,800

**U.S. Stock Ticker:** ADCT  
**Int'l Ticker:** Int'l Exchange:  
Employees: 9,050  
Fiscal Year Ends: 10/31  
Parent Company:

**SALARIES/BENEFITS:**

Pension Plan: ESOP Stock Plan: Profit Sharing: Top Exec. Salary: \$742,415 Bonus: \$673,205  
Savings Plan: Stock Purch. Plan: Second Exec. Salary: \$329,231 Bonus: \$208,001

**OTHER THOUGHTS:**

**Apparent Women Officers or Directors:** 2  
**Hot Spot for Advancement for Women/Minorities:** Y

**LOCATIONS:** ("Y" = Yes)

West:	Southwest:	Midwest:	Southeast:	Northeast:	International:
		Y			Y

**GROWTH PLANS/SPECIAL FEATURES:**

ADC Telecommunications, Inc. is a provider of global network infrastructure products and services that enable the delivery of high-speed Internet, data, video and voice services to consumers and businesses worldwide. The company operates in three business segments: connectivity, network solutions and professional services. Connectivity is by far its largest segment, accounting for 77.2% of ADC's sales. ADC's connectivity devices are used in copper, coaxial, fiber-optic, wireless and broadcast communications networks. These products provide the physical interconnections between network components or access points into networks. These devices include DSX and DDF products, FTTX products, fiber distribution panels and frames, radio frequency digital management products, power distribution and protection panels, modular fiber-optic cable systems, structured cabling products and broadcast and entertainment products. ADC's network solutions services cover both in-building and outdoor services, and its wireline products (principally Soneplex and HiGain) enable communications service providers to deliver high capacity voice and data services over copper or optical facilities in the last mile/kilometer of communications networks. The company's professional services department helps operators plan, deploy and maintain networks, including cable, wireless and wireline networks. ADC serves markets such as broadcast and entertainment, global and local carriers, global original equipment manufacturers, government and wireless. ADC subsidiary ADC Krone is a global supplier of copper- and fiber-based connectivity solutions.

**ADOBE SYSTEMS INC**

www.adobe.com

Industry Group Code: 511210F Ranks within this company's industry group: Sales: 1 Profits: 1

<b>Financial Services:</b> Stock Brokerage: Mortgages/Loans: Banking: Insurance: Credit Cards:	<b>Information:</b> Portal/News: Communities: Search Engine: Financial Data Pub.: Broadcasting/Music:	<b>Technology:</b> Hardware: Software: Specialty Equipment: Distributor:	<b>Services:</b> Payments/Markets: Consulting: Advertising/Mktg.: Outsourcing: Other:	<b>Retailing:</b> Retailer: Auctions: Tickets/Travel: Automobiles:	<b>Telecommunications:</b> Internet Service Provider: Web Site Services: Specialty Telecom:
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**TYPES OF BUSINESS:**

Computer Software-Desktop & Publishing  
Document Management Software  
Photo Editing & Management Software  
Graphic Design Software

**BRANDS/DIVISIONS/AFFILIATES:**

Adobe Acrobat  
Adobe Flash Player  
Adobe Photoshop  
Adobe Creative Suite  
Macromedia Flash SDK  
YaWah ApS  
Omniture, Inc.  
Scene7 Inc

**CONTACTS:** *Note: Officers with more than one job title may be intentionally listed here more than once.*

Shantanu Narayen, CEO  
Shantanu Narayen, Pres.  
Mark Garrett, CFO/Exec. VP  
Ann Lewnes, Sr. VP-Corp. Mktg. & Comm.  
Donna Morris, Sr. VP-Human Resources  
Naresh Gupta, Managing Dir.-R&D, India  
Gerri Martin-Flickinger, CIO/Sr. VP  
Kevin Lynch, CTO  
Digby Horner, Sr. VP-Eng. Tech. Group  
Karen Cottle, General Counsel/Corp. Sec./Sr. VP  
Matthew Thompson, Sr. VP-Worldwide Field Oper.  
Paul Weiskopf, Sr. VP-Corp. Dev.  
Kevin Burr, VP-Corp. Affairs & Comm.  
Mike Saviage, VP-Investor Rel.  
John E. Warnock, Co-Chmn.  
Naresh Gupta, Sr. VP-Print & Classic Publishing Solutions Unit  
John Loiacono, Sr. VP-Creative Solutions Bus. Unit  
Charles M. Geschke, Co-Chmn.

<b>Phone:</b> 408-536-6000	<b>Fax:</b> 408-537-6000
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<b>Toll-Free:</b> 800-833-6687
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<b>Address:</b> 345 Park Ave., San Jose, CA 95110 US
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**GROWTH PLANS/SPECIAL FEATURES:**

Adobe Systems, Inc. is one of the largest software companies in the world. It offers a line of creative, business and mobile software and services used by creative professionals, designers, knowledge workers, high-end consumers, original equipment manufacturers, developers and enterprises for creating, managing, delivering and engaging with content and experiences across multiple operating systems, devices and media. The company operates in five segments: creative solutions; knowledge worker solutions (KWS); enterprise and developer solutions (EDS); mobile and device solutions (MDS); and other. Creative Solutions focuses primarily on professional creative clients such as graphic designers, production artists, writers and photographers. Products include Adobe After Effects Professional, Adobe Audition, Adobe Photoshop and Adobe Ultra. The KWS segment focuses on knowledge clients such as accountants, architects, educators, insurance underwriters and stock analysts. Products include Adobe Document Center and Adobe Acrobat Professional. The EDS segment works with corporate clients to make business processes more efficient and web applications more engaging for these firms. Products include Adobe LiveCycle Data Services ES and Adobe Output Designer. The MDS segment, though the continued relationships with organizations such as Verizon, Nokia and Sony/Ericsson, focuses on mobile devices. Products include Adobe Reader LE and Adobe Flash Lite. The other segment contains products and services that address market opportunities ranging from publishing to printing. The company has also integrated the eRez software, from the recent acquisition of imaging software provider YaWah ApS, into their Adobe Scene7 product suite. The company also recently acquired the web analytics company Omniture, Inc.

The firm offers its employees medical, dental and vision coverage; dependent and health care reimbursement accounts; home, auto and pet insurance; back-up child care; adoption assistance; commuter program; educational assistance program; employee discounts; a fitness program; and an employee assistance program.

**FINANCIALS:** Sales and profits are in thousands of dollars—add 000 to get the full amount. 2009 Note: Financial information for 2009 was not available for all companies at press time.

2009 Sales: \$2,945,853	2009 Profits: \$386,508
2008 Sales: \$3,579,889	2008 Profits: \$871,814
2007 Sales: \$3,157,881	2007 Profits: \$723,807
2006 Sales: \$2,575,300	2006 Profits: \$505,809
2005 Sales: \$1,966,321	2005 Profits: \$602,839

**U.S. Stock Ticker:** ADBE**Int'l Ticker:** Int'l Exchange:

Employees: 7,335

Fiscal Year Ends: 11/30

Parent Company:

**SALARIES/BENEFITS:**

Pension Plan:	ESOP Stock Plan:	Profit Sharing: Y	Top Exec. Salary: \$875,000	Bonus: \$1,257,812
Savings Plan: Y	Stock Purch. Plan: Y		Second Exec. Salary: \$504,167	Bonus: \$492,823

**OTHER THOUGHTS:**

Apparent Women Officers or Directors: 5

Hot Spot for Advancement for Women/Minorities: Y

**LOCATIONS:** ("Y" = Yes)

West: Y	Southwest:	Midwest:	Southeast:	Northeast: Y	International: Y
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**ADSTAR INC**

www.adstar.com

Industry Group Code: 541810E Ranks within this company's industry group: Sales: Profits:

<b>Financial Services:</b> Stock Brokerage: Mortgages/Loans: Banking: Insurance: Credit Cards:	<b>Information:</b> Portal/News: Communities: Search Engine: Financial Data Pub.: Broadcasting/Music:	<b>Technology:</b> Hardware: Software: Specialty Equipment: Distributor:	<b>Services:</b> Payments/Markets: Consulting: Advertising/Mktg.: Outsourcing: Other:	<b>Retailing:</b> Retailer: Auctions: Tickets/Travel: Automobiles:	<b>Telecommunications:</b> Internet Service Provider: Web Site Services: Specialty Telecom:
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**TYPES OF BUSINESS:**

Online Classifieds  
Advertising Software & Services  
Payment Processing Services

**BRANDS/DIVISIONS/AFFILIATES:**

Edgil Associates  
EdgCapture  
Mobile Dashboard

**CONTACTS:** *Note: Officers with more than one job title may be intentionally listed here more than once.*

Leslie Bernhard, CEO  
Jeff Baudo, COO/Sr. VP  
Leslie Bernhard, Pres.  
Jim Linesch, CFO  
Eli Rousso, CTO/Exec. VP  
Daniel Nadeau, VP-Software Eng.  
Eli Rousso, Sec.  
William Bernhard, VP-Oper.  
Eli Rousso, Treas.  
David Fabrizio, VP-Edgil Oper.  
Al Cortez, VP-Tech. Oper.

**Phone:** 310-577-8255      **Fax:** 310-577-8266

**Toll-Free:**

**Address:** 13428 Maxella Ave., #224, Marina del Rey, CA 90292  
US

**GROWTH PLANS/SPECIAL FEATURES:**

AdStar.com, Inc. is a provider of remote ad entry software for newspapers and advertisers. AdStar's proprietary software allows 24-hour-a-day access for customers to place classified ads, which promotes the profitability of the advertisements and saves newspapers time and money by reducing costs associated with errors from re-entering ads onto their computer systems. The firm operates on an Application Service Provider (ASP) model in which the firm contracts with publishers or third parties to design, implement, host, and manage the on-line ad-taking capabilities of web sites. Customers can select publications for ad placement, including both print and online media; compose and format ads using formats supported by each publication; preview the ad as it will appear in each publication; specify editions and scheduled publication dates; pay for ads using a credit or debit card; and electronically transfer ads to the selected publications. The firm offers products and services for advertising agencies such as authoring tools; management reports; pricing and billing; and auditing. Mobile Dashboard is AdStar's mobile advertising service, providing payment processing and campaign management services for advertisers who deliver content to mobile phones. Payment processes services are provided through the company's Edgil Associates subsidiary, one of the largest suppliers of automated payment processing services. Edgil's products include EdgCaptureis Edgil's payment processing product. The subsidiary also offered e-commerce services as well as electronic check processing.

**FINANCIALS:** Sales and profits are in thousands of dollars—add 000 to get the full amount. 2009 Note: Financial information for 2009 was not available for all companies at press time.

2009 Sales: \$	2009 Profits: \$
2008 Sales: \$	2008 Profits: \$
2007 Sales: \$4,760	2007 Profits: \$-3,310
2006 Sales: \$5,114	2006 Profits: \$-1,393
2005 Sales: \$5,239	2005 Profits: \$-1,090

**U.S. Stock Ticker:** ADST.OB**Int'l Ticker:** Int'l Exchange:

Employees:

Fiscal Year Ends: 12/31

Parent Company:

**SALARIES/BENEFITS:**

Pension Plan:	ESOP Stock Plan:	Profit Sharing:	Top Exec. Salary: \$	Bonus: \$
Savings Plan:	Stock Purch. Plan:		Second Exec. Salary: \$	Bonus: \$

**OTHER THOUGHTS:**

**Apparent Women Officers or Directors:**  
**Hot Spot for Advancement for Women/Minorities:** Y

**LOCATIONS:** ("Y" = Yes)

West:	Southwest:	Midwest:	Southeast:	Northeast:	International:
Y				Y	



**ADTRAN INC**

www.adtran.com

Industry Group Code: 334210 Ranks within this company's industry group: Sales: 10 Profits: 2

<b>Financial Services:</b> Stock Brokerage: Mortgages/Loans: Banking: Insurance: Credit Cards:	<b>Information:</b> Portal/News: Communities: Search Engine: Financial Data Pub.: Broadcasting/Music:	<b>Technology:</b> Hardware: Software: Specialty Equipment: Distributor:	<b>Services:</b> Payments/Markets: Consulting: Advertising/Mktg.: Outsourcing: Other:	<b>Retailing:</b> Retailer: Auctions: Tickets/Travel: Automobiles:	<b>Telecommunications:</b> Internet Service Provider: Web Site Services: Specialty Telecom:
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**TYPES OF BUSINESS:**

Carrier Networks  
Enterprise Networks

**BRANDS/DIVISIONS/AFFILIATES:**

Total Access 500  
Total Reach  
Total Access 300  
NetVanta

**CONTACTS:** *Note: Officers with more than one job title may be intentionally listed here more than once.*

Thomas R. Stanton, CEO  
James E. Matthews, CFO  
Gary Bolton, VP-Global Mktg.  
Kevin W. Schneider, CTO  
James E. Matthews, Sec.  
Michael Foliano, Sr. VP-Global Oper.  
James E. Matthews, Sr. VP-Finance/Treas.  
Jay Wilson, Sr. VP/Gen. Mgr.-Carrier Network Div.  
Rick Schansman, Sr. VP/Gen Mgr.-Enterprise Network Div.  
Thomas R. Stanton, Chmn.

**Phone:** 256-963-8000 **Fax:** 256-963-8030

**Toll-Free:** 800-923-8726

**Address:** 901 Explorer Blvd., Huntsville, AL 35806 US

**GROWTH PLANS/SPECIAL FEATURES:**

ADTRAN, Inc. develops and provides access solutions for communications networks for use across Internet protocol (IP), ATM and TDM architectures, in both wireline and wireless network applications. The company's solutions enable voice, data, video and Internet communications across copper, fiber and wireless networks. ADTRAN operates in two segments: Carrier networks, which accounted for 78.3% of net sales in 2008, and enterprise networks, which accounted for 21.7% of revenue in 2008. The carrier networks division caters to service providers with products that deliver voice, data and video services from their equipment to a customer's premises. The enterprise networks division provides products used by enterprise customers to construct voice, data and video networks within an enterprise customer's site or distributed sites. ADTRAN sells over 1,700 high-speed network access and communications devices. All of the company's products are used to link end-user subscribers to a local service provider, and can be used in copper, fiber or wireless networks. Products fall into three categories: carrier systems; business networking; and loop access. Carrier systems include broadband access, optical access and Internetworking product lines, as well as the Total Access 500 multi service access and aggregation platform. The business networking category includes Integrated Access Devices (IADs) and Internetworking products such as IP Business Gateways and the NetVanta product line. The loop access category includes products such as Digital Data Service (DDS), Integrated Services Digital Network (Total Reach) products and High bit-rate Digital Subscriber Line (HDSL) products including Total Access 3000.

Employees are offered medical, dental and vision insurance; life insurance; short-and long-term disability coverage; flexible spending accounts; an employee assistance program; onsite medical services; a 401(k) plan; education assistance; and computer purchase assistance.

**FINANCIALS:** Sales and profits are in thousands of dollars—add 000 to get the full amount. 2009 Note: Financial information for 2009 was not available for all companies at press time.

2009 Sales: \$484,185	2009 Profits: \$74,221
2008 Sales: \$500,676	2008 Profits: \$78,581
2007 Sales: \$476,778	2007 Profits: \$76,335
2006 Sales: \$472,708	2006 Profits: \$78,333
2005 Sales: \$513,215	2005 Profits: \$101,150

**U.S. Stock Ticker:** ADTN

**Int'l Ticker:** Int'l Exchange:

Employees: 1,606

Fiscal Year Ends: 12/31

Parent Company:

**SALARIES/BENEFITS:**

Pension Plan: ESOP Stock Plan: Profit Sharing: Top Exec. Salary: \$451,237 Bonus: \$15,672  
Savings Plan: Y Stock Purch. Plan: Second Exec. Salary: \$448,850 Bonus: \$62,839

**OTHER THOUGHTS:**

Apparent Women Officers or Directors:  
Hot Spot for Advancement for Women/Minorities:

**LOCATIONS:** ("Y" = Yes)

West:	Southwest:	Midwest:	Southeast: Y	Northeast:	International: Y
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**ADVANCED BOOK EXCHANGE INC**

www.abebooks.com

Industry Group Code: 451211E Ranks within this company's industry group: Sales: Profits:

<b>Financial Services:</b> Stock Brokerage: Mortgages/Loans: Banking: Insurance: Credit Cards:	<b>Information:</b> Portal/News: Communities: Search Engine: Financial Data Pub.: Broadcasting/Music:	<b>Technology:</b> Hardware: Software: Specialty Equipment: Distributor:	<b>Services:</b> Payments/Markets: Y Consulting: Advertising/Mktg.: Outsourcing: Y Other:	<b>Retailing:</b> Retailer: Y Auctions: Tickets/Travel: Automobiles:	<b>Telecommunications:</b> Internet Service Provider: Web Site Services: Specialty Telecom:
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**TYPES OF BUSINESS:**

Online Book Sales  
Book Inventory & Order Management

**BRANDS/DIVISIONS/AFFILIATES:**

AbeBooks.com  
AbeBooks.de  
AbeBooks.fr  
AbeBooks.co.uk  
Fillz.com  
IberLibros.com  
HomeBase

**CONTACTS:** *Note: Officers with more than one job title may be intentionally listed here more than once.*

Hannes Blum, CEO  
Boris Wertz, COO  
Hannes Blum, Pres.  
John Chase, CFO  
Jayson Minard, CIO  
Laura-Lea Berna, VP-Oper.  
Richard Davies, Mgr.-Public Rel. & Publicity  
Christoph Braun, Chmn.

<b>Phone:</b> 250-412-3258	<b>Fax:</b> 250-475-6014
<b>Toll-Free:</b>	
<b>Address:</b> 655 Tyee Rd., Ste. 500, Victoria, BC V9A 6X5 Canada	

**FINANCIALS:** Sales and profits are in thousands of dollars—add 000 to get the full amount. 2009 Note: Financial information for 2009 was not available for all companies at press time.

2009 Sales: \$	2009 Profits: \$	<b>U.S. Stock Ticker:</b> Subsidiary <b>Int'l Ticker:</b> Int'l Exchange: Employees: Fiscal Year Ends: 12/31 Parent Company: AMAZON.COM INC
2008 Sales: \$	2008 Profits: \$	
2007 Sales: \$	2007 Profits: \$	
2006 Sales: \$	2006 Profits: \$	
2005 Sales: \$	2005 Profits: \$	

**SALARIES/BENEFITS:**

Pension Plan:	ESOP Stock Plan:	Profit Sharing:	Top Exec. Salary: \$	Bonus: \$
Savings Plan:	Stock Purch. Plan:		Second Exec. Salary: \$	Bonus: \$

**OTHER THOUGHTS:**

Apparent Women Officers or Directors: 1  
Hot Spot for Advancement for Women/Minorities:

**LOCATIONS:** ("Y" = Yes)

West:	Southwest:	Midwest:	Southeast:	Northeast:	International:
Y					Y

**GROWTH PLANS/SPECIAL FEATURES:**

Advanced Book Exchange, Inc. (AbeBooks), a subsidiary of Amazon.com, is one of the world's largest online marketers of new, used, out-of-print and rare books. Its web site features over 110 million books offered through more than 13,500 independent book dealers, who pay a membership fee of \$25 to \$300 per month to have their products made available to individuals around the world. These services are offered in multiple languages through the company's international web sites: Abebooks.de for German language books, abebooks.fr for French language books, and iberlibro.com for Spanish language books. The firm also operates two sites for English speakers, AbeBooks.com and AbeBooks.co.uk. Combined, its web sites sell up to 25,000 books daily. Besides book marketing services, the firm provides HomeBase and HomeBase 2.3 software, which offers booksellers inventory management and book listing assistance. The firm also offers IberLibro.com, an online platform for used and antiquarian books in the Spanish-speaking community; BookFinder.com, a shopping service that allows book buyers to search over 100 million used, new, rare and out-of-print books from thousands of booksellers; and Fillz.com an online inventory management and order fulfillment company.

**AFFILIATED COMPUTER SERVICES INC**

www.acs-inc.com

Industry Group Code: 541513 Ranks within this company's industry group: Sales: 6 Profits: 5

<b>Financial Services:</b> Stock Brokerage: Mortgages/Loans: Y Banking: Insurance: Credit Cards:	<b>Information:</b> Portal/News: Communities: Search Engine: Financial Data Pub.: Broadcasting/Music:	<b>Technology:</b> Hardware: Software: Specialty Equipment: Distributor:	<b>Services:</b> Payments/Markets: Y Consulting: Advertising/Mktg.: Outsourcing: Y Other:	<b>Retailing:</b> Retailer: Auctions: Tickets/Travel: Automobiles:	<b>Telecommunications:</b> Internet Service Provider: Web Site Services: Specialty Telecom:
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**TYPES OF BUSINESS:**

IT Consulting  
Loan Processing Services  
Systems Integration  
Human Resources Services  
IT Outsourcing  
Business Process Outsourcing

**BRANDS/DIVISIONS/AFFILIATES:**

e-Services Group International  
ACS OneStop  
Buck Consultants  
Anix  
Pharm/DUR Inc.  
Xerox Corp

**CONTACTS:** *Note: Officers with more than one job title may be intentionally listed here more than once.*

Lynn Blodgett, CEO  
Tom Burlin, COO/Exec. VP-Gov't Solutions  
Lynn Blodgett, Pres.  
Kevin Kyser, CFO/Exec. VP  
Lora Villarreal, Chief People Officer/Exec. VP  
Tas Panos, General Counsel/Exec. VP/Corp. Sec.  
John Rexford, Exec. VP-Corp. Dev.  
Jon Puckett, Investor Rel.  
Laura Rossi, Chief Acct. Officer/Sr. VP  
Ann Vezina, Exec. VP/Pres., Commercial Solutions  
Connie Harvey, Exec. VP/Pres., Bus. Process Outsourcing  
Derrell James, Exec. VP/Pres., IT Outsourcing Solutions  
David Amoriell, Exec. VP/Pres., Transportation Solutions  
Darwin Deason, Chmn.

<b>Phone:</b> 214-841-6111	<b>Fax:</b> 214-823-9369
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**Toll-Free:**

<b>Address:</b> 2828 N. Haskell Ave., Dallas, TX 75204 US
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**GROWTH PLANS/SPECIAL FEATURES:**

Affiliated Computer Services, Inc. (ACS) is a provider of business process outsourcing and IT (information technology) services to commercial and government clients. The company operates in two segments: commercial and government. Through the commercial segment, which generates approximately 60% of its revenues, ACS provides business process outsourcing, systems integration services and consulting services to a variety of commercial clients. The commercial segment is focused on markets including communications and consumer goods; healthcare; transportation; consumer goods and services; and financial services, which includes education services. ACS' solutions for the commercial segment include IT services; human capital management; finance and accounting; customer care; transaction processing; payment services; and commercial education. Services in the government market, which represents approximately 40% of the company's revenues, include technology and business process based services with a focus on transaction processing, child support payment processing, electronic toll collection, traffic violations processing, program management services (such as Medicaid fiscal agent services) and student loan processing services. While ACS serves customers in over 100 countries, approximately 92% of its revenue for 2009 was derived from domestic clients. In March 2009, the company acquired Caribbean firm e-Services Group International for \$85 million. In April 2009, the company introduced a higher education product, ACS OneStop, a collection of financial aid, loan, customized call center, accounting, managed technology and human resources services. Also in April 2009, subsidiary Buck Consultants launched a consulting service that focuses on providing employers with ideas for environmentally friendly office practices. The same year, the company acquired U.K. company Anix for \$51 million as well as pharmacy audit firm Pharm/DUR Inc. In September 2009, the firm agreed to be acquired by Xerox Corporation for \$6.4 billion.

ACS offers its employees medical, dental, vision, life and disability insurance.

**FINANCIALS:** Sales and profits are in thousands of dollars—add 000 to get the full amount. 2009 Note: Financial information for 2009 was not available for all companies at press time.

2009 Sales: \$6,523,164	2009 Profits: \$349,943
2008 Sales: \$6,160,550	2008 Profits: \$329,010
2007 Sales: \$5,772,479	2007 Profits: \$253,090
2006 Sales: \$5,353,661	2006 Profits: \$358,806
2005 Sales: \$4,351,159	2005 Profits: \$409,569

**U.S. Stock Ticker:** ACS**Int'l Ticker:** Int'l Exchange:

Employees: 74,000  
Fiscal Year Ends: 6/30  
Parent Company:

**SALARIES/BENEFITS:**

Pension Plan:	ESOP Stock Plan:	Profit Sharing:	Top Exec. Salary: \$1,013,491	Bonus: \$1,228,555
Savings Plan: Y	Stock Purch. Plan: Y		Second Exec. Salary: \$845,769	Bonus: \$821,100

**OTHER THOUGHTS:**

Apparent Women Officers or Directors: 5  
Hot Spot for Advancement for Women/Minorities: Y

**LOCATIONS:** ("Y" = Yes)

West:	Southwest:	Midwest:	Southeast:	Northeast:	International:
Y	Y	Y	Y	Y	Y

**AG INTERACTIVE INC**

www.aginteractive.com

Industry Group Code: 454113 Ranks within this company's industry group: Sales: Profits:

<b>Financial Services:</b> Stock Brokerage: Mortgages/Loans: Banking: Insurance: Credit Cards:	<b>Information:</b> Portal/News: Y Communities: Y Search Engine: Financial Data Pub.: Broadcasting/Music:	<b>Technology:</b> Hardware: Software: Specialty Equipment: Distributor:	<b>Services:</b> Payments/Markets: Consulting: Advertising/Mktg.: Y Outsourcing: Other: Y	<b>Retailing:</b> Retailer: Auctions: Tickets/Travel: Automobiles:	<b>Telecommunications:</b> Internet Service Provider: Web Site Services: Specialty Telecom:
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**TYPES OF BUSINESS:**

Online Greeting Cards  
Wallpapers & Screensavers  
Online Invitations  
Avatars  
Emoticons, Winks & Expressions  
Instant Messaging Desktop Backgrounds  
Mobile Wallpapers  
Reminders

**BRANDS/DIVISIONS/AFFILIATES:**

American Greetings Corp  
AG Intellectual Property Group  
Bluemountain.com  
WebShots.com  
PhotoWorks.com

**CONTACTS:** *Note: Officers with more than one job title may be intentionally listed here more than once.*

Michael Waxman-Lenz, CFO/Sr. VP  
James Chou, CTO/Sr. VP  
Josef Mandelbaum, CEO-Intellectual Properties, American Greetings

**Phone:** 216-889-5000      **Fax:** 216-889-5371

**Toll-Free:**

**Address:** 1 American Rd., Cleveland, OH 44144 US

**GROWTH PLANS/SPECIAL FEATURES:**

AG Interactive, Inc. (AGI) offers online greetings; photo sharing and customized printing services; and other personalized digital content through a network of web sites including AmericanGreetings.com, BlueMountain.com, PhotoWorks.com and Webshots.com. AGI is a subsidiary of American Greetings Corp., part of its AG Intellectual Property Group, which includes AGI, other entertainment businesses and inbound and outbound licensing. Customers may purchase single items or an annual subscription that allows them unlimited use of the company's e-card and photo customizing services for \$15.99 and \$19.99 respectively. In 2009, the firm's paid subscriptions numbered 4.1 million. Besides subscription fees, AGI generates sales from advertising. Millions of cell phone and instant messenger users utilize the company's products. Users can choose typical online messages or create personalized cards designed to be printed on standard laser or inkjet printers or create customized gifts such as T-shirts and coffee mugs with their digital photos. Besides e-cards and gifts, AGI's products include avatars, male and female images that can be personalized through costumes, clothing, accessories and hairstyles and that can respond to customers' emotions and expressions; emoticons, winks and expressions; active backgrounds for instant messaging desktops; screensavers and wallpapers; mobile wallpapers; reminders, an online notification service of holidays, events and other dates personalized by the users; and online invitations.

**FINANCIALS:** Sales and profits are in thousands of dollars—add 000 to get the full amount. 2009 Note: Financial information for 2009 was not available for all companies at press time.

2009 Sales: \$	2009 Profits: \$
2008 Sales: \$	2008 Profits: \$
2007 Sales: \$	2007 Profits: \$
2006 Sales: \$	2006 Profits: \$
2005 Sales: \$57,500	2005 Profits: \$

**U.S. Stock Ticker: Subsidiary**

**Int'l Ticker:** Int'l Exchange:

Employees:

Fiscal Year Ends: 2/28

Parent Company: AMERICAN GREETINGS CORP

**SALARIES/BENEFITS:**

Pension Plan:	ESOP Stock Plan:	Profit Sharing:	Top Exec. Salary: \$	Bonus: \$494,107
Savings Plan:	Stock Purch. Plan:		Second Exec. Salary: \$	Bonus: \$

**OTHER THOUGHTS:**

Apparent Women Officers or Directors: 1  
Hot Spot for Advancement for Women/Minorities: Y

**LOCATIONS: ("Y" = Yes)**

West:	Southwest:	Midwest: Y	Southeast:	Northeast:	International:
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**AGENCY.COM LTD**

www.agency.com

Industry Group Code: 541810E Ranks within this company's industry group: Sales: Profits:

<b>Financial Services:</b> Stock Brokerage: Mortgages/Loans: Banking: Insurance: Credit Cards:	<b>Information:</b> Portal/News: Communities: Search Engine: Financial Data Pub.: Broadcasting/Music:	<b>Technology:</b> Hardware: Software: Specialty Equipment: Distributor:	<b>Services:</b> Payments/Markets: Consulting: Advertising/Mktg.: Outsourcing: Other:	<b>Retailing:</b> Retailer: Auctions: Tickets/Travel: Automobiles:	<b>Telecommunications:</b> Internet Service Provider: Web Site Services: Specialty Telecom:
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**TYPES OF BUSINESS:**

Internet-Focused Marketing Services  
Web Site Development  
Testing & Research Services  
e-Commerce Systems  
Direct Marketing Services  
Online Advertising  
Networking Services

**BRANDS/DIVISIONS/AFFILIATES:**

Omnicom Group Inc

**CONTACTS:** *Note: Officers with more than one job title may be intentionally listed here more than once.*

Chan Suh, CEO  
Joe Eldridge, COO  
Rob Elliot, CFO  
Stuart Hemmings, Dir.-Tech.  
Kenneth Trush, Exec. VP-Oper.  
Warren McKenna, Dir.-Bus. Dev.  
Riccardo Zane, Pres., New York  
Jordan Warren, Pres., San Francisco  
Kathleen Flynn, Pres., Chicago  
Marc Huijbregts, Managing Dir.-Amsterdam  
Chan Suh, Chmn.  
Andy Hobsbawm, Chmn.-Europe

<b>Phone:</b> 212-358-2600	<b>Fax:</b> 212-358-2604
<b>Toll-Free:</b>	
<b>Address:</b> 488 Madison Ave., 4th Fl., New York, NY 10022 US	

**FINANCIALS:** Sales and profits are in thousands of dollars—add 000 to get the full amount. 2009 Note: Financial information for 2009 was not available for all companies at press time.

2009 Sales: \$	2009 Profits: \$	<b>U.S. Stock Ticker:</b> Subsidiary <b>Int'l Ticker:</b> Int'l Exchange: Employees: Fiscal Year Ends: 12/31 Parent Company: OMNICO GROUP INC
2008 Sales: \$	2008 Profits: \$	
2007 Sales: \$	2007 Profits: \$	
2006 Sales: \$	2006 Profits: \$	
2005 Sales: \$94,500	2005 Profits: \$	

**SALARIES/BENEFITS:**

Pension Plan:	ESOP Stock Plan:	Profit Sharing:	Top Exec. Salary: \$	Bonus: \$340,738
Savings Plan:	Stock Purch. Plan:		Second Exec. Salary: \$	Bonus: \$

**OTHER THOUGHTS:**

Apparent Women Officers or Directors: 1  
Hot Spot for Advancement for Women/Minorities:

**LOCATIONS:** ("Y" = Yes)

West:	Southwest:	Midwest:	Southeast:	Northeast:	International:
Y		Y		Y	Y

**GROWTH PLANS/SPECIAL FEATURES:**

Agency.com, Ltd., a subsidiary of Omnicom Group, Inc., is an interactive marketing and technology agency that builds customer-focused web sites, intranets and extranets, supported by interactive marketing and advertising campaigns. Its services are separated into three categories: Interactive Marketing; Web Development; and Emerging Channels. Interactive Marketing offerings include marketing strategy, the heart of the campaign; interactive advertising creative, which develops interactive web-based advertising to attract and maintain customer attention; media planning and buying; search engine marketing; e-mail marketing; viral campaigns & promotion, which develops and implements grassroots campaigns to spread advertising buzz; and analytics and optimization. The Web Development category includes strategic planning, identifying the business' vision and goals; analytics & customer research; information architecture; web design & development, the firm's original service; content management & technology solutions, including advice for internal content development; intranets & portals, focusing on usability; and quality assurance. The Emerging Channels category helps companies advertise in new mediums such as indoor and outdoor digital displays; mobile phones; kiosks; and interactive television. Agency's list of clients includes Ask.com; Nissan; Discovery Networks; eBay; Grainger; Dulux; Bacardi; Barrie Pace; and 3M.

**AKAMAI TECHNOLOGIES INC**

www.akamai.com

Industry Group Code: 518210 Ranks within this company's industry group: Sales: 4 Profits: 2

<b>Financial Services:</b> Stock Brokerage: Mortgages/Loans: Banking: Insurance: Credit Cards:	<b>Information:</b> Portal/News: Communities: Search Engine: Financial Data Pub.: Broadcasting/Music:	<b>Technology:</b> Hardware: Software: Specialty Equipment: Distributor:	<b>Services:</b> Payments/Markets: Consulting: Advertising/Mktg.: Outsourcing: Other:	<b>Retailing:</b> Retailer: Auctions: Tickets/Travel: Automobiles:	<b>Telecommunications:</b> Internet Service Provider: Web Site Services: Specialty Telecom:
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**TYPES OF BUSINESS:**

Online Information Service-Streaming Content  
e-Business Software  
Web Analytics  
Online Content Distribution Support Services

**BRANDS/DIVISIONS/AFFILIATES:****CONTACTS:** *Note: Officers with more than one job title may be intentionally listed here more than once.*

Paul Sagan, CEO  
Paul Sagan, Pres.  
J. D. Sherman, CFO  
Robert W. Hughes, Exec. VP-Global Sales, Svcs. & Mktg.  
Debra L. Canner, Sr. VP-Human Resources  
Tom Leighton, Chief Scientist  
Michael M. Afergan, CTO  
Harald Prokop, Sr. VP-Eng.  
Melanie Haratunian, General Counsel/Sr. VP/Corp. Sec.  
Robert Blumofe, Sr. VP-Oper. & Networks  
Robert Wood, Chief Dev. Officer/VP  
Jeff Young, Dir.-Corp. Comm.  
Sandy Smith, Dir.-Investor Rel.  
Chris Schoettle, Exec. VP-Prod.  
George Conrades, Chmn.

**Phone:** 617-444-3000 **Fax:** 617-444-3001**Toll-Free:** 877-425-2624**Address:** 8 Cambridge Ctr., Cambridge, MA 02142-1401 US**GROWTH PLANS/SPECIAL FEATURES:**

Akamai Technologies, Inc. is a software and Internet content company that provides enterprise and government clients with e-business infrastructure services, enabling them to deliver web content and applications such as ads, video and other content at higher speeds and with greater reliability. Akamai's distribution network is one of the largest in the world, consisting of 48,000 servers within 1,000 networks in over 70 countries, handling tens of billions of web interactions each day. Service offerings are broadly grouped into five areas: Application Performance Solutions; Digital Asset Solutions; Dynamic Site Solutions; Site Intelligence Offerings; and Custom Solutions. Application Performance Solutions are designed to improve the performance of dynamic applications used by enterprises to connect with their employees, suppliers and customers, with a particular focus on portal applications and other web-based systems. Digital Asset Solutions allow customers to execute large file management and distribution strategies while improving end-user experience and reducing the costs associated with Internet-related infrastructure. Dynamic Site Solutions help to accelerate business-to-consumer web sites that integrate rich, collaborative content and applications within their online architecture, allowing for greater process optimization as well as localization and customization of content. Site Intelligence Offerings encompass network data feeds and web site analytics, giving clients real time access to data regarding the performance of their sites. Custom Solutions include a range of individualized services, such as facilitating content delivery behind firewalls and supporting mission-critical applications relying on intranets. In 2008, the firm launched its Advertising Decision Solutions (ADS) service, which provides information to help online advertisers better target potential customers.

Akamai offers its employees medical, dental and vision coverage; life and disability insurance; group home and auto insurance; educational assistance; an employee assistance plan; maternity and paternity leave; a pre-tax commuter benefit; an employee stock purchase plan; and a 401(k) savings plan, among other benefits.

**FINANCIALS:** Sales and profits are in thousands of dollars—add 000 to get the full amount. 2009 Note: Financial information for 2009 was not available for all companies at press time.

2009 Sales: \$859,773	2009 Profits: \$145,913
2008 Sales: \$790,924	2008 Profits: \$212,264
2007 Sales: \$636,406	2007 Profits: \$100,967
2006 Sales: \$428,672	2006 Profits: \$57,401
2005 Sales: \$283,115	2005 Profits: \$327,998

**U.S. Stock Ticker:** AKAM**Int'l Ticker:** Int'l Exchange:

Employees: 1,500

Fiscal Year Ends: 12/31

Parent Company:

**SALARIES/BENEFITS:**

Pension Plan:	ESOP Stock Plan:	Profit Sharing:	Top Exec. Salary: \$524,987	Bonus: \$315,000
Savings Plan: Y	Stock Purch. Plan:		Second Exec. Salary: \$417,118	Bonus: \$124,500

**OTHER THOUGHTS:**

Apparent Women Officers or Directors: 5  
Hot Spot for Advancement for Women/Minorities: Y

**LOCATIONS:** ("Y" = Yes)

West:	Southwest:	Midwest:	Southeast:	Northeast:	International:
Y	Y	Y	Y	Y	Y

**AKQA INC**

www.akqa.com

Industry Group Code: 541810E Ranks within this company's industry group: Sales: Profits:

<b>Financial Services:</b> Stock Brokerage: Mortgages/Loans: Banking: Insurance: Credit Cards:	<b>Information:</b> Portal/News: Communities: Search Engine: Financial Data Pub.: Broadcasting/Music:	<b>Technology:</b> Hardware: Software: Specialty Equipment: Distributor:	<b>Services:</b> Payments/Markets: Consulting: Advertising/Mktg.: Outsourcing: Other:	<b>Retailing:</b> Retailer: Auctions: Tickets/Travel: Automobiles:	<b>Telecommunications:</b> Internet Service Provider: Web Site Services: Specialty Telecom:
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**TYPES OF BUSINESS:**

Online Marketing  
E-Mail Marketing  
Web Site Design  
Web Site Hosting

**BRANDS/DIVISIONS/AFFILIATES:****CONTACTS:** *Note: Officers with more than one job title may be intentionally listed here more than once.*

Tom Bedecarre, CEO  
Jim Rossman, COO  
Jim Rossman, Pres.  
Lester Fientuck, CFO  
Ajaz Ahmed, Chmn.  
Ho Chee Yue, Managing Dir.-Singapore

<b>Phone:</b> 415-645-9400	<b>Fax:</b> 415-645-9420
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**Toll-Free:**

<b>Address:</b> 118 King St., 6th Fl., San Francisco, CA 94107 US
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**GROWTH PLANS/SPECIAL FEATURES:**

A.K.Q.A., Inc. is a digital advertising firm with locations in San Francisco, New York, Washington, D.C., London, Amsterdam and Shanghai. The company creates web sites, conducts e-mail marketing campaigns and produces online interactive advertising. Additionally, the firm offers web site hosting services to clients. A.K.Q.A. has worked with media such as feature films, mobile phones, kiosks, digital organizers, DVDs and interactive TV. A.K.Q.A. Mobile works with clients to create digital products, services and content for the mobile platform. A.K.Q.A. Search provides search engine optimization and marketing. Clients include ESPN, VolksWagon, Smirnoff, Unilever, X-Box, Coca-Cola, Nike, Fiat, Ferrari, McDonalds, Visa; Target; and the United States Postal Service (USPS). Among the company's most notable achievements is the design of Microsoft's X-Box 360 console interface. The firm also offers AKQA Film, a distributor and creator of digital programming, aimed at independent projects.

**FINANCIALS:** Sales and profits are in thousands of dollars—add 000 to get the full amount. 2009 Note: Financial information for 2009 was not available for all companies at press time.

2009 Sales: \$	2009 Profits: \$
2008 Sales: \$	2008 Profits: \$
2007 Sales: \$221,500	2007 Profits: \$
2006 Sales: \$	2006 Profits: \$
2005 Sales: \$52,000	2005 Profits: \$

**U.S. Stock Ticker:** Private  
**Int'l Ticker:** Int'l Exchange:  
Employees:  
Fiscal Year Ends:  
Parent Company:

**SALARIES/BENEFITS:**

Pension Plan:	ESOP Stock Plan:	Profit Sharing:	Top Exec. Salary: \$	Bonus: \$
Savings Plan:	Stock Purch. Plan:		Second Exec. Salary: \$	Bonus: \$

**OTHER THOUGHTS:**

**Apparent Women Officers or Directors:**  
**Hot Spot for Advancement for Women/Minorities:**

**LOCATIONS:** ("Y" = Yes)

West:	Southwest:	Midwest:	Southeast:	Northeast:	International:
Y				Y	Y

**ALCATEL-LUCENT**

www.alcatel-lucent.com

Industry Group Code: 334210 Ranks within this company's industry group: Sales: 1 Profits: 13

<b>Financial Services:</b> Stock Brokerage: Mortgages/Loans: Banking: Insurance: Credit Cards:	<b>Information:</b> Portal/News: Communities: Search Engine: Financial Data Pub.: Broadcasting/Music:	<b>Technology:</b> Hardware: Software: Specialty Equipment: Distributor:	<b>Services:</b> Payments/Markets: Consulting: Advertising/Mktg.: Outsourcing: Other:	<b>Retailing:</b> Retailer: Auctions: Tickets/Travel: Automobiles:	<b>Telecommunications:</b> Internet Service Provider: Web Site Services: Specialty Telecom:
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**TYPES OF BUSINESS:**

Telecommunications Equipment Manufacturer  
 Telecommunications Software & Information Systems  
 Digital Switching Equipment  
 Optical Networking Equipment  
 Communications Convergence Solutions  
 Wireless Access & Transmission Equipment  
 Network Management  
 Consulting Services

**BRANDS/DIVISIONS/AFFILIATES:**

Lucent Technologies Inc  
 Motive Inc  
 Conseros  
 SDE Software Development Engineering GmbH  
 Bell Labs  
 Alcatel USA, Inc.  
 Thales SA  
 Hewlett-Packard Co (HP)

**CONTACTS:** *Note: Officers with more than one job title may be intentionally listed here more than once.*

Ben Verwaayen, CEO  
 Paul Tufano, CFO/Exec. VP  
 Kenneth Frank, Pres, Solutions & Mktg./Exec. VP  
 Claire Pedini, Exec. VP-Human Resources  
 Steve Reynolds, General Counsel  
 Michel Rahier, Exec. VP/Pres., Oper.  
 Rajeev Singh-Molares, Sr. VP-Strategy & Corp. Dev.  
 Caroline Guillaumin, Sr. VP-Corp. Comm.  
 Sean Dolan, Pres., Asia Pacific & China  
 Robert Vrij, Exec. VP/Pres., Americas  
 Philippe Keryer, Exec. VP/Head-Carrier Business Group  
 Andy Williams, Exec. VP/Head-Svcs. Group  
 Philippe Camus, Chmn.  
 Adolfo Hernandez, Pres., EMEA

<b>Phone:</b> 33-1-40-76-10-10	<b>Fax:</b> 33-1-40-76-14-00
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**Toll-Free:**

<b>Address:</b> 54 rue de la Boetie, Paris, 75008 France
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**GROWTH PLANS/SPECIAL FEATURES:**

Alcatel-Lucent provides solutions that enable service providers, enterprises and governments worldwide to deliver voice, data and video communication services to end-users. A leader in fixed, mobile and converged broadband networking, IP technologies, applications and services, Alcatel-Lucent offers end-to-end solutions that enable communications services for residential, business and mobile customers in more than 130 countries. The company has four reporting segments: Applications Software, Carrier, Enterprise and Services. The Applications Software group develops software application solutions for service providers and businesses, with a focus on mobile and connected device markets. The Carrier product group provides fixed, wireless and convergent service providers with communications solutions. The Enterprise business group offers communications solutions to business and the industry and public market sector, focusing on unified communication, contact center, IP telephony, IP address and performance management software and security solutions. The Services business group designs, deploys, manages and maintains networks worldwide and supports some of the world's largest service providers with consultation, design, integration, deployment, operation and maintenance services. Alcatel-Lucent runs Bell Laboratories, a leading technology research and development laboratory in the communications sector. Bell Laboratories also develops prototype devices and conducts research in areas such as nanotechnology, computer science and algorithms. Alcatel-Lucent operates in three geographic regional groups: Americas; Asia Pacific and China; and Europe, Middle East and Africa. In October 2008, Alcatel-Lucent's subsidiary Lucent Technologies acquired Motive, Inc., a provider of service management software. In January 2009, Genesys Telecommunications Laboratories, another subsidiary, acquired Conseros, a business application software company; and SDE Software Development Engineering GmbH, a developer of customer interaction portal solutions. In December 2008, the company sold its stake in defense electronics firm Thales SA to Dassault Aviation for \$2.23 billion. In June 2009, Alcatel-Lucent and the Hewlett-Packard Company formed a strategic alliance for the provision of IT and telecommunication convergence services.

**FINANCIALS:** Sales and profits are in thousands of dollars—add 000 to get the full amount. 2009 Note: Financial information for 2009 was not available for all companies at press time.

2009 Sales: \$	2009 Profits: \$
2008 Sales: \$22,033,000	2008 Profits: \$-6,710,830
2007 Sales: \$24,350,000	2007 Profits: \$-4,810,000
2006 Sales: \$16,410,600	2006 Profits: \$-175,040
2005 Sales: \$15,547,000	2005 Profits: \$904,000

**U.S. Stock Ticker:** ALU

Int'l Ticker: ALU Int'l Exchange: Paris-Euronext

Employees:

Fiscal Year Ends: 12/31

Parent Company:

**SALARIES/BENEFITS:**

Pension Plan:	ESOP Stock Plan:	Profit Sharing:	Top Exec. Salary: \$	Bonus: \$
Savings Plan:	Stock Purch. Plan:		Second Exec. Salary: \$	Bonus: \$

**OTHER THOUGHTS:**

Apparent Women Officers or Directors: 5  
 Hot Spot for Advancement for Women/Minorities: Y

**LOCATIONS:** ("Y" = Yes)

West:	Southwest:	Midwest:	Southeast:	Northeast:	International:
Y	Y	Y	Y	Y	Y



**ALIBABA.COM LTD**

www.alibaba.com

Industry Group Code: 519130 Ranks within this company's industry group: Sales: 14 Profits: 6

<b>Financial Services:</b> Stock Brokerage: Mortgages/Loans: Banking: Insurance: Credit Cards:	<b>Information:</b> Portal/News: Communities: Search Engine: Financial Data Pub.: Broadcasting/Music:	<b>Technology:</b> Hardware: Software: Specialty Equipment: Distributor:	<b>Services:</b> Payments/Markets: Consulting: Advertising/Mktg.: Outsourcing: Other:	<b>Retailing:</b> Retailer: Auctions: Tickets/Travel: Automobiles:	<b>Telecommunications:</b> Internet Service Provider: Web Site Services: Specialty Telecom:
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**TYPES OF BUSINESS:**

International Online Marketplace  
B2B Purchasing Tools and Services  
International Trade Tools and Data  
Outsourcing Data  
Import and Export Management Tools

**BRANDS/DIVISIONS/AFFILIATES:**

Alibaba.com  
Alibaba.com.cn  
Alibaba.co.jp  
Alisoft  
AliPay  
HiChina Now

**CONTACTS:** *Note: Officers with more than one job title may be intentionally listed here more than once.*

David Wei, CEO  
Elvis Lee, COO  
Maggie Wu, CFO  
Deng Kangming, Sr. VP-Human Resources  
Deng Kangming, Sr. VP-Admin.  
Trudy Dai, Sr. VP-Bus. Oper.  
Sabrina Peng, VP-Web Site Oper.  
Jack Ma, Chmn.

**Phone:** 86-571-8502-2088      **Fax:** 86-571-8815-7866

**Toll-Free:**

**Address:** 6/F Chuang Ye Bldg., 99 Huaxing Rd., Hangzhou, 310099 China

**GROWTH PLANS/SPECIAL FEATURES:**

Alibaba.com Ltd., a subsidiary of Alibaba Group Holding Limited, is a leading online business-to-business marketplace for global and domestic Chinese trade. The company has over 45 million members in over 240 countries and territories who use its resources to find volume buyers and suppliers. Alibaba.com does business through three online marketplaces: alibaba.com, alibaba.com.cn and alibaba.co.jp. Alibaba International (Alibaba.com), its English-language site puts importers in touch with small to medium-sized sellers in China. Alibaba.com.cn is the firm's Chinese-language marketplace for domestic trade in China. There, its clients pay a subscription fee, which allows them to post products and offers. Alibaba.co.jp is the company's Japanese-language marketplace which facilitates trade to and from Japan. Alibaba.com also offers Alisoft, a line of business management software products that it markets to small businesses across China. Buyers outside mainland China and Suppliers in mainland China may use Alipay, a third-party online payment platform offered by Alibaba Group. The Alibaba Group, owner of Yahoo! China, has a strategic partnership with Yahoo, which provides online search capabilities to the holding company's e-commerce businesses, including Alibaba.com. Based in China, the company has more than 50 offices across Greater China, Japan, Korea, Europe and the U.S. In December 2009, Alibaba.com acquired 85% of HiChina now, a Chinese Internet application service provider.

**FINANCIALS:** Sales and profits are in thousands of dollars—add 000 to get the full amount. 2009 Note: Financial information for 2009 was not available for all companies at press time.

2009 Sales: \$	2009 Profits: \$
2008 Sales: \$438,980	2008 Profits: \$174,410
2007 Sales: \$316,530	2007 Profits: \$141,640
2006 Sales: \$199,610	2006 Profits: \$32,180
2005 Sales: \$108,905	2005 Profits: \$9,801

**U.S. Stock Ticker:**

**Int'l Ticker: 1688.HK** Int'l Exchange: Hong Kong-HKE

Employees:

Fiscal Year Ends: 12/31

Parent Company:

**SALARIES/BENEFITS:**

Pension Plan:	ESOP Stock Plan:	Profit Sharing:	Top Exec. Salary: \$	Bonus: \$
Savings Plan:	Stock Purch. Plan:		Second Exec. Salary: \$	Bonus: \$

**OTHER THOUGHTS:**

**Apparent Women Officers or Directors:** 3  
**Hot Spot for Advancement for Women/Minorities:** Y

**LOCATIONS: ("Y" = Yes)**

West:	Southwest:	Midwest:	Southeast:	Northeast:	International:
Y					Y

**ALIBRIS INC**

www.alibris.com

Industry Group Code: 451211E Ranks within this company's industry group: Sales: Profits:

<b>Financial Services:</b> Stock Brokerage: Mortgages/Loans: Banking: Insurance: Credit Cards:	<b>Information:</b> Portal/News: Communities: Search Engine: Financial Data Pub.: Broadcasting/Music:	<b>Technology:</b> Hardware: Software: Specialty Equipment: Distributor:	<b>Services:</b> Payments/Markets: Consulting: Advertising/Mktg.: Outsourcing: Other:	<b>Retailing:</b> Retailer: Auctions: Tickets/Travel: Automobiles:	<b>Telecommunications:</b> Internet Service Provider: Web Site Services: Specialty Telecom:
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**TYPES OF BUSINESS:**

Online Bookseller-Rare & Used  
Business-to-Business Services  
Rare Manuscripts & Prints  
Online Retailer-DVDs & CDs

**BRANDS/DIVISIONS/AFFILIATES:**

Alibris Basic  
Alibris Retail Services  
Alibris Wholesale Services  
Alibris Library Services

**CONTACTS:** Note: Officers with more than one job title may be intentionally listed here more than once.

Brian Elliott, CEO  
Liz Derr, COO  
Brian Elliot, Pres.  
Jeanie Bunker, VP-Mktg.  
Mariah DeLeon, VP-Employees & Human Resources  
Mark Nason, VP-Oper.  
Mariah DeLeon, VP-Community Rel.  
Richard Hewitt, VP-Finance

Phone: 510-500-0856

Fax:

Toll-Free:

Address: 1250 45th St., Ste. 100, Emeryville, CA 94608 US

**GROWTH PLANS/SPECIAL FEATURES:**

Alibris, Inc. is a global supplier of hard-to-find books, music and movies. It provides bookstores, online booksellers, libraries and consumers in the U.S. and the U.K. with out-of-print, used, foreign-language and rare and collectible materials. The Alibris web site contains a database of millions of books and textbooks, manuscripts, movies, music, photos, prints and autographs. With sophisticated, unique search capabilities, the Alibris web store helps people find the books they want. The company provides business services in three categories: Alibris Library Services, which offers one-stop search and acquisition solutions, as well as acceptance of purchase orders, free search services and consolidated shipping services; Alibris Wholesale Services, which in addition to search and acquisition services offers order fulfillment and turnkey solutions; and Alibris Retail Services, which provides inventory control tools, electronic data interfacing (EDI) capabilities for ordering and invoicing, customer-direct fulfillment solutions and general orders to online and brick-and-mortar retailers. The company has partnerships with a number of major retail companies, including Amazon.com; Barnes & Noble; Blackwell's Book Services; BooksAMillion.com; Borders; Gardners Books; Half.com; and Ingram. The firm also offers Alibris Basic, a program designed for small and moderate booksellers. The program allows anyone to sell their new and used books, used textbooks, DVDs and CDs, as well as rare and out-of-print books, across Alibris's network of sales channels. In May 2009, the firm launched Alibris Distribution Services (ADS), a book-fulfillment solution that provides affordable cataloging and fulfillment services to independent sellers. Also in May 2009, Alibris launched My Inventory Manager (MIM), an inventory management center for independent sellers. In January 2010, the company announced a partnership with BookRenter.com, a textbook rental company, to enhance BookRenter's textbook offerings.

**FINANCIALS:** Sales and profits are in thousands of dollars—add 000 to get the full amount. 2009 Note: Financial information for 2009 was not available for all companies at press time.

2009 Sales: \$	2009 Profits: \$
2008 Sales: \$	2008 Profits: \$
2007 Sales: \$	2007 Profits: \$
2006 Sales: \$	2006 Profits: \$
2005 Sales: \$	2005 Profits: \$

U.S. Stock Ticker: Private

Int'l Ticker: Int'l Exchange:

Employees:

Fiscal Year Ends: 12/31

Parent Company: OAK HILL CAPITAL PARTNERS

**SALARIES/BENEFITS:**

Pension Plan:	ESOP Stock Plan:	Profit Sharing:	Top Exec. Salary: \$	Bonus: \$
Savings Plan:	Stock Purch. Plan:		Second Exec. Salary: \$	Bonus: \$

**OTHER THOUGHTS:**

Apparent Women Officers or Directors: 3  
Hot Spot for Advancement for Women/Minorities: Y

**LOCATIONS:** ("Y" = Yes)

West:	Southwest:	Midwest:	Southeast:	Northeast:	International:
Y					

**ALLOY INC**

www.alloy.com

Industry Group Code: 5418 Ranks within this company's industry group: Sales: 1 Profits: 2

<b>Financial Services:</b> Stock Brokerage: Mortgages/Loans: Banking: Insurance: Credit Cards:	<b>Information:</b> Portal/News: Communities: Search Engine: Financial Data Pub.: Broadcasting/Music:	<b>Technology:</b> Hardware: Software: Specialty Equipment: Distributor:	<b>Services:</b> Payments/Markets: Consulting: Advertising/Mktg.: Outsourcing: Other:	<b>Retailing:</b> Retailer: Auctions: Tickets/Travel: Automobiles:	<b>Telecommunications:</b> Internet Service Provider: Web Site Services: Specialty Telecom:
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**TYPES OF BUSINESS:**

Marketing & Advertising Services  
Promotional Events  
On-Campus Display Media Boards  
Books & Magazines

**BRANDS/DIVISIONS/AFFILIATES:**

Alloy Marketing and Promotion (AMP)  
Alloy Entertainment  
American Multicultural Marketing  
Market Place Media  
TAKKLE.com  
Channel One News  
Alloy.com

**CONTACTS:** *Note: Officers with more than one job title may be intentionally listed here more than once.*

Matthew C. Diamond, CEO  
James K. Johnson, Jr., COO  
James K. Johnson, Jr., Pres.  
Joseph D. Frehe, CFO  
Robert L. Bell, CTO  
Gina R. DiGioia, Chief Legal Officer/Corp. Sec.  
Matthew C. Diamond, Chmn.

**Phone:** 212-244-4307      **Fax:** 212-244-4311

**Toll-Free:** 888-452-5569

**Address:** 151 W. 26th St., 11th Fl., New York, NY 10001 US

**GROWTH PLANS/SPECIAL FEATURES:**

Alloy, Inc. is a non-traditional media and marketing services company primarily targeting youth in the U.S. between the ages of 10 and 24. Alloy operates its business through three segments: promotion, media and placement. Its promotion segment is comprised of its Alloy Marketing and Promotion (AMP) business, its on-campus marketing (OCM) unit and its sampling and onsite promotions divisions. The AMP unit specializes in event and field marketing; sampling and customer acquisition programs; Internet design services; and consumer research. The OCM unit is a specialty marketing business, which provides to college students and their parents a variety of college or university-endorsed products, including hall linens, diploma frames, residence hall carpets and care packages, which are distributed directly or through divisions of OCM. Alloy's sampling business targets the youth market by distributing product samples in elementary schools, high schools, college campuses, bookstores, dining halls and student organizations. Alloy's media segment includes its s display media board business, which offers advertisers access to approximately 59,000 display media boards located throughout the U.S., often featuring full-color, backlit advertising and scrolling electronic messaging. Additional media segment businesses include web sites (such as alloy.com, which sells teen girls' clothing online) specialty print businesses and Alloy Entertainment, a creative think tank that develops and produces original books, television series and feature films. The Channel One Network, produces Channel One News, a news and public affairs program which is broadcast to teens in secondary schools throughout the U.S. Alloy's placement segment, consisting of Market Place Media and American Multicultural Marketing, provides placement solutions for marketers targeting consumers in the college, multicultural and military markets. In February 2009, the company acquired TAKKLE.com, a college recruitment web site for high school sports.

Employees are offered medical, dental and life insurance; disability coverage; discounted gym memberships; flexible spending accounts; and an employee assistance program.

**FINANCIALS:** Sales and profits are in thousands of dollars—add 000 to get the full amount. 2009 Note: Financial information for 2009 was not available for all companies at press time.

2009 Sales: \$216,926	2009 Profits: \$10,776
2008 Sales: \$199,096	2008 Profits: \$-64,392
2007 Sales: \$196,104	2007 Profits: \$-7,233
2006 Sales: \$195,324	2006 Profits: \$-35,508
2005 Sales: \$184,208	2005 Profits: \$-91,781

**U.S. Stock Ticker:** ALOY  
**Int'l Ticker:** Int'l Exchange:  
Employees: 2,856  
Fiscal Year Ends: 1/31  
Parent Company:

**SALARIES/BENEFITS:**

Pension Plan:	ESOP Stock Plan:	Profit Sharing:	Top Exec. Salary: \$450,000	Bonus: \$400,000
Savings Plan: Y	Stock Purch. Plan:		Second Exec. Salary: \$450,000	Bonus: \$400,000

**OTHER THOUGHTS:**

Apparent Women Officers or Directors: 1  
Hot Spot for Advancement for Women/Minorities:

**LOCATIONS:** ("Y" = Yes)

West:	Southwest:	Midwest:	Southeast:	Northeast:	International:
				Y	

**ALLTEL CORP**

www.alltel.com

Industry Group Code: 517110 Ranks within this company's industry group: Sales: Profits:

<b>Financial Services:</b> Stock Brokerage: Mortgages/Loans: Banking: Insurance: Credit Cards:	<b>Information:</b> Portal/News: Communities: Search Engine: Financial Data Pub.: Broadcasting/Music:	<b>Technology:</b> Hardware: Software: Specialty Equipment: Distributor:	<b>Services:</b> Payments/Markets: Consulting: Advertising/Mktg.: Outsourcing: Other:	<b>Retailing:</b> Retailer: Auctions: Tickets/Travel: Automobiles:	<b>Telecommunications:</b> Internet Service Provider: Web Site Services: Specialty Telecom:	Y
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**TYPES OF BUSINESS:**

Local Telephone Service  
Long-Distance Telephone Service  
Cellular Service  
Internet Access

**BRANDS/DIVISIONS/AFFILIATES:**

Winstream Corp.  
TPG Capital  
GS Capital Partners  
Cellco Partnership (Verizon Wireless)

**CONTACTS:** Note: Officers with more than one job title may be intentionally listed here more than once.

Scott Ford, CEO

**Phone:** 501-905-8967 **Fax:** 501-905-5444

**Toll-Free:**

**Address:** 1 Allied Dr., Little Rock, AR 72202 US

**GROWTH PLANS/SPECIAL FEATURES:**

Alltel Corp. owns and operates one of the nation's largest wireless communications networks. It provides a wide array of wireless communication services to individual and business customers, primarily in non-major metropolitan and rural markets. The firm serves over 12.9 million customers for wireless services in over 30 states. Alltel has acquired a number of competing wireless firms over the last few years, in diverse locations throughout the U.S., opening it up to millions of new consumers. It has spun-off of its wireline communications business, and subsequently merged that spin-off with Valor Communications Group, Inc., into a new company, Windstream Corp., which now handles the communications support services that Alltel used to direct, including directory publishing, outsourcing services, retail long-distance and wireline sales. Alltel now focuses itself entirely on wireless communications. In addition to its extensive wireless network, it offers Internet access; e-mail and instant messaging services; telephones; television and radio service packages; and video games downloadable to a wireless phone. Recently, Alltel launched Jump Music, a software program that enables users to transfer compatible music files from personal computers to cellular phones. Alltel was acquired by Verizon Wireless for \$5.9 billion in cash and \$22.2 billion in debt acquisition in January 2009, expanding the network to 83.7 million customers, though certain new markets will be divested in 2009 as part of the acquisition agreement. Gradually during 2009, Alltel operations will be rebranded as Verizon. Alltel properties to be divested include some in Alabama, Arizona, California, Colorado, Georgia, Idaho, Illinois, Iowa, Michigan, Minnesota, Montana, Nevada, New Mexico, North Carolina, North Dakota, Ohio, South Carolina, South Dakota, Tennessee, Utah, Virginia and Wyoming.

The company offers its employees medical, dental and vision insurance; a profit sharing plan; a 401(k) plan; life and AD&D insurance; short- and long-term disability insurance; employee discounts; and education assistance.

**FINANCIALS:** Sales and profits are in thousands of dollars—add 000 to get the full amount. 2009 Note: Financial information for 2009 was not available for all companies at press time.

2009 Sales: \$	2009 Profits: \$
2008 Sales: \$	2008 Profits: \$
2007 Sales: \$8,803,100	2007 Profits: \$183,200
2006 Sales: \$7,884,000	2006 Profits: \$1,129,400
2005 Sales: \$6,572,500	2005 Profits: \$1,331,300

**U.S. Stock Ticker:** Subsidiary

**Int'l Ticker:** Int'l Exchange:

Employees:

Fiscal Year Ends: 12/31

Parent Company: CELLCO PARTNERSHIP (VERIZON WIRELESS)

**SALARIES/BENEFITS:**

Pension Plan: ESOP Stock Plan: Profit Sharing: Y Top Exec. Salary: \$ Bonus: \$  
Savings Plan: Y Stock Purch. Plan: Second Exec. Salary: \$ Bonus: \$

**OTHER THOUGHTS:**

Apparent Women Officers or Directors: 3  
Hot Spot for Advancement for Women/Minorities: Y

**LOCATIONS: ("Y" = Yes)**

West:	Southwest:	Midwest:	Southeast:	Northeast:	International:
Y	Y	Y	Y	Y	Y

**AMADEUS IT GROUP SA**

www.amadeus.com

Industry Group Code: 5615E Ranks within this company's industry group: Sales: Profits:

<b>Financial Services:</b> Stock Brokerage: Mortgages/Loans: Banking: Insurance: Credit Cards:	<b>Information:</b> Portal/News: Communities: Search Engine: Financial Data Pub.: Broadcasting/Music:	<b>Technology:</b> Hardware: Software: Specialty Equipment: Distributor:	<b>Services:</b> Payments/Markets: Consulting: Advertising/Mktg.: Outsourcing: Other:	<b>Retailing:</b> Retailer: Auctions: Tickets/Travel: Automobiles:	<b>Telecommunications:</b> Internet Service Provider: Web Site Services: Specialty Telecom:
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**TYPES OF BUSINESS:**

Reservation Services  
Online Travel Services  
Corporate Travel Software-Hosted

**BRANDS/DIVISIONS/AFFILIATES:**

e-Travel, Inc.  
Vacation.com  
Amadeus e-Commerce Airline Suite  
CheckMyTrip.com  
SmartAB  
Amadeus.net

**CONTACTS:** Note: Officers with more than one job title may be intentionally listed here more than once.

David V. Jones, CEO  
David V. Jones, Pres.  
Luis Maroto, CFO  
Ian Wheeler, VP-Mktg.  
Petra Euler, Acting VP-Human Resources  
Jean-Paul Hamon, Exec. VP-Dev.  
Claude Giafferi, VP-IT Solutions  
Bertrand Kientz, VP-Software Dev. Strategy  
Tomas L. Fernebrand, General Counsel/VP/Corp. Sec.  
Eberhard Haag, Sr. VP-Oper.  
Phillipe Chereque, Sr. VP-Corp. Strategy  
Luis Maroto, VP-Finance  
David V. Jones, Exec. VP-Comm.  
Gillian Gibson, Dir.-Multinational Customer Group  
Hans Jorgensen, VP-Strategic Airline & Partner Programs  
Kay T. Urban, CEO/Pres., Amadeus North America  
Jose A. Tazon, Chmn.  
Julia Sattel, VP-Global Sales Dev., EMEA & Latin America

Phone: 34-91-582-0100 Fax: 34-91-582-0188

**Toll-Free:**

Address: Salvador de Madariaga 1, Madrid, 28027 Spain

**GROWTH PLANS/SPECIAL FEATURES:**

Amadeus IT Group SA operates one of the largest travel reservation and ticketing systems in the world. The company was originally founded by Air France, Lufthansa, Iberia and SAS to operate a Global Distribution systems. The firm's service distribution network includes over 100,000 travel agencies and over 34,000 airline sales offices worldwide, with access to over 50 airlines, 80,185 hotel properties and 25 car rental agencies, as well as cruise, tour, rail, ferry and insurance companies. The firm has partnerships with such companies as United; British Airways; Carnival; South African Airways; Icelandair; Hertz; Avis; and Royal Caribbean. The key to Amadeus's business model is its software package, Amadeus e-Commerce Airline Suite. This program, which includes the Amadeus e-Merchandise Solution (shopping), Amadeus e-Retail Solution (bookings) and Amadeus e-Service Solution (customer support), now powers 250 airline web sites and 90 airlines. The company has numerous other software packages, including the Amadeus Hotel Platform for hotels, the Amadeus Rail IT suite for railways and other industry-specific packages. In addition, Amadeus owns e-Travel, Inc., a leading provider of hosted corporate travel technology that powers the web sites of over 70 of the world's leading airlines; SMART AB, a Northern European travel distribution company; and Vacation.com, a leisure travel web site. Amadeus also operates Amadeus.net, a travel planning tool used to help customers find flights, hotels and car rentals, and CheckMyTrip.com, a service that allows people to check the status of their itineraries. In March 2009, the company launched the Amadeus Hotel Store, a new component in the Amadeus Selling Platform that gives travel agencies access to Transhotel's portfolio of 50,000 properties. Amadeus offers its employees medical and health coverage; performance rewards; and a sales incentive scheme.

**FINANCIALS:** Sales and profits are in thousands of dollars—add 000 to get the full amount. 2009 Note: Financial information for 2009 was not available for all companies at press time.

2009 Sales: \$	2009 Profits: \$
2008 Sales: \$	2008 Profits: \$
2007 Sales: \$	2007 Profits: \$
2006 Sales: \$2,012,630	2006 Profits: \$193,700
2005 Sales: \$1,796,176	2005 Profits: \$220,262

**U.S. Stock Ticker:** Private  
**Int'l Ticker:** Int'l Exchange:  
Employees:  
Fiscal Year Ends: 12/31  
Parent Company:

**SALARIES/BENEFITS:**

Pension Plan:	ESOP Stock Plan:	Profit Sharing:	Top Exec. Salary: \$	Bonus: \$
Savings Plan:	Stock Purch. Plan:		Second Exec. Salary: \$	Bonus: \$

**OTHER THOUGHTS:**

Apparent Women Officers or Directors: 4  
Hot Spot for Advancement for Women/Minorities: Y

**LOCATIONS:** ("Y" = Yes)

West:	Southwest:	Midwest:	Southeast:	Northeast:	International:
			Y		Y

**AMAZON.COM INC**

www.amazon.com

Industry Group Code: 451211E Ranks within this company's industry group: Sales: 1 Profits: 1

<b>Financial Services:</b> Stock Brokerage: Mortgages/Loans: Banking: Insurance: Credit Cards:	<b>Information:</b> Portal/News: Communities: Search Engine: Financial Data Pub.: Broadcasting/Music:	<b>Technology:</b> Hardware: Software: Specialty Equipment: Distributor:	<b>Services:</b> Payments/Markets: Consulting: Advertising/Mktg.: Outsourcing: Other:	<b>Retailing:</b> Retailer: Auctions: Tickets/Travel: Automobiles:	<b>Telecommunications:</b> Internet Service Provider: Web Site Services: Specialty Telecom:
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**TYPES OF BUSINESS:**

Online Retail  
 Online Books & Music Retail  
 Online Videos/DVDs Retail  
 Online Electronics Retail  
 Online Auctions  
 Online Household Goods Retail  
 Online Auto & Industrial Retail  
 E-Commerce Support & Hosting

**BRANDS/DIVISIONS/AFFILIATES:**

Amazon Marketplace  
 Merchants@  
 IMDb.com  
 AbeBooks  
 Fabric.com  
 Advanced Book Exchange Inc  
 Audible Inc  
 Zappos.com Inc

**CONTACTS:** *Note: Officers with more than one job title may be intentionally listed here more than once.*

Jeffrey P. Bezos, CEO  
 Jeffrey P. Bezos, Pres.  
 Thomas J. Szkutak, CFO/Sr. VP  
 L. Michelle Wilson, General Counsel/Sr. VP/Sec.  
 Marc A. Onetto, Sr. VP-Worldwide Oper.  
 Jeffrey Blackburn, Sr. VP-Bus. Dev.  
 H. Brian Valentine, Sr. VP-e-commerce  
 Shelley L. Reynolds, Worldwide Controller/Principal Acct. Officer/VP  
 Sebastian J. Gunningham, Sr. VP-Seller Svcs.  
 Andrew Jassy, Sr. VP-Web Svcs.  
 Steven Kessel, Sr. VP-Worldwide Digital Media  
 Jeff Wilke, Sr. VP-North American Retail  
 Jeffrey P. Bezos, Chmn.  
 Diego Piacentini, Sr. VP-Int'l Retail

**Phone:** 206-266-1000**Fax:****Toll-Free:****Address:** 1200 12th Ave. S., Ste. 1200, Seattle, WA 98144 US**GROWTH PLANS/SPECIAL FEATURES:**

Amazon.com, Inc. is an Internet consumer-shopping site which offers millions of new, used, refurbished and collectible items in categories such as books, movies, music and games, electronics and computers, home and garden, toys, children's goods, grocery, apparel and jewelry, health and beauty, sports, outdoors, digital downloads, tools and auto and industrial. The company operates in two primary segments: North America and International. In line with this division, the firm operates several international web sites serving the U.K., Germany, Canada, Japan, China and France. Amazon also maintains more than 25 fulfillment centers around the world, comprising more than 12 million total square feet. The Amazon Marketplace and Merchants@ programs allow third parties to integrate their products on Amazon web sites, as well as providing related fulfillment and advertising services to third-party merchants; allow customers to shop for products owned by third parties using Amazon's features and technologies; and allow customers to complete transactions that include multiple sellers in a single checkout process. The firm also offers services such as Amazon Web Services, co-branded credit cards and miscellaneous marketing and promotional offers, such as online advertising. The firm operates IMDb.com, an international movie database offering film reviews and other information. During 2008, Amazon made a number of acquisitions, including: AbeBooks, an online bookseller; Fabric.com, an online fabric store; and Audible, Inc., a provider of audio information and entertainment. In July 2009, Amazon agreed to acquire online shoe seller Zappos.com in a transaction valued at approximately \$847 million, the largest in Amazon's history. Also in July 2009, the firm launched an online outdoor recreation store for the sale of outdoor gear and apparel.

Amazon.com offers employees medical, dental and vision plans, an employee assistance program, relocation assistance and discount programs. Full-time employees also receive units of restricted stock.

**FINANCIALS:** Sales and profits are in thousands of dollars—add 000 to get the full amount. 2009 Note: Financial information for 2009 was not available for all companies at press time.

2009 Sales: \$24,509,000	2009 Profits: \$902,000
2008 Sales: \$19,166,000	2008 Profits: \$645,000
2007 Sales: \$14,835,000	2007 Profits: \$476,000
2006 Sales: \$10,711,000	2006 Profits: \$190,000
2005 Sales: \$8,490,000	2005 Profits: \$359,000

**U.S. Stock Ticker:** AMZN**Int'l Ticker:** Int'l Exchange:

Employees: 24,300

Fiscal Year Ends: 12/31

Parent Company:

**SALARIES/BENEFITS:**

Pension Plan:	ESOP Stock Plan:	Profit Sharing:	Top Exec. Salary: \$157,500	Bonus: \$733,333
Savings Plan: Y	Stock Purch. Plan: Y		Second Exec. Salary: \$81,840	Bonus: \$

**OTHER THOUGHTS:**

Apparent Women Officers or Directors: 3  
 Hot Spot for Advancement for Women/Minorities: Y

**LOCATIONS:** ("Y" = Yes)

West:	Southwest:	Midwest:	Southeast:	Northeast:	International:
Y	Y	Y		Y	Y

**AMERICA MOVIL SA**

www.americamovil.com

Industry Group Code: 5172 Ranks within this company's industry group: Sales: 9 Profits: 7

<b>Financial Services:</b> Stock Brokerage: Mortgages/Loans: Banking: Insurance: Credit Cards:	<b>Information:</b> Portal/News: Communities: Search Engine: Financial Data Pub.: Broadcasting/Music:	<b>Technology:</b> Hardware: Software: Specialty Equipment: Distributor:	<b>Services:</b> Payments/Markets: Consulting: Advertising/Mktg.: Outsourcing: Other:	<b>Retailing:</b> Retailer: Auctions: Tickets/Travel: Automobiles:	<b>Telecommunications:</b> Internet Service Provider: Web Site Services: Specialty Telecom:	Y
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**TYPES OF BUSINESS:**

Cellular Phone Service  
Wireless Internet  
Local & Long Distance

**BRANDS/DIVISIONS/AFFILIATES:**

Grupo Estessa  
Telcel  
Oceanic Digital Jamaica Limited  
Porta  
Claro  
Comcel  
CTI Movil  
Telecomunicaciones de Puerto Rico Inc

**CONTACTS:** *Note: Officers with more than one job title may be intentionally listed here more than once.*

Daniel Hajj Aboumrad, CEO  
Carlos Jose Garcia Moreno Elizondo, CFO  
Jose Elias Briones Capetillo, Chief Admin. Officer/Dir.-Finance  
Alejandro Cantu Jimenez, General Counsel/Sec.  
Araceli Ruiz Vazquez, Mgr.-Corp. Comm. & Public Rel.  
Daniela Lecuona Torras, Dir.-Investor Rel.  
Ricardo Rivera Rivera, Dir.-Treasury & Financing  
Patricia Raquel Hevia Coto, COO-Mexico  
Fernando Ocampo Carapia, CFO-Mexico  
F.J. Pollack, CEO-U.S.  
Gustavo Blanco Villanueva, Exec. Dir.-U.S.  
Patrick Slim Domit, Chmn.  
Carlos Cardenas Blasquez, Exec. Dir.-Latin American Oper.

**Phone:** 52-55-2581-4449 **Fax:** 52-55-2581-3948

**Toll-Free:**

**Address:** Lago Alberto 366, Colonia Anahuac, Mexico City, 11320 Mexico

**FINANCIALS:** Sales and profits are in thousands of dollars—add 000 to get the full amount. 2009 Note: Financial information for 2009 was not available for all companies at press time.

2009 Sales: \$	2009 Profits: \$
2008 Sales: \$25,532,000	2008 Profits: \$4,401,000
2007 Sales: \$28,530,000	2007 Profits: \$5,370,000
2006 Sales: \$21,526,000	2006 Profits: \$3,935,000
2005 Sales: \$17,173,000	2005 Profits: \$2,983,000

**U.S. Stock Ticker: AMX****Int'l Ticker: AMX** Int'l Exchange: Mexico City-BMV

Employees:

Fiscal Year Ends: 12/31

Parent Company:

**SALARIES/BENEFITS:**

Pension Plan:	ESOP Stock Plan:	Profit Sharing:	Top Exec. Salary: \$	Bonus: \$
Savings Plan:	Stock Purch. Plan:		Second Exec. Salary: \$	Bonus: \$

**OTHER THOUGHTS:**

Apparent Women Officers or Directors: 4  
Hot Spot for Advancement for Women/Minorities: Y

**LOCATIONS: ("Y" = Yes)**

West:	Southwest:	Midwest:	Southeast:	Northeast:	International:
Y	Y	Y	Y	Y	Y

**GROWTH PLANS/SPECIAL FEATURES:**

America Movil, S.A.B. de C.V., is a provider of wireless communications services in Latin America with more than 182 million mobile customers. Formed in September 2000, America Movil transformed from a long distance company based in Mexico to a world spanning wireless operation. America Movil has telecommunications subsidiaries and joint ventures that include Telcel in Mexico; BCP and Americel in Brazil; CTI Movil in Argentina, Paraguay and Uruguay; Claro in Chile, Peru, Nicaragua, El Salvador and Guatemala; Comcel in Colombia; Codetel in Dominican Republic; Telecomunicaciones de Puerto Rico, Inc. (TELPRI) in Puerto Rico; Oceanic Digital Jamaica Limited In Jamaica; and TracFone in U.S., Puerto Rico and U.S. Virgin Islands. These companies offer a variety of Internet, wireless, voice, data and entertainment services. America Movil partners with a number of different companies to deliver international roaming services to customers across Europe, Africa, Asia, the Americas and the South Pacific. In August 2008, the firm acquired Grupo Estessa in Nicaragua, a provider of cable television, broadband and corporate data services. Also in 2008, the firm received a license to operate in Panama.

**AMERICAN GREETINGS CORP**

www.americangreetings.com

Industry Group Code: 511191 Ranks within this company's industry group: Sales: 2 Profits: 1

<b>Financial Services:</b> Stock Brokerage: Mortgages/Loans: Banking: Insurance: Credit Cards:	<b>Information:</b> Portal/News: Communities: Search Engine: Financial Data Pub.: Broadcasting/Music:	<b>Technology:</b> Hardware: Software: Specialty Equipment: Distributor:	<b>Services:</b> Payments/Markets: Consulting: Advertising/Mktg.: Outsourcing: Other:	<b>Retailing:</b> Retailer: Auctions: Tickets/Travel: Automobiles:	<b>Telecommunications:</b> Internet Service Provider: Web Site Services: Specialty Telecom:
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**TYPES OF BUSINESS:**

Greeting Cards  
Gift Wrap  
Party Supplies  
Stationery  
Digital Media  
Online Greetings Cards

**BRANDS/DIVISIONS/AFFILIATES:**

Carlton Cards  
AmericanGreetings.com  
Kiwee.com  
Just For You  
AG Interactive Inc  
BlueMountain.com  
PhotoWorks Inc  
Gibson

**CONTACTS:** *Note: Officers with more than one job title may be intentionally listed here more than once.*

Zev Weiss, CEO  
Jeffery M. Weiss, COO  
Jeffery M. Weiss, Pres.  
Stephen J. Smith, CFO/Sr. VP  
John W. Beeder, Exec. Sales & Mktg. Officer/Sr. VP  
Brian T. McGrath, Sr. VP-Human Resources  
Douglas W. Rommel, VP-Info. Svcs. Div.  
Thomas H. Johnston, Sr. VP-Merch. & Creative  
Catherine M. Kilbane, General Counsel/Sr. VP/Sec.  
Joseph B. Cipollone, Corp. Controller/VP  
Josef Mandelbaum, CEO-AG Intellectual Properties  
Erwin Weiss, Sr. VP-Enterprise Resource Planning  
Morry Weiss, Chmn.  
John S.N. Charlton, Sr. VP-Int'l Oper.  
Michael L. Goulder, Exec. Supply Chain Officer/Sr. VP

**Phone:** 216-252-7300 **Fax:** 216-252-6778**Toll-Free:****Address:** 1 American Rd., Cleveland, OH 44144-2398 US**GROWTH PLANS/SPECIAL FEATURES:**

American Greetings Corp. designs, manufactures and sells everyday and seasonal greeting cards and other social expression products. The firm's products are sold across the U.S. and in countries around the world, including Canada, the U.K., Mexico, Australia and New Zealand. The company markets its products under a variety of names, including AG Interactive, a subsidiary focusing on the digital media market. The company's major domestic greeting card brands are Carlton Cards, Just For You, Tender Thoughts, American Greetings and Gibson. Besides greeting cards, the company's product lines also include Plus Mark gift wrap, party goods, stationery, DateWork's calendars, and ornaments. Ringtones, avatars and emoticons and other digital content products are provided by AG Interactive. American Greetings also operates through six Internet brands: AmericanGreetings.com, Kiwee.com, PhotoWorks.com, Egreetings.com, BlueMountain.com and Webshots.com. These brands offer services including e-mail greetings, personalized printable greeting cards, photo sharing and design/verse content services for use in CD-ROM software products. American Greetings' largest customers include mass merchandisers, national supermarket chains and major drug stores. In 2008, the company acquired PhotoWorks, Inc.; and sold its Strawberry Shortcake and Care Bears properties to the Canadian entertainment and education company, The Cookie Jar Group. In February 2009, the firm acquired Recycled Paper Greetings, Inc., which creates and designs alternative and humorous greeting cards. In April 2009, American Greetings sold all of its 341 retail locations, operated under the American Greetings, Carlton Cards and Papyrus brands, to Shurman Fine Papers for approximately \$6 million. As part of this transaction, American Greetings acquired Shurman's wholesale distribution division for roughly \$18 million.

**FINANCIALS:** Sales and profits are in thousands of dollars—add 000 to get the full amount. 2009 Note: Financial information for 2009 was not available for all companies at press time.

2009 Sales: \$1,646,399	2009 Profits: \$-227,759
2008 Sales: \$1,730,784	2008 Profits: \$83,003
2007 Sales: \$1,744,798	2007 Profits: \$42,378
2006 Sales: \$1,885,701	2006 Profits: \$84,376
2005 Sales: \$1,883,367	2005 Profits: \$95,279

**U.S. Stock Ticker:** AM  
**Int'l Ticker:** Int'l Exchange:  
Employees: 26,600  
Fiscal Year Ends: 2/28  
Parent Company:

**SALARIES/BENEFITS:**

Pension Plan: Y	ESOP Stock Plan:	Profit Sharing: Y	Top Exec. Salary: \$916,986	Bonus: \$
Savings Plan: Y	Stock Purch. Plan:		Second Exec. Salary: \$717,767	Bonus: \$

**OTHER THOUGHTS:**

**Apparent Women Officers or Directors:** 1  
**Hot Spot for Advancement for Women/Minorities:** Y

**LOCATIONS:** ("Y" = Yes)

West: Y	Southwest: Y	Midwest: Y	Southeast: Y	Northeast: Y	International: Y
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**ANCESTRY.COM**

www.ancestry.com

Industry Group Code: 519130 Ranks within this company's industry group: Sales: Profits:

<b>Financial Services:</b> Stock Brokerage: Mortgages/Loans: Banking: Insurance: Credit Cards:	<b>Information:</b> Portal/News: Communities: Search Engine: Financial Data Pub.: Broadcasting/Music:	<b>Technology:</b> Hardware: Software: Specialty Equipment: Distributor:	<b>Services:</b> Payments/Markets: Consulting: Advertising/Mktg.: Outsourcing: Other:	<b>Retailing:</b> Retailer: Auctions: Tickets/Travel: Automobiles:	<b>Telecommunications:</b> Internet Service Provider: Web Site Services: Specialty Telecom:
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**TYPES OF BUSINESS:**

Internet-Based Genealogy Database  
Social Networking Web Site

**BRANDS/DIVISIONS/AFFILIATES:**

Ancestry.com  
Family Tree Maker  
Ancestry.com DNA  
MyCanvas.com  
MyFamily.com

**CONTACTS:** *Note: Officers with more than one job title may be intentionally listed here more than once.*

Tim Sullivan, CEO  
Tim Sullivan, Pres.  
Howard Hochhauser, CFO  
Mike Wolfgramm, CTO  
William Stern, General Counsel/Corp. Sec.  
Christopher Tracy, Sr. VP-Oper.  
David H. Rinn, Sr. VP-Strategy & Corp. Dev.  
Andrew Wait, Sr. VP/Gen. Mgr.-Family History  
Victor Parker, Chmn.  
Joshua Hanna, Sr. VP/Gen. Mgr.-Int'l

**Phone:** 801-705-7000      **Fax:** 801-705-7001

**Toll-Free:**

**Address:** 360 W. 4800 N., Provo, UT 84604 US

**GROWTH PLANS/SPECIAL FEATURES:**

Ancestry.com is an online family history resource. Ancestry.com, the company's flagship web site, is an online community of almost 1 million paying subscribers, which combines access to approximately 4 billion digitized historical records such as U.S. Federal Censuses, immigration records, and military records reaching back to the Revolutionary War, with proprietary search tools designed to help subscribers research their ancestry. Other offerings include the Family Tree Maker, a family-tree building software designed to work with Ancestry.com available at FamilyTreeMaker.com; Ancestry.com DNA, which offers a \$99 mail-in cheek-swab DNA test designed to help customers learn more about their genetic origins; RootsWeb, a free online community for sharing family history information at RootsWeb.Ancestry.com; MyCanvas.com, which allows users to upload family photos to design photo books, calendars, collage posters and other projects; and MyFamily.com, which helps users design their own family web sites to share photos, news, recipes calendars and more with family and friends. The firm also operates several international sites including Ancestry.co.uk, with 820 million searchable records from England, Wales and Scotland; Ancestry.ca, the Canadian website with 125 million records available in English and French; Ancestry.com.au, in Australia, with over 30 million digital records; Ancestry.de, in Germany with over 35 million records; Ancestry.it, for Italians, with over 16 million records; Ancestry.fr in France, hosting roughly 33 million records; Ancestry.se in Sweden, offering 11 million searchable records; and Jiapu.com for Chinese users offered in conjunction with the Shanghai Library. Based in Utah, the company holds offices in Canada, the U.K., Australia, Germany, France and China.

The firm offers its employees health, vision, dental, life and long term disability insurance; flexible spending and dependent care accounts; a 401(k) savings plan; an employee assistance program; and tuition reimbursement.

**FINANCIALS:** Sales and profits are in thousands of dollars—add 000 to get the full amount. 2009 Note: Financial information for 2009 was not available for all companies at press time.

2009 Sales: \$  
2008 Sales: \$  
2007 Sales: \$  
2006 Sales: \$  
2005 Sales: \$

2009 Profits: \$  
2008 Profits: \$  
2007 Profits: \$  
2006 Profits: \$  
2005 Profits: \$

**U.S. Stock Ticker:** ACOM

**Int'l Ticker:** Int'l Exchange:

Employees:

Fiscal Year Ends:

Parent Company:

**SALARIES/BENEFITS:**

Pension Plan:  
Savings Plan: Y

ESOP Stock Plan:  
Stock Purch. Plan:

Profit Sharing:

Top Exec. Salary: \$

Second Exec. Salary: \$

Bonus: \$

Bonus: \$

**OTHER THOUGHTS:**

**Apparent Women Officers or Directors:** 1

**Hot Spot for Advancement for Women/Minorities:**

**LOCATIONS:** ("Y" = Yes)

West: Y	Southwest:	Midwest:	Southeast:	Northeast:	International: Y
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**ANGIE'S LIST**

www.angieslist.com

Industry Group Code: 519130 Ranks within this company's industry group: Sales: Profits:

<b>Financial Services:</b> Stock Brokerage: Mortgages/Loans: Banking: Insurance: Credit Cards:	<b>Information:</b> Portal/News: Communities: Search Engine: Financial Data Pub.: Broadcasting/Music:	<b>Technology:</b> Hardware: Software: Specialty Equipment: Distributor:	<b>Services:</b> Payments/Markets: Consulting: Advertising/Mktg.: Outsourcing: Other:	<b>Retailing:</b> Retailer: Auctions: Tickets/Travel: Automobiles:	<b>Telecommunications:</b> Internet Service Provider: Web Site Services: Specialty Telecom:
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**TYPES OF BUSINESS:**

Online Community-User Reviews  
User Ratings  
Consumer Forum

**BRANDS/DIVISIONS/AFFILIATES:****CONTACTS:** *Note: Officers with more than one job title may be intentionally listed here more than once.*

William S. Oesterle, CEO  
Scott A. Brenton, COO  
Tim Harvey, CFO  
Angie Hicks, Chief Mktg. Officer/Founder  
Gary Rush, VP-Tech.  
Cheryl Reed, Dir.-Comm.  
Michael M. Holt, Exec. VP-Advertising

**Phone:** 317-297-5478 **Fax:** 317-396-0101

**Toll-Free:** 888-888-5478

**Address:** 1030 E. Washington St., Indianapolis, IN 46202 US

**GROWTH PLANS/SPECIAL FEATURES:**

Angie's List is an online, subscription-based ratings and review service, offering customer-generated feedback on a variety of businesses and services. The company currently has about 750,000 subscribers in 124 U.S. cities, and earns revenues from user subscriptions. Additional revenue is generated by advertising sales to businesses listed on the site with an overall grade of A or B (the firm will not allow advertising from businesses whose grades fall below a B). Services covered by the site are divided into a number of broad categories, including home; auto; weddings, parties and entertainment; pet; outdoor; physicians; medical insurance and medical retail; and other. The home category encompasses a wide range of contract services, such as architects, building, flooring, foundation repair, roofing, septic tanks, home theater systems, carpeting, computer repair, home organization, piano moving, heating, air conditioning and painting. The auto category includes auto sales and service, as well as auto supplies, inspections, towing and rental. The weddings, parties and entertainment category covers such services as bridal shops, cake decorating, costume rental, florists, limousine service, photography, reception halls, equipment rentals, professional entertainment and catering. The pet category includes kennels, grooming, animal training, dog walking and veterinarians. The outdoor category encompasses services such as landscaping and snow removal, as well as product categories such as bicycles, boats, and sports equipment. The physician category allows users to access reviews for a wide variety of general practitioners and medical specialists. The medical insurance and medical retail categories encompass health insurance providers as well as pharmacies and retailers of medical supplies and supplements. The other category covers a range of miscellaneous services, from accountants and antiques appraisers to child care centers, dance instruction, hair removal, music instruction, travel agencies and paper shredding services. In April 2008, Battery Ventures acquired a minority stake in the company for approximately \$35 million.

**FINANCIALS:** Sales and profits are in thousands of dollars—add 000 to get the full amount. 2009 Note: Financial information for 2009 was not available for all companies at press time.

2009 Sales: \$	2009 Profits: \$
2008 Sales: \$	2008 Profits: \$
2007 Sales: \$	2007 Profits: \$
2006 Sales: \$	2006 Profits: \$
2005 Sales: \$	2005 Profits: \$

**U.S. Stock Ticker:** Private  
**Int'l Ticker:** Int'l Exchange:  
Employees:  
Fiscal Year Ends:  
Parent Company:

**SALARIES/BENEFITS:**

Pension Plan:	ESOP Stock Plan:	Profit Sharing:	Top Exec. Salary: \$	Bonus: \$
Savings Plan:	Stock Purch. Plan:		Second Exec. Salary: \$	Bonus: \$

**OTHER THOUGHTS:**

Apparent Women Officers or Directors: 2  
Hot Spot for Advancement for Women/Minorities:

**LOCATIONS: ("Y" = Yes)**

West:	Southwest:	Midwest:	Southeast:	Northeast:	International:
		Y			

**AOL INC**

www.aol.com

Industry Group Code: 519130 Ranks within this company's industry group: Sales: 5 Profits:

<b>Financial Services:</b>	<b>Information:</b>	<b>Technology:</b>	<b>Services:</b>	<b>Retailing:</b>	<b>Telecommunications:</b>
Stock Brokerage:	Portal/News: Y	Hardware:	Payments/Markets:	Retailer:	Internet Service Provider: Y
Mortgages/Loans:	Communities: Y	Software:	Consulting:	Auctions:	Web Site Services: Y
Banking:	Search Engine: Y	Specialty Equipment:	Advertising/Mktg.:	Tickets/Travel:	Specialty Telecom: Y
Insurance:	Financial Data Pub.: Y	Distributor:	Outsourcing:	Automobiles:	
Credit Cards:	Broadcasting/Music: Y		Other:		

**TYPES OF BUSINESS:**

Online Content Provider  
 Online Music Services  
 Online Communities  
 Entertainment & Information Offerings  
 Instant Messaging  
 E-Mail  
 VoIP Telephony  
 Internet Service Provider

**BRANDS/DIVISIONS/AFFILIATES:**

TMZ.com  
 AOL.com  
 Moviefone  
 MapQuest  
 ICQ  
 Engadget  
 Bebo

**CONTACTS:** *Note: Officers with more than one job title may be intentionally listed here more than once.*

Tim Armstrong, CEO  
 Arthur Minson, CFO  
 John Burbank, Chief Mktg. Officer  
 Dave Harmon, Exec. VP-Human Resources  
 Ted Cahall, Pres., Prod. & Technologies  
 Ira Parker, General Counsel/Exec. VP  
 Jon Werther, Exec. VP-Integrated Oper.  
 Ira Parker, Exec. VP-Bus. Dev.  
 Tricia P. Wallace, Exec. VP-Corp. Comm.  
 Kimberley Partoll, Exec. VP-Access, Bus. Intelligence & New Ventures  
 Bill Wilson, Pres., MediaGlow  
 Jeff Levick, Pres., Global Advertising Strategy  
 Joanna Shields, Exec. VP/Pres., People Networks  
 Tim Armstrong, Chmn.

Phone: 212-652-6400

Fax:

Toll-Free:

Address: 770 Broadway, New York, NY 10003 US

**FINANCIALS:** Sales and profits are in thousands of dollars—add 000 to get the full amount. 2009 Note: Financial information for 2009 was not available for all companies at press time.

2009 Sales: \$3,257,400	2009 Profits: \$
2008 Sales: \$4,100,000	2008 Profits: \$
2007 Sales: \$5,200,000	2007 Profits: \$
2006 Sales: \$7,800,000	2006 Profits: \$
2005 Sales: \$8,300,000	2005 Profits: \$

U.S. Stock Ticker: AOL

Int'l Ticker: Int'l Exchange:

Employees: 7,500

Fiscal Year Ends: 12/31

Parent Company:

**SALARIES/BENEFITS:**

Pension Plan:	ESOP Stock Plan:	Profit Sharing:	Top Exec. Salary: \$	Bonus: \$
Savings Plan:	Stock Purch. Plan:		Second Exec. Salary: \$	Bonus: \$

**OTHER THOUGHTS:**

Apparent Women Officers or Directors: 4  
 Hot Spot for Advancement for Women/Minorities: Y

**GROWTH PLANS/SPECIAL FEATURES:**

AOL, Inc. is a provider on online content. The firm operates in three divisions: Platform-A, MediaGlow and People Networks. Platform-A sells advertising services worldwide on both the AOL network and third-party Internet sites. Platform-A offers a range of capabilities and solutions to advertisers, including optimization and targeting technologies to deliver more effective advertising and reach specific audiences across the AOL Network. MediaGlow and People Networks develop and operate the AOL Network, which includes a network of web brands, free client software and services and a social media network for Internet consumers. Specifically, the AOL Network includes owned and operated web sites, applications and services such as AOL.com, e-mail, MapQuest, Moviefone, Engadget, Asylum, international versions of the AOL portal and social media properties such as AIM, ICQ and Bebo. The AOL Network also includes TMZ.com, a joint venture with Telepictures Productions, Inc. (a subsidiary of Warner Bros. Entertainment Inc.), as well as other co-branded web sites. In addition, through its Access Services business, AOL operates one of the largest Internet access subscription services in the U.S., with approximately 6.3 million subscribers. The company underwent a significant restructuring in 2009 in line with its transformation into an advertising supported business. From 2001 through late 2009, the company was a subsidiary of Time Warner, Inc. In December 2009, Time Warner completed a spin-off of AOL as a free-standing company with shares traded on the NYSE. As of the spin-off, AOL's CEO planned major changes for the firm, including a reduction in expenses of \$300 million yearly and a cut of 2,500 employees.

**LOCATIONS:** ("Y" = Yes)

West:	Southwest:	Midwest:	Southeast:	Northeast:	International:
				Y	

**APOLLO GROUP INC**

www.apollogrp.edu

Industry Group Code: 611410 Ranks within this company's industry group: Sales: 1 Profits: 1

<b>Financial Services:</b> Stock Brokerage: Mortgages/Loans: Y Banking: Insurance: Credit Cards:	<b>Information:</b> Portal/News: Communities: Search Engine: Financial Data Pub.: Broadcasting/Music:	<b>Technology:</b> Hardware: Software: Specialty Equipment: Distributor:	<b>Services:</b> Payments/Markets: Consulting: Advertising/Mktg.: Outsourcing: Other: Y	<b>Retailing:</b> Retailer: Auctions: Tickets/Travel: Automobiles:	<b>Telecommunications:</b> Internet Service Provider: Web Site Services: Specialty Telecom:
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**TYPES OF BUSINESS:**

University-Level Education  
Continuing Education  
Online University Courses  
Adult Education

**BRANDS/DIVISIONS/AFFILIATES:**

University of Phoenix, Inc. (The)  
University of Phoenix Online  
Institute for Professional Development  
College for Financial Planning, Inc.  
Western International University, Inc.  
Insight Schools, Inc.  
Apollo Global, Inc.  
BPP Holdings plc.

**CONTACTS:** *Note: Officers with more than one job title may be intentionally listed here more than once.*

Charles B. Edelstein, Co-CEO  
Joseph L. D'Amico, COO  
Joseph L. D'Amico, Pres.  
Brian L. Swartz, CFO/Sr. VP/Treas.  
Robert W. Wrubel, Sr. VP-Mktg. & Prod. Strategy  
Frederick J. Newton, Sr. VP-Human Resources  
Joseph N. Mildenhall, CIO  
P. Robert Moya, General Counsel/Exec. VP/Sec  
Allyson Pooley, Investor Rel. Contact  
Gregory J. Iverson, Chief Acct. Officer/Controller/VP  
Gregory W. Cappelli, Co-CEO  
William J. Pepicello, Pres., University of Phoenix  
Terri C. Bishop, Exec. VP-External Affairs  
Jay Goin, Exec. VP-University of Phoenix  
John G. Sperling, Chmn.

**Phone:** 480-966-5394 **Fax:** 480-379-3503**Toll-Free:** 800-990-2765**Address:** 4025 S. Riverpoint Pkwy., Phoenix, AZ 85040 US**GROWTH PLANS/SPECIAL FEATURES:**

Apollo Group, Inc., through its subsidiaries, is a provider of higher education programs for working adults. Its subsidiaries include the University of Phoenix, Inc.; University of Phoenix Online; the Institute for Professional Development; the College for Financial Planning; Western International University, Inc; and Insight Schools, Inc. The consolidated enrollment in the company's educational programs is approximately 362,000 students, over 80% of whom work full-time. Apollo offers its programs and services at campuses and learning centers in 39 states, D.C., Puerto Rico, Mexico, Canada and the Netherlands. The University of Phoenix Online has the distinction of being the leading private, accredited university in the U.S. with undergraduate and graduate degree programs. The Institute for Professional Development, Inc. (IPD) enables private, small to medium-sized accredited colleges and universities to provide viable degree programs for working adults. IPD offers its clients services such as degree program design, curriculum development, market research, student recruitment, accounting and administrative services. The College for Financial Planning provides financial planning education, including the Certified Financial Planner Professional Education Program. Western International University offers undergraduate and graduate degree programs at campuses in Arizona and, through joint ventures, in China and India. Insight Schools, Inc offers curriculum and administrative services to public schools to operate full-time online high school programs serving students in 10 states. It also provides students with a laptop computer and a printer, an online curriculum with over 120 available course offerings, and the instruction of state certified teachers and online mentors. In July 2009, subsidiary, Apollo Global, Inc. acquired UK company, BPP Holdings plc.

Employees are offered medical, dental and vision insurance; flexible spending accounts; life insurance; business travel accident insurance; a 401(k) plan; a stock purchase plan; disability coverage; an education tuition program; and a college savings plan.

**FINANCIALS:** Sales and profits are in thousands of dollars—add 000 to get the full amount. 2009 Note: Financial information for 2009 was not available for all companies at press time.

2009 Sales: \$3,974,202	2009 Profits: \$598,319
2008 Sales: \$3,140,931	2008 Profits: \$476,525
2007 Sales: \$2,723,793	2007 Profits: \$408,810
2006 Sales: \$2,477,533	2006 Profits: \$414,833
2005 Sales: \$2,251,472	2005 Profits: \$444,731

**U.S. Stock Ticker:** APOL  
**Int'l Ticker:** Int'l Exchange:  
Employees: 31,376  
Fiscal Year Ends: 8/31  
Parent Company:

**SALARIES/BENEFITS:**

Pension Plan:	ESOP Stock Plan:	Profit Sharing:	Top Exec. Salary: \$850,000	Bonus: \$1,700,000
Savings Plan: Y	Stock Purch. Plan: Y		Second Exec. Salary: \$500,000	Bonus: \$1,000,000

**OTHER THOUGHTS:**

Apparent Women Officers or Directors: 5  
Hot Spot for Advancement for Women/Minorities: Y

**LOCATIONS: ("Y" = Yes)**

West:	Southwest:	Midwest:	Southeast:	Northeast:	International:
Y	Y	Y	Y	Y	Y

**APPLE INC**

www.apple.com

Industry Group Code: 334111 Ranks within this company's industry group: Sales: 2 Profits: 1

<b>Financial Services:</b> Stock Brokerage: Mortgages/Loans: Banking: Insurance: Credit Cards:	<b>Information:</b> Portal/News: Communities: Search Engine: Financial Data Pub.: Broadcasting/Music:	<b>Technology:</b> Hardware: Software: Specialty Equipment: Distributor:	<b>Services:</b> Payments/Markets: Consulting: Advertising/Mktg.: Outsourcing: Other:	<b>Retailing:</b> Retailer: Auctions: Tickets/Travel: Automobiles:	<b>Telecommunications:</b> Internet Service Provider: Web Site Services: Specialty Telecom:
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**TYPES OF BUSINESS:**

Computer Hardware-PCs  
Software  
Computer Accessories  
Retail Stores  
Portable Music Players  
Online Music Sales  
Cellular Phones  
Home Entertainment Software & Systems

**BRANDS/DIVISIONS/AFFILIATES:**

iLife  
iPad  
Xserve  
Mac OS X  
MacBook Air  
iPod  
iPhone  
Safari

**CONTACTS:** Note: Officers with more than one job title may be intentionally listed here more than once.

Steve P. Jobs, CEO  
Timothy D. Cook, COO  
Peter Oppenheimer, CFO/Sr. VP  
Philip W. Schiller, Sr. VP-Worldwide Prod. Mktg.  
Bertrand Serlet, Sr. VP-Software Eng.  
Daniel Cooperman, General Counsel/Sr. VP/Sec.  
Ronald B. Johnson, Sr. VP-Retail  
Jonathan Ive, Sr. VP-Industrial Design  
Sina Tamaddon, Sr. VP-Applications  
Scott Forstall, Sr. VP-iPhone Software  
Bill Campbell, Chmn.

**Phone:** 408-996-1010      **Fax:** 408-974-2113

**Toll-Free:** 800-692-7753

**Address:** 1 Infinite Loop, Cupertino, CA 95014 US

**GROWTH PLANS/SPECIAL FEATURES:**

Apple, Inc. designs, manufactures and markets personal computers, portable digital music players and mobile communication devices; and sells a variety of related software, services, peripherals and networking solutions. The company's hardware products include the MacBook, MacBook Air and MacBook Pro notebook computers; Mac Pro and iMac desktop computers; Mac minis; and Xserve servers and Xserve RAID Storage Systems. The firm's Mac products feature Intel microprocessors, Mac OS X Leopard operating systems and iLife software. Software products include Mac OS X; iLife '09; iWork '09; Logic Studio; and FileMaker Pro. Additional products include the iSight digital video cameras; the iPod line of portable digital music players and accessories; the iPhone, with touch controls, phone, iPod, and Internet services; Final Cut Studio, a high-definition video production suite of applications; and the iTunes digital entertainment management software for MP3 music files, television shows and movies. The iPhone is available in over 80 countries through individual carrier distribution deals. Peripheral products include printers, storage devices, memory, widescreen flat panel displays and Apple TV, which plays iTunes content wirelessly. The firm operates over 280 retail stores in Canada, China, Japan, the U.K., the U.S., Australia and Italy. The company recently released upgrades for its desktop computer line as well as new editions of the iPod Nano, Touch and Shuffle. In June 2009, Apple release the new iPhone 3GS, which has a longer battery life and a better camera than the previous iPhone; new editions of the MacBook Pro with a longer lasting integrated battery; a new version of Mac OS X called Snow leopard, along with its Server counterpart; and Safari 4, a new edition of the firm's browser. In August 2009, the company opened its iTunes store in Mexico. In early 2010, Apple launched an innovative new tablet computer called iPad. Apple's retail stores have been a tremendous success. The firm planned 40-50 new stores for 2010.

**FINANCIALS:** Sales and profits are in thousands of dollars—add 000 to get the full amount. 2009 Note: Financial information for 2009 was not available for all companies at press time.

2009 Sales: \$36,537,000	2009 Profits: \$5,704,000
2008 Sales: \$32,479,000	2008 Profits: \$4,834,000
2007 Sales: \$24,006,000	2007 Profits: \$3,496,000
2006 Sales: \$19,315,000	2006 Profits: \$1,989,000
2005 Sales: \$13,931,000	2005 Profits: \$1,328,000

**U.S. Stock Ticker:** AAPL  
**Int'l Ticker:** Int'l Exchange:  
Employees: 34,300  
Fiscal Year Ends: 9/30  
Parent Company:

**SALARIES/BENEFITS:**

Pension Plan:	ESOP Stock Plan:	Profit Sharing:	Top Exec. Salary: \$718,860	Bonus: \$700,000
Savings Plan: Y	Stock Purch. Plan: Y		Second Exec. Salary: \$600,012	Bonus: \$600,000

**OTHER THOUGHTS:**

**Apparent Women Officers or Directors:**  
**Hot Spot for Advancement for Women/Minorities:**

**LOCATIONS: ("Y" = Yes)**

West:	Southwest:	Midwest:	Southeast:	Northeast:	International:
Y	Y	Y	Y	Y	Y

**ARIBA INC**

www.ariba.com

Industry Group Code: 511210A Ranks within this company's industry group: Sales: 4 Profits: 6

<b>Financial Services:</b> Stock Brokerage: Mortgages/Loans: Banking: Insurance: Credit Cards:	<b>Information:</b> Portal/News: Communities: Search Engine: Financial Data Pub.: Broadcasting/Music:	<b>Technology:</b> Hardware: Software: Specialty Equipment: Distributor:	<b>Services:</b> Payments/Markets: Consulting: Advertising/Mktg.: Outsourcing: Other:	<b>Retailing:</b> Retailer: Auctions: Tickets/Travel: Automobiles:	<b>Telecommunications:</b> Internet Service Provider: Web Site Services: Specialty Telecom:
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**TYPES OF BUSINESS:**

Computer Software-Transaction Processing  
Procurement & Logistics Solutions  
Business Process Software  
Consulting Services

**BRANDS/DIVISIONS/AFFILIATES:**

Ariba Spend Management  
Ariba Visibility Solutions  
Ariba Sourcing Solutions  
Ariba Procurement & Expense Solutions  
Ariba Contract Management Solutions  
Ariba Invoice & Payment Solutions  
Ariba Supplier Management Solutions  
Procuri, Inc.

**CONTACTS:** *Note: Officers with more than one job title may be intentionally listed here more than once.*

Robert M. Calderoni, CEO  
Kent Parker, COO  
Kevin S. Costello, Pres.  
Ahmed Rubaie, CFO  
Tim Minahan, Chief Mktg. Officer  
Bhaskar Himatsingka, CTO  
Bob Solomon, Sr. VP/Gen. Mgr.-Ariba Supplier Bus. Unit.  
Robert M. Calderoni, Chmn.  
Daryl T. Rolley, Sr. VP/Gen. Mgr.-Ariba North America & Asia

**Phone:** 650-390-1000      **Fax:** 650-390-1100

**Toll-Free:**

**Address:** 807 11th Ave., Sunnyvale, CA 94089 US

**GROWTH PLANS/SPECIAL FEATURES:**

Ariba, Inc. provides its clients with spend management software and solutions that allow for the efficient and thrift procurement of all required non-payroll goods and services. The company currently has office locations in 22 countries, with its principle office located in California. This allows the company to operate in three geographic segments that include North America; Europe, Middle East, and Africa; and Asia-Pacific. The company's software applications integrate with all major business applications and provide customers with products and services to enhance the visibility of spending activities across all of their suppliers, divisions and purchased goods or services. The Ariba Spend Management (ASM) applications fall into six sets. Ariba Visibility Solutions provides customers with products and services to enhance the visibility of spending activities across all of their suppliers, divisions and purchased goods or services. Ariba Sourcing Solutions enables companies to identify the top suppliers across a broad range of categories and to negotiate procurement terms, leverage and aggregate spending, and manage procurement contracts. Ariba Procurement & Expense Solutions provides applications and services for requisitioning and procurement across all kinds of spending. Ariba Contract Management Solutions allows customers to streamline and automate the entire contract process. Ariba Invoice & Payment Solutions allows enterprises to streamline and automate paper-intensive invoicing and payment processes. Finally, Ariba Supplier Management Solutions provides enterprises with products and services to optimize buyer-seller interactions. The company has several subsidiaries that include Procuri, Inc., a provider of demand supply management solutions; Tradex Technologies, Inc, which provides marketplace systems; Surplus Records, Inc., a surplus directory of tools and industrial equipment; Alliente, Inc., an e-business procurement service; and Nihon Ariba KK, the company's Japanese subsidiary.

The company offers its employees medical, dental and vision; a 401(k) plan; employee stock purchase plan; and flexible spending account.

**FINANCIALS:** Sales and profits are in thousands of dollars—add 000 to get the full amount. 2009 Note: Financial information for 2009 was not available for all companies at press time.

2009 Sales: \$338,972	2009 Profits: \$8,193
2008 Sales: \$328,060	2008 Profits: \$-41,062
2007 Sales: \$301,667	2007 Profits: \$-14,977
2006 Sales: \$296,016	2006 Profits: \$-47,801
2005 Sales: \$323,043	2005 Profits: \$-349,628

**U.S. Stock Ticker:** ARBA  
**Int'l Ticker:** Int'l Exchange:  
Employees: 1,632  
Fiscal Year Ends: 9/30  
Parent Company:

**SALARIES/BENEFITS:**

Pension Plan:	ESOP Stock Plan: Y	Profit Sharing:	Top Exec. Salary: \$675,000	Bonus: \$1,350,000
Savings Plan: Y	Stock Purch. Plan:		Second Exec. Salary: \$500,000	Bonus: \$670,000

**OTHER THOUGHTS:**

**Apparent Women Officers or Directors:** 1  
**Hot Spot for Advancement for Women/Minorities:**

**LOCATIONS: ("Y" = Yes)**

West:	Southwest:	Midwest:	Southeast:	Northeast:	International:
Y	Y	Y	Y	Y	Y

**ART TECHNOLOGY GROUP INC**

www.atg.com

Industry Group Code: 511210M Ranks within this company's industry group: Sales: 2 Profits: 1

<b>Financial Services:</b> Stock Brokerage: Mortgages/Loans: Banking: Insurance: Credit Cards:	<b>Information:</b> Portal/News: Communities: Search Engine: Financial Data Pub.: Broadcasting/Music:	<b>Technology:</b> Hardware: Software: Specialty Equipment: Distributor:	<b>Services:</b> Payments/Markets: Consulting: Advertising/Mktg.: Outsourcing: Other:	<b>Retailing:</b> Retailer: Auctions: Tickets/Travel: Automobiles:	<b>Telecommunications:</b> Internet Service Provider: Web Site Services: Specialty Telecom:
		Y	Y		Y

**TYPES OF BUSINESS:**

Software-Web Development & E-Commerce  
 Consulting Services  
 Application Development  
 Design Services  
 Training & Support Services

**BRANDS/DIVISIONS/AFFILIATES:**

eStara  
 OnDemand  
 Click to Call  
 Click to Chat  
 Call Tracking

**CONTACTS:** *Note: Officers with more than one job title may be intentionally listed here more than once.*

Robert D. Burke, CEO  
 Robert D. Burke, Pres.  
 Julie M. B. Bradley, CFO  
 Nina McIntyre, Chief Mktg. Officer/Sr. VP  
 Patricia O'Neill, Sr. VP-Human Resources  
 Kenneth Z. Volpe, Sr. VP-Tech.  
 Kenneth Z. Volpe, Sr. VP-Prod.  
 David McEvoy, General Counsel/VP  
 Drew Reynolds, Sr. VP-Corp. Dev.  
 Lou Frio, Sr. VP-Svcs.  
 Daniel C. Regis, Chmn.  
 Barry E. Clark, Sr. VP-Worldwide Sales

**Phone:** 617-386-1000      **Fax:** 617-386-1111

**Toll-Free:**

**Address:** 1 Main St., Cambridge, MA 02142 US

**FINANCIALS:** Sales and profits are in thousands of dollars—add 000 to get the full amount. 2009 Note: Financial information for 2009 was not available for all companies at press time.

2009 Sales: \$179,382	2009 Profits: \$16,796
2008 Sales: \$164,641	2008 Profits: \$3,799
2007 Sales: \$137,060	2007 Profits: \$-4,187
2006 Sales: \$103,232	2006 Profits: \$9,695
2005 Sales: \$90,646	2005 Profits: \$5,769

**U.S. Stock Ticker:** ARTG

**Int'l Ticker:** Int'l Exchange:

Employees: 545

Fiscal Year Ends: 12/31

Parent Company:

**SALARIES/BENEFITS:**

Pension Plan:	ESOP Stock Plan:	Profit Sharing:	Top Exec. Salary: \$387,308	Bonus: \$286,200
Savings Plan: Y	Stock Purch. Plan: Y		Second Exec. Salary: \$247,461	Bonus: \$113,760

**OTHER THOUGHTS:**

**Apparent Women Officers or Directors:** 6  
**Hot Spot for Advancement for Women/Minorities:** Y

**LOCATIONS:** ("Y" = Yes)

West:	Southwest:	Midwest:	Southeast:	Northeast:	International:
Y		Y		Y	Y

**GROWTH PLANS/SPECIAL FEATURES:**

Art Technology Group, Inc. (ATG) provides software solutions and support services that help businesses to develop and manage personalized web sites. ATG's products capture/maintain information about customers' personal preferences, online activity and transaction history, and use this information to provide more contextual content. Through its eStara subsidiary, the company provides OnDemand services for multi-channel interaction. Its Click to Call and Click to Chat services provide online businesses with proactive conversion solutions for enhancing online sales and support. eStara solutions allow customers to converse with a sales person or customer care agent by clicking a button on a web site, e-mail, banner ad or directory listing, and eStara's Call Tracking solutions allow advertisers to track the source of each in-bound call as well as information about callers. ATG also offers its Adaptive Scenario Engine (ASE), meant to improve sales by creating personal profiles for customers and determining the efficacy of online marketing strategies. ASE also provides the tools for improving web site content and presentation. ATG provides clients with related services such as support, education and professional services. The company's primary clients are medium-sized to large companies with high numbers of online customers. In May 2009, the firm introduced ATG LiveStore, an on demand program that expatiates the delivery of e-commerce sites for mid-sized and enterprise level merchants.

ATG offers educational reimbursement; an employee assistance program; charitable contributions match; medical, dental and vision insurance; life/disability insurance; domestic partner benefits; and on-site fitness and wellness programs.

**ARTISTDIRECT INC**

www.artistdirect.com

Industry Group Code: 451220E Ranks within this company's industry group: Sales: 2 Profits: 2

<b>Financial Services:</b> Stock Brokerage: Mortgages/Loans: Banking: Insurance: Credit Cards:	<b>Information:</b> Portal/News: Y Communities: Y Search Engine: Y Financial Data Pub.: Broadcasting/Music: Y	<b>Technology:</b> Hardware: Software: Specialty Equipment: Distributor:	<b>Services:</b> Payments/Markets: Consulting: Advertising/Mktg.: Outsourcing: Other:	<b>Retailing:</b> Retailer: Y Auctions: Tickets/Travel: Automobiles:	<b>Telecommunications:</b> Internet Service Provider: Web Site Services: Specialty Telecom:
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**TYPES OF BUSINESS:**

Online Retail-Music Downloads  
Music Portal  
Music Merchandise  
Digital Rights  
Digital Rights Management

**BRANDS/DIVISIONS/AFFILIATES:**

MediaDefender  
ArtistDirect.com  
LoserKids.com

**CONTACTS:** *Note: Officers with more than one job title may be intentionally listed here more than once.*

Dimitri Villard, Interim CEO  
Betsy Murphy, VP-Worldwide Sales  
Rene Rousselet, Corp. Controller  
Octavio Herrera, Pres., MediaDefender, Inc.  
Randy Saaf, CEO-MediaDefender, Inc.  
Jonathan V. Diamond, Chmn.

<b>Phone:</b> 310-956-3300	<b>Fax:</b> 310-956-3301
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**Toll-Free:**

<b>Address:</b> 1601 Cloverfield Blvd., Ste. 400, Santa Monica, CA 90404-4082 US
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**GROWTH PLANS/SPECIAL FEATURES:**

ARTISTdirect, Inc. is an internet-based digital media company offering multimedia content; music news and information; communities organized around shared music interests; music-related commerce; digital music services; and Internet piracy protection services. Its operations are divided into three segments: Media, E-Commerce and Internet Piracy Prevention (IPP). The Media segment includes the company's content-oriented web sites, a network of third party music sites, advertising and other marketing initiatives. The E-Commerce segment consists of the sale of recorded music and artist-related merchandise on the company's web sites. The IPP segment, operated by wholly-owned subsidiary MediaDefender, offers services to help prevent unauthorized downloads. MediaDefender accounts for over half of the firm's revenue; Media, roughly a third; and E-Commerce, 3%. The company works with artists to develop, produce and distribute their music and provide them with a platform to develop their presence on the web. ARTISTdirect brings together many elements of the entertainment industry, allowing customers to purchase and pre-order a full range of recorded music as well as shop for artist-related merchandise. The firm's other web sites include loserkids.com, which provides both an online store offering CDs and other products, such as clothes, as well as community areas, chat and multimedia content. The ARTISTdirect network promotes itself constantly to increase customer traffic over its web site through special offers and contests such as free concert passes and discounts on music merchandise.

The company offers its employees a 401(k) savings plan.

**FINANCIALS:** Sales and profits are in thousands of dollars—add 000 to get the full amount. 2009 Note: Financial information for 2009 was not available for all companies at press time.

2009 Sales: \$	2009 Profits: \$
2008 Sales: \$12,141	2008 Profits: \$-47,956
2007 Sales: \$24,171	2007 Profits: \$11,517
2006 Sales: \$24,062	2006 Profits: \$-4,890
2005 Sales: \$13,971	2005 Profits: \$-12,105

**U.S. Stock Ticker: ARTD.OB**

**Int'l Ticker:** Int'l Exchange:  
Employees: 68  
Fiscal Year Ends: 12/31  
Parent Company:

**SALARIES/BENEFITS:**

Pension Plan:	ESOP Stock Plan:	Profit Sharing:	Top Exec. Salary: \$350,000	Bonus: \$20,000
Savings Plan: Y	Stock Purch. Plan:		Second Exec. Salary: \$350,000	Bonus: \$

**OTHER THOUGHTS:**

**Apparent Women Officers or Directors:** 1  
**Hot Spot for Advancement for Women/Minorities:**

**LOCATIONS: ("Y" = Yes)**

West: Y	Southwest:	Midwest:	Southeast:	Northeast:	International:
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**ASK.COM**

www.ask.com

Industry Group Code: 519130 Ranks within this company's industry group: Sales: Profits:

<b>Financial Services:</b> Stock Brokerage: Mortgages/Loans: Banking: Insurance: Credit Cards:	<b>Information:</b> Portal/News: Y Communities: Search Engine: Y Financial Data Pub.: Broadcasting/Music:	<b>Technology:</b> Hardware: Software: Y Specialty Equipment: Distributor:	<b>Services:</b> Payments/Markets: Consulting: Advertising/Mktg.: Y Outsourcing: Other:	<b>Retailing:</b> Retailer: Auctions: Tickets/Travel: Automobiles:	<b>Telecommunications:</b> Internet Service Provider: Web Site Services: Specialty Telecom:
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**TYPES OF BUSINESS:**

Online Portal-Search Engine  
Natural Language Search Software  
Advertising Services  
Corporate Analytics Software

**BRANDS/DIVISIONS/AFFILIATES:**

IAC SEARCH & MEDIA  
Ask for Kids  
Bloglines  
Lexico Publishing Group LLC  
Dictionary.com  
Thesaurus.com  
Reference.com  
Ask Sponsored Listings

**CONTACTS:** *Note: Officers with more than one job title may be intentionally listed here more than once.*

Scott Garell, Pres.  
Dominic Butera, CFO  
Juanita Lott, Sr. VP-Human Resources  
Tao Yang, Chief Scientist/Sr. VP  
Mark Stockford, CIO/Sr. Info. Systems Exec.  
Scott Kim, CTO  
Chuck F. Geiger, Exec. VP-Eng.  
Edward Ferguson, General Counsel/Sr. VP  
Mark Stockford, Sr. VP-Oper.  
Nicholas Graham, VP-Comm.  
Andrea Riggs, Exec. VP-Search Tech.  
Tomasz Imielinski, Exec. VP-Global Search & Answers  
Doug Leeds, Sr. VP/Gen. Mgr.-Ask Sponsored Listings  
Andrew Moers, Sr. VP/Gen. Mgr.-Ask.com Partner Network

<b>Phone:</b> 510-985-7400	<b>Fax:</b> 510-985-7412
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<b>Toll-Free:</b>
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<b>Address:</b> 555 12th St., Ste. 500, Oakland, CA 94607 US
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**GROWTH PLANS/SPECIAL FEATURES:**

Ask.com, a subsidiary of IAC/InterActiveCorp, offers users information retrieval products through various web sites, portals and downloadable applications. This business unit's brands include Ask.com, Ask for Kids and Bloglines. Ask.com, an Internet search engine, uses a unique algorithm technology called ExpertRank, which provides search results by identifying the most authoritative sites on the Internet rather than the most popular. Ask.com sites are available in seven countries including the U.S., Germany, Spain, Italy, Japan, the Netherlands and the U.K. Ask for Kids is a child-friendly means for children to search for information online. The site includes advanced filtering technology that screens out inappropriate or irrelevant hits. Ask for Kids is structured as a learning and edu-tainment destination site which combines human editorial judgment and age-appropriate feature content. Bloglines is a free online service for searching, subscribing, publishing and sharing RSS feeds and blogs. Bloglines is a pioneer in bringing RSS (Really Simple Syndication) feeds and rich content to mainstream Internet users. The site offers news feed and blog articles, images as well as audio and video. Blogline is available in nine different languages. Ask Sponsored Listings is a SME (Search Engine Marketing) platform that assists advertisers in reaching target audiences. IAC generates revenue both by syndicating search results and ad products, and by offering advertisers a variety of targeted tools for promoting their products to the company's broad user base. The company recently added the holdings of Lexico Publishing Group to its brands; these include Dictionary.com, Thesaurus.com and Reference.com.

The company offers its employees medical, dental and vision; a 401(k) matching plan; tuition assistance; matching charitable contributions program; subsidized parking and commuting plan; an employee discount program; and discounted gym memberships.

**FINANCIALS:** Sales and profits are in thousands of dollars—add 000 to get the full amount. 2009 Note: Financial information for 2009 was not available for all companies at press time.

2009 Sales: \$	2009 Profits: \$
2008 Sales: \$	2008 Profits: \$
2007 Sales: \$	2007 Profits: \$
2006 Sales: \$	2006 Profits: \$
2005 Sales: \$350,000	2005 Profits: \$

**U.S. Stock Ticker: Subsidiary**
**Int'l Ticker:** Int'l Exchange:

Employees:

Fiscal Year Ends: 12/31

Parent Company: IAC/INTERACTIVECORP

**SALARIES/BENEFITS:**

Pension Plan:	ESOP Stock Plan:	Profit Sharing:	Top Exec. Salary: \$	Bonus: \$307,070
Savings Plan: Y	Stock Purch. Plan:		Second Exec. Salary: \$	Bonus: \$

**OTHER THOUGHTS:**

Apparent Women Officers or Directors: 1  
Hot Spot for Advancement for Women/Minorities:

**LOCATIONS: ("Y" = Yes)**

West:	Southwest:	Midwest:	Southeast:	Northeast:	International:
Y		Y		Y	Y

**AT&T INC**

www.att.com

Industry Group Code: 517110 Ranks within this company's industry group: Sales: 1 Profits: 1

<b>Financial Services:</b> Stock Brokerage: Mortgages/Loans: Banking: Insurance: Credit Cards:	<b>Information:</b> Portal/News: Communities: Search Engine: Financial Data Pub.: Broadcasting/Music:	<b>Technology:</b> Hardware: Software: Specialty Equipment: Distributor:	<b>Services:</b> Payments/Markets: Consulting: Advertising/Mktg.: Outsourcing: Other:	<b>Retailing:</b> Retailer: Auctions: Tickets/Travel: Automobiles:	<b>Telecommunications:</b> Internet Service Provider: Web Site Services: Specialty Telecom:	Y
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**TYPES OF BUSINESS:**

Local Telephone Service  
Wireless Telecommunications  
Long-Distance Telephone Service  
Corporate Telecom, Backbone & Wholesale Services  
Directory Publishing  
Entertainment & Television via Internet  
International Telephone Services  
Internet Access via DSL

**BRANDS/DIVISIONS/AFFILIATES:**

BellSouth Corp  
Cingular Wireless LLC  
Sterling Commerce Inc  
USInternetWorking Inc  
Wayport, Inc.  
Berry Network Inc  
Sterling Commerce Inc.  
Berry Network Inc.

**CONTACTS:** *Note: Officers with more than one job title may be intentionally listed here more than once.*

Randall L. Stephenson, CEO  
Randall L. Stephenson, Pres.  
Richard G. Lindner, CFO/Sr. Exec. VP  
Catherine M. Coughlin, Global Mktg. Officer/Sr. Exec. VP  
William A. Blase Jr., Sr. Exec. VP-Human Resources  
John Donovan, CTO  
Wayne Watts, General Counsel/Sr. Exec. VP  
James W. Callaway, Sr. Exec. VP-Exec. Oper.  
Forest Miller, Group Pres., Corp. Strategy & Dev.  
Ronald E. Spears, Pres./CEO-AT&T Bus. Solutions  
John T. Stankey, Pres./CEO-AT&T Operations, Inc.  
Ralph de la Vega, Pres./CEO-AT&T Mobility/Consumer Markets  
Rayford Wilkins, Jr., Group Pres., AT&T Diversified Bus.  
Randall L. Stephenson, Chmn.

Phone: 210-821-4105

Fax:

Toll-Free:

Address: 208 S. Akard St., San Antonio, TX 75202 US

**GROWTH PLANS/SPECIAL FEATURES:**

AT&T, Inc. is one of the world's largest providers of diversified telecommunications services. The company and its subsidiaries deliver a portfolio of wireless communications; local exchange services; long-distance services; data and broadband and Internet services; video services; telecommunications equipment; managed networking; wholesale services; and directory advertising and publishing services. The company operates through four segments: wireless, wireline, advertising and publishing and other. The wireless segment operates through subsidiary AT&T Mobility and primarily provides wireless voice communications services to business and consumer customers. The wireline segment provides retail and wholesale communication services, including voice and data services, domestically and internationally. This segment also includes AT&T's Virtual Private Network (VPN) and Voice over IP (VoIP) services. The advertising and publishing segment Yellow and White Pages directories and sell directory advertising and Internet-based advertising. Operations of the other segment include managed web hosting, application management, security and integration services, outsourcing, government-related services and satellite video services, as well as the company's U-Verse high-speed broadband and TV services. The firm is one of the nation's largest wireless carriers, serving 77 million customers, with service spanning more than 200 countries worldwide. AT&T is the exclusive retailer for the Apple iPhone. In 2008, the company's acquisitions included Edge Wireless, a wireless communications services company; Ingenio, a Pay Per Call technology provider; Centennial Communications Corp., a regional communications services provider; Wayport, Inc., a Wi-Fi services provider; certain assets of Easterbrooke Cellular Corporation; and spectrum licenses covering 196 million people from a subsidiary of Aloha Partners, L.P.

AT&T offers its employees medical, dental and vision insurance, tuition reimbursement, company discounts, flexible spending accounts and a 401(k) savings and pension plan.

**FINANCIALS:** Sales and profits are in thousands of dollars—add 000 to get the full amount. 2009 Note: Financial information for 2009 was not available for all companies at press time.

2009 Sales: \$	2009 Profits: \$
2008 Sales: \$124,028,000	2008 Profits: \$12,867,000
2007 Sales: \$118,928,000	2007 Profits: \$11,951,000
2006 Sales: \$63,055,000	2006 Profits: \$7,356,000
2005 Sales: \$43,764,000	2005 Profits: \$4,786,000

**U.S. Stock Ticker:** T  
**Int'l Ticker:** Int'l Exchange:  
Employees: 301,000  
Fiscal Year Ends: 12/31  
Parent Company:

**SALARIES/BENEFITS:**

Pension Plan: Y	ESOP Stock Plan:	Profit Sharing:	Top Exec. Salary: \$1,420,833	Bonus: \$
Savings Plan: Y	Stock Purch. Plan:		Second Exec. Salary: \$825,000	Bonus: \$260,000

**OTHER THOUGHTS:**

Apparent Women Officers or Directors: 6  
Hot Spot for Advancement for Women/Minorities: Y

**LOCATIONS: ("Y" = Yes)**

West:	Southwest:	Midwest:	Southeast:	Northeast:	International:
Y	Y	Y	Y	Y	Y

**ATOS ORIGIN SA**

www.atosorigin.com

Industry Group Code: 541513 Ranks within this company's industry group: Sales: 5 Profits:

<b>Financial Services:</b> Stock Brokerage: Mortgages/Loans: Banking: Insurance: Credit Cards:	<b>Information:</b> Portal/News: Communities: Search Engine: Financial Data Pub.: Broadcasting/Music:	<b>Technology:</b> Hardware: Software: Specialty Equipment: Distributor:	<b>Services:</b> Payments/Markets: Consulting: Advertising/Mktg.: Outsourcing: Other:	<b>Retailing:</b> Retailer: Auctions: Tickets/Travel: Automobiles:	<b>Telecommunications:</b> Internet Service Provider: Web Site Services: Specialty Telecom:
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**TYPES OF BUSINESS:**

IT Consulting  
Business Process Outsourcing  
Payment Solutions  
e-Commerce Consulting  
Supply Chain Management  
Customer Relationship Management  
Product Lifecycle Management  
Web Design

**BRANDS/DIVISIONS/AFFILIATES:**

Atos Consulting  
Atos Worldline  
AtosEuronext  
Banksys  
Bank Card Company

**CONTACTS:** *Note: Officers with more than one job title may be intentionally listed here more than once.*

Thierry Breton, CEO  
Michel-Alain Proch, CFO  
Jean-Marie Simon, Head-Human Resources  
Philippe Mareine, Gen. Sec.  
Charles Dehelly, Sr. VP-Oper.  
Marc-Henri Desportes, Head-Bus. Dev. & Strategy  
Didier Dhennin, CEO-Atos Worldline  
Eric Grall, Head-Global Managed Svcs.  
Winfried Holz, CEO-Germany & Central Europe  
Herve Payan, Head-Global Consulting  
Thierry Breton, Chmn.  
Gilles Grapinet, Sr. Exec. VP-Global Functions  
Eric Guilhou, Sr. Exec. VP-Purchasing

**Phone:** 33-1-55-91-20-00 **Fax:** 33-1-55-91-20-05

**Toll-Free:**

**Address:** Tour les Mirroirs- Bat C, 18 Ave. d'Alsace, Paris, 92926 France

**FINANCIALS:** Sales and profits are in thousands of dollars—add 000 to get the full amount. 2009 Note: Financial information for 2009 was not available for all companies at press time.

2009 Sales: \$	2009 Profits: \$
2008 Sales: \$7,107,800	2008 Profits: \$
2007 Sales: \$9,251,500	2007 Profits: \$76,200
2006 Sales: \$8,527,100	2006 Profits: \$-417,800
2005 Sales: \$8,625,100	2005 Profits: \$371,900

**U.S. Stock Ticker:**

**Int'l Ticker:** ATO Int'l Exchange: Paris-Euronext

Employees:

Fiscal Year Ends: 12/31

Parent Company:

**SALARIES/BENEFITS:**

Pension Plan:	ESOP Stock Plan:	Profit Sharing:	Top Exec. Salary: \$	Bonus: \$1,008,406
Savings Plan:	Stock Purch. Plan:		Second Exec. Salary: \$	Bonus: \$

**OTHER THOUGHTS:**

**Apparent Women Officers or Directors:**  
**Hot Spot for Advancement for Women/Minorities:**

**LOCATIONS: ("Y" = Yes)**

West:	Southwest:	Midwest:	Southeast:	Northeast:	International:
	Y	Y			Y

**GROWTH PLANS/SPECIAL FEATURES:**

Atos Origin SA is an international consulting firm that performs information technology (IT) services for its clients. Through subsidiary Atos Consulting, the company provides consulting, systems integration and managed operations resources in more than 40 countries worldwide. The company's other divisions create IT strategies and design information systems to suit clients' needs. In addition to system design, Atos builds infrastructure itself and provides outsourcing services, including system operation, web design, support and upgrading. Through Atos Worldline, the company offers business process outsourcing (BPO), payment solutions for cashless transfers and multi-channel contact services, all on a global basis. AtosEuronext, a joint venture between Atos Origin and the Euronext stock exchange, is a leading provider of IT solutions to the European financial services industry. The company also has an enterprise alliance agreement with TIS, Inc., a Japanese IT provider. By an agreement with the International Olympic Committee, Atos Origin will provide IT support for the next four Olympic Games, and has previously provided support to the 2008 events in Beijing, Athens in 2004 and Torino, Italy in 2006. Its role is to assume primary responsibility for IT consulting, systems integration, operations management, information security and software applications development at the Olympic events. Other subsidiaries include Banksys and Bank Card Company. In January 2010, the firm launched Atos Sphere an Ambition Carbon Free and Cloud Services Solution for its Green IT services.

**ATTACHMATE CORPORATION**

www.attachmate.com

Industry Group Code: 511210H Ranks within this company's industry group: Sales: Profits:

<b>Financial Services:</b> Stock Brokerage: Mortgages/Loans: Banking: Insurance: Credit Cards:	<b>Information:</b> Portal/News: Communities: Search Engine: Financial Data Pub.: Broadcasting/Music:	<b>Technology:</b> Hardware: Software: Specialty Equipment: Distributor:	<b>Services:</b> Payments/Markets: Consulting: Advertising/Mktg.: Outsourcing: Other:	<b>Retailing:</b> Retailer: Auctions: Tickets/Travel: Automobiles:	<b>Telecommunications:</b> Internet Service Provider: Web Site Services: Specialty Telecom:
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**TYPES OF BUSINESS:**

Software-Web User Information  
Systems Management Software  
Security Software  
VoIP Software

**BRANDS/DIVISIONS/AFFILIATES:**

NetIQ Corporation  
AppManager Suite  
Vivinet  
NetIQ Security Manager  
Attachmate Corporation  
AttachmateWRQ

**CONTACTS:** *Note: Officers with more than one job title may be intentionally listed here more than once.*

Jeff Hawn, CEO  
Jeff Hawn, Pres.  
Charles Sansbury, CFO/Sr. VP  
Thomas W. Hull, VP-North American Sales  
Bob Flynn, Sr. VP/Gen. Mgr.-Host Connectivity Solutions  
Logan Wray, Sr. VP/Gen. Mgr.-Systems & Security  
Todd Tucker, VP-Worldwide Tech. Support  
Jay Gardner, Sr. VP-NetIQ Unit  
Jeff Hawn, Chmn.

<b>Phone:</b> 206-217-7100	<b>Fax:</b> 206-217-7515
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<b>Toll-Free:</b> 800-872-2829
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<b>Address:</b> 1500 Dexter Ave. N., Seattle, WA 98109 US
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**GROWTH PLANS/SPECIAL FEATURES:**

Attachmate Corporation is a provider of enterprise management, integration and security for Internet-based systems, which include web servers, intranets and extranets. Its products are designed to enable organizations to centrally manage and administer multiple Internet-based systems across their enterprises, regardless of the quantity or geographic locations of servers supporting those systems. The company operates in over 60 countries, and is owned by private equity groups Golden Gate Capital, Francisco Partners and Thoma Cresse Equity Partners. The company offers products in the categories of terminal emulation, systems and security management, PC lifecycle management, legacy integration, secure communications, Unisys mainframe systems and airlines and travel industry software. The company's primary system management software, AppManager Suite, promptly identifies and provides notification and an automated response to system problems such as application failures, system software crashes, hardware failures, slow response times and insufficient resource capacity. The company also has a line of Voice-over-Internet Protocol (VoIP) system management applications, Vivinet, that test and manage VoIP networks. Through the NetIQ, a recently acquired affiliate, the company offers the Security Manager Suite and related applications; the firm also offers privacy and security software to protect against viruses, worms, spam, hackers and employee misuse of company resources. Among the company's customers are Sharp Electronics; Pentagon Federal Credit Union; AT&T; Raytheon; Motorola; and the Kansas Department of Human Resources.

The company offers employees a variety of health plan options, incentive plans, life insurance and exercise facilities at the majority of its offices.

**FINANCIALS:** Sales and profits are in thousands of dollars—add 000 to get the full amount. 2009 Note: Financial information for 2009 was not available for all companies at press time.

2009 Sales: \$	2009 Profits: \$
2008 Sales: \$	2008 Profits: \$
2007 Sales: \$	2007 Profits: \$
2006 Sales: \$	2006 Profits: \$
2005 Sales: \$213,216	2005 Profits: \$46,747

**U.S. Stock Ticker: Private**

Int'l Ticker: Int'l Exchange:

Employees:

Fiscal Year Ends: 6/30

Parent Company: GOLDEN GATE CAPITAL

**SALARIES/BENEFITS:**

Pension Plan:	ESOP Stock Plan:	Profit Sharing:	Top Exec. Salary: \$	Bonus: \$
Savings Plan: Y	Stock Purch. Plan: Y		Second Exec. Salary: \$	Bonus: \$

**OTHER THOUGHTS:**

Apparent Women Officers or Directors:  
Hot Spot for Advancement for Women/Minorities: Y

**LOCATIONS: ("Y" = Yes)**

West: Y	Southwest: Y	Midwest:	Southeast:	Northeast: Y	International: Y
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**AUDIBLE INC**

www.audible.com

Industry Group Code: 451220E Ranks within this company's industry group: Sales: Profits:

<b>Financial Services:</b> Stock Brokerage: Mortgages/Loans: Banking: Insurance: Credit Cards:	<b>Information:</b> Portal/News: Communities: Search Engine: Financial Data Pub.: Broadcasting/Music:	<b>Technology:</b> Hardware: Software: Specialty Equipment: Distributor:	<b>Services:</b> Payments/Markets: Consulting: Advertising/Mktg.: Outsourcing: Other:	<b>Retailing:</b> Retailer: Auctions: Tickets/Travel: Automobiles:	<b>Telecommunications:</b> Internet Service Provider: Web Site Services: Specialty Telecom:
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**TYPES OF BUSINESS:**

Audio Books-Online Sales  
Audio Programming Software  
Time-Shifted Radio Programming  
Digital Audio Players  
Educational Audio Materials

**BRANDS/DIVISIONS/AFFILIATES:**

Amazon.com Inc  
Audible.com  
AudibleListener

**CONTACTS:** *Note: Officers with more than one job title may be intentionally listed here more than once.*

Donald R. Katz, CEO  
William H. Mitchell, CFO  
Guy A. Story, Jr., Chief Scientist  
Helene Godin, Corp. Counsel  
Brian M. Fielding, Exec. VP-Bus. Dev.  
Beth Anderson, Sr. VP/Publisher  
Will Lopes, VP-Customer Experience  
Foy C. Sperring, Jr., VP-Customer Acquisition  
Donald R. Katz, Chmn.

Phone: 973-820-0400

Fax:

Toll-Free:

Address: 1 Washington Park, 16th Fl., Newark, NJ 07102 US

**GROWTH PLANS/SPECIAL FEATURES:**

Audible, Inc. provides Internet-delivered premium spoken audio content for playback on personal computers and mobile devices. The company offers a variety of software systems and audio programming software designed to download, store and play between two and 24 hours of content from its online store, audible.com. Audible sells a wide array of audio content, including educational materials, humor, periodicals, fiction, nonfiction and time-shifted radio programming comprised of 50,000 different programs and 700 content providers. The company has several AudibleListener membership plans which provide a 30% discount of individual content purchases, exposure to periodic sales and member-only free content offerings for an annual membership fee. The company also has partnerships with leading audiobook, magazine and newspaper publishers, as well as broadcasters, business information providers and educational and cultural institutions. Audible.com features daily selected audio content from The Wall Street Journal and The New York Times, both available on a subscription basis in time for the morning drive to work each day. Other publications offered include Fast Company, Forbes, Harvard Business Review and Scientific American. In addition, the site offers a large collection of audiobook bestsellers and classics by authors such as Stephen King, James Patterson, William Shakespeare and Jane Austen, as well as speeches, lectures and on-demand radio programs. Around 45,000 titles are available for purchase on U.S. and U.K. web sites and related part web sites in Germany and France have 45,000 programs. The company was recently acquired by Amazon.com.

Employees are offered health insurance; a 401(k) savings plan; and a stock ownership program.

**FINANCIALS:** Sales and profits are in thousands of dollars—add 000 to get the full amount. 2009 Note: Financial information for 2009 was not available for all companies at press time.

2009 Sales: \$	2009 Profits: \$
2008 Sales: \$	2008 Profits: \$
2007 Sales: \$109,968	2007 Profits: \$2,425
2006 Sales: \$82,032	2006 Profits: \$-8,680
2005 Sales: \$63,237	2005 Profits: \$- 653

**U.S. Stock Ticker: Subsidiary**

Int'l Ticker: Int'l Exchange:

Employees:

Fiscal Year Ends: 12/31

Parent Company: AMAZON.COM INC

**SALARIES/BENEFITS:**

Pension Plan:	ESOP Stock Plan: Y	Profit Sharing:	Top Exec. Salary: \$	Bonus: \$
Savings Plan: Y	Stock Purch. Plan:		Second Exec. Salary: \$	Bonus: \$

**OTHER THOUGHTS:**

Apparent Women Officers or Directors: 2  
Hot Spot for Advancement for Women/Minorities: Y

**LOCATIONS: ("Y" = Yes)**

West:	Southwest:	Midwest:	Southeast:	Northeast:	International:
				Y	Y

**AUTHORIZE.NET HOLDINGS INC**

www.authorize.net

Industry Group Code: 522320 Ranks within this company's industry group: Sales: Profits:

<b>Financial Services:</b> Stock Brokerage: Mortgages/Loans: Banking: Insurance: Credit Cards:	<b>Information:</b> Portal/News: Communities: Search Engine: Financial Data Pub.: Broadcasting/Music:	<b>Technology:</b> Hardware: Software: Specialty Equipment: Distributor:	<b>Services:</b> Payments/Markets: Consulting: Advertising/Mktg.: Outsourcing: Other:	<b>Retailing:</b> Retailer: Auctions: Tickets/Travel: Automobiles:	<b>Telecommunications:</b> Internet Service Provider: Web Site Services: Specialty Telecom:
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**TYPES OF BUSINESS:**

Software-Payment Processing & Antifraud  
Transaction Products & Services  
Call Center Solutions  
Consulting Services

**BRANDS/DIVISIONS/AFFILIATES:**

Authorize.Net  
eCheck.Net  
SalesBoost.Net  
CyberSource Corporation  
Lightbridge Inc

**CONTACTS:** *Note: Officers with more than one job title may be intentionally listed here more than once.*

Robert Donahue, CEO  
Robert Donahue, Pres.  
Timothy C. O'Brien, CFO  
Kathleen A. Harris, VP-Human Resources  
Timothy C. O'Brien, VP-Admin.  
Eugene J. DiDonato, General Counsel/VP  
Roy Banks, Pres., Authorize.net  
Lynn Ricci, Dir.-Media Rel.  
Timothy C. O'Brien, VP-Finance/Treas.  
Kevin C. Melia, Chmn.

<b>Phone:</b> 801-492-6450	<b>Fax:</b> 801-492-6489
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**Toll-Free:**

<b>Address:</b> 808 E. Utah Valley Dr., American Fork, UT 84003 US
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**GROWTH PLANS/SPECIAL FEATURES:**

Authorize.Net Holdings, Inc., formerly Lightbridge, Inc., develops, markets and supports products and services primarily for businesses that sell products or services online. As a subsidiary of CyberSource Corporation, the firm provides payment processing, which consists of a set of Internet Protocol (IP) based payment processing gateway services that enable online and other merchants to authorize; settle; manage risk; and manage credit card or electronic check transactions via a variety of interfaces. The company's IP-based payment processing solutions offer products and services to merchants in both the Card Not Present and Card Present (CP), point-of-sale (POS) and mobile devices, segments of the U.S. credit card transaction processing market. In addition, payment processing services include an electronic check payment processing solution for merchants. These solutions are designed to provide secure transmission of transaction data over the Internet and manage submission of this payment information to the credit card and Automated Clearing House (ACH) processing networks. Additional services include SalesBoost.Net, a suite of 50 Internet-based promotional and marketing tools; and eCheck.Net, which allows both online, mail order and telephone order merchants to accept and process electronic check payments from consumer and corporate bank accounts through e-commerce web sites and a Virtual Terminal. The company provides its payment processing solutions primarily through a network of outside sales partners, Independent Sales Organizations (ISOs), and merchant bank partners.

Employee are offered medical, dental and vision insurance; life insurance; short-and long-term disability coverage; flexible spending accounts; a stock purchase plan; educational financial assistance and a 401(k) plan.

**FINANCIALS:** Sales and profits are in thousands of dollars—add 000 to get the full amount. 2009 Note: Financial information for 2009 was not available for all companies at press time.

2009 Sales: \$	2009 Profits: \$
2008 Sales: \$	2008 Profits: \$
2007 Sales: \$	2007 Profits: \$
2006 Sales: \$95,646	2006 Profits: \$24,758
2005 Sales: \$108,278	2005 Profits: \$19,012

**U.S. Stock Ticker: Subsidiary**

Int'l Ticker: Int'l Exchange:

Employees:

Fiscal Year Ends: 12/31

Parent Company: CYBERSOURCE CORP

**SALARIES/BENEFITS:**

Pension Plan:	ESOP Stock Plan:	Profit Sharing:	Top Exec. Salary: \$	Bonus: \$
Savings Plan: Y	Stock Purch. Plan: Y		Second Exec. Salary: \$	Bonus: \$

**OTHER THOUGHTS:**

Apparent Women Officers or Directors: 2  
Hot Spot for Advancement for Women/Minorities: Y

**LOCATIONS: ("Y" = Yes)**

West: Y	Southwest:	Midwest:	Southeast:	Northeast: Y	International: Y
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**AUTOBYTEL INC**

www.autobytel.com

Industry Group Code: 519130 Ranks within this company's industry group: Sales: 30 Profits: 25

<b>Financial Services:</b> Stock Brokerage: Mortgages/Loans: Banking: Insurance: Credit Cards:	<b>Information:</b> Portal/News: Y Communities: Search Engine: Financial Data Pub.: Broadcasting/Music:	<b>Technology:</b> Hardware: Software: Specialty Equipment: Distributor:	<b>Services:</b> Payments/Markets: Consulting: Y Advertising/Mktg.: Y Outsourcing: Other:	<b>Retailing:</b> Retailer: Auctions: Y Tickets/Travel: Automobiles: Y	<b>Telecommunications:</b> Internet Service Provider: Web Site Services: Specialty Telecom:
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**TYPES OF BUSINESS:**

Automotive Media & Marketing Services  
Online Car Sales Support

**BRANDS/DIVISIONS/AFFILIATES:**

MyRide.com  
autobytel.com  
autoweb.com  
car.com  
carsmart.com  
autosite.com  
cartv.com  
iControl by Autobytel

**CONTACTS:** *Note: Officers with more than one job title may be intentionally listed here more than once.*

Jeffrey Coats, CEO  
Mark Garms, COO/Exec. VP  
Jeffrey Coats, Pres.  
Curtis E. DeWalt, CFO/Sr. VP  
Zane Rathwick, VP-IT Dev.  
Michael Hunsche, CTO  
Glenn Fuller, Chief Admin. Officer  
Glenn Fuller, Chief Legal Officer/Exec. VP/Corp. Sec.  
Steve Lind, Exec. VP-Corp. Dev.  
Curtis E. DeWalt, Controller  
Lawrence Brogan, Sr. VP-Strategic & Financial Planning  
Michael Fuchs, Chmn.

<b>Phone:</b> 949-225-4500	<b>Fax:</b> 949-225-4557
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<b>Toll-Free:</b>
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<b>Address:</b> 18872 MacArthur Blvd., Ste. 200, Irvine, CA 92612 US
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**GROWTH PLANS/SPECIAL FEATURES:**

Autobytel, Inc. is an automotive media and marketing services company that helps dealers sell cars and services; and manufacturers build brands through efficient marketing and advertising primarily through the Internet. The company owns and operates automotive web sites, including autobytel.com, autoweb.com, car.com, carsmart.com, autosite.com and cartv.com. Autobytel.com provides a wealth of information about a vast array of new and pre-owned vehicles, including light trucks. Customers can choose from a variety of colors, accessories and methods of payment and then have the site search all retail dealerships within a given radius from the user's home for a car that matches the selected specifications. The firm's other web sites offer various levels of information and access to Autobytel's dealers. Autobytel also provides customer relationship management products and programs, consisting of management products, customer loyalty and retention marketing programs. In September 2008, the company announced a workforce reduction of 35%. In February 2010, the firm launched iControl by Autobytel, an online application that enables dealers to configure consumer leads according to current inventory, customer location (distance from the dealerships) and lead sourcing.

**FINANCIALS:** Sales and profits are in thousands of dollars—add 000 to get the full amount. 2009 Note: Financial information for 2009 was not available for all companies at press time.

2009 Sales: \$	2009 Profits: \$
2008 Sales: \$71,159	2008 Profits: \$-79,916
2007 Sales: \$84,385	2007 Profits: \$-5,355
2006 Sales: \$85,102	2006 Profits: \$-31,468
2005 Sales: \$122,054	2005 Profits: \$-6,258

**U.S. Stock Ticker:** ABTL  
**Int'l Ticker:** Int'l Exchange:  
Employees: 115  
Fiscal Year Ends: 12/31  
Parent Company:

**SALARIES/BENEFITS:**

Pension Plan:	ESOP Stock Plan:	Profit Sharing:	Top Exec. Salary: \$404,072	Bonus: \$
Savings Plan: Y	Stock Purch. Plan:		Second Exec. Salary: \$300,000	Bonus: \$45,000

**OTHER THOUGHTS:**

Apparent Women Officers or Directors: 1  
Hot Spot for Advancement for Women/Minorities:

**LOCATIONS: ("Y" = Yes)**

West:	Southwest:	Midwest:	Southeast:	Northeast:	International:
Y		Y			

**AUTOMATIC DATA PROCESSING INC**

www.adp.com

Industry Group Code: 518210 Ranks within this company's industry group: Sales: 1 Profits: 1

<b>Financial Services:</b> Stock Brokerage: Mortgages/Loans: Banking: Insurance: Credit Cards:	<b>Information:</b> Portal/News: Communities: Search Engine: Financial Data Pub.: Broadcasting/Music:	<b>Technology:</b> Hardware: Software: Specialty Equipment: Distributor:	<b>Services:</b> Payments/Markets: Y Consulting: Advertising/Mktg.: Outsourcing: Y Other:	<b>Retailing:</b> Retailer: Auctions: Tickets/Travel: Automobiles:	<b>Telecommunications:</b> Internet Service Provider: Web Site Services: Specialty Telecom:
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**TYPES OF BUSINESS:**

Data Processing Services  
Business Outsourcing Solutions  
Information Services  
Payroll Processing  
Automobile Dealer Services

**BRANDS/DIVISIONS/AFFILIATES:**

ADP TotalSource  
ADP Employer Services  
ADP Leave Administration Service  
ADP Access  
ADP Business Services (Shanghai) Co., Ltd.  
ChinaLink

**CONTACTS:** *Note: Officers with more than one job title may be intentionally listed here more than once.*

Gary C. Butler, CEO  
S. Michael Martone, COO  
Gary C. Butler, Pres.  
Christopher R. Reidy, CFO  
Benito Cachinero, VP-Human Resources  
Michael L. Capone, CIO/VP  
James B. Benson, General Counsel/VP/Sec.  
Terry Corallo, Sr. Dir.-Public Rel. & Advertising  
Raymond L. Colotti, VP/Treas.  
Steven J. Anenen, Pres., Dealer Svcs.  
Campbell B. Langdon, Pres., Employer Svcs., Major Accounts Div.  
Regina R. Lee, Pres., Employer Svcs.-National Acct. Div.  
Carlos Rodriguez, Pres., Employer Svcs.-Small Bus. Svcs. Div.  
Leslie A. Brun, Chmn.  
Lisa Bao, Mgr.-Mktg., ADP China

**Phone:** 973-974-5000 **Fax:** 973-974-5390**Toll-Free:** 800-225-5237**Address:** 1 ADP Blvd., Roseland, NJ 07068 US**GROWTH PLANS/SPECIAL FEATURES:**

Automatic Data Processing, Inc. (ADP) is one of the world's largest providers of business outsourcing solutions. The company offers a wide range of human resources, payroll, tax and benefits administration solutions from a single source. The firm also provides integrated computing solutions to automotive, heavy truck, motorcycle, marine and recreational vehicle dealers throughout the world. ADP operates in three segments: ADP Employer Services, professional employer organization (PEO) services and dealer services. ADP Employer Services offers a range of human resources information, payroll processing, tax and benefits administration products and services, including traditional and web-based outsourcing solutions. The segment assists roughly 560,000 employers in the U.S., Canada, Europe, South America, Australia and Asia to staff, manage, pay and retain their employees. The PEO services segment, which operates as ADP TotalSource, provides small and medium sized businesses with comprehensive employment administration outsourcing solutions (through a co-employment relationship), including payroll; payroll tax filing; human resources guidance; 401(k) plan administration; benefits administration; compliance services; health and workers' compensation coverage; and other supplemental benefits for employees. ADP TotalSource has approximately 46 offices in 19 states; the businesses it serves have a combined 188,000 employees. The dealer services division provides integrated dealer management systems and business solutions to over 25,000 automotive, heavy truck and powersports vehicle retailers in approximately 60 countries. In October 2008, the firm launched ADP Leave Administration Service, a program supported by NexTrak Leave Administration platform that manages and simplifies the process associated with employee leave. In March 2009, ADP Employer Services released ADP Access, a new retirement program. In April 2009, part of the employer services division, ADP Business Services (Shanghai) Co., Ltd., acquired majority ownership of ChinaLink.

The company offers its employees benefits including life, AD&D, home, medical, dental and vision insurance; a pension plan; a 401(k) plan; and tuition reimbursement.

**FINANCIALS:** Sales and profits are in thousands of dollars—add 000 to get the full amount. 2009 Note: Financial information for 2009 was not available for all companies at press time.

2009 Sales: \$8,867,100	2009 Profits: \$1,328,200
2008 Sales: \$8,776,500	2008 Profits: \$1,161,700
2007 Sales: \$7,800,000	2007 Profits: \$1,021,200
2006 Sales: \$6,835,600	2006 Profits: \$1,554,000
2005 Sales: \$6,131,300	2005 Profits: \$1,055,400

**U.S. Stock Ticker:** ADP**Int'l Ticker:** Int'l Exchange:

Employees: 45,000  
Fiscal Year Ends: 6/30  
Parent Company:

**SALARIES/BENEFITS:**

Pension Plan: Y	ESOP Stock Plan:	Profit Sharing:	Top Exec. Salary: \$900,000	Bonus: \$2,579,405
Savings Plan: Y	Stock Purch. Plan: Y		Second Exec. Salary: \$750,000	Bonus: \$1,085,950

**OTHER THOUGHTS:**

Apparent Women Officers or Directors: 8  
Hot Spot for Advancement for Women/Minorities: Y

**LOCATIONS:** ("Y" = Yes)

West: Y	Southwest: Y	Midwest: Y	Southeast: Y	Northeast: Y	International: Y
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**AUTONOMY CORP PLC**

www.autonomy.com

Industry Group Code: 511210L Ranks within this company's industry group: Sales: 2 Profits: 1

<b>Financial Services:</b> Stock Brokerage: Mortgages/Loans: Banking: Insurance: Credit Cards:	<b>Information:</b> Portal/News: Communities: Search Engine: Financial Data Pub.: Broadcasting/Music:	<b>Technology:</b> Hardware: Software: Y Specialty Equipment: Y Distributor:	<b>Services:</b> Payments/Markets: Consulting: Advertising/Mktg.: Outsourcing: Other:	<b>Retailing:</b> Retailer: Auctions: Tickets/Travel: Automobiles:	<b>Telecommunications:</b> Internet Service Provider: Web Site Services: Specialty Telecom:
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**TYPES OF BUSINESS:**

Data Management Software  
Speech & Pattern Recognition Technology  
Intelligent Search Software

**BRANDS/DIVISIONS/AFFILIATES:**

ZANTAZ  
Virage  
Cardiff  
etalk  
Meridio  
Interwoven Inc

**CONTACTS:** *Note: Officers with more than one job title may be intentionally listed here more than once.*

Michael Lynch, CEO  
Andrew M. Kanter, COO  
Sushovan Hussein, CFO  
Nicole Eagan, Chief Mktg. Officer  
Peter Mendell, CTO  
Ian Black, Head-Global Oper., Autonomy Group  
Anthony Bettencourt, CEO-Zantaz  
Andrew Northrop, Gen. Mgr.-Global Svcs.  
David Humphrey, Managing Dir.-Virage Security & Surveillance  
Stouffer Egan, CEO-US

**Phone:** 44-1223-448-000      **Fax:** 44-1223-448-001

**Toll-Free:**

**Address:** Cambridge Business Park, Cowley Rd., Cambridge, CB4 0WZ UK

**GROWTH PLANS/SPECIAL FEATURES:**

Autonomy Corporation plc is a leader in infrastructure software for the enterprise and provides Meaning Based Computing (MBC) software, which offers software to cope with unstructured information such as documents, e-mails, telephone conversations and multimedia. The Autonomy group of companies includes ZANTAZ, a leader in the archiving, e-Discovery and Proactive Information Risk Management (IRM) markets; Cardiff, which provides Intelligent Document solutions; etalk, a provider of contact center products; Virage, a provider of rich media management and security and surveillance technology; and Meridio, which provides records management software. Autonomy designs software to recognize the relationships that exist between disconnected information for greater ease of use and efficiency using sophisticated pattern-matching algorithms. This software can understand and rank the most important concepts within documents, web pages and e-mails and thereby process them automatically for different applications in a variety of ways. Autonomy's speech recognition technology enables organizations to make sense of large volumes of enterprise and web information in text, e-mail, voice and voice forms, allowing users to obtain relevant broadcast information to support business decisions and increase efficiency. End-user applications for Autonomy's software include information access technology, pan-enterprise search, information governance, end-to-end e-Discovery and archiving, records management, business process management, customer interaction solutions and video and audio analysis. The firm serves companies in the e-commerce, energy and utilities, financial services, investigative, manufacturing, media, pharmaceutical and professional services industries. Among the company's subsidiaries are Autonomy Services Gmb H; Autonomy Systems Ltd; Autonomy Systems Singapore Pte Ltd; Autonomy France Sarl; Autonomy Belgium BVBA and Autonomy Netherlands BV. The company recently acquired Interwoven, Inc.

**FINANCIALS:** Sales and profits are in thousands of dollars—add 000 to get the full amount. 2009 Note: Financial information for 2009 was not available for all companies at press time.

2009 Sales: \$739,688	2009 Profits: \$191,551
2008 Sales: \$503,229	2008 Profits: \$131,749
2007 Sales: \$304,300	2007 Profits: \$62,500
2006 Sales: \$250,682	2006 Profits: \$39,085
2005 Sales: \$96,032	2005 Profits: \$8,950

**U.S. Stock Ticker:** AUTNF

Int'l Ticker: AU Int'l Exchange: London-LSE

Employees: 1,200

Fiscal Year Ends: 12/31

Parent Company:

**SALARIES/BENEFITS:**

Pension Plan:	ESOP Stock Plan:	Profit Sharing:	Top Exec. Salary: \$	Bonus: \$
Savings Plan:	Stock Purch. Plan:		Second Exec. Salary: \$	Bonus: \$

**OTHER THOUGHTS:**

Apparent Women Officers or Directors: 1  
Hot Spot for Advancement for Women/Minorities:

**LOCATIONS:** ("Y" = Yes)

West:	Southwest:	Midwest:	Southeast:	Northeast:	International:
Y		Y		Y	Y

**AVAYA GOVERNMENT SOLUTIONS**

www.avayagov.com

Industry Group Code: 541512 Ranks within this company's industry group: Sales: Profits:

<b>Financial Services:</b> Stock Brokerage: Mortgages/Loans: Banking: Insurance: Credit Cards:	<b>Information:</b> Portal/News: Communities: Search Engine: Financial Data Pub.: Broadcasting/Music:	<b>Technology:</b> Hardware: Software: Specialty Equipment: Distributor:	<b>Services:</b> Payments/Markets: Consulting: Advertising/Mktg.: Outsourcing: Other:	<b>Retailing:</b> Retailer: Auctions: Tickets/Travel: Automobiles:	<b>Telecommunications:</b> Internet Service Provider: Web Site Services: Specialty Telecom:
		Y	Y		Y

**TYPES OF BUSINESS:**IT Consulting for Government  
Professional Services**BRANDS/DIVISIONS/AFFILIATES:**Avaya Inc  
Nortel Government Solutions, Inc.**CONTACTS:** *Note: Officers with more than one job title may be intentionally listed here more than once.*

Chuck Saffell, CEO  
 Michael Paige, COO  
 Joel Hackney, Pres.  
 Scott Spehar, Exec. VP-Sales  
 Christina Correia, Exec. VP-Human Resources  
 Charles Owlett, Exec. VP-IT & Facilities  
 Stephen Szeremeta, Exec. VP-Legal, Contracts & Security  
 Michael Paige, Exec. VP-Svcs. Oper.  
 Perry Keating, Corp. Dev. & Strategy  
 Steven Bracci, Exec. VP-Finance  
 Steve Derr, Exec. VP-Sales Eng.

**Phone:** 703-653-8000 **Fax:** 703-653-8001**Toll-Free:****Address:** 12730 Fair Lakes Cir., Fairfax, VA 22033 US**GROWTH PLANS/SPECIAL FEATURES:**

Avaya Government Solutions, Inc., formerly Nortel Government Solutions, is a subsidiary of Avaya, Inc. that provides technology, Internet and high-end services for the engineering, deployment and management of mission-critical operations by its government clients. The company specializes in providing secure, interoperable technology for clients in homeland security, criminal justice, defense and civilian agencies within the federal government and at state and local levels. Avaya Government Solutions offers services in four solution categories: networks solutions, including commercial-off-the-shelf (COTS) integration and satellite communications services; program management solutions, including government business operations, operations and maintenance services and construction management services; information management solutions, including network and systems engineering and management, software and data management and integration, and enterprise IT services; and security solutions, including integrated security and mission protection services, public safety solutions and water quality analysis services. The firm's products include contact center software, communication servers, Ethernet switching, virtual private networks (VPN), meridian systems, private branch exchange (PBX) systems and unified messaging. The company further specializes in services that protect the exchange of information online within Homeland Security, Criminal Justice and Intelligence and the Civilian e-Government. Its largest clients include the U.S. Army, Navy and Air Force, the Department of Homeland Security (DHS), the Internal Revenue Service and the Department of Defense. In December 2009, Nortel Government Solutions was acquired by Avaya, Inc., and began operating as a wholly-owned subsidiary under the Avaya Government Solutions name.

Employees are offered medical, dental and vision insurance; life and disability insurance; health care and dependent care flexible spending accounts; a 401(k) plan; mass transit and parking flexible spending accounts; and tuition reimbursement.

**FINANCIALS:** Sales and profits are in thousands of dollars—add 000 to get the full amount. 2009 Note: Financial information for 2009 was not available for all companies at press time.

2009 Sales: \$  
 2008 Sales: \$  
 2007 Sales: \$150,600  
 2006 Sales: \$  
 2005 Sales: \$

2009 Profits: \$  
 2008 Profits: \$  
 2007 Profits: \$  
 2006 Profits: \$  
 2005 Profits: \$

**U.S. Stock Ticker:** Subsidiary**Int'l Ticker:** Int'l Exchange:

Employees:

Fiscal Year Ends: 12/31

Parent Company: AVAYA INC

**SALARIES/BENEFITS:**

Pension Plan: ESOP Stock Plan: Profit Sharing: Top Exec. Salary: \$ Bonus: \$67,000  
 Savings Plan: Y Stock Purch. Plan: Second Exec. Salary: \$ Bonus: \$

**OTHER THOUGHTS:**

Apparent Women Officers or Directors: 2  
 Hot Spot for Advancement for Women/Minorities:

**LOCATIONS:** ("Y" = Yes)

West:	Southwest:	Midwest:	Southeast:	Northeast:	International:
				Y	

**AVAYA INC**

www.avaya.com

Industry Group Code: 334210 Ranks within this company's industry group: Sales: 4 Profits:

<b>Financial Services:</b> Stock Brokerage: Mortgages/Loans: Banking: Insurance: Credit Cards:	<b>Information:</b> Portal/News: Communities: Search Engine: Financial Data Pub.: Broadcasting/Music:	<b>Technology:</b> Hardware: Software: Specialty Equipment: Distributor:	<b>Services:</b> Payments/Markets: Consulting: Advertising/Mktg.: Outsourcing: Other:	<b>Retailing:</b> Retailer: Auctions: Tickets/Travel: Automobiles:	<b>Telecommunications:</b> Internet Service Provider: Web Site Services: Specialty Telecom:
		Y			Y

**TYPES OF BUSINESS:**

Telecommunications Systems  
Telecommunications Software  
Consulting Services  
CRM Products  
Networking Systems & Software  
Systems Planning & Integration  
Network Maintenance, Management & Security Services

**BRANDS/DIVISIONS/AFFILIATES:**

Avaya Labs  
Silver Lake Partners  
TPG Capital  
TPG (Texas Pacific Group)

**CONTACTS:** *Note: Officers with more than one job title may be intentionally listed here more than once.*

Kevin Kennedy, CEO  
Kevin Kennedy, Pres.  
Thomas Manley, CFO  
Todd Abbott, Sr. VP-Sales/Pres., Field Oper.  
Roger Gaston, Sr. VP-Human Resources  
Lorie Buckingham, CIO  
Pamela F. Craven, Chief Admin. Officer  
Jim Chirico, Sr. VP/Pres., Oper.  
Chris Formant, Sr. VP/Pres., Global Svcs.  
Vance Williams LaVelle, Sr. VP-Mktg.  
Alan Baratz, Sr. VP/Pres., Global Comm. Solutions

**Phone:** 908-953-6000 **Fax:** 908-953-7609**Toll-Free:** 866-462-8292**Address:** 211 Mt. Airy Rd., Basking Ridge, NJ 07920 US**GROWTH PLANS/SPECIAL FEATURES:**

Avaya, Inc. is a leading global provider of communications systems and applications for businesses of all sizes and government organizations. The company is owned by private equity firms Silver Lake Partners and TPG Capital, the global buyout group of TPG (Texas Pacific Group). Avaya's products and services fall into four categories: Unified communications, contact centers, global services and Integrated Office Communications. Its unified communications systems integrate multiple forms of communication, including telephony, e-mail, instant messaging and video. The firm's contact center solutions include intelligent routing, self-service and proactive contact applications. Avaya IQ, the company's analytics and reporting platform, provides companies with customer information. The company's global services include the evaluation, design, implementation and management of enterprise communications networks. Its global services are provided through 28 network operations and technical support centers. The firm's Integrated Office Communications unit targets enterprises with up to 250 employees. IP Office is the unit's primary offering, providing solutions for telephony, messaging, networking, conferencing and customer management. The firm supports its customers with comprehensive global service offerings, including remote diagnostics testing, installation, on-site repair and maintenance. Avaya has its own research facilities, Avaya Labs, where research and development professionals develop new offerings. Areas of research include collaborative applications, data analysis, IP (Internet Protocol) communications, multimedia technologies, networked systems, software technology and dialogue systems. In August 2008, the firm launched its Avaya Federal Solutions, Inc. subsidiary to focus on sales, service and solutions for the U.S. Government.

**FINANCIALS:** Sales and profits are in thousands of dollars—add 000 to get the full amount. 2009 Note: Financial information for 2009 was not available for all companies at press time.

2009 Sales: \$	2009 Profits: \$
2008 Sales: \$5,000,000	2008 Profits: \$
2007 Sales: \$5,100,000	2007 Profits: \$
2006 Sales: \$5,148,000	2006 Profits: \$201,000
2005 Sales: \$4,902,000	2005 Profits: \$921,000

**U.S. Stock Ticker:** Private**Int'l Ticker:** Int'l Exchange:

Employees: 15,500

Fiscal Year Ends: 9/30

Parent Company: TPG (TEXAS PACIFIC GROUP)

**SALARIES/BENEFITS:**

Pension Plan:	ESOP Stock Plan:	Profit Sharing:	Top Exec. Salary: \$	Bonus: \$
Savings Plan: Y	Stock Purch. Plan:		Second Exec. Salary: \$	Bonus: \$

**OTHER THOUGHTS:**

Apparent Women Officers or Directors: 1  
Hot Spot for Advancement for Women/Minorities:

**LOCATIONS:** ("Y" = Yes)

West: Y	Southwest:	Midwest:	Southeast: Y	Northeast: Y	International: Y
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**AXWAY INC**

www.tumbleweed.com

Industry Group Code: 511210E Ranks within this company's industry group: Sales: Profits:

<b>Financial Services:</b> Stock Brokerage: Mortgages/Loans: Banking: Insurance: Credit Cards:	<b>Information:</b> Portal/News: Communities: Search Engine: Financial Data Pub.: Broadcasting/Music:	<b>Technology:</b> Hardware: Software: Specialty Equipment: Distributor:	<b>Services:</b> Payments/Markets: Consulting: Advertising/Mktg.: Outsourcing: Other:	<b>Retailing:</b> Retailer: Auctions: Tickets/Travel: Automobiles:	<b>Telecommunications:</b> Internet Service Provider: Web Site Services: Specialty Telecom:
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**TYPES OF BUSINESS:**

Business Collaboration Software  
E-Mail, Firewall & Anti-Spam Software  
Secure File Transfer Software  
Professional Services  
Security Software  
Business Processing Management  
Tracking Software

**BRANDS/DIVISIONS/AFFILIATES:**

Sopra Group  
Tumbleweed Communications Corp.  
MailGate  
Secure Messenger  
SecureTransport  
Enterprise Service Plan  
Software-as-a-Service  
Axway Mapping Centre

**CONTACTS:** *Note: Officers with more than one job title may be intentionally listed here more than once.*

Christophe Fabre, CEO  
Monty Mason, Dir.-Solutions Mktg.  
Dave Bennett, CTO  
Sia Zahed, Dir.-Bus. Dev.  
Taher Elgamel, Chief Security Officer  
Joe Fisher, VP-Prod. & Solution Mktg.  
Paul Fowler, VP-Healthcare Innovation  
Stree Naidu, VP-Asia Pacific & Japan

<b>Phone:</b> 480-627-1800	<b>Fax:</b> 480-627-1801
<b>Toll-Free:</b>	
<b>Address:</b> 6811 E. Mayo Blvd., 4th Fl., Phoenix, AZ 85054 US	

**GROWTH PLANS/SPECIAL FEATURES:**

Axway, Inc., a subsidiary of Sopra Group, is a leading provider of multi-enterprise solutions and infrastructure, serving more than 11,000 enterprises in 100 countries. Through Synchrony, a multi-enterprise service-oriented framework, the company offers business-to-business integration, managed file transfer, secure e-mail, business activity monitoring, enterprise application integration, service-oriented architecture, business process management, track and trace and identity validation solutions. The firm also provides a variety of other solutions, including Software-as-a-Service, which offers on-demand services for Axway's solutions and products without installing software applications; the Enterprise Service Plan, which provides migration and technical support for future Axway solutions releases; professional services, such as software installation and configuration, application customization, integration model development and strategy; training; and support. Additionally, the Axway Mapping Centre offers mapping and platform conversion services. Axway's solutions are utilized by customers in the supply chain, technology, healthcare, financial, retail, automotive, government and logistics markets. In June 2008, Axway created an alliance with Blue Vector Systems and Gebhardt to provide prescription drug supply chain solutions. The firm formed a similar alliance with Aegate later in June. In September 2008, Axway merged with Tumbleweed Communications Corp. Through the merger, Axway acquired products such as MailGate e-mail security, SecureTransport managed file transfer solution and Secure Messenger e-mail encryption software. In November 2008, Axway formed a strategic alliance with Edifecs, Inc. to offer healthcare workflow solutions; and an alliance with Wipro Technologies to provide business-to-business integration (B2Bi) and electronic data interchange (EDI) managed services. In February 2009, the company opened a new sales and training office in Sydney, Australia.

**FINANCIALS:** Sales and profits are in thousands of dollars—add 000 to get the full amount. 2009 Note: Financial information for 2009 was not available for all companies at press time.

2009 Sales: \$	2009 Profits: \$
2008 Sales: \$	2008 Profits: \$
2007 Sales: \$57,455	2007 Profits: \$-10,765
2006 Sales: \$61,994	2006 Profits: \$-4,882
2005 Sales: \$50,001	2005 Profits: \$-3,900

**U.S. Stock Ticker:** Subsidiary  
**Int'l Ticker:** Int'l Exchange:  
Employees:  
Fiscal Year Ends: 12/31  
Parent Company: SOPRA GROUP

**SALARIES/BENEFITS:**

Pension Plan:	ESOP Stock Plan:	Profit Sharing:	Top Exec. Salary: \$	Bonus: \$
Savings Plan:	Stock Purch. Plan:		Second Exec. Salary: \$	Bonus: \$

**OTHER THOUGHTS:**

**Apparent Women Officers or Directors:**  
**Hot Spot for Advancement for Women/Minorities:**

**LOCATIONS: ("Y" = Yes)**

West:	Southwest:	Midwest:	Southeast:	Northeast:	International:
	Y		Y		Y

**BACKCOUNTRY.COM**

www.backcountry.com

Industry Group Code: 451110E Ranks within this company's industry group: Sales: Profits:

<b>Financial Services:</b> Stock Brokerage: Mortgages/Loans: Banking: Insurance: Credit Cards:	<b>Information:</b> Portal/News: Communities: Search Engine: Financial Data Pub.: Broadcasting/Music:	<b>Technology:</b> Hardware: Software: Specialty Equipment: Distributor:	<b>Services:</b> Payments/Markets: Consulting: Advertising/Mktg.: Outsourcing: Other:	<b>Retailing:</b> Retailer: Auctions: Tickets/Travel: Automobiles:	<b>Telecommunications:</b> Internet Service Provider: Web Site Services: Specialty Telecom:
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**TYPES OF BUSINESS:**

Sporting Goods-Online Retail  
Outdoor Sports Equipment  
Athletic Apparel  
Ski Equipment

**BRANDS/DIVISIONS/AFFILIATES:**

BackCountryOutlet.com  
DogFunk.com  
SteepAndCheap.com  
Whiskey Militia  
TramDock.com  
HuckNroll.com  
RealCyclist.com

**CONTACTS:** *Note: Officers with more than one job title may be intentionally listed here more than once.*

Jim Holland, CEO  
John Bresee, Pres.  
Scott Klossner, CFO  
Dustin Robertson, Chief Mktg. Officer  
Van Potter, Dir.-Human Resources  
Kelly Phillipps, CIO  
Jill Layfield, VP-Prod. Mgmt.  
Jeff Carter, VP-Fulfillment  
Jeff Snyder, VP-Merch.

<b>Phone:</b> 801-973-4553	<b>Fax:</b> 801-973-4552
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<b>Toll-Free:</b> 800-409-4502
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<b>Address:</b> 2607 South 3200 W., Salt Lake City, UT 84119 US
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**GROWTH PLANS/SPECIAL FEATURES:**

BackCountry.com is an online retailer of outdoor gear. The firm was founded by Jim Holland, a two-time Olympian and six-time national champion Nordic ski jumper, and John Bresee, former editor of Powder Magazine. The company offers a wide selection of goods for outdoor activities, including men's, women's, and children's clothing, shoes, skis and skiing accessories, snowboards and snowboard accessories, hiking and camping gear, trail running products, snowshoeing products, technical climbing gear, kayaks and kayak accessories and outdoor travel products (backpacks, car racks, etc.). BackCountry.com's selection of goods encompasses over 50,000 products and over 250 brands, including The North Face, Petzl, Mountain Hardware and Salomon. The company processes orders and ships from a 200,000 square foot distribution center in Salt Lake City, Utah. BackCountry.com has been expanding since its inception and has fostered four spin-off e-commerce storefronts, each focused on a specific niche of the outdoor sporting market. These Internet stores are: BackCountryOutlet.com, an overstock retailer; DogFunk.com, a snowboard gear retailer; SteepAndCheap.com, a discount store; TramDock.com, a skiing gear retailer; and WhiskeyMilitia.com, a youth-focused action sports discount store. In May 2009, the firm introduced RealCyclist.com, a road cycling online retail specialty shop, and HuckNroll.com, an online mountain bike shop.

Employees are offered medical, dental and vision insurance; life and AD&D insurance; flexible spending accounts; a 401(k) plan; an employee assistance program; employee discounts; and discounted ski passes at various world-class resorts in the Park City/Salt Lake area.

**FINANCIALS:** Sales and profits are in thousands of dollars—add 000 to get the full amount. 2009 Note: Financial information for 2009 was not available for all companies at press time.

2009 Sales: \$	2009 Profits: \$
2008 Sales: \$	2008 Profits: \$
2007 Sales: \$100,000	2007 Profits: \$
2006 Sales: \$88,000	2006 Profits: \$9,000
2005 Sales: \$75,000	2005 Profits: \$

**U.S. Stock Ticker:** Private  
**Int'l Ticker:** Int'l Exchange:  
Employees:  
Fiscal Year Ends: 12/31  
Parent Company:

**SALARIES/BENEFITS:**

Pension Plan:	ESOP Stock Plan:	Profit Sharing:	Top Exec. Salary: \$	Bonus: \$
Savings Plan: Y	Stock Purch. Plan:		Second Exec. Salary: \$	Bonus: \$

**OTHER THOUGHTS:**

Apparent Women Officers or Directors: 1  
Hot Spot for Advancement for Women/Minorities:

**LOCATIONS:** ("Y" = Yes)

West:	Southwest:	Midwest:	Southeast:	Northeast:	International:
Y					

**BAIDU.COM INC**

www.baidu.com

Industry Group Code: 519130 Ranks within this company's industry group: Sales: 12 Profits: 8

<b>Financial Services:</b> Stock Brokerage: Mortgages/Loans: Banking: Insurance: Credit Cards:	<b>Information:</b> Portal/News: Communities: Search Engine: Y Financial Data Pub.: Broadcasting/Music:	<b>Technology:</b> Hardware: Software: Specialty Equipment: Distributor:	<b>Services:</b> Payments/Markets: Consulting: Advertising/Mktg.: Y Outsourcing: Other:	<b>Retailing:</b> Retailer: Auctions: Tickets/Travel: Automobiles:	<b>Telecommunications:</b> Internet Service Provider: Web Site Services: Specialty Telecom:
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**TYPES OF BUSINESS:**

Chinese-Language Search Portals  
Online Advertising Services

**BRANDS/DIVISIONS/AFFILIATES:**

Baidu Encyclopedia  
Baidu Space  
Baidu.com  
Baidu, Inc.

**CONTACTS:** *Note: Officers with more than one job title may be intentionally listed here more than once.*

Robin Li, CEO  
Peng Ye, COO  
Jennifer Li, CFO  
Xuyang Ren, VP-Mktg.  
William Chang, Chief Scientist  
Yinan Li, CTO  
Jun Yu, VP-Prod.  
Haoyu Shen, VP-Bus. Oper.  
Xuyang Ren, VP-Bus. Dev.  
Hailong Xiang, VP-Sales  
Zhan Wang, VP  
Youcai Shi, VP  
Robin Li, Chmn.

**Phone:** 86-10-5992-8888      **Fax:** 86-10-5992-0000

**Toll-Free:****Address:** No. 10 Shangdi 10th St., Beijing, 100085 China**GROWTH PLANS/SPECIAL FEATURES:**

Baidu.com, Inc. is a leading Chinese language search engine. Baidu offers search functions for various categories including Web, news, images, MP3s, movies, TV, videos, maps, Yellow Pages, ancient Chinese literature, government information, postal codes, educational web sites, frequently used information, universities, legal, finance, local and blogs. Users of Baidu.com may also input a keyword in phonetic, or pin-yin, Chinese, which uses the English alphabet, allowing users to enter a phrase they do not know the exact Chinese spelling. The firm also operates a Japanese search engine, Baidu.jp. In addition to search engines, Baidu offers other internet-based products such as Baidu Encyclopedia, an open knowledge forum which only registered users may contribute to; Baidu Hi, an IM service; Baidu Youa a shopping platform; Baidu Safety Center, a free virus scanning; Baidu Space, a social networking site; and Baidu Internet TV, which allows users to search, watch and download free movies. The firm serves three types of online participants: users, customers and Baidu union members. For users, it offers the services listed above such as an internet search platform and online products. It offers customers the ability to bid for priority placement of their links in keyword search results through its P4P auction-based platform. Baidu union members are third parties that incorporate a Baidu a search box and advertisements into their web sites. The revenue generated by those advertisements is shared. Baidu generates revenue primarily through online marketing services.

**FINANCIALS:** Sales and profits are in thousands of dollars—add 000 to get the full amount. 2009 Note: Financial information for 2009 was not available for all companies at press time.

2009 Sales: \$651,600	2009 Profits: \$217,600
2008 Sales: \$468,780	2008 Profits: \$153,625
2007 Sales: \$255,720	2007 Profits: \$92,210
2006 Sales: \$122,820	2006 Profits: \$44,240
2005 Sales: \$	2005 Profits: \$

**U.S. Stock Ticker: BIDU**

**Int'l Ticker: B1C** Int'l Exchange: Paris-Euronext  
Employees: 6,387  
Fiscal Year Ends: 12/31  
Parent Company:

**SALARIES/BENEFITS:**

Pension Plan:	ESOP Stock Plan:	Profit Sharing:	Top Exec. Salary: \$	Bonus: \$
Savings Plan:	Stock Purch. Plan:		Second Exec. Salary: \$	Bonus: \$

**OTHER THOUGHTS:**

Apparent Women Officers or Directors: 1  
Hot Spot for Advancement for Women/Minorities:

**LOCATIONS:** ("Y" = Yes)

West:	Southwest:	Midwest:	Southeast:	Northeast:	International:
					Y

**BANKRATE INC**

www.bankrate.com

Industry Group Code: 519130 Ranks within this company's industry group: Sales: 22 Profits: 14

<b>Financial Services:</b> Stock Brokerage: Mortgages/Loans: Banking: Insurance: Credit Cards:	<b>Information:</b> Portal/News: Communities: Search Engine: Financial Data Pub.: Broadcasting/Music:	<b>Technology:</b> Hardware: Software: Specialty Equipment: Distributor:	<b>Services:</b> Payments/Markets: Consulting: Advertising/Mktg.: Outsourcing: Other:	<b>Retailing:</b> Retailer: Auctions: Tickets/Travel: Automobiles:	<b>Telecommunications:</b> Internet Service Provider: Web Site Services: Specialty Telecom:
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**TYPES OF BUSINESS:**

Portal-Financial Services  
Financial Information  
Banking Information

**BRANDS/DIVISIONS/AFFILIATES:**

Bankrate.com  
Interest.com  
Insureme.com  
Nationwidecardsrevices.com  
Savingforcollege.com  
Mortgage-calc.com  
bankrate.com.cn

**CONTACTS:** *Note: Officers with more than one job title may be intentionally listed here more than once.*

Thomas R. Evans, CEO  
Thomas R. Evans, Pres.  
Edward J. DiMaria, CFO/Sr. VP  
Bruce J. Zanca, Chief Mktg. Officer/Sr. VP  
Daniel P. Hoogterp, CTO/Sr. VP  
Steven L. Horowitz, Sr. VP-Prod. Dev.  
Steven L. Horowitz, Sr. VP-Bus. Dev.  
Steven L. Horowitz, Sr. VP/Gen. Mgr.-Online Properties  
Bruce J. Zanca, Chief Mktg. & Comm. Officer/Sr. VP  
Robert J. DeFranco, Sr. VP-Finance  
Donaldson M. Ross, Chief Revenue Officer/Sr. VP  
Michael Ricciardelli, Sr. VP-Consumer Mktg.  
Peter C. Morse, Chmn.

**Phone:** 561-630-2400      **Fax:** 561-625-4540

**Toll-Free:**

**Address:** 11760 U.S. Hwy. 1, Ste. 200, North Palm Beach, FL 33408 US

**GROWTH PLANS/SPECIAL FEATURES:**

Bankrate, Inc. is an Internet-based consumer banking and personal finance network. Its flagship web site, Bankrate.com, is a leading aggregator of information on over 300 financial products and fees, including mortgages, credit cards, automobile loans, money market accounts, certificates of deposit, checking and ATM fees home equity loans, and online banking fees. The company additionally provides financial applications and information to a network of online distribution partners, national, regional and local publications. The firm's online network includes Bankrate.com, Interest.com, Insureme.com, Nationwidecardsrevices.com, Savingforcollege.com, Mortgage-calc.com, and Bankrate.com.cn (China). It regularly surveys over 4,800 financial institutions in all 50 states, and has web site traffic in excess of 7 million visitors monthly. The company's major areas of operations are its online publishing, print publishing and licensing. The company's online publishing areas include its online network, which provides articles on various financial topics. Bankrate's print publishing and licensing area includes its traditional print publications and syndicated editorial content in newspapers across the U.S. In September 2009, Bankrate was acquired by private equity firm Apax Partners in a transaction valued at approximately \$571 million.

The company's employee benefit package includes an educational assistance program; 401(k) savings plan; medical and dental insurance.

**FINANCIALS:** Sales and profits are in thousands of dollars—add 000 to get the full amount. 2009 Note: Financial information for 2009 was not available for all companies at press time.

2009 Sales: \$	2009 Profits: \$
2008 Sales: \$166,855	2008 Profits: \$19,621
2007 Sales: \$95,592	2007 Profits: \$20,054
2006 Sales: \$79,650	2006 Profits: \$10,004
2005 Sales: \$49,049	2005 Profits: \$9,674

**U.S. Stock Ticker:** Private

**Int'l Ticker:** Int'l Exchange:

Employees: 285

Fiscal Year Ends: 12/31

Parent Company: APAX PARTNERS INC

**SALARIES/BENEFITS:**

Pension Plan:	ESOP Stock Plan:	Profit Sharing:	Top Exec. Salary: \$450,000	Bonus: \$218,000
Savings Plan: Y	Stock Purch. Plan:		Second Exec. Salary: \$350,000	Bonus: \$125,000

**OTHER THOUGHTS:**

**Apparent Women Officers or Directors:**  
**Hot Spot for Advancement for Women/Minorities:**

**LOCATIONS: ("Y" = Yes)**

West:	Southwest:	Midwest:	Southeast:	Northeast:	International:
Y		Y	Y	Y	

**BARNESANDNOBLE.COM INC**

www.bn.com

Industry Group Code: 451211E Ranks within this company's industry group: Sales: Profits:

<b>Financial Services:</b> Stock Brokerage: Mortgages/Loans: Banking: Insurance: Credit Cards:	<b>Information:</b> Portal/News: Communities: Search Engine: Financial Data Pub.: Broadcasting/Music:	<b>Technology:</b> Hardware: Software: Specialty Equipment: Distributor:	<b>Services:</b> Payments/Markets: Consulting: Advertising/Mktg.: Outsourcing: Other:	<b>Retailing:</b> Retailer: Auctions: Tickets/Travel: Automobiles:	<b>Telecommunications:</b> Internet Service Provider: Web Site Services: Specialty Telecom:
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**TYPES OF BUSINESS:**

Books, Online Retail  
Online Publishing  
Distance Learning  
Music Sales  
Affiliate Purchase Program

**BRANDS/DIVISIONS/AFFILIATES:**

Barnes & Noble Inc  
Barnes & Noble, Jr.

**CONTACTS:** *Note: Officers with more than one job title may be intentionally listed here more than once.*

William J. Lynch, Jr., Pres.  
Kevin M. Frain, VP-e-commerce Oper.  
Jamie Iannone, Exec. VP-Shopping  
Leonard S. Riggio, Chmn.

<b>Phone:</b> 212-414-6000	<b>Fax:</b> 212-414-6140
<b>Toll-Free:</b>	
<b>Address:</b> 76 9th Ave., 9th Fl., New York, NY 10011-4962 US	

**GROWTH PLANS/SPECIAL FEATURES:**

BarnesAndNoble.com, Inc. a wholly-owned subsidiary of Barnes and Noble, Inc., is an online retailer of books, magazines, software, DVDs, videos, music, ebooks and more. The online store's database of more than 1 million titles offers bestsellers, books from small presses and university publishers and access to approximately 30 million listings for out-of-print, used and rare books. The web site contains book descriptions, reviews and excerpts, as well as a section that features recommendations from other readers, based on recent bestsellers. The web site offers a feature which allows customers to sell used textbooks to BarnesAndNoble.com. The online music store sells classical, jazz, rock and world music among other genres, and offers exclusive interviews, free downloads, over 1 million sample audio clips, nearly 100,000 music reviews and a roster of 40,000 artist biographies. The company's PC games and video store carries thousands of new and used titles, consoles, accessories and strategy guides. The web site also sells toys, games and office supplies. Barnes & Noble, Jr. is an online section devoted to children's books, videos and music. B&N Screening Room is a web page where browsers can view and order more than 10,000 full length previews. Barnes and Noble owns and operates two distribution and customer service facilities in New Jersey and Tennessee. Shipping costs are free for purchases of \$25 or more. The firm also offers The Center Stage Book Club, an online discussion forum of top writers, free to view online. In late 2008, the company introduced My B&N, a program which customizes profiles to serve the individual interests of web users. In April 2009, the firm launched its audiobook MP3 store which offers audiobook MP3s for instant download and transfer to MP3 players, iPhones, iPods and other portable devices.

**FINANCIALS:** Sales and profits are in thousands of dollars—add 000 to get the full amount. 2009 Note: Financial information for 2009 was not available for all companies at press time.

2009 Sales: \$	2009 Profits: \$
2008 Sales: \$	2008 Profits: \$
2007 Sales: \$476,870	2007 Profits: \$
2006 Sales: \$433,425	2006 Profits: \$
2005 Sales: \$439,657	2005 Profits: \$

**U.S. Stock Ticker: Subsidiary**

Int'l Ticker: Int'l Exchange:

Employees:

Fiscal Year Ends: 1/31

Parent Company: BARNES &amp; NOBLE INC

**SALARIES/BENEFITS:**

Pension Plan:	ESOP Stock Plan:	Profit Sharing:	Top Exec. Salary: \$	Bonus: \$273,000
Savings Plan:	Stock Purch. Plan:		Second Exec. Salary: \$	Bonus: \$

**OTHER THOUGHTS:**

Apparent Women Officers or Directors: 3  
Hot Spot for Advancement for Women/Minorities: Y

**LOCATIONS: ("Y" = Yes)**

West:	Southwest:	Midwest:	Southeast:	Northeast:	International:
			Y	Y	



**BIDZ.COM INC**

www.bidz.com

Industry Group Code: 448310E Ranks within this company's industry group: Sales: 2 Profits: 1

<b>Financial Services:</b> Stock Brokerage: Mortgages/Loans: Banking: Insurance: Credit Cards:	<b>Information:</b> Portal/News: Communities: Search Engine: Financial Data Pub.: Broadcasting/Music:	<b>Technology:</b> Hardware: Software: Specialty Equipment: Distributor:	<b>Services:</b> Payments/Markets: Consulting: Advertising/Mktg.: Outsourcing: Other:	<b>Retailing:</b> Retailer: Auctions: Tickets/Travel: Automobiles:	<b>Telecommunications:</b> Internet Service Provider: Web Site Services: Specialty Telecom:
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**TYPES OF BUSINESS:**

Online Auctions &amp; Retailing

**BRANDS/DIVISIONS/AFFILIATES:**Bidz.com  
Buyz.com**CONTACTS:** *Note: Officers with more than one job title may be intentionally listed here more than once.*David Zinberg, CEO  
Claudia Liu, COO  
Leon Kuperman, Pres.  
Lawrence Kong, CFO  
Leon Kuperman, CTO  
Marina Zinberg, Exec. Sec./VP  
Larry E. Russell, Controller/Chief Compliance Officer  
Vilius Zukauskas, Mgr.-Auctions  
Jorge L. Gonzalez, Mgr.-Customer Service  
David Zinberg, Chmn.**Phone:** 310-280-7373 **Fax:** 310-280-7375**Toll-Free:** 800-444-8124**Address:** 3562 Eastham Drive, Culver City, CA 90232 US**GROWTH PLANS/SPECIAL FEATURES:**

Bidz.com, Inc. is an online retailer of jewelry, utilizing a live auction format to sell its products in the U.S. and abroad. Items are offered 24-hours-a-day, seven-days-a-week through a continuous live format, with an auto-refreshing display allowing customers to follow various in-progress auctions in real-time. Spanish, German and Arabic-language versions of the web site are also available. The majority of its auctions are short-term, often lasting less than one hour, a time frame intended to provide immediate gratification for customers and encourage frequent visits to and active viewing of the company's web site. Potential buyers are not charged for registering on the site or placing bids. Bidz.com offers more expensive items in longer-term auctions, typically lasting for two or three days. Product inventory on the sites includes gold, platinum and silver jewelry set with diamonds, rubies, emeralds, sapphires and other precious and semi-precious stones. Watches, art, collectibles and gift items are also offered. Jewelry inventory is purchased directly from manufacturers and liquidators and retained on-site, in order to provide timely customer service and delivery. The company offers competitive pricing by positioning itself to purchase regular and closeout inventory from jewelry manufacturers and liquidators that might otherwise remain unsold or have to be melted down and reconstructed. Its business model also allows the firm to purchase in smaller quantities than larger retail chains, offering jewelry manufacturers an alternative outlet for selling regular and closeout inventory. The company also maintains www.buyz.com, an online fixed price jewelry retail store. Bidz.com derives 23.9% of its revenue from outside the U.S. In September 2009, the company acquired the intellectual property and customer base from the Whitehall Jewelers' bankruptcy auction, which also included Lundstrom Jewelers, Marks Bros. Jewelers and White Star Private Label.

**FINANCIALS:** Sales and profits are in thousands of dollars—add 000 to get the full amount. 2009 Note: Financial information for 2009 was not available for all companies at press time.

2009 Sales: \$	2009 Profits: \$
2008 Sales: \$207,410	2008 Profits: \$14,403
2007 Sales: \$187,131	2007 Profits: \$18,126
2006 Sales: \$131,823	2006 Profits: \$5,389
2005 Sales: \$90,579	2005 Profits: \$2,647

**U.S. Stock Ticker:** BIDZ**Int'l Ticker:** Int'l Exchange:

Employees: 164

Fiscal Year Ends: 12/31

Parent Company:

**SALARIES/BENEFITS:**

Pension Plan:	ESOP Stock Plan:	Profit Sharing:	Top Exec. Salary: \$300,000	Bonus: \$90,000
Savings Plan:	Stock Purch. Plan:		Second Exec. Salary: \$241,667	Bonus: \$169,360

**OTHER THOUGHTS:**Apparent Women Officers or Directors: 3  
Hot Spot for Advancement for Women/Minorities: Y**LOCATIONS:** ("Y" = Yes)

West:	Southwest:	Midwest:	Southeast:	Northeast:	International:
Y					

**BLACKBOARD INC**

www.blackboard.com

Industry Group Code: 611410 Ranks within this company's industry group: Sales: 2 Profits: 4

<b>Financial Services:</b> Stock Brokerage: Mortgages/Loans: Banking: Insurance: Credit Cards:	<b>Information:</b> Portal/News: Communities: Search Engine: Financial Data Pub.: Broadcasting/Music:	<b>Technology:</b> Hardware: Software: Specialty Equipment: Distributor:	<b>Services:</b> Payments/Markets: Consulting: Advertising/Mktg.: Outsourcing: Other:	<b>Retailing:</b> Retailer: Auctions: Tickets/Travel: Automobiles:	<b>Telecommunications:</b> Internet Service Provider: Web Site Services: Specialty Telecom:
		Y	Y		Y Y

**TYPES OF BUSINESS:**

Online Educational Software  
e-Learning Software  
Content Management Software

**BRANDS/DIVISIONS/AFFILIATES:**

Blackboard Learn  
Blackboard Transact  
Blackboard Connect  
ANGEL Learning, Inc.  
Terriblyclever Design  
MobilEdu  
Connect-ED  
Connect-CTY

**CONTACTS:** *Note: Officers with more than one job title may be intentionally listed here more than once.*

Michael L. Chasen, CEO  
Michael L. Chasen, Pres.  
Michael Beach, CFO/Treas.  
Judy Verses, Pres., Sales & Mktg./Chief Client Officer  
Matthew Small, Chief Legal Officer/Sec.  
Matthew Small, Chief Bus. Officer  
Michael Beach, Treas.  
Jessie Woolley-Wilson, Pres., Blackboard Learn, K-12  
David Marr, Pres., Blackboard Transact  
Edward Miller, Pres., Blackboard Connect  
Ray Henderson, Pres., Blackboard Learn  
Matthew Serbin Pittinsky, Chmn.  
Juan Lucca, Pres., Blackboard Learn, Int'l

**Phone:** 202-463-4860      **Fax:** 202-463-4863  
**Toll-Free:** 800-424-9299  
**Address:** 1899 L St. NW, 11th Fl., Washington, DC 20036 US

**GROWTH PLANS/SPECIAL FEATURES:**

Blackboard, Inc. is a provider of enterprise software applications and related services to the education industry. Its product line consists of various software applications delivered in three suites: Blackboard Learn, Blackboard Transact and Blackboard Connect. Blackboard Learn (formerly the Blackboard Academic Suite) provides a scalable technology platform for delivering education online, managing digital content and aggregating access to tools, information and through an integrated web portal environment. Its portfolio consists of the following modules: Course Delivery, Community Engagement, Content Management, Portfolio Management, and Outcomes Assessment. Its products also include Scholar, a service which allows users to build a network of peers who share similar educational interests; and SafeAssign, a plagiarism prevention service. Other services in this suite include managed hosting, training and consulting services. Blackboard Transact (formerly the Blackboard Commerce Suite) can be used for on- and off-campus commerce, online e-commerce, meal plan administration, vending, laundry services, copy and print management and student and staff identification. Blackboard Transact, Release 3 is the suite's centralized software application. It includes commerce management, activities management and security applications. BbOne is the suite's off-campus commerce management system that enables students and faculty to use their university ID cards as a form of payment off-campus. Blackboard Connect (formerly the NTI Group) provides comprehensive communication systems that enable rapid dissemination of critical information via voice and text devices. Its product portfolio includes the Connect-ED, Connect-CTY, Connect-GOV and Connect-MIL brands. In April 2009, the company launched an instant messaging platform. In May 2009, the company acquired ANGEL Learning, Inc., a developer of software, for \$95 million. In July 2009, the company acquired Terriblyclever Design, creators of MobilEdu, which allows schools and universities to deliver content to the apple iPhone and other mobile devices.

Employees are offered medical, dental, vision and life insurance; disability coverage; and employee discounts.

**FINANCIALS:** Sales and profits are in thousands of dollars—add 000 to get the full amount. 2009 Note: Financial information for 2009 was not available for all companies at press time.

2009 Sales: \$377,000	2009 Profits: \$7,912
2008 Sales: \$312,134	2008 Profits: \$2,820
2007 Sales: \$239,448	2007 Profits: \$12,865
2006 Sales: \$183,063	2006 Profits: \$-10,737
2005 Sales: \$135,664	2005 Profits: \$41,853

**U.S. Stock Ticker:** BBBB  
**Int'l Ticker:** Int'l Exchange:  
Employees: 1,087  
Fiscal Year Ends: 12/31  
Parent Company:

**SALARIES/BENEFITS:**

Pension Plan:	ESOP Stock Plan:	Profit Sharing:	Top Exec. Salary: \$545,833	Bonus: \$663,039
Savings Plan: Y	Stock Purch. Plan:		Second Exec. Salary: \$370,833	Bonus: \$166,544

**OTHER THOUGHTS:**

**Apparent Women Officers or Directors:** 3  
**Hot Spot for Advancement for Women/Minorities:** Y

**LOCATIONS: ("Y" = Yes)**

West:	Southwest:	Midwest:	Southeast:	Northeast:	International:
	Y			Y	Y

**BLOCKBUSTER INC**

www.blockbuster.com

Industry Group Code: 532230 Ranks within this company's industry group: Sales: 1 Profits: 2

<b>Financial Services:</b> Stock Brokerage: Mortgages/Loans: Banking: Insurance: Credit Cards:	<b>Information:</b> Portal/News: Communities: Search Engine: Financial Data Pub.: Broadcasting/Music:	<b>Technology:</b> Hardware: Software: Specialty Equipment: Distributor:	<b>Services:</b> Payments/Markets: Consulting: Advertising/Mktg.: Outsourcing: Other:	<b>Retailing:</b> Retailer: Auctions: Tickets/Travel: Automobiles:	<b>Telecommunications:</b> Internet Service Provider: Web Site Services: Specialty Telecom:
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**TYPES OF BUSINESS:**

Videocassette Rental Stores  
DVD Rentals  
Video Game Rentals & Sales  
DVD & VHS Sales  
Consumer Electronics Sales  
Online Video Rental Service

**BRANDS/DIVISIONS/AFFILIATES:**

Xtra-Vision  
Game Rush  
Blockbuster Total Access

**CONTACTS:** *Note: Officers with more than one job title may be intentionally listed here more than once.*

James W. Keyes, CEO  
Thomas M. Casey, CFO/Exec. VP  
Eric H. Peterson, General Counsel/Exec. VP/Sec.  
James W. Keyes, Chmn.

**Phone:** 214-854-3000 **Fax:** 214-854-4848

**Toll-Free:**

**Address:** 1201 Elm St., Dallas, TX 75270 US

**GROWTH PLANS/SPECIAL FEATURES:**

Blockbuster, Inc. is a provider of rentable home movies and video games. The firm also rents DVD players, VCRs and video game consoles. It operates 7,405 owned and franchised stores. Of these stores, 4,585 are operated in the U.S., with 707 stores operated through franchisees. Internationally, 2,820 of the firm's stores are operated in 20 markets, with 892 of those stores operated through franchisees. Of the firm's stores in the U.S., 404 include a game store-in-store concept operating under the GAME RUSH brand. Blockbuster offers an Internet-based subscription service that allows its customers to rent DVDs by mail and offers substantially more titles than its individual stores. The service includes the Blockbuster Total Access program, which allows users to return DVDs rented online at stores in exchange for free in-store movie rentals. In Canada, Italy, Mexico and Denmark it operates under the Game Rush brand. Blockbuster generated 32% of its revenues in 2008 outside of the U.S., with international operations being generally more dependent on retail sales and the retail game industry than domestic operations. In January 2009, the company announced that it will begin offering a significant number of movies for rent via online download, which will put it in firm competition against NetFlix's download service. In March 2009, the firm announced that it will make movie rentals available for download by consumers who have TiVo boxes. In August of the same year, the firm sold its Xtra-vision Limited stores in Ireland to Birchall Investments Limited for \$45 million in order to focus on its U.S. operations. By late 2009, the firm announced plans to close as many as 960 stores.

Employees are offered medical, dental and vision insurance; pet insurance; auto, home and renters insurance; disability coverage; life insurance; an employee bonus program; tuition assistance; and free movie and game rentals.

**FINANCIALS:** Sales and profits are in thousands of dollars—add 000 to get the full amount. 2009 Note: Financial information for 2009 was not available for all companies at press time.

2009 Sales: \$	2009 Profits: \$
2008 Sales: \$5,287,900	2008 Profits: \$-374,100
2007 Sales: \$5,542,400	2007 Profits: \$-73,800
2006 Sales: \$5,522,200	2006 Profits: \$50,500
2005 Sales: \$5,721,300	2005 Profits: \$-588,100

**U.S. Stock Ticker:** BBI  
**Int'l Ticker:** Int'l Exchange:  
Employees: 58,561  
Fiscal Year Ends: 12/31  
Parent Company:

**SALARIES/BENEFITS:**

Pension Plan:	ESOP Stock Plan:	Profit Sharing:	Top Exec. Salary: \$750,000	Bonus: \$402,500
Savings Plan: Y	Stock Purch. Plan:		Second Exec. Salary: \$500,000	Bonus: \$241,500

**OTHER THOUGHTS:**

**Apparent Women Officers or Directors:**  
**Hot Spot for Advancement for Women/Minorities:**

**LOCATIONS: ("Y" = Yes)**

West: Y	Southwest: Y	Midwest: Y	Southeast: Y	Northeast: Y	International: Y
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**BLOOMBERG LP**

www.bloomberg.com

Industry Group Code: 519130 Ranks within this company's industry group: Sales: 4 Profits:

<b>Financial Services:</b> Stock Brokerage: Mortgages/Loans: Banking: Insurance: Credit Cards:	<b>Information:</b> Portal/News: Communities: Search Engine: Financial Data Pub.: Broadcasting/Music:	<b>Technology:</b> Hardware: Software: Specialty Equipment: Distributor:	<b>Services:</b> Payments/Markets: Consulting: Advertising/Mktg.: Outsourcing: Other:	<b>Retailing:</b> Retailer: Auctions: Tickets/Travel: Automobiles:	<b>Telecommunications:</b> Internet Service Provider: Web Site Services: Specialty Telecom:
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**TYPES OF BUSINESS:**

Financial Data Publishing-Print & Online  
Magazine Publishing  
Management Software  
Multimedia Presentation Services  
Broadcast Television  
Radio Broadcasting  
Electronic Exchange Systems  
Software

**BRANDS/DIVISIONS/AFFILIATES:**

Bloomberg Professional  
Bloomberg Terminals  
Bloomberg Tradebook  
Bloomberg Electronic Trading Systems  
Bloomberg Roadshows  
Bloomberg Television  
Bloomberg Magazine  
Bloomberg News

**CONTACTS:** *Note: Officers with more than one job title may be intentionally listed here more than once.*

Lex Fenwick, CEO  
Daniel L. Doctoroff, Pres.  
Thomas Secunda, CTO  
Peter T. Grauer, Treas.  
Norman Pearlstine, Chief Content Officer  
Kathleen Campion, Exec. VP  
Peter T. Grauer, Chmn.

<b>Phone:</b> 212-318-2000	<b>Fax:</b> 917-369-5000
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**Toll-Free:**

<b>Address:</b> 731 Lexington Ave., New York, NY 10022 US
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**GROWTH PLANS/SPECIAL FEATURES:**

Bloomberg LP is an information services, news and media company, serving the financial services industry; government offices and agencies; corporations; and news organizations in 160 countries. The firm's core business, the Bloomberg Professional service, is delivered online to Bloomberg Terminals rented by subscribers. The terminals provide traders and asset managers real-time, around-the-clock financial news, market data, analysis, electronic trading, multimedia report capabilities and e-mail on a single platform at an average monthly fee of about \$1,500 per terminal. There are four primary services included with Bloomberg Professional. Bloomberg Tradebook allows customers to trade on 65 markets in 54 countries. Bloomberg Electronic Trading Systems allows the firm's professional services to work in conjunction with outside infrastructure and includes a global risk-management software solution and a portfolio management system. Bloomberg Data License provides access to the Bloomberg financial database and to more than 4 million financial instruments. Finally, Bloomberg Roadshows is a multimedia presentation service featuring synchronized slides, audio, streaming video and live video technology. The company also offers Bloomberg Television, broadcasting in seven languages across 10 networks into 200 million homes; Bloomberg Radio, providing business news to 750 affiliates worldwide; Bloomberg.com, offering financial news and information; and Bloomberg Magazine, specially edited for Bloomberg Professional subscribers. Bloomberg Law provides legal research tools. Finally, Bloomberg News, staffed with 1,500 reporters and editors in 145 bureaus worldwide, files over 6,000 news stories daily. In July 2008, Merrill Lynch sold its 20% interest in the company to a blind trust owned by Michael Bloomberg. In October 2009, the company agreed to purchase BusinessWeek Magazine from McGraw Hill Cos.

Bloomberg offers its employees tuition reimbursement; adoption assistance; back-up childcare services; short- and long-term disability insurance; medical, dental and vision care benefits; onsite medical services; commuter expense saving programs; and flexible spending accounts.

**FINANCIALS:** Sales and profits are in thousands of dollars—add 000 to get the full amount. 2009 Note: Financial information for 2009 was not available for all companies at press time.

2009 Sales: \$	2009 Profits: \$
2008 Sales: \$6,100,000	2008 Profits: \$
2007 Sales: \$5,400,000	2007 Profits: \$
2006 Sales: \$4,700,000	2006 Profits: \$1,500,000
2005 Sales: \$4,100,000	2005 Profits: \$

**U.S. Stock Ticker:** Private  
**Int'l Ticker:** Int'l Exchange:  
Employees: 10,500  
Fiscal Year Ends: 12/31  
Parent Company:

**SALARIES/BENEFITS:**

Pension Plan:	ESOP Stock Plan:	Profit Sharing:	Top Exec. Salary: \$	Bonus: \$
Savings Plan: Y	Stock Purch. Plan:		Second Exec. Salary: \$	Bonus: \$

**OTHER THOUGHTS:**

Apparent Women Officers or Directors: 2  
Hot Spot for Advancement for Women/Minorities: Y

**LOCATIONS: ("Y" = Yes)**

West:	Southwest:	Midwest:	Southeast:	Northeast:	International:
Y	Y	Y	Y	Y	Y

**BLUE COAT SYSTEMS INC**

www.bluecoat.com

Industry Group Code: 511210E Ranks within this company's industry group: Sales: 6 Profits: 5

<b>Financial Services:</b> Stock Brokerage: Mortgages/Loans: Banking: Insurance: Credit Cards:	<b>Information:</b> Portal/News: Communities: Search Engine: Financial Data Pub.: Broadcasting/Music:	<b>Technology:</b> Hardware: Software: Specialty Equipment: Distributor:	<b>Services:</b> Payments/Markets: Consulting: Advertising/Mktg.: Outsourcing: Other:	<b>Retailing:</b> Retailer: Auctions: Tickets/Travel: Automobiles:	<b>Telecommunications:</b> Internet Service Provider: Web Site Services: Specialty Telecom:
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**TYPES OF BUSINESS:**

WAN & Internet Security Applications  
WAN Acceleration & Optimization Technology

**BRANDS/DIVISIONS/AFFILIATES:**

ProxySG Appliances  
SG Client  
ProxyAV Appliances  
ProxyRA Appliances  
Blue Coat WebFilter  
Blue Coat Reporter  
Packeteer, Inc.  
PacketShaper

**CONTACTS:** *Note: Officers with more than one job title may be intentionally listed here more than once.*

Brian M. NeSmith, CEO  
Brian M. NeSmith, Pres.  
Michael J. Gennaro, Interim CFO  
Kevin Biggs, Sr. VP-Worldwide Sales  
Jim Haar, CIO  
Betsy E. Bayha, General Counsel/Sec./Sr. VP  
Dave de Simone, Sr. VP-Corp. Oper.  
Bethany Mayer, Sr. VP-Corp. Dev. & Worldwide Mktg.  
David Hanna, Chmn.

**Phone:** 408-220-2200      **Fax:** 408-220-2250

**Toll-Free:** 866-302-2628

**Address:** 420 N. Mary Ave., Sunnyvale, CA 94085-4121 US

**GROWTH PLANS/SPECIAL FEATURES:**

Blue Coat Systems, Inc. offers business applications that accelerate and secure WAN-(Wide Area Network) and Internet-based operations. It specializes in internally and externally hosted network applications with users spread across multiple locations. Blue Coat has installed over 15,000 customers worldwide (nearly twice as many as last year), primarily medium and large enterprises in fields such as finance, government, healthcare and education. In general, the firm's technology has two applications: Secure Web Gateway Solutions, which deal with web content filtering, anti-virus protection, user identification and other Internet safety applications; and WAN Application Delivery Systems, which deal with WAN optimization or acceleration applications, such as byte caching, bandwidth management and compression. The company's products include the following. ProxySG Appliances serve as the hardware basis of both the Secure Web Gateway and WAN Application Delivery products. They are installed in corporate headquarters, directly at Internet gateways or at WAN entry or exit points. SG Client is a software application installed on desktops or laptops at remote locations that do not have a ProxySG Appliance, such as branch offices and mobile user workstations. It mainly offers WAN optimization. ProxyAV Appliances offer hardwired anti-virus protection and other security measures designed to complement the ProxySG appliance. ProxyRA Appliances mainly offers mobile users secure access to a corporate network without having to set up a Virtual Private Network (VPN). Blue Coat WebFilter works with the ProxySG appliance to block harmful or inappropriate content. Blue Coat Reporter provides IT administrators detailed network performance reports. Lastly, the Blue Coat Director offers centralized management for the ProxySG appliances. In June 2008, the firm acquired Packeteer, Inc. for approximately \$277.5 million, and it finished integrating Packeteer into its other business by December 2008. Packeteer's products include the PacketShaper WAN optimization technology, IntelligenceCenter monitoring and reporting software and PolicyCenter bandwidth management software.

**FINANCIALS:** Sales and profits are in thousands of dollars—add 000 to get the full amount. 2009 Note: Financial information for 2009 was not available for all companies at press time.

2009 Sales: \$444,745	2009 Profits: \$-8,508
2008 Sales: \$305,439	2008 Profits: \$32,568
2007 Sales: \$177,700	2007 Profits: \$-7,198
2006 Sales: \$141,722	2006 Profits: \$2,940
2005 Sales: \$96,186	2005 Profits: \$4,656

**U.S. Stock Ticker:** BCSI

**Int'l Ticker:** Int'l Exchange:

Employees: 1,434

Fiscal Year Ends: 4/30

Parent Company:

**SALARIES/BENEFITS:**

Pension Plan:	ESOP Stock Plan:	Profit Sharing:	Top Exec. Salary: \$	Bonus: \$
Savings Plan:	Stock Purch. Plan:		Second Exec. Salary: \$	Bonus: \$

**OTHER THOUGHTS:**

Apparent Women Officers or Directors: 3  
Hot Spot for Advancement for Women/Minorities: Y

**LOCATIONS: ("Y" = Yes)**

West:	Southwest:	Midwest:	Southeast:	Northeast:	International:
Y	Y			Y	Y

**BLUE DINGO DIGITAL**

www.bluedingo.com

Industry Group Code: 541810E Ranks within this company's industry group: Sales: Profits:

<b>Financial Services:</b> Stock Brokerage: Mortgages/Loans: Banking: Insurance: Credit Cards:	<b>Information:</b> Portal/News: Communities: Y Search Engine: Financial Data Pub.: Broadcasting/Music:	<b>Technology:</b> Hardware: Software: Specialty Equipment: Distributor:	<b>Services:</b> Payments/Markets: Consulting: Advertising/Mktg.: Y Outsourcing: Other: Y	<b>Retailing:</b> Retailer: Auctions: Tickets/Travel: Automobiles:	<b>Telecommunications:</b> Internet Service Provider: Web Site Services: Y Specialty Telecom:
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**TYPES OF BUSINESS:**

Advertising/Marketing-Online  
Technology Services  
Web Development  
Consulting Services  
Online Games  
Creative Services

**BRANDS/DIVISIONS/AFFILIATES:****GROWTH PLANS/SPECIAL FEATURES:**

Blue Dingo Digital creates web-based advertising and marketing. The company's services include a full suite of web development services, including information architecture, usability analysis, programming, creative services and application and database architecture; content development; social network marketing; e-mail campaigns; online games; and marketing strategy services. Additionally, it provides the following solutions through its Online Media Services department: Online media, consisting mainly of several advertising channels, such as e-mail; strategic planning and research; database marketing; and online advertising creative and design solutions, such as concept development and banners. Blue Dingo focuses on building long-term relationships with its clients. Most of the firm's client relationships last over three-and-a-half years, with some lasting more than eight years.

**CONTACTS:** Note: Officers with more than one job title may be intentionally listed here more than once.

Joe Beatrice, CEO  
Meade Rubenstein, Dir.-Tech.  
Michael Wynne, Dir.-Online Media  
Paul Fichera, Dir.-Finance  
Melissa Cole Smith, Managing Dir.

Phone: 212-358-8200 Fax: 212-358-8210

Toll-Free:

Address: 520 Broadway, 4th Fl., New York, NY 10012 US

**FINANCIALS:** Sales and profits are in thousands of dollars—add 000 to get the full amount. 2009 Note: Financial information for 2009 was not available for all companies at press time.

2009 Sales: \$	2009 Profits: \$
2008 Sales: \$	2008 Profits: \$
2007 Sales: \$	2007 Profits: \$
2006 Sales: \$	2006 Profits: \$
2005 Sales: \$17,500	2005 Profits: \$

**U.S. Stock Ticker: Private**  
**Int'l Ticker:** Int'l Exchange:  
Employees:  
Fiscal Year Ends: 12/31  
Parent Company:

**SALARIES/BENEFITS:**

Pension Plan:	ESOP Stock Plan:	Profit Sharing:	Top Exec. Salary: \$	Bonus: \$
Savings Plan:	Stock Purch. Plan:		Second Exec. Salary: \$	Bonus: \$

**OTHER THOUGHTS:**

Apparent Women Officers or Directors: 2  
Hot Spot for Advancement for Women/Minorities: Y

**LOCATIONS:** ("Y" = Yes)

West:	Southwest:	Midwest:	Southeast:	Northeast: Y	International:
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**BLUE NILE INC**

www.bluenile.com

Industry Group Code: 448310E Ranks within this company's industry group: Sales: 1 Profits: 2

<b>Financial Services:</b> Stock Brokerage: Mortgages/Loans: Banking: Insurance: Credit Cards:	<b>Information:</b> Portal/News: Communities: Search Engine: Financial Data Pub.: Broadcasting/Music:	<b>Technology:</b> Hardware: Software: Specialty Equipment: Distributor:	<b>Services:</b> Payments/Markets: Consulting: Advertising/Mktg.: Outsourcing: Other:	<b>Retailing:</b> Retailer: Auctions: Tickets/Travel: Automobiles:	<b>Telecommunications:</b> Internet Service Provider: Web Site Services: Specialty Telecom:
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**TYPES OF BUSINESS:**

Jewelry, Online Retail

**BRANDS/DIVISIONS/AFFILIATES:**

BlueNile.com  
BlueNile.co.uk  
BlueNile.ca  
Wine.com  
eBags

**CONTACTS:** *Note: Officers with more than one job title may be intentionally listed here more than once.*

Diane Irvine, CEO  
Diane Irvine, Pres.  
Marc Stolzman, CFO  
Terri Maupin, Corp. Sec.  
Terri Maupin, VP-Finance/Controller  
Marianne Marck, Sr. VP  
Dwight Gaston, Sr. VP  
Susan Bell, Sr. VP  
Mark Vadon, Exec. Chmn.

**Phone:** 206-336-6700 **Fax:** 206-336-6750**Toll-Free:** 800-242-2728**Address:** 705 5th Ave. S., Ste. 900, Seattle, WA 98104 US**GROWTH PLANS/SPECIAL FEATURES:**

Blue Nile, Inc. is a U.S.-based Internet retailer. The firm offers a broad selection of diamonds and other fine jewelry through its web site, BlueNile.com. The web site features interactive search functionality; the ability to purchase products in 24 currencies; detailed product information; more than 60,000 independently certified diamonds; and over 1,000 styles of jewelry, including rings, wedding bands, necklaces, charms, earrings and bracelets. In addition to loose diamonds and settings, the company offers gold, platinum and silver jewelry with pearls, emeralds, rubies and sapphires. Customers can create their own jewelry by selecting a diamond and a favorite ring, pendant or earring design. Approximately 69% of the firm's revenue is derived from engagement jewelry sales. Blue Nile has developed an online cost structure and a unique supply solution that eliminates traditional layers of diamond wholesalers and brokers, which allows the company to purchase most of its products at lower prices by avoiding mark-ups imposed by those intermediaries. This in turn allows the company to offer its products to the consumer at reduced prices. The firm also maintains web sites in the U.K. (BlueNile.co.uk) and Canada (BlueNile.ca). Blue Nile ships its products to over 40 countries, including Australia, Belgium, France, Germany, Hong Kong, Japan, the Netherlands, New Zealand, Singapore, Spain, Switzerland and Taiwan. The firm maintains partnerships with online retailers eBags and Wine.com. In September 2009, the company revamped BlueNile.com by improving shopping and diamond search capabilities; the site also features enhanced product images. Blue Nile offers its employees life, disability, AD&D, medical, dental and vision insurance; domestic partner coverage; a stock option plan; a 401(k) plan; flexible spending accounts; an employee assistance program; paid time off; a referral bonus program; transportation allowance; an employee discount program; and fitness programs.

**FINANCIALS:** Sales and profits are in thousands of dollars—add 000 to get the full amount. 2009 Note: Financial information for 2009 was not available for all companies at press time.

2009 Sales: \$302,134	2009 Profits: \$12,800
2008 Sales: \$295,329	2008 Profits: \$11,630
2007 Sales: \$319,264	2007 Profits: \$17,459
2006 Sales: \$251,587	2006 Profits: \$13,064
2005 Sales: \$203,169	2005 Profits: \$13,153

**U.S. Stock Ticker:** NILE**Int'l Ticker:** Int'l Exchange:

Employees: 180

Fiscal Year Ends: 12/31

Parent Company:

**SALARIES/BENEFITS:**

Pension Plan:	ESOP Stock Plan:	Profit Sharing:	Top Exec. Salary: \$437,396	Bonus: \$
Savings Plan: Y	Stock Purch. Plan: Y		Second Exec. Salary: \$274,107	Bonus: \$

**OTHER THOUGHTS:**

Apparent Women Officers or Directors: 7  
Hot Spot for Advancement for Women/Minorities: Y

**LOCATIONS:** ("Y" = Yes)

West:	Southwest:	Midwest:	Southeast:	Northeast:	International:
Y					

**BLUEFLY INC**

www.bluefly.com

Industry Group Code: 454113 Ranks within this company's industry group: Sales: 3 Profits: 2

<b>Financial Services:</b> Stock Brokerage: Mortgages/Loans: Banking: Insurance: Credit Cards:	<b>Information:</b> Portal/News: Communities: Search Engine: Financial Data Pub.: Broadcasting/Music:	<b>Technology:</b> Hardware: Software: Specialty Equipment: Distributor:	<b>Services:</b> Payments/Markets: Consulting: Advertising/Mktg.: Outsourcing: Other:	<b>Retailing:</b> Retailer: Auctions: Tickets/Travel: Automobiles:	<b>Telecommunications:</b> Internet Service Provider: Web Site Services: Specialty Telecom:
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**TYPES OF BUSINESS:**

Online Apparel Retailer  
Apparel & Accessories

**BRANDS/DIVISIONS/AFFILIATES:**

BlueFly.com  
Maverick Capital, Ltd.  
Prentice Capital Management, LP  
Soros Fund Management LLC

**CONTACTS:** *Note: Officers with more than one job title may be intentionally listed here more than once.*

Melissa Payner-Gregor, CEO  
Kara B. Jenny, CFO  
Martin Keane, Sr. VP-e-commerce  
David Wassong, Interim Chmn.

**Phone:** 212-944-8000 **Fax:** 212-354-3400

**Toll-Free:** 877-258-3359

**Address:** 42 W. 39th St., New York, NY 10018 US

**GROWTH PLANS/SPECIAL FEATURES:**

Bluefly, Inc., is a U.S. Internet retailer. The firm sells designer apparel, fashion accessories and home products through its web site, BlueFly.com. The company sells over 350 brands and more than 50,000 different types of items at discounts of up to 75% off retail prices. The firm acquires end-of-season and excess inventory of high-end designer fashion products. Since it was launched, the company's web site has served over a million customer accounts in 13 countries. Bluefly uses a third-party warehouse and fulfillment center in Ohio to ship its orders; the majority of these orders are shipped within 24 hours of placement during the holiday season. The firm markets to existing customers through e-mails that highlight new promotions and products. Bluefly attracts new customers through print and television advertisements; and through its affiliation with BravoTV.com, popular shows like Bride Wars and Project Runway and the recently released movie Confessions of a Shopaholic. The company is approximately 36%-owned by affiliates of Soros Fund Management L.L.C.; Maverick Capital, Ltd. and Prentice Capital Management, LP each own approximately 22% of the firm.

**FINANCIALS:** Sales and profits are in thousands of dollars—add 000 to get the full amount. 2009 Note: Financial information for 2009 was not available for all companies at press time.

2009 Sales: \$	2009 Profits: \$
2008 Sales: \$95,774	2008 Profits: \$-11,340
2007 Sales: \$91,493	2007 Profits: \$-15,829
2006 Sales: \$77,062	2006 Profits: \$-12,193
2005 Sales: \$58,811	2005 Profits: \$-3,820

**U.S. Stock Ticker:** BFLY  
**Int'l Ticker:** Int'l Exchange:  
Employees:  
Fiscal Year Ends: 12/31  
Parent Company:

**SALARIES/BENEFITS:**

Pension Plan: ESOP Stock Plan: Profit Sharing: Top Exec. Salary: \$500,000 Bonus: \$223,421  
Savings Plan: Y Stock Purch. Plan: Second Exec. Salary: \$378,000 Bonus: \$49,381

**OTHER THOUGHTS:**

Apparent Women Officers or Directors: 3  
Hot Spot for Advancement for Women/Minorities: Y

**LOCATIONS: ("Y" = Yes)**

West:	Southwest:	Midwest:	Southeast:	Northeast:	International:
				Y	



**BMC SOFTWARE INC**

www.bmc.com

Industry Group Code: 511210H Ranks within this company's industry group: Sales: 4 Profits: 4

<b>Financial Services:</b> Stock Brokerage: Mortgages/Loans: Banking: Insurance: Credit Cards:	<b>Information:</b> Portal/News: Communities: Search Engine: Financial Data Pub.: Broadcasting/Music:	<b>Technology:</b> Hardware: Software: Specialty Equipment: Distributor:	<b>Services:</b> Payments/Markets: Consulting: Advertising/Mktg.: Outsourcing: Other:	<b>Retailing:</b> Retailer: Auctions: Tickets/Travel: Automobiles:	<b>Telecommunications:</b> Internet Service Provider: Web Site Services: Specialty Telecom:
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**TYPES OF BUSINESS:**

Computer Software-Mainframe Related  
Systems Management Software  
e-Business Software  
Consulting & Training Services

**BRANDS/DIVISIONS/AFFILIATES:**

BMC Atrium  
MQSoftware  
Tideway Systems Limited  
Phurnace Software  
Remedy Corp.

**CONTACTS:** *Note: Officers with more than one job title may be intentionally listed here more than once.*

Robert E. Beauchamp, CEO  
Stephen B. Solcher, CFO/Sr. VP  
John McMahon, Sr. VP-Worldwide Sales & Svcs.  
Hollie Castro, Sr. VP-Admin.  
Denise M. Clolery, General Counsel/Sr. VP/Corp. Sec.  
Steve Goddard, Sr. VP-Bus. Oper.  
Jim Grant, Sr. VP-Strategy & Corp. Dev.  
Derrick Vializ, VP-Investor Rel.  
T. Cory Bleuer, Chief Acct. Officer/Controller/VP  
Dev Ittycheria, Pres., Enterprise Service Mgmt.  
William D. Miller, Pres., Mainframe Service Mgmt.  
Robert E. Beauchamp, Chmn.

<b>Phone:</b> 713-918-8800	<b>Fax:</b> 713-918-8000
<b>Toll-Free:</b> 800-841-2031	
<b>Address:</b> 2101 Citywest Blvd., Houston, TX 77042 US	

**GROWTH PLANS/SPECIAL FEATURES:**

BMC Software, Inc. is one of the world's largest software vendors. The company provides system management, service management and automation solutions primarily for large companies. Its software products span mainframe and distributed systems, applications, databases and IT process management functions. The company operates in two software business segments. Its Enterprise Service Management (ESM) segment consists of the company's solutions and related professional services related to a variety of IT management issues, including service support, service assurance and service automation. Also included is the firm's BMC Atrium software package, which helps provide centralized coordination and execution of IT processes. The company's Mainframe Service Management (MSM) segment creates products that address IT challenges for mainframe systems management, data management and enterprise workload automation, with particular focus on streamlining mainframe operations in order to reduce costs and manage large amounts of data without affecting the availability of critical business applications. MSM products are organized into three areas: data management, infrastructure management and enterprise scheduling and output management. The company also operates a professional services segment, consisting of a worldwide team of software consultants who provide implementation, integration, IT process design and re-engineering and education services related to its products. The company's customers include manufacturers, telecommunication companies, financial service providers, educational institutions, retailers, distributors, hospitals, service providers, government agencies and channel partners including resellers, distributors and system integrators. Approximately 15,000 companies worldwide use BMC products, including 99% of the Forbes Global 100 and over 85% of the Fortune 500 companies. In August 2009, the company acquired MQSoftware, a middleware management and enterprise application software company. In October 2009, the firm acquired Tideway Systems Limited, a provider of IT discovery solutions. In January 2010, BMC acquired Phurnace Software, a developer of automation software for critical Java-based IT services.

**FINANCIALS:** Sales and profits are in thousands of dollars—add 000 to get the full amount. 2009 Note: Financial information for 2009 was not available for all companies at press time.

2009 Sales: \$1,871,900	2009 Profits: \$238,100
2008 Sales: \$1,731,600	2008 Profits: \$313,600
2007 Sales: \$1,580,400	2007 Profits: \$215,900
2006 Sales: \$1,498,400	2006 Profits: \$102,000
2005 Sales: \$1,463,000	2005 Profits: \$75,300

**U.S. Stock Ticker:** BMC  
**Int'l Ticker:** Int'l Exchange:  
Employees: 5,800  
Fiscal Year Ends: 3/31  
Parent Company:

**SALARIES/BENEFITS:**

Pension Plan:	ESOP Stock Plan:	Profit Sharing:	Top Exec. Salary: \$950,000	Bonus: \$1,127,027
Savings Plan:	Stock Purch. Plan:		Second Exec. Salary: \$471,250	Bonus: \$449,676

**OTHER THOUGHTS:**

**Apparent Women Officers or Directors:** 3  
**Hot Spot for Advancement for Women/Minorities:** Y

**LOCATIONS: ("Y" = Yes)**

West:	Southwest:	Midwest:	Southeast:	Northeast:	International:
Y	Y	Y	Y	Y	Y

**BOINGO WIRELESS INC**

www.boingo.com

Industry Group Code: 517210 Ranks within this company's industry group: Sales: Profits:

<b>Financial Services:</b> Stock Brokerage: Mortgages/Loans: Banking: Insurance: Credit Cards:	<b>Information:</b> Portal/News: Communities: Search Engine: Financial Data Pub.: Broadcasting/Music:	<b>Technology:</b> Hardware: Software: Specialty Equipment: Distributor:	<b>Services:</b> Payments/Markets: Consulting: Advertising/Mktg.: Outsourcing: Other:	<b>Retailing:</b> Retailer: Auctions: Tickets/Travel: Automobiles:	<b>Telecommunications:</b> Internet Service Provider: Web Site Services: Specialty Telecom:	Y
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**TYPES OF BUSINESS:**Wireless Internet Access  
Software Development**BRANDS/DIVISIONS/AFFILIATES:**Wi-Fi Sniffer  
One-Click  
Boingo Ready  
Hot Spot in a Box  
Boingo Roaming Network  
Opti-Fi Networks  
Tuitalk  
EarthLink**CONTACTS:** *Note: Officers with more than one job title may be intentionally listed here more than once.*David Hagan, CEO  
Jon Irwin, COO  
David Hagan, Pres.  
Ed Zinser, CFO  
Floyd Hubbell, VP-Sales  
Niels Jonker, CTO  
Karen Black, Sr. VP-Eng.  
Peter Hovenier, Sr. VP-Admin.  
Joseph Chu, General Counsel/VP  
Colby Goff, Sr. VP-Bus. Dev. & Network Strategy  
Jeremy Pepper, Public Rel.  
Peter Hovenier, Sr. VP-Finance  
Tim Farrell, VP-Professional Svcs.  
Sky Dayton, Chmn.**Phone:** 310-586-5180 **Fax:** 310-586-4060**Toll-Free:** 800-880-4117**Address:** 10960 Wilshire Blvd., Ste. 800, Los Angeles, CA 90404  
US**GROWTH PLANS/SPECIAL FEATURES:**

Boingo Wireless, Inc. offers high-speed wireless Internet roaming access across a network of over 100,000 hotspots worldwide, including hotels, airports and other public spaces. To access the Internet at hot spot and Wi-Fi locations, customers only need a laptop or pocket PC; a Wi-Fi card; a Boingo service plan, which operates on a monthly fee; and the company's free software. With its Hot Spot in a Box product line, which comes pre-installed on some networking devices built by original equipment manufacturers (OEMs), a hot spot can be opened up and almost anyone can become a paid wireless provider with the flip of a switch. For extensive networking needs, product line Boingo Ready streamlines integration of new hardware into the firm's existing networks. This line includes Wi-Fi Sniffer, which seeks out available wireless networks, and One-Click, which simplifies connectivity. Boingo makes its software/subscription plans available under its own brand and on a carrier-branded basis through Internet service provider (ISP) partners like EarthLink and Fiberlink. The company also has agreements to bundle its products with laptops made by companies such as Mac, Sony and HP. In June 2008, the company added Adael Wireless network (France) and Guglielmo S.r.l (Italy) to its Boingo Roaming Network. In July 2008, the company partnered with free-hotspot.com to enable 18 European countries to roam for free at all free-hotspot.com's Wi-Fi locations. From September-October 2008, Boingo added 4,200 hotspots to its roaming network with the addition of Swisscom, Telefonica and Tata Communications. In November 2008, Boingo acquired Opti-Fi Networks and the Wi-Fi networks for the WSDOT ferries division of Parsons Transportation Group. In February 2009, the firm partnered with Tuitalk to launch Tuitalk's new service that enables free international mobile calling to over 40 countries. In March 2009, the company added 320 Swedish hotspots to its roaming network.

**FINANCIALS:** Sales and profits are in thousands of dollars—add 000 to get the full amount. 2009 Note: Financial information for 2009 was not available for all companies at press time.

2009 Sales: \$	2009 Profits: \$
2008 Sales: \$	2008 Profits: \$
2007 Sales: \$	2007 Profits: \$
2006 Sales: \$	2006 Profits: \$
2005 Sales: \$	2005 Profits: \$

**U.S. Stock Ticker:** Private**Int'l Ticker:** Int'l Exchange:

Employees:

Fiscal Year Ends: 12/31

Parent Company:

**SALARIES/BENEFITS:**

Pension Plan:	ESOP Stock Plan:	Profit Sharing:	Top Exec. Salary: \$	Bonus: \$
Savings Plan: Y	Stock Purch. Plan:		Second Exec. Salary: \$	Bonus: \$

**OTHER THOUGHTS:**Apparent Women Officers or Directors: 1  
Hot Spot for Advancement for Women/Minorities:**LOCATIONS:** ("Y" = Yes)

West:	Southwest:	Midwest:	Southeast:	Northeast:	International:
Y					

**BORLAND SOFTWARE CORPORATION**

www.borland.com

Industry Group Code: 5112101 Ranks within this company's industry group: Sales: 5 Profits: 5

<b>Financial Services:</b> Stock Brokerage: Mortgages/Loans: Banking: Insurance: Credit Cards:	<b>Information:</b> Portal/News: Communities: Search Engine: Financial Data Pub.: Broadcasting/Music:	<b>Technology:</b> Hardware: Software: Specialty Equipment: Distributor:	<b>Services:</b> Payments/Markets: Consulting: Advertising/Mktg.: Outsourcing: Other:	<b>Retailing:</b> Retailer: Auctions: Tickets/Travel: Automobiles:	<b>Telecommunications:</b> Internet Service Provider: Web Site Services: Specialty Telecom:
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**TYPES OF BUSINESS:**

Software-e-Business  
Software Development Tools  
Online Community for Software Developers

**BRANDS/DIVISIONS/AFFILIATES:**

Micro Focus International Plc  
CaliberRM  
TeamDefine  
SilkCentral  
SilkTest  
SilkPerformer  
VisiBroker  
AppServer

**CONTACTS:** *Note: Officers with more than one job title may be intentionally listed here more than once.*

Thomas Wilkas, CFO  
John F. Olsen, Chmn.

**Phone:** 512-340-2200

**Fax:**

**Toll-Free:**

**Address:** 8310 N. Capital of Texas Hwy., Austin, TX 78731 US

**GROWTH PLANS/SPECIAL FEATURES:**

Borland Software Corp. is a provider of Open Application Lifecycle Management solutions. The company offers several software products that include its TeamDefine, CaliberRM, Together, Silk, StarTeam and Application Middleware. Borland's TeamDefine software allows users to create nontechnical interactive applications. The company's CaliberRM is an enterprise software application that is designed to facilitate user collaboration. Borland's Together software has visual modeling capabilities for architectural design that can be integrated with a client's existing applications. The Silk software suite provides quality control testing applications and includes the SilkCentral, SilkTest and SilkPerformer software. Borland's StarTeam platform is designed for high-performance, low-latency, transaction-intensive applications. The company's Application Middleware is infrastructure software that integrates with J2EE and CORBA. Borland's VisiBroker application integrates with a client's existing CORBA application to improve performance. The company's AppServer integrates with J2EE applications to optimize them. Borland was recently acquired by Micro Focus International Plc, and now acts as a wholly owned subsidiary of that company. As a result of the company's acquisition its professional and educational consulting services have been outsourced to Micro Focus and are no longer available through Borland.

**FINANCIALS:** Sales and profits are in thousands of dollars—add 000 to get the full amount. 2009 Note: Financial information for 2009 was not available for all companies at press time.

2009 Sales: \$	2009 Profits: \$
2008 Sales: \$172,027	2008 Profits: \$-215,722
2007 Sales: \$211,783	2007 Profits: \$-59,205
2006 Sales: \$304,660	2006 Profits: \$-51,953
2005 Sales: \$276,743	2005 Profits: \$-29,832

**U.S. Stock Ticker:** Subsidiary

**Int'l Ticker:** Int'l Exchange:

Employees: 879

Fiscal Year Ends: 12/31

Parent Company: MICRO FOCUS INTERNATIONAL PLC

**SALARIES/BENEFITS:**

Pension Plan:	ESOP Stock Plan:	Profit Sharing:	Top Exec. Salary: \$	Bonus: \$
Savings Plan:	Stock Purch. Plan:		Second Exec. Salary: \$	Bonus: \$

**OTHER THOUGHTS:**

**Apparent Women Officers or Directors:**  
**Hot Spot for Advancement for Women/Minorities:**

**LOCATIONS: ("Y" = Yes)**

West:	Southwest:	Midwest:	Southeast:	Northeast:	International:
Y	Y	Y	Y	Y	Y

**BOTTOMLINE TECHNOLOGIES INC**

www.bottomline.com

Industry Group Code: 511210 Ranks within this company's industry group: Sales: 3 Profits: 4

<b>Financial Services:</b> Stock Brokerage: Mortgages/Loans: Banking: Insurance: Credit Cards:	<b>Information:</b> Portal/News: Communities: Search Engine: Financial Data Pub.: Broadcasting/Music:	<b>Technology:</b> Hardware: Software: Specialty Equipment: Distributor:	<b>Services:</b> Payments/Markets: Consulting: Advertising/Mktg.: Outsourcing: Other:	<b>Retailing:</b> Retailer: Auctions: Tickets/Travel: Automobiles:	<b>Telecommunications:</b> Internet Service Provider: Web Site Services: Specialty Telecom:
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**TYPES OF BUSINESS:**

Software-Electronic Banking  
Online Billing, Payment & Invoicing Software

**BRANDS/DIVISIONS/AFFILIATES:**

Legal eXchange  
WebSeries  
Bottomline C Series

**CONTACTS:** *Note: Officers with more than one job title may be intentionally listed here more than once.*

Robert A. Eberle, CEO  
Peter S. Fortune, COO  
Robert A. Eberle, Pres.  
Kevin M. Donovan, CFO  
Eric Campbell, CTO  
Andrew Mintzer, Sr. VP-Prod. Strategy & Delivery  
Kevin Donovan, Treas.  
Paul Fannon, Group Dir.-Europe Sales  
Thomas Gaillard, Gen. Mgr.-Transactional Svcs. N. America/Sr. VP  
Rick Bell, VP/Gen. Mgr.-Financial Process Solutions N America  
Marcus Hughes, Dir.-Global Mktg.  
Joseph L. Mullen, Chmn.  
Peter S. Fortune, Pres., Bottomline Europe

**Phone:** 603-436-0700 **Fax:** 603-436-0300

**Toll-Free:** 800-243-2528

**Address:** 325 Corporate Dr., Portsmouth, NH 03801 US

**GROWTH PLANS/SPECIAL FEATURES:**

Bottomline Technologies Inc. provides electronic payment and invoice services to corporations, financial institutions and banks around the world. Its services are used to streamline, automate and manage processes and transactions involving global payments, invoice approval, collections, cash management, risk mitigation, reporting and document archiving. Historically, its software has been sold predominantly on a perpetual license basis; however, the company is shifting a large part of its focus to selling subscription and transaction-based product offerings. The company's comprehensive Purchase-to-Pay offerings allow businesses to automate the almost entirely paper-based processes central to purchasing requisition and invoice management, as well as to facilitate the ultimate payment. It has a subscription and transaction-based pricing model for its Purchase-to-Pay offerings. The company hosted spend management solution, Legal eXchange, integrates with claims management and time and billing systems to automate legal invoice management processes. The WebSeries Electronic Banking Platform allows banks and financial institutions to deploy Internet-based cash management services for corporate clients. The firm supports more than 9,000 customers, including 3,000 that access its payment and invoice automation capabilities through convenient subscription and transaction-based services. The company's customers are in industries such as financial services, insurance, health care, technology, communications, education, media, manufacturing and government. In 2009, the company announced the launch of its Bottomline C Series to be integrated with the existing Swift Alliance Lite network. This treasury management system allows companies a faster installation at a much lower cost than traditional systems.

BTI offers its employees a health club allowance; tuition reimbursement; group health and dental benefits; travel assistance programs; discount home and auto insurance programs; employer paid life insurance; and short and long term disability insurance.

**FINANCIALS:** Sales and profits are in thousands of dollars—add 000 to get the full amount. 2009 Note: Financial information for 2009 was not available for all companies at press time.

2009 Sales: \$138,014	2009 Profits: \$-12,288
2008 Sales: \$131,241	2008 Profits: \$-5,261
2007 Sales: \$118,335	2007 Profits: \$-7,030
2006 Sales: \$101,665	2006 Profits: \$-1,834
2005 Sales: \$96,505	2005 Profits: \$5,888

**U.S. Stock Ticker:** EPAY**Int'l Ticker:** Int'l Exchange:

Employees: 676

Fiscal Year Ends: 6/30

Parent Company:

**SALARIES/BENEFITS:**

Pension Plan: ESOP Stock Plan: Profit Sharing: Top Exec. Salary: \$324,047 Bonus: \$151,605  
Savings Plan: Y Stock Purch. Plan: Y Second Exec. Salary: \$310,000 Bonus: \$193,700

**OTHER THOUGHTS:****Apparent Women Officers or Directors:****Hot Spot for Advancement for Women/Minorities:****LOCATIONS: ("Y" = Yes)**

West:	Southwest:	Midwest:	Southeast:	Northeast:	International:
				Y	Y

**BOURSORAMA**

groupe.boursorama.fr

Industry Group Code: 52312E Ranks within this company's industry group: Sales: Profits:

<b>Financial Services:</b> Stock Brokerage: Y Mortgages/Loans: Banking: Insurance: Credit Cards:	<b>Information:</b> Portal/News: Y Communities: Search Engine: Financial Data Pub.: Broadcasting/Music:	<b>Technology:</b> Hardware: Software: Specialty Equipment: Distributor:	<b>Services:</b> Payments/Markets: Consulting: Advertising/Mktg.: Outsourcing: Other:	<b>Retailing:</b> Retailer: Auctions: Tickets/Travel: Automobiles:	<b>Telecommunications:</b> Internet Service Provider: Web Site Services: Specialty Telecom:
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**TYPES OF BUSINESS:**

Online Brokerage Services  
Financial Information

**BRANDS/DIVISIONS/AFFILIATES:**

Societe Generale Group  
Boursorama Banque  
boursorama.com  
SELFTRADE

**CONTACTS:** *Note: Officers with more than one job title may be intentionally listed here more than once.*

Vincent Taupin, CEO  
Alexander Baumeister, Managing Dir.-IT  
Eric Mignot, Managing Dir.-Boursorama Banque  
Charles Morane, Managing Dir.-Resources  
Benoit Grisoni, Deputy Managing Dir.-Boursorama Banque  
Ramon Blanco, Deputy CEO-Boursorama  
Vincent Taupin, Chmn.

**Phone:** 33-1-46-09-50-00      **Fax:** 33-1-46-09-54-70

**Toll-Free:**

**Address:** 18 Quai du Point du Jour, Boulogne Billancourt Cedex, 92659 France

**GROWTH PLANS/SPECIAL FEATURES:**

Boursorama, a subsidiary of the Societe Generale Group, is a leading European online financial services broker. The firm's products include: futures and options trading, warrants, mutual funds, life insurance, shares, bonds and trackers trading; and access to the main international financial markets. Customers may access these services via the Internet; the firm's Global Trading System proprietary software, telephone or WAP (Wireless Application Protocol). In France, the company operates a free financial information portal, boursorama.com, with 2.8 million individual visitors each month. In addition, Boursorama has a brokerage site, Boursorama Banque, which is the leading online broker in France. The firm's German activity is managed via subsidiaries Fimatex and Veritas, which together are the fourth largest online broker in that country. Moreover, Boursorama owns and operates SELFTRADE, a dominating online broker in Spain and in the U.K.

**FINANCIALS:** Sales and profits are in thousands of dollars—add 000 to get the full amount. 2009 Note: Financial information for 2009 was not available for all companies at press time.

2009 Sales: \$	2009 Profits: \$
2008 Sales: \$	2008 Profits: \$
2007 Sales: \$	2007 Profits: \$
2006 Sales: \$	2006 Profits: \$
2005 Sales: \$167,126	2005 Profits: \$23,461

**U.S. Stock Ticker: Subsidiary**

**Int'l Ticker:** Int'l Exchange:

Employees:

Fiscal Year Ends: 12/31

Parent Company: SOCIETE GENERALE GROUP

**SALARIES/BENEFITS:**

Pension Plan:	ESOP Stock Plan:	Profit Sharing:	Top Exec. Salary: \$	Bonus: \$
Savings Plan:	Stock Purch. Plan:		Second Exec. Salary: \$	Bonus: \$

**OTHER THOUGHTS:**

**Apparent Women Officers or Directors:**  
**Hot Spot for Advancement for Women/Minorities:**

**LOCATIONS: ("Y" = Yes)**

West:	Southwest:	Midwest:	Southeast:	Northeast:	International:
					Y

**BRIDGEPOINT EDUCATION INC**

www.bridgepointeducation.com

Industry Group Code: 611410 Ranks within this company's industry group: Sales: Profits:

<b>Financial Services:</b> Stock Brokerage: Mortgages/Loans: Banking: Insurance: Credit Cards:	<b>Information:</b> Portal/News: Communities: Search Engine: Financial Data Pub.: Broadcasting/Music:	<b>Technology:</b> Hardware: Software: Specialty Equipment: Distributor:	<b>Services:</b> Payments/Markets: Consulting: Advertising/Mktg.: Outsourcing: Other:	<b>Retailing:</b> Retailer: Auctions: Tickets/Travel: Automobiles:	<b>Telecommunications:</b> Internet Service Provider: Web Site Services: Specialty Telecom:
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**TYPES OF BUSINESS:**

Online Education

**BRANDS/DIVISIONS/AFFILIATES:**Ashford University  
University of the Rockies**CONTACTS:** *Note: Officers with more than one job title may be intentionally listed here more than once.*

Andrew S. Clark, CEO  
 Andrew S. Clark, Pres.  
 Daniel J. Devine, CFO/Sr. VP  
 Ross Woodard, Chief Mktg. Officer/Sr. VP  
 Charlene Dackerman, Sr. VP-Human Resources  
 Thomas Ashbrook, CIO/Sr. VP  
 Rodney T. Sheng, Chief Admin. Officer/Sr. VP  
 Diane Thompson, General Counsel/Sr. VP  
 Diane Salucci, VP-Corp. Comm.  
 Diane Salucci, VP-Investor Rel.  
 Brandon Pope, Controller/VP  
 Jane McAuliffe, Sr. VP/Chief Academic Officer  
 Jane McAuliffe, Pres., Ashford University  
 Christopher L. Spohn, Sr. VP/Chief Admissions Officer  
 Elizabeth Aguiar, VP-Learning Resources  
 Patrick T. Hackett, Chmn.

**Phone:** 858-668-2586 **Fax:** 651-552-6942**Toll-Free:** 800-468-9716**Address:** 13500 Evening Creek Dr. N., Ste. 600, San Diego, CA 92128 US**GROWTH PLANS/SPECIAL FEATURES:**

Bridgepoint Education, Inc. is a regionally accredited provider of postsecondary education services. The firm offers associate's, bachelor's, master's and doctoral programs in areas including education, business, social sciences, health sciences and psychology. All of the company's programs are available as online courses. Bridgepoint Education also offers traditional courses through two campuses: Ashford University and University of the Rockies. Ashford University, located in Clinton, Iowa, offers Associate, Bachelor's and Master's degree programs, as well as 13 National Association of Intercollegiate Athletics sports teams. University of the Rockies, located in Colorado Springs, Colorado, offers Master's and Doctoral degree programs with a focus on the area of psychology. In total, the company offers roughly 1,050 courses, 55 degree programs and 115 specializations/concentrations. Of its approximately 54,900 enrolled students, approximately 99% attend classes exclusively online. In 2009, Ashford University began offering several new degrees programs, including Bachelor of Arts (BA) in Human Resources Management; Master of Arts (MA) in Education; BA in Business Economics; BA in Health Care Studies; BA in Education and Public Policy; BA in English Language Learner Studies; BA in Homeland Security and Emergency Management (online); Master of Public Administration; BA in Political Science and Government; BA in Environmental Studies (online); BA in Journalism and Mass Communications; Bachelor of International Business; BA in Business Information Systems; and MA in Health Care Administration. Also in 2009, University of the Rockies introduced several new programs, including a specialization in Educational Leadership; Graduate Certificates in Business Psychology, General Psychology, Criminology, Justice and Organizational Leadership. In January 2010, Bridgepoint began using the learning management system of Pearson eCollege for all of its online classes.

**FINANCIALS:** Sales and profits are in thousands of dollars—add 000 to get the full amount. 2009 Note: Financial information for 2009 was not available for all companies at press time.

2009 Sales: \$	2009 Profits: \$	<b>U.S. Stock Ticker:</b> BPI <b>Int'l Ticker:</b> Int'l Exchange: Employees: Fiscal Year Ends: Parent Company:
2008 Sales: \$	2008 Profits: \$	
2007 Sales: \$	2007 Profits: \$	
2006 Sales: \$	2006 Profits: \$	
2005 Sales: \$	2005 Profits: \$	

**SALARIES/BENEFITS:**

Pension Plan:	ESOP Stock Plan:	Profit Sharing:	Top Exec. Salary: \$	Bonus: \$
Savings Plan:	Stock Purch. Plan:		Second Exec. Salary: \$	Bonus: \$

**OTHER THOUGHTS:**

**Apparent Women Officers or Directors:** 7  
**Hot Spot for Advancement for Women/Minorities:** Y

**LOCATIONS:** ("Y" = Yes)

West:	Southwest:	Midwest:	Southeast:	Northeast:	International:
Y		Y			

**BRIGHTCOVE INC**

www.brightcove.com

Industry Group Code: 519130 Ranks within this company's industry group: Sales: Profits:

<b>Financial Services:</b> Stock Brokerage: Mortgages/Loans: Banking: Insurance: Credit Cards:	<b>Information:</b> Portal/News: Communities: Search Engine: Financial Data Pub.: Broadcasting/Music:	<b>Technology:</b> Hardware: Software: Specialty Equipment: Distributor:	<b>Services:</b> Payments/Markets: Consulting: Advertising/Mktg.: Outsourcing: Other:	<b>Retailing:</b> Retailer: Auctions: Tickets/Travel: Automobiles:	<b>Telecommunications:</b> Internet Service Provider: Web Site Services: Specialty Telecom:
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**TYPES OF BUSINESS:**

Internet TV Broadcasting

**BRANDS/DIVISIONS/AFFILIATES:**

Brightcove Network  
Brightcove Platform  
Brightcove AdNet  
Pay-Media Service  
Syndication Marketplace  
Brightcove 4

**CONTACTS:** *Note: Officers with more than one job title may be intentionally listed here more than once.*

Jeremy Allaire, CEO  
Scot Rosenblum, CFO  
Jeff Whatcott, VP-Mktg.  
Ed Godin, VP-Human Resources  
Bob Mason, CTO  
Tareef Kawaf, Sr. VP-Eng.  
Andrew W. Feinberg, General Counsel  
Tareef Kawaf, Sr. VP-Oper.  
Andrew W. Feinberg, Sr. VP-Corp. Dev.  
Elisabeth Bentel Carpenter, Sr. VP-Global Support & Svcs.  
Hisashige Hashimoto, Pres., Brightcove K.K.  
Jeremy Allaire, Chmn.  
Vanessa Wade, VP-Sales, EMEA

<b>Phone:</b> 617-500-4947	<b>Fax:</b> 617-395-8352
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<b>Toll-Free:</b> 888-882-1880
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<b>Address:</b> 1 Cambridge Ctr., Cambridge, MA 02142 US
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**GROWTH PLANS/SPECIAL FEATURES:**

Brightcove, Inc. is an Internet television company allowing emerging media companies and independent producers to launch commercial broadband channels. Brightcove allows content owners to create, distribute and monetize Internet TV channels. This is done through two offerings: Brightcove Network, which publishes content for free and grants content owners half of ad revenues; and Brightcove Platform, in which publishers pay a usage fee but keep all ad revenues. In support of the Brightcove Network, the company's offerings include: Brightcove AdNet, which aggregates online video audiences, reaches consumers through niche channels and allows online video programmers the ability to more easily create advertising revenue; Pay-Media Service, which allows sale or rental of high-quality video downloads at prices determined by content owners; and Syndication Marketplace, a place to discover Internet TV channels available for syndication to third party web sites. Brightcove has partnerships with major media companies including: Warner Music Group, which makes music videos, interviews and live performances available through the site; Time Life, which, among other things, broadcasts the TV series Get Smart (Brightcove also supports Time Life's fan sites and blogs); and Dow Jones Online, which features original reporting by reporters, columnists and bloggers. The company is backed by several major investors, including ACCEL, General Catalyst Partners, InterActiveCorp (IAC), The Hearst Corporation and Allen & Company, LLC. Recently, the firm expanded in Japan, Germany and Italy. In May 2009, the firm partnered with Sevenload, a European social media network for videos, photos and Web TV content. The partnership allows Brightcove customers to distribute web-based video content to Sevenload's proprietary platform. In November 2009, the company released Brightcove 4, a new platform that includes advanced analytics, expanded live streaming abilities and other features. In December 2009, the firm and TubeMogul formed a strategic alliance to jointly develop new online video content technology.

**FINANCIALS:** Sales and profits are in thousands of dollars—add 000 to get the full amount. 2009 Note: Financial information for 2009 was not available for all companies at press time.

2009 Sales: \$	2009 Profits: \$	<b>U.S. Stock Ticker:</b> Private <b>Int'l Ticker:</b> Int'l Exchange: Employees: Fiscal Year Ends: Parent Company:
2008 Sales: \$	2008 Profits: \$	
2007 Sales: \$19,700	2007 Profits: \$	
2006 Sales: \$	2006 Profits: \$	
2005 Sales: \$	2005 Profits: \$	

**SALARIES/BENEFITS:**

Pension Plan:	ESOP Stock Plan:	Profit Sharing:	Top Exec. Salary: \$	Bonus: \$
Savings Plan:	Stock Purch. Plan:		Second Exec. Salary: \$	Bonus: \$

**OTHER THOUGHTS:**

**Apparent Women Officers or Directors:** 2  
**Hot Spot for Advancement for Women/Minorities:**

**LOCATIONS:** ("Y" = Yes)

West:	Southwest:	Midwest:	Southeast:	Northeast:	International:
Y				Y	Y

**BROADVISION INC**

www.broadvision.com

Industry Group Code: 511210M Ranks within this company's industry group: Sales: 4 Profits: 3

<b>Financial Services:</b> Stock Brokerage: Mortgages/Loans: Banking: Insurance: Credit Cards:	<b>Information:</b> Portal/News: Communities: Search Engine: Financial Data Pub.: Broadcasting/Music:	<b>Technology:</b> Hardware: Software: Specialty Equipment: Distributor:	<b>Services:</b> Payments/Markets: Consulting: Advertising/Mktg.: Outsourcing: Other:	<b>Retailing:</b> Retailer: Auctions: Tickets/Travel: Automobiles:	<b>Telecommunications:</b> Internet Service Provider: Web Site Services: Specialty Telecom:
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**TYPES OF BUSINESS:**

Software-Web Site Tools  
XML Software  
Content Management Software  
Consulting & Support Services

**BRANDS/DIVISIONS/AFFILIATES:**

BroadVision Quicksiler  
BroadVision Clearvale  
Broadvision CLEAR  
Commerce Agility Suite  
Business Agility Suite  
BroadVision OnDemand

**CONTACTS:** *Note: Officers with more than one job title may be intentionally listed here more than once.*

Pehong Chen, CEO  
Pehong Chen, Pres.  
Shin-Yuan Tzou, CFO  
James Wu, CTO  
David Boyer, Sr. VP-Eng. & Tech. Support  
Shin-Yuan Tzou, Chief of Staff  
Albert Chen, VP-Prod. Mgmt.  
Pehong Chen, Chmn.  
Andrea Rubei, VP/Gen. Mgr.-EMEA

**Phone:** 650-331-1000 **Fax:** 650-364-3425**Toll-Free:** 866-287-6669**Address:** 1600 Seaport Blvd., Ste. 550, Redwood City, CA 94063  
US**GROWTH PLANS/SPECIAL FEATURES:**

BroadVision, Inc. develops, markets and supports personalized self-service web applications that enable organizations to unify their e-business infrastructure and conduct both interactions and transactions with employees, partners and customers. The company's software is designed to offer rapid and cost-effective prototyping, development and operation of commerce, customer service and interactive publishing and knowledge management applications over the Internet. Additionally, the company helps businesses develop, implement, operate and maintain web site applications tailored to the needs and interests of individual web site visitors. The company offers several products including its Business Agility Suite, which allows web managers to personalize web page content based on the preferences of individual visitors to the site. The Commerce Agility Suite enables more precise lead generation and content personalization. QuickSilver facilitates the creation of complex documents through its multiple format support. The firm also offers consulting, professional, education and client support services. The company's international business unit, BroadVision OnDemand, Ltd., is headquartered in Beijing, China; it focuses on providing software as a service (SaaS) e-business solutions for international enterprises. Its principle products are the social network BroadVision Clearvale and employee relationship management solution Broadvision CLEAR.

The firm offers its employees a benefits package that includes subsidized health club membership, an employee stock purchase plan, flexible spending accounts for health and dependent care, a 401(k) plan and educational assistance.

**FINANCIALS:** Sales and profits are in thousands of dollars—add 000 to get the full amount. 2009 Note: Financial information for 2009 was not available for all companies at press time.

2009 Sales: \$30,961  
2008 Sales: \$35,903  
2007 Sales: \$50,018  
2006 Sales: \$51,984  
2005 Sales: \$60,121

2009 Profits: \$3,734  
2008 Profits: \$-15,010  
2007 Profits: \$17,278  
2006 Profits: \$15,016  
2005 Profits: \$-38,966

**U.S. Stock Ticker:** BVSN**Int'l Ticker:** Int'l Exchange:

Employees: 219  
Fiscal Year Ends: 12/31  
Parent Company:

**SALARIES/BENEFITS:**

Pension Plan: ESOP Stock Plan: Y Profit Sharing: Top Exec. Salary: \$350,000 Bonus: \$33,325  
Savings Plan: Y Stock Purch. Plan: Second Exec. Salary: \$200,000 Bonus: \$13,168

**OTHER THOUGHTS:**

**Apparent Women Officers or Directors:**  
**Hot Spot for Advancement for Women/Minorities:**

**LOCATIONS: ("Y" = Yes)**

West:	Southwest:	Midwest:	Southeast:	Northeast:	International:
Y				Y	Y



**BUY.COM INC**

www.buy.com

Industry Group Code: 44311E Ranks within this company's industry group: Sales: Profits:

<b>Financial Services:</b> Stock Brokerage: Mortgages/Loans: Banking: Insurance: Credit Cards:	<b>Information:</b> Portal/News: Communities: Search Engine: Financial Data Pub.: Broadcasting/Music:	<b>Technology:</b> Hardware: Software: Specialty Equipment: Distributor:	<b>Services:</b> Payments/Markets: Consulting: Advertising/Mktg.: Outsourcing: Other:	<b>Retailing:</b> Retailer: Auctions: Tickets/Travel: Automobiles:	<b>Telecommunications:</b> Internet Service Provider: Web Site Services: Specialty Telecom:
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**TYPES OF BUSINESS:**

Consumer Electronics, Online Retail  
Book, Game, DVD, VHS & Music Sales  
Software & Accessories Sales  
Music Downloads  
Social Networking Web Site  
Jewelry and Watches

**BRANDS/DIVISIONS/AFFILIATES:**

BuyTV.com  
BuyMagazine  
Yub.com  
ThinkTank Holdings LLC

**CONTACTS:** *Note: Officers with more than one job title may be intentionally listed here more than once.*

Neel Grover, CEO  
Greg Giraudi, COO  
Neel Grover, Pres.  
Jeff Wisot, VP-Mktg.  
Robb Brock, CTO  
Greg Giraudi, General Counsel  
Lauren DeVries, Exec. VP-Finance  
Scott Blum, Chmn.

<b>Phone:</b> 949-389-2000	<b>Fax:</b> 949-389-2800
<b>Toll-Free:</b> 888-880-1030	
<b>Address:</b> 85 Enterprise, Ste. 100, Aliso Viejo, CA 92656 US	

**GROWTH PLANS/SPECIAL FEATURES:**

Buy.com, Inc., owned by ThinkTank Holdings LLC, is an online retailer. The firm sells a wide variety of items, including computer hardware, accessories and software; electronics; jewelry; sporting goods; apparel; cellular products; books; bags; games; toys; DVDs; CDs; and music downloads. The company offers more than 2 million products to over 12 million customers through the various online channels on the Buy.com web site. Buy.com's computer products include computers, printers, monitors, modems and peripherals, as well as software from manufacturers including Microsoft, Norton and Adobe. The firm also offers hardback, paperback and audio book titles, enabling customers to read the first chapter of many books, submit book reviews and read professional/customer reviews. In addition, the company retails DVD and VHS titles from a range of categories. Buy.com distributes BuyMagazine, a monthly digital publication that lists products for sale and contains editorial columns that help customers understand the features of the products offered. The company also owns Yub.com, a social networking web site that allows users to create pages that outline specific interests, favorite products and other personal facts. Users can then search the Yub.com database for individuals with common interests and share specific product information and reviews with other users. Yub.com enables the purchasing of these products through partner e-retail sites, whereby the users themselves are rewarded for becoming referrers of products. BuyTV.com is another site that focuses on entertainment-based retailing. The company also sells its merchandise through eBay, Inc.'s web site. In 2009, Buy.com launched a new fragrance section featuring brands Calvin Klein, Ralph Lauren and Dolce & Gabbana; began carrying Imation Earthwise remanufactured toner cartridges from Imation Corp.; and added Kingston Technology's Go Green USB Flash drives and SD cards to its product list. In October 2009, the firm launched e-commerce sites in France, Germany, the U.K. and Canada.

**FINANCIALS:** Sales and profits are in thousands of dollars—add 000 to get the full amount. 2009 Note: Financial information for 2009 was not available for all companies at press time.

2009 Sales: \$	2009 Profits: \$
2008 Sales: \$	2008 Profits: \$
2007 Sales: \$	2007 Profits: \$
2006 Sales: \$	2006 Profits: \$
2005 Sales: \$	2005 Profits: \$

**U.S. Stock Ticker:** Private**Int'l Ticker:** Int'l Exchange:

Employees:

Fiscal Year Ends: 12/31

Parent Company: THINKTANK HOLDINGS LLC

**SALARIES/BENEFITS:**

Pension Plan:	ESOP Stock Plan:	Profit Sharing:	Top Exec. Salary: \$	Bonus: \$
Savings Plan:	Stock Purch. Plan:		Second Exec. Salary: \$	Bonus: \$

**OTHER THOUGHTS:**

Apparent Women Officers or Directors: 1  
Hot Spot for Advancement for Women/Minorities:

**LOCATIONS:** ("Y" = Yes)

West:	Southwest:	Midwest:	Southeast:	Northeast:	International:
Y					Y

**CA INC**

www.ca.com

Industry Group Code: 511210H Ranks within this company's industry group: Sales: 3 Profits: 3

<b>Financial Services:</b> Stock Brokerage: Mortgages/Loans: Banking: Insurance: Credit Cards:	<b>Information:</b> Portal/News: Communities: Search Engine: Financial Data Pub.: Broadcasting/Music:	<b>Technology:</b> Hardware: Software: Specialty Equipment: Distributor:	<b>Services:</b> Payments/Markets: Consulting: Advertising/Mktg.: Outsourcing: Other:	<b>Retailing:</b> Retailer: Auctions: Tickets/Travel: Automobiles:	<b>Telecommunications:</b> Internet Service Provider: Web Site Services: Specialty Telecom:
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**TYPES OF BUSINESS:**

Computer Software-Diversified  
Enterprise Management Software  
Security Software  
Storage Software  
Application Development Software  
Business Intelligence Software  
Application Life Cycle Management  
Consulting Services

**BRANDS/DIVISIONS/AFFILIATES:**

CA Ideal  
Asentinel  
CA Netman  
CA Clarity  
CA Wily Introscope  
CA SiteMinder  
NetQoS, Inc.  
Oblicore, Inc.

**CONTACTS:** *Note: Officers with more than one job title may be intentionally listed here more than once.*

Michael J. Christenson, COO  
Michael J. Christenson, Pres.  
Nancy E. Cooper, CFO/Exec. VP  
Mark Thompson, Exec. VP-Worldwide Sales  
Andrew Goodman, Exec. VP-Worldwide Human Resources  
Donald F. Ferguson, CTO/Exec. VP  
Ajei Gopal, Exec. VP-Prod. & Tech. Group  
James E. Bryant, Chief Admin. Officer/Exec. VP-Risk  
Amy Fliegelman Olli, General Counsel/Exec. VP  
Jacob Lamm, Exec. VP-Strategy & Corp. Dev.  
Joseph Doncheski, VP-Investor Rel.  
Tom Kendra, Exec. VP-Enterprise Prod. & Solutions Bus. Line  
John Ruthven, Exec. VP-Growth & Emerging Markets  
George Fischer, Exec. VP-Global Sales, Client Oper. & Mktg.  
Chris O'Malley, Exec. VP-Cloud Prod. & Solutions Bus. Line  
William E. McCracken, Chmn.

**Phone:** 631-342-6000 **Fax:** 631-342-6800**Toll-Free:** 800-225-5224**Address:** 1 Computer Associates Plz., Islandia, NY 11749 US**GROWTH PLANS/SPECIAL FEATURES:**

CA, Inc., formerly Computer Associates International, designs, markets and licenses computer software products that allow businesses to run and manage critical aspects of their information technology operations and that allow data center managers and programmers to automate their daily functions. The firm seeks to unify and simplify complex IT environments, offering integrated software products designed to operate with all major hardware platforms and operating systems. The company does not operate in separate business segments, but does maintain several focus areas relating to both mainframe and distributed IT environments, including infrastructure management; project and portfolio management; IT security management, including compliance and risk management; service management; application performance management; and data center automation and virtualization. A few examples of CA's brands and products include CA Ideal, a database repository and application development system; the Asentinel brand of telecom expense management software; CA Clarity, an IT governance and project management offering; CA Wily Introscope, an infrastructure management software suite; CA Access Control and CA SiteMinder, IT security and threat management offerings; and CA Netman, which consolidates all data center administrative functions into a single system. CA is headquartered in the U.S., with over 150 offices in 46 countries. The company's customers include many large national and multi-national firms in a variety of industries, including banks, insurance companies and other financial service providers; governmental agencies; manufacturers; technology firms; retail companies; educational institutions and health care providers. In November 2009, CA acquired NetQoS, Inc., a provider of network performance management software, for approximately \$200 million. In January 2010, the company acquired Oblicore, Inc., a producer of service level management (SLM) software.

CA offers employees medical and dental coverage; life, disability and long-term care insurance; a 401(k) plan; flexible spending accounts; an adoption assistance program; a company match for charitable gifts; and an employee assistance program.

**FINANCIALS:** Sales and profits are in thousands of dollars—add 000 to get the full amount. 2009 Note: Financial information for 2009 was not available for all companies at press time.

2009 Sales: \$4,271,000	2009 Profits: \$694,000
2008 Sales: \$4,277,000	2008 Profits: \$500,000
2007 Sales: \$3,943,000	2007 Profits: \$118,000
2006 Sales: \$3,772,000	2006 Profits: \$159,000
2005 Sales: \$3,583,000	2005 Profits: \$24,000

**U.S. Stock Ticker:** CA  
**Int'l Ticker:** Int'l Exchange:  
Employees: 13,200  
Fiscal Year Ends: 3/31  
Parent Company:

**SALARIES/BENEFITS:**

Pension Plan: ESOP Stock Plan: Profit Sharing: Top Exec. Salary: \$1,000,000 Bonus: \$822,375  
Savings Plan: Y Stock Purch. Plan: Y Second Exec. Salary: \$800,000 Bonus: \$526,320

**OTHER THOUGHTS:**

**Apparent Women Officers or Directors:** 4  
**Hot Spot for Advancement for Women/Minorities:** Y

**LOCATIONS:** ("Y" = Yes)

West:	Southwest:	Midwest:	Southeast:	Northeast:	International:
Y	Y	Y	Y	Y	Y

**CABLEEUROPA SAU**

www.ono.es

Industry Group Code: 517110A Ranks within this company's industry group: Sales: Profits:

<b>Financial Services:</b> Stock Brokerage: Mortgages/Loans: Banking: Insurance: Credit Cards:	<b>Information:</b> Portal/News: Communities: Search Engine: Financial Data Pub.: Broadcasting/Music:	<b>Technology:</b> Hardware: Software: Specialty Equipment: Distributor:	<b>Services:</b> Payments/Markets: Consulting: Advertising/Mktg.: Outsourcing: Other:	<b>Retailing:</b> Retailer: Auctions: Tickets/Travel: Automobiles:	<b>Telecommunications:</b> Internet Service Provider: Web Site Services: Specialty Telecom:	Y
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**TYPES OF BUSINESS:**

Broadband Service Provider  
Telephony Services  
Cable Television Services  
Business Network Services

**BRANDS/DIVISIONS/AFFILIATES:**

Grupo Corporativo Ono, S.A.  
ONOMidco  
ONO  
CENTINELA

**CONTACTS:** *Note: Officers with more than one job title may be intentionally listed here more than once.*

Rosalía Portela, CEO  
Jose Maria Castellano, Pres.  
Jonathan Cumming, CFO  
Javier de Paz, Dir.-Residential Mktg.  
Antonio de la Fuente, Dir.-Human Resources  
Carlos Moreno, Dir.-Info. Systems  
Paul Kearney, Dir.-Network & Tech.  
Nicolas Chapa, General Counsel  
Roberto Pascual, Dir.-Oper.  
Belen Romana, Dir.-Strategy & Corp. Dev.  
Martin Stewart, Managing Dir.  
Enrique Iglesias, Dir.-Residential Sales  
Victor Guerrero, Dir.-Bus.  
Paul Healy, Dir.-Television  
Jose Maria Castellano, Chmn.

**Phone:** 34-91-180-93-00 **Fax:** 34-91-180-93-44**Toll-Free:****Address:** Calle Basauri 7-9, Urbanizacion la Florida Aravaca, Madrid, 28023 Spain**GROWTH PLANS/SPECIAL FEATURES:**

Cableuropa SAU, known primarily by its brand name, ONO, is a leading alternative telecommunications service provider in Spain. It offers direct-access telephony, broadband Internet access and pay television in an area containing 14.8 million homes, of which 7 million homes have been released to marketing. Its telephony services include free calling to any fixed-line telephone number in Spain, as well as value-added services such as voicemail, caller ID, call waiting and an alarm clock service. The company also sells and rents telephony handsets. Its 4 Mbps (megabytes per second) broadband access provides unlimited e-mail and chat usage, charging only for web browsing. The company offers its broadband customers CENTINELA, a free online security program with parental controls and privacy management. Besides its basic 4 Mbps connection, ONO offers some of the fastest broadband services available in Europe, offering connection speeds of 6, 12 and 25 Mbps. It also offers an unlimited access 2 Mbps entry-level broadband service. Its cable television services broadcast various domestic and international programs, including Eurosport, MTV, Fox, Paramount Comedy, CNN and Showtime, as well as pay-per-view content from the U.S., Spain and other European countries. TV services brand names include Esencial, Extra and Total, offering 82, 118 and 143 channels, respectively. The firm also provides voice, data networking, leased lines, Voice over Internet Protocol (VoIP), hosting, security and Internet services to small and medium enterprises (SMEs). Its residential customers include 1.8 million cable customers, 1.6 million telephony customers, 1.3 million Internet customers and 65,500 other customers. It also serves over 69,000 SME customers. Residential services generated 76% of 2008 revenues; SME and business services, 16%; and wholesale, discontinued and other services, 8%. Grupo Corporativo Ono, S.A. (GCO) owns 100% of Cableuropa through subsidiary ONOMidco. In June 2008, the firm launched BAMG, a mobile broadband service offering up to 7.2 Mbps connectivity.

**FINANCIALS:** Sales and profits are in thousands of dollars—add 000 to get the full amount. 2009 Note: Financial information for 2009 was not available for all companies at press time.

2009 Sales: \$	2009 Profits: \$
2008 Sales: \$	2008 Profits: \$
2007 Sales: \$	2007 Profits: \$
2006 Sales: \$	2006 Profits: \$
2005 Sales: \$	2005 Profits: \$

**U.S. Stock Ticker: Subsidiary**

Int'l Ticker: Int'l Exchange:

Employees:

Fiscal Year Ends: 12/31

Parent Company: GRUPO CORPORATIVO ONO

**SALARIES/BENEFITS:**

Pension Plan:	ESOP Stock Plan:	Profit Sharing:	Top Exec. Salary: \$	Bonus: \$
Savings Plan:	Stock Purch. Plan:		Second Exec. Salary: \$	Bonus: \$

**OTHER THOUGHTS:**

Apparent Women Officers or Directors: 2  
Hot Spot for Advancement for Women/Minorities: Y

**LOCATIONS:** ("Y" = Yes)

West:	Southwest:	Midwest:	Southeast:	Northeast:	International:
					Y

**CABLEVISION SYSTEMS CORP**

www.cablevision.com

Industry Group Code: 517110 Ranks within this company's industry group: Sales: 10 Profits: 24

<b>Financial Services:</b> Stock Brokerage: Mortgages/Loans: Banking: Insurance: Credit Cards:	<b>Information:</b> Portal/News: Communities: Search Engine: Financial Data Pub.: Broadcasting/Music:	<b>Technology:</b> Hardware: Software: Specialty Equipment: Distributor:	<b>Services:</b> Payments/Markets: Consulting: Advertising/Mktg.: Outsourcing: Other:	<b>Retailing:</b> Retailer: Auctions: Tickets/Travel: Automobiles:	<b>Telecommunications:</b> Internet Service Provider: Web Site Services: Specialty Telecom:
			Y		Y

**TYPES OF BUSINESS:**

Cable Television Service  
Professional Sports Teams  
Television Programming  
Communications Services  
Sports & Music Venues  
Voice Over Internet Protocol  
High-Speed Internet

**BRANDS/DIVISIONS/AFFILIATES:**

Rainbow Media Holdings LLC  
Lightpath, Inc.  
New York Rangers  
New York Knickerbockers  
Hartford Wolf Pack  
MSG Entertainment  
Madison Square Garden  
Newsday Media Group

**CONTACTS:** *Note: Officers with more than one job title may be intentionally listed here more than once.*

James L. Dolan, CEO  
Tom Rutledge, COO  
James L. Dolan, Pres.  
Michael Huseby, CFO/Exec. VP  
Wilt Hildenbrand, Sr. Advisor-Tech.  
Wilt Hildenbrand, Sr. Advisor-Eng.  
Jonathan D. Schwartz, General Counsel/Exec. VP  
John Bickman, Pres., Cable & Comm.  
Patricia Armstrong, Sr. VP-Investor Rel.  
Joshua Sapan, Pres./CEO-Rainbow Media Holdings LLC  
James L. Dolan, Chmn.-MSG  
Hank J. Ratner, Vice Chmn.  
Gregg Seibert, Exec. VP  
Charles F. Dolan, Chmn.

<b>Phone:</b> 516-803-2300	<b>Fax:</b> 516-803-3134
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**Toll-Free:**

<b>Address:</b> 1111 Stewart Ave., Bethpage, NY 11714 US
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**GROWTH PLANS/SPECIAL FEATURES:**

Cablevision Systems Corp. is engaged in cable programming networks, entertainment businesses and telecommunications companies. It serves about 4.7 million basic video subscribers in and around the New York City metropolitan area, and operates solely through cable operator subsidiary CSC Holdings. Through wholly-owned subsidiary Rainbow Media Holdings, LLC, the company owns interests in and manages numerous national and regional programming networks, the Madison Square Garden sports and entertainment businesses and cable television advertising sales companies. Through another subsidiary, Lightpath, Inc., the firm provides telephone services and high-speed Internet access to the business market. CSC operates in four segments: telecommunications services, Rainbow, Madison Square Garden and Newsday. The telecommunications services segment oversees the cable television business, including its video, high-speed data and voice over Internet protocol (VoIP) and the operations of the telephone and high-speed data services provided by Lightpath. The Rainbow segment consists principally of interests in national programming services (AMC, WE tv, IFC and fuse) and regional news programming businesses held by Rainbow Media Holdings. The division also includes a local advertising sales representation business. The Madison Square Garden segment owns and operates the Madison Square Garden Arena and the adjoining WaMu Theater at Madison Square Garden; the New York Knickerbockers professional basketball team; the New York Rangers professional hockey team; the New York Liberty professional women's basketball team; the Hartford Wolf Pack professional hockey team; the regional sports programming networks Madison Square Garden Network and Fox Sports Net New York; and MSG Entertainment. The Newsday segment includes the Newsday daily newspaper, amNew York, Star Community Publishing Group and online web sites such as Newsday.com and explore LI.com. In May 2008, Cablevision purchased the Sundance Channel, a cable network founded by Robert Redford, for about \$500 million. In July 2008, the company acquired 97% of Newsday Media Group. In July 2009, the firm announced plans to spin off its Madison Square Garden operations, including its sports assets, into a separately-traded company.

**FINANCIALS:** Sales and profits are in thousands of dollars—add 000 to get the full amount. 2009 Note: Financial information for 2009 was not available for all companies at press time.

2009 Sales: \$	2009 Profits: \$
2008 Sales: \$7,230,116	2008 Profits: \$-227,576
2007 Sales: \$6,484,481	2007 Profits: \$218,456
2006 Sales: \$5,828,493	2006 Profits: \$-126,465
2005 Sales: \$5,082,045	2005 Profits: \$89,320

**U.S. Stock Ticker:** CVC

**Int'l Ticker:** Int'l Exchange:  
Employees: 20,105  
Fiscal Year Ends: 12/31  
Parent Company:

**SALARIES/BENEFITS:**

Pension Plan:	ESOP Stock Plan:	Profit Sharing:	Top Exec. Salary: \$1,800,000	Bonus: \$6,567,600
Savings Plan: Y	Stock Purch. Plan:		Second Exec. Salary: \$1,600,000	Bonus: \$5,582,800

**OTHER THOUGHTS:**

**Apparent Women Officers or Directors:** 4  
**Hot Spot for Advancement for Women/Minorities:** Y

**LOCATIONS:** ("Y" = Yes)

West:	Southwest:	Midwest:	Southeast:	Northeast:	International:
				Y	

**CAREERBUILDER INC**

www.careerbuilder.com

Industry Group Code: 561311 Ranks within this company's industry group: Sales: Profits:

<b>Financial Services:</b> Stock Brokerage: Mortgages/Loans: Banking: Insurance: Credit Cards:	<b>Information:</b> Portal/News: Y Communities: Search Engine: Financial Data Pub.: Broadcasting/Music:	<b>Technology:</b> Hardware: Software: Y Specialty Equipment: Distributor:	<b>Services:</b> Payments/Markets: Consulting: Advertising/Mktg.: Outsourcing: Y Other:	<b>Retailing:</b> Retailer: Auctions: Tickets/Travel: Automobiles:	<b>Telecommunications:</b> Internet Service Provider: Web Site Services: Specialty Telecom:
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**TYPES OF BUSINESS:**

Portal-Career Support  
Career Services  
Online Recruiting  
Software-Resume Writing

**BRANDS/DIVISIONS/AFFILIATES:**

CareerBuilder.com  
Gannett Co., Inc.  
McClatchy Company (The)  
MyCareerBuilder.com  
GoingGreenJobs.com  
BrightFuse.com

**CONTACTS:** *Note: Officers with more than one job title may be intentionally listed here more than once.*

Matt Ferguson, CEO  
Matt Ferguson, Pres.  
Kevin Knapp, CFO  
Richard Castellini, Chief Mktg. Officer  
Rosemary Haefner, VP-Human Resources  
Eric Presley, CTO  
Alex Green, General Counsel  
Hope Gurion, VP-Bus. Dev.  
Brent Rasmussen, Pres., North America  
Farhan Yasin, Pres., EMEA

**Phone:** 773-527-3600 **Fax:** 773-399-6313

**Toll-Free:** 800-638-4212

**Address:** 200 N. LaSalle St., Ste. 1100, Chicago, IL 60601 US

**GROWTH PLANS/SPECIAL FEATURES:**

CareerBuilder, Inc. is a leading provider of targeted interactive recruiting on the Internet via CareerBuilder.com (its flagship site), as well as dozens of affiliated career sites. It is jointly owned by Gannett Co., Inc.; The McClatchy Company; Tribune Co.; and Microsoft Corp. CareerBuilder has operations in the U.S., Europe, Canada and Asia. Through its newspaper affiliations, the company's flagship web site powers the career sites for more than 1,600 partners reaching national, international, local, industry and niche audiences. The firm's Mega Job Search engine allows job seekers to view a database of more than 1 million job openings and employers to view a database of more than 23 million resumes. CareerBuilder also offers ResumeBuilder, a comprehensive resume and cover-letter writing software product; and MyCareerBuilder.com, which provides job candidates with a personal search agent, allowing them to establish job search profiles, receive e-mail updates on jobs of interest, apply for jobs, maintain multiple resumes and create cover letters. Additionally, the firm offers a host of online services including a career resource center, resume distribution, interview mastery, Brainbench skills certification and personal salary reports. CareerBuilder's products and services are available to government agencies through a contract maintained by DLT Solutions, Inc. In 2009, the firm introduced several tools including: Anonymous Tip Giver, an online tool that allows users to provide criticism or advice for bosses or co-workers without revealing users identity; a social media recruitment brand management service to help employers develop a relationship with potential employees through a customized comprehensive solution; and Applicant Explorer, which allows employers to view public background information on potential employees. In August 2009, the company launched BrightFuse.com, a free talent community for all level workers, and industries to display their abilities. Also in August 2009, the company introduced GoingGreenJobs.com, which matches environmentally-focused positions with environmentally conscious job seekers.

**FINANCIALS:** Sales and profits are in thousands of dollars—add 000 to get the full amount. 2009 Note: Financial information for 2009 was not available for all companies at press time.

2009 Sales: \$	2009 Profits: \$
2008 Sales: \$	2008 Profits: \$
2007 Sales: \$768,000	2007 Profits: \$
2006 Sales: \$672,000	2006 Profits: \$
2005 Sales: \$	2005 Profits: \$

**U.S. Stock Ticker:** Joint Venture  
**Int'l Ticker:** Int'l Exchange:  
Employees: 2,000  
Fiscal Year Ends: 12/31  
Parent Company:

**SALARIES/BENEFITS:**

Pension Plan: ESOP Stock Plan: Profit Sharing: Top Exec. Salary: \$ Bonus: \$25,228  
Savings Plan: Y Stock Purch. Plan: Second Exec. Salary: \$ Bonus: \$

**OTHER THOUGHTS:**

Apparent Women Officers or Directors: 2  
Hot Spot for Advancement for Women/Minorities: Y

**LOCATIONS: ("Y" = Yes)**

West:	Southwest:	Midwest:	Southeast:	Northeast:	International:
Y	Y	Y	Y	Y	

**CBS INTERACTIVE**

www.cbs.com/sales

Industry Group Code: 519130 Ranks within this company's industry group: Sales: 8 Profits:

<b>Financial Services:</b> Stock Brokerage: Mortgages/Loans: Banking: Insurance: Credit Cards:	<b>Information:</b> Portal/News: Y Communities: Y Search Engine: Financial Data Pub.: Broadcasting/Music: Y	<b>Technology:</b> Hardware: Software: Specialty Equipment: Distributor:	<b>Services:</b> Payments/Markets: Consulting: Advertising/Mktg.: Outsourcing: Other:	<b>Retailing:</b> Retailer: Auctions: Tickets/Travel: Automobiles:	<b>Telecommunications:</b> Internet Service Provider: Web Site Services: Specialty Telecom:
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**TYPES OF BUSINESS:**

Online Content Provision  
Web Site Management  
Music Downloads  
Entertainment News  
Recipes

**BRANDS/DIVISIONS/AFFILIATES:**

CBS Corp  
CNET  
CNET Networks, Inc.  
GameSpot  
CBS.com  
CBSSports.com  
BNET  
MP3.com

**CONTACTS:** *Note: Officers with more than one job title may be intentionally listed here more than once.*

Quincy Smith, CEO  
Steve Snyder, COO  
Neil Ashe, Pres.  
Bryon Rubin, CFO/Exec. VP  
Patrick Keane, Chief Mktg. Officer  
Jeff Sellinger, Gen. Mgr.-Mobile Oper.  
Michael Marquez, Exec. VP-Corp. Dev. & Strategy  
Jason Kint, Gen. Mgr.-CBSSports.com/CBSNews.com  
Jed Kapsos, Sr. VP-Finance  
Anthony Soohoo, Gen. Mgr.

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Toll-Free:

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**GROWTH PLANS/SPECIAL FEATURES:**

CBS Interactive, Inc. handles the online content operations of its parent company, CBS Corporation. The company delivers information and entertainment in the technology, entertainment, sports, news, music and business categories, and receives more than 145 million visitors to its network of web sites each month. The firm's leading brands include CNET, which offers product reviews, technology news and downloads; GameSpot, providing previews, reviews and information on video and computer games; BNET, which provides advice and information for management professionals; CBS.com; CBSSports.com, which offers online sports coverage; TV.com, a television fan site offering forums, episode reviews and program ratings; MP3.com, which provides digital music downloads; Last.fm, an online music community; and CHOW, which provides recipes, video and restaurant reviews. CBS recently completed the acquisition of CNET Networks, Inc. for a total of \$1.8 billion in cash. CBS combined its existing interactive businesses, which were previously reported in the Television segment, with those of CNET and realigned its management structure to create an Interactive segment.

CBS Interactive offers its employees medical, dental and vision plans, wellness programs, an employee assistance program, tuition reimbursement, life insurance, a college savings plan, a stock purchase plan, flexible spending accounts and a 401(k) plan.

**FINANCIALS:** Sales and profits are in thousands of dollars—add 000 to get the full amount. 2009 Note: Financial information for 2009 was not available for all companies at press time.

2009 Sales: \$	2009 Profits: \$
2008 Sales: \$886,100	2008 Profits: \$
2007 Sales: \$857,700	2007 Profits: \$
2006 Sales: \$	2006 Profits: \$
2005 Sales: \$	2005 Profits: \$

U.S. Stock Ticker: Subsidiary

Int'l Ticker: Int'l Exchange:

Employees:

Fiscal Year Ends:

Parent Company: CBS CORP

**SALARIES/BENEFITS:**

Pension Plan:	ESOP Stock Plan: Y	Profit Sharing:	Top Exec. Salary: \$	Bonus: \$
Savings Plan: Y	Stock Purch. Plan:		Second Exec. Salary: \$	Bonus: \$

**OTHER THOUGHTS:**

Apparent Women Officers or Directors:

Hot Spot for Advancement for Women/Minorities:

**LOCATIONS:** ("Y" = Yes)

West:	Southwest:	Midwest:	Southeast:	Northeast:	International:
Y		Y	Y	Y	Y

**CDC CORPORATION**

www.cdccorporation.net

Industry Group Code: 511210H Ranks within this company's industry group: Sales: 6 Profits: 7

<b>Financial Services:</b> Stock Brokerage: Mortgages/Loans: Banking: Insurance: Credit Cards:	<b>Information:</b> Portal/News: Y Communities: Y Search Engine: Financial Data Pub.: Broadcasting/Music:	<b>Technology:</b> Hardware: Software: Y Specialty Equipment: Distributor:	<b>Services:</b> Payments/Markets: Consulting: Y Advertising/Mktg.: Y Outsourcing: Y Other: Y	<b>Retailing:</b> Retailer: Auctions: Tickets/Travel: Automobiles:	<b>Telecommunications:</b> Internet Service Provider: Web Site Services: Y Specialty Telecom: Y
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**TYPES OF BUSINESS:**

Enterprise Software  
Online Games  
Mobile Services & Applications  
Internet & Media Services  
IT & Outsourcing Services  
Consulting Services

**BRANDS/DIVISIONS/AFFILIATES:**

China.com  
CDC Software  
CDC Games  
CDC Global Services  
VChina.com  
WKD Solutions Ltd  
Activplant Corporation  
Truition Inc

**CONTACTS:** Note: Officers with more than one job title may be intentionally listed here more than once.

Peter Yip, CEO  
Matthew S. Lavelle, CFO  
Donald L. Novajosky, Associate General Counsel/VP  
Monish Bahl, Sr. VP-Bus. Dev.  
Gregor Morela, Chief Acct. Officer  
Monish Ball, Sr. VP-Mergers & Acquisitions  
Sammy Cheng, VP-Finance  
Raymond Chien, Chmn.  
Frank Hung, Managing Dir.-Australia

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**Toll-Free:**

<b>Address:</b> 308 Des Voeux Rd., 11/F ING Tower, Hong Kong, China
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**GROWTH PLANS/SPECIAL FEATURES:**

CDC Corporation is a global enterprise software and media company. Based in China, the firm has facilities in North America, Europe and Australia. It operates in four business units: CDC Software, global services, CDC Games and China.com. CDC Software is a global provider of scalable enterprise software including enterprise resource planning (ERP), customer relationship management (CRM), supply chain management (SCM) order management systems (OMS), human resources and payroll management (HRM) and business intelligence (BI) products. CDC Global Services provides managed services for IT applications, IT infrastructure, help desk operations, IT staffing, and business process outsourcing. These services are generally offered on a regional basis in the United States and Australia. CDC Games is a publisher and operator of online games in China, primarily MMORPGs. China.com, the company's internet and media business encompasses a range of businesses such as a portal network offering online advertisement, search and mail services; a Singapore-based travel and trade exhibition organizer; and internet video from v.china.com. In September 2009, CDC Software Corporation completed its acquisition of U.K.-based WKD Solutions Ltd. In November 2009, the firm acquired Activplant Corporation, a Canadian-based provider of manufacturing business intelligence products. In December 2009, CDC acquired Truition, Inc., an e-commerce platform provider, and gomembers, a provider of SaaS (Software as a Service) and on-premise products. In January 2010, the company acquired PeoplePoint Software Pty Ltd., an Australian-based software and service provider for the aged-care residential and community services management market. Also in January 2010, CDC agreed to acquire VITOVA Ltd., a Hong Kong-based enterprise content management provider.

**FINANCIALS:** Sales and profits are in thousands of dollars—add 000 to get the full amount. 2009 Note: Financial information for 2009 was not available for all companies at press time.

2009 Sales: \$	2009 Profits: \$
2008 Sales: \$409,070	2008 Profits: \$-116,300
2007 Sales: \$394,021	2007 Profits: \$-105,033
2006 Sales: \$309,500	2006 Profits: \$10,600
2005 Sales: \$245,000	2005 Profits: \$-3,500

**U.S. Stock Ticker:** CHINA

Int'l Ticker: Int'l Exchange:

Employees:

Fiscal Year Ends: 12/31

Parent Company:

**SALARIES/BENEFITS:**

Pension Plan:	ESOP Stock Plan:	Profit Sharing:	Top Exec. Salary: \$	Bonus: \$
Savings Plan:	Stock Purch. Plan:		Second Exec. Salary: \$	Bonus: \$

**OTHER THOUGHTS:**

Apparent Women Officers or Directors:  
Hot Spot for Advancement for Women/Minorities:

**LOCATIONS:** ("Y" = Yes)

West:	Southwest:	Midwest:	Southeast: Y	Northeast:	International: Y
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**CDNOW INC**

www.cdnw.com

Industry Group Code: 451220E Ranks within this company's industry group: Sales: Profits:

<b>Financial Services:</b> Stock Brokerage: Mortgages/Loans: Banking: Insurance: Credit Cards:	<b>Information:</b> Portal/News: Communities: Search Engine: Financial Data Pub.: Broadcasting/Music:	<b>Technology:</b> Hardware: Software: Specialty Equipment: Distributor:	<b>Services:</b> Payments/Markets: Consulting: Advertising/Mktg.: Outsourcing: Other:	<b>Retailing:</b> Retailer: Auctions: Tickets/Travel: Automobiles:	<b>Telecommunications:</b> Internet Service Provider: Web Site Services: Specialty Telecom:
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**TYPES OF BUSINESS:**

Music, Online Retail  
Music-Related Entertainment Products  
DVDs  
Pre-Owned Merchandise

**BRANDS/DIVISIONS/AFFILIATES:**

Bertelsmann AG  
Columbia House  
DirectGroup Bertelsmann

**CONTACTS:** *Note: Officers with more than one job title may be intentionally listed here more than once.*

Stuart Goldfarb, CEO  
Stuart Goldfarb, Pres.  
Sharon Siegel, Exec. VP-Mktg.  
Paula Baston, Sr. VP-Corp. Comm.

**Phone:** 212-782-1000**Fax:****Toll-Free:****Address:** 1540 Broadway, New York, NY 10036 US**GROWTH PLANS/SPECIAL FEATURES:**

CDNow, Inc., a subsidiary of Bertelsmann AG, is a New York-based online retailer of CDs and entertainment products such as DVDs, VHS tapes, concert tickets and related merchandise. CDNow is a subsidiary of Columbia House, part of DirectGroup Bertelsmann, which is itself a division of Bertelsmann AG. Besides new products, the firm offers its 5 million customers used CDs, DVDs and VHS tapes; the ability to buy or rent movies and watch them streaming online; free music downloads on its site; and reviews and articles. CDNow retails music and music-related products in 25 genres, including rock, pop, international, jazz, classical and country. The main page of each category features links to genre-specific lists, articles, reviews, forums and contests. Customers can also browse sale items, new releases and charts, as well as place advance orders, listen to music samples and purchase CDs recommended on the web site. Amazon.com manages the entirety of CDNow's e-commerce operations, including web site design and maintenance, shipping, customer service, privacy agreements and inventory. This partnership allows Amazon's customers to shop at CDNow.com without creating new accounts.

**FINANCIALS:** Sales and profits are in thousands of dollars—add 000 to get the full amount. 2009 Note: Financial information for 2009 was not available for all companies at press time.

2009 Sales: \$  
2008 Sales: \$  
2007 Sales: \$  
2006 Sales: \$  
2005 Sales: \$

2009 Profits: \$  
2008 Profits: \$  
2007 Profits: \$  
2006 Profits: \$  
2005 Profits: \$

**U.S. Stock Ticker:** Subsidiary**Int'l Ticker:** Int'l Exchange:

Employees:

Fiscal Year Ends: 12/31

Parent Company: BERTELSMANN AG

**SALARIES/BENEFITS:**

Pension Plan:  
Savings Plan:

ESOP Stock Plan:  
Stock Purch. Plan:

Profit Sharing:

Top Exec. Salary: \$

Second Exec. Salary: \$

Bonus: \$

Bonus: \$

**OTHER THOUGHTS:**

Apparent Women Officers or Directors: 2

Hot Spot for Advancement for Women/Minorities: Y

**LOCATIONS: ("Y" = Yes)**

West:	Southwest:	Midwest:	Southeast:	Northeast:	International:
				Y	



**CELLCO PARTNERSHIP (VERIZON WIRELESS)**

www.verizonwireless.com

Industry Group Code: 5172 Ranks within this company's industry group: Sales: 3 Profits:

<b>Financial Services:</b> Stock Brokerage: Mortgages/Loans: Banking: Insurance: Credit Cards:	<b>Information:</b> Portal/News: Communities: Search Engine: Financial Data Pub.: Broadcasting/Music:	<b>Technology:</b> Hardware: Software: Specialty Equipment: Distributor:	<b>Services:</b> Payments/Markets: Consulting: Advertising/Mktg.: Outsourcing: Other:	<b>Retailing:</b> Retailer: Auctions: Tickets/Travel: Automobiles:	<b>Telecommunications:</b> Internet Service Provider: Web Site Services: Specialty Telecom:
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**TYPES OF BUSINESS:**

Cellular Phone Service  
Retail Sales  
Wireless Internet  
Media & Ringtones

**BRANDS/DIVISIONS/AFFILIATES:**

Verizon Wireless  
Verizon Communications Inc  
Vodafone Group PLC  
SureWest Communications  
Rural Cellular Corp  
Ramcell  
LiMo Foundation  
Alltel Corporation

**CONTACTS:** *Note: Officers with more than one job title may be intentionally listed here more than once.*

Lowell McAdam, CEO  
Jack Plating, COO/Exec. VP  
Lowell McAdam, Pres.  
John Townsend, CFO/VP  
Mike Lanman, Chief Mktg. Officer/VP  
Martha Delehanty, VP-Human Resources  
Ajay Waghay, CIO  
Anthony Melone, CTO/Sr. VP  
Steve Zipperstein, VP-Legal & External Affairs  
Margaret Feldman, VP-Bus. Dev.  
Jim Gerace, VP-Corp. Comm.  
Mark Harris, VP-Gov't Sales & Oper.  
Charlie Falco, VP-Customer Svc. Oper.  
Rose M. Kirk, VP-Enterprise Sales & Distribution  
Anthony A. Lewis, VP-Open Dev.

**Phone:** 908-559-7000**Fax:****Toll-Free:** 800-922-0204**Address:** 1 Verizon Way, Basking Ridge, NJ 07920 US**GROWTH PLANS/SPECIAL FEATURES:**

Cellco Partnership, doing business as Verizon Wireless, is a joint venture between Verizon Communications and Vodafone; the former owns 55% of Cellco, while the latter owns 45%. Verizon Wireless was formed in 2000 when Vodafone and Bell Atlantic merged their U.S. wireless holdings. The company then acquired the U.S. wireless assets of GTE, when Bell Atlantic bought GTE to create Verizon Communications. The firm operates over 2,000 company stores and kiosks; and 175 switching centers. The company offers BroadbandAccess and NationalAccess for coast-to-coast laptop, personal digital assistants (PDAs) and handset connectivity; VCAST Music service for downloading music, music videos, VCAST video clips, 3D games and other multimedia services; and Get It Now for text and picture messaging, downloading ringtones, ringback tones, games and news alerts on a mobile handset. In May 2008, Verizon Wireless signed a five-year agreement with Qwest Communications International Inc. for Qwest to market and sell Verizon service. Also in May, the company purchased the wireless assets of SureWest Communications in the Sacramento, California area. In May 2008, the firm joined the LiMo Foundation, a global alliance based around open handset platform development. In August 2008, the company acquired Rural Cellular Corp. In January 2009, the company acquired Alltel Corporation from Atlantis Holdings LLC, increasing its network coverage to 290 million people, and making Verizon the largest wireless carriers in the country with 83.7 million customers.

The company provides its employees with medical and dental insurance; vision care; life insurance; prescription drug benefits; adoption assistance; health and dependant care spending accounts; phone discounts; childcare discounts; and tuition assistance.

**FINANCIALS:** Sales and profits are in thousands of dollars—add 000 to get the full amount. 2009 Note: Financial information for 2009 was not available for all companies at press time.

2009 Sales: \$	2009 Profits: \$
2008 Sales: \$58,600,000	2008 Profits: \$
2007 Sales: \$43,900,000	2007 Profits: \$
2006 Sales: \$38,000,000	2006 Profits: \$
2005 Sales: \$32,300,000	2005 Profits: \$6,152,000

**U.S. Stock Ticker:** Joint Venture**Int'l Ticker:** Int'l Exchange:

Employees: 86,000  
Fiscal Year Ends: 12/31  
Parent Company:

**SALARIES/BENEFITS:**

Pension Plan: ESOP Stock Plan: Profit Sharing: Y Top Exec. Salary: \$ Bonus: \$4,252,500  
Savings Plan: Y Stock Purch. Plan: Second Exec. Salary: \$ Bonus: \$

**OTHER THOUGHTS:**

Apparent Women Officers or Directors: 7  
Hot Spot for Advancement for Women/Minorities: Y

**LOCATIONS:** ("Y" = Yes)

West:	Southwest:	Midwest:	Southeast:	Northeast:	International:
Y	Y	Y	Y	Y	

**CENTURYTEL INC**

www.centurytel.com

Industry Group Code: 517110 Ranks within this company's industry group: Sales: 16 Profits: 11

<b>Financial Services:</b> Stock Brokerage: Mortgages/Loans: Banking: Insurance: Credit Cards:	<b>Information:</b> Portal/News: Communities: Search Engine: Financial Data Pub.: Broadcasting/Music:	<b>Technology:</b> Hardware: Software: Specialty Equipment: Distributor:	<b>Services:</b> Payments/Markets: Consulting: Advertising/Mktg.: Outsourcing: Other:	<b>Retailing:</b> Retailer: Auctions: Tickets/Travel: Automobiles:	<b>Telecommunications:</b> Internet Service Provider: Web Site Services: Specialty Telecom:	Y
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**TYPES OF BUSINESS:**

Local Telephone Service  
Long-Distance Services  
Internet Service Provider  
Business Information Services  
Fiber Network Services

**BRANDS/DIVISIONS/AFFILIATES:**

LightCore  
Embarq Corp

**CONTACTS:** *Note: Officers with more than one job title may be intentionally listed here more than once.*

Glen F. Post, III, CEO  
Karen A. Puckett, COO  
Karen A. Puckett, Pres.  
R. Stewart Ewing, Jr., CFO/Exec. VP  
Michael E. (Mike) Maslowski, CIO/Sr. VP  
Stacey W. Goff, General Counsel/Sr. VP/Corp. Sec.  
David D. Cole, Sr. VP-Oper. Support  
Tony Davis, VP-Investor Rel.  
Glen F. Post, III, Chmn.

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**Toll-Free:**

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US

**GROWTH PLANS/SPECIAL FEATURES:**

CenturyTel, Inc. is an integrated communications company engaged primarily in providing an array of communications services. The firm's services include local and long-distance voice, Internet access and broadband services. The company has operations in 25 states in the continental U.S. and operates approximately 2 million telephone access lines, primarily in rural areas and small to mid-size cities, with over 68% of its lines located in Missouri, Wisconsin, Alabama, Arkansas and Washington. Approximately 73% of its access lines are residential and 27% are business. Approximately 89% of the firm's Internet customers receive high-speed Internet service, while 11% receive dial-up service. CenturyTel also provides fiber transport, competitive local exchange carrier, security monitoring and other communications and business information services in certain local and regional markets. During 2008, voice service generated approximately 33.6% of the company's revenue, with nearly 60% of the firm's business and residential customers subscribed to one or more enhanced voice services. CenturyTel's network access generated 31.6% of its 2008 revenue. Its data services generated approximately 20.2% of its 2008 revenue. Approximately 88% of the firm's access lines are broadband-enabled. CenturyTel's fiber transport, competitive local exchange carrier (CLEC) and security monitoring services generated approximately 6.2% of its 2008 revenue. Other services, which include leasing, installing and maintaining customer premise telecommunications equipment and wiring, generated approximately 8.4% of its 2008 revenue. Most of CenturyTel's services are sold under the CenturyTel brand, with fiber capacity sold under the LightCore brand. In October 2008, the firm agreed to acquire Embarq Corporation for \$5.8 billion.

CenturyTel offers its employees a tuition assistance program; fitness center membership reimbursement; credit union membership; an adoption assistance plan; a scholarship plan; flexible spending accounts; and medical, dental, vision, prescription, life, AD&D and business travel insurance.

**FINANCIALS:** Sales and profits are in thousands of dollars—add 000 to get the full amount. 2009 Note: Financial information for 2009 was not available for all companies at press time.

2009 Sales: \$	2009 Profits: \$
2008 Sales: \$2,599,747	2008 Profits: \$365,732
2007 Sales: \$2,656,241	2007 Profits: \$418,370
2006 Sales: \$2,447,730	2006 Profits: \$370,027
2005 Sales: \$2,479,252	2005 Profits: \$334,479

**U.S. Stock Ticker:** CTL  
**Int'l Ticker:** Int'l Exchange:  
Employees: 6,500  
Fiscal Year Ends: 12/31  
Parent Company:

**SALARIES/BENEFITS:**

Pension Plan: Y	ESOP Stock Plan:	Profit Sharing:	Top Exec. Salary: \$1,000,000	Bonus: \$864,500
Savings Plan: Y	Stock Purch. Plan: Y		Second Exec. Salary: \$640,772	Bonus: \$468,725

**OTHER THOUGHTS:**

Apparent Women Officers or Directors: 2  
Hot Spot for Advancement for Women/Minorities: Y

**LOCATIONS: ("Y" = Yes)**

West:	Southwest:	Midwest:	Southeast:	Northeast:	International:
Y	Y	Y	Y	Y	

**CHARLES SCHWAB CORP (THE)**

www.schwab.com

Industry Group Code: 523120 Ranks within this company's industry group: Sales: 1 Profits: 1

<b>Financial Services:</b> Stock Brokerage: Y Mortgages/Loans: Banking: Insurance: Credit Cards:	<b>Information:</b> Portal/News: Communities: Search Engine: Financial Data Pub.: Broadcasting/Music:	<b>Technology:</b> Hardware: Software: Specialty Equipment: Distributor:	<b>Services:</b> Payments/Markets: Consulting: Advertising/Mktg.: Outsourcing: Other:	<b>Retailing:</b> Retailer: Auctions: Tickets/Travel: Automobiles:	<b>Telecommunications:</b> Internet Service Provider: Web Site Services: Specialty Telecom:
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**TYPES OF BUSINESS:**

Stock Brokerage-Retail, Online & Discount  
Investment Services  
Financial Services  
Mutual Funds  
Wealth Management  
Financial Information  
Banking  
Online Trading Platform

**BRANDS/DIVISIONS/AFFILIATES:**

Charles Schwab Trust Company (The)  
Charles Schwab Investment Management, Inc.  
Charles Schwab Bank, N.A.  
Charles Schwab & Co., Inc.  
CyberTrader, Inc.  
Schwab Retirement Plan Service Company

**CONTACTS:** *Note: Officers with more than one job title may be intentionally listed here more than once.*

Walter W. Bettinger, II, CEO  
Walter W. Bettinger, II, Pres.  
Joseph R. Martinetto, CFO/Exec. VP  
Rebecca Saeger, Chief Mktg. Officer/Exec. VP  
Jay L. Allen, Exec. VP-Human Resources & Employee Svcs.  
Jan Hier-King, Exec. VP-Shared Support Svcs.  
Carrie E. Dwyer, General Counsel/Exec. VP/Corp. Sec.  
Benjamin L. Brigeman, Exec. VP-Schwab Investor Svcs.  
John S. Clendening, Exec. VP-Shared Strategic Svcs.  
James D. McCool, Exec. VP-Institutional Svcs.  
Randall W. Merk, Exec. VP-Investment Mgmt. Svcs.  
Charles R. Schwab, Chmn.

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<b>Toll-Free:</b> 800-648-5300	
<b>Address:</b> 120 Kearny St., San Francisco, CA 94104 US	

**GROWTH PLANS/SPECIAL FEATURES:**

The Charles Schwab Corp., with \$1.3 trillion in client assets, engages in securities brokerage, banking and related financial services. Its main operating subsidiaries include Charles Schwab & Co., Inc., a securities broker-dealer with 306 offices in 45 states and an office in Puerto Rico and London; Charles Schwab Bank, a federal savings bank in Reno, Nevada; and Charles Schwab Investment Management, Inc., the investment advisor for the company's proprietary mutual funds. The company provides financial services to individuals and institutional clients through three segments: Investor Services, Advisory Services and Corporate and Retirement Services. The Investor Services segment provides retail brokerage and banking services to individual investors. Clients have access to online portfolio planning tools, as well as professional advice from Schwab's portfolio consultants, who can help develop an investment strategy and carry out investment and portfolio management decisions. Many clients, particularly those with assets totaling over \$250,000, have a relationship with a specific financial consultant, who serves as their primary point of contact for utilizing Schwab's services. The Advisory Services provides custodial, trading, technology, practice management and other support services to investment advisors (IAs). IAs who custody client accounts at Schwab may use proprietary software that provides them with up-to-date client account information, as well as trading capabilities. The Corporate and Retirement Services segment provides retirement plan services, plan administrator services, stock plan services, and mutual fund clearing services, and supports the availability of Schwab proprietary mutual funds on third-party platforms. The company serves all aspects of employer-sponsored plans: equity compensation, defined contribution plans, defined benefit plans and other investment related benefits plans.

Employees are offered medical, dental and vision insurance; a flexible spending account; life insurance; disability coverage; an employee assistance program; a 401(k) plan; tuition reimbursement; an employee discount program; an employee stock purchase plan; and discounts on Schwab Bank products.

**FINANCIALS:** Sales and profits are in thousands of dollars—add 000 to get the full amount. 2009 Note: Financial information for 2009 was not available for all companies at press time.

2009 Sales: \$4,193,000	2009 Profits: \$787,000
2008 Sales: \$5,150,000	2008 Profits: \$1,212,000
2007 Sales: \$4,994,000	2007 Profits: \$2,407,000
2006 Sales: \$4,309,000	2006 Profits: \$1,227,000
2005 Sales: \$3,619,000	2005 Profits: \$725,000

**U.S. Stock Ticker:** SCHW**Int'l Ticker:** Int'l Exchange:

Employees: 12,400  
Fiscal Year Ends: 12/31  
Parent Company:

**SALARIES/BENEFITS:**

Pension Plan:	ESOP Stock Plan:	Profit Sharing:	Top Exec. Salary: \$858,333	Bonus: \$2,466,833
Savings Plan: Y	Stock Purch. Plan: Y		Second Exec. Salary: \$793,750	Bonus: \$4,477,200

**OTHER THOUGHTS:**

Apparent Women Officers or Directors: 5  
Hot Spot for Advancement for Women/Minorities: Y

**LOCATIONS:** ("Y" = Yes)

West: Y	Southwest: Y	Midwest: Y	Southeast: Y	Northeast: Y	International: Y
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**CHARTER COMMUNICATIONS INC**

www.charter.com

Industry Group Code: 517110 Ranks within this company's industry group: Sales: 11 Profits: 27

<b>Financial Services:</b> Stock Brokerage: Mortgages/Loans: Banking: Insurance: Credit Cards:	<b>Information:</b> Portal/News: Communities: Search Engine: Financial Data Pub.: Broadcasting/Music:	<b>Technology:</b> Hardware: Software: Specialty Equipment: Distributor:	<b>Services:</b> Payments/Markets: Consulting: Advertising/Mktg.: Outsourcing: Other:	<b>Retailing:</b> Retailer: Auctions: Tickets/Travel: Automobiles:	<b>Telecommunications:</b> Internet Service Provider: Web Site Services: Specialty Telecom:	Y
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**TYPES OF BUSINESS:**

Cable TV Service  
Internet Access  
Advanced Broadband Cable Services  
Telephony Services  
Voice Over Internet Protocol

**BRANDS/DIVISIONS/AFFILIATES:**

OnDemand  
Subscription OnDemand  
Charter Telephone  
Charter Business

**CONTACTS:** *Note: Officers with more than one job title may be intentionally listed here more than once.*

Neil Smit, CEO  
Michael J. (Mike) Lovett, COO/Exec. VP  
Neil Smit, Pres.  
Eloise E. Schmitz, CFO/Exec. VP  
Ted W. Schremp, Chief Mktg. Officer/Exec. VP  
Lynne F. Ramsey, Sr. VP-Human Resources  
Marwan Fawaz, CTO/Exec. VP  
Grier C. Raclin, General Counsel/Exec. VP/Corp. Sec.  
Steve Apodaca, Pres., West Oper. Group  
Kevin D. Howard, Chief Acct. Officer/Controller/VP  
Joshua L. Jamison, Pres., East Oper. Group  
Paul G. Allen, Chmn.

**Phone:** 314-965-0555**Fax:****Toll-Free:****Address:** 12405 Powerscourt Dr., Ste. 100, St. Louis, MO 63131  
US**GROWTH PLANS/SPECIAL FEATURES:**

Charter Communications, Inc. operates broadband communications businesses in the U.S., offering traditional cable video programming, high-speed Internet access and telephone service, as well as advanced broadband services. The company serves approximately 5 million video customers, 2.9 million high-speed Internet customers and 1.3 million telephone customers. During 2008, video services represented approximately 53% of Charter's total revenue. Its video service offerings include basic video; expanded basic video; digital video; premium channels; pay-per-view; OnDemand and Subscription OnDemand; high definition television; and digital video recorder (DVR). Residential high-speed Internet services generated approximately 21% of Charter's total revenues in 2008. The firm offers several tiers of high-speed Internet services with speeds ranging up to 16 megahertz through cable modems. The company also offers home networking gateways. Telephone services generated approximately 9% of Charter's total revenue in 2008. The firm provides voice communications services primarily using VoIP (Voice over Internet Protocol) technology. Charter Telephone includes unlimited nationwide calling, voicemail, call waiting, caller ID, call forwarding and international calling features. Commercial services, offered through Charter Business, generated approximately 6% of the company's total revenues in 2008 and include scalable and tailored broadband communications solutions for business organizations. Sale of advertising generated approximately 5% of Charter's total revenues in 2008. In March 2009, the firm filed for bankruptcy in an effort to eliminate a significant portion of its massive debt load.

Charter's employee benefits include an employee assistance program; flexible spending accounts; and medical, dental, vision, life and disability insurance.

**FINANCIALS:** Sales and profits are in thousands of dollars—add 000 to get the full amount. 2009 Note: Financial information for 2009 was not available for all companies at press time.

2009 Sales: \$	2009 Profits: \$
2008 Sales: \$6,479,000	2008 Profits: \$-2,451,000
2007 Sales: \$6,002,000	2007 Profits: \$-1,616,000
2006 Sales: \$5,504,000	2006 Profits: \$-1,370,000
2005 Sales: \$5,033,000	2005 Profits: \$-967,000

**U.S. Stock Ticker:** CHTRQ.PK**Int'l Ticker:** Int'l Exchange:

Employees: 16,600

Fiscal Year Ends: 12/31

Parent Company:

**SALARIES/BENEFITS:**

Pension Plan:	ESOP Stock Plan:	Profit Sharing:	Top Exec. Salary: \$1,344,837	Bonus: \$6,020,985
Savings Plan: Y	Stock Purch. Plan:		Second Exec. Salary: \$751,931	Bonus: \$2,277,445

**OTHER THOUGHTS:**

Apparent Women Officers or Directors: 2  
Hot Spot for Advancement for Women/Minorities: Y

**LOCATIONS:** ("Y" = Yes)

West:	Southwest:	Midwest:	Southeast:	Northeast:	International:
Y	Y	Y	Y	Y	

**CHECK POINT SOFTWARE TECHNOLOGIES LTD** www.checkpoint.com

Industry Group Code: 511210E Ranks within this company's industry group: Sales: 5 Profits: 2

<b>Financial Services:</b> Stock Brokerage: Mortgages/Loans: Banking: Insurance: Credit Cards:	<b>Information:</b> Portal/News: Communities: Search Engine: Financial Data Pub.: Broadcasting/Music:	<b>Technology:</b> Hardware: Software: Specialty Equipment: Distributor:	<b>Services:</b> Payments/Markets: Consulting: Advertising/Mktg.: Outsourcing: Other:	<b>Retailing:</b> Retailer: Auctions: Tickets/Travel: Automobiles:	<b>Telecommunications:</b> Internet Service Provider: Web Site Services: Specialty Telecom:
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**TYPES OF BUSINESS:**

Software-Internet Security  
Firewall Software  
VPN Software  
Support Services

**BRANDS/DIVISIONS/AFFILIATES:**

NGX  
Pointsec  
FireWall-1  
VPN-1  
ClusterXL  
Check Point Power-1  
Check Point Full Disk Encryption  
Check Point Software Blades

**CONTACTS:** *Note: Officers with more than one job title may be intentionally listed here more than once.*

Gil Shwed, CEO  
Tal Payne, CFO  
Juliette Sultan, VP-Global Mktg.  
Dorit Dor, VP-Prod.  
John Slavitt, General Counsel  
Amnon Bar-Lev, VP-Global Field Oper.  
Gil Shwed, Chmn.

**Phone:** 972-3-753-4555 **Fax:** 972-3-575-9256**Toll-Free:** 800-429-4391**Address:** 5 Ha'Solelim St., Tel Aviv, 67897 Israel**GROWTH PLANS/SPECIAL FEATURES:**

Check Point Software Technologies, Ltd. specializes in Internet security. The firm develops, markets and supports a range of network security, data security and management software and combined hardware/software products. Many of the company's network security solutions operate through its NGX platform, which provides a unified security architecture; central management and enforcement of security policy; and centralized, real-time security updates. Check Point also offers data security solutions through its Pointsec product line, which protects and encrypts sensitive corporate information stored on mobile devices such as smartphones and PDAs. The firm's Software Blades are flexible and independent security modules that allow customers to build custom-designed Check Point Security Gateway systems. The company's Open Platform for Security (OPSEC) framework allows customers to extend the capabilities of its products and services, enabling integration with leading hardware appliances and third-party security software applications. Check Point's products and services include firewall and virtual private network (VPN) gateways; firewall and VPN security appliances; dedicated security gateways; endpoint security; data security; security management; and enterprise based support, collaborative enterprise support and real-time security update subscription. Check Point's FireWall-1 product is a security suite that integrates access control, authentication, encryption, network address translation, content security and auditing. Check Point's VPN-1 product family establishes confidential communication channels for site-to-site, remote access and extranets. ClusterXL is an add-on module to VPN-1 and FireWall-1, allowing security administrators to run different modules in high-availability or load-sharing modes. In April 2009, the firm acquired the security appliance operations of Nokia Corporation. In December 2009, the company introduced Check Point Full Disk Encryption, an enhanced data security solution for Mac OS X 10.6 Snow Leopard.

**FINANCIALS:** Sales and profits are in thousands of dollars—add 000 to get the full amount. 2009 Note: Financial information for 2009 was not available for all companies at press time.

2009 Sales: \$924,417	2009 Profits: \$357,523
2008 Sales: \$575,141	2008 Profits: \$278,027
2007 Sales: \$730,877	2007 Profits: \$281,064
2006 Sales: \$575,141	2006 Profits: \$278,027
2005 Sales: \$579,400	2005 Profits: \$319,700

**U.S. Stock Ticker:** CHKP**Int'l Ticker:** CPW Int'l Exchange: Frankfurt-Euronext

Employees: 225

Fiscal Year Ends: 12/31

Parent Company:

**SALARIES/BENEFITS:**

Pension Plan:	ESOP Stock Plan:	Profit Sharing:	Top Exec. Salary: \$	Bonus: \$
Savings Plan:	Stock Purch. Plan:		Second Exec. Salary: \$	Bonus: \$

**OTHER THOUGHTS:**

Apparent Women Officers or Directors: 4  
Hot Spot for Advancement for Women/Minorities: Y

**LOCATIONS:** ("Y" = Yes)

West:	Southwest:	Midwest:	Southeast:	Northeast:	International:
Y	Y	Y	Y	Y	Y

**CHEETAHMAIL INC**

www.cheetahmail.com

Industry Group Code: 511210K Ranks within this company's industry group: Sales: Profits:

<b>Financial Services:</b> Stock Brokerage: Mortgages/Loans: Banking: Insurance: Credit Cards:	<b>Information:</b> Portal/News: Communities: Search Engine: Financial Data Pub.: Broadcasting/Music:	<b>Technology:</b> Hardware: Software: Specialty Equipment: Distributor:	<b>Services:</b> Payments/Markets: Consulting: Advertising/Mktg.: Outsourcing: Other:	<b>Retailing:</b> Retailer: Auctions: Tickets/Travel: Automobiles:	<b>Telecommunications:</b> Internet Service Provider: Web Site Services: Specialty Telecom:
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**TYPES OF BUSINESS:**

E-Mail Marketing Services  
Customer Analysis  
Web Site Analysis & Services

**BRANDS/DIVISIONS/AFFILIATES:**

Experian Group Limited  
SiteClarity

**CONTACTS:** *Note: Officers with more than one job title may be intentionally listed here more than once.*

Matthew Seeley, Pres.  
Ashley Johnston, VP-Mktg.  
Melissa Bruno, VP-Human Resources  
Frederik Lindberg, CTO  
Peter Blunnie, VP-Finance  
Rachel Bergman, Sr. VP-Client Svcs.  
Ben Isaacson, Privacy Leader  
Jeff Lundal, VP-Sales  
John Merakovsky, Dir.-Australia  
Steve Lomax, Managing Dir.-CheetahMail Europe

Phone: 212-809-0825 Fax: 212-863-4490

**Toll-Free:**

Address: 29 Broadway, 6th. Fl., New York, NY 10006 US

**GROWTH PLANS/SPECIAL FEATURES:**

Cheetahmail, Inc., a subsidiary of Experian Group Limited, provides clients with online marketing tools and strategies. The company's services are customized for a wide range of clients in industries such as financial services, retail, telecommunications, utilities, media, insurance, automotive, leisure, manufacturing and government sectors. The firm's services allow companies to understand and chart the demographics, behaviors, needs and interests of their customer base, with ready access and analysis of a customer list. This information enables clients to prudently market their products online. Cheetahmail clients include Barclays; Borders Books; Discovery Communications; H&R Block; KLM; Sears Holdings Corporation; and Wyndham Hotels. Client companies are not allowed to use Cheetahmail to send commercial information to unsolicited e-mail addresses. Cheetahmail's web site business, SiteClarity, redesigns company web sites based on customer behavior information, in addition to offering assistance with software, security and other online issues. The firm has offices in the U.S., the U.K., New Zealand, Australia, Spain, France, Germany, Ireland, Netherlands and South Africa. In June 2009, the company opened a new office in New Zealand. In November 2009, the firm launched Experian CheetahMail in South Africa.

Cheetahmail's employee benefits include comprehensive health coverage, employee assistance, tuition reimbursement, recreational activities, adoption assistance and a PC purchase program.

**FINANCIALS:** Sales and profits are in thousands of dollars—add 000 to get the full amount. 2009 Note: Financial information for 2009 was not available for all companies at press time.

2009 Sales: \$	2009 Profits: \$
2008 Sales: \$	2008 Profits: \$
2007 Sales: \$10,100	2007 Profits: \$
2006 Sales: \$	2006 Profits: \$
2005 Sales: \$	2005 Profits: \$

**U.S. Stock Ticker: Subsidiary**

Int'l Ticker: Int'l Exchange:

Employees:

Fiscal Year Ends: 3/31

Parent Company: EXPERIAN GROUP LIMITED

**SALARIES/BENEFITS:**

Pension Plan:	ESOP Stock Plan:	Profit Sharing:	Top Exec. Salary: \$	Bonus: \$
Savings Plan: Y	Stock Purch. Plan:		Second Exec. Salary: \$	Bonus: \$

**OTHER THOUGHTS:**

Apparent Women Officers or Directors: 5  
Hot Spot for Advancement for Women/Minorities: Y

**LOCATIONS: ("Y" = Yes)**

West:	Southwest:	Midwest:	Southeast:	Northeast:	International:
Y				Y	Y

**CHINA MOBILE COMMUNICATIONS CORPORATION**

www.chinamobile.com

Industry Group Code: 5172 Ranks within this company's industry group: Sales: 1 Profits: 2

<b>Financial Services:</b> Stock Brokerage: Mortgages/Loans: Banking: Insurance: Credit Cards:	<b>Information:</b> Portal/News: Communities: Search Engine: Financial Data Pub.: Broadcasting/Music:	<b>Technology:</b> Hardware: Software: Specialty Equipment: Distributor:	<b>Services:</b> Payments/Markets: Consulting: Advertising/Mktg.: Outsourcing: Other:	<b>Retailing:</b> Retailer: Auctions: Tickets/Travel: Automobiles:	<b>Telecommunications:</b> Internet Service Provider: Web Site Services: Specialty Telecom:	Y     Y
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**TYPES OF BUSINESS:**Cell Phone Service  
Wireless Local Service**BRANDS/DIVISIONS/AFFILIATES:**China Telecommunications Corporation  
China Mobile Limited  
China Mobile (Hong Kong) Limited  
Paktel Ltd.  
CMPak, Ltd.  
Millicom International Cellular S.A.  
China Tietong Telecommunications Corp.**CONTACTS:** *Note: Officers with more than one job title may be intentionally listed here more than once.*Wang Jianzhou, CEO  
Xue Taohai, CFO/VP  
Lu Xiangdong, VP-Mktg., Data & Corp. Customers  
Sha Yuejia, VP-R&D  
Li Yue, VP-MIS  
Sha Yuejia, VP-Tech. & Bus. Support  
Li Yue, VP-Planning, Dev. & Strategy  
Huang Wenlin, VP/Sr. Economist  
Liu Aili, VP-Bus. Expansion  
Wang Jianzhou, Chmn.**Phone:** 86-3121-8888 **Fax:** 86-2511-9092**Toll-Free:****Address:** No. 29, Financial St., Xicheng District, Beijing, 100032  
China**FINANCIALS:** Sales and profits are in thousands of dollars—add 000 to get the full amount. 2009 Note: Financial information for 2009 was not available for all companies at press time.

2009 Sales: \$	2009 Profits: \$
2008 Sales: \$65,015,000	2008 Profits: \$11,442,000
2007 Sales: \$51,638,100	2007 Profits: \$12,594,500
2006 Sales: \$42,726,900	2006 Profits: \$9,551,410
2005 Sales: \$	2005 Profits: \$

**U.S. Stock Ticker: Government-Owned****Int'l Ticker:** Int'l Exchange:

Employees:

Fiscal Year Ends: 12/31

Parent Company:

**SALARIES/BENEFITS:**

Pension Plan:	ESOP Stock Plan:	Profit Sharing:	Top Exec. Salary: \$	Bonus: \$
Savings Plan:	Stock Purch. Plan:		Second Exec. Salary: \$	Bonus: \$

**OTHER THOUGHTS:**Apparent Women Officers or Directors: 1  
Hot Spot for Advancement for Women/Minorities:**LOCATIONS:** ("Y" = Yes)

West:	Southwest:	Midwest:	Southeast:	Northeast:	International:
					Y

**GROWTH PLANS/SPECIAL FEATURES:**

China Mobile Communications Corporation (China Mobile or CMCC) is a state-owned telecommunications company that was spun off from China Telecommunications Corporation in 2000. The firm owns a 74.25% stake in China Mobile Limited (CML) through 100%-owned holding subsidiary China Mobile (HK) Group Limited. CML, which is based in Hong Kong, operates a network spanning all 31 Chinese provinces, autonomous regions and municipalities, as well as offering roaming services in more than 200 countries and regions worldwide. It offers basic mobile voice services as well as value-added services such as data, IP telephone and multimedia. CML serves more than 457 million subscribers, with a Chinese market share of over 70%, making it the largest wireless operator both in China and the world. China Mobile owns 100% of Pakistani company Paktel Ltd. (now CMPak, Ltd.), which it purchased from Millicom International Cellular S.A. for more than \$284 million. CMPak is one of the top mobile operators in Pakistan with 1.6 million subscribers. This transaction, completed in 2007, marked China Mobile's first acquisition outside of China. In May 2008, the company acquired China Tietong Telecommunications Corp., a provider of fixed-line telephone services throughout China. In January 2009, the company received approval from China's Ministry of Industry and Information Technology to operate a 3G network based on the TD-SCDMA (Time Division-Synchronous Code Division Multiple Access) technology.

**CHINA MOBILE LIMITED**

www.chinamobileltd.com

Industry Group Code: 5172 Ranks within this company's industry group: Sales: 2 Profits: 1

<b>Financial Services:</b> Stock Brokerage: Mortgages/Loans: Banking: Insurance: Credit Cards:	<b>Information:</b> Portal/News: Communities: Search Engine: Financial Data Pub.: Broadcasting/Music:	<b>Technology:</b> Hardware: Software: Specialty Equipment: Distributor:	<b>Services:</b> Payments/Markets: Consulting: Advertising/Mktg.: Outsourcing: Other:	<b>Retailing:</b> Retailer: Auctions: Tickets/Travel: Automobiles:	<b>Telecommunications:</b> Internet Service Provider: Web Site Services: Specialty Telecom:	Y
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**TYPES OF BUSINESS:**

Mobile Phone Service  
Wireless Music Service  
News & Information Service  
Instant Messaging Service  
Data Services

**BRANDS/DIVISIONS/AFFILIATES:**

China Mobile (HK) Group Limited  
Fetion  
Wireless Music Club

**CONTACTS:** *Note: Officers with more than one job title may be intentionally listed here more than once.*

Wang Jianzhou, CEO  
Xue Taohai, CFO/VP  
Lu Xiangdong, VP-Mktg., Corp. Customers & Data  
Huang Wenlin, VP-Human Resources  
Sha Yuejia, VP-R&D  
Liu Aili, VP-MIS  
Sha Yuejia, VP-Tech. & Bus. Support  
Xin Fanfei, VP-Gen. Admin.  
Grace Wong Wai Lan, Corp. Sec.  
Li Yue, VP-Network, Planning, & Dev. Strategy  
Xin Fanfei, VP-Media Rel.  
Xin Fanfei, VP-Investor Rel.  
Xu Long, Chmn./Pres., Guangdong Mobile  
Huang Wenlin, VP-Corp. Affairs  
Wang Jianzhou, Chmn.

**Phone:** 852-3121-8888      **Fax:** 852-2511-9092

**Toll-Free:**

**Address:** 60th Fl., The Center, 99 Queen's Rd. Central, Hong Kong, China

**GROWTH PLANS/SPECIAL FEATURES:**

China Mobile Limited (CML), formerly China Mobile (Hong Kong) Limited, is a leading mobile phone operator. It is a publicly traded subsidiary of China Mobile Communications Corporation (China Mobile or CMCC). China Mobile owns its 74.25% interest in CML through wholly-owned subsidiary China Mobile (HK) Group Limited. CML provides wireless services in all 31 Chinese provinces, regions and municipalities, including Hong Kong, through 32 wholly-owned subsidiaries. Its domestic network covers 99% of the cities and towns in its service areas. The company also provides worldwide GSM roaming services through roughly 350 operators in 237 countries as well as GPRS data roaming in 179 countries and regions. The firm operates base stations, which transmit and receive GSM signals; base station controllers; mobile switching centers, which control the routing of calls; transmission lines; and software which supports its telecommunications infrastructure. The company has been adding new voice services such as caller ID, caller restrictions, call waiting, call forwarding, voice mail and conference calls. New data services have also been added, such as wireless applications protocol (WAP), which allows wireless devices such as phones to connect to the Internet; ringtones; new messaging services with graphics, sounds and video; and Java applications. Other services of the firm include Wireless Music Club, with more than 35 million members, and the Fetion instant messaging service. In January 2009, CMCC received approval from China's Ministry of Industry and Information Technology to operate a 3G network based on the TD-SCDMA (Time Division-Synchronous Code Division Multiple Access) technology.

**FINANCIALS:** Sales and profits are in thousands of dollars—add 000 to get the full amount. 2009 Note: Financial information for 2009 was not available for all companies at press time.

2009 Sales: \$	2009 Profits: \$
2008 Sales: \$60,233,900	2008 Profits: \$16,476,500
2007 Sales: \$52,239,000	2007 Profits: \$12,741,214
2006 Sales: \$38,907,000	2006 Profits: \$8,338,000
2005 Sales: \$31,352,000	2005 Profits: \$6,908,000

**U.S. Stock Ticker:** CHL

Int'l Ticker: 0941 Int'l Exchange: Hong Kong-HKEX

Employees:

Fiscal Year Ends: 12/31

Parent Company: CHINA MOBILE COMMUNICATIONS CORPORATION

**SALARIES/BENEFITS:**

Pension Plan:	ESOP Stock Plan:	Profit Sharing:	Top Exec. Salary: \$	Bonus: \$
Savings Plan:	Stock Purch. Plan:		Second Exec. Salary: \$	Bonus: \$

**OTHER THOUGHTS:**

Apparent Women Officers or Directors: 3  
Hot Spot for Advancement for Women/Minorities: Y

**LOCATIONS:** ("Y" = Yes)

West:	Southwest:	Midwest:	Southeast:	Northeast:	International:
				Y	Y



**CHOICESTREAM INC**

www.choicestream.com

Industry Group Code: 541810E Ranks within this company's industry group: Sales: Profits:

<b>Financial Services:</b> Stock Brokerage: Mortgages/Loans: Banking: Insurance: Credit Cards:	<b>Information:</b> Portal/News: Communities: Search Engine: Financial Data Pub.: Broadcasting/Music:	<b>Technology:</b> Hardware: Software: Specialty Equipment: Distributor:	<b>Services:</b> Payments/Markets: Consulting: Advertising/Mktg.: Outsourcing: Other:	<b>Retailing:</b> Retailer: Auctions: Tickets/Travel: Automobiles:	<b>Telecommunications:</b> Internet Service Provider: Web Site Services: Specialty Telecom:
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**TYPES OF BUSINESS:**

Online Personalized Display Ads &amp; Product Information

**BRANDS/DIVISIONS/AFFILIATES:**

RealRelevance Advertising  
RealRelevance eMail  
RealRelevance Recommendations

**CONTACTS:** *Note: Officers with more than one job title may be intentionally listed here more than once.*

Steve Johnson, CEO  
Darin Hicks, COO  
Mark Gallagher, CFO  
Lori Trahan, VP-Mktg.  
Michael Strickman, CTO  
Bob Hiss, Sr. VP-Prod. Dev. & Professional Svcs.  
Doug Feick, General Counsel  
Tim Peacock, VP-Dev.  
Lori Trahan, VP-Comm.  
Doug Feick, Exec. VP-Bus. Affairs  
Cheryl Kellond, Sr. VP-Advertising Bus.

Phone: 617-498-7800

Fax:

Toll-Free:

Address: 210 Broadway, 4th Fl., Cambridge, MA 02139 US

**FINANCIALS:** Sales and profits are in thousands of dollars—add 000 to get the full amount. 2009 Note: Financial information for 2009 was not available for all companies at press time.

2009 Sales: \$	2009 Profits: \$
2008 Sales: \$	2008 Profits: \$
2007 Sales: \$	2007 Profits: \$
2006 Sales: \$	2006 Profits: \$
2005 Sales: \$	2005 Profits: \$

U.S. Stock Ticker: Private

Int'l Ticker: Int'l Exchange:

Employees:

Fiscal Year Ends:

Parent Company:

**SALARIES/BENEFITS:**

Pension Plan:	ESOP Stock Plan:	Profit Sharing:	Top Exec. Salary: \$	Bonus: \$
Savings Plan:	Stock Purch. Plan:		Second Exec. Salary: \$	Bonus: \$

**OTHER THOUGHTS:**

Apparent Women Officers or Directors: 2  
Hot Spot for Advancement for Women/Minorities:

**LOCATIONS:** ("Y" = Yes)

West:	Southwest:	Midwest:	Southeast:	Northeast:	International:
Y				Y	

**GROWTH PLANS/SPECIAL FEATURES:**

ChoiceStream, Inc. is a provider of personalization services such as online display ads and product recommendation advertising for entertainment, e-commerce, television and mobile phone companies. The firm's RealRelevance Advertising product features a landing page and ad format combination and predicts consumer demand for future products by utilizing actual consumer shopping data. The product allows the automatic generation of thousands of different ads through a single tag and produces individually target messages and product recommendation for a wide range of audience categories. RealRelevance provides an online store and personalized call center for retail stores and a customer rating system for recommendations, as well as promotions and editorial content for media and entertainment businesses. The firm also offers RealRelevance Recommendations, a technology which generates personalized product recommendations, and RealRelevance eMail, which delivers personalized product recommendations in email campaigns and transaction emails. The company's aim is to streamline data, allowing consumers to find products more efficiently and to increase clients' revenue by driving consumption. ChoiceStream serves companies such as Borders; Comcast; Blockbuster; HBO; Yahoo!; Overstock.com; and Ticketmaster.

**CHORDIANT SOFTWARE INC**

www.chordiant.com

Industry Group Code: 511210K Ranks within this company's industry group: Sales: 4 Profits: 2

<b>Financial Services:</b> Stock Brokerage: Mortgages/Loans: Banking: Insurance: Credit Cards:	<b>Information:</b> Portal/News: Communities: Search Engine: Financial Data Pub.: Broadcasting/Music:	<b>Technology:</b> Hardware: Software: Specialty Equipment: Distributor:	<b>Services:</b> Payments/Markets: Consulting: Advertising/Mktg.: Outsourcing: Other:	<b>Retailing:</b> Retailer: Auctions: Tickets/Travel: Automobiles:	<b>Telecommunications:</b> Internet Service Provider: Web Site Services: Specialty Telecom:
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**TYPES OF BUSINESS:**

E-Business Software  
Customer Relationship Management Software  
Enterprise Servers & Software  
Professional Services

**BRANDS/DIVISIONS/AFFILIATES:**

Cx Enterprise Foundation  
Chordiant Decision Management  
Chordiant Marketing Director  
Chordiant Data Preparation Director  
Chordiant Predictive Analytics Director  
Chordiant Strategy Director  
Chordiant Database Decisioning Server  
Chordiant Recommendation Advisor

**CONTACTS:** *Note: Officers with more than one job title may be intentionally listed here more than once.*

Steven R. Springsteel, CEO  
Steven R. Springsteel, Pres.  
Peter S. Norman, CFO/Sr. VP  
Marchai Brunchey, Chief Mktg. Officer/Sr. VP  
Jack Landers, VP-Human Resources  
Raymond Gerber, CTO/Sr. VP  
Raymond Gerber, Sr. VP-Worldwide Eng.  
David Zuckerman, General Counsel/Corp. Sec./VP  
Prashant K. (P.K.) Karnik, VP/Gen. Mgr.-Worldwide Client Svcs.  
Steven R. Springsteel, Chmn.

**Phone:** 408-517-6100      **Fax:** 408-517-0270

**Toll-Free:** 888-246-7342

**Address:** 20400 Stevens Creek Blvd., Ste. 400, Cupertino, CA 95014 US

**GROWTH PLANS/SPECIAL FEATURES:**

Chordiant Software, Inc. is an enterprise software vendor offering Customer Experience Management (CEM) solutions and services to global companies primarily in the insurance, healthcare, telecommunications and financial services markets. Chordiant's enterprise-scale software utilizes predictive and adaptive decisioning, analytical modeling and strategy formation in real time for decision management and execution at the point of sale, enabling organizations to improve acquisition time, product competitiveness and customer service. The company organizes its products into three general groups: Cx Enterprise Foundation solutions, Chordiant Decision Management (CDM) solutions and Chordiant Marketing Director (CMD) solutions. Cx Enterprise Foundation solutions provide enterprise-wide process orchestration and case management services, as well as incorporating module servers to deliver business rules, decision management, telephony integration, systems connectivity and interaction channel management solutions. This solution includes call center and customer service, credit card disputes, chargebacks and frauds and collections product modules. CDM solutions consist of a flexible set of products and tools for adaptive decisioning, predictive decisioning and rules designed to facilitate control over business priorities. The CDM suite of products includes, among others, the Chordiant Data Preparation Director; Chordiant Predictive Analytics Director; Chordiant Strategy Director; Chordiant Database Decisioning Server; and Chordiant Recommendation Advisor. The company's CMD solutions provide applications for driving unified, personalized marketing campaigns and response management across multiple media types and multiple channels, including e-mail, web, phone and mobile messaging. Additionally, Chordiant provides professional consulting services concerning the installation and implementation of its software.

**FINANCIALS:** Sales and profits are in thousands of dollars—add 000 to get the full amount. 2009 Note: Financial information for 2009 was not available for all companies at press time.

2009 Sales: \$77,462	2009 Profits: \$-10,764
2008 Sales: \$112,964	2008 Profits: \$1,065
2007 Sales: \$124,547	2007 Profits: \$6,028
2006 Sales: \$97,536	2006 Profits: \$-16,001
2005 Sales: \$83,725	2005 Profits: \$-19,865

**U.S. Stock Ticker:** CHRD

**Int'l Ticker:** Int'l Exchange:

Employees: 222

Fiscal Year Ends: 9/30

Parent Company:

**SALARIES/BENEFITS:**

Pension Plan:	ESOP Stock Plan:	Profit Sharing:	Top Exec. Salary: \$550,000	Bonus: \$358,420
Savings Plan:	Stock Purch. Plan:		Second Exec. Salary: \$300,000	Bonus: \$151,775

**OTHER THOUGHTS:**

**Apparent Women Officers or Directors:** 1  
**Hot Spot for Advancement for Women/Minorities:**

**LOCATIONS: ("Y" = Yes)**

West:	Southwest:	Midwest:	Southeast:	Northeast:	International:
Y				Y	Y

**CIENA CORP**

www.ciena.com

Industry Group Code: 334210 Ranks within this company's industry group: Sales: 9 Profits: 4

<b>Financial Services:</b> Stock Brokerage: Mortgages/Loans: Banking: Insurance: Credit Cards:	<b>Information:</b> Portal/News: Communities: Search Engine: Financial Data Pub.: Broadcasting/Music:	<b>Technology:</b> Hardware: Y Software: Specialty Equipment: Y Distributor:	<b>Services:</b> Payments/Markets: Consulting: Advertising/Mktg.: Outsourcing: Other:	<b>Retailing:</b> Retailer: Auctions: Tickets/Travel: Automobiles:	<b>Telecommunications:</b> Internet Service Provider: Web Site Services: Specialty Telecom:
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**TYPES OF BUSINESS:**

Communications Networking Equipment  
Software & Support Services  
Consulting Services  
Switching Platforms  
Packet Interworking Products  
Access Products  
Network & Service Management Tools

**BRANDS/DIVISIONS/AFFILIATES:**

FlexSelect  
World Wide Packets, Inc.

**CONTACTS:** *Note: Officers with more than one job title may be intentionally listed here more than once.*

Gary B. Smith, CEO  
Arthur D. Smith, COO/Sr. VP  
Gary B. Smith, Pres.  
James E. Moylan, Jr., CFO  
Randall Harris, Sr. VP-Global Human Resources  
James P. Donley, CIO/VP-IT  
Stephen B. Alexander, CTO/Sr. VP  
Russell B. Stevenson, Jr., General Counsel/Sr. VP/Corp. Sec.  
Diane Pewitt, VP-Oper.  
James Frodsham, Sr. VP-Corp. Dev.  
Suzanne DuLong, Chief Comm. Officer  
James E. Moylan, Jr., Sr. VP-Finance  
Michael G. Aquino, Sr. VP-Global Field Oper.  
Paul Hutchinson, VP-Global Network Svcs.  
Thomas Mock, Sr. VP-Strategic Planning  
Neeraj Gulati, Managing Dir.-Ciena India  
Patrick H. Nettles, Chmn.  
Francois Locoh-Donou, VP/Gen. Mgr.-EMEA

**Phone:** 410-694-5700 **Fax:** 410-694-5750

**Toll-Free:** 800-921-1144

**Address:** 1201 Winterson Rd., Linthicum, MD 21090 US

**GROWTH PLANS/SPECIAL FEATURES:**

Ciena Corp. is a provider of communications networking equipment, software and services that support the transport, switching, aggregation and management of voice, video and data traffic. Its product portfolio includes a range of communications networking equipment and software that is utilized from the core of communications networks, to metropolitan network infrastructures to the network edge, where end users gain access to communications services. Products offerings include carrier Ethernet service delivery products, such as the LE-311v and the CN 3911; optical service delivery products such as the CN 4200 ROADM and the Core Director; and Ethernet services management products including ON-Center and the Service Layer Manager. The firm sells its communications networking equipment, software and services through direct sales efforts and channel relationships. Ciena relies on contract manufacturers to perform the majority of the manufacturing of its products. Through the FlexSelect architecture, the company specializes in transitioning legacy communications networks to converged, next-generation architectures. In March 2008, the company acquired World Wide Packets, Inc., a provider of carrier Ethernet solutions.

The company offers its employees medical, dental and vision insurance; short- and long-term disability insurance; flexible spending accounts; business travel accident and life insurance; stock options; a 401(k) plan; an employee stock purchase plan; an employee assistance program; and educational assistance.

**FINANCIALS:** Sales and profits are in thousands of dollars—add 000 to get the full amount. 2009 Note: Financial information for 2009 was not available for all companies at press time.

2009 Sales: \$652,629	2009 Profits: \$-581,154
2008 Sales: \$902,448	2008 Profits: \$38,894
2007 Sales: \$779,769	2007 Profits: \$82,788
2006 Sales: \$564,056	2006 Profits: \$ 595
2005 Sales: \$427,257	2005 Profits: \$-453,699

**U.S. Stock Ticker:** CIEN  
**Int'l Ticker:** Int'l Exchange:  
Employees: 2,163  
Fiscal Year Ends: 10/31  
Parent Company:

**SALARIES/BENEFITS:**

Pension Plan:	ESOP Stock Plan:	Profit Sharing:	Top Exec. Salary: \$626,923	Bonus: \$568,750
Savings Plan: Y	Stock Purch. Plan: Y		Second Exec. Salary: \$396,154	Bonus: \$9,206

**OTHER THOUGHTS:**

**Apparent Women Officers or Directors:** 4  
**Hot Spot for Advancement for Women/Minorities:** Y

**LOCATIONS: ("Y" = Yes)**

West:	Southwest:	Midwest:	Southeast:	Northeast:	International:
Y	Y	Y	Y	Y	Y

**CINCINNATI BELL INC**

www.cincinnati-bell.com

Industry Group Code: 517110 Ranks within this company's industry group: Sales: 20 Profits: 14

<b>Financial Services:</b> Stock Brokerage: Mortgages/Loans: Banking: Insurance: Credit Cards:	<b>Information:</b> Portal/News: Communities: Search Engine: Financial Data Pub.: Broadcasting/Music:	<b>Technology:</b> Hardware: Software: Specialty Equipment: Distributor:	<b>Services:</b> Payments/Markets: Consulting: Advertising/Mktg.: Outsourcing: Other:	<b>Retailing:</b> Retailer: Auctions: Tickets/Travel: Automobiles:	<b>Telecommunications:</b> Internet Service Provider: Web Site Services: Specialty Telecom:	Y
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**TYPES OF BUSINESS:**

Local Phone Service  
Wireless Local Phone Service  
Long-Distance Service  
Data Transport  
Internet Access  
Digital Services  
Payphone Services  
IT Consulting

**BRANDS/DIVISIONS/AFFILIATES:**

Cincinnati Bell Telephone  
Cincinnati Bell Wireless, LLC  
Cincinnati Bell Any Distance  
Public Payphone Business  
Cincinnati Bell Technology Solutions, Inc.  
Cincinnati Bell Complete Protection, Inc.

**CONTACTS:** *Note: Officers with more than one job title may be intentionally listed here more than once.*

John F. Cassidy, CEO  
Brian A. Ross, COO  
John F. Cassidy, Pres.  
Gary J. Wojtaszek, CFO  
Brian G. Keating, VP-Human Resources  
Brian G. Keating, VP-Admin.  
Christopher J. Wilson, General Counsel/VP  
Shane A. Brown, VP-Bus. Dev.  
Kurt A. Freyberger, Controller/VP  
Kimberly H. Sheehy, Treas./VP  
Jeff Coleman, VP-Internal Controls

**Phone:** 513-397-9900 **Fax:** 513-723-1893**Toll-Free:****Address:** 201 E. 4th St., Cincinnati, OH 45202 US**GROWTH PLANS/SPECIAL FEATURES:**

Cincinnati Bell, Inc. (CB) is a full-service provider of data and voice communications services and equipment; wireless; and long-distance communications services to residential and business customers in Ohio, Kentucky and Indiana. The company operates through three business segments: wireline, wireless and technology solutions. The wireline segment combines the operations of Cincinnati Bell Telephone Company LLC (CBT), Cincinnati Bell Extended Territories LLC (CBET), Cincinnati Bell Any Distance Inc. (CBAD), Cincinnati Bell Complete Protection Inc. (CBCP) and Cincinnati Bell Entertainment Inc. (CBE), as well as the company's payphone business. This segment provides local telephone services, network access, data transport, high-speed (DSL) and dial-up Internet access. The wireless segment includes the operations of Cincinnati Bell Wireless, LLC (CBW) and provides advanced digital voice and data communications services through the operation of a GSM/GPRS wireless network in a licensed service territory, which includes Cincinnati and Dayton, Ohio and areas of northern Kentucky and southeastern Indiana. The wireless segment serves approximately 550,600 subscribers, of which 403,700 are postpaid subscribers and 146,900 are prepaid. CBW provides advanced digital, voice and data communications services on its own regional wireless network. Technology solutions, which operates as Cincinnati Bell Technology Solutions, Inc., provides data center collocation, IT consulting services, telecommunications and computer equipment. Although the firm operates through distinct business segments, it markets the services of all of its Cincinnati-based segments in bundled packages. CB operates 24 retail locations.

**FINANCIALS:** Sales and profits are in thousands of dollars—add 000 to get the full amount. 2009 Note: Financial information for 2009 was not available for all companies at press time.

2009 Sales: \$	2009 Profits: \$
2008 Sales: \$1,403,000	2008 Profits: \$102,600
2007 Sales: \$1,348,600	2007 Profits: \$73,200
2006 Sales: \$1,270,100	2006 Profits: \$86,300
2005 Sales: \$1,209,600	2005 Profits: \$-64,500

**U.S. Stock Ticker:** CBB**Int'l Ticker:** Int'l Exchange:

Employees: 3,300

Fiscal Year Ends: 12/31

Parent Company:

**SALARIES/BENEFITS:**

Pension Plan: Y	ESOP Stock Plan:	Profit Sharing:	Top Exec. Salary: \$645,000	Bonus: \$1,008,600
Savings Plan: Y	Stock Purch. Plan: Y		Second Exec. Salary: \$398,077	Bonus: \$316,800

**OTHER THOUGHTS:**

Apparent Women Officers or Directors: 1  
Hot Spot for Advancement for Women/Minorities:

**LOCATIONS:** ("Y" = Yes)

West:	Southwest:	Midwest: Y	Southeast:	Northeast:	International:
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**CISCO SYSTEMS INC**

www.cisco.com

Industry Group Code: 33411 Ranks within this company's industry group: Sales: 1 Profits: 1

<b>Financial Services:</b> Stock Brokerage: Mortgages/Loans: Banking: Insurance: Credit Cards:	<b>Information:</b> Portal/News: Communities: Search Engine: Financial Data Pub.: Broadcasting/Music:	<b>Technology:</b> Hardware: Software: Specialty Equipment: Distributor:	<b>Services:</b> Payments/Markets: Consulting: Advertising/Mktg.: Outsourcing: Other:	<b>Retailing:</b> Retailer: Auctions: Tickets/Travel: Automobiles:	<b>Telecommunications:</b> Internet Service Provider: Web Site Services: Specialty Telecom:
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**TYPES OF BUSINESS:**

Computer Networking Equipment  
Routers & Switches  
Real-Time Conferencing Technology  
Server Virtualization Software  
Data Storage Products  
Security Products  
Teleconference Systems and Technology  
Unified Communications Systems

**BRANDS/DIVISIONS/AFFILIATES:**

Scientific Atlanta Inc  
Jabber, Inc.  
PostPath, Inc.  
Pure Networks  
Webex Communications Inc  
Tidal Software, Inc.  
Pure Digital Technologies, Inc.  
Cisco CapitalSM (Dubai), Ltd.

**CONTACTS:** *Note: Officers with more than one job title may be intentionally listed here more than once.*

John T. Chambers, CEO  
Frank Calderoni, CFO/Exec. VP  
Bill LePage, Sr. VP-Global Sales Oper.  
Brian Schipper, Sr. VP-Human Resources  
Gregory Akers, Sr. VP-R&D  
Rebecca J. Jacoby, CIO/Sr. VP  
Padmasree Warrior, CTO  
Mark Chandler, General Counsel/Sr. VP/Sec.  
Robert Lloyd, Exec. VP-Worldwide Oper.  
Ned Hooper, Sr. VP-Corp. Dev./Chief Strategy Officer  
Blair Christie, Sr. VP-Corp. Comm.  
Jonathan Chadwick, Principal Acct. Officer/Corp. Controller/Sr. VP  
Keith Goodwin, Sr. VP-Worldwide Channels  
Marilyn Mersereau, Sr. VP-Corp. Mktg.  
David K. Holland, Treas./Sr. VP  
Randy Pond, Exec. VP-Oper., Processes & Systems  
John T. Chambers, Chmn.  
Chris Dedicoat, Pres., European Markets

Phone: 408-526-4000

Fax:

Toll-Free: 800-553-6387

Address: 170 W. Tasman Dr., San Jose, CA 95134 US

**GROWTH PLANS/SPECIAL FEATURES:**

Cisco Systems, Inc. designs, develops, manufactures and markets Internet protocol (IP)-based networking and other products related to the communications and information technology industries, and provides services associated with these products. The firm's products, which include routers, switches and advanced technologies, are installed at large enterprises, public institutions, telecommunications companies, commercial businesses and personal residences. Cisco divides its products into five categories. Network systems products include routers, switches, interfaces and modules, optical networking, network management solutions and infrastructure software. The collaboration, voice and video group includes voice and unified communications, WebEx and TelePresence real-time conference technology, video, cable and content delivery, service exchange, universal gateways and access server products. Security products include network security, physical and building security, virtual private networks (VPN), firewall and security management solutions. The data center group includes unified computing, data center switches, storage networking, blade switches and applications networking services. Finally, the mobility and wireless group offers wireless, access point, outdoor wireless, mobility services, wireless local-area network (LAN) controller and service exchange products. In addition to its product offerings, Cisco provides a range of product support services. Cisco's strategic push is now focused on Unified Computing Systems, which bundle server, storage and networking systems into one new product. Each of Cisco's new servers is capable of running hundreds of virtual servers by utilizing virtualization software. The firm's business is divided by region into five segments: the U.S. and Canada, European Markets, Emerging Markets, Asia Pacific and Japan. Cisco's acquisitions in 2009 included Richards-Zeta Building Intelligence, Inc.; Tidal Software, Inc.; and Pure Digital Technologies, Inc. In July 2009, the company launched Cisco CapitalSM (Dubai), Ltd., a financing solutions provider, in Dubai, United Arab Emirates. In October 2009, the company agreed to acquire Starent Networks Corp. for \$2.9 billion.

**FINANCIALS:** Sales and profits are in thousands of dollars—add 000 to get the full amount. 2009 Note: Financial information for 2009 was not available for all companies at press time.

2009 Sales: \$36,100,000	2009 Profits: \$6,100,000
2008 Sales: \$39,540,000	2008 Profits: \$8,052,000
2007 Sales: \$34,922,000	2007 Profits: \$7,333,000
2006 Sales: \$28,484,000	2006 Profits: \$5,580,000
2005 Sales: \$24,801,000	2005 Profits: \$5,741,000

**U.S. Stock Ticker: CSCO**

Int'l Ticker: Int'l Exchange:

Employees: 65,545

Fiscal Year Ends: 7/31

Parent Company:

**SALARIES/BENEFITS:**

Pension Plan:	ESOP Stock Plan:	Profit Sharing:	Top Exec. Salary: \$750,000	Bonus: \$1,484,700
Savings Plan:	Stock Purch. Plan:		Second Exec. Salary: \$575,000	Bonus: \$1,138,270

**OTHER THOUGHTS:**

Apparent Women Officers or Directors: 11  
Hot Spot for Advancement for Women/Minorities: Y

**LOCATIONS: ("Y" = Yes)**

West: Y	Southwest: Y	Midwest: Y	Southeast: Y	Northeast: Y	International: Y
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**CLEARWIRE CORP**

www.clearwire.com

Industry Group Code: 517210 Ranks within this company's industry group: Sales: 1 Profits: 3

<b>Financial Services:</b> Stock Brokerage: Mortgages/Loans: Banking: Insurance: Credit Cards:	<b>Information:</b> Portal/News: Communities: Search Engine: Financial Data Pub.: Broadcasting/Music:	<b>Technology:</b> Hardware: Software: Specialty Equipment: Distributor:	<b>Services:</b> Payments/Markets: Consulting: Advertising/Mktg.: Outsourcing: Other:	<b>Retailing:</b> Retailer: Auctions: Tickets/Travel: Automobiles:	<b>Telecommunications:</b> Internet Service Provider: Web Site Services: Specialty Telecom:	Y
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**TYPES OF BUSINESS:**

Wireless Broadband Service  
WiMAX Wireless Networks  
Voice over Internet Protocol

**BRANDS/DIVISIONS/AFFILIATES:**

ClearPremium  
ClearBusiness  
ClearValue  
ClearClassic  
Comcast  
Google  
Intel  
Time Warner Cable

**CONTACTS:** *Note: Officers with more than one job title may be intentionally listed here more than once.*

William Morrow, CEO  
Perry S. Satterlee, COO  
Barry West, Pres./Chief Architect  
David Sach, CFO  
Atish Gude, Sr. VP/Chief Mktg. Officer  
John Saw, CTO/Sr. VP  
Broady R. Hodder, General Counsel/Sr. VP  
R. Gerard Salemme, Exec. VP-Strategy, Policy & External Affairs  
Hope F. Cochran, Sr. VP-Finance/Treas.  
Benjamin Wolff, Co-Chmn.  
Robert M. DeLucia, Chief Acct. Officer  
Scott G. Richardson, Sr. VP/Chief Strategy Officer  
Craig O. McCaw, Co-Chmn.

**Phone:** 425-216-7600      **Fax:** 425-216-7900

**Toll-Free:** 888-253-2794

**Address:** 4400 Carillon Point, Kirkland, WA 98033 US

**GROWTH PLANS/SPECIAL FEATURES:**

Clearwire Corp. builds and operates next-generation wireless broadband networks. The company is one of the largest holders of licensed wireless spectrum in the U.S. Its services consist primarily of providing wireless broadband connectivity, but in some domestic markets, Clearwire offers Voice over Internet Protocol (VoIP) telephony services as well. The company offers its services to more than 18.2 million people in the U.S. and Europe. Its network in the U.S. is deployed in 47 markets and covers over 15.3 million people. Markets range from major metropolitan areas to small, rural communities. Operations in the U.S. are conducted through subsidiary Clearwire U.S., LLC. Internationally, operations are conducted through Clearwire International, LLC, which offers wireless broadband services primarily in Ghent and Brussels, Belgium; Dublin, Ireland; and Seville, Spain, with an international network covering approximately 2.9 million people. VoIP services are currently offered by Clearwire in approximately 45 of its domestic pre-WiMAX markets. Since going public in 2007, the company has been working to build up its network and acquire other assets to help it expand its business and profitability, including the acquisition of the entire 2.5 GHz wireless broadband spectrum previously owned by AT&T Inc. and the former BellSouth. In May 2008, Clearwire announced an agreement with Sprint Nextel Corporation to combine their WiMAX businesses into a single company, currently operating as Clearwire. The new company has amassed funding from Intel, Google, Comcast, Time Warner Cable and Bright House Networks to develop nationwide mobile WiMAX networks. In September 2008, the firm launched its initial mobile WiMAX network in Baltimore, Maryland. In January 2009, Clearwire commercially launched its services in the Portland, Oregon market. Comcast and other partners invested \$3.2 billion in Clearwire in 2008. In late 2009, the firm's lead investors agreed to a further injection of \$1.56 billion in capital.

The company offers its employees medical, dental and vision insurance; flexible spending accounts; life and AD&D insurance; short and long-term disability insurance; and a 529 college savings plan.

**FINANCIALS:** Sales and profits are in thousands of dollars—add 000 to get the full amount. 2009 Note: Financial information for 2009 was not available for all companies at press time.

2009 Sales: \$	2009 Profits: \$
2008 Sales: \$20,489	2008 Profits: \$-432,626
2007 Sales: \$151,440	2007 Profits: \$-727,466
2006 Sales: \$100,181	2006 Profits: \$-284,203
2005 Sales: \$33,454	2005 Profits: \$-319,950

**U.S. Stock Ticker:** CLWR

**Int'l Ticker:** Int'l Exchange:

Employees: 1,450  
Fiscal Year Ends: 12/31  
Parent Company:

**SALARIES/BENEFITS:**

Pension Plan:	ESOP Stock Plan:	Profit Sharing:	Top Exec. Salary: \$750,000	Bonus: \$604,500
Savings Plan: Y	Stock Purch. Plan:		Second Exec. Salary: \$500,000	Bonus: \$403,000

**OTHER THOUGHTS:**

Apparent Women Officers or Directors: 1  
Hot Spot for Advancement for Women/Minorities: Y

**LOCATIONS:** ("Y" = Yes)

West: Y	Southwest: Y	Midwest: Y	Southeast: Y	Northeast: Y	International: Y
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**COBALT GROUP (THE)**

www.cobaltgroup.com

Industry Group Code: 541810E Ranks within this company's industry group: Sales: Profits:

<b>Financial Services:</b> Stock Brokerage: Mortgages/Loans: Banking: Insurance: Credit Cards:	<b>Information:</b> Portal/News: Communities: Search Engine: Financial Data Pub.: Broadcasting/Music:	<b>Technology:</b> Hardware: Software: Specialty Equipment: Distributor:	<b>Services:</b> Payments/Markets: Consulting: Advertising/Mktg.: Outsourcing: Other:	<b>Retailing:</b> Retailer: Auctions: Tickets/Travel: Automobiles:	<b>Telecommunications:</b> Internet Service Provider: Web Site Services: Specialty Telecom:
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**TYPES OF BUSINESS:**

Advertising-Automotive Dealerships & Manufacturers  
Web-Based Software & CRM Tools  
Training & Consulting Services  
Media Services  
Automotive Data Collection & Reporting  
e-Commerce Services

**BRANDS/DIVISIONS/AFFILIATES:**

Cobalt Prospector  
OnStation  
Lead Manager Customer Central  
Media Tracker  
Nitro  
PowerSearch Complete  
Integralink  
MotorPlace.com

**CONTACTS:** *Note: Officers with more than one job title may be intentionally listed here more than once.*

John Holt, CEO  
Scott Mathews, COO/Exec. VP  
Jim Beach, CFO/Exec. VP  
Chris Reed, Chief Mktg. Officer/VP  
Greg Meyer, Sr. VP-Tech.  
Greg Meyer, Sr. VP-Prod.  
Kevin Distelhorst, VP/Gen. Mgr.-Integralink  
Anna Zornosa, Exec. VP/Gen. Mgr.-Dealix  
John Holt, Chmn.

<b>Phone:</b> 206-269-6363	<b>Fax:</b> 206-269-6350
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<b>Toll-Free:</b> 866-289-2786
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<b>Address:</b> 2200 1st Ave. S., Ste. 400, Seattle, WA 98134 US
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**GROWTH PLANS/SPECIAL FEATURES:**

The Cobalt Group provides Internet marketing solutions for auto dealerships and manufacturers. The company partners with two-thirds of major automotive manufacturers worldwide. Cobalt's customer relationship management (CRM) offerings are Cobalt Prospector, automating sales force and showroom floor operations; OnStation, providing e-mail and direct mail marketing campaigns; Lead Manager Customer Central, a lead management and CRM solution; and Media Tracker, an advertising performance measurement system. The company's online retailing products are based on the Nitro brand web site system, which is designed solely for automobile dealers and includes software add-ons for lead management, image marketing, advanced vehicle research, Spanish-language marketing and inventory marketing. Cobalt's PowerSearch Complete provides organic and paid Internet search engine traffic strategies through relationships with Google, Yahoo! and MSN. The company provides third-party leads through its Dealix division. In addition to its software products, the company provides a variety of services. Its automotive marketing services include web site design and management tools; Internet advertising; third-party leads; lead management; owner marketing; and reporting and analytics. Cobalt's program management services include program design consultation; custom solutions and performance reports; and Thought Leadership, providing research-based industry insight. Consulting and training services offered by Cobalt include eDealer Consultants in-person field training and eCare and ProCare customer support. Additional services include dealership management system (DMS) data management, a service offered through the company's Integralink division. Cobalt also operates motorplace.com, a dealer-to-dealer e-commerce marketplace. The firm is owned by investment firms Warburg Pincus; ABS Capital Partners; and Oak Investment Partners.

**FINANCIALS:** Sales and profits are in thousands of dollars—add 000 to get the full amount. 2009 Note: Financial information for 2009 was not available for all companies at press time.

2009 Sales: \$	2009 Profits: \$
2008 Sales: \$	2008 Profits: \$
2007 Sales: \$	2007 Profits: \$
2006 Sales: \$	2006 Profits: \$
2005 Sales: \$	2005 Profits: \$

**U.S. Stock Ticker:** Private  
**Int'l Ticker:** Int'l Exchange:  
Employees:  
Fiscal Year Ends: 12/31  
Parent Company:

**SALARIES/BENEFITS:**

Pension Plan:	ESOP Stock Plan:	Profit Sharing:	Top Exec. Salary: \$	Bonus: \$
Savings Plan:	Stock Purch. Plan:		Second Exec. Salary: \$	Bonus: \$

**OTHER THOUGHTS:**

Apparent Women Officers or Directors: 1  
Hot Spot for Advancement for Women/Minorities:

**LOCATIONS: ("Y" = Yes)**

West:	Southwest:	Midwest:	Southeast:	Northeast:	International:
Y	Y	Y	Y	Y	

**COGENT COMMUNICATIONS**

www.cogentco.com

Industry Group Code: 517110 Ranks within this company's industry group: Sales: 28 Profits: 18

<b>Financial Services:</b> Stock Brokerage: Mortgages/Loans: Banking: Insurance: Credit Cards:	<b>Information:</b> Portal/News: Communities: Search Engine: Financial Data Pub.: Broadcasting/Music:	<b>Technology:</b> Hardware: Software: Specialty Equipment: Distributor:	<b>Services:</b> Payments/Markets: Consulting: Advertising/Mktg.: Outsourcing: Other:	<b>Retailing:</b> Retailer: Auctions: Tickets/Travel: Automobiles:	<b>Telecommunications:</b> Internet Service Provider: Web Site Services: Specialty Telecom:	Y
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**TYPES OF BUSINESS:**

Facilities-Based Internet Service Provider

**BRANDS/DIVISIONS/AFFILIATES:****CONTACTS:** *Note: Officers with more than one job title may be intentionally listed here more than once.*

Dave Schaeffer, CEO  
 Tad Weed, CFO  
 Travis Wachter, Mgr.-Mktg. Comm.  
 Dave Schaeffer, Chmn.

**Phone:** 202-295-4200 **Fax:** 202-338-8798**Toll-Free:** 877-875-4432**Address:** 1015 31st St., NW, Washington, DC 20007 US**GROWTH PLANS/SPECIAL FEATURES:**

Cogent Communications is a facilities-based provider of Internet access and Internet Protocol (IP) communications services. Its network is specifically designed and optimized to transmit data using IP. Cogent delivers its services through approximately 21,000 customer connections in North America and Europe. The firm's primary on-net service is Internet access at a speed of 100 megabits per second. It offers this on-net service exclusively through its own facilities, which run all the way to its customers' premises. Because of its integrated network architecture, the firm is not dependent on local telephone companies to serve its on-net customers. Cogent's typical customers in multi-tenant office buildings are law firms, financial services firms, advertising and marketing firms and other professional services businesses. It also provides on-net Internet access to certain bandwidth-intensive users such as universities, other Internet service providers (ISPs), telephone companies, cable television companies and commercial content providers at speeds of up to 10 gigabits per second. The company also provides on-net services in carrier-neutral collocation facilities, Cogent-controlled data centers and single-tenant office buildings. Cogent's on-net customers generate approximately 81% of its total net service revenue. The firm also provides Internet connectivity to customers that are not located in buildings directly connected to its network. It serves these off-net customers using other carriers' facilities to provide the last mile portion of the link from its customers' premises to its network. Cogent's off-net customers generate approximately 16.5% of its net service revenue. The firm's non-core services, which generate approximately 2.5% of its net service revenue, are those services it acquired but does not actively sell, including managed modem services, dial-up Internet access services and voice services. Cogent operates data centers throughout North America and Europe that allow its customers to collocate their equipment and access its network.

**FINANCIALS:** Sales and profits are in thousands of dollars—add 000 to get the full amount. 2009 Note: Financial information for 2009 was not available for all companies at press time.

2009 Sales: \$	2009 Profits: \$
2008 Sales: \$215,489	2008 Profits: \$26,779
2007 Sales: \$185,663	2007 Profits: \$-31,025
2006 Sales: \$149,071	2006 Profits: \$-53,757
2005 Sales: \$135,213	2005 Profits: \$-67,518

**U.S. Stock Ticker:** CCOI  
**Int'l Ticker:** Int'l Exchange:  
 Employees: 531  
 Fiscal Year Ends: 12/31  
 Parent Company:

**SALARIES/BENEFITS:**

Pension Plan: ESOP Stock Plan: Profit Sharing: Top Exec. Salary: \$313,650 Bonus: \$6,000  
 Savings Plan: Stock Purch. Plan: Second Exec. Salary: \$313,650 Bonus: \$

**OTHER THOUGHTS:**

**Apparent Women Officers or Directors:**  
**Hot Spot for Advancement for Women/Minorities:**

**LOCATIONS:** ("Y" = Yes)

West:	Southwest:	Midwest:	Southeast:	Northeast:	International:
				Y	Y



**COGNOS INC**

www.cognos.com

Industry Group Code: 511210H Ranks within this company's industry group: Sales: Profits:

<b>Financial Services:</b> Stock Brokerage: Mortgages/Loans: Banking: Insurance: Credit Cards:	<b>Information:</b> Portal/News: Communities: Search Engine: Financial Data Pub.: Broadcasting/Music:	<b>Technology:</b> Hardware: Software: Y Specialty Equipment: Distributor:	<b>Services:</b> Payments/Markets: Consulting: Y Advertising/Mktg.: Outsourcing: Other:	<b>Retailing:</b> Retailer: Auctions: Tickets/Travel: Automobiles:	<b>Telecommunications:</b> Internet Service Provider: Web Site Services: Specialty Telecom:
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**TYPES OF BUSINESS:**

Business Intelligence Software  
Performance Management Software

**BRANDS/DIVISIONS/AFFILIATES:**

International Business Machines Corp  
Cognos PowerPlay  
Cognos Visualize  
Cognos DecisionStream  
Cognos NoticeCast  
Cognos Performance Applications  
Cognos ReportNet

**CONTACTS:** Note: Officers with more than one job title may be intentionally listed here more than once.

**Phone:** 613-738-1440 **Fax:** 613-738-0002

**Toll-Free:**

**Address:** 3755 Riverside Dr., P.O. Box 9707, Station T, Ottawa, ON K1G 4K9 Canada

**GROWTH PLANS/SPECIAL FEATURES:**

Cognos, Inc. is a provider of business intelligence (BI) and financial performance management (FPM) software. The company develops, markets and supports an integrated BI platform that allows its clients to improve business performance by enabling effective decision-making at all levels of the organization through the consistent analysis and reporting of data from multiple perspectives. Cognos' software is designed to provide customers with the ability to effectively use data to make faster, more informed decisions in order to improve operational effectiveness, increase customer satisfaction, accelerate corporate response times and ultimately increase revenues and profits. The company offers BI and analytic application components, application development tools, support and service. Additionally, the company's FPM software allows users to effectively direct the full management cycle with planning, budgeting, consolidation, reporting, analysis and scorecarding capabilities. Cognos' brand names include Cognos ReportNet for business and production reporting; Cognos PowerPlay for online analytical processing; Cognos Visualize for data visualization; Cognos DecisionStream for data integration; Cognos NoticeCast for business activity monitoring; and Cognos Performance Applications for pre-built reports and metrics. The company was recently acquired by IBM Corp., and now functions as a wholly-owned subsidiary.

**FINANCIALS:** Sales and profits are in thousands of dollars—add 000 to get the full amount. 2009 Note: Financial information for 2009 was not available for all companies at press time.

2009 Sales: \$	2009 Profits: \$
2008 Sales: \$	2008 Profits: \$
2007 Sales: \$979,264	2007 Profits: \$115,697
2006 Sales: \$877,500	2006 Profits: \$108,576
2005 Sales: \$825,531	2005 Profits: \$124,474

**U.S. Stock Ticker:** Subsidiary

**Int'l Ticker:** Int'l Exchange:

Employees:

Fiscal Year Ends: 2/28

Parent Company: INTERNATIONAL BUSINESS MACHINES CORP

**SALARIES/BENEFITS:**

Pension Plan: ESOP Stock Plan: Profit Sharing: Top Exec. Salary: \$ Bonus: \$  
Savings Plan: Stock Purch. Plan: Second Exec. Salary: \$ Bonus: \$

**OTHER THOUGHTS:**

Apparent Women Officers or Directors:

Hot Spot for Advancement for Women/Minorities: Y

**LOCATIONS: ("Y" = Yes)**

West:	Southwest:	Midwest:	Southeast:	Northeast:	International:
				Y	Y

**COMCAST CORP**

www.comcast.com

Industry Group Code: 517110 Ranks within this company's industry group: Sales: 3 Profits: 4

<b>Financial Services:</b> Stock Brokerage: Mortgages/Loans: Banking: Insurance: Credit Cards:	<b>Information:</b> Portal/News: Communities: Search Engine: Financial Data Pub.: Broadcasting/Music:	<b>Technology:</b> Hardware: Software: Specialty Equipment: Distributor:	<b>Services:</b> Payments/Markets: Consulting: Advertising/Mktg.: Outsourcing: Other:	<b>Retailing:</b> Retailer: Auctions: Tickets/Travel: Automobiles:	<b>Telecommunications:</b> Internet Service Provider: Web Site Services: Specialty Telecom:
	Y		Y	Y	Y

**TYPES OF BUSINESS:**

Cable Television  
VoIP Service  
Cable Network Programming  
High-Speed Internet Service  
Video-on-Demand  
Advertising Services  
Interactive Program Schedules  
Wireless Services

**BRANDS/DIVISIONS/AFFILIATES:**

NBC Universal  
Philadelphia Flyers  
Philadelphia 76ers  
Fandango Inc  
Global Spectrum LP  
Golf Channel (The)  
Comcast Interactive Media  
Clearwire Corporation

**CONTACTS:** *Note: Officers with more than one job title may be intentionally listed here more than once.*

Brian L. Roberts, CEO  
Stephen B. Burke, COO  
Michael J. Angelakis, CFO  
Karen D. Buchholz, VP-Admin.  
Arthur R. Block, General Counsel/Sr. VP/Corp. Sec.  
Mark A. Coblitz, Sr. VP-Strategic Planning  
D'Arcy F. Rudnay, Sr. VP-Corp. Comm.  
Marlene S. Dooner, Sr. VP-Investor Rel.  
Lawrence J. Salva, Chief Acct. Officer/Controller/Sr. VP  
Stephen B. Burke, Pres., Comcast Cable Comm.  
David L. Cohen, Exec. VP  
Amy L. Banse, Sr. VP/Pres., Comcast Interactive Media  
Robert S. Pick, Sr. VP-Corp. Dev.  
Brian L. Roberts, Chmn.

**Phone:** 215-665-1700**Fax:****Toll-Free:** 800-266-2278**Address:** 1 Comcast Ctr., Philadelphia, PA 19103 US**GROWTH PLANS/SPECIAL FEATURES:**

Comcast Corp. is one of the largest cable operators in the U.S. and offers a variety of entertainment, information and communications services to residential and commercial customers. The firm's cable systems serve roughly 23.8 million video subscribers, 15.7 million high-speed Internet subscribers and 7.4 million telephone subscribers and pass over 50.6 million homes in 39 states and Washington, D.C. The company operates in two segments, cable and programming. The cable segment, which generates approximately 95% of revenue, manages and operates the firm's cable systems, including video, high-speed Internet and phone services, as well as the regional sports networks. The programming segment consists primarily of consolidated national programming networks, including E!, The Golf Channel, VERSUS, G4 and Style. Comcast's other business interests include Comcast Spectacor and Comcast Interactive Media. Comcast Spectacor owns the Philadelphia Flyers, the Philadelphia 76ers and the Philadelphia Phantoms and two large, multipurpose arenas in Philadelphia, in addition to managing other facilities for sporting events, concerts and other events. Comcast Interactive Media develops and operates the company's Internet businesses focused on entertainment, information and communication, including comcast.net, Fancast, thePlatform, Fandango, Plaxo and DailyCandy. Recent acquisitions include cable systems serving Illinois and Indiana due to the dissolution of Insight Midwest, LP. In December 2008, the company combined its WiMAX business with that of Sprint Nextel to create a 4G mobile Internet company. The joint venture will operate as Clearwire Corporation. In March 2009, the company and Sony Electronics, Inc. announced the opening of Sony Style Comcast Labs, a co-branded retail store in the Comcast Center. In December 2009, General Electric (GE) agreed to sell a 51% stake in NBC Universal to Comcast Corp. in a deal worth roughly \$6.5 billion. Once the transaction is complete, GE and Comcast will create a joint venture to consolidate NBC Universal's operations with Comcast's cable networks. This will give Comcast control of such cable channels as USA, Bravo and CNBC.

The company offers its employees health and life insurance; disability benefits; an employee assistance program; adoption assistance; and educational assistance.

**FINANCIALS:** Sales and profits are in thousands of dollars—add 000 to get the full amount. 2009 Note: Financial information for 2009 was not available for all companies at press time.

2009 Sales: \$35,756,000	2009 Profits: \$3,638,000
2008 Sales: \$34,256,000	2008 Profits: \$2,547,000
2007 Sales: \$30,895,000	2007 Profits: \$2,587,000
2006 Sales: \$24,966,000	2006 Profits: \$2,533,000
2005 Sales: \$23,556,000	2005 Profits: \$928,000

**U.S. Stock Ticker:** CMCSA**Int'l Ticker:** Int'l Exchange:

Employees: 100,000

Fiscal Year Ends: 12/31

Parent Company:

**SALARIES/BENEFITS:**

Pension Plan:	ESOP Stock Plan:	Profit Sharing:	Top Exec. Salary: \$2,769,365	Bonus: \$881,027
Savings Plan: Y	Stock Purch. Plan: Y		Second Exec. Salary: \$2,218,117	Bonus: \$5,922,372

**OTHER THOUGHTS:**

**Apparent Women Officers or Directors:** 6  
**Hot Spot for Advancement for Women/Minorities:** Y

**LOCATIONS:** ("Y" = Yes)

West:	Southwest:	Midwest:	Southeast:	Northeast:	International:
Y	Y	Y	Y	Y	Y

**COREMETRICS INC**

www.coremetrics.com

Industry Group Code: 511210M Ranks within this company's industry group: Sales: Profits:

<b>Financial Services:</b> Stock Brokerage: Mortgages/Loans: Banking: Insurance: Credit Cards:	<b>Information:</b> Portal/News: Communities: Search Engine: Financial Data Pub.: Broadcasting/Music:	<b>Technology:</b> Hardware: Software: Specialty Equipment: Distributor:	<b>Services:</b> Payments/Markets: Consulting: Advertising/Mktg.: Outsourcing: Other:	<b>Retailing:</b> Retailer: Auctions: Tickets/Travel: Automobiles:	<b>Telecommunications:</b> Internet Service Provider: Web Site Services: Specialty Telecom:
		Y	Y		Y

**TYPES OF BUSINESS:**

Software-Web Analytics  
E-Mail Marketing & Surveys  
Hosted Services

**BRANDS/DIVISIONS/AFFILIATES:**

LIVE Profiles  
Online Analytics  
LIVEmail  
Coremetrics Search  
Coremetrics Intelligent Offer  
LIVemark  
Scholarly Publishing Solutions  
SurfAid Analytics

**CONTACTS:** *Note: Officers with more than one job title may be intentionally listed here more than once.*

Joe Davis, CEO  
Shawn Farshchi, COO  
Joe Davis, Pres.  
Terry Schmid, CFO  
Martin Doettling, VP-Mktg.  
Ligia Zamora, VP-Prod. Mgmt.  
Seth Weissman, General Counsel/VP  
John Squire, Chief Strategy Officer  
Jeff Schmidt, VP-Worldwide Sales  
John Payne, Gen. Mgr.-Coremetrics Dallas  
Richard Sheppard, VP/Gen. Mgr.-EMEA

**Phone:** 650-762-1400 **Fax:** 650-762-1499**Toll-Free:** 877-721-2673**Address:** 1840 Gateway Dr., Ste. 230, San Mateo, CA 94404 US**FINANCIALS:** Sales and profits are in thousands of dollars—add 000 to get the full amount. 2009 Note: Financial information for 2009 was not available for all companies at press time.

2009 Sales: \$	2009 Profits: \$
2008 Sales: \$	2008 Profits: \$
2007 Sales: \$16,900	2007 Profits: \$
2006 Sales: \$	2006 Profits: \$
2005 Sales: \$	2005 Profits: \$

**U.S. Stock Ticker:** Private  
**Int'l Ticker:** Int'l Exchange:  
Employees:  
Fiscal Year Ends:  
Parent Company:

**SALARIES/BENEFITS:**

Pension Plan:	ESOP Stock Plan:	Profit Sharing:	Top Exec. Salary: \$	Bonus: \$
Savings Plan:	Stock Purch. Plan:		Second Exec. Salary: \$	Bonus: \$

**OTHER THOUGHTS:**

Apparent Women Officers or Directors: 2  
Hot Spot for Advancement for Women/Minorities: Y

**LOCATIONS:** ("Y" = Yes)

West: Y	Southwest: Y	Midwest:	Southeast:	Northeast:	International: Y
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**GROWTH PLANS/SPECIAL FEATURES:**

Coremetrics, Inc. provides web analytics and market optimization products. The firm's core offering consists of Lifetime Individual Visitor Experience (LIVE) Profiles, which provides a complete record of visitor interactions with client web sites, giving clients valuable insight into customer behavior including what they purchase and what they only browse through. The firm also offers products that compliment its LIVE Profiles, such as Online Analytics. Online Analytics helps companies utilize the data collected in LIVE Profiles to market accurately and effectively. It includes tools for marketing optimization, merchandising, content analysis, scenario analysis, profile mining, on-site search and multichannel analysis. Other products that complement LIVE Profiles include LIVEmail, which creates unique e-mails tailored to customer profiles; Coremetrics Search, informing businesses how customers get to their site from search engines like Google and Yahoo!; Coremetrics Intelligent Offer, making relevant product offers for cross-selling; LIVemark, offering industry benchmarking; and other products. Additionally, the Scholarly Publishing solution, based on the SurfAid Analytics platform recently acquired by Coremetrics, delivers research friendly statistics to those writing in academic settings. Coremetrics' systems are typically delivered through third-party application providers including @Once, CheetahMail, Digital Impact, ForeSee Results and Responsys.

**COREY MCPHERSON NASH**

www.cmndesign.com

Industry Group Code: 5418 Ranks within this company's industry group: Sales: Profits:

<b>Financial Services:</b> Stock Brokerage: Mortgages/Loans: Banking: Insurance: Credit Cards:	<b>Information:</b> Portal/News: Communities: Search Engine: Financial Data Pub.: Broadcasting/Music:	<b>Technology:</b> Hardware: Software: Specialty Equipment: Distributor:	<b>Services:</b> Payments/Markets: Consulting: Advertising/Mktg.: Outsourcing: Other:	<b>Retailing:</b> Retailer: Auctions: Tickets/Travel: Automobiles:	<b>Telecommunications:</b> Internet Service Provider: Web Site Services: Specialty Telecom:
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**TYPES OF BUSINESS:**

Marketing Agencies & Related Services  
Web Site Design  
Branding  
Print Design  
Design Consultation  
Graphic Design  
Typography  
Animation

**BRANDS/DIVISIONS/AFFILIATES:****CONTACTS:** *Note: Officers with more than one job title may be intentionally listed here more than once.*

Michael McPherson, Partner/Creative Dir.  
Chris Klaehn, Dir.-Brand Strategy  
Sarah Morton, Sr.-Info. Architect  
Andrea Naddaff, VP-Bus. Dev.  
Ryan Evans, Dir.-Experience Design  
Mary Shea, Project Mgr.  
Daeun Jeong, Sr. Designer  
Phyllis Kido, Creative Dir.  
Amanda Zantal-Weiner, Dir.-New Bus. Dev.

**Phone:** 617-924-6050      **Fax:** 617-923-0857

**Toll-Free:****Address:** 63 Pleasant St., Watertown, MA 02472 US**FINANCIALS:** Sales and profits are in thousands of dollars—add 000 to get the full amount. 2009 Note: Financial information for 2009 was not available for all companies at press time.

2009 Sales: \$	2009 Profits: \$
2008 Sales: \$	2008 Profits: \$
2007 Sales: \$	2007 Profits: \$
2006 Sales: \$	2006 Profits: \$
2005 Sales: \$	2005 Profits: \$

**U.S. Stock Ticker:** Private**Int'l Ticker:** Int'l Exchange:

Employees:

Fiscal Year Ends:

Parent Company:

**SALARIES/BENEFITS:**

Pension Plan:	ESOP Stock Plan:	Profit Sharing:	Top Exec. Salary: \$	Bonus: \$
Savings Plan: Y	Stock Purch. Plan:		Second Exec. Salary: \$	Bonus: \$

**OTHER THOUGHTS:**

Apparent Women Officers or Directors: 11  
Hot Spot for Advancement for Women/Minorities: Y

**LOCATIONS:** ("Y" = Yes)

West:	Southwest:	Midwest:	Southeast:	Northeast:	International:
				Y	

**GROWTH PLANS/SPECIAL FEATURES:**

Corey McPherson Nash (CMN) is a branding and design firm. Its core competencies include branding, identity, print, interactive and social media operations. It focuses on industry areas such as education, emerging business, professional services, cultural institutions and not-for profit organizations. CMN's branding team works with clients to develop a brand strategy that includes positioning, messaging, naming and tagline development. Its corporate identity systems involve logos and graphic manuals. The firm's print activities cover brochure and literature systems; marketing and sales collateral and direct mail. Its interactive division works primarily on designing web sites. Its social media communications strategies encompass blogs, social networking sites and online communities.

The firm offers its employees health and dental insurance; short- and long-term disability insurance life insurance and a 401(k) plan.

**CORNING INC**

www.corning.com

Industry Group Code: 335921 Ranks within this company's industry group: Sales: 1 Profits: 1

<b>Financial Services:</b> Stock Brokerage: Mortgages/Loans: Banking: Insurance: Credit Cards:	<b>Information:</b> Portal/News: Communities: Search Engine: Financial Data Pub.: Broadcasting/Music:	<b>Technology:</b> Hardware: Y Software: Specialty Equipment: Y Distributor:	<b>Services:</b> Payments/Markets: Consulting: Advertising/Mktg.: Outsourcing: Other:	<b>Retailing:</b> Retailer: Auctions: Tickets/Travel: Automobiles:	<b>Telecommunications:</b> Internet Service Provider: Web Site Services: Specialty Telecom:
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**TYPES OF BUSINESS:**

Glass & Optical Fiber Manufacturing  
Electronic Displays  
Optical Switching Products  
Photonic Modules & Components  
Networking Devices  
Semiconductor Materials  
Laboratory Supplies  
Emissions Control Products

**BRANDS/DIVISIONS/AFFILIATES:**

Samsung Corning Precision Glass  
InfiniCor  
ClearCurve  
LEAF  
Vascade  
Axygen BioScience Inc  
Corning Cable Systems LLC

**CONTACTS:** *Note: Officers with more than one job title may be intentionally listed here more than once.*

Wendell P. Weeks, CEO  
Peter F. Volanakis, COO  
Peter F. Volanakis, Pres.  
James B. Flaws, CFO  
Pamela C. Schneider, Chief Staffing Officer/Sr. VP  
Joseph A. Miller, Jr., CTO/Exec. VP  
Kirk P. Gregg, Chief Admin. Officer/Exec. VP  
Lawrence D. McRae, Sr. VP-Strategy & Corp. Dev.  
R. Tony Tripeny, Controller/Chief Acct. Officer/Sr. VP  
Wendell P. Weeks, Chmn.

<b>Phone:</b> 607-974-9000	<b>Fax:</b> 607-974-5927
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**Toll-Free:**

<b>Address:</b> 1 Riverfront Plz., Corning, NY 14831 US
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**GROWTH PLANS/SPECIAL FEATURES:**

Corning, Inc. is an international technology-based corporation. The firm operates in five business segments: display technologies (46% of the firm's sales), telecommunications (30%), environmental technologies (12%), life sciences (6%) and specialty materials (6%). The display technologies segment manufactures glass substrates for active matrix liquid crystal displays (LCDs), used in notebook computers, flat panel desktop monitor and LCD televisions. Corning owns 50% of Samsung Corning Precision Glass, which produces glass substrates using a proprietary fusion process. The telecommunications segment produces optical hardware, equipment, fiber, cable and networking devices; and photonic modules and components for the telecommunications industry. Corning offers InfiniCor fibers for local area networks, data centers and central offices; ClearCurve fiber for use in multiple dwelling units; SMF-28e single mode optical fiber for additional transmission wavelengths in metropolitan and access networks; LEAF optical fiber for long-haul, regional and metropolitan networks; and Vascade submarine optical fibers for use in submarine networks. A large part of the firm's optical fiber is sold to subsidiaries such as Corning Cable Systems, LLC. In its environmental technologies segment, Corning produces ceramic products for emissions and pollution control, such as gasoline/diesel substrate and filter products. The company's life sciences segment manufactures laboratory products including microplates, coated slides, filter plates for genomics sample preparation, plastic cell culture dishes, flasks, cryogenic vials, roller bottles and other equipment. The specialty materials segment offers products such as glass windows for space shuttles and optical components for high-tech industries. Manufacturing and development takes place at approximately 51 plants in 15 countries. In January 2009, the company announced plans to layoff a total of 3,500 employees throughout 2009. In July 2009, Corning and the Soitec Group agreed to jointly develop high-performance silicon-on-glass substrates. In September 2009, the company acquired Axygen BioScience, Inc., a manufacturer and distributor of life sciences products, from American Capital Ltd.

**FINANCIALS:** Sales and profits are in thousands of dollars—add 000 to get the full amount. 2009 Note: Financial information for 2009 was not available for all companies at press time.

2009 Sales: \$5,395,000	2009 Profits: \$2,008,000
2008 Sales: \$5,948,000	2008 Profits: \$5,257,000
2007 Sales: \$5,860,000	2007 Profits: \$2,150,000
2006 Sales: \$5,174,000	2006 Profits: \$1,855,000
2005 Sales: \$4,579,000	2005 Profits: \$585,000

**U.S. Stock Ticker:** GLW**Int'l Ticker:** Int'l Exchange:

Employees:

Fiscal Year Ends: 12/31

Parent Company:

**SALARIES/BENEFITS:**

Pension Plan:	ESOP Stock Plan:	Profit Sharing:	Top Exec. Salary: \$1,030,000	Bonus: \$301,584
Savings Plan:	Stock Purch. Plan:		Second Exec. Salary: \$868,000	Bonus: \$221,600

**OTHER THOUGHTS:**

**Apparent Women Officers or Directors:** 2  
**Hot Spot for Advancement for Women/Minorities:** Y

**LOCATIONS: ("Y" = Yes)**

West:	Southwest:	Midwest:	Southeast:	Northeast:	International:
	Y	Y	Y	Y	Y

**CORTAL CONSORS SA**

www.cortalconsors.de

Industry Group Code: 52312E Ranks within this company's industry group: Sales: Profits:

<b>Financial Services:</b>		<b>Information:</b>		<b>Technology:</b>		<b>Services:</b>		<b>Retailing:</b>		<b>Telecommunications:</b>	
Stock Brokerage:	Y	Portal/News:		Hardware:		Payments/Markets:		Retailer:		Internet Service Provider:	
Mortgages/Loans:		Communities:		Software:		Consulting:		Auctions:		Web Site Services:	
Banking:		Search Engine:		Specialty Equipment:		Advertising/Mktg.:		Tickets/Travel:		Specialty Telecom:	
Insurance:		Financial Data Pub.:		Distributor:		Outsourcing:		Automobiles:			
Credit Cards:	Y	Broadcasting/Music:				Other:					

**TYPES OF BUSINESS:**

Online Stock Brokerage  
Credit Cards  
Wealth Management  
Life Insurance

**BRANDS/DIVISIONS/AFFILIATES:**

BNP Paribas  
Cortal  
Consors Discount Broker AG

**CONTACTS:** *Note: Officers with more than one job title may be intentionally listed here more than once.*

Olivier Le Grand, CEO  
Jean-Philippe Hugué, Co-COO  
Franz Baur, CIO/Co-COO  
Jean-Philippe Hugué, Corp. Sec.

**Phone:** 49-911-369-0 **Fax:** 49-911-369-1000

**Toll-Free:**

**Address:** Bahnhofstrasse 55, Nuremberg, D-90402 Germany

**GROWTH PLANS/SPECIAL FEATURES:**

Cortal Consors S.A., based in Germany, is one of the largest online brokers in Europe, with more than \$26 billion in assets under management, including approximately \$19 billion in open-ended funds, and operating subsidiaries in Belgium, Luxembourg, Italy, France and Spain. The company was formed from the merger of French bank BNP Paribas subsidiary Cortal with Consors Discount-Broker AG, which BNP Paribas acquired. In addition to comprehensive online brokerage services, Cortal Consors and its subsidiaries offer a range of investment products and wealth management services, including more than 7,000 mutual funds. The firm also issues its own credit card, allowing customers to make purchases and cash withdrawals worldwide, as well as a selection of life insurance policies. Cortal Consors' parent, BNP Paribas, is one of the largest banks in France and offers corporate and investment banking, retail banking and asset management.

**FINANCIALS:** Sales and profits are in thousands of dollars—add 000 to get the full amount. 2009 Note: Financial information for 2009 was not available for all companies at press time.

2009 Sales: \$	2009 Profits: \$
2008 Sales: \$	2008 Profits: \$
2007 Sales: \$	2007 Profits: \$
2006 Sales: \$	2006 Profits: \$
2005 Sales: \$	2005 Profits: \$

**U.S. Stock Ticker:** Subsidiary  
**Int'l Ticker:** Int'l Exchange:  
Employees:  
Fiscal Year Ends: 12/31  
Parent Company: BNP PARIBAS

**SALARIES/BENEFITS:**

Pension Plan:	ESOP Stock Plan:	Profit Sharing:	Top Exec. Salary: \$	Bonus: \$
Savings Plan:	Stock Purch. Plan:		Second Exec. Salary: \$	Bonus: \$

**OTHER THOUGHTS:**

**Apparent Women Officers or Directors:**  
**Hot Spot for Advancement for Women/Minorities:**

**LOCATIONS: ("Y" = Yes)**

West:	Southwest:	Midwest:	Southeast:	Northeast:	International:
					Y

**COSTAR GROUP INC**

www.costar.com

Industry Group Code: 519130 Ranks within this company's industry group: Sales: 21 Profits: 13

<b>Financial Services:</b> Stock Brokerage: Mortgages/Loans: Banking: Insurance: Credit Cards:	<b>Information:</b> Portal/News: Communities: Search Engine: Financial Data Pub.: Broadcasting/Music:	<b>Technology:</b> Hardware: Software: Specialty Equipment: Distributor:	<b>Services:</b> Payments/Markets: Consulting: Advertising/Mktg.: Outsourcing: Other:	<b>Retailing:</b> Retailer: Auctions: Tickets/Travel: Automobiles:	<b>Telecommunications:</b> Internet Service Provider: Web Site Services: Specialty Telecom:
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**TYPES OF BUSINESS:**

Online Commercial Real Estate Information  
Data Hosting Services  
Advertising Services

**BRANDS/DIVISIONS/AFFILIATES:**

CoStar Property Professional  
CoStar Tenant  
CoStar COMPS Professional  
FOCUS  
CoStar UK Ltd.  
Resolve Technology, Inc.  
Property Portfolio Research, Inc.

**CONTACTS:** *Note: Officers with more than one job title may be intentionally listed here more than once.*

Andrew C. Florance, CEO  
Andrew C. Florance, Pres.  
Brian Radecki, CFO  
John Stanfill, Sr. VP-Sales & Customer Service  
Jennifer Kitchen, Sr. VP-Research  
Frank Simuro, CIO  
Jonathan Coleman, General Counsel/Corp. Sec.  
Jim Black, VP-Electronic Media  
Dan Kimball, VP-Mktg.  
Michael R. Klein, Chmn.  
Paul Marples, Managing Dir.-CoStar UK Ltd.

**Phone:** 301-215-8300 **Fax:** 301-718-2444**Toll-Free:** 800-204-5960**Address:** 2 Bethesda Metro Ctr., 10th Fl., Bethesda, MD 20814  
US**GROWTH PLANS/SPECIAL FEATURES:**

CoStar Group, Inc. is a leading national provider of commercial real estate sales information. The company offers customers online access to a comprehensive, verified database of commercial real estate information in 81 U.S. markets, as well as in London, other U.K. markets and France. CoStar has a highly developed data collection system that includes sales prices, income and expenses, capitalization rates, loan data, property photographs, buyers, sellers, brokers and other key details. The firm provides commercial real estate professionals with critical knowledge that enables them to complete transactions by offering the most up-to-date, consolidated and standardized information on U.S. commercial real estate. CoStar's subscription-based information services consist primarily of CoStar Property Professional, the firm's flagship services which provides a comprehensive inventory of office, industrial, retail, multifamily properties and land in markets throughout the U.S., including for-lease and for-sales listings, historical data, building photographs, maps and floor plans; CoStar Tenant, an online business-to-business prospecting and analytical tool providing commercial real estate professionals with commercial U.S. tenant information; CoStar COMPS Professional, a provider of comprehensive coverage of comparable sales information in the U.S. commercial real estate industry; and FOCUS (offered by CoStar U.K Limited, the firm's U.K. subsidiary), a digital online service offering information on the U.K. real estate market. These services generate over 90% of the company's total revenues. The company's database, which it has spent more than 21 years building, contains information on approximately 59 billion square feet of U.S. commercial real estate, and over 7 billion square feet of leasable space. A diverse portfolio of customers consists of asset managers, mortgage lenders, investors, security analysts and property managers. In 2009, the company acquired Resolve Technology, Inc. a portfolio management software and business intelligence provider and Property Portfolio Research, Inc., a real estate and market analyzer.

**FINANCIALS:** Sales and profits are in thousands of dollars—add 000 to get the full amount. 2009 Note: Financial information for 2009 was not available for all companies at press time.

2009 Sales: \$	2009 Profits: \$
2008 Sales: \$212,428	2008 Profits: \$24,623
2007 Sales: \$192,805	2007 Profits: \$15,951
2006 Sales: \$158,889	2006 Profits: \$12,410
2005 Sales: \$134,338	2005 Profits: \$6,457

**U.S. Stock Ticker:** CSGP  
**Int'l Ticker:** Int'l Exchange:  
Employees: 1,178  
Fiscal Year Ends: 12/31  
Parent Company:

**SALARIES/BENEFITS:**

Pension Plan: ESOP Stock Plan: Profit Sharing: Top Exec. Salary: \$456,154 Bonus: \$  
Savings Plan: Y Stock Purch. Plan: Second Exec. Salary: \$268,383 Bonus: \$40,517

**OTHER THOUGHTS:**

Apparent Women Officers or Directors: 1  
Hot Spot for Advancement for Women/Minorities:

**LOCATIONS: ("Y" = Yes)**

West:	Southwest:	Midwest:	Southeast:	Northeast:	International:
Y	Y	Y	Y	Y	Y

**COUPONS INC**

www.couponsinc.com

Industry Group Code: 541810E Ranks within this company's industry group: Sales: Profits:

<b>Financial Services:</b> Stock Brokerage: Mortgages/Loans: Banking: Insurance: Credit Cards:	<b>Information:</b> Portal/News: Communities: Search Engine: Financial Data Pub.: Broadcasting/Music:	<b>Technology:</b> Hardware: Software: Specialty Equipment: Distributor:	<b>Services:</b> Payments/Markets: Consulting: Advertising/Mktg.: Outsourcing: Other:	<b>Retailing:</b> Retailer: Auctions: Tickets/Travel: Automobiles:	<b>Telecommunications:</b> Internet Service Provider: Web Site Services: Specialty Telecom:
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**TYPES OF BUSINESS:**

Online Coupon Advertising &amp; Distribution

**BRANDS/DIVISIONS/AFFILIATES:**

webBricks  
adBricks  
Show & Save  
Save to Card  
SureCaster  
CouponFit  
CouponBug LLC  
GroceryIQ

**CONTACTS:** *Note: Officers with more than one job title may be intentionally listed here more than once.*

Steven R. Boal, CEO  
Brian Weisfeld, COO  
Steven R. Boal, Pres.  
Richard Hornstein, CFO  
Jon Schwartz, VP-Sales  
Michael R. Walsh, Head-R&D  
Steve Horowitz, CTO  
Lauren Gage Segal, General Counsel/Sec.  
Bob Gonzales, VP-Oper.  
Michael R. Walsh, Chief Security Officer

<b>Phone:</b> 650-605-4600	<b>Fax:</b> 650-605-4700
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**Toll-Free:**

<b>Address:</b> 400 Logue Ave., Mountain View, CA 94043 US
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**GROWTH PLANS/SPECIAL FEATURES:**

Coupons, Inc. is an online promotion company that provides marketing technology solutions and printable coupon promotional opportunities. Its services are divided into six segments: Promotion Services, Consumer Data Acquisition, Coupon Portals, Coupon Distribution, Customer Care and Family Codes. Promotion Services allow clients to market their products online. The webBricks program allows corporate web sites to offer coupons to reward customers for market survey responses, introduce new products and increase loyalty programs. AdBricks lets consumers print coupons directly from their personal printer by clicking on an ad banner. OneBricks provides a coupon link through e-mail campaigns. The Consumer Data Acquisition division combines coupons and promotion tools to match individual consumer requests through its Bricks Duet programs. The Coupon Portals segment sorts coupon offers into a single location on company web sites. The Concordance program reads text on web pages and locates keywords that match available coupon offers in the firm's system. The Coupon Distribution segment consists of Digital FSI, a network of 1,500 coupon content sites that lets consumers find coupons on retail store web sites, newspaper, radio station/TV sites and lifestyle sites. The Customer Care division, through the CustomerCare CAS, allows companies to look up customer information through a web-based interface and to send coupons to customer through mail and e-mail. The Family Codes division, through CouponFit, programs, manages and insures accurate codes on coupons. In January 2009, the firm acquired the GroceryIQ application for Apple's iPhone from Free State Labs. In March 2009, the firm launched SureCaster, which delivers targeted digital coupon promotions. In October 2009, the firm introduced Save to Card coupons, which can be loaded directly onto supermarket loyalty cards; and Show & Save coupons, which include 12,000 local offers that are redeemable from mobile phones. In December 2009, Coupons introduced its Coupons.com application for the iPhone and iPod touch.

**FINANCIALS:** Sales and profits are in thousands of dollars—add 000 to get the full amount. 2009 Note: Financial information for 2009 was not available for all companies at press time.

2009 Sales: \$	2009 Profits: \$
2008 Sales: \$	2008 Profits: \$
2007 Sales: \$	2007 Profits: \$
2006 Sales: \$	2006 Profits: \$
2005 Sales: \$	2005 Profits: \$

**U.S. Stock Ticker:** Private  
**Int'l Ticker:** Int'l Exchange:  
Employees:  
Fiscal Year Ends:  
Parent Company:

**SALARIES/BENEFITS:**

Pension Plan:	ESOP Stock Plan:	Profit Sharing:	Top Exec. Salary: \$	Bonus: \$
Savings Plan:	Stock Purch. Plan:		Second Exec. Salary: \$	Bonus: \$

**OTHER THOUGHTS:**

Apparent Women Officers or Directors: 1  
Hot Spot for Advancement for Women/Minorities:

**LOCATIONS:** ("Y" = Yes)

West:	Southwest:	Midwest:	Southeast:	Northeast:	International:
Y					



**COVAD COMMUNICATIONS GROUP INC**

www.covad.com

Industry Group Code: 517110A Ranks within this company's industry group: Sales: Profits:

<b>Financial Services:</b> Stock Brokerage: Mortgages/Loans: Banking: Insurance: Credit Cards:	<b>Information:</b> Portal/News: Communities: Search Engine: Financial Data Pub.: Broadcasting/Music:	<b>Technology:</b> Hardware: Software: Specialty Equipment: Distributor:	<b>Services:</b> Payments/Markets: Consulting: Advertising/Mktg.: Outsourcing: Other:	<b>Retailing:</b> Retailer: Auctions: Tickets/Travel: Automobiles:	<b>Telecommunications:</b> Internet Service Provider: Web Site Services: Specialty Telecom:
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**TYPES OF BUSINESS:**

High-Speed Access Provider-Broadband Service  
Virtual Private Networks  
Web Hosting  
VOIP Services

**BRANDS/DIVISIONS/AFFILIATES:**

InternetConnect  
PBXi Plus  
Mereon Unified Messaging  
IP Unity Glenayre  
Covad ClearEdge Voice Services  
Platinum Equity LLC

**CONTACTS:** *Note: Officers with more than one job title may be intentionally listed here more than once.*

Patrick Bennett, CEO  
Brett Flinchum, COO  
Patrick Bennett, Pres.  
Jeffrey Bailey, CFO  
Cornelia Pool, CIO  
Aamir Hussain, CTO  
Doug Carlen, General Counsel/Sr. VP  
William Ferraiuolo, Sr. VP/Gen. Mgr.-Wholesale Svcs.  
Lee Gopadze, Sr. VP/Gen. Mgr.-Branded Svcs.  
Jake Heinz, VP/Gen Mgr.-Covad VoIP  
Charles McMinn, Chmn.

**Phone:** 408-952-6400      **Fax:** 408-952-7687

**Toll-Free:**

**Address:** 2220 O'Toole Ave., San Jose, CA 95131-1326 US

**GROWTH PLANS/SPECIAL FEATURES:**

Covad Communications Company is a provider of integrated voice and data communications to business and personal users through direct and wholesale channels. The firm's broadband services are available in 44 states and 235 major markets and can be purchased by more than 57 million homes and businesses. Covad's services high-speed, high-capacity Internet access connectivity and related services using DSL, T1, virtual private networks, firewall technologies, web hosting, managed security and IP. Covad also offers Voice over Internet Protocol (VOIP) services for small- and medium-sized businesses. Covad is a national facilities-based provider of data, voice and wireless telecommunications solutions for small- and medium-sized businesses. The company also sells its high-bandwidth services wholesale to Internet service providers (ISPs), telecommunications carriers and other customers, or on a direct basis, through its web site, telesales, field sales and affinity partner programs. The firm has formed alliances with leading technology companies, including AOL; EarthLink; XO Communications; Cisco Systems; Efficient Networks; Netopia; NetScreen Technologies; Nextlink; and Sprint. The Bonded T1 service is for small businesses and distributed enterprises, which combines two 1.5 Megabits per second (Mbps) T1 lines together to serve businesses with fast, symmetrical 3.0 Mbps data speeds. The service is available nationwide throughout the same footprint as Covad's standard T1 service. In 2008, the firm was acquired by private equity company Platinum Equity for \$470 million. Also in 2008, the firm announced the extension of its business-class T1 service to 285 new cities.

Employees are offered medical, dental and vision insurance; flexible spending accounts; life insurance; disability coverage; a 401(k); employee assistance programs; a tuition reimbursement program; credit union memberships; and employee discount programs.

**FINANCIALS:** Sales and profits are in thousands of dollars—add 000 to get the full amount. 2009 Note: Financial information for 2009 was not available for all companies at press time.

2009 Sales: \$	2009 Profits: \$
2008 Sales: \$	2008 Profits: \$
2007 Sales: \$484,207	2007 Profits: \$-42,967
2006 Sales: \$474,304	2006 Profits: \$-13,949
2005 Sales: \$443,179	2005 Profits: \$-15,722

**U.S. Stock Ticker:** Private

**Int'l Ticker:** Int'l Exchange:

Employees:

Fiscal Year Ends: 12/31

Parent Company: PLATINUM EQUITY LLC

**SALARIES/BENEFITS:**

Pension Plan:	ESOP Stock Plan:	Profit Sharing:	Top Exec. Salary: \$	Bonus: \$
Savings Plan: Y	Stock Purch. Plan:		Second Exec. Salary: \$	Bonus: \$

**OTHER THOUGHTS:**

**Apparent Women Officers or Directors:** 1  
**Hot Spot for Advancement for Women/Minorities:** Y

**LOCATIONS:** ("Y" = Yes)

West:	Southwest:	Midwest:	Southeast:	Northeast:	International:
Y	Y	Y	Y	Y	

**COX COMMUNICATIONS INC**

ww2.cox.com

Industry Group Code: 517110 Ranks within this company's industry group: Sales: 9 Profits:

<b>Financial Services:</b> Stock Brokerage: Mortgages/Loans: Banking: Insurance: Credit Cards:	<b>Information:</b> Portal/News: Communities: Search Engine: Financial Data Pub.: Broadcasting/Music:	<b>Technology:</b> Hardware: Software: Specialty Equipment: Distributor:	<b>Services:</b> Payments/Markets: Consulting: Advertising/Mktg.: Outsourcing: Other:	<b>Retailing:</b> Retailer: Auctions: Tickets/Travel: Automobiles:	<b>Telecommunications:</b> Internet Service Provider: Web Site Services: Specialty Telecom:	Y
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**TYPES OF BUSINESS:**

Cable TV Service  
Digital Cable TV Service  
Cable-Based Internet Access  
Local & Long-Distance Phone Service  
Commercial Telecommunications Services  
Data & Video Transport Services

**BRANDS/DIVISIONS/AFFILIATES:**

Cox Enterprises, Inc.  
Cox Media  
Cox Newspapers  
Cox Television  
AutoTrader.com  
Cox Business Services  
Travel Channel (The)  
Cox Radio, Inc.

**CONTACTS:** *Note: Officers with more than one job title may be intentionally listed here more than once.*

Leo W. Brennan, COO  
Patrick J. Esser, Pres.  
Mark F. Bowser, CFO/Sr. VP  
Joseph J. Rooney, Chief Mktg. Officer  
Mae A. Douglas, Chief People Officer/Sr. VP  
Thomas G. Guthrie, VP-IT Oper.  
Scott A. Hatfield, Sr. VP-Tech.  
Christopher J. Bowick, Sr. VP-Eng.  
James A. Hatcher, Sr. VP-Law & Policy  
Jill Campbell, Sr. VP-Oper.  
Dallas S. Clement, Sr. VP-Strategy & Prod. Mgmt.  
Steve M. Gorman, VP-Online Strategy & Interactive Media  
David Grabert, Dir.-Media Rel.  
William J. Fitzsimmons, Chief Acct. Officer/VP-Acct. & Financial Planning  
David Pugliese, Sr. VP-Mktg. & Prod. Mgmt.  
Stephen Bye, VP-Wireless  
Susan W. Coker, Treas./VP  
Sheila Hicks, VP-Sales & Dist.  
James Cox Kennedy, Chmn.  
George Richter, VP-Supply Chain Mgmt.

**Phone:** 404-843-5000**Fax:****Toll-Free:** 888-566-7751**Address:** 1400 Lake Hearn Dr., Atlanta, GA 30319 US**FINANCIALS:** Sales and profits are in thousands of dollars—add 000 to get the full amount. 2009 Note: Financial information for 2009 was not available for all companies at press time.

2009 Sales: \$	2009 Profits: \$
2008 Sales: \$8,500,000	2008 Profits: \$
2007 Sales: \$8,300,000	2007 Profits: \$
2006 Sales: \$7,300,000	2006 Profits: \$
2005 Sales: \$7,054,300	2005 Profits: \$-230,700

**U.S. Stock Ticker:** Subsidiary

Int'l Ticker: Int'l Exchange:

Employees: 22,000

Fiscal Year Ends: 12/31

Parent Company: COX ENTERPRISES INC

**SALARIES/BENEFITS:**

Pension Plan: Y	ESOP Stock Plan:	Profit Sharing:	Top Exec. Salary: \$	Bonus: \$1,166,798
Savings Plan: Y	Stock Purch. Plan:		Second Exec. Salary: \$	Bonus: \$

**OTHER THOUGHTS:**

Apparent Women Officers or Directors: 14  
Hot Spot for Advancement for Women/Minorities: Y

**LOCATIONS:** ("Y" = Yes)

West:	Southwest:	Midwest:	Southeast:	Northeast:	International:
Y	Y	Y	Y	Y	

**GROWTH PLANS/SPECIAL FEATURES:**

Cox Communications, Inc., owned by Cox Enterprises, Inc., is a multi-service broadband communications and entertainment company serving more than 6 million customers throughout the U.S. Cox offers advanced digital video, analog cable television and high-definition television, high-speed Internet and local and long distance telephone services over its own nationwide IP network. Cox Business Services provides communications solutions for commercial customers, offering high-speed Internet, voice and long distance services, as well as data and video transport services, for businesses. Cox Media offers national and local cable advertising in traditional spot and new media formats, along with promotional opportunities and production services. The company also maintains Cox Newspapers; Cox Television; Cox Radio; Manheim; Cox Reps; AutoTrader.com; and the Travel Channel. The firm invests in telecommunications companies such as Sprint PCS. Following the dissolution, in late 2008, of a joint venture with Time Warner, Comcast and others aimed at providing mobile phone services through a partnership with Sprint. In March 2009, Cox announced plans to acquire the outstanding minority interest in Cox Radio, Inc. Cox announced in April 2009 that it was working to build its own cellular network in order to offer its customers bundled packages including cell phone services and wireless broadband access for laptop computers. In June 2009, the company announced that it is considering selling the Travel Channel.

Employees are offered medical and dental coverage; life and business travel insurance; health and dependent care spending accounts; tuition reimbursement; an employee assistance program; a pension plan; a 401(k) plan; adoption assistance; discounted Cox services such as cable, telephone and internet where available; and employee discounts with Dell, Sprint, Ford, GM and others. The firm also operates Cox University, which offers over 150 free online courses.

**CRACKLE INC**

www.crackle.com

Industry Group Code: 519130 Ranks within this company's industry group: Sales: Profits:

<b>Financial Services:</b> Stock Brokerage: Mortgages/Loans: Banking: Insurance: Credit Cards:	<b>Information:</b> Portal/News: Y Communities: Search Engine: Financial Data Pub.: Broadcasting/Music: Y	<b>Technology:</b> Hardware: Software: Specialty Equipment: Distributor:	<b>Services:</b> Payments/Markets: Consulting: Advertising/Mktg.: Outsourcing: Other:	<b>Retailing:</b> Retailer: Auctions: Tickets/Travel: Automobiles:	<b>Telecommunications:</b> Internet Service Provider: Web Site Services: Specialty Telecom:
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**TYPES OF BUSINESS:**

Internet Streaming Movies & Television Shows  
Original Content  
Advertising

**BRANDS/DIVISIONS/AFFILIATES:**

Sony Pictures Entertainment Inc

**CONTACTS:** *Note: Officers with more than one job title may be intentionally listed here more than once.*

Josh Felsner, Co-Pres.  
Kelly Mullens, Public Rel.  
Michael Lynton, Chmn./CEO-Sony Pictures Entertainment  
David Samuel, Co-Pres.  
Eric Berger, Sr. VP-Digital Networks

Phone: 310-477-4442 Fax: 310-244-8103

**Toll-Free:**

Address: 10202 Washington Blvd., Harry Cohn Bldg., Culver  
City, CA 90232 US

**GROWTH PLANS/SPECIAL FEATURES:**

Crackle, Inc., a subsidiary of Sony Pictures Entertainment, Inc., is a multi-platform online video entertainment provider. The company distributes full-length digital content from Sony Pictures' library of television series and feature films, as well as original short-form series, through a streaming network that includes Sony devices, IPTV, leading social networks and viral web distribution. The firm maintains distribution partnerships with content providers for cable TV, set-top boxes, mobile phones, PCs, video game consoles and virtual worlds, including YouTube, MySpace, Friendster, Hulu, Gaia, IMDB.com, Sprint, AT&T, Verizon and Vaio. Digital content plays on its proprietary media player, Crackle, to allow partners to easily integrate its content into their web sites. Content includes Crackle movies, films originally produced by Sony Pictures, Sony Pictures Classics, Columbia TriStar or Screen Gems; Crackle television, which offers content from Sony Pictures Television; minisodes, current and archived TV episodes that have been edited down to five minutes or less; and Crackle originals, content from TV shows produced in-house before digital, TV and DVD distribution. Crackle's target audience is men from 18-34 years old.

**FINANCIALS:** Sales and profits are in thousands of dollars—add 000 to get the full amount. 2009 Note: Financial information for 2009 was not available for all companies at press time.

2009 Sales: \$	2009 Profits: \$
2008 Sales: \$	2008 Profits: \$
2007 Sales: \$	2007 Profits: \$
2006 Sales: \$	2006 Profits: \$
2005 Sales: \$	2005 Profits: \$

**U.S. Stock Ticker: Subsidiary**

Int'l Ticker: Int'l Exchange:

Employees:

Fiscal Year Ends: 12/31

Parent Company: SONY PICTURES ENTERTAINMENT

**SALARIES/BENEFITS:**

Pension Plan:	ESOP Stock Plan:	Profit Sharing:	Top Exec. Salary: \$	Bonus: \$
Savings Plan:	Stock Purch. Plan:		Second Exec. Salary: \$	Bonus: \$

**OTHER THOUGHTS:**

Apparent Women Officers or Directors: 1  
Hot Spot for Advancement for Women/Minorities:

**LOCATIONS: ("Y" = Yes)**

West:	Southwest:	Midwest:	Southeast:	Northeast:	International:
Y					

**CRAIGSLIST INC**

www.craigslist.org

Industry Group Code: 519130 Ranks within this company's industry group: Sales: Profits:

<b>Financial Services:</b> Stock Brokerage: Mortgages/Loans: Banking: Insurance: Credit Cards:	<b>Information:</b> Portal/News: Communities: Y Search Engine: Financial Data Pub.: Broadcasting/Music:	<b>Technology:</b> Hardware: Software: Specialty Equipment: Distributor:	<b>Services:</b> Payments/Markets: Consulting: Advertising/Mktg.: Outsourcing: Other:	<b>Retailing:</b> Retailer: Auctions: Tickets/Travel: Automobiles:	<b>Telecommunications:</b> Internet Service Provider: Web Site Services: Specialty Telecom:
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**TYPES OF BUSINESS:**

Online Community  
Classified Ads  
User Forum

**BRANDS/DIVISIONS/AFFILIATES:**

eBay Inc  
Craigslist.org  
Craigslist Foundation

**CONTACTS:** *Note: Officers with more than one job title may be intentionally listed here more than once.*

Jim Buckmaster, CEO  
Susan MacTavish Best, Contact-Public Rel.  
Lynn Luckow, Interim Exec. Dir.-Craigslist Foundation

**Phone:** 415-566-6394 **Fax:** 415-504-6394

**Toll-Free:**

**Address:** 1381 9th Ave., San Francisco, CA 94122 US

**FINANCIALS:** Sales and profits are in thousands of dollars—add 000 to get the full amount. 2009 Note: Financial information for 2009 was not available for all companies at press time.

2009 Sales: \$	2009 Profits: \$
2008 Sales: \$	2008 Profits: \$
2007 Sales: \$55,000	2007 Profits: \$
2006 Sales: \$36,785	2006 Profits: \$-274,485
2005 Sales: \$18,951	2005 Profits: \$-227,995

**U.S. Stock Ticker:** Private  
**Int'l Ticker:** Int'l Exchange:  
Employees:  
Fiscal Year Ends:  
Parent Company:

**SALARIES/BENEFITS:**

Pension Plan:	ESOP Stock Plan:	Profit Sharing:	Top Exec. Salary: \$	Bonus: \$
Savings Plan:	Stock Purch. Plan:		Second Exec. Salary: \$	Bonus: \$

**OTHER THOUGHTS:**

Apparent Women Officers or Directors: 3  
Hot Spot for Advancement for Women/Minorities: Y

**LOCATIONS:** ("Y" = Yes)

West: Y	Southwest:	Midwest:	Southeast:	Northeast:	International:
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**GROWTH PLANS/SPECIAL FEATURES:**

Craigslist operates the online community offering local classifieds and forums at Craigslist.org. Craigslist currently has over 700 local sites in 70 countries, allowing users in those cities to post listings for everything from classified and personal ads to jobs, services, housing, local activities and advice. The site averages more than 50 million new classified ads and 20 billion page views monthly. It has over 50 million users in the U.S. alone. More than 120 million people use Craigslist to post their views on 100 different discussion forums. Although Craigslist is a commercial enterprise, it retains its original .org URL in order to emphasize its mission as a sort of community service and to reflect its non-corporate culture. The company relies almost entirely on word-of-mouth advertising and has resisted the efforts of advertisers to purchase space on the site, meaning that users may navigate the site without seeing banner ads or other advertisements. Craigslist generates most of its profit from job listings in 18 cities, brokered apartment listings for New York City, and adult and therapeutic services. The company is 25% owned by eBay, Inc.

**CRITICAL MASS INC**

www.criticalmass.com

Industry Group Code: 541810E Ranks within this company's industry group: Sales: Profits:

<b>Financial Services:</b> Stock Brokerage: Mortgages/Loans: Banking: Insurance: Credit Cards:	<b>Information:</b> Portal/News: Communities: Search Engine: Financial Data Pub.: Broadcasting/Music:	<b>Technology:</b> Hardware: Software: Specialty Equipment: Distributor:	<b>Services:</b> Payments/Markets: Consulting: Advertising/Mktg.: Outsourcing: Other:	<b>Retailing:</b> Retailer: Auctions: Tickets/Travel: Automobiles:	<b>Telecommunications:</b> Internet Service Provider: Web Site Services: Specialty Telecom:
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**TYPES OF BUSINESS:**

Online Advertising & Marketing  
Web Development Services  
Brand Development Services  
e-Commerce Services

**BRANDS/DIVISIONS/AFFILIATES:**

Omnicom Group

**CONTACTS:** *Note: Officers with more than one job title may be intentionally listed here more than once.*

Dianne Wilkins, CEO  
Chris Gokiart, Pres.  
Lee Tamkee, CFO  
Darren Delichte, Sr. VP-Experience Design  
Cameron Bedford, Sr. VP/Gen Mgr.-Toronto  
John McLaughlin, Sr. VP/Gen Mgr.-Chicago  
Antonio Silano, Sr. VP/Gen. Manager-London  
Scott Shamberg, Sr. VP-Experience Dist.

**Phone:** 403-262-3006 **Fax:** 403-262-7185**Toll-Free:****Address:** 402 11th Ave. S.E., Calgary, AB T2G 0Y4 Canada**GROWTH PLANS/SPECIAL FEATURES:**

Critical Mass, Inc. is a digital marketing company. The company is 54% owned by Omnicom Group, Inc., while the remaining 46% is employee-owned. It offers web design services as well as helping clients introduce new products, drive sales, reduce customer support costs, build loyalty and increase use of online channels. Services include creating marketing strategies; e-marketing, including e-mail campaign management; experience design, which helps clients develop brands and brand presence; and technology support, including e-commerce and application development. The firm also offers associated web design services, including producing computer graphics and animation. Through its services, the company offers solutions to improve marketing efforts in online environments, reengineer web sites, standardize brand presence, help move customers to online channels and personalize a customer's electronic experience. Besides its Calgary headquarters, the company has primary offices in Toronto, New York, Chicago, Amsterdam, Costa Rica and London. The firm works with numerous partners, including e-marketing companies like Doubleclick, Inc.; technology firms including Oracle Corporation; and research partners such as Jupiter Research.

**FINANCIALS:** Sales and profits are in thousands of dollars—add 000 to get the full amount. 2009 Note: Financial information for 2009 was not available for all companies at press time.

2009 Sales: \$	2009 Profits: \$	<b>U.S. Stock Ticker:</b> Private <b>Int'l Ticker:</b> Int'l Exchange: Employees: Fiscal Year Ends: 12/31 Parent Company:
2008 Sales: \$	2008 Profits: \$	
2007 Sales: \$	2007 Profits: \$	
2006 Sales: \$	2006 Profits: \$	
2005 Sales: \$17,800	2005 Profits: \$	

**SALARIES/BENEFITS:**

Pension Plan: ESOP Stock Plan: Profit Sharing: Top Exec. Salary: \$ Bonus: \$  
Savings Plan: Stock Purch. Plan: Second Exec. Salary: \$ Bonus: \$

**OTHER THOUGHTS:**

Apparent Women Officers or Directors: 6  
Hot Spot for Advancement for Women/Minorities: Y

**LOCATIONS:** ("Y" = Yes)

West:	Southwest:	Midwest: Y	Southeast:	Northeast: Y	International: Y
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**CTrip.COM**

www.ctrip.com

Industry Group Code: 5615E Ranks within this company's industry group: Sales: 7 Profits: 3

<b>Financial Services:</b> Stock Brokerage: Mortgages/Loans: Banking: Insurance: Credit Cards:	<b>Information:</b> Portal/News: Communities: Search Engine: Financial Data Pub.: Broadcasting/Music:	<b>Technology:</b> Hardware: Software: Specialty Equipment: Distributor:	<b>Services:</b> Payments/Markets: Consulting: Advertising/Mktg.: Outsourcing: Other:	<b>Retailing:</b> Retailer: Auctions: Tickets/Travel: Automobiles:	<b>Telecommunications:</b> Internet Service Provider: Web Site Services: Specialty Telecom:
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**TYPES OF BUSINESS:**

Online Hotel & Flight Booking  
Travel Agencies

**BRANDS/DIVISIONS/AFFILIATES:**

Ctrip.com  
Ctrip Computer Technology Co., Ltd.  
Ctrip Travel Information Technology Co., Ltd.  
Ctrip Travel Network Technology Co., Ltd.  
Starway Hotels Co., Ltd.  
Software Hotel Information System Co., Ltd.  
Home Inns & Hotel Management Inc.

**CONTACTS:** *Note: Officers with more than one job title may be intentionally listed here more than once.*

Min Fan, CEO  
Jane Jie Sun, CFO  
James Jianzhang Liang, Chmn.

**Phone:** 86-21-3406-4880      **Fax:** 86-21-5251-0000

**Toll-Free:**

**Address:** No. 99 Fu Quan Rd., Shanghai, 200335 China

**GROWTH PLANS/SPECIAL FEATURES:**

Ctrip.com International, Ltd., based in Shanghai, China, is a leading travel service provider for hotel accommodations, airline tickets and packaged tours. Customers can access the company's aggregated information and make bookings online in Chinese or English at ctrip.com. Ctrip.com is designed more for independent travel than for group excursions, although services are offered for these as well. The company does business with substantially all major Chinese commercial airlines and has room supply relationships with approximately 7,700 hotels in China and 16,000 hotels internationally. Ctrip.com engages in various marketing campaigns, including on-site promotions; cross marketing with Chinese domestic airlines, telecommunications service providers and banks; online marketing; traditional advertising; and customer awards programs. The company has branch offices in 14 major cities in China, maintains a network of ticketing and third-party agencies offices in over 50 cities in China. The firm is a holding company incorporated in the Cayman Islands, and conducts all business through its subsidiaries and affiliates, some of which include: Ctrip Computer Technology (Shanghai) Co., Ltd.; Ctrip Travel Information Technology (Shanghai) Co., Ltd.; Ctrip Travel Network Technology (Shanghai) Co., Ltd.; Ctrip Information Technology (Nantong) Co., Ltd.; Starway Hotels (Shanghai) Co., Ltd.; and China Software Hotel Information System Co., Ltd. In May 2009, Ctrip completed its acquisition of Home Inns & Hotel Management, Inc. for \$50 million.

**FINANCIALS:** Sales and profits are in thousands of dollars—add 000 to get the full amount. 2009 Note: Financial information for 2009 was not available for all companies at press time.

2009 Sales: \$291,245	2009 Profits: \$97,683
2008 Sales: \$232,809	2008 Profits: \$65,095
2007 Sales: \$164,383	2007 Profits: \$54,605
2006 Sales: \$106,870	2006 Profits: \$30,825
2005 Sales: \$64,600	2005 Profits: \$27,800

**U.S. Stock Ticker:** CTRP  
**Int'l Ticker:** Int'l Exchange:  
Employees: 9,050  
Fiscal Year Ends: 12/31  
Parent Company:

**SALARIES/BENEFITS:**

Pension Plan:	ESOP Stock Plan:	Profit Sharing:	Top Exec. Salary: \$	Bonus: \$
Savings Plan:	Stock Purch. Plan:		Second Exec. Salary: \$	Bonus: \$

**OTHER THOUGHTS:**

Apparent Women Officers or Directors: 1  
Hot Spot for Advancement for Women/Minorities: Y

**LOCATIONS:** ("Y" = Yes)

West:	Southwest:	Midwest:	Southeast:	Northeast:	International:
					Y

**CURRENT GROUP LLC**

www.currentgroup.com

Industry Group Code: 33411 Ranks within this company's industry group: Sales: Profits:

<b>Financial Services:</b> Stock Brokerage: Mortgages/Loans: Banking: Insurance: Credit Cards:	<b>Information:</b> Portal/News: Communities: Search Engine: Financial Data Pub.: Broadcasting/Music:	<b>Technology:</b> Hardware: Software: Specialty Equipment: Distributor:	<b>Services:</b> Payments/Markets: Consulting: Advertising/Mktg.: Outsourcing: Other:	<b>Retailing:</b> Retailer: Auctions: Tickets/Travel: Automobiles:	<b>Telecommunications:</b> Internet Service Provider: Web Site Services: Specialty Telecom:	Y
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**TYPES OF BUSINESS:**

Smart Grid Management Software  
BPL Management Software

**BRANDS/DIVISIONS/AFFILIATES:**

CURRENT Technologies International GmbH  
CURRENT OpenGrid  
SmartGridCity  
Xcel Energy, Inc.  
CURRENT System Optimization  
CURRENT Distribution Management  
CURRENT Smart Grid

**CONTACTS:** *Note: Officers with more than one job title may be intentionally listed here more than once.*

Tom Casey, CEO  
Charles Mancini, CFO  
Anthony Keefe, CIO  
James Mollenkopf, CTO  
Brian Deaver, VP-Prod. Mgmt.  
Thomas Willie, Sr. VP-Eng. & Tech.  
Jay Birnbaum, General Counsel/Sr. VP/Sec.  
Brendon Herron, VP-Corp. Dev. & Strategy  
David Kreiss, VP-Utility Systems  
David Mulder, VP-Utility Solutions Delivery  
Mae Squier-Dow, Sr. VP-Bus. Solutions  
Matt Dinsmore, VP-Corp. & Prod. Strategy  
Angel Hernandez, Gen. Mgr.-CURRENT Tech. Int'l

**Phone:** 301-944-2700      **Fax:** 301-944-2701

**Toll-Free:****Address:** 20420 Century Blvd., Germantown, MD 20874 US**GROWTH PLANS/SPECIAL FEATURES:**

CURRENT Communications Group, LLC, supplies broadband over powerline (BPL) services to electric distribution companies around the world. CURRENT offer four solutions: Smart Grid/OpenGrid, distribution management, system optimization and sensing/communications. CURRENT Smart Grid Services allows electric distributors to analyze and control every aspect of their BPL network (called a Smart Grid), providing outage detection and restoration, automated meter reading, load management, voltage readings, geographic information systems and security monitoring. With the company's new software solution, CURRENT OpenGrid, the Smart Grid can be integrated into any grid device, including intelligent sensors, capacitor banks and tap changers. CURRENT Distribution Management offers utility providers planning; operational improvements; condition-based asset maintenance; and enhanced outage prevention, detection and restoration. CURRENT System Optimization solutions allow utility companies to adjust voltage and other grid operating factors based on real-time conditions throughout the distribution system. The firm's sensing/communications services provide the distributed analysis and communications necessary for a Smart Grid by offering intelligent voltage and current sensing integrated with IP real-time communications solutions. The firm's Swiss subsidiary, CURRENT Technologies International GmbH, promotes CURRENT's business in Europe and its research and development partnerships. In April 2009, Xcel Energy, Inc., a large utility company, agreed to use the firm's Smart Grid technology to make Boulder, Colorado, the first fully integrated Smart Grid city in the U.S.; the project is called SmartGridCity.

**FINANCIALS:** Sales and profits are in thousands of dollars—add 000 to get the full amount. 2009 Note: Financial information for 2009 was not available for all companies at press time.

2009 Sales: \$	2009 Profits: \$
2008 Sales: \$	2008 Profits: \$
2007 Sales: \$	2007 Profits: \$
2006 Sales: \$	2006 Profits: \$
2005 Sales: \$	2005 Profits: \$

**U.S. Stock Ticker:** Private**Int'l Ticker:** Int'l Exchange:

Employees:

Fiscal Year Ends:

Parent Company:

**SALARIES/BENEFITS:**

Pension Plan:	ESOP Stock Plan:	Profit Sharing:	Top Exec. Salary: \$	Bonus: \$
Savings Plan:	Stock Purch. Plan:		Second Exec. Salary: \$	Bonus: \$

**OTHER THOUGHTS:**

Apparent Women Officers or Directors: 1  
Hot Spot for Advancement for Women/Minorities:

**LOCATIONS:** ("Y" = Yes)

West:	Southwest:	Midwest:	Southeast:	Northeast:	International:
				Y	Y

**CYBER COMMUNICATIONS INC**

www.cci.co.jp

Industry Group Code: 541810E Ranks within this company's industry group: Sales: 2 Profits: 1

<b>Financial Services:</b> Stock Brokerage: Mortgages/Loans: Banking: Insurance: Credit Cards:	<b>Information:</b> Portal/News: Communities: Search Engine: Financial Data Pub.: Broadcasting/Music:	<b>Technology:</b> Hardware: Software: Specialty Equipment: Distributor:	<b>Services:</b> Payments/Markets: Consulting: Advertising/Mktg.: Outsourcing: Other:	<b>Retailing:</b> Retailer: Auctions: Tickets/Travel: Automobiles:	<b>Telecommunications:</b> Internet Service Provider: Web Site Services: Specialty Telecom:
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**TYPES OF BUSINESS:**

Internet Advertising  
Marketing Support  
Travel Agencies  
Software Development  
Insert Advertising  
RSS Feed Advertising

**BRANDS/DIVISIONS/AFFILIATES:**

Dentsu Inc

**GROWTH PLANS/SPECIAL FEATURES:**

Cyber Communications, Inc. (CCI), based in Japan, is an Internet advertising company focused on buying, marketing and selling Internet advertising space as well as providing advertising delivery technology and support services. The company is a wholly-owned subsidiary of Dentsu, Inc. CCI operates through two subsidiaries: Criteria Communications, Inc., which operates the Internet advertising media planning and purchasing business and DA Search & Link, Inc. (DASL), which offers interactive marketing services. CCI's specialties include banner text ads, video podcasts, mobile, CGM, email, and listening services. In July 2009, the company was acquired by Dentsu, Inc.

**CONTACTS:** *Note: Officers with more than one job title may be intentionally listed here more than once.*

Hideyuki Nagasawa, CEO/Exec. Officer  
Akio Niizawa, COO/Exec. Officer  
Hideyuki Nagasawa, Pres.  
Tetsuji Suda, CFO/Exec. Officer  
Hiroto Hayashi, Exec. Officer/Gen. Mgr.-Sales Headquarters  
Chiaki Kobayashi, Chief Tech. Strategy Officer/Exec. Officer  
Takashi Hirai, Exec. Officer/Gen. Mgr.-Media Headquarters  
Keiichi Yamashita, Exec. Officer  
Kimitsugu Abe, Exec. Officer/Gen. Mgr.-Mktg. Solutions  
Yoshitaka Wantanabe, Exec. Officer/Gen. Mgr.-Sales Headquarters

Phone: 81-3-5425-6111 Fax: 81-3-5425-6110

**Toll-Free:**

Address: 7F, Comodio Shiodome, 2-14-1, Higashi-shinbashi, Minato-ku, 105-0021 Japan

**FINANCIALS:** Sales and profits are in thousands of dollars—add 000 to get the full amount. 2009 Note: Financial information for 2009 was not available for all companies at press time.

2009 Sales: \$	2009 Profits: \$
2008 Sales: \$517,600	2008 Profits: \$6,100
2007 Sales: \$488,500	2007 Profits: \$3,000
2006 Sales: \$403,200	2006 Profits: \$12,400
2005 Sales: \$	2005 Profits: \$

**U.S. Stock Ticker: Subsidiary**  
**Int'l Ticker:** Int'l Exchange:  
Employees:  
Fiscal Year Ends: 3/31  
Parent Company: DENTSU INC

**SALARIES/BENEFITS:**

Pension Plan:	ESOP Stock Plan:	Profit Sharing:	Top Exec. Salary: \$	Bonus: \$
Savings Plan:	Stock Purch. Plan:		Second Exec. Salary: \$	Bonus: \$

**OTHER THOUGHTS:**

Apparent Women Officers or Directors:  
Hot Spot for Advancement for Women/Minorities:

**LOCATIONS: ("Y" = Yes)**

West:	Southwest:	Midwest:	Southeast:	Northeast:	International:
					Y



**CYBERSOURCE CORP**

www.cybersource.com

Industry Group Code: 511210 Ranks within this company's industry group: Sales: 1 Profits: 1

<b>Financial Services:</b> Stock Brokerage: Mortgages/Loans: Banking: Insurance: Credit Cards:	<b>Information:</b> Portal/News: Communities: Search Engine: Financial Data Pub.: Broadcasting/Music:	<b>Technology:</b> Hardware: Software: Specialty Equipment: Distributor:	<b>Services:</b> Payments/Markets: Consulting: Advertising/Mktg.: Outsourcing: Other:	<b>Retailing:</b> Retailer: Auctions: Tickets/Travel: Automobiles:	<b>Telecommunications:</b> Internet Service Provider: Web Site Services: Specialty Telecom:
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**TYPES OF BUSINESS:**

E-Commerce Processing Services & Systems  
Risk Management Solutions  
Credit Card Processing  
Tax Calculation  
Fraud Screening  
Compliance Services  
Consulting Services

**BRANDS/DIVISIONS/AFFILIATES:**

CyberSource Advanced  
CyberSource Essentials  
CyberSource Global Acquiring  
CyberSource Payment Manager  
CyberSource Risk Management Solutions  
CyberSource Professional Services  
Authorize.Net Holdings, Inc.

**CONTACTS:** *Note: Officers with more than one job title may be intentionally listed here more than once.*

William S. McKiernan, CEO  
Scott Cruickshank, COO  
Scott Cruickshank, Pres.  
Steven D. Pellizzer, CFO  
Perry Dembner, Sr. VP-Mktg.  
Greg Pappas, VP-Human Resources  
Robert Ford, CTO  
Robert Ford, Exec. VP-Prod. Dev.  
David J. Kim, General Counsel/VP  
George Barby, VP-Worldwide Oper.  
Michael Orlando, VP-Strategic Markets  
Steven D. Pellizzer, VP-Finance  
Carolyn Brackett, VP-Channels & Alliances  
Kyle Pexton, VP-Financial Analysis & Planning  
Kirsten Fry-Sanchez, VP-Prod. Mgmt.  
John Bodine, Sr. VP-Worldwide Sales  
William S. McKiernan, Chmn.

**Phone:** 650-965-6000 **Fax:** 650-625-9145**Toll-Free:** 888-330-2300**Address:** 1295 Charleston Rd., Mountain View, CA 94043 US**FINANCIALS:** Sales and profits are in thousands of dollars—add 000 to get the full amount. 2009 Note: Financial information for 2009 was not available for all companies at press time.

2009 Sales: \$265,136	2009 Profits: \$10,965
2008 Sales: \$229,026	2008 Profits: \$10,729
2007 Sales: \$116,999	2007 Profits: \$2,429
2006 Sales: \$70,250	2006 Profits: \$14,411
2005 Sales: \$50,511	2005 Profits: \$9,246

**U.S. Stock Ticker:** CYBS  
**Int'l Ticker:** Int'l Exchange:  
Employees: 614  
Fiscal Year Ends: 12/31  
Parent Company:

**SALARIES/BENEFITS:**

Pension Plan:	ESOP Stock Plan:	Profit Sharing:	Top Exec. Salary: \$375,000	Bonus: \$
Savings Plan: Y	Stock Purch. Plan: Y		Second Exec. Salary: \$322,500	Bonus: \$

**OTHER THOUGHTS:**

Apparent Women Officers or Directors: 3  
Hot Spot for Advancement for Women/Minorities: Y

**GROWTH PLANS/SPECIAL FEATURES:**

CyberSource Corp. provides secure electronic payment and risk management services to organizations that sell products and services over the Internet. The company's payment systems allow e-commerce merchants to accept a range of online payment options, including credit cards, electronic checks, and global payment options. CyberSource Payment Solutions offers four product lines. CyberSource Essentials allows businesses to accept payment, mainly major credit cards, via a web site or virtual web terminal. CyberSource Global Acquiring works directly with banks to process credit cards in the U.S. and other regional payment types worldwide, acting as an intermediary for merchants. The CyberSource Payment Manager software processing platform authorizes and settles payments originating from one or more sales channels. Finally, CyberSource Advanced provides a suite of payment products designed for larger merchants. CyberSource Risk Management Solutions range from fully managed services to individual tools designed to help merchants address the growing challenge of online fraud. CyberSource's solutions are available as single components or as fully integrated systems; and can be managed in-house, outsourced, or utilizing both options. CyberSource Professional Services provides business and technical consulting services that include technology selection and systems installation; integrating CyberSource products and services into the merchants' existing internal systems; devising merchant-specific risk management strategies and building custom reporting tools; analyzing the impact of online business on internal processes; disaster recovery planning; and security consulting.

The company offers stock options and an employee stock purchase plan; a 401(k) plan; medical, dental, vision and life insurance; and a cafeteria plan.

**LOCATIONS: ("Y" = Yes)**

West: Y	Southwest:	Midwest:	Southeast:	Northeast:	International: Y
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**DELL INC**

www.dell.com

Industry Group Code: 334111 Ranks within this company's industry group: Sales: 1 Profits: 2

<b>Financial Services:</b> Stock Brokerage: Mortgages/Loans: Banking: Insurance: Credit Cards:	<b>Information:</b> Portal/News: Communities: Search Engine: Financial Data Pub.: Broadcasting/Music:	<b>Technology:</b> Hardware: Software: Specialty Equipment: Distributor:	<b>Services:</b> Payments/Markets: Consulting: Advertising/Mktg.: Outsourcing: Other:	<b>Retailing:</b> Retailer: Auctions: Tickets/Travel: Automobiles:	<b>Telecommunications:</b> Internet Service Provider: Web Site Services: Specialty Telecom:
		Y Y		Y	Y

**TYPES OF BUSINESS:**

Computer Hardware-PCs, Manufacturing  
Direct Sales  
Technical & Support Services  
Online Music Service  
Web Hosting Services  
Printers & Accessories  
Personal Music Players  
Storage Devices

**BRANDS/DIVISIONS/AFFILIATES:**

OptiPlex  
Dell Financial Services L.P.  
Inspiron  
PowerApp  
PowerEdge  
Alienware  
Dell Management Console  
Perot Systems Corporation

**CONTACTS:** *Note: Officers with more than one job title may be intentionally listed here more than once.*

Michael S. Dell, CEO  
Brian T. Gladden, CFO/Sr. VP  
Erin Nelson, Chief Mktg. Officer/Sr. VP  
Andrew Esparza, Sr. VP-Human Resources  
Jeffrey W. Clark, Vice Chmn.-Tech.  
Brad R. Anderson, Sr. VP-Enterprise Prod. Group  
Lawrence P. Tu, General Counsel/Sr. VP  
Jeffrey W. Clark, Vice Chmn.-Oper.  
David L. Johnson, VP-Corp. Strategy  
Paul D. Bell, Pres., Public  
Stephen F. Schuckenbrock, Pres., Large Enterprise  
Stephen Felice, Pres., Small & Medium Bus.  
Peter Altabef, Pres., Dell Svcs.  
Michael S. Dell, Chmn.

<b>Phone:</b> 512-338-4400	<b>Fax:</b> 512-728-3653
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<b>Toll-Free:</b> 800-289-3355
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<b>Address:</b> 1 Dell Way, Round Rock, TX 78682 US
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**GROWTH PLANS/SPECIAL FEATURES:**

Dell, Inc. designs, develops, manufactures, markets, sells and supports a wide range of computing products that in many cases are customized to individual customer requirements. The company's product categories include desktop PCs; servers and networking products; storage; mobility products; and software and peripherals. A few of Dell's products include OptiPlex desktop computers, Alienware, Latitude and Inspiron notebook computers, PowerEdge servers, PowerApp server appliances, Dell Precision workstation products and PowerVault storage products. The company utilizes a direct selling strategy to bypass retailers and middlemen by selling products online directly to end users, and also operates Dell Direct Stores in certain states, as well as in non-U.S. locations. The firm's technology service segment provides customized computer systems, system installation and management, guided technology transitions, online and telephone technical support and next-day on-site product service. Through Dell Financial Services L.P., a wholly-owned subsidiary of Dell, the company is able to offer or arrange various financial services for its business and consumer customers in the U.S. Through the company's ongoing research and development activities, it is able to stay competitive in the technology market. In January 2009, the firm acquired Allin Corporation's Microsoft IT consulting segments for \$12 million. In March 2009, the company launched the Dell Management Console software, which consolidates systems management through only one console and eliminating the need for manual systems management. In July 2009, Dell sold its North American remanufacturing facility in Tennessee to GENCO Supply Chain Solutions. Also in 2009, Dell acquired Perot Systems Corporation, an IT services company.

Employees are offered medical, dental and vision insurance; flexible spending accounts; life insurance; disability coverage; an employee assistance program; free health hotlines; a 401(k) plan; employee discounts on dell products; discounts on group auto and home insurance; fitness discounts; adoption assistance; childcare discounts; and an education assistance program.

**FINANCIALS:** Sales and profits are in thousands of dollars—add 000 to get the full amount. 2009 Note: Financial information for 2009 was not available for all companies at press time.

2009 Sales: \$61,101,000	2009 Profits: \$2,478,000
2008 Sales: \$61,133,000	2008 Profits: \$2,947,000
2007 Sales: \$57,420,000	2007 Profits: \$2,583,000
2006 Sales: \$55,788,000	2006 Profits: \$3,602,000
2005 Sales: \$49,121,000	2005 Profits: \$3,018,000

**U.S. Stock Ticker:** DELL**Int'l Ticker:** Int'l Exchange:

Employees: 88,200

Fiscal Year Ends: 1/31

Parent Company:

**SALARIES/BENEFITS:**

Pension Plan:	ESOP Stock Plan:	Profit Sharing:	Top Exec. Salary: \$931,731	Bonus: \$
Savings Plan:	Stock Purch. Plan:		Second Exec. Salary: \$703,846	Bonus: \$591,231

**OTHER THOUGHTS:**

Apparent Women Officers or Directors: 1

Hot Spot for Advancement for Women/Minorities:

**LOCATIONS:** ("Y" = Yes)

West: Y	Southwest: Y	Midwest: Y	Southeast: Y	Northeast: Y	International: Y
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**DELTATHREE INC**

www.deltathree.com

Industry Group Code: 517919 Ranks within this company's industry group: Sales: 3 Profits: 1

<b>Financial Services:</b> Stock Brokerage: Mortgages/Loans: Banking: Insurance: Credit Cards:	<b>Information:</b> Portal/News: Communities: Search Engine: Financial Data Pub.: Broadcasting/Music:	<b>Technology:</b> Hardware: Software: Specialty Equipment: Distributor:	<b>Services:</b> Payments/Markets: Consulting: Advertising/Mktg.: Outsourcing: Other:	<b>Retailing:</b> Retailer: Auctions: Tickets/Travel: Automobiles:	<b>Telecommunications:</b> Internet Service Provider: Web Site Services: Specialty Telecom: Y
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**TYPES OF BUSINESS:**

Voice over Internet Protocol Telephony Services  
Support Services  
Value-Added Services

**BRANDS/DIVISIONS/AFFILIATES:**

iConnectHere  
Globarange  
PC-to-Phone  
Broadband Phone

**CONTACTS:** *Note: Officers with more than one job title may be intentionally listed here more than once.*

Efraim (Effi) Baruch, Interim CEO  
Efraim (Effi) Baruch, Interim Pres.  
Richard B. Grant, CFO  
Dan Antebi, Sr. VP-Sales & Mktg./Chief Commercial Officer  
Efraim (Effi) Baruch, Sr. VP-Tech.  
Peter Scott Friedman, General Counsel/Corp. Sec.  
Efraim (Effi) Baruch, Sr. VP-Oper.  
Richard B. Grant, Treas.  
Robert Stevanovski, Chmn.

**Phone:** 212-500-4850      **Fax:** 212-500-4888

**Toll-Free:**

**Address:** 419 Lafayette St., 2nd Fl., New York, NY 10003 US

**GROWTH PLANS/SPECIAL FEATURES:**

Deltathree, Inc. is a provider of integrated Voice over Internet Protocol (VoIP) telephony services, products, hosted solutions and infrastructure. The company supports tens of thousands of active users globally through its two primary distribution channels: the service provider and reseller channel and the direct-to-consumer channel. Deltathree offers a suite of private label VoIP products and services as well as a back-office platform for service providers, resellers and corporate customers, such as incumbent telecommunications providers, Internet service providers (ISPs), cable companies, licensed VoIP operators and various corporate enterprises. Based on its customizable VoIP solutions, Deltathree's customers can offer private label telecommunications under a customer's brand name, no brand name, the iConnectHere brand or the Deltathree brand. The company's direct-to-consumer channel includes iConnectHere and joip. Its iConnectHere offering provides VoIP products and services directly to consumers and small businesses online using the same primary platform. Deltathree's joip offering serves as the exclusive VoIP service provider embedded in the Globarange two-line cordless phones of Panasonic Communications Co., Ltd. The company's other VoIP offerings include PC-to-Phone and Broadband Phone. PC-to-Phone enables users to place a call to a standard telephone anywhere in the world directly from a personal computer while remaining online. Broadband Phone is a complete phone replacement solution available to business and consumer customers over the last mile through broadband connections using cable modem, DSL or fixed wireless. During 2008, approximately 54.5% of Deltathree's revenue was derived from international customers, while approximately 45.5% was derived from customers in the U.S.

**FINANCIALS:** Sales and profits are in thousands of dollars—add 000 to get the full amount. 2009 Note: Financial information for 2009 was not available for all companies at press time.

2009 Sales: \$	2009 Profits: \$
2008 Sales: \$20,226	2008 Profits: \$-11,866
2007 Sales: \$29,477	2007 Profits: \$-9,314
2006 Sales: \$37,953	2006 Profits: \$ 507
2005 Sales: \$29,714	2005 Profits: \$- 854

**U.S. Stock Ticker:** DDDC

**Int'l Ticker:** Int'l Exchange:

Employees: 43

Fiscal Year Ends: 12/31

Parent Company:

**SALARIES/BENEFITS:**

Pension Plan:	ESOP Stock Plan:	Profit Sharing:	Top Exec. Salary: \$175,000	Bonus: \$
Savings Plan:	Stock Purch. Plan:		Second Exec. Salary: \$170,416	Bonus: \$

**OTHER THOUGHTS:**

**Apparent Women Officers or Directors:**  
**Hot Spot for Advancement for Women/Minorities:**

**LOCATIONS: ("Y" = Yes)**

West:	Southwest:	Midwest:	Southeast:	Northeast: Y	International: Y
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**DEMAND MEDIA INC**

www.demandmedia.com

Industry Group Code: 511210G Ranks within this company's industry group: Sales: Profits:

<b>Financial Services:</b> Stock Brokerage: Mortgages/Loans: Banking: Insurance: Credit Cards:	<b>Information:</b> Portal/News: Communities: Search Engine: Financial Data Pub.: Broadcasting/Music:	<b>Technology:</b> Hardware: Software: Specialty Equipment: Distributor:	<b>Services:</b> Payments/Markets: Consulting: Advertising/Mktg.: Outsourcing: Other:	<b>Retailing:</b> Retailer: Auctions: Tickets/Travel: Automobiles:	<b>Telecommunications:</b> Internet Service Provider: Web Site Services: Specialty Telecom:
	Y	Y			Y

**TYPES OF BUSINESS:**

Social Media Software &amp; Domain Name Wholesaling

**BRANDS/DIVISIONS/AFFILIATES:**

LiveStrong.com  
eHow.com  
Mania.com  
Trails.com  
Cracked.com  
GolfLink.com  
Pluck 4  
eNom

**CONTACTS:** *Note: Officers with more than one job title may be intentionally listed here more than once.*

Richard Rosenblatt, CEO  
Charles Hilliard, Pres.  
Charles Hilliard, CFO  
Joe Perez, Exec. VP-Prod. Mktg. & Community  
Courtney Montpas, Exec. VP-People Oper.  
Justin Newton, Exec. VP-IT  
Will Ballard, Exec. VP-Tech.  
Will Ballard, Exec. VP-Eng.  
Shawn Colo, Head-Mergers & Acquisitions  
Dave Panos, Exec. VP-Social Media Platforms  
George Stewart, Exec. VP-Branded Ad Sales  
Larry Fitzgibbon, Exec. VP-Demand Brands  
Richard Rosenblatt, Chmn.  
Stephanie Himoff, VP-European Sales & Bus. Dev.

<b>Phone:</b> 310-394-6400	<b>Fax:</b> 310-394-6499
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**Toll-Free:**

<b>Address:</b> 1333 2nd St., Ste. 100, Santa Monica, CA 90401 US
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**GROWTH PLANS/SPECIAL FEATURES:**

Demand Media, Inc. is a distributor of social media solutions. The firm's Demand Studios is a social publishing network for qualified editors, writers and filmmakers. It has over 10,000 contributors that have created over a million unique videos and articles. Demand Media also offers six independent web sites: LiveStrong.com, a health, fitness and lifestyle information site formed in partnership with the Lance Armstrong Foundation; eHow.com, which offers over 170,000 how-to videos to roughly 50 million unique visitors per month; Mania.com, which features reviews and forums on media content related to the genres of science fiction, horror, anime and fantasy; Trails.com, a planning guide for North American self-guided outdoor and adventure travel; Cracked.com, which features comedic articles and videos created by fans and individual content creators; and GolfLink.com, which offers golf tips, videos and descriptions of over 20,000 golf courses/resorts. Demand Media carries three products through two subsidiaries: Pluck 4 and Pluck On Demand through Pluck Corporation and eNom through eNom, Inc. Pluck 4, a social media platform that offers personas, recommendations, forums, groups, blogs, comments, ratings, reviews, photos, and videos aimed at brands, retailers and publishers. Pluck 4 powers over 400 web sites. Pluck on Demand contextually reads pages on a site and offers users links to relevant videos and articles, allowing publishers to earn incremental revenue by adding relevant content and social media to their web sites. ENom is a platform aimed at helping small businesses and individuals set up e-commerce web sites. In July 2009, Demand Media agreed to acquire the domain name Demand.com from Inter123 Corporation. In August 2009, eNom, Inc. introduced RichContent, which offers resellers access to a library of millions of blogs, articles and videos. Also in August 2009, Digital Media acquired a minority interest in CoveritLive, and the companies integrated their software products.

**FINANCIALS:** Sales and profits are in thousands of dollars—add 000 to get the full amount. 2009 Note: Financial information for 2009 was not available for all companies at press time.

2009 Sales: \$	2009 Profits: \$
2008 Sales: \$	2008 Profits: \$
2007 Sales: \$	2007 Profits: \$
2006 Sales: \$	2006 Profits: \$
2005 Sales: \$	2005 Profits: \$

**U.S. Stock Ticker:** Private**Int'l Ticker:** Int'l Exchange:

Employees:

Fiscal Year Ends: 3/31

Parent Company:

**SALARIES/BENEFITS:**

Pension Plan:	ESOP Stock Plan:	Profit Sharing:	Top Exec. Salary: \$	Bonus: \$
Savings Plan: Y	Stock Purch. Plan:		Second Exec. Salary: \$	Bonus: \$

**OTHER THOUGHTS:**

Apparent Women Officers or Directors: 2

Hot Spot for Advancement for Women/Minorities:

**LOCATIONS:** ("Y" = Yes)

West:	Southwest:	Midwest:	Southeast:	Northeast:	International:
Y	Y			Y	Y

**DIALOG**

www.dialog.com

Industry Group Code: 519130 Ranks within this company's industry group: Sales: Profits:

<b>Financial Services:</b> Stock Brokerage: Mortgages/Loans: Banking: Insurance: Credit Cards:	<b>Information:</b> Portal/News: Y Communities: Search Engine: Financial Data Pub.: Broadcasting/Music:	<b>Technology:</b> Hardware: Software: Y Specialty Equipment: Distributor:	<b>Services:</b> Payments/Markets: Consulting: Advertising/Mktg.: Outsourcing: Y Other:	<b>Retailing:</b> Retailer: Auctions: Tickets/Travel: Automobiles:	<b>Telecommunications:</b> Internet Service Provider: Web Site Services: Specialty Telecom:
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**TYPES OF BUSINESS:**

Syndicated Online News Content  
Business News & Information  
Online Publishing Technologies

**BRANDS/DIVISIONS/AFFILIATES:**

ProQuest Company  
Dialog  
Cambridge Information Group

**CONTACTS:** *Note: Officers with more than one job title may be intentionally listed here more than once.*

Morten Nicolaisen, VP-Global Sales  
Julie Janusz, VP-Tech.  
Lynn Christie, VP/Mgr.-Global Prod.  
Morten Nicolaisen, VP-Acct. Mgmt.  
Suzanne BeDell, Gen. Mgr.-Dialog  
Libby Trudell, VP-Mktg. & Knowledge Center  
Geoffrey Dick, Dir.-Publisher Rel.  
Eddie Watkins, Dir.-Platform Mgmt.

**Phone:** 919-804-6400 **Fax:** 919-804-6410**Toll-Free:** 800-334-2564**Address:** 2250 Perimeter Park Dr., Ste. 300, Morrisville, NC 27560 US**GROWTH PLANS/SPECIAL FEATURES:**

Dialog, a subsidiary of ProQuest, is a leading supplier of syndicated content services and electronic business publishing technologies. Its services allow customers to create content for millions of users through a variety of high-technology media, such as intranets, web sites, extranets, desktop applications and distribution channels. The company's over 1,400 customers can be split into two groups: employees of large organizations and visitors to web sites. The company's services and content are designed to appeal to specialized audiences, encourage return visits and result in increased purchases and business traffic. The company offers 900 Deep Web databases with 1.4 billion unique records, which assist customers researching the fields of business; intellectual property; science and technology; and news and trade journals. In business, Dialog offers detailed information on 500,000 companies, as well as financial information for 14 million companies worldwide. In intellectual properties, the firm offers copyright and trademark information for 14 countries as well as the World Intellectual Property Organization (WIPO) and European Community; 15 million patents in 60 countries; and English versions of Japanese trademarks and Korean patent application abstracts. Science and technology covers all manner of research, including breakthroughs, drug interactions, review abstracts, full text articles, numerical data and other information. News and trade journals include the full text from more than 200 newspapers including The New York Times and Le Monde; and newswire services from all the major providers, such as Reuters and AP. Dialog operates in 27 countries worldwide. The company was recently acquired by Proquest Company, part of the Cambridge Information Group.

**FINANCIALS:** Sales and profits are in thousands of dollars—add 000 to get the full amount. 2009 Note: Financial information for 2009 was not available for all companies at press time.

2009 Sales: \$	2009 Profits: \$
2008 Sales: \$	2008 Profits: \$
2007 Sales: \$	2007 Profits: \$
2006 Sales: \$	2006 Profits: \$
2005 Sales: \$	2005 Profits: \$

**U.S. Stock Ticker:** Subsidiary

Int'l Ticker: Int'l Exchange:

Employees:

Fiscal Year Ends: 12/31

Parent Company: PROQUEST COMPANY

**SALARIES/BENEFITS:**

Pension Plan:	ESOP Stock Plan:	Profit Sharing:	Top Exec. Salary: \$	Bonus: \$89,780
Savings Plan:	Stock Purch. Plan:		Second Exec. Salary: \$	Bonus: \$

**OTHER THOUGHTS:**

Apparent Women Officers or Directors: 4  
Hot Spot for Advancement for Women/Minorities: Y

**LOCATIONS:** ("Y" = Yes)

West:	Southwest:	Midwest:	Southeast:	Northeast:	International:
Y	Y	Y		Y	Y

**DIGITAL INSIGHT CORP**

www.digitalinsight.com

Industry Group Code: 511210 Ranks within this company's industry group: Sales: Profits:

<b>Financial Services:</b> Stock Brokerage: Mortgages/Loans: Banking: Insurance: Credit Cards:	<b>Information:</b> Portal/News: Communities: Search Engine: Financial Data Pub.: Broadcasting/Music:	<b>Technology:</b> Hardware: Software: Specialty Equipment: Distributor:	<b>Services:</b> Payments/Markets: Consulting: Advertising/Mktg.: Outsourcing: Other:	<b>Retailing:</b> Retailer: Auctions: Tickets/Travel: Automobiles:	<b>Telecommunications:</b> Internet Service Provider: Web Site Services: Specialty Telecom:
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**TYPES OF BUSINESS:**

Software-Internet-Based Banks  
Internet Banking Services  
e-Commerce Web Site Design  
Lending Services  
Internet Service Security  
Wireless Banking Services

**BRANDS/DIVISIONS/AFFILIATES:**

Intuit Inc  
FinanceWorks

**CONTACTS:** *Note: Officers with more than one job title may be intentionally listed here more than once.*

Sasan K. Goodarzi, Pres.  
CeCe Morken, Exec. VP-Mktg. & Sales  
William Kontgis, CIO/Sr. VP  
Katherine Jansen, Sr. VP-Bus. Dev. & Strategy  
Tobin Lee, Mgr.-Corp. Comm.

**Phone:** 818-871-0000 **Fax:** 818-878-7555

**Toll-Free:** 888-344-4674

**Address:** 26025 Mureau Rd., Calabasas, CA 91302 US

**GROWTH PLANS/SPECIAL FEATURES:**

Digital Insight, Inc., a subsidiary of Intuit, Inc., is an outsourced provider of Internet banking software and services to community financial institutions. The company's outsourcing operations include three main product lines: online banking for consumers, which also includes bill payment and bill presentment, check imaging and account-to-account transfers; online banking for businesses, now referred to as online corporate banking (also referred to as online cash management); and online lending for consumer loans. Digital Insight also offers online corporate banking products to large financial institutions, available either as a licensed software implementation or hosted in data centers; web site development; and hosting and marketing programs. The firm's product line is adaptable to serve all tiers of financial institutions and their business customers. Support products and services for consumer and business online banking include web portal technology, wireless capability, target marketing, professional services and web site development/maintenance. Its software products are hosted in-house in the company's data center and delivered as an on-demand service offering to client financial institutions. In recent years, Digital Insight was acquired by Intuit for approximately \$1.3 billion. In September 2008, the firm released FinanceWorks, which is powered by Quicken, an Intuit product. FinanceWorks allows customers to manage all their financial accounts in one place in order to more easily budget, control spending and save.

Digital Insight offers its employees a 401(k) plan, an employee stock purchase plan, an employee assistance program, tuition assistance, product discounts, adoption assistance, a fitness incentive and medical, vision and dental insurance.

**FINANCIALS:** Sales and profits are in thousands of dollars—add 000 to get the full amount. 2009 Note: Financial information for 2009 was not available for all companies at press time.

2009 Sales: \$	2009 Profits: \$	<b>U.S. Stock Ticker:</b> Subsidiary <b>Int'l Ticker:</b> Int'l Exchange: Employees: Fiscal Year Ends: 12/31 Parent Company: INTUIT INC
2008 Sales: \$	2008 Profits: \$	
2007 Sales: \$	2007 Profits: \$	
2006 Sales: \$	2006 Profits: \$	
2005 Sales: \$213,971	2005 Profits: \$26,541	

**SALARIES/BENEFITS:**

Pension Plan: ESOP Stock Plan: Profit Sharing: Top Exec. Salary: \$ Bonus: \$  
Savings Plan: Y Stock Purch. Plan: Y Second Exec. Salary: \$ Bonus: \$

**OTHER THOUGHTS:**

Apparent Women Officers or Directors: 2  
Hot Spot for Advancement for Women/Minorities: Y

**LOCATIONS:** ("Y" = Yes)

West:	Southwest:	Midwest:	Southeast:	Northeast:	International:
Y			Y		

**DIGITAL RIVER INC**

www.digitalriver.com

Industry Group Code: 518210 Ranks within this company's industry group: Sales: 9 Profits: 5

<b>Financial Services:</b> Stock Brokerage: Mortgages/Loans: Banking: Insurance: Credit Cards:	<b>Information:</b> Portal/News: Communities: Search Engine: Financial Data Pub.: Broadcasting/Music:	<b>Technology:</b> Hardware: Software: Specialty Equipment: Distributor:	<b>Services:</b> Payments/Markets: Consulting: Advertising/Mktg.: Outsourcing: Other:	<b>Retailing:</b> Retailer: Auctions: Tickets/Travel: Automobiles:	<b>Telecommunications:</b> Internet Service Provider: Web Site Services: Specialty Telecom:
		Y	Y Y		Y

**TYPES OF BUSINESS:**

E-Commerce Software  
E-Commerce Outsourcing  
Digital Software Delivery  
Web Development  
Marketing & Merchandising Services  
Fraud Screening  
Transaction Processing

**BRANDS/DIVISIONS/AFFILIATES:**

BlueHornet Networks, Inc.  
MindVision, Inc.  
DirectTrack  
Fireclick  
KeywordMax  
element 5, Inc.

**CONTACTS:** *Note: Officers with more than one job title may be intentionally listed here more than once.*

Joel A. Ronning, CEO  
Thomas Donnelly, CFO  
Kevin L. Crudden, General Counsel/VP  
Joel A. Ronning, Chmn.

**Phone:** 952-253-1234**Fax:** 952-253-8497**Toll-Free:****Address:** 9625 W. 76th St., Ste. 150, Eden Prairie, MN 55344 US**GROWTH PLANS/SPECIAL FEATURES:**

Digital River, Inc. provides outsourced e-commerce services primarily in the software and high-tech products markets. Its primary offering is a suite of software that enables its clients to deliver software to customers digitally. Digital River's offerings include a complete range of services needed to conduct business online: Online store design, development and hosting; store merchandising and optimization; order management; fraud prevention screening; export controls and management; tax management; digital product delivery via download; physical product fulfillment; multi-lingual customer service; e-mail marketing; web site optimization; web analytics; and payment processing. The company's client list includes firms covering a wide variety of industries, such as Absolute Software Corporation; Adobe Systems, Inc.; Aspyr Media, Inc.; Autodesk, Inc.; Canon Europa N.V.; Computer Associates; Cyber Patrol, LLC; Eastman Kodak Company; Electronic Arts, Inc.; Lexmark, Inc.; Microsoft Corporation; SanDisk Corporation; Smith Micro Software, Inc.; Symantec Corporation, and Trend Micro, Inc. The firm also offers a number of services through its subsidiaries, including BlueHornet Networks, Inc., which is a provider of e-mail marketing services; MindVision, Inc., which provides software delivery tools and outsourced e-commerce services; DirectTrack, which offers affiliate marketing and tracking services; Fireclick, which specializes in web analytics; element 5, Inc., a provider of outsourcing services; and KeywordMax, which works in advertising.

Digital River offers its employees medical, dental and vision coverage; a 401(k) plan; an employee stock purchase plan; life insurance; short- and long-term disability; an on-site fitness center; and a cafeteria plan.

**FINANCIALS:** Sales and profits are in thousands of dollars—add 000 to get the full amount. 2009 Note: Financial information for 2009 was not available for all companies at press time.

2009 Sales: \$403,766	2009 Profits: \$53,042
2008 Sales: \$394,226	2008 Profits: \$63,595
2007 Sales: \$349,275	2007 Profits: \$70,814
2006 Sales: \$307,632	2006 Profits: \$60,810
2005 Sales: \$220,408	2005 Profits: \$56,512

**U.S. Stock Ticker:** DRIV**Int'l Ticker:** Int'l Exchange:

Employees: 1,335

Fiscal Year Ends: 12/31

Parent Company:

**SALARIES/BENEFITS:**

Pension Plan:	ESOP Stock Plan:	Profit Sharing:	Top Exec. Salary: \$450,000	Bonus: \$361,856
Savings Plan: Y	Stock Purch. Plan: Y		Second Exec. Salary: \$300,000	Bonus: \$192,990

**OTHER THOUGHTS:**

Apparent Women Officers or Directors: 1  
Hot Spot for Advancement for Women/Minorities:

**LOCATIONS:** ("Y" = Yes)

West:	Southwest:	Midwest:	Southeast:	Northeast:	International:
Y		Y			Y

**DIGITAL SKY TECHNOLOGIES**

www.dst-global.com

Industry Group Code: 519130 Ranks within this company's industry group: Sales: Profits:

<b>Financial Services:</b> Stock Brokerage: Mortgages/Loans: Banking: Insurance: Credit Cards:	<b>Information:</b> Portal/News: Communities: Search Engine: Financial Data Pub.: Broadcasting/Music:	<b>Technology:</b> Hardware: Software: Specialty Equipment: Distributor:	<b>Services:</b> Payments/Markets: Consulting: Advertising/Mktg.: Outsourcing: Other:	<b>Retailing:</b> Retailer: Auctions: Tickets/Travel: Automobiles:	<b>Telecommunications:</b> Internet Service Provider: Web Site Services: Specialty Telecom:
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**TYPES OF BUSINESS:**

Internet Web Site Holding Company

**BRANDS/DIVISIONS/AFFILIATES:**

Mail.ru  
Forticom Group  
Vkontakte.ru  
Astrum Online Entertainment  
OE Investments  
HeadHunter.ru

**CONTACTS:** *Note: Officers with more than one job title may be intentionally listed here more than once.*

Yuri Milner, CEO  
Gregory Finger, Pres.  
Verdi Israelian, Head-Russian Oper.

**Phone:** 44-203-178-2601**Fax:****Toll-Free:****Address:** 4 Hill St., London, W1J5NE UK**GROWTH PLANS/SPECIAL FEATURES:**

Digital Sky Technologies (DST) is a holding company that specializes in Russian language Internet assets, such as social networking web sites and e-payment systems. Since it was founded in 2005, DST has raised and invested over \$1 billion in 30 companies, including the following. Mail.ru primarily operates a free e-mail service with 50 million subscribers, as well as offering 40 other products, including massively multiplayer online role playing games (MMORPGs), social networking features, instant messaging services and search functions. The site has an average traffic rate of 12 million daily visitors. Forticom Group operates social networking sites in the Commonwealth of Independent States (CIS), including One.lv and One.it in the Baltic region, Nasza-Klasa.pl in Poland and Odnoklassniki.ru available across the CIS. Vkontakte.ru is a social networking site with 37 million registered users. It is among the world's most popular web sites, with 9.5 million daily visitors and 1.5 billion daily page views. Astrum Online Entertainment operates more than 30 free MMORPGs, including TimeZero, DJ Games, IT Territory and Nival Online. It has 20 million registered users and typically adds 50,000 new players daily. OE Investments operates E-Port and OSMP, which are among Russia's leading e-payment systems. It also owns two related assets: Direct Contact, which offers on-terminal advertising services for e-payment systems, and Mobile Wallet, which operates a mobile payment system. HeadHunter.ru is a job site offering employment classifieds and related services for job seekers and employers in Russia, Kazakhstan, Belarus and Ukraine. Lastly, the Center for Economic Development (CED) offers business (B2B) services for small to large enterprises, primarily e-commerce platforms for online trading. The company maintains two offices, one each in London and Moscow. In March 2009, Mail.ru began offering Astrum's MMORPG Legend: Legacy of Dragons to its users. In May 2009, DST acquired 1.96% of Facebook.com for \$200 million.

**FINANCIALS:** Sales and profits are in thousands of dollars—add 000 to get the full amount. 2009 Note: Financial information for 2009 was not available for all companies at press time.

2009 Sales: \$  
2008 Sales: \$  
2007 Sales: \$  
2006 Sales: \$  
2005 Sales: \$

2009 Profits: \$  
2008 Profits: \$  
2007 Profits: \$  
2006 Profits: \$  
2005 Profits: \$

**U.S. Stock Ticker:** Private**Int'l Ticker:** Int'l Exchange:

Employees:

Fiscal Year Ends:

Parent Company:

**SALARIES/BENEFITS:**

Pension Plan:  
Savings Plan:

ESOP Stock Plan:  
Stock Purch. Plan:

Profit Sharing:

Top Exec. Salary: \$

Second Exec. Salary: \$

Bonus: \$

Bonus: \$

**OTHER THOUGHTS:****Apparent Women Officers or Directors:****Hot Spot for Advancement for Women/Minorities:****LOCATIONS:** ("Y" = Yes)

West:	Southwest:	Midwest:	Southeast:	Northeast:	International:
					Y



**DIGITAS INC**

www.digitas.com

Industry Group Code: 5418 Ranks within this company's industry group: Sales: Profits:

<b>Financial Services:</b> Stock Brokerage: Mortgages/Loans: Banking: Insurance: Credit Cards:	<b>Information:</b> Portal/News: Communities: Search Engine: Financial Data Pub.: Broadcasting/Music:	<b>Technology:</b> Hardware: Software: Specialty Equipment: Distributor:	<b>Services:</b> Payments/Markets: Consulting: Advertising/Mktg.: Outsourcing: Other:	<b>Retailing:</b> Retailer: Auctions: Tickets/Travel: Automobiles:	<b>Telecommunications:</b> Internet Service Provider: Web Site Services: Specialty Telecom:
			Y Y		Y

**TYPES OF BUSINESS:**

Database Marketing Services  
Strategic Consulting Services  
Customer Relationship Management  
Online Advertising & Marketing Services  
E-Commerce Platforms, Web Design & Development

**BRANDS/DIVISIONS/AFFILIATES:**

Publicis Groupe  
Digitas Health  
iBase  
Prodigious  
Webformance  
Tribal  
Solutions Digitas

**CONTACTS:** *Note: Officers with more than one job title may be intentionally listed here more than once.*

Laura Lang, CEO  
Joe Tomasulo, CFO  
Seth Solomons, Chief Mktg. Officer  
Mark Beeching, Chief Creative Officer  
Colin Kinsella, Pres., Digitas North America  
Joanne Zaiac, Pres., New York  
Tony Weisman, Pres., Chicago  
Stephan Beringer, Pres., Digitas Int'l

**Phone:** 617-867-1000**Fax:****Toll-Free:****Address:** 33 Arch St., Boston, MA 02110 US**GROWTH PLANS/SPECIAL FEATURES:**

Digitas Inc., a subsidiary of Publicis Groupe, is a leading digital and direct marketing agency. The firm is headquartered out of Boston, Massachusetts and has offices in Atlanta, Chicago, Detroit, New York and Stamford, Connecticut. It also has international locations in Australia, Brazil, France, China, India, Japan, Sweden and the U.K. Its marketing channels include direct mail, web sites, online advertising, e-mail, print advertising, television commercials and events and promotions. The firm's subsidiaries and brands include Digitas Health, a marketing agency brand for healthcare; Prodigious, an Internet technology marketing firm; Solutions Digitas, a company that offers services including customer data analytics, creative design, events and promotions, retail marketing, eMarketing and channel management; iBase, an Internet data system Tribal, a Brazilian digital communication company that offers strategic planning services, interactive campaigns and marketing of advanced technologies; and Webformance, electronic marketing firm in France. Digitas specializes in creating marketing engines that drive customer acquisition, cross-sell, loyalty, affinity and customer care operations across digital and direct media for its Fortune 500 clientele.

**FINANCIALS:** Sales and profits are in thousands of dollars—add 000 to get the full amount. 2009 Note: Financial information for 2009 was not available for all companies at press time.

2009 Sales: \$	2009 Profits: \$
2008 Sales: \$	2008 Profits: \$
2007 Sales: \$	2007 Profits: \$
2006 Sales: \$	2006 Profits: \$
2005 Sales: \$565,500	2005 Profits: \$40,900

**U.S. Stock Ticker:** Subsidiary**Int'l Ticker:** Int'l Exchange:

Employees:

Fiscal Year Ends: 12/31

Parent Company: PUBLICIS GROUPE SA

**SALARIES/BENEFITS:**

Pension Plan:	ESOP Stock Plan:	Profit Sharing:	Top Exec. Salary: \$	Bonus: \$
Savings Plan:	Stock Purch. Plan:		Second Exec. Salary: \$	Bonus: \$

**OTHER THOUGHTS:**

Apparent Women Officers or Directors: 9  
Hot Spot for Advancement for Women/Minorities: Y

**LOCATIONS:** ("Y" = Yes)

West:	Southwest:	Midwest:	Southeast:	Northeast:	International:
		Y	Y	Y	Y

**DIRECTV GROUP INC (THE)**

www.directv.com

Industry Group Code: 517110 Ranks within this company's industry group: Sales: 4 Profits: 5

<b>Financial Services:</b> Stock Brokerage: Mortgages/Loans: Banking: Insurance: Credit Cards:	<b>Information:</b> Portal/News: Communities: Search Engine: Financial Data Pub.: Broadcasting/Music:	<b>Technology:</b> Hardware: Software: Specialty Equipment: Distributor:	<b>Services:</b> Payments/Markets: Consulting: Advertising/Mktg.: Outsourcing: Other:	<b>Retailing:</b> Retailer: Auctions: Tickets/Travel: Automobiles:	<b>Telecommunications:</b> Internet Service Provider: Web Site Services: Specialty Telecom:	Y
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**TYPES OF BUSINESS:**

Satellite Broadcasting  
Commercial Satellite Fleet  
Satellite-Based Internet Services  
Digital Television

**BRANDS/DIVISIONS/AFFILIATES:**

Liberty Media Corp  
DIRECTV U.S.  
DIRECTV Latin America  
PanAmericana  
Sky Brasil Servicos Ltda.  
Innova, S. de R.L. de C.V.  
Sat-Go  
180 Connect Inc

**CONTACTS:** *Note: Officers with more than one job title may be intentionally listed here more than once.*

Michael White, CEO  
Michael White, Pres.  
Patrick T. Doyle, CFO/Exec. VP  
Romulo G. Pontual, CTO/Exec. VP  
Larry D. Hunter, General Counsel/Corp. Sec./Exec. VP  
Michael W. Palkovic, Exec. VP-Oper.  
J. William Little, Sr. VP-Bus. Dev./Treas.  
Robert Mercer, Press Contact  
John Murphy, Chief Acct. Officer/Controller/Sr. VP  
J. William Little, Treas./Sr. VP  
John C. Malone, Chmn.  
Bruce B. Churchill, Exec. VP/Pres., DIRECTV Latin America

**Phone:** 212-462-5200      **Fax:** 310-535-5225

**Toll-Free:**

**Address:** 2230 E. Imperial Hwy., El Segundo, CA 90245-0956 US

**GROWTH PLANS/SPECIAL FEATURES:**

The DIRECTV Group, Inc. is one of the world's top providers of digital television entertainment and wireless systems. The company's two business segments, DIRECTV U.S. and DIRECTV Latin America (DTVLA), are engaged in digital entertainment programming via satellite for residential and commercial subscribers. DIRECTV U.S. is the one of the largest providers of direct-to-home digital television services, with over 17.6 million U.S. subscribers and approximately 2,000 digital video and audio channels, including about 200 basic and music channels, 40 premium movie channels, more than 50 regional and specialty sports networks and over 125 Spanish and other foreign language channels. There are also dozens of pay-per-view movie and event choices, and about 130 national high-definition television channels. DTVLA is comprised of PanAmericana, which provides services in Venezuela, Argentina, Chile, Colombia, Puerto Rico and certain other countries through wholly-owned subsidiary DIRECTV Latin America, LLC. PanAmericana also operates through 74%-owned subsidiary Sky Brasil Servicos Ltda. (Sky Brazil); and 41%-owned subsidiary Innova, S. de R.L. de C.V. (Sky Mexico). PanAmericana has approximately 2.2 million subscribers; Sky Brazil, 1.6 million; and Sky Mexico, 1.8 million. The firm is considering the launch of a massive, wireless voice and data network, probably based on WiMAX, which would offer bundled services including TV, phone and Internet access. The company is 54%-owned by Liberty Media Corporation. In May 2009, Liberty Media and DIRECTV announced plans to merge DIRECTV with Liberty Entertainment, Inc., a newly created subsidiary of Liberty Media, with Liberty Entertainment to be ultimately spun off from Liberty Media. The spin-off company, which will benefit from a simplified ownership structure, will also control certain regional sports and programming assets formerly held by Liberty Media.

Employees of the firm are offered medical, dental and vision coverage; flexible spending accounts; wellness and employee assistance programs; education assistance; and adoption benefits.

**FINANCIALS:** Sales and profits are in thousands of dollars—add 000 to get the full amount. 2009 Note: Financial information for 2009 was not available for all companies at press time.

2009 Sales: \$	2009 Profits: \$
2008 Sales: \$19,693,000	2008 Profits: \$1,515,000
2007 Sales: \$17,246,000	2007 Profits: \$1,451,000
2006 Sales: \$14,755,500	2006 Profits: \$1,420,100
2005 Sales: \$13,164,500	2005 Profits: \$335,900

**U.S. Stock Ticker:** DTV  
**Int'l Ticker:** Int'l Exchange:  
Employees: 13,000  
Fiscal Year Ends: 12/31  
Parent Company:

**SALARIES/BENEFITS:**

Pension Plan: Y      ESOP Stock Plan:      Profit Sharing:      Top Exec. Salary: \$2,291,620      Bonus: \$3,500,000  
Savings Plan: Y      Stock Purch. Plan:      Second Exec. Salary: \$1,136,188      Bonus: \$1,256,000

**OTHER THOUGHTS:**

**Apparent Women Officers or Directors:**  
**Hot Spot for Advancement for Women/Minorities:**

**LOCATIONS: ("Y" = Yes)**

West:	Southwest:	Midwest:	Southeast:	Northeast:	International:
Y	Y	Y	Y	Y	Y

**DITECH.COM**

www.ditech.com

Industry Group Code: 522310E Ranks within this company's industry group: Sales: Profits:

<b>Financial Services:</b> Stock Brokerage: Mortgages/Loans: Y Banking: Insurance: Credit Cards:	<b>Information:</b> Portal/News: Communities: Search Engine: Financial Data Pub.: Broadcasting/Music:	<b>Technology:</b> Hardware: Software: Specialty Equipment: Distributor:	<b>Services:</b> Payments/Markets: Consulting: Advertising/Mktg.: Outsourcing: Other:	<b>Retailing:</b> Retailer: Auctions: Tickets/Travel: Automobiles:	<b>Telecommunications:</b> Internet Service Provider: Web Site Services: Specialty Telecom:
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**TYPES OF BUSINESS:**

Mortgage Origination  
Direct Lending  
Online Services

**BRANDS/DIVISIONS/AFFILIATES:**

GMAC Mortgage Corporation  
ditechatwork.com  
Real Life Plan

**CONTACTS:** *Note: Officers with more than one job title may be intentionally listed here more than once.*

Richard D. Powers, Gen. Mgr./Sr. VP  
Phil Armstrong, VP-Mktg.

**Phone:** 714-800-5800 **Fax:** 714-800-5801

**Toll-Free:** 800-803-7656

**Address:** 3200 Park Ctr. Dr., Ste. 150, Costa Mesa, CA 92626  
US

**GROWTH PLANS/SPECIAL FEATURES:**

Ditech.com, a business unit of GMAC Mortgage Corporation, is a leader in the direct lending industry. As a direct lender, customers are offered mortgages without the intermediary of a broker. The company offers a variety of products, including first mortgages, fixed-rate second mortgages, variable equity lines of credit and no-closing-cost-option equity seconds. Its online capabilities allow customers to communicate with loan agents from home, work or on the road and provide 24-hour-a-day access to information, loan calculator tools and customer service. Customers are asked to take part in a five-step process which involves determining the customer's purchasing power; the customer's goals and situation; and choosing a loan appropriate to the home they wish to purchase. The firm has found that its flat-fee program, which opened in 1995, is a popular solution for customers wary of hidden fees when refinancing. Within the first 18 months of launching the program, ditech.com had signed up over 30,000 customers for the \$395 flat-fee program. The firm's ditechatwork.com is designed to be a financing program used by employers as an employee benefit resource, entitling employees to discounts on mortgage rates integrated in their benefits packages. The firm offers Real Life Plan, a service which combines a mortgage or refinance with a home equity line of credit, and the Ditech Equity Rewards MasterCard, to help pay down the loan principal with use.

**FINANCIALS:** Sales and profits are in thousands of dollars—add 000 to get the full amount. 2009 Note: Financial information for 2009 was not available for all companies at press time.

2009 Sales: \$	2009 Profits: \$
2008 Sales: \$	2008 Profits: \$
2007 Sales: \$	2007 Profits: \$
2006 Sales: \$	2006 Profits: \$
2005 Sales: \$	2005 Profits: \$

**U.S. Stock Ticker:** Subsidiary

**Int'l Ticker:** Int'l Exchange:

Employees:

Fiscal Year Ends: 12/31

Parent Company: GMAC MORTGAGE CORPORATION

**SALARIES/BENEFITS:**

Pension Plan: ESOP Stock Plan: Profit Sharing: Top Exec. Salary: \$ Bonus: \$  
Savings Plan: Stock Purch. Plan: Second Exec. Salary: \$ Bonus: \$

**OTHER THOUGHTS:**

Apparent Women Officers or Directors: 1  
Hot Spot for Advancement for Women/Minorities:

**LOCATIONS:** ("Y" = Yes)

West:	Southwest:	Midwest:	Southeast:	Northeast:	International:
Y	Y				

**DOUBLECLICK INC**

www.doubleclick.com

Industry Group Code: 541810E Ranks within this company's industry group: Sales: Profits:

<b>Financial Services:</b> Stock Brokerage: Mortgages/Loans: Banking: Insurance: Credit Cards:	<b>Information:</b> Portal/News: Communities: Search Engine: Financial Data Pub.: Broadcasting/Music:	<b>Technology:</b> Hardware: Software: Specialty Equipment: Distributor:	<b>Services:</b> Payments/Markets: Consulting: Advertising/Mktg.: Outsourcing: Other:	<b>Retailing:</b> Retailer: Auctions: Tickets/Travel: Automobiles:	<b>Telecommunications:</b> Internet Service Provider: Web Site Services: Specialty Telecom:
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**TYPES OF BUSINESS:**

Online Advertising Services  
Outsourcing Services  
Advertising Software  
Consumer Database Analysis

**BRANDS/DIVISIONS/AFFILIATES:**

Google Inc  
DART for Advertisers  
DART for Publishers  
DART Enterprise  
DoubleClick Rich Media & Video  
DoubleClick Ad Exchange  
DART Sales Manager  
MediaVisor

**CONTACTS:** *Note: Officers with more than one job title may be intentionally listed here more than once.*

David S. Rosenblatt, CEO  
Greg Tagaris, CIO  
John M. Rehl, Sr. VP-Global Tech. Svcs.  
Neal Mohan, Sr. VP-Prod. Dev.  
Stephanie Abramson, General Counsel/Exec. VP  
Neal Mohan, Sr. VP-Strategy  
Stuart Frankel, Sr. VP/Gen. Mgr.-Performics  
Ben Regensburger, Pres., DoubleClick Int'l

**Phone:** 212-6871-2542**Fax:****Toll-Free:** 866-459-7606**Address:** 111 8th Ave., 10th Fl., New York, NY 10011 US**GROWTH PLANS/SPECIAL FEATURES:**

DoubleClick, Inc., a subsidiary of Google, Inc., is a leading provider of products and services that enable direct marketers, publishers and advertisers to market to consumers on the Internet. The company has 17 offices and development hubs and 15 data centers worldwide. DoubleClick's products are offered in six categories: ad serving, rich media & video, search solutions, marketplace, optimization and workflow automation. In the ad serving category, the company's products include DART for Advertisers, a web-based ad management tool; DART for Publishers, a web-based tool for monetizing a publisher's advertising inventory; DoubleClick Network Builder, a partner networks management and financial reporting system; DoubleClick In-Stream; a video advertising management tool; DoubleClick Mobile; which helps deliver ads to mobile websites; and DART Enterprise, an ad management tool offering detailed business management features, such as inventory management, traffic pattern analysis and real-time campaign result reporting. In the rich media & video category, the company offers DoubleClick Rich Media & Video, which includes a service team of production, creative, trafficking and research experts; and DoubleClick Studio, which includes a web-based interface for workflow management and Adobe Flash components. In the search solutions category, the company offers DART Search, a single interface that allows users to manage their advertisements and keywords across search engines. DoubleClick Ad Exchange is the company's marketplace offering, offering immediate access to inventory for buyers and DoubleClick's proprietary Dynamic Allocation system for sellers. Optimization products include DART Adapt, which is capable of addressing the optimization needs of multiple campaign types; and Boomerang for Publishers, which allows users to identify site visitors based on previous interest in certain content. Finally, in the workflow automation category, DoubleClick's products include MediaVisor, a software application for advertising campaign management; and DART Sales Manager, a proposal and finance management tool.

**FINANCIALS:** Sales and profits are in thousands of dollars—add 000 to get the full amount. 2009 Note: Financial information for 2009 was not available for all companies at press time.

2009 Sales: \$  
2008 Sales: \$  
2007 Sales: \$346,700  
2006 Sales: \$  
2005 Sales: \$

2009 Profits: \$  
2008 Profits: \$  
2007 Profits: \$  
2006 Profits: \$  
2005 Profits: \$

**U.S. Stock Ticker:** Subsidiary**Int'l Ticker:** Int'l Exchange:

Employees:

Fiscal Year Ends: 12/31

Parent Company: GOOGLE INC

**SALARIES/BENEFITS:**

Pension Plan: ESOP Stock Plan: Profit Sharing: Top Exec. Salary: \$ Bonus: \$444,600  
Savings Plan: Stock Purch. Plan: Second Exec. Salary: \$ Bonus: \$

**OTHER THOUGHTS:**

Apparent Women Officers or Directors: 1  
Hot Spot for Advancement for Women/Minorities: Y

**LOCATIONS:** ("Y" = Yes)

West:	Southwest:	Midwest:	Southeast:	Northeast:	International:
Y		Y		Y	Y

**DOW JONES & CO INC**

www.dj.com

Industry Group Code: 511110 Ranks within this company's industry group: Sales: Profits:

<b>Financial Services:</b> Stock Brokerage: Mortgages/Loans: Banking: Insurance: Credit Cards:	<b>Information:</b> Portal/News: Communities: Search Engine: Financial Data Pub.: Broadcasting/Music:	<b>Technology:</b> Hardware: Software: Specialty Equipment: Distributor:	<b>Services:</b> Payments/Markets: Consulting: Advertising/Mktg.: Outsourcing: Other:	<b>Retailing:</b> Retailer: Auctions: Tickets/Travel: Automobiles:	<b>Telecommunications:</b> Internet Service Provider: Web Site Services: Specialty Telecom:
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**TYPES OF BUSINESS:**

Newspaper Publishing-Financial News  
Business Publishing  
Community Newspapers  
Electronic & Online Publishing  
Financial Indices  
Financial Information Services

**BRANDS/DIVISIONS/AFFILIATES:**

Wall Street Journal (The)  
Dow Jones VentureSource  
Dow Jones Newswires  
News Corporation Limited (The)  
MarketWatch Inc  
Dow Jones Factiva  
Betten Financial News BV  
Generate, Inc.

**CONTACTS:** Note: Officers with more than one job title may be intentionally listed here more than once.

Les Hinton, CEO  
Todd H. Larsen, COO-Consumer Media Group  
Stephen Daintith, CFO  
Paul Bascobert, Chief Mktg. Officer-Consumer Media Group  
Greg Giangrande, Chief Human Resources Officer/Sr. VP  
Dean Del Vecchio, CIO  
Dennis Cahill, Sr. VP-Tech., Enterprise Media Group  
Dennis Cahill, Chief Prod. Officer-Enterprise Media Group  
Dean Del Vecchio, Chief Admin. Officer  
Mark H. Jackson, General Counsel/Exec. VP  
Simon Alterman, Sr. VP-Bus. Dev. & Strategy, Enterprise Media  
Howard Hoffman, VP-Corp. Affairs  
Clare Hart, Exec. VP/Pres., Enterprise Media Group  
William T. Kennedy, COO-Ottawa Local Media Group  
Ann M. Sarnoff, Pres., Dow Jones Ventures  
Joseph J. Cantamessa, VP-Corp. Security  
M. Peter McPherson, Chmn.  
Kate Dobbin, Dir.-Corp. Comm., Europe

Phone: 212-416-2000 Fax: 212-416-4348

Toll-Free: 800-223-2274

Address: 200 Liberty St., 1 World Financial Ctr., New York, NY 10281 US

**GROWTH PLANS/SPECIAL FEATURES:**

Dow Jones & Co., Inc., a subsidiary of Rupert Murdoch's News Corp., is a global provider of business and financial news and information. The firm distributes its product through newspapers, newswires, magazines, the Internet, television and radio stations. In addition, the firm owns certain general-interest community newspapers throughout the U.S. Dow Jones operates through three business segments: consumer media, enterprise media and local media. Consumer media, which offers business and financial information content, is comprised primarily of The Wall Street Journal, one of the largest daily U.S. newspapers with an average print circulation of 1.7 million; Barron's, a weekly magazine that caters to investors and financial professionals (weekly circulation of 310,000); and The Wall Street Journal Digital Network, which includes the web sites MarketWatch.com, Barron's.com and WSJ.com, serving a combined 34 million monthly viewers. Enterprise media comprises product offerings under the Dow Jones brand and include Dow Jones Newswires, Dow Jones VentureSource and Dow Jones Factiva. Dow Jones Newswires is a provider of real-time business and financial news and is used by roughly 438,000 financial professionals worldwide. Dow Jones VentureSource is a database of over 11,000 private capital firms and more than 43,000 venture-backed firms across the U.S., Israel, China and Europe. Dow Jones Factiva provides worldwide business content to approximately 1.8 million paying subscribers. Local media includes eight general interest daily publications (and their respective web sites) located in six states. The division's community newspapers serve relatively small, isolated communities through 14 weekly newspapers and over 30 other publications. In 2008, the company acquired Betten Financial News BV and Generate, Inc. In November 2009, Dow Jones agreed to sell its 33.3% share in joint venture STOXX Ltd. to joint venture partners Deutsche Boerse AG and SIX Group.

Firm employees receive comprehensive health coverage, a retirement plan and tuition assistance.

**FINANCIALS:** Sales and profits are in thousands of dollars—add 000 to get the full amount. 2009 Note: Financial information for 2009 was not available for all companies at press time.

2009 Sales: \$	2009 Profits: \$
2008 Sales: \$	2008 Profits: \$
2007 Sales: \$1,740,000	2007 Profits: \$
2006 Sales: \$1,783,870	2006 Profits: \$386,564
2005 Sales: \$1,672,947	2005 Profits: \$60,395

**U.S. Stock Ticker: Subsidiary**

Int'l Ticker: Int'l Exchange:

Employees:

Fiscal Year Ends: 12/31

Parent Company: NEWS CORP

**SALARIES/BENEFITS:**

Pension Plan: Y	ESOP Stock Plan:	Profit Sharing:	Top Exec. Salary: \$	Bonus: \$
Savings Plan: Y	Stock Purch. Plan:		Second Exec. Salary: \$	Bonus: \$

**OTHER THOUGHTS:**

Apparent Women Officers or Directors: 2  
Hot Spot for Advancement for Women/Minorities: Y

**LOCATIONS: ("Y" = Yes)**

West:	Southwest:	Midwest:	Southeast:	Northeast:	International:
				Y	Y

**DRUGSTORE.COM INC**

www.drugstore.com

Industry Group Code: 446110E Ranks within this company's industry group: Sales: 1 Profits: 1

<b>Financial Services:</b> Stock Brokerage: Mortgages/Loans: Banking: Insurance: Credit Cards:	<b>Information:</b> Portal/News: Communities: Search Engine: Financial Data Pub.: Broadcasting/Music:	<b>Technology:</b> Hardware: Software: Specialty Equipment: Distributor:	<b>Services:</b> Payments/Markets: Consulting: Advertising/Mktg.: Outsourcing: Other:	<b>Retailing:</b> Retailer: Auctions: Tickets/Travel: Automobiles:	<b>Telecommunications:</b> Internet Service Provider: Web Site Services: Specialty Telecom:
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**TYPES OF BUSINESS:**

Retail-Online Drug Store  
Over-the-Counter & Prescription Drugs  
Health & Beauty Products  
Vision Products  
Nutritional Supplements

**BRANDS/DIVISIONS/AFFILIATES:**

Beauty.com  
Custom Nutrition Services Inc  
International Vision Direct Corp  
VisionDirect.com  
LensMart.com  
LensQuest.com  
SexualWellBeing.com

**CONTACTS:** *Note: Officers with more than one job title may be intentionally listed here more than once.*

Dawn G. Lepore, CEO  
Dawn G. Lepore, Pres.  
Tracy Wright, CFO  
David Lonczak, Chief Mktg. Officer/VP  
Robert Hargadon, VP-Human Resources  
Luke Friang, CIO/VP  
Julie Johnston, VP-OTC Merch.  
Yukio Morikubo, General Counsel  
Yukio Morikubo, VP-Strategy  
Anne Marshall, Dir.-Public Rel.  
Robert Potter, Chief Acct. Officer  
Ron Kelly, VP-Customer & Pharmacy Svcs.  
Kathleen McNeill, VP-Beauty  
Perry Evoniuk, VP-Enterprise Architecture  
Stan Pavlovsky, VP-Vision Direct  
Dawn G. Lepore, Chmn.

<b>Phone:</b> 425-372-3200	<b>Fax:</b> 425-372-3800
<b>Toll-Free:</b> 800-378-4786	
<b>Address:</b> 411 108th Ave. NE, Ste. 1400, Bellevue, WA 98004 US	

**FINANCIALS:** Sales and profits are in thousands of dollars—add 000 to get the full amount. 2009 Note: Financial information for 2009 was not available for all companies at press time.

2009 Sales: \$412,832	2009 Profits: \$-1,377
2008 Sales: \$366,579	2008 Profits: \$-8,287
2007 Sales: \$339,331	2007 Profits: \$-11,511
2006 Sales: \$315,123	2006 Profits: \$-13,026
2005 Sales: \$399,430	2005 Profits: \$-20,899

**U.S. Stock Ticker:** DSCM  
**Int'l Ticker:** Int'l Exchange:  
Employees: 814  
Fiscal Year Ends: 12/31  
Parent Company:

**SALARIES/BENEFITS:**

Pension Plan:	ESOP Stock Plan:	Profit Sharing:	Top Exec. Salary: \$442,308	Bonus: \$457,788
Savings Plan: Y	Stock Purch. Plan: Y		Second Exec. Salary: \$250,039	Bonus: \$57,033

**OTHER THOUGHTS:**

**Apparent Women Officers or Directors:** 4  
**Hot Spot for Advancement for Women/Minorities:** Y

**LOCATIONS:** ("Y" = Yes)

West:	Southwest:	Midwest:	Southeast:	Northeast:	International:
Y				Y	Y

**GROWTH PLANS/SPECIAL FEATURES:**

Drugstore.com, Inc. is an online drugstore with an international customer base of approximately 9.8 million. The company offers health, beauty, wellness, personal care and pharmaceutical products and information. Drugstore.com operates and manages its business in three segments: mail-order pharmacy, vision and over-the-counter (OTC). The mail order pharmacy division offers over 5,500 prescription drugs sold online through the pharmacy section of the firm's web site or over the telephone and delivered to customers through its mail-order facility. The firm's vision segment sells contact lenses and other vision products through subsidiary International VisionDirect Corp. at VisionDirect.com, LensMart.com and LensQuest.com. Drugstore.com's OTC division provides thousands of brand-name products, including roughly 36,000 non-prescription items. The company's web site sends e-mail messages to remind customers to purchase frequently used products. Features of the web site include a broad array of health-related information, buying guides, detailed customer reviews and other tools designed to assist customers in making educated purchasing decisions. Customers can review in-depth product information, interact with customer service representatives by phone or e-mail and order products for home delivery. The company's other offerings include Beauty.com, which specializes in brand name cosmetic products; SexualWellBeing.com, which offers thousands of products for sexual health; and several customized nutritional supplement programs that are offered through Custom Nutrition Services, Inc. In December 2009, Drugstore.com agreed to acquire Salu, Inc. the owner and operator of clinical skin care and beauty products retail web site SkinStore.com.

**DUN & BRADSTREET CORP (THE, D&B)**

www.dnb.com

Industry Group Code: 561450 Ranks within this company's industry group: Sales: 2 Profits: 1

<b>Financial Services:</b> Stock Brokerage: Mortgages/Loans: Banking: Insurance: Credit Cards:	<b>Information:</b> Portal/News: Communities: Search Engine: Financial Data Pub.: Broadcasting/Music:	<b>Technology:</b> Hardware: Software: Specialty Equipment: Distributor:	<b>Services:</b> Payments/Markets: Consulting: Advertising/Mktg.: Outsourcing: Other:	<b>Retailing:</b> Retailer: Auctions: Tickets/Travel: Automobiles:	<b>Telecommunications:</b> Internet Service Provider: Web Site Services: Specialty Telecom:
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**TYPES OF BUSINESS:**

Global Business Credit Bureau  
Credit Risk Management Support  
Purchasing & Supply Chain Intelligence  
Account Collection Support  
Online Business Information  
Decision Support Services

**BRANDS/DIVISIONS/AFFILIATES:**

D&B  
DUNSRight  
D-U-N-S Number System  
Risk Management Solutions  
Sales & Marketing Solutions  
Supply Management Solutions  
D&B Internet Solutions  
Hoover's Inc

**CONTACTS:** *Note: Officers with more than one job title may be intentionally listed here more than once.*

Steven W. Alesio, CEO  
Sara Mathew, COO  
Sara Mathew, Pres.  
Anastasios (Tasos) Konidaris, CFO/Sr. VP  
Stacy Cashman, Sr. VP-U.S. Small Bus. & Sales Oper.  
Patricia A. Clifford, Sr. VP-Human Resources  
Walter Hauck, CIO  
Walter Hauck, Sr. VP-Tech.  
Jeffrey Hurwitz, General Counsel/Corp. Sec./Sr. VP  
Emanuele A. Conti, Pres., Europe, Latin America & Partnerships  
David Emery, Pres., Asia Pacific & Int'l Bus. Dev.  
Byromn C. Vielehr, Pres., Integration Solutions  
Joseph H. Delaney, Sr. VP-Global Sales & Mktg. Solutions  
Steven W. Alesio, Chmn.  
Charles Gottdiener, Pres., Global Solutions

**Phone:** 973-921-5500 **Fax:** 866-560-7035**Toll-Free:** 800-234-3867**Address:** 103 JFK Pkwy., Short Hills, NJ 07078 US**GROWTH PLANS/SPECIAL FEATURES:**

The Dun & Bradstreet Corp. (D&B) is a worldwide provider of business information and related decision support services. The firm's database contains statistics on more than 140 million companies in over 190 countries. D&B's core software product lines include Risk Management Solutions, which diminishes credit and supplier risk, increase cash flow and drive increased profitability; D&B Sales & Marketing Solutions to increase revenue from new and existing customers; and D&B Internet Solutions to convert prospects into clients faster by enabling business professionals to research companies, executives and industries. The company also provides credit information solutions to help its customers extend commercial credit; approve loans and leases; underwrite insurance; evaluate clients; and make other financial and risk assessment decisions. D&B's proprietary DUNSRight process includes its D-U-N-S nine-sequence numbering system, which identifies and tracks the progress of a business, and predictive indicators, which rate past performance and predict future performance. Subsidiary Hoover's, Inc. is an Internet-based provider of industry and market intelligence on public and private companies. D&B's purchasing information solutions help clients understand their supplier base and evaluate new sources of supply. The company additionally offers its clients a range of accounts receivable management services, including third-party collection of accounts, demand letter-writing services and receivable outsourcing programs. In May 2009, D&B launch its new advertising platform, D&B Digital. It allows business and property information sites a platform to target approximately 10 million decision makers during their daily workflow through D&B Digital sites such as Hoover's and AllBusiness.com. In April 2009, the firm formed an alliance with Jigsaw, a provider of business-to-business company and contact information, in which D&B will provide Jigsaw's customers with marketing activities and contact information.

D&B offers its employees educational assistance, medical, dental, vision, life and travel accident insurance and an employee assistance program.

**FINANCIALS:** Sales and profits are in thousands of dollars—add 000 to get the full amount. 2009 Note: Financial information for 2009 was not available for all companies at press time.

2009 Sales: \$1,687,000	2009 Profits: \$319,400
2008 Sales: \$1,726,300	2008 Profits: \$310,600
2007 Sales: \$1,599,200	2007 Profits: \$298,100
2006 Sales: \$1,474,900	2006 Profits: \$240,700
2005 Sales: \$1,443,600	2005 Profits: \$221,200

**U.S. Stock Ticker:** DNB  
**Int'l Ticker:** Int'l Exchange:  
Employees: 4,900  
Fiscal Year Ends: 12/31  
Parent Company:

**SALARIES/BENEFITS:**

Pension Plan:	ESOP Stock Plan:	Profit Sharing:	Top Exec. Salary: \$975,000	Bonus: \$1,093,219
Savings Plan: Y	Stock Purch. Plan: Y		Second Exec. Salary: \$600,000	Bonus: \$595,125

**OTHER THOUGHTS:**

Apparent Women Officers or Directors: 5  
Hot Spot for Advancement for Women/Minorities: Y

**LOCATIONS:** ("Y" = Yes)

West:	Southwest:	Midwest:	Southeast:	Northeast:	International:
Y	Y	Y	Y	Y	Y

**E\*TRADE FINANCIAL CORPORATION**

www.etrade.com

Industry Group Code: 52312E Ranks within this company's industry group: Sales: 1 Profits: 3

<b>Financial Services:</b>	<b>Information:</b>	<b>Technology:</b>	<b>Services:</b>	<b>Retailing:</b>	<b>Telecommunications:</b>
Stock Brokerage: Y	Portal/News:	Hardware:	Payments/Markets:	Retailer:	Internet Service Provider:
Mortgages/Loans: Y	Communities:	Software: Y	Consulting:	Auctions:	Web Site Services:
Banking: Y	Search Engine:	Specialty Equipment:	Advertising/Mktg.:	Tickets/Travel:	Specialty Telecom:
Insurance:	Financial Data Pub.:	Distributor:	Outsourcing: Y	Automobiles:	
Credit Cards: Y	Broadcasting/Music:		Other:		

**TYPES OF BUSINESS:**

Stock Brokerage/Investment Management-Online  
Lending  
Portfolio Tracking & Records Management  
Corporate Stock Plan Solutions  
Venture Capital  
Market Making  
Financial Planning Services  
Banking

**BRANDS/DIVISIONS/AFFILIATES:**

E\*TRADE Bank  
E\*TRADE Securities, LLC  
E\*TRADE Clearing, LLC  
E\*TRADE Capital Markets, LLC  
E\*TRADE Mobile Pro

**CONTACTS:** *Note: Officers with more than one job title may be intentionally listed here more than once.*

Robert Drushkin, Interim CEO  
Gregory A. Framke, COO/Exec. VP  
R. Jarrett Lilien, Pres.  
Bruce P. Nolop, CFO/Exec. VP  
Nicholas A. Utton, Chief Mktg. Officer/Exec. VP  
Karen Wall, Chief Human Resource Officer/Exec. VP  
Gregory A. Framke, CIO/Exec. VP  
Karl A. Roessner, General Counsel/Exec. VP  
Michael J. Curcio, Exec. VP/Pres., E\*Trade Securities  
Robert V. Burton, Exec. VP/Pres., E\*Trade Bank  
Paul Brandow, Chief Risk Officer/Exec. VP  
Robert Drushkin, Chmn.  
Mathias Helleu, Exec. VP-Int'l

**Phone:** 646-521-4300 **Fax:** 888-276-9771**Toll-Free:** 800-387-2331**Address:** 135 E. 57th St., New York, NY 10022 US**GROWTH PLANS/SPECIAL FEATURES:**

E\*TRADE Financial Corporation is a financial services company that provides its services primarily to individual retail investors and corporate clients. The company's investor focused products include, banking, sweep deposits, savings, and asset gathering with product delivery through online intensive channels. The company operates in the U.S., Europe, Asia and parts of the Middle East. The company consists of two segments: retail and institutional. The retail segment focuses primarily on customer service and offers clients a broad range of brokerage products including automated order placement and execution; access to over 7,000 mutual funds; market educational services; two second order executions; no fee and no minimum individual retirement accounts; access to international equities; and margin accounts allowing customers to borrow against their securities. The institutional segment manages the balance sheet of the company and focuses on market-making activities that match buyers and sellers to unrelated third parties. The company has four main subsidiaries: E\*TRADE Bank, E\*TRADE Capital Markets, E\*TRADE Clearing and E\*TRADE Securities. E\*TRADE Bank provides banking services to retail customers nationwide. E\*TRADE Capital Markets is a registered broker-dealer and market-maker. E\*TRADE Clearing is a clearing firm for the company's brokerage subsidiaries, and E\*TRADE Securities is a registered broker-dealer and the primary brokerage service provider to the company's customers. In May 2009 the company announced the release of its E\*TRADE Mobile Pro for the iPhone; the application will provide customers with many of the services available on the company's web site.

The firm offers its employees a wide range of benefits including 401(k)s; flexible spending accounts; life insurance; medical, dental and vision insurance; tuition reimbursement; employee discount program; employee assistance program; legal services; and licensing training.

**FINANCIALS:** Sales and profits are in thousands of dollars—add 000 to get the full amount. 2009 Note: Financial information for 2009 was not available for all companies at press time.

2009 Sales: \$2,217,016	2009 Profits: \$-1,297,762
2008 Sales: \$3,323,013	2008 Profits: \$-511,790
2007 Sales: \$3,569,711	2007 Profits: \$-1,441,754
2006 Sales: \$2,420,321	2006 Profits: \$628,900
2005 Sales: \$1,703,845	2005 Profits: \$430,412

**U.S. Stock Ticker:** ETFC**Int'l Ticker:** Int'l Exchange:

Employees: 3,217

Fiscal Year Ends: 12/31

Parent Company:

**SALARIES/BENEFITS:**

Pension Plan: ESOP Stock Plan: Y Profit Sharing: Top Exec. Salary: \$ Bonus: \$  
Savings Plan: Y Stock Purch. Plan: Y Second Exec. Salary: \$ Bonus: \$

**OTHER THOUGHTS:**

Apparent Women Officers or Directors: 1  
Hot Spot for Advancement for Women/Minorities:

**LOCATIONS:** ("Y" = Yes)

West:	Southwest:	Midwest:	Southeast:	Northeast:	International:
Y	Y	Y	Y	Y	Y



**EARTHLINK INC**

www.earthlink.net

Industry Group Code: 517110 Ranks within this company's industry group: Sales: 22 Profits: 13

<b>Financial Services:</b> Stock Brokerage: Mortgages/Loans: Banking: Insurance: Credit Cards:	<b>Information:</b> Portal/News: Communities: Search Engine: Financial Data Pub.: Broadcasting/Music:	<b>Technology:</b> Hardware: Software: Specialty Equipment: Distributor:	<b>Services:</b> Payments/Markets: Consulting: Advertising/Mktg.: Outsourcing: Other:	<b>Retailing:</b> Retailer: Auctions: Tickets/Travel: Automobiles:	<b>Telecommunications:</b> Internet Service Provider: Web Site Services: Specialty Telecom:	Y Y
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**TYPES OF BUSINESS:**

Internet Service Provider (ISP)  
VoIP  
Voice Services  
Web Hosting Services  
Value Added Services

**BRANDS/DIVISIONS/AFFILIATES:**

MindSpring  
TotalAccess  
trueVoice  
New Edge Networks

**CONTACTS:** *Note: Officers with more than one job title may be intentionally listed here more than once.*

Rolla P. Huff, CEO  
Joseph M. Wetzel, COO  
Kevin M. Dotts, CFO  
David H. W. Shipp, Sr., VP-Consumer Sales & Mktg.  
Stacie Hagan, Chief People Officer  
Sam DeSimone, General Counsel/Exec. VP  
James G. Dole, Chief Corp. Dev. Officer  
Joseph M. Wetzel, Pres., New Edge Networks  
Craig Forman, Chief Prod. Officer  
Greg Griffiths, VP-Sales & Mktg., New Edge Networks  
Jonathan Mapes, CTO-New Edge Networks  
Rolla P. Huff, Chmn.

**Phone:** 404-815-0770      **Fax:** 404-892-7616

**Toll-Free:**

**Address:** 1375 Peachtree St., Atlanta, GA 30309 US

**GROWTH PLANS/SPECIAL FEATURES:**

EarthLink, Inc. is an Internet service provider, providing nationwide Internet access and related value-added services to individual and business customers. Its primary service offerings include dial-up Internet access, high-speed Internet access, voice services and web hosting services. The company also provides value-added services, such as search, advertising and ancillary services sold as add-on features to its Internet access services. In addition, through wholly-owned subsidiary New Edge Networks, the firm builds and manages private IP-based wide area networks on behalf of businesses and communications carriers. EarthLink operates in two segments: consumer services and business services. The consumer services segment provides Internet access and related value added services to individual customers. These services include dial-up and high-speed Internet access and voice services, among others. The business services segment provides Internet access and related value-added services to businesses and communications carriers. These services include managed data networks, dedicated Internet access and web hosting, among others. The company's TotalAccess software features various security and anti-spam programs such as spam blockers, virus blockers and parental controls, and is being offered pre-installed on some leading PCs. The firm offers customization and personalization, allowing its members to operate their Internet connections through one fully integrated user interface. The firm also offers EarthLink trueVoice Voice over Internet Protocol (VoIP) service, MindSpring online instant voice messaging service and EarthLink Games, an online gaming channel. In August 2008, EarthLink and partner SK Telecom sold their mobile virtual network operator (MVNO) joint venture, Helio, to Virgin Mobile USA, Inc., in a transaction valued at approximately \$39 million. In September 2008, EarthLink announced the launch of high-speed cable broadband service in Dallas and the surrounding northern Texas markets, adding more than 1 million households to its broadband service area.

**FINANCIALS:** Sales and profits are in thousands of dollars—add 000 to get the full amount. 2009 Note: Financial information for 2009 was not available for all companies at press time.

2009 Sales: \$723,729	2009 Profits: \$287,118
2008 Sales: \$955,577	2008 Profits: \$178,584
2007 Sales: \$1,215,994	2007 Profits: \$-135,097
2006 Sales: \$1,301,072	2006 Profits: \$4,987
2005 Sales: \$1,290,072	2005 Profits: \$142,780

**U.S. Stock Ticker:** ELNK  
**Int'l Ticker:** Int'l Exchange:  
Employees: 623  
Fiscal Year Ends: 12/31  
Parent Company:

**SALARIES/BENEFITS:**

Pension Plan:	ESOP Stock Plan:	Profit Sharing:	Top Exec. Salary: \$790,385	Bonus: \$1,688,973
Savings Plan: Y	Stock Purch. Plan:		Second Exec. Salary: \$412,923	Bonus: \$558,059

**OTHER THOUGHTS:**

**Apparent Women Officers or Directors:** 4  
**Hot Spot for Advancement for Women/Minorities:** Y

**LOCATIONS: ("Y" = Yes)**

West:	Southwest:	Midwest:	Southeast: Y	Northeast:	International:
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**EASYASK INC**

www.easyask.com

Industry Group Code: 511210L Ranks within this company's industry group: Sales: Profits:

<b>Financial Services:</b> Stock Brokerage: Mortgages/Loans: Banking: Insurance: Credit Cards:	<b>Information:</b> Portal/News: Communities: Search Engine: Financial Data Pub.: Broadcasting/Music:	<b>Technology:</b> Hardware: Software: Specialty Equipment: Distributor:	<b>Services:</b> Payments/Markets: Consulting: Advertising/Mktg.: Outsourcing: Other:	<b>Retailing:</b> Retailer: Auctions: Tickets/Travel: Automobiles:	<b>Telecommunications:</b> Internet Service Provider: Web Site Services: Specialty Telecom:
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**TYPES OF BUSINESS:**

Software-Search & Information Retrieval  
E-Commerce Software

**BRANDS/DIVISIONS/AFFILIATES:**

Progress Software Corp

**CONTACTS:** *Note: Officers with more than one job title may be intentionally listed here more than once.*

Craig Bassin, CEO  
Marc Schnabolk, VP-Sales  
Marc Schnabolk, VP-Bus. Dev.  
Richard Wood, VP-Dev.

<b>Phone:</b> 781-402-5635	<b>Fax:</b> 781-280-7380
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<b>Toll-Free:</b> 800-425-8200
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<b>Address:</b> 220 Wheeler Rd. S. Tower, 3rd Fl., Burlington, MA 01803 US
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**GROWTH PLANS/SPECIAL FEATURES:**

EasyAsk, Inc., a subsidiary of Progress Software, is a natural language search and information retrieval solutions company that provides single-point access to content for e-commerce and business intelligence. EasyAsk for eCommerce offers web sites search features such as full spectrum search, search within context, results grouping with relevant attributes, intelligent category search, search display control and search to landing page. Progress EasyAsk for Operational Business Intelligence accelerates and simplifies information, helping to improve business operations; the program is aimed at business managers, executives, analysts and professional staff. The company has customers in businesses worldwide, including retail, financial services, healthcare, pharmaceutical, government and manufacturing. The firm's customers include GAP; Broder Brothers; Coldwater Creek; HPshopping.com; Lands' End; Lawson; Lillian Vernon; SmartBargains.com; and Forbes.com.

**FINANCIALS:** Sales and profits are in thousands of dollars—add 000 to get the full amount. 2009 Note: Financial information for 2009 was not available for all companies at press time.

2009 Sales: \$	2009 Profits: \$
2008 Sales: \$	2008 Profits: \$
2007 Sales: \$	2007 Profits: \$
2006 Sales: \$	2006 Profits: \$
2005 Sales: \$	2005 Profits: \$

**U.S. Stock Ticker:** Subsidiary

Int'l Ticker: Int'l Exchange:

Employees:

Fiscal Year Ends: 12/31

Parent Company: PROGRESS SOFTWARE CORP

**SALARIES/BENEFITS:**

Pension Plan:	ESOP Stock Plan:	Profit Sharing:	Top Exec. Salary: \$	Bonus: \$
Savings Plan:	Stock Purch. Plan:		Second Exec. Salary: \$	Bonus: \$

**OTHER THOUGHTS:**

Apparent Women Officers or Directors:

Hot Spot for Advancement for Women/Minorities:

**LOCATIONS:** ("Y" = Yes)

West:	Southwest:	Midwest:	Southeast:	Northeast:	International:
				Y	Y

**EASYGROUP**

www.easy.com

Industry Group Code: 5615E Ranks within this company's industry group: Sales: Profits:

<b>Financial Services:</b> Stock Brokerage: Mortgages/Loans: Banking: Insurance: Credit Cards:	<b>Information:</b> Portal/News: Communities: Search Engine: Financial Data Pub.: Broadcasting/Music:	<b>Technology:</b> Hardware: Software: Specialty Equipment: Distributor:	<b>Services:</b> Payments/Markets: Consulting: Advertising/Mktg.: Outsourcing: Other:	<b>Retailing:</b> Retailer: Auctions: Tickets/Travel: Automobiles:	<b>Telecommunications:</b> Internet Service Provider: Web Site Services: Specialty Telecom:
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**TYPES OF BUSINESS:**

Online Travel Services  
 Online Reservation Services  
 Online Music Provider  
 Online Staffing Services  
 Online Fast Food  
 Online Car Rental  
 Public Web Access  
 Discount Cruises

**BRANDS/DIVISIONS/AFFILIATES:**

easyJet  
 easyPizza  
 easyMobile  
 easyCar  
 easyBus  
 easyInternetcafe  
 easyHotel  
 easyCruise

**CONTACTS:** *Note: Officers with more than one job title may be intentionally listed here more than once.*

Anthony Robb-John, Managing Dir.  
 Irek Malinowski, Mgr.-IT  
 Gavin Richardson, Mgr.-Design  
 Sven Stanzel, Mgr.-Commercial  
 Darren Cronin, Gen. Mgr.  
 Tracy Ghorri, Head-Culture  
 Stelios Haji-Ioannou, Chmn.

**Phone:** 44-020-7241-9000 **Fax:** 44-020-7482-2857

**Toll-Free:**

**Address:** 164 Kensington High St., London, W8 7RG UK

**GROWTH PLANS/SPECIAL FEATURES:**

easyGroup is a private investment group and licensor of the 'easy' brand name, made familiar through easyJet, an airline in which easyGroup maintains an interest. The company capitalizes on the power of the Internet to drive the efficiency of its business lines. easyGroup's ventures include easyPizza, an online fast food service; easyMobile, a cellular phone service; easyCar, an online car rental agency; easyBus, an airport transportation broker; easyCruise, a discount cruise broker; and easyHotel, a discount lodging service. The firm's Internet-based business model allows it to compete as a high-value, low-cost alternative to larger competitors in these industries. Other e-commerce businesses include easyInternetcafe, a provider of public web access terminals; easyValue.com, a comparison shopping site; easyMusic.com, a music download service; and easyJobs.com, an online employment agency. Currently, easyJet is a publicly-traded company, with 15% ownership remaining with easyGroup. The airliner carried 43 million passengers in 2008, and is built on a fleet of 165 Airbus A319s and 30 Boeing 747s. Headquarters for the company are located in London Luton Airport, and 95% of its flight bookings are made over the Internet, keeping the company's overhead low. easyJet flies 400 routes between 103 airports in 23 countries, including the U.K., France, Spain, Switzerland, the Netherlands, Denmark, Italy, Czech Republic, Greece, Germany and Portugal.

**FINANCIALS:** Sales and profits are in thousands of dollars—add 000 to get the full amount. 2009 Note: Financial information for 2009 was not available for all companies at press time.

2009 Sales: \$	2009 Profits: \$
2008 Sales: \$	2008 Profits: \$
2007 Sales: \$	2007 Profits: \$
2006 Sales: \$	2006 Profits: \$
2005 Sales: \$	2005 Profits: \$

**U.S. Stock Ticker:** Private  
**Int'l Ticker:** Int'l Exchange:  
 Employees:  
 Fiscal Year Ends: 9/30  
 Parent Company:

**SALARIES/BENEFITS:**

Pension Plan:	ESOP Stock Plan:	Profit Sharing:	Top Exec. Salary: \$	Bonus: \$
Savings Plan:	Stock Purch. Plan:		Second Exec. Salary: \$	Bonus: \$

**OTHER THOUGHTS:**

**Apparent Women Officers or Directors:**  
**Hot Spot for Advancement for Women/Minorities:**

**LOCATIONS: ("Y" = Yes)**

West:	Southwest:	Midwest:	Southeast:	Northeast:	International:
					Y

**EASYLINK SERVICES INTERNATIONAL CORPORATION****www.easylink.com****Industry Group Code: 518210 Ranks within this company's industry group: Sales: 15 Profits: 7**

<b>Financial Services:</b> Stock Brokerage: Mortgages/Loans: Banking: Insurance: Credit Cards:	<b>Information:</b> Portal/News: Communities: Search Engine: Financial Data Pub.: Broadcasting/Music:	<b>Technology:</b> Hardware: Software: Specialty Equipment: Distributor:	<b>Services:</b> Payments/Markets: Consulting: Advertising/Mktg.: Outsourcing: Other:	<b>Retailing:</b> Retailer: Auctions: Tickets/Travel: Automobiles:	<b>Telecommunications:</b> Internet Service Provider: Web Site Services: Specialty Telecom:
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**TYPES OF BUSINESS:**Transaction Management & Delivery Services  
Document Management Services**BRANDS/DIVISIONS/AFFILIATES:**EasyLink Managed File Transfer  
EDI Value Added Network  
EDI Managed Services  
Production Messaging  
Desktop Messaging  
Workflow Services**CONTACTS:** *Note: Officers with more than one job title may be intentionally listed here more than once.*Thomas J. Stallings, CEO  
Glen E. Shipley, CFO  
Kevin R. Maloney, Sr. VP-Global Sales & Mktg.  
Teresa A. Deuel, VP-Prod. Dev. & Customer Support  
Glen E. Shipley, Sec.  
Chris A. Parker, Exec. VP-Oper.  
Kim D. Cooke, Chmn.**Phone:** 678-533-8000**Fax:****Toll-Free:****Address:** 6025 The Corners Pkwy., Ste. 100, Norcross, GA  
30092 US**GROWTH PLANS/SPECIAL FEATURES:**

EasyLink Services International Corporation is a global provider of value added services that facilitate the electronic exchange of documents and information between enterprises, their trading communities and their customers. It delivers its services through a global Internet Protocol (IP) network, which hosts its applications on enterprise-class platforms that comprise server and network operations centers located worldwide. EasyLink's core services include electronic data interchange (EDI) services, fax services, telex services and other services that are integral to the movement of money, materials, products and people in the global economy including insurance claims, trade and travel confirmations, purchase orders, invoices, shipping notices and funds transfers. The firm operates through two segments: Supply Chain Messaging, which includes generated 50% of the firm's revenue for 2009 and includes all of its EDI and telex services; and On Demand Messaging, which generated 50% of its 2009 revenue and includes all fax, e-mail, document capture and management (DCM) and workflow services. EasyLink's Supply Chain Messaging products include EDI Value Added Network (VAN) for moving information regardless of file size, communication protocol or data format; EDI Managed Services, offering multiple EDI s ranging from meeting first time EDI requirements to complete outsourcing of the EDI function; EasyLink Managed File Transfer, an outsourced product that safely allows organizations to manage high-volume data exchanges; and a wide range of telex services. The firm's On Demand Messaging products include Production Messaging, a fully managed outsourced document delivery system; Desktop Messaging, an outsourced corporate faxing application that allows users to send and receive faxes exactly like e-mail; and Workflow Services, a hosted application that integrates users' critical faxes with tailored process flows to improve communication efficiency, visibility and control. During 2009, roughly 25% of the firm's revenue was derived from international customers.

Employees are offered health insurance, a 401(k) plan, and disability coverage.

**FINANCIALS:** Sales and profits are in thousands of dollars—add 000 to get the full amount. 2009 Note: Financial information for 2009 was not available for all companies at press time.

2009 Sales: \$85,365	2009 Profits: \$-11,512
2008 Sales: \$92,161	2008 Profits: \$16,301
2007 Sales: \$21,870	2007 Profits: \$2,736
2006 Sales: \$19,771	2006 Profits: \$2,976
2005 Sales: \$78,659	2005 Profits: \$-1,085

**U.S. Stock Ticker:** ESIC**Int'l Ticker:** Int'l Exchange:

Employees: 293

Fiscal Year Ends: 7/31

Parent Company:

**SALARIES/BENEFITS:**

Pension Plan:	ESOP Stock Plan:	Profit Sharing:	Top Exec. Salary: \$400,000	Bonus: \$215,532
Savings Plan: Y	Stock Purch. Plan:		Second Exec. Salary: \$250,000	Bonus: \$122,957

**OTHER THOUGHTS:**Apparent Women Officers or Directors: 1  
Hot Spot for Advancement for Women/Minorities:**LOCATIONS: ("Y" = Yes)**

West:	Southwest:	Midwest:	Southeast:	Northeast:	International:
Y		Y	Y	Y	Y

**EBAY INC**

www.ebay.com

Industry Group Code: 454112 Ranks within this company's industry group: Sales: 1 Profits: 1

<b>Financial Services:</b> Stock Brokerage: Mortgages/Loans: Banking: Insurance: Credit Cards:	<b>Information:</b> Portal/News: Communities: Search Engine: Financial Data Pub.: Broadcasting/Music:	<b>Technology:</b> Hardware: Software: Specialty Equipment: Distributor:	<b>Services:</b> Payments/Markets: Consulting: Advertising/Mktg.: Outsourcing: Other:	<b>Retailing:</b> Retailer: Auctions: Tickets/Travel: Automobiles:	<b>Telecommunications:</b> Internet Service Provider: Web Site Services: Specialty Telecom:
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**TYPES OF BUSINESS:**

Online Retail-Auctions  
Online Payment Processing  
Memorabilia & Collectibles  
E-Commerce Services

**BRANDS/DIVISIONS/AFFILIATES:**

eBay Express  
Bill Me Later  
PayPal  
Rent.com  
Gmarket, Inc.  
bilbasen.dk  
dba.dk

**CONTACTS:** *Note: Officers with more than one job title may be intentionally listed here more than once.*

John Donahoe, CEO  
John Donahoe, Pres.  
Bob Swan, CFO  
Elizabeth Axelrod, Sr. VP-Human Resources  
Michael Jacobson, General Counsel/Sr. VP  
Michael van Swaaij, Chief Strategy Officer  
Lorrie Norrington., Pres., eBay Marketplaces  
Alan Marks, Sr. VP-Corp. Comm.  
Bob Swan, Sr. VP-Finance  
Scott Thompson, Pres., PayPal  
Pierre M. Omidyar, Chmn.

**Phone:** 408-376-7400      **Fax:** 408-376-7401

**Toll-Free:**

**Address:** 2145 Hamilton Ave., San Jose, CA 95125 US

**GROWTH PLANS/SPECIAL FEATURES:**

eBay, Inc. is an online auction venue that brings together millions of buyers and sellers every day locally, nationally and internationally through its array of web sites. eBay provides online marketplaces for the sale of goods and services, online payments services and online communication offerings. It currently has three primary businesses: marketplaces, payments and communications. The marketplaces segment enables online commerce through a variety of platforms, including the traditional eBay.com platform and the company's other online platforms, such as its classifieds web sites, as well as Half.com, Rent.com, Shopping.com and StubHub. The wide array of web sites that comprise the firms' marketplaces segment brings together millions of buyers and sellers every day on a local, national and international basis. The payments segment consists of PayPal, which enables individuals and businesses to securely, easily and quickly send and receive payments online in approximately 190 markets worldwide, and Bill Me Later, which enables online U.S. merchants to offer customers transactional credit. Bill Me Later was acquired in November 2008. The communications segment comprises eBay's 30% stake in Skype Technologies S.A. In October 2008, the company announced its intent to cut roughly 10% of jobs. eBay also announced plans to acquire online payments firm Bill Me Later and two Danish web sites dba.dk and bilbasen.dk. In June 2009, the company acquired Gmarket, Inc., owner of a Korean e-commerce web site. eBay sold former communications subsidiary Skype to a group of private investors in November 2009; eBay retained 30% of the firm. eBay offers its employees adoption assistance, a pet insurance plan, tuition reimbursement, employee training courses, referral bonuses and on-site services such as dry cleaning and chiropractic care. The firm also provides a wide range of insurance benefits such as medical, dental, vision, life, accidental death and dismemberment, short- and long-term disability and business travel accident insurance.

**FINANCIALS:** Sales and profits are in thousands of dollars—add 000 to get the full amount. 2009 Note: Financial information for 2009 was not available for all companies at press time.

2009 Sales: \$8,727,600	2009 Profits: \$2,389,097
2008 Sales: \$8,541,261	2008 Profits: \$1,779,474
2007 Sales: \$7,672,329	2007 Profits: \$348,251
2006 Sales: \$5,969,741	2006 Profits: \$1,125,639
2005 Sales: \$4,552,401	2005 Profits: \$1,082,043

**U.S. Stock Ticker: EBAY**

**Int'l Ticker:** Int'l Exchange:  
Employees: 16,200  
Fiscal Year Ends: 12/31  
Parent Company:

**SALARIES/BENEFITS:**

Pension Plan: ESOP Stock Plan: Profit Sharing: Top Exec. Salary: \$879,808 Bonus: \$500,000  
Savings Plan: Y Stock Purch. Plan: Y Second Exec. Salary: \$713,947 Bonus: \$

**OTHER THOUGHTS:**

**Apparent Women Officers or Directors:** 4  
**Hot Spot for Advancement for Women/Minorities:** Y

**LOCATIONS: ("Y" = Yes)**

West: Y	Southwest: Y	Midwest: Y	Southeast:	Northeast: Y	International: Y
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**ECI TELECOM LTD**

www.ecitele.com

Industry Group Code: 334210 Ranks within this company's industry group: Sales: Profits:

<b>Financial Services:</b> Stock Brokerage: Mortgages/Loans: Banking: Insurance: Credit Cards:	<b>Information:</b> Portal/News: Communities: Search Engine: Financial Data Pub.: Broadcasting/Music:	<b>Technology:</b> Hardware: Software: Specialty Equipment: Distributor:	<b>Services:</b> Payments/Markets: Consulting: Advertising/Mktg.: Outsourcing: Other:	<b>Retailing:</b> Retailer: Auctions: Tickets/Travel: Automobiles:	<b>Telecommunications:</b> Internet Service Provider: Web Site Services: Specialty Telecom:
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**TYPES OF BUSINESS:**

Digital Communications Equipment Manufacturing  
Optical Networking Equipment  
Broadband Access Equipment  
Data Encryption Services

**BRANDS/DIVISIONS/AFFILIATES:**

Swarth Group (The)  
ECI 1Net  
Hi-FOCuS  
Veraz Networks  
Aurora-G  
Hangzhou ECI Telecommunications Co., Ltd.  
ShadeTree

**CONTACTS:** *Note: Officers with more than one job title may be intentionally listed here more than once.*

Rafi Maor, CEO  
Avi Cohen, COO  
Rafi Maor, Pres.  
Itzik Zion, CFO/Exec. VP  
Ido Gur, Exec. VP-Global Sales & Mktg.  
Adi Bildner, VP-Human Resources  
Tony Scarfo, Chief Strategy Officer  
Sandra Welfeld, Associate VP-Corp. Comm.  
Tony Scarfo, Exec. VP-Global Sales Channels & Partners  
Laura Howard, Chief Mktg. Officer  
Eyal Shaked, Exec. VP-Networks Solutions Div.  
Eran Talmon, Gen. Mgr.-Global Svcs. Div.  
Shaul Shani, Chmn.

<b>Phone:</b> 972-3-926-6555	<b>Fax:</b> 972-3-926-8755
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<b>Toll-Free:</b>
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<b>Address:</b> 30 Hasivim St., Petah Tikva, 49517 Israel
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**GROWTH PLANS/SPECIAL FEATURES:**

ECI Telecom, Ltd., based in Israel, provides advanced telecommunications solutions to carriers and service providers worldwide. ECI 1Net is the company's central Next-Generation Network (NGN), offering fully integrated network equipment, solutions and a suite of services for a variety of platforms. The key product components of 1Net include the 9000 series of Carrier Ethernet Switch Routers (CESR), aggregation switches and demarcation units; WDM/ROADM optical gear, built on the XDM packet-optical platform; Multi-Service Provisioning Platforms (MSPP), built around XDM and Broadgate products, which manage and monitor network transmissions; and Multi-Service Access Nodes (MSAN), built on the Hi-FOCuS platform. Hi-FOCuS supports a full range of video, voice and data services. In recent years, the company introduced Aurora-G, an encryption solution that protects data transmission over Ethernet networks. ECI's data networking division maps, manufactures and markets broadband routers, enabling telecommunications companies to deliver IP-based data, voice and video services. The company uses ShadeTree software, developed in-house, to handle its network routing. Other operations include the NGTS unit, which provides systems and components based on DCME (digital circuit multiplication equipment) technology. Through Veraz Networks, a 41.5%-owned subsidiary, the firm addresses carrier applications including tandem switching; domestic and international long-distance; IP trunking; and other voice and data services. In April 2008, the firm signed an agreement with CJSC Synterra, a telecommunications company in Russia, to provide Multi-Service Transport Platform (MSTP) solutions for CJSC's network. In June 2008, the firm expanded its Hi-FOCuS platform to support SIP signaling for voice-over-IP. In July 2008, ECI Telecom introduced a new high-bandwidth gigabit passive optical network (GPON) optical line termination (OLT) solution to enhance its Hi-FOCuS platform products.

**FINANCIALS:** Sales and profits are in thousands of dollars—add 000 to get the full amount. 2009 Note: Financial information for 2009 was not available for all companies at press time.

2009 Sales: \$	2009 Profits: \$
2008 Sales: \$	2008 Profits: \$
2007 Sales: \$	2007 Profits: \$
2006 Sales: \$656,342	2006 Profits: \$22,095
2005 Sales: \$629,918	2005 Profits: \$39,864

**U.S. Stock Ticker:** Private**Int'l Ticker:** Int'l Exchange:

Employees:

Fiscal Year Ends: 12/31

Parent Company: SWARTH GROUP (THE)

**SALARIES/BENEFITS:**

Pension Plan: Y	ESOP Stock Plan:	Profit Sharing:	Top Exec. Salary: \$	Bonus: \$
Savings Plan: Y	Stock Purch. Plan:		Second Exec. Salary: \$	Bonus: \$

**OTHER THOUGHTS:**

Apparent Women Officers or Directors: 1  
Hot Spot for Advancement for Women/Minorities: Y

**LOCATIONS:** ("Y" = Yes)

West:	Southwest:	Midwest:	Southeast:	Northeast:	International:
Y				Y	Y

**ECOLLEGE.COM**

www.ecollege.com

Industry Group Code: 611410 Ranks within this company's industry group: Sales: Profits:

<b>Financial Services:</b> Stock Brokerage: Mortgages/Loans: Banking: Insurance: Credit Cards:	<b>Information:</b> Portal/News: Communities: Search Engine: Financial Data Pub.: Broadcasting/Music:	<b>Technology:</b> Hardware: Software: Specialty Equipment: Distributor:	<b>Services:</b> Payments/Markets: Consulting: Advertising/Mktg.: Outsourcing: Other:	<b>Retailing:</b> Retailer: Auctions: Tickets/Travel: Automobiles:	<b>Telecommunications:</b> Internet Service Provider: Web Site Services: Specialty Telecom:
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**TYPES OF BUSINESS:**

Online Education Software  
e-Learning Solutions  
Enrollment Marketing Services

**BRANDS/DIVISIONS/AFFILIATES:**

eLearning  
eCollege System  
eCollege Teaching Solutions  
eCollege Program Administration Solutions  
Pearson Education Inc

**CONTACTS:** *Note: Officers with more than one job title may be intentionally listed here more than once.*

Matthew Leavy, CEO  
Anne Keough Keehn, VP-Global Sales & Mktg.  
Vance Allen, CTO  
Michael P. Jackson, VP-Software Dev.  
Andrew Bergad, VP-Educational Partner Oper.  
Anne Keough Keehn, VP-Bus. Dev., Higher Education & K-12  
Matthew Mermagen, VP-Finance  
Scot Chadwick, VP-Account Mgmt.  
Kendrick H. McLish, VP-Product & Strategy  
John Dobbertin, VP/Dir.-Product & Infrastructure

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**GROWTH PLANS/SPECIAL FEATURES:**

ECollege.com builds and supports online learning communities for colleges, universities, K-12 school districts and corporate training organizations. It provides these services through its eLearning business segment. The company's eLearning division provides technology, products and services that enable colleges, universities and high schools to offer online and hybrid educational programs as well as on-campus courses. Selected products include the eCollege System, which uses software and services to support customers' online programs, and comprises the eCollege Teaching Solutions, eCollege Program Administration Solutions and technology infrastructure. The outsourced product incorporates a course management system, designed toward maximum efficiency and interaction; a program administration system, which helps administrators manage the online community; and a secure hosted environment, with all the hardware, security and ancillary software necessary to function well. ELearning solutions and services offered include, but are not limited to, hosting and infrastructure; a course management system; a program administration system; content manager; operational support; academic training and consulting; course development; enterprise reporting; course evaluation system; and 24/7 user support. The firm has an office in Australia to focus on the Asian-Pacific region. In November 2009, the firm announced a partnership with IBM to enhance LearningStudio's Academic Assessment and Analytics Suite with a core reporting, a tool that provides reports for academic administrators to increase student retention and performance.

**FINANCIALS:** Sales and profits are in thousands of dollars—add 000 to get the full amount. 2009 Note: Financial information for 2009 was not available for all companies at press time.

2009 Sales: \$	2009 Profits: \$
2008 Sales: \$	2008 Profits: \$
2007 Sales: \$	2007 Profits: \$
2006 Sales: \$52,085	2006 Profits: \$-2,258
2005 Sales: \$41,460	2005 Profits: \$5,928

U.S. Stock Ticker: Subsidiary

Int'l Ticker: Int'l Exchange:

Employees:

Fiscal Year Ends: 12/31

Parent Company: PEARSON PLC

**SALARIES/BENEFITS:**

Pension Plan:	ESOP Stock Plan:	Profit Sharing:	Top Exec. Salary: \$	Bonus: \$
Savings Plan:	Stock Purch. Plan:		Second Exec. Salary: \$	Bonus: \$

**OTHER THOUGHTS:**

Apparent Women Officers or Directors: 2  
Hot Spot for Advancement for Women/Minorities:

**LOCATIONS: ("Y" = Yes)**

West:	Southwest:	Midwest:	Southeast:	Northeast:	International:
Y					Y

**EDGAR ONLINE INC**

www.edgar-online.com

Industry Group Code: 519130 Ranks within this company's industry group: Sales: 34 Profits: 21

<b>Financial Services:</b> Stock Brokerage: Mortgages/Loans: Banking: Insurance: Credit Cards:	<b>Information:</b> Portal/News: Communities: Search Engine: Financial Data Pub.: Broadcasting/Music:	<b>Technology:</b> Hardware: Software: Specialty Equipment: Distributor:	<b>Services:</b> Payments/Markets: Consulting: Advertising/Mktg.: Outsourcing: Other:	<b>Retailing:</b> Retailer: Auctions: Tickets/Travel: Automobiles:	<b>Telecommunications:</b> Internet Service Provider: Web Site Services: Specialty Telecom:
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**TYPES OF BUSINESS:**

Online Financial Data  
Data Mining

**BRANDS/DIVISIONS/AFFILIATES:**

EDGAR Online Pro  
FreeEdgar.com  
EDGAR Online Access  
Edgar-Online.com

**CONTACTS:** *Note: Officers with more than one job title may be intentionally listed here more than once.*

Philip Moyer, CEO  
Philip Moyer, Pres.  
John C. Ferrara, CFO  
Sue Childs, Sr. VP-Mktg.  
Stefan Chopin, CTO  
Sue B. Childs, Sr. VP-Bus. Dev.  
Mark Maged, Chmn.

**Phone:** 203-852-5666      **Fax:** 203-852-5667

**Toll-Free:** 800-416-6651

**Address:** 50 Washington St., 11th Fl., Norwalk, CT 06854 US

**GROWTH PLANS/SPECIAL FEATURES:**

EDGAR Online, Inc. creates and distributes financial data and public filings for equities, mutual funds and a variety of other publically traded assets. The company delivers information in the form of online end-user subscriptions, as well as through data licenses and bulk data feeds. Consumers of EDGAR information are generally financial, corporate and advisory professionals who work in financial institutions, government agencies and law firms as well as individual investors. Revenues from the company's web sites are generated through the sale of subscriptions and other premium services. Its subscription services include I-Metrix and I-Metrix Professional, web-based subscription services; EDGAR Online PRO, a professional research subscription service that offers access to filings and advanced searching, filtering and downloading tools via EdgarOnlinePro.com; and EDGAR Online Access, a mid-tier subscription service that offers limited access via Edgar-Online.com. Combined, the firm's subscription services have more than 11,500 individual subscribers. The company also has over 280 clients that license its data products and services for use in existing intranet, extranet and other product applications. In addition to its revenue-generating services, EDGAR Online operates freedgar.com, a general database of SEC filings with restricted navigation tools. The firm also produces data and data products such as data feeds; full access to SEC filings in multiple formats; standardized and as-reported financial data; annual and quarterly financial statements; insider trades; institutional holdings; IPOs; Form 8-K disclosures; electronic prospectuses; and other investment instrument disclosure information. In addition, the company generates advertising revenues through the sale of advertising banners and sponsorships on its web sites, as well as through e-commerce activities such as marketing third party services to the users of its web sites.

The company offers its employees health coverage and a 401(k) plan.

**FINANCIALS:** Sales and profits are in thousands of dollars—add 000 to get the full amount. 2009 Note: Financial information for 2009 was not available for all companies at press time.

2009 Sales: \$19,174	2009 Profits: \$- 950
2008 Sales: \$19,463	2008 Profits: \$-2,659
2007 Sales: \$17,908	2007 Profits: \$-7,363
2006 Sales: \$16,246	2006 Profits: \$-5,926
2005 Sales: \$14,235	2005 Profits: \$-5,578

**U.S. Stock Ticker:** EDGR  
**Int'l Ticker:** Int'l Exchange:  
Employees: 90  
Fiscal Year Ends: 12/31  
Parent Company:

**SALARIES/BENEFITS:**

Pension Plan:	ESOP Stock Plan:	Profit Sharing:	Top Exec. Salary: \$335,000	Bonus: \$50,000
Savings Plan: Y	Stock Purch. Plan:		Second Exec. Salary: \$292,000	Bonus: \$25,000

**OTHER THOUGHTS:**

**Apparent Women Officers or Directors:** 2  
**Hot Spot for Advancement for Women/Minorities:** Y

**LOCATIONS:** ("Y" = Yes)

West:	Southwest:	Midwest:	Southeast:	Northeast:	International:
				Y	



**EHEALTH INC**

www.ehealthinsurance.com

Industry Group Code: 524210A Ranks within this company's industry group: Sales: 1 Profits: 1

<b>Financial Services:</b> Stock Brokerage: Mortgages/Loans: Banking: Insurance: Credit Cards:	<b>Information:</b> Portal/News: Communities: Search Engine: Financial Data Pub.: Broadcasting/Music:	<b>Technology:</b> Hardware: Software: Specialty Equipment: Distributor:	<b>Services:</b> Payments/Markets: Consulting: Advertising/Mktg.: Outsourcing: Other:	<b>Retailing:</b> Retailer: Auctions: Tickets/Travel: Automobiles:	<b>Telecommunications:</b> Internet Service Provider: Web Site Services: Specialty Telecom:
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**TYPES OF BUSINESS:**

Health Insurance Brokerage-Online  
Health Insurance  
Student Health Insurance  
Short-term Health Insurance  
Health Savings Accounts  
Dental Insurance  
Term Life Insurance  
Dental Discount Cards

**BRANDS/DIVISIONS/AFFILIATES:****CONTACTS:** *Note: Officers with more than one job title may be intentionally listed here more than once.*

Gary L. Lauer, CEO  
Gary L. Lauer, Pres.  
Stuart M. Huizinga, CFO/Sr. VP  
Samuel C. Gibbs, III, Sr. VP-Sales  
Sheldon X. Wang, CTO/Exec. VP-Tech.  
Bruce Telkamp, Exec. VP-Bus. & Corp. Dev.  
Robert S. Hurley, Sr. VP-Carrier Rel.  
Scott C. Sandborn, Chief Mktg. & Revenue Officer  
Gary L. Lauer, Chmn.

<b>Phone:</b> 650-584-2700	<b>Fax:</b> 650-961-2153
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<b>Toll-Free:</b>
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<b>Address:</b> 440 E. Middlefield Rd., Mountain View, CA 94043 US
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**GROWTH PLANS/SPECIAL FEATURES:**

eHealth, Inc. is a leading online provider of health insurance for individuals, families and small businesses. The company is licensed to market and sell health insurance in all 50 states and Washington, D.C. It has developed partnerships with over 180 health insurance carriers in the U.S., enabling it to offer thousands of health insurance products online. eHealth organizes and presents health insurance online in a user-friendly format enabling its customers to choose from a variety of health insurance products. The firm generates revenue primarily from commissions it receives from health insurance carriers, generally based on a percentage of the premium its members have paid to the carrier. It also, in some instances, receives commission override payments for achieving certain sales volume thresholds. In addition to the revenue the company derives from the sale of health insurance products, it derives revenue from its online sponsorship advertising program and from licensing the use of its ecommerce technology. Products offered by eHealth include preferred provider organization (PPO), health maintenance organization (HMO), indemnity plans, short-term medical insurance, student health insurance, health savings account (HSA) eligible health insurance plans and ancillary products such as dental, vision and life insurance. Elements of its platform include online rate quoting, comprehensive plan information, plan comparison, recommendations and online application and enrollment forms. The platform also uses Electronic Processing Interchange (EPI) technology to integrate its online application process with health insurance carriers' technology systems. The company has approximately 621,100 members. eHealth has relationships with large national carriers such as Aetna, Humana, UnitedHealthcare and Wellpoint; over 40 BlueCross BlueShield carriers; and regional carriers such as Health Net, Kaiser Permanente and Unicare. Revenue derived from carriers owned by UnitedHealthcare, Wellpoint and Aetna represented approximately 17%, 16% and 14% of the firm's 2008 revenue, respectively.

**FINANCIALS:** Sales and profits are in thousands of dollars—add 000 to get the full amount. 2009 Note: Financial information for 2009 was not available for all companies at press time.

2009 Sales: \$134,890	2009 Profits: \$15,347
2008 Sales: \$111,711	2008 Profits: \$14,168
2007 Sales: \$87,791	2007 Profits: \$31,595
2006 Sales: \$61,310	2006 Profits: \$16,477
2005 Sales: \$41,752	2005 Profits: \$-4,114

**U.S. Stock Ticker:** EHTH  
**Int'l Ticker:** Int'l Exchange:  
Employees: 482  
Fiscal Year Ends: 12/31  
Parent Company:

**SALARIES/BENEFITS:**

Pension Plan:	ESOP Stock Plan:	Profit Sharing:	Top Exec. Salary: \$384,058	Bonus: \$62,563
Savings Plan: Y	Stock Purch. Plan: Y		Second Exec. Salary: \$272,077	Bonus: \$33,750

**OTHER THOUGHTS:**

**Apparent Women Officers or Directors:**  
**Hot Spot for Advancement for Women/Minorities:**

**LOCATIONS: ("Y" = Yes)**

West:	Southwest:	Midwest:	Southeast:	Northeast:	International:
Y					

**ELAVON INC**

www.elavon.com

Industry Group Code: 522320 Ranks within this company's industry group: Sales: Profits:

<b>Financial Services:</b> Stock Brokerage: Mortgages/Loans: Banking: Insurance: Credit Cards: Y	<b>Information:</b> Portal/News: Communities: Search Engine: Financial Data Pub.: Broadcasting/Music:	<b>Technology:</b> Hardware: Software: Y Specialty Equipment: Y Distributor:	<b>Services:</b> Payments/Markets: Y Consulting: Advertising/Mktg.: Outsourcing: Other:	<b>Retailing:</b> Retailer: Auctions: Tickets/Travel: Automobiles:	<b>Telecommunications:</b> Internet Service Provider: Web Site Services: Specialty Telecom:
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**TYPES OF BUSINESS:**

Payment Processing Terminal Products  
Payment Processing Software  
Gift Cards  
Currency Conversion  
Acquisition Services

**BRANDS/DIVISIONS/AFFILIATES:**

US Bancorp

**CONTACTS:** *Note: Officers with more than one job title may be intentionally listed here more than once.*

Pamela A. Joseph, CEO  
Jamie Walker, CFO  
Christopher S. Kenyon, CIO  
Christopher S. Kenyon, Exec. VP-Systems & Tech.  
Mindy Doster, General Counsel/Sr. VP  
Elaine T. Baker, Exec. VP-North American Oper.  
Mike Passilla, Exec. VP-Global Bus. Dev.  
Holly Lytle, Public Rel.  
Ed O'Hare, Sr. VP-Corp. Dev., Global Acquiring Solutions  
Stuart C. Harvey Jr., CEO-Global Payment Solutions  
Jonathan W. Ziglar, Sr. VP-Strategic Planning & Enterprise Dev.  
Pamela A. Joseph, Chmn./Vice Chmn.-US Bancorp Payment Svcs.  
Simon Haslam, Exec. VP/Managing Dir.-Europe

**Phone:** 678-731-5000**Fax:****Toll-Free:****Address:** 1 Concourse Pkwy., Ste. 300, Atlanta, GA 30328 US**GROWTH PLANS/SPECIAL FEATURES:**

Elavon, Inc., formerly known as NOVA Information Systems, is a wholly-owned subsidiary of U.S. Bancorp. The firm provides end-to-end payment processing solutions to over 1 million retailers, financial institutions, associations and government agencies in North America and Europe, active in the retail, restaurant, hospitality, government, healthcare, education, and e-commerce market sectors. Its customers include more than 1,500 bank clients. The company provides authorization services for 89 global currencies, settlement services in 16 major currencies and dynamic currency conversion for 48 currencies. Some Elavon products and services include credit and debit card processing; payment terminal products; software and Internet products to enhance payment acceptance capabilities; gateway/value-added resellers (VAR); point-of-sale (POS) solutions; electronic check services; gift cards; dynamic currency conversion; multi-currency support; and cross-border acquiring. The company serves all stages of the acquisition process, with services such as transaction processing, risk and underwriting, settlement, equipment deployment, chargeback management, reporting and customer service. Elavon markets its services through alliance partner channels such as financial institutions, trade associations and independent sales organizations (ISOs). In September 2009, the firm acquired Carolina First Bank's merchant processing portfolio; and Citibank's Diners Club Card merchant-location portfolio for Western Europe, which represents over 75,000 merchants. In January 2010, the company acquired Citizens National Bank's merchant processing portfolio. In February 2010, Elavon established a joint alliance in Mexico with Banco Santander, a retail and commercial bank based in Spain.

**FINANCIALS:** Sales and profits are in thousands of dollars—add 000 to get the full amount. 2009 Note: Financial information for 2009 was not available for all companies at press time.

2009 Sales: \$	2009 Profits: \$
2008 Sales: \$	2008 Profits: \$
2007 Sales: \$142,100	2007 Profits: \$
2006 Sales: \$	2006 Profits: \$
2005 Sales: \$	2005 Profits: \$

**U.S. Stock Ticker: Subsidiary****Int'l Ticker:** Int'l Exchange:

Employees:

Fiscal Year Ends: 12/31

Parent Company: US BANCORP

**SALARIES/BENEFITS:**

Pension Plan:	ESOP Stock Plan:	Profit Sharing:	Top Exec. Salary: \$	Bonus: \$
Savings Plan:	Stock Purch. Plan:		Second Exec. Salary: \$	Bonus: \$

**OTHER THOUGHTS:**

Apparent Women Officers or Directors: 3  
Hot Spot for Advancement for Women/Minorities: Y

**LOCATIONS: ("Y" = Yes)**

West:	Southwest:	Midwest:	Southeast: Y	Northeast:	International: Y
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**ELECTRONIC ARTS INC**

www.ea.com

Industry Group Code: 511210G Ranks within this company's industry group: Sales: 1 Profits: 2

<b>Financial Services:</b> Stock Brokerage: Mortgages/Loans: Banking: Insurance: Credit Cards:	<b>Information:</b> Portal/News: Communities: Search Engine: Financial Data Pub.: Broadcasting/Music:	<b>Technology:</b> Hardware: Software: Specialty Equipment: Distributor:	<b>Services:</b> Payments/Markets: Consulting: Advertising/Mktg.: Outsourcing: Other:	<b>Retailing:</b> Retailer: Auctions: Tickets/Travel: Automobiles:	<b>Telecommunications:</b> Internet Service Provider: Web Site Services: Specialty Telecom:
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**TYPES OF BUSINESS:**

Computer Software-Video Games  
Online Interactive Games  
E-Commerce Sales  
Mobile Games

**BRANDS/DIVISIONS/AFFILIATES:**

EA Games  
EA Sports  
EA Play  
Madden NFL  
NCAA Football  
Pogo.com  
Playfish  
Bioware Corp

**CONTACTS:** *Note: Officers with more than one job title may be intentionally listed here more than once.*

John S. Riccitiello, CEO  
John Schappert, COO  
Eric Brown, CFO/Exec. VP  
Gabrielle Toledano, Exec. VP-Human Resources  
Stephen G. Bene, General Counsel/Sec./Sr. VP  
Joel Linzner, Exec. VP-Bus. & Legal Affairs  
Ken Barker, Chief Acct. Officer/Sr. VP  
Peter Moore, Pres., EA Sports Label  
Frank Gibeau, Pres., EA Games Label  
Rod Humble, Pres., EA Play Label  
Lawrence F. Probst, III, Chmn.

**Phone:** 650-628-1500      **Fax:** 650-628-1414

**Toll-Free:**

**Address:** 209 Redwood Shores Pkwy., Redwood City, CA 94065-1175 US

**GROWTH PLANS/SPECIAL FEATURES:**

Electronic Arts, Inc. (EA) develops, markets, publishes and distributes video game software. The company designs products for a number of platforms, including video game consoles, such as the Sony PlayStation 3, Microsoft Xbox 360 and Nintendo Wii; handheld game systems, including PlayStation Portable (PSP), Nintendo DS and Apple iPod; personal computers (PCs); and mobile phones. The company operates in three segments, or labels: EA Games, EA Sports, and EA Play. The EA Games label encompasses the largest percentage of the company's studios and development staff, focused on producing a diverse portfolio of action-adventure, role playing, racing and combat games, as well as massively-multiplayer online role-playing games (MMORPG) such as Warhammer Online. The EA Sports label produces a variety of sports-based video games, including the Madden NFL, Fight Night and NCAA Football franchises. The EA Play label develops games that are intended to be quick to learn and play, making them easily accessible for a wide audience. Pogo, an online service with over 1.8 million subscribers, offers a variety of card, puzzle and word games. Through EA Mobile, the firm publishes games and related content for mobile phones. The company distributes games in over 35 countries worldwide. In November 2009, EA began implementing a restructuring plan that will entail layoffs, facility closures, discontinuing product lines and reorganizing activities. Also in November 2009, the firm acquired social gaming company Playfish for \$400 million. Playfish claims over 60 million monthly players worldwide across a variety of different platforms.

EA offers its employees healthcare coverage; an employee assistance program; life insurance; a 401(k) plan; travelers' insurance; an employee stock purchase plan; car allowances; disability insurance; free or discounted EA games; access to gyms and in-company restaurants; charitable donation matching; bonus plans; and spot stock awards.

**FINANCIALS:** Sales and profits are in thousands of dollars—add 000 to get the full amount. 2009 Note: Financial information for 2009 was not available for all companies at press time.

2009 Sales: \$4,212,000	2009 Profits: \$-1,088,000
2008 Sales: \$3,665,000	2008 Profits: \$-454,000
2007 Sales: \$3,091,000	2007 Profits: \$76,000
2006 Sales: \$2,951,000	2006 Profits: \$236,000
2005 Sales: \$3,129,000	2005 Profits: \$504,000

**U.S. Stock Ticker:** ERTS

Int'l Ticker: Int'l Exchange:

Employees: 9,100

Fiscal Year Ends: 3/31

Parent Company:

**SALARIES/BENEFITS:**

Pension Plan:	ESOP Stock Plan:	Profit Sharing:	Top Exec. Salary: \$793,749	Bonus: \$400,000
Savings Plan: Y	Stock Purch. Plan: Y		Second Exec. Salary: \$600,840	Bonus: \$200,000

**OTHER THOUGHTS:**

Apparent Women Officers or Directors: 2  
Hot Spot for Advancement for Women/Minorities: Y

**LOCATIONS:** ("Y" = Yes)

West:	Southwest:	Midwest:	Southeast:	Northeast:	International:
Y	Y		Y	Y	Y

**ELECTRONIC DATA SYSTEMS CORP (EDS)**

www.eds.com

Industry Group Code: 541513 Ranks within this company's industry group: Sales: 4 Profits:

<b>Financial Services:</b> Stock Brokerage: Mortgages/Loans: Banking: Insurance: Credit Cards:	<b>Information:</b> Portal/News: Communities: Search Engine: Financial Data Pub.: Broadcasting/Music:	<b>Technology:</b> Hardware: Software: Specialty Equipment: Distributor:	<b>Services:</b> Payments/Markets: Consulting: Advertising/Mktg.: Outsourcing: Other:	<b>Retailing:</b> Retailer: Auctions: Tickets/Travel: Automobiles:	<b>Telecommunications:</b> Internet Service Provider: Web Site Services: Specialty Telecom:
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**TYPES OF BUSINESS:**

Consulting-Computer & Internet  
Systems Integration & Development  
Information Solutions  
Process Management  
Business Process Outsourcing  
Internet Services

**BRANDS/DIVISIONS/AFFILIATES:**

Hewlett-Packard Co (HP)  
EDS Applications Services  
Business Process Outsourcing  
EDS Agile Enterprise Platform  
RelQ Software Private Limited  
Saber Corp.  
Nexagent  
Mphasis Limited

**CONTACTS:** *Note: Officers with more than one job title may be intentionally listed here more than once.*

Joe Eazor, Gen. Mgr.  
Bobby Grisham, Sr. VP-Global Sales  
Jeff Kelly, Sr. VP-Americas  
David Gee, VP-Worldwide Mktg.  
Andy Mattes, Sr. VP-Applications Svcs.  
Dennis Stolkey, Sr. VP-U.S. Public Sector  
Bill Thomas, Sr. VP-EMEA

**Phone:** 972-604-6000      **Fax:** 972-605-6033

**Toll-Free:**

**Address:** 5400 Legacy Dr., Plano, TX 75024 US

**GROWTH PLANS/SPECIAL FEATURES:**

Electronic Data Systems Corporation (EDS) is a leading global technology services company focused on providing business solutions. The company operates through three segments: infrastructure services, application services and business process outsourcing (BPO) services. EDS Infrastructure Services delivers hosting, storage, desktop, communications and security and privacy services that enable clients to drive down their total cost of ownership and increase the productivity of their information technology environments. EDS Applications Services helps organizations plan, develop, integrate and manage custom applications, packaged software and industry-specific solutions. The company offers applications development and management services on an outsourced or project basis. Services range from the outsourcing of all application development and systems integration to the management and implementation of EDS-owned or third-party industry applications. The firm's BPO segment enables clients to drive operational and organizational efficiency, business process integration, application integration and cost savings. Its BPO services include billing and clearing; card processing; credit; customer relationship management; document processing; finance and accounting; human resources outsourcing; insurance; payment; and supply management services. EDS also provides industry-specific offerings and industry experts supporting the financial services, manufacturing, healthcare, transportation, communications, energy and consumer and retail industries. The EDS Agile Enterprise Platform is a network-based utility architecture that serves as the foundation for the delivery of a significant portion of its BPO services.

**FINANCIALS:** Sales and profits are in thousands of dollars—add 000 to get the full amount. 2009 Note: Financial information for 2009 was not available for all companies at press time.

2009 Sales: \$	2009 Profits: \$
2008 Sales: \$23,000,000	2008 Profits: \$
2007 Sales: \$22,134,000	2007 Profits: \$716,000
2006 Sales: \$21,268,000	2006 Profits: \$470,000
2005 Sales: \$19,757,000	2005 Profits: \$150,000

**U.S. Stock Ticker:** Subsidiary

**Int'l Ticker:** Int'l Exchange:

Employees:

Fiscal Year Ends: 12/31

Parent Company: HEWLETT-PACKARD CO (HP)

**SALARIES/BENEFITS:**

Pension Plan:	ESOP Stock Plan:	Profit Sharing:	Top Exec. Salary: \$	Bonus: \$
Savings Plan:	Stock Purch. Plan:		Second Exec. Salary: \$	Bonus: \$

**OTHER THOUGHTS:**

**Apparent Women Officers or Directors:** 3  
**Hot Spot for Advancement for Women/Minorities:** Y

**LOCATIONS:** ("Y" = Yes)

West:	Southwest:	Midwest:	Southeast:	Northeast:	International:
Y	Y	Y	Y	Y	Y

**E-LOAN INC**

www.eloan.com

Industry Group Code: 522310E Ranks within this company's industry group: Sales: Profits:

<b>Financial Services:</b> Stock Brokerage: Mortgages/Loans: Y Banking: Insurance: Credit Cards: Y	<b>Information:</b> Portal/News: Communities: Search Engine: Financial Data Pub.: Broadcasting/Music:	<b>Technology:</b> Hardware: Software: Specialty Equipment: Distributor:	<b>Services:</b> Payments/Markets: Consulting: Advertising/Mktg.: Outsourcing: Other:	<b>Retailing:</b> Retailer: Auctions: Tickets/Travel: Automobiles:	<b>Telecommunications:</b> Internet Service Provider: Web Site Services: Specialty Telecom:
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**TYPES OF BUSINESS:**

Online Mortgage Broker  
Debt Consolidation  
Small Business Loans  
Credit Cards  
Education Loans

**BRANDS/DIVISIONS/AFFILIATES:**

Popular Inc

**CONTACTS:** *Note: Officers with more than one job title may be intentionally listed here more than once.*

Mark E. Lefanowicz, Pres.  
Alberto J. Paracchini, CFO/Exec. VP  
Imran Khan, Chief Mktg. Officer  
Jay Shah, CIO  
Scott McKinlay, Sr. VP-Corp. Dev.  
Harold (Pete) Bonnikson, Sr. VP-First Mortgage  
Rick Folgmann, Sr. VP-Home Equity  
Tess Koleczek, Chief Privacy Officer  
Jim Gallagher, VP-Bus. Dev.  
Christian A. Larsen, Chmn.

Phone: 925-847-6200 Fax: 925-847-0831

Toll-Free: 888-533-5333

Address: 6230 Stoneridge Mall Rd., Pleasanton, CA 94588 US

**GROWTH PLANS/SPECIAL FEATURES:**

E-LOAN, Inc., a wholly-owned subsidiary of Banco Popular North America (a subsidiary of Popular Inc.), is an online provider and direct-to-consumer lender of a full range of mortgages; credit cards; and home equity, auto, education and personal loans. The E-LOAN web site offers a variety of services for borrowers, including comparisons of loans from the nation's leading lenders; tools for managing debt; credit reports and scores; exclusive 24-hour loan status access; automatic notification regarding new products that meet specific customer needs; and a variety of other services. E-LOAN originates loans through its web site and by telephone; funds the loans using warehouse and other lines of credit; and then sells closed loans. The gain on the sale of these loans is the company's primary source of income. The firm showcases a low-cost guarantee, assuring customers that its combination of low rate, points and lender or broker fees is the lowest-cost loan available. Products offered by E-LOAN include fixed-rate mortgage products, including 30 year and 15 year terms; adjustable rate mortgage products, including 10, seven, five and three year terms; stated income mortgage products, for individuals who are self-employed or write off a large portion of their income; and home equity lines of credit, home equity loans and installment vehicle loans. Lending partners for the company include First Street, Option One Mortgage Corporation (a subsidiary of H&R Block), Irwin Home Equity and HSBC Auto Finance. In 2008, E-LOAN announced that it will offer federally insured Federal Housing Administration (FHA) loans to assist consumers facing a tight credit market.

**FINANCIALS:** Sales and profits are in thousands of dollars—add 000 to get the full amount. 2009 Note: Financial information for 2009 was not available for all companies at press time.

2009 Sales: \$	2009 Profits: \$
2008 Sales: \$	2008 Profits: \$
2007 Sales: \$147,000	2007 Profits: \$
2006 Sales: \$	2006 Profits: \$
2005 Sales: \$	2005 Profits: \$

**U.S. Stock Ticker: Subsidiary**

Int'l Ticker: Int'l Exchange:

Employees:

Fiscal Year Ends: 12/31

Parent Company: POPULAR INC

**SALARIES/BENEFITS:**

Pension Plan:	ESOP Stock Plan:	Profit Sharing:	Top Exec. Salary: \$	Bonus: \$
Savings Plan:	Stock Purch. Plan:		Second Exec. Salary: \$	Bonus: \$

**OTHER THOUGHTS:**

Apparent Women Officers or Directors: 1  
Hot Spot for Advancement for Women/Minorities:

**LOCATIONS: ("Y" = Yes)**

West:	Southwest:	Midwest:	Southeast:	Northeast:	International:
Y					

**ELOYALTY CORPORATION**

www.loyaltyco.com

Industry Group Code: 511210K Ranks within this company's industry group: Sales: 5 Profits: 7

<b>Financial Services:</b> Stock Brokerage: Mortgages/Loans: Banking: Insurance: Credit Cards:	<b>Information:</b> Portal/News: Communities: Search Engine: Financial Data Pub.: Broadcasting/Music:	<b>Technology:</b> Hardware: Software: Specialty Equipment: Distributor:	<b>Services:</b> Payments/Markets: Consulting: Advertising/Mktg.: Outsourcing: Other:	<b>Retailing:</b> Retailer: Auctions: Tickets/Travel: Automobiles:	<b>Telecommunications:</b> Internet Service Provider: Web Site Services: Specialty Telecom:
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**TYPES OF BUSINESS:**

Customer Relationship Management (CRM) Consulting  
Managed CRM Services  
IT Consulting  
Management Consulting  
Contact Center Services

**BRANDS/DIVISIONS/AFFILIATES:****CONTACTS:** *Note: Officers with more than one job title may be intentionally listed here more than once.*

Kelly D. Conway, CEO  
Kelly D. Conway, Pres.  
William B. Noon, CFO  
Christopher Min, Corp. Sec./Chief Privacy Officer  
Steven C. Pollema, VP-Integrated Contact Solutions & CRM Bus. Unit  
Tench Coxe, Chmn.

<b>Phone:</b> 847-582-7000	<b>Fax:</b> 847-582-7001
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<b>Toll-Free:</b> 877-235-6925
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<b>Address:</b> 150 Field Dr., Ste. 250, Lake Forest, IL 60045 US
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**GROWTH PLANS/SPECIAL FEATURES:**

eLoyalty Corporation is a management consulting, systems integration and managed services company. It focuses on optimizing customer interactions across and within marketing, sales and service. The firm concentrates on two major service lines: Integrated Contact Solutions, which helps clients to converge their contact center environments into one network, instead of maintaining separate voice and data networks, and includes reselling third-party (primarily Cisco Systems) hardware and software; and Behavioral Analytics, which utilizes human behavioral modeling to assess and enrich customer interactions. Other services help clients employ speech-enabled self-service options to develop contact center efficiency and assist clients in developing acquisition, cross-sell and retention of customers by advancing customer data management, interaction management and campaign automation. eLoyalty offers a broad range of Customer Relationship Management (CRM) services, including evaluating and developing business strategies; designing and implementing technical architecture; and providing ongoing support for multi-vendor systems. Consulting services, generally involving integrating or building systems for clients, are billed principally on a time-and-materials basis and occasionally on a fixed-fee basis, and account for roughly 48% of eLoyalty's revenue. Managed services account for approximately 41%, and include contact center managed services; computer telephony integration, maintenance and support; outsourcing call center telephony networks and cross-platform monitoring; and the provision of hosting solutions and services related to e-PROFILE Internet banking products. Reselling products account for 11% of the firm's revenues.

The firm offers employees life, disability, medical, vision and dental insurance; domestic partner benefits; a 401(k) plan; paid time off; an employee stock purchase plan; and a legal plan.

**FINANCIALS:** Sales and profits are in thousands of dollars—add 000 to get the full amount. 2009 Note: Financial information for 2009 was not available for all companies at press time.

2009 Sales: \$101,613	2009 Profits: \$-10,620
2008 Sales: \$91,197	2008 Profits: \$-21,653
2007 Sales: \$102,105	2007 Profits: \$-18,738
2006 Sales: \$89,828	2006 Profits: \$-11,148
2005 Sales: \$79,008	2005 Profits: \$-7,647

**U.S. Stock Ticker:** ELOY**Int'l Ticker:** Int'l Exchange:

Employees: 421

Fiscal Year Ends: 12/31

Parent Company:

**SALARIES/BENEFITS:**

Pension Plan:	ESOP Stock Plan:	Profit Sharing:	Top Exec. Salary: \$508,989	Bonus: \$325,000
Savings Plan: Y	Stock Purch. Plan: Y		Second Exec. Salary: \$318,151	Bonus: \$175,000

**OTHER THOUGHTS:**

Apparent Women Officers or Directors: 1  
Hot Spot for Advancement for Women/Minorities: Y

**LOCATIONS:** ("Y" = Yes)

West:	Southwest:	Midwest:	Southeast:	Northeast:	International:
	Y	Y			Y

**E-MACHITOWN CO LTD**

corp.emachi.co.jp

Industry Group Code: 518210 Ranks within this company's industry group: Sales: Profits:

<b>Financial Services:</b> Stock Brokerage: Mortgages/Loans: Banking: Insurance: Credit Cards:	<b>Information:</b> Portal/News: Communities: Search Engine: Financial Data Pub.: Broadcasting/Music:	<b>Technology:</b> Hardware: Software: Specialty Equipment: Distributor:	<b>Services:</b> Payments/Markets: Consulting: Advertising/Mktg.: Outsourcing: Other:	<b>Retailing:</b> Retailer: Auctions: Tickets/Travel: Automobiles:	<b>Telecommunications:</b> Internet Service Provider: Web Site Services: Specialty Telecom:
		Y	Y		Y Y

**TYPES OF BUSINESS:**

Internet Advertising  
E-Mail Hosting  
Server Hosting  
Hotel Reservations

**BRANDS/DIVISIONS/AFFILIATES:**

Hikari Tsushin Inc  
DESKWING  
Mobile Jobs, Inc.

**GROWTH PLANS/SPECIAL FEATURES:**

e-machitown Co., Ltd., a subsidiary of Hikari Tsushin, Inc., provides media advertising services and rental servers primarily to small to medium sized businesses. The company conducts its operations in three segments that include Solutions, Media Advertising and Server. The Solutions segment offers web site design and communication services. The Media Advertising segment provides internet advertising services and mobile web content, in addition to running the company's regional information portal, e-machitown, and other accommodation sites. The Server segment provides small business with rental servers under its DESKWING brand, along with hosting services including e-mail and domain name registration. The company recently acquired Mobile Jobs, Inc.

**CONTACTS:** *Note: Officers with more than one job title may be intentionally listed here more than once.*

Hirokazu Mashita, CEO  
Takeshi Tamamura, COO  
Takeshi Tamamura, Pres.  
Makoto Watanabe, Head-Sales  
Satoshi Ina, Chief Admin. Officer  
Makoto Watanabe, Chief Oper. Dir.  
Toshinori Yoshioka, Chief Bus. Dev. Dir./Head-Bus. Dev.  
Makoto Watanabe, Chief Media Dir.  
Hirokazu Mashita, Chmn.

**Phone:** 81-3-5954-7555      **Fax:** 81-3-5957-0747

**Toll-Free:**

**Address:** 1-16-15 Minami-Ikebukuro, Toshima-ku, Tokyo, 171-0022 Japan

**FINANCIALS:** Sales and profits are in thousands of dollars—add 000 to get the full amount. 2009 Note: Financial information for 2009 was not available for all companies at press time.

2009 Sales: \$	2009 Profits: \$
2008 Sales: \$	2008 Profits: \$
2007 Sales: \$	2007 Profits: \$
2006 Sales: \$	2006 Profits: \$
2005 Sales: \$	2005 Profits: \$

**U.S. Stock Ticker: Subsidiary****Int'l Ticker:** Int'l Exchange:

Employees:

Fiscal Year Ends: 9/30

Parent Company: HIKARI TSUSHIN INC

**SALARIES/BENEFITS:**

Pension Plan:	ESOP Stock Plan:	Profit Sharing:	Top Exec. Salary: \$	Bonus: \$
Savings Plan:	Stock Purch. Plan:		Second Exec. Salary: \$	Bonus: \$

**OTHER THOUGHTS:**

**Apparent Women Officers or Directors:**  
**Hot Spot for Advancement for Women/Minorities:**

**LOCATIONS: ("Y" = Yes)**

West:	Southwest:	Midwest:	Southeast:	Northeast:	International:
					Y

**EMBARCADERO TECHNOLOGIES INC**

www.embarcadero.com

Industry Group Code: 511210J Ranks within this company's industry group: Sales: Profits:

<b>Financial Services:</b> Stock Brokerage: Mortgages/Loans: Banking: Insurance: Credit Cards:	<b>Information:</b> Portal/News: Communities: Search Engine: Financial Data Pub.: Broadcasting/Music:	<b>Technology:</b> Hardware: Software: Specialty Equipment: Distributor:	<b>Services:</b> Payments/Markets: Consulting: Advertising/Mktg.: Outsourcing: Other:	<b>Retailing:</b> Retailer: Auctions: Tickets/Travel: Automobiles:	<b>Telecommunications:</b> Internet Service Provider: Web Site Services: Specialty Telecom:
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**TYPES OF BUSINESS:**

Software-Application &amp; Database Management

**BRANDS/DIVISIONS/AFFILIATES:**

Thoma Cressey Bravo  
DBArtisan  
DSAAuditor  
Describe  
DT/Studio  
ER/Studio  
Rapid SQL

**CONTACTS:** *Note: Officers with more than one job title may be intentionally listed here more than once.*

Wayne D. Williams, CEO  
Jim Lines, CFO  
Michael Swindell, Sr. VP-Mktg.  
Lorraine C. Gnecco, VP-Human Resources  
Tony de la Lama, Sr. VP-R&D  
James Pitts, CTO  
Michael Swindell, Sr. VP-Prod. Mgmt.  
Raj P. Sabhlok, Sr. VP-Oper.  
Michelle Chase, Contact-Media Rel.  
Scott Schoonover, VP-Sales, Americas  
Nigel Brown, VP-Int'l

**Phone:** 415-834-3131 **Fax:** 415-434-1721**Toll-Free:** 800-247-4274**Address:** 100 California St., Ste. 1200, San Francisco, CA 94111  
US**GROWTH PLANS/SPECIAL FEATURES:**

Embarcadero Technologies, Inc. is a management technology company that addresses application and database lifecycle operations for leading corporations. Embarcadero designs and develops products for information transmission across databases. The products compress time frames and increase database performance and availability, which helps companies to build, optimize and manage their databases and applications. The firm offers its DatabaseGear and its newly acquired CodeGear products to approximately 3 million people in 29 countries. DatabaseGear offers professional grade tools to design, build, and secure databases and can support the leading databases including IBM DB2, InterBase, Microsoft SQL Server, MySQL, Oracle and Sybase. CodeGear offers small to medium businesses applications for use with Windows, Java, the Internet and databases. International sales account for roughly 27% of revenue, and subsidiary Embarcadero Europe Ltd. manages the sales, marketing, and support of products in Europe, the Middle East and Africa. The firm also markets products through independent distributors and through its sales office in Melbourne, Australia. Additionally, the company has agreements with distributors in various countries in Central and Latin America, as well as the Asia Pacific region.

**FINANCIALS:** Sales and profits are in thousands of dollars—add 000 to get the full amount. 2009 Note: Financial information for 2009 was not available for all companies at press time.

2009 Sales: \$	2009 Profits: \$
2008 Sales: \$	2008 Profits: \$
2007 Sales: \$	2007 Profits: \$
2006 Sales: \$60,000	2006 Profits: \$5,800
2005 Sales: \$57,552	2005 Profits: \$4,337

**U.S. Stock Ticker:** Private**Int'l Ticker:** Int'l Exchange:

Employees:

Fiscal Year Ends: 12/31

Parent Company: THOMA BRAVO LLC

**SALARIES/BENEFITS:**

Pension Plan:	ESOP Stock Plan:	Profit Sharing:	Top Exec. Salary: \$	Bonus: \$
Savings Plan: Y	Stock Purch. Plan:		Second Exec. Salary: \$	Bonus: \$

**OTHER THOUGHTS:**

**Apparent Women Officers or Directors:** 2  
**Hot Spot for Advancement for Women/Minorities:** Y

**LOCATIONS:** ("Y" = Yes)

West:	Southwest:	Midwest:	Southeast:	Northeast:	International:
Y					Y



**EMBARQ CORP**

www.embarq.com

Industry Group Code: 517110 Ranks within this company's industry group: Sales: 12 Profits: 7

<b>Financial Services:</b> Stock Brokerage: Mortgages/Loans: Banking: Insurance: Credit Cards:	<b>Information:</b> Portal/News: Communities: Search Engine: Financial Data Pub.: Broadcasting/Music:	<b>Technology:</b> Hardware: Software: Specialty Equipment: Distributor:	<b>Services:</b> Payments/Markets: Consulting: Advertising/Mktg.: Outsourcing: Other:	<b>Retailing:</b> Retailer: Auctions: Tickets/Travel: Automobiles:	<b>Telecommunications:</b> Internet Service Provider: Web Site Services: Specialty Telecom:	Y
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**TYPES OF BUSINESS:**

Local & Long-Distance Phone Services  
High-Speed Internet Access  
Satellite Video Services  
Wireless Services

**BRANDS/DIVISIONS/AFFILIATES:**

Sprint Nextel Corp

**CONTACTS:** *Note: Officers with more than one job title may be intentionally listed here more than once.*

Thomas A. Gerke, CEO  
Thomas A. Gerke, Pres.  
Gene M. Betts, CFO  
E.J. Holland, Jr., Sr. VP-Human Resources  
Vercie L. Lark, CIO  
Dennis G. Huber, CTO  
Claudia S. Toussaint, General Counsel/Corp. Sec.  
E.J. Holland, Jr., Sr. VP-Comm.  
Les Meredith, Treas.  
William E. (Bill) Cheek, Pres., Wholesale Markets  
Harrison S. Campbell, Pres., Consumer Markets  
Thomas J. McEvoy, Pres., Bus. Markets  
James C. Mayfield, Pres., Embarq Logistics  
William A. Owens, Chmn.

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<b>Toll-Free:</b> 866-404-4637
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<b>Address:</b> 5454 W. 110th St., Overland Park, KS 66211 US
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**GROWTH PLANS/SPECIAL FEATURES:**

Embarq Corporation is a provider of local and long-distance voice, data, high-speed Internet, satellite, video, wireless and other communication-related products and services to consumer and business customers in 18 states. It also provides access to its local network and other wholesale communications services for customers, including other carriers. Through its Logistics segment, the firm provides wholesale product distribution, logistics and configuration services. Embarq has a significant presence in Florida, North Carolina, Nevada and Ohio, which together represent approximately 66% of all its access lines. The company offers six general categories of products and services through its Telecommunications segment: voice, data, high-speed Internet, wireless, product and other. As of December 2008, Embarq had approximately 3.8 million local service consumer access lines and 1.8 million business access lines. It offers long-distance voice and data services through a wholesale agreement with Sprint Nextel. The company's most significant data service is special access, which consists of dedicated circuits used to connect the customer's business sites or network to its network; to connect the customer's networks directly to their customers' locations, or, in the case of wireless carriers, to connect their cell sites with their mobile switching centers. Embarq provided high-speed Internet access to approximately 1.4 million subscribers. The company offers wireless services through a wholesale arrangement involving a mobile virtual network operator relationship with Sprint Nextel. Embarq sells and services a range of customer premises equipment and wireless handsets and sells video services through its sales agency relationship with DISH Network Corporation and DIRECTV. In October 2008, Embarq agreed to be acquired by CenturyTel for \$5.8 billion. In March 2009, the company sold its supply chain subsidiary, Embarq Logistics to KGP Telecommunications, Inc.

Employees are offered medical, dental and vision insurance; a 401(k) plan; pension plans; an employee assistance program; and a tuition assistance program.

**FINANCIALS:** Sales and profits are in thousands of dollars—add 000 to get the full amount. 2009 Note: Financial information for 2009 was not available for all companies at press time.

2009 Sales: \$	2009 Profits: \$
2008 Sales: \$6,124,000	2008 Profits: \$769,000
2007 Sales: \$6,365,000	2007 Profits: \$683,000
2006 Sales: \$6,363,000	2006 Profits: \$784,000
2005 Sales: \$6,254,000	2005 Profits: \$878,000

**U.S. Stock Ticker:** EQ

Int'l Ticker: Int'l Exchange:

Employees: 16,000

Fiscal Year Ends: 12/31

Parent Company:

**SALARIES/BENEFITS:**

Pension Plan: Y	ESOP Stock Plan:	Profit Sharing:	Top Exec. Salary: \$834,292	Bonus: \$852,045
Savings Plan: Y	Stock Purch. Plan: Y		Second Exec. Salary: \$532,644	Bonus: \$466,400

**OTHER THOUGHTS:**

Apparent Women Officers or Directors: 3

Hot Spot for Advancement for Women/Minorities: Y

**LOCATIONS:** ("Y" = Yes)

West:	Southwest:	Midwest: Y	Southeast:	Northeast:	International:
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**EMC CORP**

www.emc.com

Industry Group Code: 334112 Ranks within this company's industry group: Sales: 1 Profits: 1

<b>Financial Services:</b> Stock Brokerage: Mortgages/Loans: Banking: Insurance: Credit Cards:	<b>Information:</b> Portal/News: Communities: Search Engine: Financial Data Pub.: Broadcasting/Music:	<b>Technology:</b> Hardware: Y Software: Y Specialty Equipment: Y Distributor:	<b>Services:</b> Payments/Markets: Consulting: Y Advertising/Mktg.: Outsourcing: Other:	<b>Retailing:</b> Retailer: Auctions: Tickets/Travel: Automobiles:	<b>Telecommunications:</b> Internet Service Provider: Web Site Services: Specialty Telecom:
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**TYPES OF BUSINESS:**

Computer Storage Equipment-Mainframe Disk Memory  
Network Storage Systems  
Management Protection Software  
Consulting Services  
Storage Management Services

**BRANDS/DIVISIONS/AFFILIATES:**

VMware, Inc.  
RSA Security Inc  
Captiva Software Corporation  
Iomega Corp  
Decho Corporation  
Mozy, Inc.  
Configuresoft, Inc  
Data Domain, Inc

**CONTACTS:** *Note: Officers with more than one job title may be intentionally listed here more than once.*

Joseph M. Tucci, CEO  
Joseph M. Tucci, Pres.  
David Goulden, CFO/Exec. VP  
Frank M. Hauck, Exec. VP-Global Mktg. & Customer Quality  
John T. (Jack) Mollen, Exec. VP-Human Resources  
Sanjay Mirchandani, CIO/Sr. VP  
Jeffrey M. Nick, CTO/Sr. VP  
Paul T. Dacier, General Counsel/Exec. VP  
Irina Simmons, Treas./Sr. VP  
William J. Teuber, Jr., Vice Chmn.  
Arthur W. Coviello, Jr., Pres., RSA Security Div.  
Frank M. Hauck, Pres., Storage Div.  
Mark S. Lewis, Pres., Content Mgmt. & Archiving Div.  
Joseph M. Tucci, Chmn.  
Rainer Erlat, Pres., EMEA

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<b>Toll-Free:</b>
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<b>Address:</b> 176 South St., Hopkinton, MA 01748-9103 US
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**GROWTH PLANS/SPECIAL FEATURES:**

EMC Corporation, along with its subsidiaries, develops, delivers and supports systems, software and services for the storage, management and protection of electronic information. EMC operates in two business divisions: Information Infrastructure and VMware Virtual Infrastructure. The Information Infrastructure business is divided into three segments, Information Storage; Content Management and Archiving; and RSA Information Security. The information store segment provides a range of networked information storage systems, software and services to support customers' information storage and management strategies. Products include Celerra IP storage systems; Centera content addressed storage systems; Connectrix directors and switches; and LifeLine software for consumers and small and home office users. The segment also maintains Decho Corporation, combination of its Mozy, Inc. and Pi Corp. subsidiaries that is focused on personal information management. The content management and archiving segment helps customers optimize business processes and create, manage and archive information such as documents, e-mail, web pages, records and application data. Its products include the Documentum, Captiva and Document Sciences xExpression families. The RSA Information Security segment offers products and services focused on information confidentiality. The RSA Data Security System combines product suites and services for comprehensive data protection, including loss prevention, encryption and key management. EMC Global Services offers consulting services, technology deployment managed services, customer support services, training and certification through more than 13,000 support-service professionals, as well as a global network of alliances and partners. The VMware Virtual Infrastructure division, represented by a majority stake in VMware, Inc. provides virtual infrastructure software from the desktop to the data center, supporting a range of operating systems. In May 2009, the company acquired Configuresoft, Inc., a provider of server configuration. In July 2009, the company acquired majority ownership in Data Domain, Inc.

Employees are offered medical and dental insurance; a savings account for pets; life and AD&D insurance; disability coverage; an employee assistance program; flexible spending accounts; and tuition reimbursement.

**FINANCIALS:** Sales and profits are in thousands of dollars—add 000 to get the full amount. 2009 Note: Financial information for 2009 was not available for all companies at press time.

2009 Sales: \$14,025,910	2009 Profits: \$1,123,971
2008 Sales: \$14,880,000	2008 Profits: \$2,160,000
2007 Sales: \$13,230,205	2007 Profits: \$1,665,668
2006 Sales: \$11,155,090	2006 Profits: \$1,227,601
2005 Sales: \$9,663,955	2005 Profits: \$1,133,165

**U.S. Stock Ticker:** EMC  
**Int'l Ticker:** Int'l Exchange:  
Employees: 42,100  
Fiscal Year Ends: 12/31  
Parent Company:

**SALARIES/BENEFITS:**

Pension Plan:	ESOP Stock Plan:	Profit Sharing:	Top Exec. Salary: \$1,000,000	Bonus: \$1,388,628
Savings Plan: Y	Stock Purch. Plan: Y		Second Exec. Salary: \$700,000	Bonus: \$652,329

**OTHER THOUGHTS:**

**Apparent Women Officers or Directors:** 2  
**Hot Spot for Advancement for Women/Minorities:** Y

**LOCATIONS:** ("Y" = Yes)

West: Y	Southwest:	Midwest:	Southeast:	Northeast: Y	International: Y
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**EMUSIC.COM INC**

www.emusic.com

Industry Group Code: 451220E Ranks within this company's industry group: Sales: Profits:

<b>Financial Services:</b> Stock Brokerage: Mortgages/Loans: Banking: Insurance: Credit Cards:	<b>Information:</b> Portal/News: Communities: Search Engine: Financial Data Pub.: Broadcasting/Music:	<b>Technology:</b> Hardware: Software: Specialty Equipment: Distributor:	<b>Services:</b> Payments/Markets: Consulting: Advertising/Mktg.: Outsourcing: Other:	<b>Retailing:</b> Retailer: Auctions: Tickets/Travel: Automobiles:	<b>Telecommunications:</b> Internet Service Provider: Web Site Services: Specialty Telecom:
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**TYPES OF BUSINESS:**

Online Music-Retail  
MP3 Subscription Services  
Audiobook Subscription Services

**BRANDS/DIVISIONS/AFFILIATES:**

Dimensional Associates, Inc.  
JDS Capital Management, Inc.  
GoodNoise  
eMusic Audiobooks

**CONTACTS:** *Note: Officers with more than one job title may be intentionally listed here more than once.*

Daniel C. Stein, CEO  
Tom Etergino, COO  
Tom Etergino, CFO  
Lee Nadler, Chief Mktg. Officer  
Cedric C. Deniau, CTO  
Cedric C. Deniau, Exec. VP-Prod.  
Joel Schoenfeld, General Counsel/Chief Legal Officer  
Cathy Halgas Nevins, VP-Corp. Comm.  
Daniel C. Stein, Chmn.  
Madeline Milne, Managing Dir.-Europe

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<b>Toll-Free:</b>
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<b>Address:</b> 244 5th Ave., Ste. 2070, New York, NY 10001 US
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**GROWTH PLANS/SPECIAL FEATURES:**

eMusic.com, Inc. is one of the world's largest online MP3 subscription services, with over 300 million downloads sold since its inception. eMusic is available in the U.S., Canada, and 27 European countries. The company targets customers ages 25-54 and offers a diverse catalog of more than 7 million tracks from more than 60,000 record labels and nearly 5,000 audio book titles. The firm distinguishes itself from its competitors by offering MP3s with no DRM (digital rights management) attached. Founded in 1998 as GoodNoise, the company was one of the first to offer legal, subscription-based music downloads from the Internet in the MP3 format. The company's MP3s can be downloaded and burned onto CDs an unlimited number of times, as well as transferred to other computers and to portable music players such as iPods. The company offers packages with the ability to download a set number of songs per month for a fee, with the download limit being reset every 30 days. The firm also offers booster packs for customers who download a number of songs over their monthly portion. These booster packs expire after 90 days. Customers of eMusic typically download over 20 tracks a month. Additionally, eMusic sells digital audiobooks in a variety of genres. Monthly subscriptions are \$9.99 for one book or \$19.99 for two books. Currently, the company has over 400,000 subscribers. eMusic is a subsidiary of Dimensional Associates, Inc., the private equity arm of JDS Capital Management, Inc.

**FINANCIALS:** Sales and profits are in thousands of dollars—add 000 to get the full amount. 2009 Note: Financial information for 2009 was not available for all companies at press time.

2009 Sales: \$	2009 Profits: \$
2008 Sales: \$	2008 Profits: \$
2007 Sales: \$26,000	2007 Profits: \$
2006 Sales: \$	2006 Profits: \$
2005 Sales: \$	2005 Profits: \$

**U.S. Stock Ticker:** Private**Int'l Ticker:** Int'l Exchange:

Employees:

Fiscal Year Ends: 12/31

Parent Company: DIMENSIONAL ASSOCIATES INC

**SALARIES/BENEFITS:**

Pension Plan:	ESOP Stock Plan:	Profit Sharing:	Top Exec. Salary: \$	Bonus: \$
Savings Plan: Y	Stock Purch. Plan:		Second Exec. Salary: \$	Bonus: \$

**OTHER THOUGHTS:**

Apparent Women Officers or Directors: 2  
Hot Spot for Advancement for Women/Minorities: Y

**LOCATIONS:** ("Y" = Yes)

West:	Southwest:	Midwest:	Southeast:	Northeast:	International:
				Y	

**ENABLE HOLDINGS INC**

www.enableholdings.com

Industry Group Code: 454112 Ranks within this company's industry group: Sales: 2 Profits: 2

<b>Financial Services:</b> Stock Brokerage: Mortgages/Loans: Banking: Insurance: Credit Cards:	<b>Information:</b> Portal/News: Communities: Search Engine: Financial Data Pub.: Broadcasting/Music:	<b>Technology:</b> Hardware: Software: Specialty Equipment: Distributor:	<b>Services:</b> Payments/Markets: Consulting: Advertising/Mktg.: Outsourcing: Other:	<b>Retailing:</b> Retailer: Auctions: Tickets/Travel: Automobiles:	<b>Telecommunications:</b> Internet Service Provider: Web Site Services: Specialty Telecom:
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**TYPES OF BUSINESS:**

Online Auctions  
Business-to-Business Sales  
Auction Management Software

**BRANDS/DIVISIONS/AFFILIATES:**

uBid.com  
RedTag.com  
RedTag Live  
Dibu Trading Company  
Commerce Innovations  
uBid, Inc.  
RedTag, Inc.

**CONTACTS:** *Note: Officers with more than one job title may be intentionally listed here more than once.*

Timothy E. Takesue, Interim CEO  
Miguel A. Martinez, Jr., CFO  
Timothy E. Takesue, Exec. VP-Offline Sales & Account Mgmt.  
Elsa Rey, Talent Guru  
Amy Powers, VP-Tech.  
Miguel A. Martinez, Jr., Corp. Sec.  
Glenn Weisberger, Exec. VP-Bus. Dev.  
Steven Sjoblad, Chmn.

**Phone:** 773-272-5000      **Fax:** 773-272-4030

**Toll-Free:**

**Address:** 8725 W. Higgins Rd., Ste. 900, Chicago, IL 60631 US

**GROWTH PLANS/SPECIAL FEATURES:**

Enable Holdings, Inc., through several subsidiaries and proprietary sales channels, serves manufacturers, retailers and distributors by enabling them to liquidate excess, unsold inventory. Enable operates through five business units, aligned with its sales channels, including uBid.com; Dibu Trading Company; RedTag.com; RedTag Live; and Commerce Innovations. The firm's flagship channel, uBid.com, is an auction and fixed price web site selling excess inventory to some 2 million unique monthly visitors. Operated through subsidiary uBid, Inc., the site offers products ranging from electronics, computers, digital cameras, televisions, cell phones and MP3 players to watches, tools, sporting goods, apparel, collectibles (coins & stamps), jewelry, appliances, DVDs and books. In addition, the company operates a customer care center to handle inquiries and complaints. The uBid business has sold over \$2 billion in merchandise and has registered over 5.5 million customers to the site. The firm extends its auctioning process to small and medium-sized businesses through the uBid Certified Merchant program. Dibu Trading Company is a business-to-business wholesale trading company specializing in arranging transactions between manufacturers and distributors to move large quantities of excess inventory. The segment works with customers in the U.S., Europe, the Middle East and Asia. RedTag.com is a fixed price web site offering merchandise from a variety of name brands. RedTag Live sponsors and arranges brick-and-mortar sales events for excess merchandise. The Commerce Innovations unit is focused on the development of custom licensed software for managing private auctions; the software platform, currently under development, is designed to allow business and government clients to sell excess furniture, appliances, autos and other surplus items while saving on the costs associated with live auction events. Enable Holdings offers employee benefits such as medical and dental coverage; short and long-term disability insurance; and discounts on products sold at uBid.com and RedTag.com.

**FINANCIALS:** Sales and profits are in thousands of dollars—add 000 to get the full amount. 2009 Note: Financial information for 2009 was not available for all companies at press time.

2009 Sales: \$	2009 Profits: \$
2008 Sales: \$31,600	2008 Profits: \$-16,000
2007 Sales: \$43,061	2007 Profits: \$-7,041
2006 Sales: \$66,559	2006 Profits: \$-7,555
2005 Sales: \$84,592	2005 Profits: \$-9,049

**U.S. Stock Ticker:** ENAB.OB

**Int'l Ticker:** Int'l Exchange:

Employees: 72

Fiscal Year Ends: 7/31

Parent Company: PETERS GROUP WORLDWIDE LLC

**SALARIES/BENEFITS:**

Pension Plan:	ESOP Stock Plan:	Profit Sharing:	Top Exec. Salary: \$350,000	Bonus: \$33,000
Savings Plan:	Stock Purch. Plan:		Second Exec. Salary: \$275,000	Bonus: \$

**OTHER THOUGHTS:**

**Apparent Women Officers or Directors:** 2  
**Hot Spot for Advancement for Women/Minorities:** Y

**LOCATIONS: ("Y" = Yes)**

West:	Southwest:	Midwest:	Southeast:	Northeast:	International:
		Y			

**ENDECA TECHNOLOGIES INC**

www.endeca.com

Industry Group Code: 511210L Ranks within this company's industry group: Sales: Profits:

<b>Financial Services:</b> Stock Brokerage: Mortgages/Loans: Banking: Insurance: Credit Cards:	<b>Information:</b> Portal/News: Communities: Search Engine: Financial Data Pub.: Broadcasting/Music:	<b>Technology:</b> Hardware: Software: Specialty Equipment: Distributor:	<b>Services:</b> Payments/Markets: Consulting: Advertising/Mktg.: Outsourcing: Other:	<b>Retailing:</b> Retailer: Auctions: Tickets/Travel: Automobiles:	<b>Telecommunications:</b> Internet Service Provider: Web Site Services: Specialty Telecom:
	Y	Y	Y		Y

**TYPES OF BUSINESS:**Enterprise & E-Commerce Search & Analysis Software  
Consulting & Training Services**BRANDS/DIVISIONS/AFFILIATES:**Endeca Information Access Platform  
Endeca MDEX Engine**CONTACTS:** *Note: Officers with more than one job title may be intentionally listed here more than once.*Steve Papa, CEO  
Daniel Demmer, Pres.  
Daniel Demmer, CFO  
Jason Purcell, Sr. VP-Mktg. & Prod. Management  
Adam Ferrari, CTO  
Keith Johnson, Sr. VP-Prod. Dev.  
John Kelleher, General Counsel/VP  
Matt Eicher, Sr. VP-Corp. Dev.  
Jeff Murphy, Sr. VP-Global Sales  
Paul Sonderegger, Chief Strategist  
Bob Hoyt, Sr. VP-Strategic Alliances  
Steven C. Walske, Chmn.  
Mark Riggs, Sr. VP-Worldwide Customer Solutions**Phone:** 617-674-6000 **Fax:** 617-674-6001**Toll-Free:****Address:** 101 Main St., Cambridge, MA 02142 US**GROWTH PLANS/SPECIAL FEATURES:**

Endeca Technologies, Inc. is a private company that provides enterprise search, e-commerce search and analysis software. To meet specific industry and application requirements, the company offers a range of market services designed to accelerate time-to-market and maximize return. The firm's Endeca Information Access Platform is designed to help its customers find, analyze and understand information in ways not possible with previous search engines, databases or business intelligence services. Powered by Endeca's MDEX Engine technology, the program provides customers with information access abilities through intranets and knowledge management, web site search, analytics, directories, customer service, online retail, B2B (business-to-business) e-commerce and online publishing. The firm also provides consulting and technological support services. The company's customers include retailers; financial services companies; manufacturing and distribution companies; media and publishing companies; and government agencies. In September 2009, Endeca announced a partnership with Hybris GmbH, which specializes in e-commerce software. The partnership is designed to combine the two companies' strengths in e-commerce product management and interface optimization.

Endeca offers its employees health, dental and vision coverage; flexible spending accounts; life insurance; short- and long-term disability; maternity leave; a 401(k) plan; reimbursement of health club membership fees; an employee assistance program; and access to a credit union.

**FINANCIALS:** Sales and profits are in thousands of dollars—add 000 to get the full amount. 2009 Note: Financial information for 2009 was not available for all companies at press time.

2009 Sales: \$	2009 Profits: \$
2008 Sales: \$	2008 Profits: \$
2007 Sales: \$14,800	2007 Profits: \$
2006 Sales: \$	2006 Profits: \$
2005 Sales: \$	2005 Profits: \$

**U.S. Stock Ticker:** Private  
**Int'l Ticker:** Int'l Exchange:  
Employees:  
Fiscal Year Ends: 12/31  
Parent Company:

**SALARIES/BENEFITS:**

Pension Plan:	ESOP Stock Plan:	Profit Sharing:	Top Exec. Salary: \$	Bonus: \$
Savings Plan: Y	Stock Purch. Plan:		Second Exec. Salary: \$	Bonus: \$

**OTHER THOUGHTS:**Apparent Women Officers or Directors:  
Hot Spot for Advancement for Women/Minorities:**LOCATIONS:** ("Y" = Yes)

West: Y	Southwest:	Midwest: Y	Southeast: Y	Northeast: Y	International: Y
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**ENTERASYS NETWORKS INC**

www.enterasys.com

Industry Group Code: 33411 Ranks within this company's industry group: Sales: Profits:

<b>Financial Services:</b> Stock Brokerage: Mortgages/Loans: Banking: Insurance: Credit Cards:	<b>Information:</b> Portal/News: Communities: Search Engine: Financial Data Pub.: Broadcasting/Music:	<b>Technology:</b> Hardware: Software: Specialty Equipment: Distributor:	<b>Services:</b> Payments/Markets: Consulting: Advertising/Mktg.: Outsourcing: Other:	<b>Retailing:</b> Retailer: Auctions: Tickets/Travel: Automobiles:	<b>Telecommunications:</b> Internet Service Provider: Web Site Services: Specialty Telecom:
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**TYPES OF BUSINESS:**

Networking Equipment  
WAN & LAN Connectivity Products  
Network Testing Equipment  
Security Products  
Switches & Routers  
Wireless Networking Equipment  
Support Services

**BRANDS/DIVISIONS/AFFILIATES:**

Matrix  
XSR  
RoamAbout  
Dragon  
Netsight  
Siemens AG  
Siemens Enterprise Communications Group  
Gores Group LLC (The)

**CONTACTS:** *Note: Officers with more than one job title may be intentionally listed here more than once.*

Mark Stone, Interim CEO  
Terry Schmid, CFO  
Barry Cioe, VP-Mktg.  
Vala Afshar, VP-Global Tech. Svcs.  
Barry Cioe, VP-Prod. Mgmt.  
Chris Crowell, Exec. VP/Gen. Mgr.-Siemens Enterprise Comm. Group  
Mark Stone, Chmn.

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<b>Toll-Free:</b>
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<b>Address:</b> 50 Minuteman Rd., Andover, MA 01810 US
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**GROWTH PLANS/SPECIAL FEATURES:**

Enterasys Networks, Inc., is part of Siemens Enterprise Communications Group. Through its Secure Networks platform, the company designs, develops, markets and supports switches; routers; wireless devices; virtual private networking; management software; and intrusion defense/security software and services. When linked to its multilayer Matrix switches, featuring advanced ASIC-based architecture, the firm's XSR security routers provide secure networks with both switches and routers sharing similar, complementary security and management features. Enterasys typically deploys routers in the center of a network, where security and traffic control are most important. The company's RoamAbout series of WLAN switches and access platforms provide connectivity to multiple users. The RoamAbout series also includes switch managers, which provide automated features and group settings for controlling multiple switches and access points. The Dragon and NetSight product lines offer dedicated security devices and products, including NetSight Inventory Manager, NetSight Automated Security Manager and Dragon Security Command Console. In addition to products, the company also provides pre-sales/post-sales support, a security response center, product manuals and other resources. In addition, Enterasys provides training in the company's products that range from self-paced tutorials to onsite courses and certification programs. Customers include commercial enterprises, governmental entities, educational institutions and the health care industry. In July 2008, private equity firm The Gores Group, LLC, owner of Enterasys, acquired controlling interest in Siemens Enterprise Communications from Siemens AG (who maintains minority-ownership). As a result, in October 2008, Enterasys and another Gores Group company, SER Solutions, were merged into the new acquisition, forming the joint venture Siemens Enterprise Communications Group.

**FINANCIALS:** Sales and profits are in thousands of dollars—add 000 to get the full amount. 2009 Note: Financial information for 2009 was not available for all companies at press time.

2009 Sales: \$	2009 Profits: \$
2008 Sales: \$	2008 Profits: \$
2007 Sales: \$80,800	2007 Profits: \$
2006 Sales: \$	2006 Profits: \$
2005 Sales: \$	2005 Profits: \$

**U.S. Stock Ticker:** Private**Int'l Ticker:** Int'l Exchange:

Employees:

Fiscal Year Ends: 12/31

Parent Company: GORES GROUP LLC (THE)

**SALARIES/BENEFITS:**

Pension Plan:	ESOP Stock Plan:	Profit Sharing:	Top Exec. Salary: \$	Bonus: \$175,000
Savings Plan:	Stock Purch. Plan:		Second Exec. Salary: \$	Bonus: \$

**OTHER THOUGHTS:**

**Apparent Women Officers or Directors:**  
**Hot Spot for Advancement for Women/Minorities:**

**LOCATIONS:** ("Y" = Yes)

West:	Southwest:	Midwest:	Southeast:	Northeast:	International:
				Y	Y

**ENTRUST INC**

www.entrust.com

Industry Group Code: 511210E Ranks within this company's industry group: Sales: 8 Profits: 7

<b>Financial Services:</b> Stock Brokerage: Mortgages/Loans: Banking: Insurance: Credit Cards:	<b>Information:</b> Portal/News: Communities: Search Engine: Financial Data Pub.: Broadcasting/Music:	<b>Technology:</b> Hardware: Software: Specialty Equipment: Distributor:	<b>Services:</b> Payments/Markets: Consulting: Advertising/Mktg.: Outsourcing: Other:	<b>Retailing:</b> Retailer: Auctions: Tickets/Travel: Automobiles:	<b>Telecommunications:</b> Internet Service Provider: Web Site Services: Specialty Telecom:
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**TYPES OF BUSINESS:**

Computer Software-Security  
Digital Identification & Certificates

**BRANDS/DIVISIONS/AFFILIATES:**

Entrust IdentityGuard  
Entrust TransactionGuard  
Entrust GetAccess  
Entrust Limited  
Entrust (Europe) Limited  
Thoma Bravo, LLC  
Orion Security Solutions, Inc.  
enCommerce, Inc.

**CONTACTS:** *Note: Officers with more than one job title may be intentionally listed here more than once.*

F. William Conner, CEO  
F. William Conner, Pres.  
David Wagner, CFO/Sr. VP  
Kevin Simzer, Chief Mktg. Officer/Sr. VP  
David Rockvam, VP-Corp. Bus. Dev.  
Brooke Hamilton, Media Rel.  
David Rockvam, VP-Investor Rel.  
Peter Bello, Sr. VP/Gen. Mgr.-Sales & Svcs.-Canada, APAC  
Michael E. McGrath, Chmn.  
Neill Duff, Sr. VP/Gen. Mgr.-EMEA

**Phone:** 972-728-0447 **Fax:** 972-728-0440

**Toll-Free:** 888-690-2424

**Address:** 1 Lincoln Ctr., 5400 LBJ Freeway, Ste. 1340, Dallas, TX 75240 US

**GROWTH PLANS/SPECIAL FEATURES:**

Entrust, Inc. (Entrust) is a global provider of security solutions that protect and secure digital identities and information. It designs, produces and sells security, policy and access management software products and related services for the purpose of securing digital identities and information. The company has sold its products and services to over 2,000 enterprise, government and consumer clients in 60 countries. These clients include Citibank; Expedia, Inc.; UK Ministry of Defense; the Singapore Government; the Bank of New Zealand; and Ocean Systems, Inc. The firm offers two platforms for securing digital identity: authentication and fraud monitoring, and public key/digital certificates infrastructure. The authentication and fraud platform features Entrust IdentityGuard, which secures and protects the digital identity of citizens, government agents, and corporate employees; Entrust TransactionGuard, which monitors transactions and seeks fraudulent behavior access patterns amid the massive volumes of data generated by transactional web sites; and Entrust GetAccess, a single sign-on solution that delivers a single entry and access point to web portal information and applications. The public key/digital certificates platform provides authentication, encryption and digital certificate capabilities to the enterprise and government marketplace. Utilizing Entrust Authority Security Manager and Entrust PKI, this division specializes in securing e-mail, network folder encryption, ePassport, strong authentication and document-signing. Entrust maintains many international subsidiaries, including Entrust Limited, Entrust (Europe) Limited, Entrust GmbH, Entrust Technologies (Switzerland) GmbH, enCommerce, Inc., and Orion Security Solutions, Inc. In September 2008, the firm agreed to partner with GET Group to further its ePassport partner network; and 3M to develop an integrated ePassport solution. In April 2009, Entrust agreed to be acquired by a Thoma Bravo, LLC affiliate for approximately \$114 million.

The company offers employees stock options; a stock purchase plan; medical and dental insurance; an employee assistance plan; organized recreational activities; and employee training/development programs.

**FINANCIALS:** Sales and profits are in thousands of dollars—add 000 to get the full amount. 2009 Note: Financial information for 2009 was not available for all companies at press time.

2009 Sales: \$	2009 Profits: \$
2008 Sales: \$99,661	2008 Profits: \$-1,027
2007 Sales: \$99,665	2007 Profits: \$-6,190
2006 Sales: \$95,183	2006 Profits: \$-15,417
2005 Sales: \$98,128	2005 Profits: \$6,374

**U.S. Stock Ticker:** ENTU  
**Int'l Ticker:** Int'l Exchange:  
Employees: 411  
Fiscal Year Ends: 12/31  
Parent Company:

**SALARIES/BENEFITS:**

Pension Plan:	ESOP Stock Plan:	Profit Sharing:	Top Exec. Salary: \$500,000	Bonus: \$445,000
Savings Plan:	Stock Purch. Plan: Y		Second Exec. Salary: \$257,769	Bonus: \$125,000

**OTHER THOUGHTS:**

**Apparent Women Officers or Directors:**  
**Hot Spot for Advancement for Women/Minorities:**

**LOCATIONS:** ("Y" = Yes)

West:	Southwest:	Midwest:	Southeast:	Northeast:	International:
	Y			Y	Y

**EPALS INC**

www.epals.com

Industry Group Code: 519130 Ranks within this company's industry group: Sales: Profits:

<b>Financial Services:</b> Stock Brokerage: Mortgages/Loans: Banking: Insurance: Credit Cards:	<b>Information:</b> Portal/News: Communities: Search Engine: Financial Data Pub.: Broadcasting/Music:	<b>Technology:</b> Hardware: Software: Specialty Equipment: Distributor:	<b>Services:</b> Payments/Markets: Consulting: Advertising/Mktg.: Outsourcing: Other:	<b>Retailing:</b> Retailer: Auctions: Tickets/Travel: Automobiles:	<b>Telecommunications:</b> Internet Service Provider: Web Site Services: Specialty Telecom:
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**TYPES OF BUSINESS:**

Online Collaborative Educational Programs

**BRANDS/DIVISIONS/AFFILIATES:**

SchoolMail  
Classroom Match  
SchoolBlog  
In2Books  
Heinle Community  
Heinle ETL

**CONTACTS:** *Note: Officers with more than one job title may be intentionally listed here more than once.*

Edmund Fish, CEO  
Edmund Fish, Pres.  
Laurence Roth, Exec. VP-Mktg.  
Linda Dozier, CTO  
Laurence Roth, Exec. VP-Bus. Dev.  
David Wheatley, VP-Finance  
Nina Zolt, Chief Learning Officer  
Rita Oates, VP-Education Markets

<b>Phone:</b> 703-885-3400	<b>Fax:</b> 703-885-3490
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**Toll-Free:**

<b>Address:</b> 13625-A Dulles Technology Dr., Herndon, VA 20171 US
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**GROWTH PLANS/SPECIAL FEATURES:**

ePals, Inc. is an online educational exchange site for primary through secondary educators and students. ePals is a free service that can be utilized by teachers, students and school administrators and, accessed from any computer with an internet connection; it is currently being used by half million educators in 200 countries. The company's primary products are SchoolMail, SchoolBlog and Classroom Match. The SchoolMail program allows district-wide e-mail setup that can be controlled directly by the school administrator. It also allows for full teacher and administrator oversight of student accounts that enables filtering and blocking of any material deemed inappropriate. In addition, students have full at home access to the program. ePals SchoolBlog allows students to submit homework assignments from home, allows teachers to track student participation and keeps parents updated with school event postings. The program also provides permission slips and consent forms online. Classroom Match allows educators to search for and connect with another classroom and collaborate on projects; searches can be performed based on interest, topic or by choosing a location on a map. Educators can later rate the projects and provide feedback. The company's ePals Foundation is a literacy mentoring program that brings books and other educational resources into low income areas. Its primary outreach program is In2Books, which connects 3rd through 5th grade students with adult pen pals; they then correspond over works of literature the students have recently read. In January 2010, the company, along with Heinle ETL, launched the Heinle Community, which will function as an online learning portal for students learning the English language.

**FINANCIALS:** Sales and profits are in thousands of dollars—add 000 to get the full amount. 2009 Note: Financial information for 2009 was not available for all companies at press time.

2009 Sales: \$	2009 Profits: \$
2008 Sales: \$	2008 Profits: \$
2007 Sales: \$	2007 Profits: \$
2006 Sales: \$	2006 Profits: \$
2005 Sales: \$	2005 Profits: \$

**U.S. Stock Ticker:** Private  
**Int'l Ticker:** Int'l Exchange:  
Employees:  
Fiscal Year Ends:  
Parent Company:

**SALARIES/BENEFITS:**

Pension Plan:	ESOP Stock Plan:	Profit Sharing:	Top Exec. Salary: \$	Bonus: \$
Savings Plan:	Stock Purch. Plan:		Second Exec. Salary: \$	Bonus: \$

**OTHER THOUGHTS:**

Apparent Women Officers or Directors: 8  
Hot Spot for Advancement for Women/Minorities: Y

**LOCATIONS:** ("Y" = Yes)

West:	Southwest:	Midwest:	Southeast:	Northeast:	International:
				Y	



**EQUINIX INC**

www.equinix.com

Industry Group Code: 518210 Ranks within this company's industry group: Sales: 5 Profits: 3

<b>Financial Services:</b> Stock Brokerage: Mortgages/Loans: Banking: Insurance: Credit Cards:	<b>Information:</b> Portal/News: Communities: Search Engine: Financial Data Pub.: Broadcasting/Music:	<b>Technology:</b> Hardware: Software: Specialty Equipment: Distributor:	<b>Services:</b> Payments/Markets: Consulting: Advertising/Mktg.: Outsourcing: Other:	<b>Retailing:</b> Retailer: Auctions: Tickets/Travel: Automobiles:	<b>Telecommunications:</b> Internet Service Provider: Web Site Services: Specialty Telecom:
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**TYPES OF BUSINESS:**Data Networks  
Internet Exchange Services**BRANDS/DIVISIONS/AFFILIATES:**

Smart Hands

**CONTACTS:** *Note: Officers with more than one job title may be intentionally listed here more than once.*

Stephen M. Smith, CEO  
 Stephen M. Smith, Pres.  
 Keith D. Taylor, CFO  
 Jarrett Appleby, Chief Mktg. Officer  
 Keri Crask, Sr. VP-Global Human Resources  
 Brian Lillie, CIO  
 David Pickut, CTO  
 Brandi Galvin Morandi, General Counsel/Corp. Sec.  
 Mark Adams, Chief Dev. Officer  
 Jason Starr, Sr. Dir.-Investor Rel.  
 Howard Horowitz, Sr. VP-Global Real Estate  
 Peter Ferris, Pres., Equinix US  
 Samuel Lee, Pres., Equinix Asia-Pacific  
 Peter F. Van Camp, Exec. Chmn.  
 Eric Schwartz, Pres., Equinix Europe

**Phone:** 650-513-7000 **Fax:** 650-513-7900**Toll-Free:****Address:** 301 Velocity Way, 5th Fl., Foster City, CA 94404-4803  
US**GROWTH PLANS/SPECIAL FEATURES:**

Equinix, Inc. provides network neutral co-location, interconnection and managed services to enterprises, content companies, systems integrators and some of the world's largest network providers. The company operates 42 Internet Business Exchange (IBX) centers in the U.S., Europe and Asia-Pacific, where customers can interconnect with the providers that serve over 90% of the world's Internet networks. These IBX hubs are located in Ashburn, Virginia; Newark and Secaucus, New Jersey; San Jose, Santa Clara and Los Angeles, California; Chicago, Illinois; Dallas, Texas; Tokyo, Japan; Hong Kong, China; Sydney, Australia; and Singapore. Because Equinix does not operate its own network, it can connect users to whichever network has the most available bandwidth. The company's products and services include co-location services, such as cabinets, AC and DC power, operations personnel and equipment; direct connection between business partners, which allows customers to easily trade network traffic without purchasing circuits, and managed IT infrastructure services, which uses the company's IBX hubs to optimize customers' infrastructure and resources. The firm's Smart Hands service provides access to IBX technical staff when a customer's own staff is unavailable. Equinix customers has 2,272 customers including Apple; Electronic Arts; Fox Interactive Media; Google; IBM; Sony; MSN; and The Gap. In June 2008, Equinix announced a collaboration with Meebo, an Internet live communications platform, to establish operations at the company's IBX in Silicon Valley, allowing Meebo to enhance delivery of its services. In 2009, the company announced opened a new global IT development center in Singapore. Employees are offered health and life insurance, as well as a 401(k) plan.

**FINANCIALS:** Sales and profits are in thousands of dollars—add 000 to get the full amount. 2009 Note: Financial information for 2009 was not available for all companies at press time.

2009 Sales: \$882,509	2009 Profits: \$69,431
2008 Sales: \$704,680	2008 Profits: \$131,538
2007 Sales: \$419,442	2007 Profits: \$-5,188
2006 Sales: \$286,915	2006 Profits: \$-6,397
2005 Sales: \$221,057	2005 Profits: \$42,612

**U.S. Stock Ticker:** EQIX**Int'l Ticker:** Int'l Exchange:

Employees: 1,115

Fiscal Year Ends: 12/31

Parent Company:

**SALARIES/BENEFITS:**

Pension Plan:	ESOP Stock Plan:	Profit Sharing:	Top Exec. Salary: \$475,000	Bonus: \$480,000
Savings Plan: Y	Stock Purch. Plan: Y		Second Exec. Salary: \$323,833	Bonus: \$201,000

**OTHER THOUGHTS:**

**Apparent Women Officers or Directors:** 2  
**Hot Spot for Advancement for Women/Minorities:** Y

**LOCATIONS:** ("Y" = Yes)

West:	Southwest:	Midwest:	Southeast:	Northeast:	International:
Y		Y		Y	Y

**ESCALATE RETAIL**

www.escalateretail.com

Industry Group Code: 511210K Ranks within this company's industry group: Sales: Profits:

<b>Financial Services:</b> Stock Brokerage: Mortgages/Loans: Banking: Insurance: Credit Cards:	<b>Information:</b> Portal/News: Communities: Search Engine: Financial Data Pub.: Broadcasting/Music:	<b>Technology:</b> Hardware: Software: Specialty Equipment: Distributor:	<b>Services:</b> Payments/Markets: Consulting: Advertising/Mktg.: Outsourcing: Other:	<b>Retailing:</b> Retailer: Auctions: Tickets/Travel: Automobiles:	<b>Telecommunications:</b> Internet Service Provider: Web Site Services: Specialty Telecom:
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**TYPES OF BUSINESS:**

Enterprise Software-Retail & e-Commerce  
Supply Chain Software  
Sales & Marketing Software  
POS Software

**BRANDS/DIVISIONS/AFFILIATES:**

Escalate Pocket Kiosk  
Escalate E-Commerce  
Escalate Contact Center  
Escalate Clienteling  
Escalate Gift Registry  
Escalate Store Kiosk  
Escalate Relationship Marketing  
Escalate Order Management

**CONTACTS:** *Note: Officers with more than one job title may be intentionally listed here more than once.*

Stewart M. Bloom, CEO  
Michael Larkin, CFO/Exec. VP  
Laura Weinhofer, VP-Mktg.  
Michael Julson, CTO/VP  
Spence Malder, Sr. VP-Software Dev.  
Ron Franks, VP-Professional Svcs. Bus. Dev.  
Candie Rogers, VP-Customer Support  
Rich Harmatiuk, VP/Gen. Mgr.-Gen. Retail Industry  
Brian Johnson, VP/Gen. Mgr.-Direct Commerce Industry  
Tim Kilbane, VP-Tech. Svcs. Group  
Rob Neibauer, Sr. VP-Worldwide Sales

<b>Phone:</b>	<b>Fax:</b>
<b>Toll-Free:</b> 800-854-2263	
<b>Address:</b> 9890 Towne Ctr. Dr., Ste. 100, San Diego, CA 92121 US	

**GROWTH PLANS/SPECIAL FEATURES:**

Escalate Retail is a provider of sales, merchandising and loyalty solutions for retailers, e-tailers and direct marketers across North America and Europe. Products and services offered by Escalate include e-commerce, contact center, clienteling, gift registry, order management, relationship marketing, pocket kiosk, store kiosk, Enterprise 1 for general retail enterprise 1 for big ticket and ecometry direct commerce. The company's e-commerce segment provides shopping, service and product information tools; customer history and profile; and web site design tools. The contact center provides customer service representatives with browser-based access to product information, customer profile, real-time order status and advanced search capabilities. Escalate's clienteling segment provides customer demographics, purchase history and communications, as well as a personal calendar. The gift registry provides registry functionality across channels and relationship marketing enhancements to existing registry programs. The order management service addresses web site, phone and catalog orders; aisle orders in the store; special and configured product orders; in-store pick-ups; shipping from the store; transfers of merchandise; requests for information; and returns. Escalate's relationship marketing unit is an interactive customer dialog application for the direct mail, e-mail, web, phone, salesperson and point-of sale channels. The pocket kiosk service provides product details, promotions, coupons, customer reviews and a virtual loyalty card to Smartphones. The store kiosk utilizes touch technology to provide an interactive way to search store catalogs, read reviews and create wish lists. Enterprise 1 for general retail combines inventory, merchandising, planning, supply chain and sales audit applications. Enterprise 1 for big ticket provides inventory, financials, point of sales, and supply chain services for clients who have high selling priced goods. The firm's ecometry commerce suite includes 24 optional modules with pre-built integration into its e-commerce and point-of-sale platform. In addition to offering software, the retail division also offers courses in enterprise software online and at its company offices.

**FINANCIALS:** Sales and profits are in thousands of dollars—add 000 to get the full amount. 2009 Note: Financial information for 2009 was not available for all companies at press time.

2009 Sales: \$	2009 Profits: \$
2008 Sales: \$	2008 Profits: \$
2007 Sales: \$	2007 Profits: \$
2006 Sales: \$	2006 Profits: \$
2005 Sales: \$	2005 Profits: \$

**U.S. Stock Ticker:** Private  
**Int'l Ticker:** Int'l Exchange:  
Employees:  
Fiscal Year Ends: 12/31  
Parent Company:

**SALARIES/BENEFITS:**

Pension Plan:	ESOP Stock Plan:	Profit Sharing:	Top Exec. Salary: \$	Bonus: \$
Savings Plan:	Stock Purch. Plan:		Second Exec. Salary: \$	Bonus: \$

**OTHER THOUGHTS:**

Apparent Women Officers or Directors: 2  
Hot Spot for Advancement for Women/Minorities: Y

**LOCATIONS:** ("Y" = Yes)

West: Y	Southwest:	Midwest:	Southeast: Y	Northeast:	International: Y
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**EXPEDIA INC**

www.expedia.com

Industry Group Code: 5615E Ranks within this company's industry group: Sales: 2 Profits: 6

<b>Financial Services:</b> Stock Brokerage: Mortgages/Loans: Banking: Insurance: Credit Cards:	<b>Information:</b> Portal/News: Communities: Search Engine: Financial Data Pub.: Broadcasting/Music:	<b>Technology:</b> Hardware: Software: Specialty Equipment: Distributor:	<b>Services:</b> Payments/Markets: Consulting: Advertising/Mktg.: Outsourcing: Other:	<b>Retailing:</b> Retailer: Auctions: Tickets/Travel: Automobiles:	<b>Telecommunications:</b> Internet Service Provider: Web Site Services: Specialty Telecom:
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**TYPES OF BUSINESS:**

Online Travel Services  
Online Reservations  
Corporate Travel Services  
Vacation Packages  
Retail Travel Services Kiosks  
Destination Activities & Tours  
Online Travel Information

**BRANDS/DIVISIONS/AFFILIATES:**

Hotwire Inc  
eLong  
Venere  
Hotels.com LP  
Classic Vacations  
Expedia Local Expert  
TripAdvisor  
Egencia

**CONTACTS:** *Note: Officers with more than one job title may be intentionally listed here more than once.*

Dara Khosrowshahi, CEO  
Dara Khosrowshahi, Pres.  
Michael Adler, CFO  
Pierre Samec, CTO  
Burke Norton, General Counsel/Exec. VP/Corp. Sec.  
Mark Okerstrom, Sr. VP-Corp. Dev.  
Patricia L. Zuccotti, Chief Acct. Officer/Controller/Sr. VP  
Dhiren Fonseca, Co-Pres., Partner Services Group  
Gary Fritz, Co-Pres., Partner Services Group  
Barry Diller, Chmn.  
Eric Grosse, Pres., Expedia Worldwide

**Phone:** 425-679-7200 **Fax:** 425-679-7240**Toll-Free:** 800-397-3342**Address:** 333 108th Ave., NE, Bellevue, WA 98004 US**GROWTH PLANS/SPECIAL FEATURES:**

Expedia, Inc. is an online travel service offering travel shopping and reservation services, publishing schedules, pricing and availability information for numerous airlines, lodging properties, car rental companies, cruise lines and multiple-destination service providers, including restaurants, attractions and tours. The company caters to both leisure and business travelers. The Expedia brand web sites, for both U.S. (Expedia.com) and international travelers, offer a large variety of travel products and services available directly to travelers. Expedia's Expert Searching and Pricing (ESP) platform has two components: A fare-searching engine that enables broad airline fare and schedule searches, as well as a compound database platform that allows Expedia and its customers to bundle travel services together. The company receives a commission from travel suppliers for its services as an agent. It also operates as a merchant by directly contracting from suppliers and selling discounted products directly to the consumer. The firm owns Hotels.com, which provides a full portfolio of hotel contacts around the world, and Hotwire.com, a web site that offers travelers cheaper rates in exchange for unpredictable travel times and accommodations. Other subsidiaries include Venere, a resource for European hotels; Classic Vacations, a premium vacation packaging agency; eLong, an online travel service based in Beijing, China; TripAdvisor, a content source for travelers interested in guidebook information; Egencia, a travel management service for corporate customers; and Expedia Local Expert, which specializes in local tours and attractions. In May 2009, the company launched its cruise ship service, Expedia CruiseshipCenters.

Expedia offers its employees medical, dental, vision, life and disability insurance; a retirement savings plan; a matching charitable gift program; a fitness subsidy; an employee assistance program; discounted travel; and casual attire.

**FINANCIALS:** Sales and profits are in thousands of dollars—add 000 to get the full amount. 2009 Note: Financial information for 2009 was not available for all companies at press time.

2009 Sales: \$2,955,400	2009 Profits: \$299,500
2008 Sales: \$2,937,013	2008 Profits: \$-2,429,000
2007 Sales: \$2,665,332	2007 Profits: \$295,864
2006 Sales: \$2,237,586	2006 Profits: \$244,934
2005 Sales: \$2,119,455	2005 Profits: \$228,730

**U.S. Stock Ticker:** EXPE  
**Int'l Ticker:** Int'l Exchange:  
Employees: 8,050  
Fiscal Year Ends: 12/31  
Parent Company:

**SALARIES/BENEFITS:**

Pension Plan:	ESOP Stock Plan:	Profit Sharing:	Top Exec. Salary: \$1,000,000	Bonus: \$1,125,000
Savings Plan: Y	Stock Purch. Plan:		Second Exec. Salary: \$465,000	Bonus: \$625,000

**OTHER THOUGHTS:**

Apparent Women Officers or Directors: 1  
Hot Spot for Advancement for Women/Minorities: Y

**LOCATIONS:** ("Y" = Yes)

West: Y	Southwest: Y	Midwest: Y	Southeast: Y	Northeast: Y	International: Y
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**EXPERIAN AMERICAS**

www.experian.com

Industry Group Code: 561450 Ranks within this company's industry group: Sales: 1 Profits:

<b>Financial Services:</b> Stock Brokerage: Mortgages/Loans: Banking: Insurance: Credit Cards:	<b>Information:</b> Portal/News: Communities: Search Engine: Financial Data Pub.: Broadcasting/Music:	<b>Technology:</b> Hardware: Software: Specialty Equipment: Distributor:	<b>Services:</b> Payments/Markets: Consulting: Advertising/Mktg.: Outsourcing: Other:	<b>Retailing:</b> Retailer: Auctions: Tickets/Travel: Automobiles:	<b>Telecommunications:</b> Internet Service Provider: Web Site Services: Specialty Telecom:
		Y			Y

**TYPES OF BUSINESS:**

Credit Bureau  
Customer Relationship Software & Solutions  
Marketing Software & Solutions  
Business & Consumer Internet Sites  
Online Services  
Risk Management Services, Automotive

**BRANDS/DIVISIONS/AFFILIATES:**

Experian Information Solutions, Inc.  
Prospect Navigator  
Credit Migration Solutions  
Experian Group  
Red Flag Rules  
BankruptcyPredict  
FreeCreditReport.com  
LowerMyBills.com

**CONTACTS:** *Note: Officers with more than one job title may be intentionally listed here more than once.*

Michael DeVico, Exec. VP-Experian North America  
Don Robert, CEO-Experian plc  
Kerry Williams, Pres., Credit Svcs. & Decisions Analytics  
Paul Brooks, CFO-Experian plc

**Phone:** 714-830-7000**Fax:****Toll-Free:****Address:** 475 Anton Blvd., Costa Mesa, CA 92626 US**GROWTH PLANS/SPECIAL FEATURES:**

Experian Americas, formerly Experian Information Solutions, Inc., is a subsidiary of Experian plc, formerly Experian Group Limited. Experian Americas is a leading credit-reporting agency in the U.S. It also helps organizations find, develop and manage customer relationships by providing information, decision-making solutions and processing services. Experian operates through four segments: credit services, decision analytics, marketing services and interactive. The credit services unit, which accounted for 35% of Experian Americas' 2009 revenue, provides clients with solutions that optimize processes in acquiring new customers (Prospect Navigator), maximize customer relationships (Credit Migration Solutions), improve collections (Credit Profile Report), prevent fraud losses (Red Flag Rules), analyze critical data (BankruptcyPredict) and improve business-to-business results (business credit reports). The decision analytics unit, 6% of revenue, is closely related to the credit services segment and provides analytical software and services to help clients optimize their lending strategies. The marketing services unit, 17% of revenue, provides customer acquisition, retention and growth and marketing strategy services to the advertising and media, automotive, banking, catalog, retail, financial services, consumer products and travel and hospitality markets. Finally, the interactive segment, 42% of 2009 revenue, offers consumers access to their credit histories through various web tools, including CreditExpert, FreeCreditReport.com and LowerMyBills.com. Experian Americas also offers risk management, customer acquisition and market reporting services tailored to the automotive industry. North American operations accounted for 55% of Experian plc's total revenue in fiscal 2009. In May 2008, Experian plc launched Account Monitoring Service, a credit monitoring system for businesses, with credit-based alerts.

Experian offers its employees health, dental and vision care plans, flexible spending accounts, education assistance, credit union membership, employee assistance, referral bonuses, employee discounts, adoption assistance and fitness reimbursement.

**FINANCIALS:** Sales and profits are in thousands of dollars—add 000 to get the full amount. 2009 Note: Financial information for 2009 was not available for all companies at press time.

2009 Sales: \$	2009 Profits: \$
2008 Sales: \$2,000,000	2008 Profits: \$
2007 Sales: \$1,994,000	2007 Profits: \$
2006 Sales: \$1,804,000	2006 Profits: \$
2005 Sales: \$	2005 Profits: \$

**U.S. Stock Ticker: Subsidiary****Int'l Ticker:** Int'l Exchange:

Employees: 5,500

Fiscal Year Ends: 3/31

Parent Company: EXPERIAN PLC

**SALARIES/BENEFITS:**

Pension Plan:	ESOP Stock Plan:	Profit Sharing:	Top Exec. Salary: \$	Bonus: \$
Savings Plan: Y	Stock Purch. Plan: Y		Second Exec. Salary: \$	Bonus: \$

**OTHER THOUGHTS:**

Apparent Women Officers or Directors:

Hot Spot for Advancement for Women/Minorities:

**LOCATIONS: ("Y" = Yes)**

West:	Southwest:	Midwest:	Southeast:	Northeast:	International:
Y	Y	Y	Y	Y	

# F5 NETWORKS INC

www.f5.com

Industry Group Code: 511210B Ranks within this company's industry group: Sales: 2 Profits: 1

<b>Financial Services:</b> Stock Brokerage: Mortgages/Loans: Banking: Insurance: Credit Cards:	<b>Information:</b> Portal/News: Communities: Search Engine: Financial Data Pub.: Broadcasting/Music:	<b>Technology:</b> Hardware: Software: Specialty Equipment: Distributor:	<b>Services:</b> Payments/Markets: Consulting: Advertising/Mktg.: Outsourcing: Other:	<b>Retailing:</b> Retailer: Auctions: Tickets/Travel: Automobiles:	<b>Telecommunications:</b> Internet Service Provider: Web Site Services: Specialty Telecom:
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## TYPES OF BUSINESS:

Server Software  
Internet Traffic Management Solutions  
Firewall Software  
File Virtualization

## BRANDS/DIVISIONS/AFFILIATES:

Application Security Manager  
BIG-IP Controller  
FirePass Controller  
iControl Software  
ARX  
DevCentral-China

## CONTACTS: *Note: Officers with more than one job title may be intentionally listed here more than once.*

John McAdam, CEO  
John McAdam, Pres.  
Andy Reinland, CFO/Sr. VP  
Dan Matte, Sr. VP-Mktg.  
Karl Triebes, CTO  
Karl Triebes, Sr. VP-Prod. Dev.  
Jeff Christianson, General Counsel/Sr. VP  
Edward J. Eames, Sr. VP-Bus. Oper.  
Dan Matte, Sr. VP-Bus. Dev.  
John Rodriguez, Chief Acct. Officer/Sr. VP  
Mark Anderson, Sr. VP-Worldwide Sales  
Lori MacVittie, Mgr.-Tech. Mktg.  
Christopher P. Lynch, Sr. VP-Data Solutions  
Alan J. Higginson, Chmn.

<b>Phone:</b> 206-272-5555	<b>Fax:</b> 206-272-5556
<b>Toll-Free:</b> 888-882-4447	
<b>Address:</b> 401 Elliott Ave. W., Seattle, WA 98119 US	

## GROWTH PLANS/SPECIAL FEATURES:

F5 Networks, Inc. provides application delivery networking products that improve the security, availability and performance of applications running on networks that use the Internet Protocol (IP). Its core products, the BIG-IP controller, FirePass controller, Application Security Manager firewall and iControl, help manage traffic to servers and network devices in a way that maximizes availability and throughput. BIG-IP products share a common fully-proxy operating system that enables them to inspect and modify traffic flow to and from servers and has built-in functionality to secure, optimize and ensure the availability of application traffic. The company's FirePass product provides secure SSL-VPN (Secure Socket Layer-Virtual Private Network) that allows enterprises to provide authorized users connected to the Internet with secure remote access to corporate networks and applications by leveraging standard Web browser technology. The Application Security Manager firewall provides content-based, application-level security against attacks. The iControl software interface products enable communication with one another and allow integration with third party products, including custom and commercial enterprise applications. Intelligent file virtualization manages file storage infrastructure through non-disruptive data migration, automated storage tiering, dynamic load balancing, and efficient data replication through the ARX product family. The company sells its products and services to large enterprise customers and service providers through a variety of channels, including distributors, value-added resellers and systems integrators. In 2008, the company added several new solutions, including F5 Data Manager, which gives customers visibility into their file storage environments; and the Big-IP 6900 hardware platform. In February 2009, F5 launched DevCentral-China, expanding its online community. In April 2009, the firm released Big-IP Application Security Manager for its Big-IP platform. F5 Networks offers employees medical, dental and vision insurance as well as life and disability insurance; flexible spending accounts; a 401(k) plan; tuition assistance; an employee assistance program; and an employee stock purchase plan.

## FINANCIALS: Sales and profits are in thousands of dollars—add 000 to get the full amount. 2009 Note: Financial information for 2009 was not available for all companies at press time.

2009 Sales: \$653,079	2009 Profits: \$91,535
2008 Sales: \$650,173	2008 Profits: \$74,331
2007 Sales: \$525,667	2007 Profits: \$77,000
2006 Sales: \$394,049	2006 Profits: \$66,005
2005 Sales: \$281,410	2005 Profits: \$46,902

**U.S. Stock Ticker:** FFIV  
**Int'l Ticker:** Int'l Exchange:  
Employees: 1,646  
Fiscal Year Ends: 9/30  
Parent Company:

## SALARIES/BENEFITS:

Pension Plan:	ESOP Stock Plan:	Profit Sharing:	Top Exec. Salary: \$557,956	Bonus: \$436,565
Savings Plan: Y	Stock Purch. Plan: Y		Second Exec. Salary: \$367,913	Bonus: \$180,094

## OTHER THOUGHTS:

**Apparent Women Officers or Directors:**  
**Hot Spot for Advancement for Women/Minorities:**

## LOCATIONS: ("Y" = Yes)

West: Y	Southwest:	Midwest: Y	Southeast:	Northeast: Y	International: Y
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**FACEBOOK**

www.facebook.com

Industry Group Code: 519130 Ranks within this company's industry group: Sales: 18 Profits:

<b>Financial Services:</b> Stock Brokerage: Mortgages/Loans: Banking: Insurance: Credit Cards:	<b>Information:</b> Portal/News: Communities: Search Engine: Financial Data Pub.: Broadcasting/Music:	<b>Technology:</b> Hardware: Software: Specialty Equipment: Distributor:	<b>Services:</b> Payments/Markets: Consulting: Advertising/Mktg.: Outsourcing: Other:	<b>Retailing:</b> Retailer: Auctions: Tickets/Travel: Automobiles:	<b>Telecommunications:</b> Internet Service Provider: Web Site Services: Specialty Telecom:
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**TYPES OF BUSINESS:**

Social Networking

**BRANDS/DIVISIONS/AFFILIATES:**Facebook Platform  
Facebook.com**CONTACTS:** *Note: Officers with more than one job title may be intentionally listed here more than once.*

Mark Zuckerberg, CEO  
 Sheryl Sandberg, COO  
 Elliot Schrage, VP-Platform Mktg.  
 Sheryl Sandberg, Head-Human Resources  
 Jonathan Heiliger, VP-Tech. Oper.  
 Mike Schroepfer, VP-Eng.  
 Dan Rose, VP-Bus. Dev. & Monetization  
 Elliot Schrage, VP-Corp. Comm.  
 Chamath Palihapitiya, VP-Growth & Mobile  
 Elliot Schrage, VP-Public Policy  
 Chamath Palihapitiya, VP-Int'l

**Phone:** 650-543-4800 **Fax:** 650-543-4801**Toll-Free:****Address:** 156 University Ave., Palo Alto, CA 94301 US**GROWTH PLANS/SPECIAL FEATURES:**

Facebook is an online social networking utility that helps users communicate with their friends, family and coworkers. Facebook.com had more than 300 million active users as of early 2010, and more than 70% of users were outside of the U.S. The company develops technologies that facilitate the sharing of information through the social graph, or the digital mapping of people's real-world social connections. Anyone can sign up for Facebook and interact with the people they know in the company's online environment. The site's navigation interface is designed to be user-friendly, offering members easy access to core site functions and applications, including Profile, Friends, Networks, Inbox, Photos, Notes, Events and Posted Items. Third-party applications can also be added to users' pages to further personalize the site. The firm attempts to protect user privacy, giving users the ability to limit who views their profile and personal information. Facebook is one of the most trafficked web sites in the world, as well as one of the largest MySQL installations, running thousands of databases. The site utilizes a multi-language framework that allows the company to tie together subsystems written in various languages and running on various platforms. The company has created a custom-built search engine serving millions of queries a day, completely distributed and entirely in-memory, with real-time updates. Facebook Platform is a development platform that enables companies and software engineers to integrate their applications into the web site and gain access to Facebook users. The company generates the majority of its revenues from advertising, which can be customized to reach specifically targeted audiences.

**FINANCIALS:** Sales and profits are in thousands of dollars—add 000 to get the full amount. 2009 Note: Financial information for 2009 was not available for all companies at press time.

2009 Sales: \$550,000	2009 Profits: \$
2008 Sales: \$280,000	2008 Profits: \$
2007 Sales: \$150,000	2007 Profits: \$
2006 Sales: \$	2006 Profits: \$
2005 Sales: \$	2005 Profits: \$

**U.S. Stock Ticker:** Private  
**Int'l Ticker:** Int'l Exchange:  
 Employees: 800  
 Fiscal Year Ends: 12/31  
 Parent Company:

**SALARIES/BENEFITS:**

Pension Plan:	ESOP Stock Plan:	Profit Sharing:	Top Exec. Salary: \$	Bonus: \$
Savings Plan:	Stock Purch. Plan:		Second Exec. Salary: \$	Bonus: \$

**OTHER THOUGHTS:**

**Apparent Women Officers or Directors:** 1  
**Hot Spot for Advancement for Women/Minorities:** Y

**LOCATIONS:** ("Y" = Yes)

West:	Southwest:	Midwest:	Southeast:	Northeast:	International:
Y	Y	Y	Y	Y	Y

**FACTSET RESEARCH SYSTEMS INC**

www.factset.com

Industry Group Code: 519130 Ranks within this company's industry group: Sales: 11 Profits: 10

<b>Financial Services:</b> Stock Brokerage: Mortgages/Loans: Banking: Insurance: Credit Cards:	<b>Information:</b> Portal/News: Communities: Search Engine: Financial Data Pub.: Broadcasting/Music:	<b>Technology:</b> Hardware: Software: Specialty Equipment: Distributor:	<b>Services:</b> Payments/Markets: Consulting: Advertising/Mktg.: Outsourcing: Other:	<b>Retailing:</b> Retailer: Auctions: Tickets/Travel: Automobiles:	<b>Telecommunications:</b> Internet Service Provider: Web Site Services: Specialty Telecom:
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**TYPES OF BUSINESS:**

Online Financial & Economic Data  
Financial Software  
Consulting Services

**BRANDS/DIVISIONS/AFFILIATES:**

FactSet Fundamentals  
FactSet Estimates & Research Connect  
Portfolio Analytics  
FactSet People  
FactSet Global Prices  
FactSet Market Aggregates

**CONTACTS:** *Note: Officers with more than one job title may be intentionally listed here more than once.*

Philip A. Hadley, CEO  
Michael F. DiChristina, COO  
Peter Walsh, CFO/Exec. VP  
Michael D. Frankenfield, Exec. VP/Dir.-Global Sales  
Goran Shoko, Dir.- Research & Market Data  
Jeff Young, Sr. VP-Tech.  
Goran Skoko, Sr. VP/Dir.-Prod. Dev.  
Daniel Weinstein, Sr. VP/Dir.-Software Eng.  
Rachel R. Stern, General Counsel/Sec./VP  
Laura C. Ruhe, Sr. VP/Dir.-Leadership Dev.  
Peter Walsh, Treas.  
Townsend Thomas, Chief Content Officer/Sr. VP  
Laura C. Ruhe, Sr. VP/Dir.-Leadership Dev.  
Kieran M. Kennedy, Sr. VP/Dir.-Investment Banking & Brokerage Svcs.  
Maurizio Nicoletti, Principal Financial Officer/Sr. VP  
Philip A. Hadley, Chmn.  
Scott L. Beyer, Sr. VP/Dir.-Int'l Oper.

**Phone:** 203-810-1000 **Fax:** 203-810-1001

**Toll-Free:**

**Address:** 601 Merritt 7, 3rd Fl., Norwalk, CT 06851 US

**GROWTH PLANS/SPECIAL FEATURES:**

FactSet Research Systems, Inc. supplies financial intelligence to the global investment community. It combines content about tens of thousands of companies from multiple stock markets, research firms, governments and other sources, into a single online platform of information and analytics. Clients have simultaneous access to content from all these sources, which can be combined and downloaded into spreadsheets. The firm's Portfolio Analytics suite includes applications for portfolio attribution, risk management and quantitative analysis. The firm offers three core data sets: FactSet Fundamentals, a global financial database with coverage of over 50,000 companies from over 70 countries and up to 1,600 data elements on each company record; FactSet Estimates and Research Connect, the firm's global broker estimates database which provides its users with consensus-level estimates/statistics and makes hundreds of full text research reports from approximately 600 contributors, including large investment banks and regional/independent research providers; and FactSet Global Prices, which provides the historic and current number of active issues of worldwide equities, short interest, mutual funds, bonds and derivatives. The FactSet program also includes: FactSet People, a database of over 500,000 people including worldwide executives; FactSet Market Aggregates, which derives key ratios and per share values for global equity market indexes and commercial benchmark vendors; Global Private Equity & Venture Capital - a complete survey of any substantial private equity and venture capital firm; and Debt Capital Structure, which provides a breakdown of a company's bank loan and/or corporate bond financing activity for a specific financial reporting period.

FactSet employee benefits include: medical, dental and vision care, short/long-term disability insurance; flexible appending accounts; a 401 (k); and an employee stock purchase program.

**FINANCIALS:** Sales and profits are in thousands of dollars—add 000 to get the full amount. 2009 Note: Financial information for 2009 was not available for all companies at press time.

2009 Sales: \$622,023	2009 Profits: \$144,950
2008 Sales: \$575,519	2008 Profits: \$125,017
2007 Sales: \$475,801	2007 Profits: \$109,567
2006 Sales: \$387,350	2006 Profits: \$82,916
2005 Sales: \$312,644	2005 Profits: \$71,765

**U.S. Stock Ticker:** FDS  
**Int'l Ticker:** Int'l Exchange:  
Employees: 2,962  
Fiscal Year Ends: 8/31  
Parent Company:

**SALARIES/BENEFITS:**

Pension Plan:	ESOP Stock Plan:	Profit Sharing:	Top Exec. Salary: \$275,000	Bonus: \$640,000
Savings Plan: Y	Stock Purch. Plan: Y		Second Exec. Salary: \$275,000	Bonus: \$640,000

**OTHER THOUGHTS:**

Apparent Women Officers or Directors: 2  
Hot Spot for Advancement for Women/Minorities:

**LOCATIONS:** ("Y" = Yes)

West: Y	Southwest:	Midwest: Y	Southeast: Y	Northeast: Y	International: Y
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**FANDANGO INC**

www.fandango.com

Industry Group Code: 454113 Ranks within this company's industry group: Sales: Profits:

<b>Financial Services:</b> Stock Brokerage: Mortgages/Loans: Banking: Insurance: Credit Cards:	<b>Information:</b> Portal/News: Communities: Search Engine: Financial Data Pub.: Broadcasting/Music:	<b>Technology:</b> Hardware: Software: Specialty Equipment: Distributor:	<b>Services:</b> Payments/Markets: Consulting: Advertising/Mktg.: Outsourcing: Other:	<b>Retailing:</b> Retailer: Auctions: Tickets/Travel: Automobiles:	<b>Telecommunications:</b> Internet Service Provider: Web Site Services: Specialty Telecom:
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**TYPES OF BUSINESS:**

Online Movie Ticket Sales  
Online Community Forums

**BRANDS/DIVISIONS/AFFILIATES:**

Comcast Corp  
Comcast Interactive Media  
Fandango.com  
1-800-FANDANGO  
Evite  
Evite Friends  
Yahoo! Movies

**CONTACTS:** Note: Officers with more than one job title may be intentionally listed here more than once.

Charles (Chuck) Davis, CEO  
Rick Butler, COO/Sr. VP  
Daniel V. Murray, CFO  
Ted Hong, Chief Mktg. Officer  
Bethany Ellis, Chief People Officer  
Shane O'Neill, CTO  
Jessica Yi, VP-Prod. Dev.  
Stacey Olliff, Sr. VP-Legal & Bus. Affairs  
Robert Peralta, VP-Oper.  
Christopher Cunningham, VP-Bus. Dev.  
Rajesh Duggal, VP-Finance/Controller  
Dan Mohler, VP-Sales  
Scott Schiller, Sr. VP-Advertising Sales  
Charles (Chuck) Davis, Chmn.

**Phone:** 310-954-0278 **Fax:** 310-954-0296

**Toll-Free:**

**Address:** 12200 W. Olympic Blvd., Ste. 150, Los Angeles, CA 90064 US

**GROWTH PLANS/SPECIAL FEATURES:**

Fandango, Inc., a subsidiary Comcast Interactive Media (itself a subsidiary of Comcast Corp.), provides moviegoers with advance ticket sales through partnerships with major Canadian- and U.S.-based movie exhibitors. Up to 45 days in advance, customers can select a location and show time and purchase tickets with their credit card either through the company's web site, Fandango.com, or its toll-free telephone number, 1-800-FANDANGO. Online tickets can either be printed out or picked up at the theater's Fandango access port or box office, while telephone tickets are picked up on location through either a confirmation number or credit card validation. Besides offering movie tickets, Fandango.com also supplies additional movie-related content, including movie trailers, celebrity interviews, actor photos and movie news; and it provides an online community where users can create and share movie reviews and rate movies and actors. The company sells tickets for nearly 15,000 screens across North America. Fandango has 23 theater chain partners: AMC Theatres; Carmike Cinemas; Century Theatres; Cinemark Theatres; Edwards Theatres; Regal Cinemas; United Artists Theatres; American Cinematheque; Brenden Theatres; CineArts Theatres; Cinebarre; Cobb Theatres; Georgia Theatre Company; Hollywood Theatres; IMAX; Kerasotes Theatres; King Theater Circuit; Majestic Crest; Premier Theatres; R/C Theatres; Reading International Theatres; Wehrenberg Theatres; and Winchester Theatres. The firm also occasionally offers box office information for local independent theaters. Fandango has partnered with social networking site Evite, allowing friends to use Evite to organize movie outings through Evite Friends; and it has signed an agreement with Yahoo! Movies that will allow tickets to be sold on Yahoo! web sites, which previously offered only movie information and trailers.

Fandango offers its employees medical, dental, vision and prescription drug coverage; life insurance; short- and long-term disability; a 401(k) plan; free movie tickets; an on-site fitness club; and free lunches on certain days of the week.

**FINANCIALS:** Sales and profits are in thousands of dollars—add 000 to get the full amount. 2009 Note: Financial information for 2009 was not available for all companies at press time.

2009 Sales: \$	2009 Profits: \$
2008 Sales: \$	2008 Profits: \$
2007 Sales: \$	2007 Profits: \$
2006 Sales: \$	2006 Profits: \$
2005 Sales: \$	2005 Profits: \$

**U.S. Stock Ticker: Subsidiary**

Int'l Ticker: Int'l Exchange:

Employees:

Fiscal Year Ends: 1/31

Parent Company: COMCAST CORP

**SALARIES/BENEFITS:**

Pension Plan:	ESOP Stock Plan:	Profit Sharing:	Top Exec. Salary: \$	Bonus: \$
Savings Plan: Y	Stock Purch. Plan:		Second Exec. Salary: \$	Bonus: \$

**OTHER THOUGHTS:**

Apparent Women Officers or Directors: 3  
Hot Spot for Advancement for Women/Minorities: Y

**LOCATIONS:** ("Y" = Yes)

West:	Southwest:	Midwest:	Southeast:	Northeast:	International:
Y					



**FIRECLICK INC**

www.fireclick.com

Industry Group Code: 511210M Ranks within this company's industry group: Sales: Profits:

<b>Financial Services:</b> Stock Brokerage: Mortgages/Loans: Banking: Insurance: Credit Cards:	<b>Information:</b> Portal/News: Communities: Search Engine: Financial Data Pub.: Broadcasting/Music:	<b>Technology:</b> Hardware: Software: Specialty Equipment: Distributor:	<b>Services:</b> Payments/Markets: Consulting: Advertising/Mktg.: Outsourcing: Other:	<b>Retailing:</b> Retailer: Auctions: Tickets/Travel: Automobiles:	<b>Telecommunications:</b> Internet Service Provider: Web Site Services: Specialty Telecom:
		Y			Y

**TYPES OF BUSINESS:**

Software-Web Analytics  
Hosted Application Services  
Online Business Analysis  
Internet Marketing Software

**BRANDS/DIVISIONS/AFFILIATES:**

Digital River, Inc.  
Fireclick Advanced Warehouse Suite  
Fireclick Advanced Marketing Suite  
BlueHornet e-Marketing Suite 3.0

**CONTACTS:** Note: Officers with more than one job title may be intentionally listed here more than once.

Joel A. Ronning, CEO-Digital River, Inc.

**Phone:** 952-253-1234 **Fax:** 650-887-2983

**Toll-Free:**

**Address:** 2355 Northside Dr., Ste. B250, San Diego, CA 92108  
US

**GROWTH PLANS/SPECIAL FEATURES:**

Fireclick, Inc., a wholly-owned subsidiary of Digital River, Inc., provides comprehensive web analytics software. It offers hosted application services that automatically gather and store data for online businesses, and measure web site traffic, customer behavior and the effectiveness of marketing campaigns and advertising. The company offers three product suites: Fireclick Advanced Warehouse, BlueHornet eMarketing Suite 3.0 (eMS 3.0) and Fireclick Advanced Marketing Suite. The Advanced Warehouse suite of tools allows customers to customize analytical reports utilizing a variety of recorded data displayed in a spreadsheet format using Fireclick Reporter or a graphical format using Fireclick Index. This suite also features the Site Index, a tool that allows customers to view real-time web analytics data in the context of their own web site, superimposing links with color-coded overlays, displaying click-through rates and revenue flow without needing to analyze a separate database. The BlueHornet eMS 3.0 gives customers a number of features including the following. Data Collection Tools focuses on permission based data collection on web pages. Data Management Tools offers data storage and grouping for easy accessibility. E-mail Creation Tools used to design e-mail marketing campaigns. A SPAM Rating Tool helps customers' e-mails bypass spam filters in their subscriber's inboxes. Event Triggered Messaging allows customers to send specific e-mails automatically on specific dates. Dynamic Content customizes offers, images and links to a subscriber's profile. The suite also offers real-time subscriber statistics reporting. The firm's Advanced Marketing Suite combines the Advanced Warehouse package with e-mail marketing solutions provided by BlueHornet and a keyword bid management solution powered by Digital River's KeywordMax. The company's customers include over 400 Internet retail sites. Fireclick's web site offers a free demo for portions of its software.

**FINANCIALS:** Sales and profits are in thousands of dollars—add 000 to get the full amount. 2009 Note: Financial information for 2009 was not available for all companies at press time.

2009 Sales: \$	2009 Profits: \$
2008 Sales: \$	2008 Profits: \$
2007 Sales: \$	2007 Profits: \$
2006 Sales: \$	2006 Profits: \$
2005 Sales: \$	2005 Profits: \$

**U.S. Stock Ticker:** Subsidiary

**Int'l Ticker:** Int'l Exchange:

Employees:

Fiscal Year Ends: 12/31

Parent Company: DIGITAL RIVER INC

**SALARIES/BENEFITS:**

Pension Plan:	ESOP Stock Plan:	Profit Sharing:	Top Exec. Salary: \$	Bonus: \$
Savings Plan:	Stock Purch. Plan:		Second Exec. Salary: \$	Bonus: \$

**OTHER THOUGHTS:**

**Apparent Women Officers or Directors:**  
**Hot Spot for Advancement for Women/Minorities:**

**LOCATIONS: ("Y" = Yes)**

West:	Southwest:	Midwest:	Southeast:	Northeast:	International:
Y					

**FIRST DATA CORP**

www.firstdatacorp.com

Industry Group Code: 522320 Ranks within this company's industry group: Sales: 1 Profits: 7

<b>Financial Services:</b> Stock Brokerage: Mortgages/Loans: Banking: Insurance: Credit Cards:	<b>Information:</b> Portal/News: Communities: Search Engine: Financial Data Pub.: Broadcasting/Music:	<b>Technology:</b> Hardware: Software: Specialty Equipment: Distributor:	<b>Services:</b> Payments/Markets: Consulting: Advertising/Mktg.: Outsourcing: Other:	<b>Retailing:</b> Retailer: Auctions: Tickets/Travel: Automobiles:	<b>Telecommunications:</b> Internet Service Provider: Web Site Services: Specialty Telecom:
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**TYPES OF BUSINESS:**

Credit Card Processing  
Electronic Payment Processing  
Check Verification  
Prepaid Card Services  
Private-Label Credit Card Services  
ATMs  
Terminals  
ecommerce

**BRANDS/DIVISIONS/AFFILIATES:**

Kohlberg Kravis Roberts & Co.  
First Data Loyalty Solution  
AccessNet  
GO-Tag  
Virtual Terminal  
Merchant Solutions  
First Merchant Solutions  
AIB Merchant Services

**CONTACTS:** *Note: Officers with more than one job title may be intentionally listed here more than once.*

Michael D. Capellas, CEO  
Phil Wall, CFO  
Grace Chen Trent, Exec. VP-Mktg.  
Peter Boucher, Exec. VP-Human Resources  
Robert P. DeRodes, Exec. VP-Tech.  
David Money, General Counsel/Exec. VP  
Bob DeRodes, Exec. VP-Oper.  
Thomas R. Bell, Jr., Chief Strategy Officer/Exec. VP  
Grace Chen Trent, Exec. VP-Corp. Comm.  
David Yates, Pres., First Data Int'l  
Ed Labry, Pres., Retail & Alliance Services  
Michael D. Capellas, Chmn.  
Vincent Roland, Regional Head-EMEA

<b>Phone:</b> 303-967-8000	<b>Fax:</b> 303-967-6701
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<b>Toll-Free:</b> 800-735-3362
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<b>Address:</b> 6200 S. Quebec St., Greenwood Village, CO 80111 US
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**GROWTH PLANS/SPECIAL FEATURES:**

First Data Corp. is a payment services company that processes and safeguards electronic payments using credit cards, debit cards, stored-value cards and electronic checks. It also develops, implements and manages prepaid stored-value card services for retailers (i.e., gift cards); general use credit cards; and private-label credit cards for businesses. Additional credit card services include account maintenance, transaction authorization, and fraud/risk management services. The firm offers First Data Loyalty Solution, which provides merchants with credit and debit card transaction processing services, guarantee services and customer spending patterns; and offers financial institutions customer management solutions. Additional programs include AccessNet, an automated services platform; the GO-Tag solution for mobile transactions; Virtual Terminal, which allows fast and secure access to credit card information; and Global Merchant Acquiring Solution, which connects international currency payments in one interface. The firm is owned by affiliates of Kohlberg Kravis Roberts & Co. In recent years, First Data Corp. and Standard Chartered PLC launched Merchant Solutions, which provides acquiring services to merchants across Asia. In January 2008, the company partnered with Allied Irish Banks p.l.c. (AIB) and the Republic of Ireland to establish AIB Merchant Services to offer card acquiring services in Europe. In October 2008, the company partnered with Cardinal Commerce Corporation to offer merchants all major alternative payment brands and a complete eCommerce solution; in the same month, the firm opened a new office in Karachi, Pakistan. In November 2008, First Data partnered with two German companies: PLUS Finanzservice, to offer German customers the option to sign up for a credit card through a merchant and receive one instantly; and Bankverein Werther AG, to release a new prepaid card branded by MasterCard. In January 2009, the company and WestLB agreed to start a new company, First Merchant Solutions, to provide card approval services to European retailers.

**FINANCIALS:** Sales and profits are in thousands of dollars—add 000 to get the full amount. 2009 Note: Financial information for 2009 was not available for all companies at press time.

2009 Sales: \$	2009 Profits: \$
2008 Sales: \$8,810,000	2008 Profits: \$-3,800,000
2007 Sales: \$8,051,400	2007 Profits: \$-907,200
2006 Sales: \$7,076,400	2006 Profits: \$1,513,400
2005 Sales: \$6,526,100	2005 Profits: \$1,717,400

**U.S. Stock Ticker:** Private

Int'l Ticker: Int'l Exchange:

Employees: 26,600

Fiscal Year Ends: 12/31

Parent Company: KKR &amp; CO LP (KOHLEBERG KRAVIS ROBERTS &amp; CO)

**SALARIES/BENEFITS:**

Pension Plan:	ESOP Stock Plan:	Profit Sharing:	Top Exec. Salary: \$	Bonus: \$655,000
Savings Plan: Y	Stock Purch. Plan: Y		Second Exec. Salary: \$	Bonus: \$

**OTHER THOUGHTS:**

Apparent Women Officers or Directors: 1  
Hot Spot for Advancement for Women/Minorities:

**LOCATIONS:** ("Y" = Yes)

West:	Southwest:	Midwest:	Southeast:	Northeast:	International:
Y	Y	Y	Y	Y	Y

**FISERV INC**

www.fiserv.com

Industry Group Code: 522320 Ranks within this company's industry group: Sales: 2 Profits: 1

<b>Financial Services:</b> Stock Brokerage: Mortgages/Loans: Banking: Insurance: Credit Cards:	<b>Information:</b> Portal/News: Communities: Search Engine: Financial Data Pub.: Broadcasting/Music:	<b>Technology:</b> Hardware: Software: Specialty Equipment: Distributor:	<b>Services:</b> Payments/Markets: Consulting: Advertising/Mktg.: Outsourcing: Other:	<b>Retailing:</b> Retailer: Auctions: Tickets/Travel: Automobiles:	<b>Telecommunications:</b> Internet Service Provider: Web Site Services: Specialty Telecom:
	Y	Y	Y		

**TYPES OF BUSINESS:**

Financial Services  
Investment Services  
Online Banking  
Electronic Billing & Payment  
Software Applications & Investment Management Solutions

**BRANDS/DIVISIONS/AFFILIATES:**

Corillian Corp  
CheckFree Corp

**CONTACTS:** *Note: Officers with more than one job title may be intentionally listed here more than once.*

Jeffery W. Yabuki, CEO  
Jeffery W. Yabuki, Pres.  
Thomas J. Hirsch, CFO/Exec. VP  
Donald J. MacDonald, Exec. VP/Chief Mktg. Officer  
Bridie A. Fanning, Exec. VP-Human Resources  
Richard K. Jones, CIO/Exec. VP  
Charles W. Sprague, Chief Admin. Officer/Exec. VP  
Charles W. Sprague, General Counsel/Exec. VP/Corp. Sec.  
James W. Cox, Exec. VP-Corp. Dev.  
Thomas J. Hirsch, Treas.  
Rahul Gupta, Pres., Card Svcs.  
Stephen E. Olsen, Pres., Depository Institution Svcs.  
Douglas J. Craft, Exec. VP-Depository Institution Svcs.  
Thomas E. Warsop, III, Pres., Financial Institution Svcs.  
Donald F. Dillon, Chmn.

**Phone:** 262-879-5000      **Fax:** 262-879-5013

**Toll-Free:** 800-872-7882

**Address:** 255 Fiserv Dr., Brookfield, WI 53045 US

**GROWTH PLANS/SPECIAL FEATURES:**

Fiserv, Inc. provides integrated data processing and information management systems to approximately 16,000 financial services providers, including banks, credit unions, financial planners, investment advisers and insurance companies. It operates in two primary segments: Financial Institution Services (Financial) and Payments and Industry Products (Payments). The Financial segment provides banks, thrifts and credit unions with account processing services, item processing services, loan origination and servicing products, cash management and consulting services, as well as other products and services that support a variety of financial transactions. The Payments segment provides products and services that address a range of technology needs for the financial services industry, including: Internet banking, electronic bill payment, electronic funds transfer and debit processing, fraud and risk management capabilities, card and print personalization services, check imaging and investment account processing services for separately managed accounts. The company operates centers nationwide for full-service data processing, software development, item processing and check imaging, technology support and related product businesses, and additionally has support centers in Argentina, Australia, Canada, Colombia, China, Costa Rica, France, India, Indonesia, Luxembourg, Malaysia, Mexico, the Netherlands, the Philippines, Puerto Rico, Oland, Poland, Singapore and the U.K. In January 2008, the company sold Fiserv Health, Inc. to UnitedHealthcare Services, Inc. for approximately \$480 million. In February 2008, the firm sold the majority of its Fiserv Investment Support Services business to Ameritrade Online Holdings, Inc. for approximately \$200 million; In July 2008, Fiserv completed the sale of a 51% share in substantially all of the businesses in its former Fiserv Insurance segment to Trident IV, a private equity fund managed by Stone Point Capital LLC, for approximately \$500 million.

The company offers its employees medical and dental insurance; life and AD&D insurance; short- and long-term disability plans; an employee stock purchase plan; a 401(k) plan; education assistance; and an employee assistance plan.

**FINANCIALS:** Sales and profits are in thousands of dollars—add 000 to get the full amount. 2009 Note: Financial information for 2009 was not available for all companies at press time.

2009 Sales: \$4,077,000	2009 Profits: \$476,000
2008 Sales: \$4,739,000	2008 Profits: \$569,000
2007 Sales: \$3,922,000	2007 Profits: \$439,000
2006 Sales: \$3,566,000	2006 Profits: \$450,000
2005 Sales: \$4,059,478	2005 Profits: \$516,438

**U.S. Stock Ticker:** FISV

**Int'l Ticker:** Int'l Exchange:

Employees: 20,000  
Fiscal Year Ends: 12/31  
Parent Company:

**SALARIES/BENEFITS:**

Pension Plan:	ESOP Stock Plan:	Profit Sharing:	Top Exec. Salary: \$840,000	Bonus: \$1,092,000
Savings Plan: Y	Stock Purch. Plan: Y		Second Exec. Salary: \$560,000	Bonus: \$640,600

**OTHER THOUGHTS:**

**Apparent Women Officers or Directors:** 2  
**Hot Spot for Advancement for Women/Minorities:** Y

**LOCATIONS:** ("Y" = Yes)

West:	Southwest:	Midwest:	Southeast:	Northeast:	International:
Y	Y	Y	Y	Y	Y

**FORESEE RESULTS INC**

www.foreseeresults.com

Industry Group Code: 511210K Ranks within this company's industry group: Sales: Profits:

<b>Financial Services:</b> Stock Brokerage: Mortgages/Loans: Banking: Insurance: Credit Cards:	<b>Information:</b> Portal/News: Communities: Search Engine: Financial Data Pub.: Broadcasting/Music:	<b>Technology:</b> Hardware: Software: Y Specialty Equipment: Distributor:	<b>Services:</b> Payments/Markets: Consulting: Y Advertising/Mktg.: Outsourcing: Other:	<b>Retailing:</b> Retailer: Auctions: Tickets/Travel: Automobiles:	<b>Telecommunications:</b> Internet Service Provider: Web Site Services: Specialty Telecom:
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**TYPES OF BUSINESS:**

Online Survey Software  
Support Services  
Survey Design & Analysis

**BRANDS/DIVISIONS/AFFILIATES:**

CS SiteManager  
CS SiteGov  
American Consumer Satisfaction Index  
Satisfaction Research Analysts

**CONTACTS:** *Note: Officers with more than one job title may be intentionally listed here more than once.*

Larry Freed, CEO  
Larry Freed, Pres.  
Jeff Blackman, CFO  
Steve Jacob, VP-Sales  
Mitchell Cohen, VP-Tech.  
Drew Bennett, Sr. Dir-Prod.  
Eric Head, Dir.-Bus. Dev.  
Dave Lewan, Sr. Dir.-Gov't & Public Sector Markets  
Lee Pavach, Dir.-Mktg.  
Cia McCaffery, VP  
Jeff Dwoskin, Sr. Dir.-Client Svcs.

**Phone:** 734-205-2600 **Fax:** 734-205-2601**Toll-Free:** 800-621-2850**Address:** 625 Avis Dr., Ste. 200, Ann Arbor, MI 48105 US**FINANCIALS:** Sales and profits are in thousands of dollars—add 000 to get the full amount. 2009 Note: Financial information for 2009 was not available for all companies at press time.

2009 Sales: \$	2009 Profits: \$
2008 Sales: \$	2008 Profits: \$
2007 Sales: \$3,900	2007 Profits: \$
2006 Sales: \$	2006 Profits: \$
2005 Sales: \$	2005 Profits: \$

**U.S. Stock Ticker:** Private  
**Int'l Ticker:** Int'l Exchange:  
Employees:  
Fiscal Year Ends:  
Parent Company:

**SALARIES/BENEFITS:**

Pension Plan:	ESOP Stock Plan:	Profit Sharing:	Top Exec. Salary: \$	Bonus: \$
Savings Plan:	Stock Purch. Plan:		Second Exec. Salary: \$	Bonus: \$

**OTHER THOUGHTS:**

Apparent Women Officers or Directors: 1  
Hot Spot for Advancement for Women/Minorities:

**LOCATIONS:** ("Y" = Yes)

West:	Southwest:	Midwest: Y	Southeast:	Northeast:	International:
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**GROWTH PLANS/SPECIAL FEATURES:**

ForeSee Results, Inc. acts as an index tool for companies interested in understanding consumers' relationships to company web sites. The firm develops software designed to measure customer satisfaction in a variety of areas through customer surveys, using the methodology of the American Consumer Satisfaction Index. Its CS SiteManager product is targeted to commercial entities, while CS SiteGov is targeted to governmental agencies. ForeSee's Satisfaction Research Analysts support companies by working with them to complete the survey and analysis process. The process is divided into three stages. The inline research survey development stage helps companies develop a customized survey and determine where on their site to place it. The implementation stage tests the survey in different surroundings and advises companies as to what type of survey to use. Finally, the continuous measurement stage helps to authenticate the accuracy of the results of the survey and establish other areas for possible analysis. ForeSee's products measure/project activity in four areas: the quality and navigating fluidity of a company's web site, the consumer's overall satisfaction with the company's service, the demographics and other characteristics of the company's consumer base and probable future customer behavior.

**FORRESTER RESEARCH INC**

www.forrester.com

Industry Group Code: 541910 Ranks within this company's industry group: Sales: 2 Profits: 2

<b>Financial Services:</b> Stock Brokerage: Mortgages/Loans: Banking: Insurance: Credit Cards:	<b>Information:</b> Portal/News: Communities: Search Engine: Financial Data Pub.: Broadcasting/Music:	<b>Technology:</b> Hardware: Software: Specialty Equipment: Distributor:	<b>Services:</b> Payments/Markets: Consulting: Advertising/Mktg.: Outsourcing: Other:	<b>Retailing:</b> Retailer: Auctions: Tickets/Travel: Automobiles:	<b>Telecommunications:</b> Internet Service Provider: Web Site Services: Specialty Telecom:
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**TYPES OF BUSINESS:**

Market Research  
Consulting & Advisory  
Workshops & Events

**BRANDS/DIVISIONS/AFFILIATES:**

RoleView  
Forrester Wave (The)  
Consumer Technographics Data & Services  
Business Data & Services  
Forrester Leadership Boards

**CONTACTS:** *Note: Officers with more than one job title may be intentionally listed here more than once.*

George F. Colony, CEO  
Charles Rutstein, COO  
Michael A. Doyle, CFO  
Dwight Griesman, Chief Mktg. Officer  
Elizabeth Lemons, Chief People Officer  
George M. Orlov, CIO  
George M. Orlov, CTO  
Gail S. Mann, Chief Legal Officer/Sec.  
Scott Chouinard, Chief Acct. Officer  
Julie Meringer, Managing Dir.-IT Client Group  
Mark R. Nemeck, Managing Dir.-Tech. Industry Client Group  
Dennis van Lingen, Managing Dir.-Mktg. & Strategy Client Group  
Greg Nelson, Chief Sales Officer  
George F. Colony, Chmn.  
Dennis van Lingen, Chief EMEA Officer

**Phone:** 617-613-6000 **Fax:** 617-613-5200**Toll-Free:** 866-367-7378**Address:** 400 Technology Sq., Cambridge, MA 02139 US**GROWTH PLANS/SPECIAL FEATURES:**

Forrester Research, Inc., an Internet research firm, provides research and analysis related to technology change and its impact on changing business models, best practices, technology investments, implementation and customer trends. The firm's products and services are targeted to 20 specific roles at over \$1 billion companies, including senior management, business strategists and marketing and information technology professionals. The company's primary research product, RoleView, consists of a library of cross-linked documents that interconnects its reports, data, product rankings, best practices, evaluation tools and research archives. RoleView access is provided through web sites that allow clients to access research and tools relevant to their professional roles. RoleView includes The Forrester Wave, which provides detailed analyses of vendors' technologies and services. Consulting services leverage RoleView to deliver customized research to assist clients in developing and executing technology and business strategy; informing critical decisions; and reducing business risk. The firm's data products and services focus on consumers' and business users' attitudes about and behavior toward technology, including ownership, future purchases and adoption trends. These products incorporate extensive survey research designed and analyzed by the company's staff. Forrester's data solutions include Consumer Technographics data and services, which deliver survey-based data and quantitative research; and Business Data Services, an ongoing quantitative business technology research program. Forrester Leadership Boards provide executives and other employees with membership-directed research, industry-specific benchmark data, industry trends and best practices coverage and networking through event meetings and group audio-conferences. Subsidiary Giga Information Group, Inc. provides technology research, advice and personalized consulting services. In December 2009, Forrester acquired Monitor Group's Strategic Oxygen business.

Forrester offers its employees medical, dental and vision insurance; employee assistance programs; flexible spending accounts; a 401(k) plan; performance bonuses; a stock purchase plan; discount entertainment vouchers; travel assistance; nursing/lactation care center; backup childcare; and onsite massages, gym and piano lessons.

**FINANCIALS:** Sales and profits are in thousands of dollars—add 000 to get the full amount. 2009 Note: Financial information for 2009 was not available for all companies at press time.

2009 Sales: \$233,352	2009 Profits: \$19,770
2008 Sales: \$240,875	2008 Profits: \$29,215
2007 Sales: \$212,056	2007 Profits: \$18,943
2006 Sales: \$181,473	2006 Profits: \$16,171
2005 Sales: \$151,398	2005 Profits: \$11,348

**U.S. Stock Ticker:** FORR  
**Int'l Ticker:** Int'l Exchange:  
Employees:  
Fiscal Year Ends: 12/31  
Parent Company:

**SALARIES/BENEFITS:**

Pension Plan:	ESOP Stock Plan:	Profit Sharing:	Top Exec. Salary: \$310,000	Bonus: \$142,500
Savings Plan: Y	Stock Purch. Plan: Y		Second Exec. Salary: \$300,000	Bonus: \$153,750

**OTHER THOUGHTS:**

**Apparent Women Officers or Directors:** 4  
**Hot Spot for Advancement for Women/Minorities:** Y

**LOCATIONS:** ("Y" = Yes)

West:	Southwest:	Midwest:	Southeast:	Northeast:	International:
Y	Y			Y	Y

**FRESHDIRECT LLC**

www.freshdirect.com

Industry Group Code: 445110E Ranks within this company's industry group: Sales: Profits:

<b>Financial Services:</b> Stock Brokerage: Mortgages/Loans: Banking: Insurance: Credit Cards:	<b>Information:</b> Portal/News: Communities: Search Engine: Financial Data Pub.: Broadcasting/Music:	<b>Technology:</b> Hardware: Software: Specialty Equipment: Distributor:	<b>Services:</b> Payments/Markets: Consulting: Advertising/Mktg.: Outsourcing: Other:	<b>Retailing:</b> Retailer: Auctions: Tickets/Travel: Automobiles:	<b>Telecommunications:</b> Internet Service Provider: Web Site Services: Specialty Telecom:
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**TYPES OF BUSINESS:**

Online Grocery Sales  
Home Grocery Delivery  
Catering

**BRANDS/DIVISIONS/AFFILIATES:**

**CONTACTS:** Note: Officers with more than one job title may be intentionally listed here more than once.

Richard S. Braddock, CEO  
Jason Ackerman, CFO/Vice Chmn.  
Dean Marano, CIO  
Richard S. Braddock, Chmn.

**Phone:** 718-928-1000 **Fax:** 718-433-0648

**Toll-Free:**

**Address:** 23-30 Borden Ave., Long Island, NY 11101 US

**GROWTH PLANS/SPECIAL FEATURES:**

FreshDirect, LLC is an online retail grocery business serving approximately 250,000 customers in New York City and the surrounding areas. It offers more than 3,000 fresh food and grocery items, including fruits and vegetables, meat, seafood, deli items, cheese, dairy, coffee, tea, bakery goods, pasta and frozen food, as well as kosher and organic produce, health and beauty items and wine. It also provides catering services and a full line of ready-to-heat meals prepared by its on-staff chef. FreshDirect owns and operates a 300,000-square-foot, state-of-the-art processing facility, which enables the company to process and ship fresh meats, produce and dairy products quickly and efficiently. FreshDirect is also able to offer lower prices, on average 25% lower than traditional retail grocers, due to the lack of intermediary distribution channels. Products may be delivered in the mornings if the order is placed by 7 p.m. the previous day and in the evenings if placed by 11 p.m. Deliveries are made from 6:30 a.m.-11:30 p.m. Monday through Friday; from 7 a.m.-5 p.m. on Saturday; and from 6:30 a.m. to 11:30 p.m. on Sunday. Minimum order amounts for home deliveries are \$30, and each order is charged a \$5.49-\$6.79 delivery fee depending on location. For offices, the minimum order amount is \$50 and delivery costs are \$9.99 Tuesday-Friday and \$14.99 on Monday. Customers can also pick up their orders at the facility. In September 2009, FreshDirect unveiled 25 refrigerated gourmet meal vending machines throughout New York City, each offering about 15 different entree selections.

**FINANCIALS:** Sales and profits are in thousands of dollars—add 000 to get the full amount. 2009 Note: Financial information for 2009 was not available for all companies at press time.

2009 Sales: \$	2009 Profits: \$
2008 Sales: \$	2008 Profits: \$
2007 Sales: \$200,000	2007 Profits: \$
2006 Sales: \$175,000	2006 Profits: \$
2005 Sales: \$150,000	2005 Profits: \$

**U.S. Stock Ticker:** Private  
**Int'l Ticker:** Int'l Exchange:  
Employees:  
Fiscal Year Ends: 9/30  
Parent Company:

**SALARIES/BENEFITS:**

Pension Plan:	ESOP Stock Plan:	Profit Sharing:	Top Exec. Salary: \$	Bonus: \$
Savings Plan:	Stock Purch. Plan:		Second Exec. Salary: \$	Bonus: \$

**OTHER THOUGHTS:**

Apparent Women Officers or Directors:  
Hot Spot for Advancement for Women/Minorities:

**LOCATIONS: ("Y" = Yes)**

West:	Southwest:	Midwest:	Southeast:	Northeast:	International:
				Y	

**FRIENDSTER INC**

www.friendster.com

Industry Group Code: 519130 Ranks within this company's industry group: Sales: Profits:

<b>Financial Services:</b> Stock Brokerage: Mortgages/Loans: Banking: Insurance: Credit Cards:	<b>Information:</b> Portal/News: Y Communities: Search Engine: Financial Data Pub.: Broadcasting/Music:	<b>Technology:</b> Hardware: Software: Specialty Equipment: Distributor:	<b>Services:</b> Payments/Markets: Consulting: Advertising/Mktg.: Outsourcing: Other:	<b>Retailing:</b> Retailer: Auctions: Tickets/Travel: Automobiles:	<b>Telecommunications:</b> Internet Service Provider: Web Site Services: Specialty Telecom:
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**TYPES OF BUSINESS:**

Social Networking Portal

**BRANDS/DIVISIONS/AFFILIATES:**Friendster.com  
M.Friendster.com**CONTACTS:** Note: Officers with more than one job title may be intentionally listed here more than once.Richard B. Kimber, CEO  
David Jones, VP-Global Mktg.  
Chander Sarna, VP-Eng.  
Chander Sarna, VP-Oper. & Prod.  
Aaron Barnes, VP-Bus. Dev.  
Aaron Barnes, VP-Global Sales

Phone: 415-972-1400 Fax: 415-618-0074

**Toll-Free:**Address: 800 W El Camino Real, Ste. 170, Mountain View, CA  
94040 US**FINANCIALS:** Sales and profits are in thousands of dollars—add 000 to get the full amount. 2009 Note: Financial information for 2009 was not available for all companies at press time.

2009 Sales: \$	2009 Profits: \$
2008 Sales: \$	2008 Profits: \$
2007 Sales: \$	2007 Profits: \$
2006 Sales: \$	2006 Profits: \$
2005 Sales: \$	2005 Profits: \$

**U.S. Stock Ticker:** Private  
**Int'l Ticker:** Int'l Exchange:  
 Employees:  
 Fiscal Year Ends:  
 Parent Company:

**SALARIES/BENEFITS:**

Pension Plan:	ESOP Stock Plan:	Profit Sharing:	Top Exec. Salary: \$	Bonus: \$
Savings Plan:	Stock Purch. Plan:		Second Exec. Salary: \$	Bonus: \$

**OTHER THOUGHTS:**

Apparent Women Officers or Directors:  
 Hot Spot for Advancement for Women/Minorities:

**LOCATIONS:** ("Y" = Yes)

West:	Southwest:	Midwest:	Southeast:	Northeast:	International:
Y					Y

**GROWTH PLANS/SPECIAL FEATURES:**

Friendster, Inc. headquartered in Mountain View, California, operates Friendster.com, a social networking web site. Users can create a profile, search for friends and acquaintances, upload photos, create fan groups and connect to musicians and artists. Additionally, users can create blogs, listen to podcasts and watch short videos from web sites such as YouTube, Crackle, Metacafe, Break.com, Video Detective and Singing Fool. Users can customize their profiles through a variety of applications developed specifically for Friendster's platform. The company generates the vast majority of its revenues from advertising, partnering with AdBrite, Inc. to place ads across a user's profile. Advertisers can target by age, gender, location, interests and more. The web site has over 90 million members around the world, the vast majority of which are between 18-24 years old (58%); followed by 25-34 (26%); then 34-44 (6%); and finally 13-17 (5%). The firm is one of the top social networks in Asia. Investors in the company include Kleiner Perkins Caufield & Byers, Benchmark Capital, DAG Ventures and IDG Ventures. In 2008, the company launched versions of its web site in Chinese, Japanese, Korean, Vietnamese, Malay and Indonesian. In May 2008, the company launched m.Friendster.com, a mobile version of the Friendster.com web site.

**FRONTIER COMMUNICATIONS CORPORATION**

www.frontier.com

Industry Group Code: 517110 Ranks within this company's industry group: Sales: 18 Profits: 12

<b>Financial Services:</b> Stock Brokerage: Mortgages/Loans: Banking: Insurance: Credit Cards:	<b>Information:</b> Portal/News: Communities: Search Engine: Financial Data Pub.: Broadcasting/Music:	<b>Technology:</b> Hardware: Software: Specialty Equipment: Distributor:	<b>Services:</b> Payments/Markets: Consulting: Advertising/Mktg.: Outsourcing: Other:	<b>Retailing:</b> Retailer: Auctions: Tickets/Travel: Automobiles:	<b>Telecommunications:</b> Internet Service Provider: Web Site Services: Specialty Telecom:	Y
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**TYPES OF BUSINESS:**

Telecommunications  
Internet Services  
Long-Distance Phone Services  
Directory Service  
Access Services

**BRANDS/DIVISIONS/AFFILIATES:**

Frontier Pages  
GVN Services  
Commonwealth Telephone Enterprises, Inc.  
Global Valley Networks

**CONTACTS:** *Note: Officers with more than one job title may be intentionally listed here more than once.*

Maggie Wilderotter, CEO  
Daniel McCarthy, COO/Exec. VP  
Maggie Wilderotter, Pres.  
Donald R. Shassian, CFO/Exec. VP  
Peter B. Hayes, Exec. VP-Mktg. & Sales  
Cecilia K. McKenney, Exec. VP-Human Resources  
Hilary E. Glassman, General Counsel/Sr. VP/Sec.  
Peter B. Hayes, Exec. VP-Bus. Dev.  
Melinda White, Gen. Mgr./Sr. VP-Mktg. & New Bus. Oper.  
Cecilia K. McKenney, Exec. VP-Call Center Sales & Svcs.  
Ken Arndt, Sr. VP/Gen. Mgr.-Southeast Region  
Denise Baumbach, Sr. VP/Gen. Mgr.-West Region  
Maggie Wilderotter, Chmn.

**Phone:** 203-614-5600      **Fax:** 203-614-4602

**Toll-Free:** 800-921-8102

**Address:** 3 High Ridge Pk., Stamford, CT 06905 US

**GROWTH PLANS/SPECIAL FEATURES:**

Frontier Communications Corporation, formerly Citizens Communications, provides communication services to homes and business, primarily in rural areas. The firm operates as an incumbent local exchange carrier in 24 states. The company provides access, local, long distance, data/Internet, directory, television and wireless services. The firm has approximately 2.83 million access lines and Internet subscribers. Access services allow other carriers the use of Frontier facilities for long distance voice and data transmissions. Local services include basic telephone wireline services, as well as call forwarding, conference calling, caller identification, voicemail and call waiting. Long distance services use external interexchange carrier facilities. Data and Internet services include Internet access via high-speed or dial up connections, frame relay, Metro Ethernet and asynchronous transfer mode (ATM) switching services, as well as data transmission services to other carriers and commercial customers with dedicated high-capacity circuits. Directory services include white and yellow page directories of residential and business listings; and the Frontier Pages, an online directory service. Television services are offered in partnership with Echostar's DISH Network, including access to local channels, digital television channels and high-definition programming. Wireless services include wireless data WIFI networks in 18 municipalities, four colleges/universities and over 120 businesses. In recent years, Frontier Communications acquired Commonwealth Telephone Enterprises, Inc., Global Valley Networks, Inc., and GVN Services for approximately \$1.16 billion. In July 2008, the firm changed its name to Frontier Communications Corporation; Frontier was previously the firm's service brand. In May 2009, Frontier announced that it would acquire roughly 4.8 million access lines, primarily in rural locations and small towns, from Verizon Communications, in a transaction valued at approximately \$8.6 billion. Frontier will also inherit some 11,000 Verizon employees in the acquisition.

Frontier employee benefits include medical, dental and vision coverage; flexible spending accounts; life, disability and accident insurance; and tuition reimbursement.

**FINANCIALS:** Sales and profits are in thousands of dollars—add 000 to get the full amount. 2009 Note: Financial information for 2009 was not available for all companies at press time.

2009 Sales: \$	2009 Profits: \$
2008 Sales: \$2,237,018	2008 Profits: \$182,660
2007 Sales: \$2,288,015	2007 Profits: \$214,654
2006 Sales: \$2,025,367	2006 Profits: \$344,555
2005 Sales: \$2,017,041	2005 Profits: \$202,375

**U.S. Stock Ticker:** FTR  
**Int'l Ticker:** Int'l Exchange:  
Employees: 5,671  
Fiscal Year Ends: 12/31  
Parent Company:

**SALARIES/BENEFITS:**

Pension Plan:	ESOP Stock Plan:	Profit Sharing:	Top Exec. Salary: \$920,833	Bonus: \$878,611
Savings Plan:	Stock Purch. Plan:		Second Exec. Salary: \$448,000	Bonus: \$428,290

**OTHER THOUGHTS:**

Apparent Women Officers or Directors: 9  
Hot Spot for Advancement for Women/Minorities: Y

**LOCATIONS:** ("Y" = Yes)

West: Y	Southwest: Y	Midwest: Y	Southeast: Y	Northeast: Y	International:
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**FRY'S ELECTRONICS INC**

www.frys.com

Industry Group Code: 44311 Ranks within this company's industry group: Sales: 1 Profits:

<b>Financial Services:</b> Stock Brokerage: Mortgages/Loans: Banking: Insurance: Credit Cards:	<b>Information:</b> Portal/News: Communities: Search Engine: Financial Data Pub.: Broadcasting/Music:	<b>Technology:</b> Hardware: Software: Specialty Equipment: Distributor:	<b>Services:</b> Payments/Markets: Consulting: Advertising/Mktg.: Outsourcing: Other:	<b>Retailing:</b> Retailer: Auctions: Tickets/Travel: Automobiles:	<b>Telecommunications:</b> Internet Service Provider: Web Site Services: Specialty Telecom:
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**TYPES OF BUSINESS:**

Electronics, Audio & Appliance Stores  
Computer & Software Products  
Online Sales  
Product Support Services  
ISP Administrator

**BRANDS/DIVISIONS/AFFILIATES:**

Frys.com

**CONTACTS:** *Note: Officers with more than one job title may be intentionally listed here more than once.*

John Fry, CEO  
William R. Fry, Pres.  
David Fry, CFO

<b>Phone:</b> 408-487-4500	<b>Fax:</b> 408-487-4700
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<b>Toll-Free:</b> 877-688-7678
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<b>Address:</b> 600 E. Brokaw Rd., San Jose, CA 95112 US
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**GROWTH PLANS/SPECIAL FEATURES:**

Fry's Electronics, Inc. retails electronic items through warehouse-sized electronics superstores, with each store carrying over 50,000 electronic items. The stores are located in Northern California, which has eight locations; Southern California, nine; Texas, eight; Arizona and Georgia have two stores each; and Illinois, Indiana, Nevada, Washington and Oregon have one store each. The stores range in size from 50,000 to over 180,000 square feet. The company's first store was opened in Silicon Valley in 1984; and Fry's target customer continues to be the high-tech professional. In addition to its stores, the firm sells electronics online through Frys.com. Fry's stores offer low prices, extensive inventory and imaginatively themed stores, with each store having its own unique theme. For example, the Palo Alto store has a Wild West theme; the Phoenix store has Aztec-themed decor; the Houston store showcases the oil industry, replete with a field of gushing oil derricks; and the Las Vegas store has the world's largest slot machine. Every Fry's store offers services and support for a variety of products. These products include computer hardware and software for both Microsoft and Apple operating systems; technical manuals and other books; new CDs, DVDs (including HD DVDs) and Blu-ray discs; games for a number of systems, including the Sony PlayStation series, the Xbox, Wii and computer games; audio, car audio and video equipment such as flat screen TVs; and communications equipment such as blue tooth headsets and answering machines. Other products include integrated circuits, batteries and other electronic components and accessories; appliances such as vacuums and microwaves; health and beauty products including air purifiers and electric razors; and convenience and general merchandise items. In addition to the company's retail arm, Fry's administers a dial-up ISP.

The company offers its employees a 401(k); medical, dental and vision; and life and disability insurance.

**FINANCIALS:** Sales and profits are in thousands of dollars—add 000 to get the full amount. 2009 Note: Financial information for 2009 was not available for all companies at press time.

2009 Sales: \$	2009 Profits: \$
2008 Sales: \$2,400,000	2008 Profits: \$
2007 Sales: \$2,350,000	2007 Profits: \$
2006 Sales: \$2,610,000	2006 Profits: \$
2005 Sales: \$2,340,000	2005 Profits: \$

**U.S. Stock Ticker:** Private  
**Int'l Ticker:** Int'l Exchange:  
Employees: 14,000  
Fiscal Year Ends: 12/31  
Parent Company:

**SALARIES/BENEFITS:**

Pension Plan:	ESOP Stock Plan:	Profit Sharing:	Top Exec. Salary: \$	Bonus: \$
Savings Plan:	Stock Purch. Plan:		Second Exec. Salary: \$	Bonus: \$

**OTHER THOUGHTS:**

Apparent Women Officers or Directors: 1  
Hot Spot for Advancement for Women/Minorities:

**LOCATIONS:** ("Y" = Yes)

West:	Southwest:	Midwest:	Southeast:	Northeast:	International:
Y	Y	Y	Y		

**FUNDTECH LTD**

www.fundtech.com

Industry Group Code: 511210 Ranks within this company's industry group: Sales: 4 Profits: 3

<b>Financial Services:</b> Stock Brokerage: Mortgages/Loans: Banking: Insurance: Credit Cards:	<b>Information:</b> Portal/News: Communities: Search Engine: Financial Data Pub.: Broadcasting/Music:	<b>Technology:</b> Hardware: Software: Specialty Equipment: Distributor:	<b>Services:</b> Payments/Markets: Consulting: Advertising/Mktg.: Outsourcing: Other:	<b>Retailing:</b> Retailer: Auctions: Tickets/Travel: Automobiles:	<b>Telecommunications:</b> Internet Service Provider: Web Site Services: Specialty Telecom:
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**TYPES OF BUSINESS:**

Software-Financial Services  
Cash & Treasury Management Software  
Internet Software

**BRANDS/DIVISIONS/AFFILIATES:**

ACCESS Banking  
PAYplus USA  
CASHplus  
PAYplus for CLS  
Global PAYplus  
Recovery Services

**CONTACTS:** *Note: Officers with more than one job title may be intentionally listed here more than once.*

Reuven Ben Menachem, CEO  
Michael Sgroe, COO  
Michael Sgroe, Pres.  
Yoram Bibring, CFO  
Gil Gadot, Exec. VP-Tech.  
Brian Jou, Exec. VP-Global Prod. Mgmt.  
Joeseeph J. Aulenti, General Counsel/Sec.  
Joseph P. Mazzetti, Exec. VP-Corp. Dev.  
Margie Petrasek, Investor Rel.  
Moti Porath, Exec. VP-Bus. Dev.  
Avi Fischer, Chmn.  
Brian Jou, Exec. VP-Global Prod. Mgmt.

**Phone:** 201-946-1100      **Fax:** 201-946-1313

**Toll-Free:**

**Address:** 30 Montgomery Street, Ste. 501, Jersey City, NJ 07302  
US

**GROWTH PLANS/SPECIAL FEATURES:**

Fundtech, Ltd., with over \$128 billion in assets, provides e-commerce and e-banking software solutions enabling businesses to electronically manage cash, process payments and transfer funds. It has over 1000 clients including 50 world's largest banks. The firm offers products in five major categories: cash management, payment processing, foreign exchange settlements, financial messaging and securities post-trade settlement. The company's client/server and Internet software products automate the process of transferring funds among corporations, banks and clearance systems, enabling businesses to manage their global cash positions efficiently in real-time. Fundtech offers services for implementing new products and technologies, maintaining systems and planning for disaster recovery. The firm is one of the largest providers of services linking banks to networks, such as the U.S. Federal Reserve System, which has approximately 7,500 banks on its FedLine system. On a global basis, Fundtech allows banks to link to the Society for Worldwide Financial Interbank Telecommunications (SWIFT) network, which facilitates cross-border transactions for approximately 7,000 banks in over 200 countries. In addition, the company offers software that link banks to the Continuous Linked Settlement System (CLS), which reduces foreign exchange settlement risk. Its major products include ACCESS Banking, CASHplus, PAYplus USA, PAYplus for CLS, Global PAYplus and Recovery Services. Fundtech's ACCESS Banking, PAYplus and CASHplus lines of software are used by financial institutions around the globe, including Bank of America; Citibank; Washington Mutual; Deutsche Bank; and National Australia Bank.

**FINANCIALS:** Sales and profits are in thousands of dollars—add 000 to get the full amount. 2009 Note: Financial information for 2009 was not available for all companies at press time.

2009 Sales: \$	2009 Profits: \$
2008 Sales: \$121,037	2008 Profits: \$1,240
2007 Sales: \$104,634	2007 Profits: \$7,107
2006 Sales: \$85,509	2006 Profits: \$3,751
2005 Sales: \$74,500	2005 Profits: \$4,300

**U.S. Stock Ticker:** FNDT  
**Int'l Ticker:** Int'l Exchange:  
Employees: 966  
Fiscal Year Ends: 12/31  
Parent Company:

**SALARIES/BENEFITS:**

Pension Plan:	ESOP Stock Plan:	Profit Sharing:	Top Exec. Salary: \$	Bonus: \$65,000
Savings Plan:	Stock Purch. Plan:		Second Exec. Salary: \$	Bonus: \$

**OTHER THOUGHTS:**

**Apparent Women Officers or Directors:** 2  
**Hot Spot for Advancement for Women/Minorities:**

**LOCATIONS: ("Y" = Yes)**

West:	Southwest:	Midwest:	Southeast:	Northeast:	International:
Y			Y	Y	Y

**GALILEO INTERNATIONAL INC**

www.travelport.com

Industry Group Code: 5615E Ranks within this company's industry group: Sales: Profits:

<b>Financial Services:</b> Stock Brokerage: Mortgages/Loans: Banking: Insurance: Credit Cards:	<b>Information:</b> Portal/News: Communities: Search Engine: Financial Data Pub.: Broadcasting/Music:	<b>Technology:</b> Hardware: Software: Specialty Equipment: Distributor:	<b>Services:</b> Payments/Markets: Consulting: Advertising/Mktg.: Outsourcing: Other:	<b>Retailing:</b> Retailer: Auctions: Tickets/Travel: Automobiles:	<b>Telecommunications:</b> Internet Service Provider: Web Site Services: Specialty Telecom:
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**TYPES OF BUSINESS:**

Computer Software-Travel Reservations  
Internet-Based Travel Solutions

**BRANDS/DIVISIONS/AFFILIATES:**

Travelport Inc  
Global Distribution Services (GDS)  
Travelport GDS  
Galileo RoomMaster  
Galileo Groups  
Galileo 360 Fares  
Galileo Desktop 2.0

**CONTACTS:** *Note: Officers with more than one job title may be intentionally listed here more than once.*

Jeff Clarke, CEO/Pres., Travelport, Inc.  
Gordon Wilson, CEO/Pres., Travelport EMEA & APAC  
Daryl Raiford, CFO-Travelport  
Jo-Anne Kruse, Exec. VP-Human Resources, Travelport  
Patrick Lukan, Gen. Mgr.-Galileo UK

Phone: 973-939-1000

Fax:

Toll-Free:

Address: 400 Interpace Parkway, Parsippany, NJ 07054-1120  
US

**GROWTH PLANS/SPECIAL FEATURES:**

Galileo International, Inc., a subsidiary of Travelport, Inc., is a leading provider of electronic global distribution services (GDS) for the travel industry. The firm operates under the Travelport GDS business unit along with travel services firm THOR, Inc., and former competitor Worldspan Technologies, Inc. The company utilizes a computerized reservation system (CRS) and provides travel agencies with the ability to access schedule and fare information, book reservations and issue tickets for roughly 425 airlines. Galileo also provides subscribers with information and booking capabilities covering approximately 23 car rental companies, more than 68,000 hotel properties and selected cruise lines and tour companies. The Galileo network of employees and distributors provides almost 52,000 travel agency locations with booking information and transactions. The company also offers e-ticketing products for airlines and travel agencies. Specific services offered by the company include Galileo RoomMaster, an international hotel booking and shopping solution; Galileo Groups, which allows airlines to set aside blocks of seats for select travel agencies; Galileo 360 Fares, a database that provides access to over 2 million public and private airfares; and Galileo Desktop 2.0, a global business management, reservation and productivity system.

**FINANCIALS:** Sales and profits are in thousands of dollars—add 000 to get the full amount. 2009 Note: Financial information for 2009 was not available for all companies at press time.

2009 Sales: \$	2009 Profits: \$
2008 Sales: \$	2008 Profits: \$
2007 Sales: \$213,100	2007 Profits: \$
2006 Sales: \$	2006 Profits: \$
2005 Sales: \$	2005 Profits: \$

U.S. Stock Ticker: Subsidiary

Int'l Ticker: Int'l Exchange:

Employees:

Fiscal Year Ends: 12/31

Parent Company: TRAVELPORT INC

**SALARIES/BENEFITS:**

Pension Plan:	ESOP Stock Plan:	Profit Sharing:	Top Exec. Salary: \$	Bonus: \$
Savings Plan:	Stock Purch. Plan:		Second Exec. Salary: \$	Bonus: \$

**OTHER THOUGHTS:**

Apparent Women Officers or Directors: 1  
Hot Spot for Advancement for Women/Minorities:

**LOCATIONS:** ("Y" = Yes)

West:	Southwest:	Midwest:	Southeast:	Northeast:	International:
			Y	Y	Y

**GARTNER INC**

www.gartner.com

Industry Group Code: 541910 Ranks within this company's industry group: Sales: 1 Profits: 1

<b>Financial Services:</b> Stock Brokerage: Mortgages/Loans: Banking: Insurance: Credit Cards:	<b>Information:</b> Portal/News: Communities: Search Engine: Financial Data Pub.: Broadcasting/Music:	<b>Technology:</b> Hardware: Software: Specialty Equipment: Distributor:	<b>Services:</b> Payments/Markets: Consulting: Advertising/Mktg.: Outsourcing: Other:	<b>Retailing:</b> Retailer: Auctions: Tickets/Travel: Automobiles:	<b>Telecommunications:</b> Internet Service Provider: Web Site Services: Specialty Telecom:
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**TYPES OF BUSINESS:**

Consulting-Computer Hardware & Software  
Industry Research  
IT Symposia & Conferences  
Measurement & Advisory Services

**BRANDS/DIVISIONS/AFFILIATES:**

Gartner Research  
Gartner Consulting  
Gartner Events  
Gartner Dataquest  
Gartner Symposium  
AMR Research, Inc.  
Burton Group

**CONTACTS:** *Note: Officers with more than one job title may be intentionally listed here more than once.*

Eugene A. Hall, CEO  
Christopher Lafond, CFO/Exec. VP  
Diane Julian, Sr. VP-Global Sales  
Robin Kranich, Sr. VP-Human Resources  
Peter Sondergaard, Sr. VP-Research  
Darko Hrelc, CIO/Sr. VP  
Lewis Schwartz, General Counsel/Sr. VP/Corp. Sec.  
Alwyn Dawkins, Sr. VP-Gartner Events  
Michael Yoo, Sr. VP-Gartner Consulting  
Ken Davis, Sr. VP-End-User Programs  
Dale Kutnick, Sr. VP-Exec. Programs  
James C. Smith, Chmn.  
Clive Taylor, Sr. VP-Int'l Oper.

**Phone:** 203-964-0096**Fax:****Toll-Free:****Address:** 56 Top Gallant Rd., Stamford, CT 06904-7700 US**GROWTH PLANS/SPECIAL FEATURES:**

Gartner, Inc. is a research and advisory firm that offers independent research and analysis on IT, computer hardware, software, communications and related technology industries. It provides coverage of the IT industry to roughly 60,000 client organizations with consultants in 80 countries. The company operates in three segments: research, consulting and events. The research segment provides research content and advice for IT professionals, technology companies and the investment community in the form of reports and briefings, as well as peer networking services and membership programs designed specifically for CIOs and other senior executives. The consulting division consists primarily of consulting, measurement engagements and strategic advisory services (paid one-day analyst engagements known as SAS), which provide assessments of cost, performance, efficiency and quality focused on the IT industry. This division seeks to accomplish three major outcomes for its clients: applying IT to drive improvements in business performance; creating sustainable IT efficiency that ensures a constant return on IT investments; and strengthening the IT organization and operations to ensure high-value services to the client's lines of business and to enable the client to adapt to business changes. The events group consists of various symposia, conferences and exhibitions focused on the IT industry. The group offers a range of membership-only peer networking programs designed to bring together business executives and IT professionals in order to outline the key business drivers and best practices for the new economy. The segment also hosts events such as Gartner Symposium and other conferences on specialized topics such as outsourcing, mobile wireless, customer relationship management, application integration and business intelligence. In December 2009, the company entered into an agreement to buy AMR Research, Inc., which specializes in supply chain management. In January 2010, the firm acquired Burton Group, an IT research and advisory company.

**FINANCIALS:** Sales and profits are in thousands of dollars—add 000 to get the full amount. 2009 Note: Financial information for 2009 was not available for all companies at press time.

2009 Sales: \$1,139,800	2009 Profits: \$82,964
2008 Sales: \$1,279,065	2008 Profits: \$103,871
2007 Sales: \$1,168,475	2007 Profits: \$73,553
2006 Sales: \$1,037,299	2006 Profits: \$58,192
2005 Sales: \$989,004	2005 Profits: \$-2,437

**U.S. Stock Ticker:** IT**Int'l Ticker:** Int'l Exchange:

Employees: 4,198

Fiscal Year Ends: 12/31

Parent Company:

**SALARIES/BENEFITS:**

Pension Plan:	ESOP Stock Plan:	Profit Sharing:	Top Exec. Salary: \$718,793	Bonus: \$766,495
Savings Plan:	Stock Purch. Plan:		Second Exec. Salary: \$416,215	Bonus: \$266,302

**OTHER THOUGHTS:**

Apparent Women Officers or Directors: 4  
Hot Spot for Advancement for Women/Minorities: Y

**LOCATIONS:** ("Y" = Yes)

West:	Southwest:	Midwest:	Southeast:	Northeast:	International:
Y	Y	Y	Y	Y	Y

**GENEX**

www.genex.com

Industry Group Code: 541810E Ranks within this company's industry group: Sales: Profits:

<b>Financial Services:</b> Stock Brokerage: Mortgages/Loans: Banking: Insurance: Credit Cards:	<b>Information:</b> Portal/News: Communities: Search Engine: Financial Data Pub.: Broadcasting/Music:	<b>Technology:</b> Hardware: Software: Specialty Equipment: Distributor:	<b>Services:</b> Payments/Markets: Consulting: Advertising/Mktg.: Outsourcing: Other:	<b>Retailing:</b> Retailer: Auctions: Tickets/Travel: Automobiles:	<b>Telecommunications:</b> Internet Service Provider: Web Site Services: Specialty Telecom:
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**TYPES OF BUSINESS:**

Online Advertising & Marketing  
Consulting Services  
Web Site Development

**BRANDS/DIVISIONS/AFFILIATES:**

**CONTACTS:** *Note: Officers with more than one job title may be intentionally listed here more than once.*

Walter Schild, CEO  
Gretchen Humbert, CFO  
Pete Moran, VP  
Theresa Martin, Sr. VP  
Connie Hahn, Dir.-Project Management

**Phone:** 310-736-2000 **Fax:** 310-736-2001

**Toll-Free:**

**Address:** 9905 Jefferson Blvd., Culver City, CA 90232 US

**GROWTH PLANS/SPECIAL FEATURES:**

Genex is an Internet consulting and development services company known for its innovative work in integrating online advertising with marketing web sites. The company has worked for clients in the automotive, entertainment, healthcare, retail, financial services and technology businesses. The firm offers services in four areas: User experience and branding, to help companies solidify their brand presence; application development, which creates customized software to meet clients' specifications; marketing and media; and portals and extranets, which helps clients develop web sites. Genex provides strategy, project management, creative development and engineering services. Particular strategies tend to involve user experience and branding, portals and extranets, application development and basic media marketing. The company's projects are intended to be reliable and cost-effective to maintain. In addition, clients receive complete application management throughout the term of the site's use.

**FINANCIALS:** Sales and profits are in thousands of dollars—add 000 to get the full amount. 2009 Note: Financial information for 2009 was not available for all companies at press time.

2009 Sales: \$	2009 Profits: \$
2008 Sales: \$	2008 Profits: \$
2007 Sales: \$	2007 Profits: \$
2006 Sales: \$	2006 Profits: \$
2005 Sales: \$15,000	2005 Profits: \$

**U.S. Stock Ticker:** Private  
**Int'l Ticker:** Int'l Exchange:  
Employees:  
Fiscal Year Ends: 12/31  
Parent Company:

**SALARIES/BENEFITS:**

Pension Plan:	ESOP Stock Plan:	Profit Sharing:	Top Exec. Salary: \$	Bonus: \$
Savings Plan:	Stock Purch. Plan:		Second Exec. Salary: \$	Bonus: \$

**OTHER THOUGHTS:**

Apparent Women Officers or Directors: 3  
Hot Spot for Advancement for Women/Minorities: Y

**LOCATIONS: ("Y" = Yes)**

West: Y	Southwest:	Midwest:	Southeast:	Northeast:	International:
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**GLAM MEDIA INC**

www.glammedia.com

Industry Group Code: 519130 Ranks within this company's industry group: Sales: Profits:

<b>Financial Services:</b> Stock Brokerage: Mortgages/Loans: Banking: Insurance: Credit Cards:	<b>Information:</b> Portal/News: Communities: Search Engine: Financial Data Pub.: Broadcasting/Music:	<b>Technology:</b> Hardware: Software: Specialty Equipment: Distributor:	<b>Services:</b> Payments/Markets: Consulting: Advertising/Mktg.: Outsourcing: Other:	<b>Retailing:</b> Retailer: Auctions: Tickets/Travel: Automobiles:	<b>Telecommunications:</b> Internet Service Provider: Web Site Services: Specialty Telecom:
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**TYPES OF BUSINESS:**

Distributed Media Network  
Online Portals  
Niche Publishing

**BRANDS/DIVISIONS/AFFILIATES:**

Glam.com  
Monetise Limited  
Glam TV  
Brash.com  
Popbytes  
Smilebox  
Teenfashionista  
Glam Media Vertical Network

**CONTACTS:** *Note: Officers with more than one job title may be intentionally listed here more than once.*

Samir Arora, CEO  
Stephen E. Recht, CFO  
Scott Schiller, Exec. VP-Global Mktg.  
Fernando Ruarte, CTO  
Fernando Ruarte, VP-Eng.  
Dianna Mullins, VP-Glam Publisher Network Oper.  
Jennifer Salant, VP-Bus. Dev.  
Caroline Hacker, Mgr.-Corp. Comm.  
Michael Adair, VP-Finance & Corp. Dev.  
John Trimble, Exec. VP-New Markets Sales  
Carl Portale, VP/Dir.-Publishing  
Joe Lagani, VP-Brand Sales, Women  
Ernie Cicogna, Exec. VP-Glam Partners  
Samir Arora, Chmn.  
Ralf Hirt, VP-Int'l

**Phone:** 650-244-4000      **Fax:** 650-244-4004

**Toll-Free:** 800-710-4526

**Address:** 8000 Marina Blvd., Ste. 130, Brisbane, CA 94005 US

**GROWTH PLANS/SPECIAL FEATURES:**

Glam Media, Inc. operates a distributed media network that reaches 75 million unique global visitors a month through more than 700 lifestyle blogs and web sites, including its flagship, Glam.com. Glam attempts to recreate the stylish feel of popular women's magazines on its web sites. Its original goal was to attract the advertising revenue being funneled into TV and print onto the web utilizing the idea of context driven advertising, or matching advertisements to the content. The company currently distributes content from more than 400 publishers. Some of its partners include the Lifetime television network, Oxygen, Cosmopolitan and AOL. Glam's web sites are divided between the following categories: Fashion; Beauty; Celebrity & Entertainment; Health & Wellness; Shopping; Quizzes & Fun; and Teens & GenY; Lifestyle; Brash Entertainment; Tech; Brash Lifestyle; and Auto. This planned diversity allows advertisers to target large groups such as fashion conscious women, or more selective groups, such as moms, food lovers or ethnic groups. Its web site names include Nylonmag, Fashiontribes, Ebeautydaily, Dogster/Catster, VideoJug, Popbytes, Nubella, ifit&healthy, Smilebox, Meez, Jargol, Teenfashionista and Girlsense. These web sites feature style tips, shopping guides, hair care advice, product reviews, recipes, celebrity photo galleries, movie reviews, exercise routines, games, virtual characters, gift guides and fashion blogs. The Glam Media Vertical Network (MVN) platform forms the heart of the firm's services. It offers advertising companies tools and infrastructure to create their own vertical networks. These offerings include training, consultation, pricing, publisher recruitment, ad serving, inventory management, billing systems, performance analysis, technical support, campaign optimization, reporting and custom content distribution applications. In 2008, the firm acquired Monetise Limited, an online media sales company located in the U.K.

**FINANCIALS:** Sales and profits are in thousands of dollars—add 000 to get the full amount. 2009 Note: Financial information for 2009 was not available for all companies at press time.

2009 Sales: \$	2009 Profits: \$
2008 Sales: \$	2008 Profits: \$
2007 Sales: \$25,000	2007 Profits: \$
2006 Sales: \$17,400	2006 Profits: \$
2005 Sales: \$	2005 Profits: \$

**U.S. Stock Ticker:** Private  
**Int'l Ticker:** Int'l Exchange:  
Employees:  
Fiscal Year Ends: 12/31  
Parent Company:

**SALARIES/BENEFITS:**

Pension Plan:      ESOP Stock Plan:      Profit Sharing:      Top Exec. Salary: \$      Bonus: \$  
Savings Plan:      Stock Purch. Plan:      Second Exec. Salary: \$      Bonus: \$

**OTHER THOUGHTS:**

**Apparent Women Officers or Directors:** 26  
**Hot Spot for Advancement for Women/Minorities:** Y

**LOCATIONS:** ("Y" = Yes)

West: Y	Southwest:	Midwest:	Southeast:	Northeast: Y	International: Y
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**GLOBAL CROSSING LTD**

www.globalcrossing.com

Industry Group Code: 518210 Ranks within this company's industry group: Sales: 2 Profits: 15

<b>Financial Services:</b> Stock Brokerage: Mortgages/Loans: Banking: Insurance: Credit Cards:	<b>Information:</b> Portal/News: Communities: Search Engine: Financial Data Pub.: Broadcasting/Music:	<b>Technology:</b> Hardware: Software: Specialty Equipment: Distributor:	<b>Services:</b> Payments/Markets: Consulting: Advertising/Mktg.: Outsourcing: Other:	<b>Retailing:</b> Retailer: Auctions: Tickets/Travel: Automobiles:	<b>Telecommunications:</b> Internet Service Provider: Web Site Services: Specialty Telecom: Y
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**TYPES OF BUSINESS:**

Private Data Networks  
Long-Distance Telephone Service  
Internet Access  
VOIP  
Conferencing Services  
Calling Cards

**BRANDS/DIVISIONS/AFFILIATES:**

uCommand  
iVideoconferencing  
Ready-Access  
Railnet  
Singapore Technologies Telemedia Pte Ltd

**CONTACTS:** *Note: Officers with more than one job title may be intentionally listed here more than once.*

John J. Legere, CEO  
John Kritzmacher, CFO/Exec. VP  
David R. Carey, Chief Mktg. Officer/Exec. VP  
Gary Breaninger, Chief Admin. Officer/Exec. VP  
John B. McShane, General Counsel/Exec. VP  
Daniel J. (Dan) Enright, Exec. VP-Global Oper.  
Peter Seah Lim Huat, Vice Chmn.  
Daniel J. (Dan) Wagner, Exec. VP-Enterprise Svcs.  
John R. Mulhearn, Jr., Exec. VP-Global Access Mgmt.  
Hector R. Alonso, Managing Dir.-Latin America  
Lodewijk Christiaan van Wachem, Chmn.  
Anthony D. Christie, Exec. VP/Managing Dir.-EMEA

**Phone:** 305-296-8600 **Fax:** 305-296-8606**Toll-Free:****Address:** Wessex House, 45 Reid St., Hamilton, HM12 Bermuda**GROWTH PLANS/SPECIAL FEATURES:**

Global Crossing Ltd. (GCL), a subsidiary of Singapore Technologies Telemedia, is a communications solutions provider offering Internet Protocol (IP) and legacy telecommunications services. The firm's global IP-based network directly connects over 390 cities in over 30 countries and delivers services to over 690 major cities in over 60 countries. The company provides data, voice and collaboration services. Its uCommand web-based network management tool enables customers to securely monitor their voice and data services, create utilization reports, reroute traffic, order new services, create and track trouble tickets and perform online bill payment. Data services generated approximately 59% of GCL's 2008 revenue. Data services include IP services, transport services, collocation services, managed solutions, frame relay and ATM service, global crossing carrier rings and data center services. Collaboration services generated approximately 6% of the firm's 2008 revenue. The company's collaboration services include videoconferencing services, audio conferencing and web conferencing. Its iVideoconferencing offering sends ISDN calls onto its IP network, minimizing dependence on international ISDN lines. Ready-Access is GCL's reservationless audio conferencing service. Voice services generated approximately 34% of the firm's 2008 revenue and include VoIP (Voice over Internet protocol), traditional voice services, hosted IP telephony and Railnet, a fully managed voice service provided in the U.K. The company carried more than 27 billion minutes of voice traffic over its global voice network during 2008. In August 2008, GCL became a member of the Metro Ethernet Forum (MET), a global industry alliance of over 150 organizations. In January 2009, the company completed the construction of its 78-mile fiber optic network in the interior region of Sao Paulo, Brazil.

**FINANCIALS:** Sales and profits are in thousands of dollars—add 000 to get the full amount. 2009 Note: Financial information for 2009 was not available for all companies at press time.

2009 Sales: \$2,536,000	2009 Profits: \$-141,000
2008 Sales: \$2,592,000	2008 Profits: \$-277,000
2007 Sales: \$2,261,000	2007 Profits: \$-306,000
2006 Sales: \$1,871,000	2006 Profits: \$-327,000
2005 Sales: \$1,968,000	2005 Profits: \$-354,000

**U.S. Stock Ticker:** GLBC**Int'l Ticker:** Int'l Exchange:

Employees: 5,219

Fiscal Year Ends: 12/31

Parent Company: SINGAPORE TECHNOLOGIES  
TELEMEDIA PTE LTD**SALARIES/BENEFITS:**

Pension Plan:	ESOP Stock Plan:	Profit Sharing:	Top Exec. Salary: \$1,100,000	Bonus: \$432,300
Savings Plan:	Stock Purch. Plan:		Second Exec. Salary: \$425,000	Bonus: \$

**OTHER THOUGHTS:**

Apparent Women Officers or Directors:  
Hot Spot for Advancement for Women/Minorities:

**LOCATIONS:** ("Y" = Yes)

West:	Southwest:	Midwest:	Southeast:	Northeast:	International:
Y	Y	Y	Y	Y	Y

**GLOBAL PAYMENTS INC**

www.globalpaymentsinc.com

Industry Group Code: 522320 Ranks within this company's industry group: Sales: 4 Profits: 4

<b>Financial Services:</b> Stock Brokerage: Mortgages/Loans: Banking: Insurance: Credit Cards:	<b>Information:</b> Portal/News: Communities: Search Engine: Financial Data Pub.: Broadcasting/Music:	<b>Technology:</b> Hardware: Software: Specialty Equipment: Distributor:	<b>Services:</b> Payments/Markets: Y Consulting: Advertising/Mktg.: Outsourcing: Other:	<b>Retailing:</b> Retailer: Auctions: Tickets/Travel: Automobiles:	<b>Telecommunications:</b> Internet Service Provider: Web Site Services: Specialty Telecom:
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**TYPES OF BUSINESS:**

Electronic Payment Processing  
Credit & Debit Card Processing  
Funds Transfer Services  
Check Guarantee Services  
Merchant Services

**BRANDS/DIVISIONS/AFFILIATES:**

Global Payments Europe  
DoIEx  
HSBC Merchant Services

**CONTACTS:** *Note: Officers with more than one job title may be intentionally listed here more than once.*

Paul R. Garcia, CEO  
James G. Kelly, COO  
James G. Kelly, Pres.  
David Mangum, CFO/Exec. VP  
Morgan M. (Mac) Schuessler, Exec. VP-Mktg.  
Morgan M. (Mac) Schuessler, Exec. VP-Human Resources  
Morgan M. (Mac) Schuessler, Chief Admin. Officer  
Suellyn P. Tornay, General Counsel/Exec. VP  
Morgan M. (Mac) Schuessler, Exec. VP-Corp. Comm.  
Carl Williams, Pres., World-Wide Payment Processing  
Paul R. Garcia, Chmn.  
Joseph C. Hyde, Pres., Int'l

<b>Phone:</b> 770-829-8000	<b>Fax:</b> 770-829-8267
<b>Toll-Free:</b> 800-560-2960	
<b>Address:</b> 10 Glenlake Pkwy. NE, N. Tower, Atlanta, GA 30328 US	

**GROWTH PLANS/SPECIAL FEATURES:**

Global Payments, Inc. is a leading payment processing and consumer money transfer company enabling merchants, multinational corporations, financial institutions, consumers, government agencies and other profit and non-profit business enterprises to facilitate payments or further other economic goals. Global Payments markets its products and services throughout the U.S., Canada, Europe and the Asia-Pacific region. It operates in two business segments: merchant services and money transfer. It operates 793 originating retail branch locations in the U.S. and 90 in Europe. Global Payments has settlement arrangements with over 12,000 bank, exchange house and retail locations worldwide. The company's offerings in its merchant services segment provide merchants, independent sales organizations (ISOs) and financial institutions with credit and debit card transaction processing and check-related services. Global Payments also offers sales, installation and servicing of ATM and point of sale terminals and selected card issuing services through its Czech Republic-based Global Payments Europe subsidiary. The company markets its merchant services both directly, using a salaried and commissioned sales force, ISOs and independent sales representatives to sell its products directly to merchants; and indirectly, providing its products and services primarily to financial institutions and a limited number of ISOs on an unbundled basis, which in turn resell its products and services to merchants. It receives referrals from 1,600 bank branches in Canada. Global Payments Europe provides the company's indirect merchant services in Europe. The company's money transfer segment provides consumer money transfer services primarily marketed through its DoIEx brand electronic money transfer services targeting first and second generation Latin Americans living in the U.S. In June 2008, the company created HSBC Merchant Services, a joint venture with HSBC Bank plc, to provide payment processing services to U.K. merchants.

Employees are offered health, dental and vision insurance; life insurance; disability coverage; flexible spending accounts; an employee assistance program; and an educational assistance program.

**FINANCIALS:** Sales and profits are in thousands of dollars—add 000 to get the full amount. 2009 Note: Financial information for 2009 was not available for all companies at press time.

2009 Sales: \$1,601,524	2009 Profits: \$37,217
2008 Sales: \$1,274,229	2008 Profits: \$162,754
2007 Sales: \$1,061,523	2007 Profits: \$142,985
2006 Sales: \$908,056	2006 Profits: \$125,524
2005 Sales: \$784,331	2005 Profits: \$92,896

**U.S. Stock Ticker:** GPN  
**Int'l Ticker:** Int'l Exchange:  
Employees: 5,844  
Fiscal Year Ends: 5/31  
Parent Company:

**SALARIES/BENEFITS:**

Pension Plan:	ESOP Stock Plan:	Profit Sharing:	Top Exec. Salary: \$850,000	Bonus: \$873,000
Savings Plan: Y	Stock Purch. Plan: Y		Second Exec. Salary: \$500,000	Bonus: \$361,000

**OTHER THOUGHTS:**

Apparent Women Officers or Directors: 2  
Hot Spot for Advancement for Women/Minorities: Y

**LOCATIONS: ("Y" = Yes)**

West: Y	Southwest: Y	Midwest: Y	Southeast: Y	Northeast: Y	International: Y
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**GO DADDY GROUP INC**

www.godaddy.com

Industry Group Code: 518210 Ranks within this company's industry group: Sales: 8 Profits:

<b>Financial Services:</b> Stock Brokerage: Mortgages/Loans: Banking: Insurance: Credit Cards:	<b>Information:</b> Portal/News: Communities: Search Engine: Financial Data Pub.: Broadcasting/Music:	<b>Technology:</b> Hardware: Software: Specialty Equipment: Distributor:	<b>Services:</b> Payments/Markets: Consulting: Advertising/Mktg.: Outsourcing: Other:	<b>Retailing:</b> Retailer: Auctions: Tickets/Travel: Automobiles:	<b>Telecommunications:</b> Internet Service Provider: Web Site Services: Specialty Telecom:	Y
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**TYPES OF BUSINESS:**

Domain Name Registration  
Domain Name Reselling  
Research & Development, Internet Services

**BRANDS/DIVISIONS/AFFILIATES:**

GoDaddy.com  
Wild West Domains, Inc.  
Domains by Proxy  
Starfield Technologies  
Blue Razor Domains  
RegisterFly

**CONTACTS:** *Note: Officers with more than one job title may be intentionally listed here more than once.*

Bob Parsons, CEO  
Warren J. Adelman, COO  
Warren J. Adelman, Pres.  
Barbara J. Rechterman, Exec. VP-Mktg.  
Christine N. Jones, General Counsel  
Elizabeth Driscoll, VP-Public Rel.  
Bob Parsons, Chmn.

**Phone:** 480-505-8800      **Fax:** 480-505-8844

**Toll-Free:**

**Address:** 14455 N. Hayden Rd., Ste. 219, Scottsdale, AZ 85260  
US

**GROWTH PLANS/SPECIAL FEATURES:**

Go Daddy Group, Inc. provides domain name registration and related services through a group of subsidiaries. The group's flagship company, GoDaddy.com, has been ranked as one of the world's leading domain name registrars. In addition to domain registration, GoDaddy.com offers web site construction services, hosting and server plans, e-mail accounts, SSL (Secure Sockets Layer) certificates, e-commerce consulting and comprehensive business accounts. Some other companies in the Go Daddy Group are domains and other products reseller Wild West Domains, Inc.; private registration service Domains by Proxy; research and development firm Starfield Technologies; and Blue Razor Domains, which provides discount registrations on a private membership basis. Go Daddy typically offers rates up to 70% lower than the competition. Go Daddy is the sole developer and proprietor of its technology, and does not license any products from others, and does not outsource or offshore any of its operations. The company currently manages over 30 million domains.

Employees of the firm are offered 100% paid medical and dental premiums; three weeks paid vacation upon completion of the first year of service; employee appreciation outings; personal and sick days; a 401(k) plan; life insurance; maternity and paternity leave; adoption assistance; subsidized lunches; and employee discounts.

**FINANCIALS:** Sales and profits are in thousands of dollars—add 000 to get the full amount. 2009 Note: Financial information for 2009 was not available for all companies at press time.

2009 Sales: \$	2009 Profits: \$
2008 Sales: \$450,000	2008 Profits: \$
2007 Sales: \$300,000	2007 Profits: \$
2006 Sales: \$200,000	2006 Profits: \$
2005 Sales: \$139,800	2005 Profits: \$-11,600

**U.S. Stock Ticker:** Private  
**Int'l Ticker:** Int'l Exchange:  
Employees: 4,000  
Fiscal Year Ends: 12/31  
Parent Company:

**SALARIES/BENEFITS:**

Pension Plan:	ESOP Stock Plan:	Profit Sharing:	Top Exec. Salary: \$	Bonus: \$
Savings Plan: Y	Stock Purch. Plan:		Second Exec. Salary: \$	Bonus: \$

**OTHER THOUGHTS:**

**Apparent Women Officers or Directors:** 3  
**Hot Spot for Advancement for Women/Minorities:** Y

**LOCATIONS:** ("Y" = Yes)

West:	Southwest: Y	Midwest:	Southeast:	Northeast:	International:
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**GOINGON NETWORKS INC**

www.goingon.com

Industry Group Code: 519130 Ranks within this company's industry group: Sales: Profits:

<b>Financial Services:</b> Stock Brokerage: Mortgages/Loans: Banking: Insurance: Credit Cards:	<b>Information:</b> Portal/News: Communities: Search Engine: Financial Data Pub.: Broadcasting/Music:	<b>Technology:</b> Hardware: Software: Specialty Equipment: Distributor:	<b>Services:</b> Payments/Markets: Consulting: Advertising/Mktg.: Outsourcing: Other:	<b>Retailing:</b> Retailer: Auctions: Tickets/Travel: Automobiles:	<b>Telecommunications:</b> Internet Service Provider: Web Site Services: Specialty Telecom:
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**TYPES OF BUSINESS:**

Social Networking Software

**GROWTH PLANS/SPECIAL FEATURES:**

Goingon Networks, Inc. provides online community platforms to academic institutions. Using the latest online social networking concepts, the company develops online platforms primarily for universities to deliver interactive learning models. Goingon web platforms allow customers to create online departments, courses, student workgroups, blogs, videos and podcasts. The company's online communities support individual user profiles in open, closed and moderated environments with registration management, including single sign on (SSO) integration. Its products are intended to increase academic and social collaboration across campuses; engage students; enhance student recruiting and alumni outreach; and improve faculty productivity. The firm also offers a learning management system (LMS), operated by Moodle, designed to support online classes and web sites.

**BRANDS/DIVISIONS/AFFILIATES:****CONTACTS:** *Note: Officers with more than one job title may be intentionally listed here more than once.*

Jon Corshen, CEO  
David Popler, COO  
David Popler, Pres.  
Michael Blonsky, VP-Svcs. & Support

Phone: 415-504-2446

Fax: 415-373-9380

Toll-Free:

Address: 512 2nd St., 4th Fl., San Francisco, CA 94107 US

**FINANCIALS:** Sales and profits are in thousands of dollars—add 000 to get the full amount. 2009 Note: Financial information for 2009 was not available for all companies at press time.

2009 Sales: \$  
2008 Sales: \$  
2007 Sales: \$  
2006 Sales: \$  
2005 Sales: \$

2009 Profits: \$  
2008 Profits: \$  
2007 Profits: \$  
2006 Profits: \$  
2005 Profits: \$

U.S. Stock Ticker: Private

Int'l Ticker: Int'l Exchange:

Employees:

Fiscal Year Ends:

Parent Company:

**SALARIES/BENEFITS:**

Pension Plan:

ESOP Stock Plan:

Profit Sharing:

Top Exec. Salary: \$

Bonus: \$

Savings Plan:

Stock Purch. Plan:

Second Exec. Salary: \$

Bonus: \$

**OTHER THOUGHTS:**

Apparent Women Officers or Directors:

Hot Spot for Advancement for Women/Minorities:

**LOCATIONS: ("Y" = Yes)**

West:	Southwest:	Midwest:	Southeast:	Northeast:	International:
Y					

**GOOGLE INC**

www.google.com

Industry Group Code: 519130 Ranks within this company's industry group: Sales: 1 Profits: 1

<b>Financial Services:</b> Stock Brokerage: Mortgages/Loans: Banking: Insurance: Credit Cards:	<b>Information:</b> Portal/News: Communities: Search Engine: Financial Data Pub.: Broadcasting/Music:	<b>Technology:</b> Hardware: Software: Specialty Equipment: Distributor:	<b>Services:</b> Payments/Markets: Consulting: Advertising/Mktg.: Outsourcing: Other:	<b>Retailing:</b> Retailer: Auctions: Tickets/Travel: Automobiles:	<b>Telecommunications:</b> Internet Service Provider: Web Site Services: Specialty Telecom:
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**TYPES OF BUSINESS:**

Search Engine-Internet  
Paid Search Listing Advertising Services  
News Site Search Service  
Catalog Search Service  
Shopping Site  
Web Log Tool  
Search and Advertising on Cell Phones

**BRANDS/DIVISIONS/AFFILIATES:**

DoubleClick Inc  
YouTube LLC  
Google News  
Gmail  
YouTube  
Picasa  
Chrome  
Android

**CONTACTS:** *Note: Officers with more than one job title may be intentionally listed here more than once.*

Eric Schmidt, CEO  
Patrick Pichette, CFO/Sr. VP  
Omid Kordestani, Sr. VP-Worldwide Sales & Bus. Dev.  
Laszlo Bock, VP-People Oper.  
Alan Eustace, Sr. VP-Research & Eng.  
Ben Fried, CIO  
Sergey Brin, Pres., Tech./Co-Founder  
Larry Page, Pres., Prod./Co-Founder  
W.M. Coughran, Jr., Sr. VP-Eng.  
David C. Drummond, Chief Legal Officer  
Urs Holzle, Sr. VP-Oper./Google Fellow  
David C. Drummond, VP-Corp. Dev.  
Vinton G. Cerf., Chief Internet Evangelist/VP  
Rachel Whetstone, VP-Public Policy & Comm.  
Mark Fuchs, Chief Acct. Officer/VP-Finance  
Shona Brown, Sr. VP-Bus. Oper.  
Jeff Huber, Sr. VP-Eng.  
Jonathan Rosenberg, Sr. VP-Prod. Mgmt.  
Susan Wojcicki, VP-Product Mgmt.  
Eric Schmidt, Chmn.  
Nikesh Arora, Pres., Global Sales Oper. & Bus. Dev.

**Phone:** 650-623-4000 **Fax:** 650-253-0001

**Toll-Free:**

**Address:** 1600 Amphitheatre Pkwy., Mountain View, CA 94043  
US

**GROWTH PLANS/SPECIAL FEATURES:**

Google, Inc. operates Google.com, one of the worlds largest and most used search engines, which indexes the content of billions of Internet pages. While Google charges nothing for its search engine, it charges fees to other sites that use its search technology, and has a lucrative program that enables business clients to bid for ad space. Its AdSense program delivers ads that are relevant to search results. Google provides its services in 120 different languages, with more than 50% of its searches coming from outside the U.S. The company's technology employs a unique, distributed-computing system utilizing thousands of low-end servers rather than a small number of high-powered computers. In addition to the Google search engine, the firm offers dozens of additional web sites, applications and services including Google Finance, Google News, Gmail, YouTube, Picasa, Google Earth and Google Maps. In March 2008, Google acquired marketing firm DoubleClick Inc. for \$3.1 billion. Google hopes to dominate search-generated advertising on cellphones. It was instrumental in developing Android, an open source platform for cellphone handsets. In July 2008, the company announced that it has signed an agreement with Rambler Media to acquire ZAO Begun, a Russian context advertising service. In August 2008, Google released a beta version of its open source Internet browser called Chrome.

Employee benefits include medical, dental and vision insurance; 401(k); 18 weeks maternity leave; flexible spending accounts; college savings plan; adoption assistance; tuition reimbursement; free on-site lunches and dinners; paid vacation that increases with years of service;. Google also provides recreation facilities, financial planning classes and on-site dry cleaning, oil change and car wash facilities.

**FINANCIALS:** Sales and profits are in thousands of dollars—add 000 to get the full amount. 2009 Note: Financial information for 2009 was not available for all companies at press time.

2009 Sales: \$23,650,563	2009 Profits: \$6,520,448
2008 Sales: \$21,795,550	2008 Profits: \$4,226,858
2007 Sales: \$16,593,986	2007 Profits: \$4,203,720
2006 Sales: \$10,604,917	2006 Profits: \$3,077,446
2005 Sales: \$6,138,560	2005 Profits: \$1,465,397

**U.S. Stock Ticker:** GOOG**Int'l Ticker:** Int'l Exchange:

Employees: 19,835  
Fiscal Year Ends: 12/31  
Parent Company:

**SALARIES/BENEFITS:**

Pension Plan: Y	ESOP Stock Plan:	Profit Sharing:	Top Exec. Salary: \$450,000	Bonus: \$1,638,063
Savings Plan: Y	Stock Purch. Plan:		Second Exec. Salary: \$450,000	Bonus: \$1,376,251

**OTHER THOUGHTS:**

**Apparent Women Officers or Directors:** 9  
**Hot Spot for Advancement for Women/Minorities:** Y

**LOCATIONS:** ("Y" = Yes)

West:	Southwest:	Midwest:	Southeast:	Northeast:	International:
Y	Y			Y	Y

**GRAND CANYON EDUCATION INC**

www.gcu.edu

Industry Group Code: 611410 Ranks within this company's industry group: Sales: 3 Profits: 2

<b>Financial Services:</b> Stock Brokerage: Mortgages/Loans: Banking: Insurance: Credit Cards:	<b>Information:</b> Portal/News: Communities: Search Engine: Financial Data Pub.: Broadcasting/Music:	<b>Technology:</b> Hardware: Software: Specialty Equipment: Distributor:	<b>Services:</b> Payments/Markets: Consulting: Advertising/Mktg.: Outsourcing: Other:	<b>Retailing:</b> Retailer: Auctions: Tickets/Travel: Automobiles:	<b>Telecommunications:</b> Internet Service Provider: Web Site Services: Specialty Telecom:
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**TYPES OF BUSINESS:**

Online Education

**BRANDS/DIVISIONS/AFFILIATES:**

Grand Canyon University

**CONTACTS:** *Note: Officers with more than one job title may be intentionally listed here more than once.*

Brian E. Mueller, CEO  
 Daniel E. Bachus, CFO  
 Christel Mosby, VP-Mktg.  
 Michael S. Lacrosse, CIO  
 Christopher C. Richardson, General Counsel  
 W. Stan Meyer, Exec. VP  
 Kathy Player, Pres., Grand Canyon University  
 Brent D. Richardson, Chmn.

**Phone:** 602-639-7500 **Fax:** 602-589-2717**Toll-Free:** 877-860-3951**Address:** 3300 W. Camelback Rd., Phoenix, AZ 85017 US**GROWTH PLANS/SPECIAL FEATURES:**

Grand Canyon Education, Inc. is a provider of online postsecondary education services. Through Grand Canyon University (GCU), the firm focuses on offering graduate and undergraduate degree programs in the areas of business, education and healthcare. GCU is regionally accredited by the Higher Learning Commission and licensed to operate and offer programs by the Arizona State Board for Private Postsecondary Education. The university also holds specialized accreditations for certain programs from the Commission on Collegiate Nursing Education; the Association of Collegiate Business Schools and Programs; and the Commission on Accreditation of Athletic Training Education. GCU has approximately 34,200 current students, of which roughly 91.1% are enrolled in online programs. Approximately 55.6% of GCU's students are pursuing bachelor's degrees, while the remaining 44.4% are involved in either master's or doctoral degree programs. GCU is made up of four colleges: the Ken Blanchard College of Business; College of Nursing and Health Sciences; College of Education; and College of Liberal Arts. Grand Canyon Education primarily recruits students age 25 or older who are pursuing a degree while remaining employed.

The firm offers employees benefits including life, disability, dental and health insurance; flexible spending accounts; onsite health center, pool, fitness center and childcare; a 401(k); paid time off; tuition imbursement; and an employee assistance program.

**FINANCIALS:** Sales and profits are in thousands of dollars—add 000 to get the full amount. 2009 Note: Financial information for 2009 was not available for all companies at press time.

2009 Sales: \$	2009 Profits: \$
2008 Sales: \$161,309	2008 Profits: \$6,685
2007 Sales: \$99,326	2007 Profits: \$1,526
2006 Sales: \$	2006 Profits: \$
2005 Sales: \$	2005 Profits: \$

**U.S. Stock Ticker:** LOPE**Int'l Ticker:** Int'l Exchange:

Employees: 1,365

Fiscal Year Ends: 12/31

Parent Company:

**SALARIES/BENEFITS:**

Pension Plan:	ESOP Stock Plan:	Profit Sharing:	Top Exec. Salary: \$297,500	Bonus: \$18,000
Savings Plan: Y	Stock Purch. Plan:		Second Exec. Salary: \$297,500	Bonus: \$18,000

**OTHER THOUGHTS:**

Apparent Women Officers or Directors: 2  
 Hot Spot for Advancement for Women/Minorities:

**LOCATIONS:** ("Y" = Yes)

West:	Southwest:	Midwest:	Southeast:	Northeast:	International:
	Y				

**GSI COMMERCE INC**

www.gsicommerce.com

Industry Group Code: 511210M Ranks within this company's industry group: Sales: 1 Profits: 4

<b>Financial Services:</b> Stock Brokerage: Mortgages/Loans: Banking: Insurance: Credit Cards:	<b>Information:</b> Portal/News: Communities: Search Engine: Financial Data Pub.: Broadcasting/Music:	<b>Technology:</b> Hardware: Software: Specialty Equipment: Distributor:	<b>Services:</b> Payments/Markets: Consulting: Advertising/Mktg.: Outsourcing: Other:	<b>Retailing:</b> Retailer: Auctions: Tickets/Travel: Automobiles:	<b>Telecommunications:</b> Internet Service Provider: Web Site Services: Specialty Telecom:
			Y Y Y Y Y		Y

**TYPES OF BUSINESS:**

e-Commerce Consulting  
Web Site Design Services  
Managed Hosting Services  
Customer Service Operations  
Online Marketing  
Merchandising Services  
Order Fulfillment

**BRANDS/DIVISIONS/AFFILIATES:**

gsi interactive  
e-Dialog Inc  
ShipQuik  
Retail Convergence, Inc.

**CONTACTS:** *Note: Officers with more than one job title may be intentionally listed here more than once.*

Michael G. Rubin, CEO  
Michael G. Rubin, Pres.  
Michael R. Conn, CFO  
Fiona Dias, Exec. VP-Mktg.  
Jim Flanagan, Exec. VP-Human Resources  
Stephen J. Gold, CIO/Exec. VP  
Stephen J. Gold, CTO  
Bob Liewald, Exec. VP-Merch.  
Arthur H. Miller, General Counsel/Exec. VP  
Robert Wuesthoff, Exec. VP-Global Oper.  
Michael R. Conn, Exec. VP-Finance  
Scott Hardy, Exec. VP-Bus. Mgmt.  
Damon Mintzer, Exec. VP-Sales  
Ronald C. Williamsion, Sr. VP-Customer Care  
Michael G. Rubin, Chmn.  
Steven Davis, Exec. VP-Int'l/Pres., GSI Commerce Europe

**Phone:** 610-491-7000**Fax:****Toll-Free:****Address:** 935 First Ave., King of Prussia, PA 19406 US**GROWTH PLANS/SPECIAL FEATURES:**

GSI Commerce, Inc. is a provider of e-commerce products and services that enable retailers, branded manufacturers, entertainment companies and professional sports organizations to operate e-commerce businesses both domestically and internationally. The company operates in two segments: e-commerce services and interactive marketing services. The e-commerce services segment delivers customized products and services to approximately 200 clients through an integrated e-commerce platform, which is made up of three components: technology, fulfillment and call center services. Technology services include an e-Commerce Engine, a software product that provides configurable features that enable the buying and selling of products online, such as product presentation, merchandising, shopping cart and checkout. Technology services also include web store management tools; web infrastructure and managed hosting services; order management and processing; and reporting and analytics. The segment offers fulfillment and drop shipping services through six fulfillment centers (five in the U.S. and one in Europe). Call center services are also provided through three customer care centers in the U.S. and one in the U.K. The interactive marketing services segment provides interactive marketing, online advertising and design services through its in-house digital marketing agency, gsi interactive. The segment also offers e-mail marketing services through subsidiary, e-Dialog, Inc. The firm operates or has agreements to operate all or portions of the e-commerce businesses for approximately 80 partners in more than 10 retail merchandise categories. Some of the firm's partners include Bath & Body Works; Elizabeth Arden; National Football League; Palm; Quiksilver; and Toys R Us. In June 2009, the company introduced ShipQuik, a package-delivery program in partnership with UPS. In November 2009, the firm acquired Retail Convergence, Inc., the operator of RueLaLa.com and SmartBargains.com.

Employees are offered medical, dental and vision insurance; flexible spending accounts; life insurance; disability coverage; an employee assistance program; auto and home insurance; pet insurance; group legal insurance; and a 401(k) plan.

**FINANCIALS:** Sales and profits are in thousands of dollars—add 000 to get the full amount. 2009 Note: Financial information for 2009 was not available for all companies at press time.

2009 Sales: \$1,004,215	2009 Profits: \$-11,028
2008 Sales: \$966,926	2008 Profits: \$-16,923
2007 Sales: \$749,957	2007 Profits: \$3,039
2006 Sales: \$609,553	2006 Profits: \$53,701
2005 Sales: \$440,392	2005 Profits: \$2,699

**U.S. Stock Ticker:** GSIC**Int'l Ticker:** Int'l Exchange:

Employees: 4,470

Fiscal Year Ends: 12/31

Parent Company:

**SALARIES/BENEFITS:**

Pension Plan:	ESOP Stock Plan:	Profit Sharing:	Top Exec. Salary: \$474,000	Bonus: \$
Savings Plan: Y	Stock Purch. Plan:		Second Exec. Salary: \$444,158	Bonus: \$131,027

**OTHER THOUGHTS:**

Apparent Women Officers or Directors: 2  
Hot Spot for Advancement for Women/Minorities: Y

**LOCATIONS:** ("Y" = Yes)

West:	Southwest:	Midwest:	Southeast:	Northeast:	International:
Y		Y	Y	Y	Y

**HACKETT GROUP (THE)**

www.thehackettgroup.com

Industry Group Code: 541512 Ranks within this company's industry group: Sales: 2 Profits: 1

<b>Financial Services:</b> Stock Brokerage: Mortgages/Loans: Banking: Insurance: Credit Cards:	<b>Information:</b> Portal/News: Communities: Search Engine: Financial Data Pub.: Broadcasting/Music:	<b>Technology:</b> Hardware: Software: Specialty Equipment: Distributor:	<b>Services:</b> Payments/Markets: Consulting: Advertising/Mktg.: Outsourcing: Other:	<b>Retailing:</b> Retailer: Auctions: Tickets/Travel: Automobiles:	<b>Telecommunications:</b> Internet Service Provider: Web Site Services: Specialty Telecom:
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**TYPES OF BUSINESS:**

E-Business Consulting  
Strategic Planning  
Database Development  
Custom Applications  
Performance Measurement  
Technology Integration  
Application Maintenance  
Return On Investment

**BRANDS/DIVISIONS/AFFILIATES:**

Mind~Share  
Hackett Group (The)  
Hackett Technology Solutions  
Archstone Consulting, LLC  
REL

**CONTACTS:** *Note: Officers with more than one job title may be intentionally listed here more than once.*

Ted A. Fernandez, CEO  
David N. Dungan, COO/Vice Chmn.  
Robert A. Ramirez, CFO  
Frank A. Zomerfeld, Sec.  
Gary Baker, Dir.-Comm.  
Robert A. Ramirez, Exec. VP-Finance  
Ted A. Fernandez, Chmn.

**Phone:** 305-375-8005 **Fax:** 305-379-8810**Toll-Free:** 866-442-2538**Address:** 1001 Brickell Bay Dr., 30th Fl., Miami, FL 33131 US**GROWTH PLANS/SPECIAL FEATURES:**

The Hackett Group, Inc. (HGI) is a leading business and technology consulting firm that focuses on providing performance measurement, business transformation, business applications, technology integration and offshore application maintenance and support. The firm is one of the world's largest end-to-end e-business services providers, with offices throughout the world including the U.S., France, the U.K., Germany, the Netherlands, India and Australia. The firm's services are divided into two groups: The Hackett Group and Hackett Technology Solutions. The Hackett Group includes executive advisory programs such as best practice implementation advisory services; peer interaction led by webcasts, conferences, annual member forums and membership performance surveys; and best practice research, which includes empirically-based research derived from Hackett benchmark and transformation studies. The group also offers benchmarking services and business transformation programs. Through its REL brand, the group offers working capital services focused on delivering cash flow improvements. The Hackett Technology Solutions offers business application consulting services that aim to maximize returns on IT investments. With strategic and functional knowledge in finance, human resources, information technology (IT), procurement, supply chain management, corporate services, customer service and sales and marketing, HGI provides its services to industries including automotive, consumer goods, financial services, technology, life sciences, manufacturing, media, entertainment, retail, telecommunications, transportation and utilities. The company focuses on long-term client relationships with Global 2000 firms and other strategic buyers of business and IT consulting services. The company's management control systems comprise various accounting, billing, financial reporting, human resources, marketing and resource allocation systems, many of which are integrated with its knowledge management system, Mind~Share. In November 2009, the company acquired Archstone Consulting, LLC, a strategy, operations and CFO advisory firm.

Employees are offered medical, dental and vision insurance; life insurance; flexible spending accounts; disability coverage; and a 401(k) plan.

**FINANCIALS:** Sales and profits are in thousands of dollars—add 000 to get the full amount. 2009 Note: Financial information for 2009 was not available for all companies at press time.

2009 Sales: \$	2009 Profits: \$
2008 Sales: \$192,101	2008 Profits: \$17,876
2007 Sales: \$177,008	2007 Profits: \$8,995
2006 Sales: \$180,555	2006 Profits: \$-5,048
2005 Sales: \$163,318	2005 Profits: \$ 604

**U.S. Stock Ticker:** HCKT**Int'l Ticker:** Int'l Exchange:

Employees:

Fiscal Year Ends: 12/31

Parent Company:

**SALARIES/BENEFITS:**

Pension Plan:	ESOP Stock Plan:	Profit Sharing:	Top Exec. Salary: \$750,000	Bonus: \$1,921,250
Savings Plan: Y	Stock Purch. Plan:		Second Exec. Salary: \$525,000	Bonus: \$1,005,900

**OTHER THOUGHTS:****Apparent Women Officers or Directors:****Hot Spot for Advancement for Women/Minorities:****LOCATIONS: ("Y" = Yes)**

West:	Southwest:	Midwest:	Southeast:	Northeast:	International:
Y		Y	Y	Y	Y

**HALLMARK CARDS INC**

www.hallmark.com

Industry Group Code: 511191 Ranks within this company's industry group: Sales: 1 Profits:

<b>Financial Services:</b> Stock Brokerage: Mortgages/Loans: Banking: Insurance: Credit Cards:	<b>Information:</b> Portal/News: Communities: Search Engine: Financial Data Pub.: Broadcasting/Music:	<b>Technology:</b> Hardware: Software: Specialty Equipment: Distributor:	<b>Services:</b> Payments/Markets: Consulting: Advertising/Mktg.: Outsourcing: Other:	<b>Retailing:</b> Retailer: Auctions: Tickets/Travel: Automobiles:	<b>Telecommunications:</b> Internet Service Provider: Web Site Services: Specialty Telecom:
			Y	Y	Y

**TYPES OF BUSINESS:**

Greeting Cards Publishing  
Cable Television Broadcasting  
Crayons & Art Products  
Portrait Studios  
Stationery  
Television Production & Distribution

**BRANDS/DIVISIONS/AFFILIATES:**

Hallmark Gold Crown  
William Arthur, Inc.  
Hallmark Channel  
Crown Media Holdings  
Hallmark Entertainment  
Binney & Smith  
Crayola

**CONTACTS:** *Note: Officers with more than one job title may be intentionally listed here more than once.*

Donald J. Hall, Jr., CEO  
Donald J. Hall, Jr., Pres.  
Tom Wright, Sr. VP-Human Resources  
Donald J. Hall, Chmn.

**Phone:** 816-274-5111 **Fax:** 816-274-5061**Toll-Free:** 800-425-5627**Address:** 2501 McGee St., Kansas City, MO 64108 US**GROWTH PLANS/SPECIAL FEATURES:**

Hallmark Cards, Inc. markets greeting cards and other products under its Gold Crown, Keepsake Ornaments, Maxine, Shoebox, Fresh Ink, Mahogany and Tree of Life brands. The company operates wholesale and retail businesses with over 50% share in the U.S. greeting card market. The wholesale business distributes products to over 43,000 U.S. retailers and more than 100 countries, with products in approximately 30 languages. As a retailer, Hallmark distributes products in 3,300 Hallmark Gold Crown stores, with 480 stores corporately owned and managed. The company's Crown Media Holdings subsidiary operates various cable television channels that are viewed by 85 million subscribers worldwide. The Hallmark Channel, Crown Media's most popular cable channel, licenses many programs from Hallmark Entertainment, which produces and distributes made-for-TV miniseries and movies. The firm's Binney & Smith subsidiary produces Crayola crayons, which are sold in over 80 countries. Binney & Smith also markets Liquitex fine art products, Revell-Monogram products and Silly Putty. Subsidiary William Arthur, Inc. specializes in customized holiday cards, general invitations and announcements, social and business stationery, wedding invitations and birth announcements. In 2008, the company introduced two new products: greeting cards with flash drives, created by Hallmark and DreamWorks Animation and adhesive gift wrap. In July 2009, the firm launched Hallmark Mobile Greetings, a new product for cell phones which allows consumers to add their own personal message to any of Hallmark's creative design greetings. In September 2009, the company introduced Hallmark Personalized Plates, a product that allow the consumer to design paper plates and add full-color photos and integrated text.

The company offers its employees child and elder care benefits; tuition reimbursement; on-site banking and dry cleaning; discounts on Hallmark merchandise; discounts on various music, dance and theater events; medical, dental and vision insurance; flexible spending accounts; an onsite medical clinic and fitness center at headquarters; a profit sharing ownership and savings plan; and a 401(k) plan.

**FINANCIALS:** Sales and profits are in thousands of dollars—add 000 to get the full amount. 2009 Note: Financial information for 2009 was not available for all companies at press time.

2009 Sales: \$	2009 Profits: \$
2008 Sales: \$4,300,000	2008 Profits: \$
2007 Sales: \$4,400,000	2007 Profits: \$
2006 Sales: \$4,100,000	2006 Profits: \$
2005 Sales: \$4,200,000	2005 Profits: \$

**U.S. Stock Ticker:** Private  
**Int'l Ticker:** Int'l Exchange:  
Employees: 14,425  
Fiscal Year Ends: 12/31  
Parent Company:

**SALARIES/BENEFITS:**

Pension Plan:	ESOP Stock Plan:	Profit Sharing: Y	Top Exec. Salary: \$	Bonus: \$88,501
Savings Plan: Y	Stock Purch. Plan:		Second Exec. Salary: \$	Bonus: \$

**OTHER THOUGHTS:**

Apparent Women Officers or Directors:  
Hot Spot for Advancement for Women/Minorities:

**LOCATIONS: ("Y" = Yes)**

West:	Southwest:	Midwest:	Southeast:	Northeast:	International:
Y	Y	Y	Y	Y	Y

**HARMONIC INC**

www.harmonicinc.com

Industry Group Code: 334210 Ranks within this company's industry group: Sales: 11 Profits: 3

<b>Financial Services:</b> Stock Brokerage: Mortgages/Loans: Banking: Insurance: Credit Cards:	<b>Information:</b> Portal/News: Communities: Search Engine: Financial Data Pub.: Broadcasting/Music:	<b>Technology:</b> Hardware: Software: Specialty Equipment: Distributor:	<b>Services:</b> Payments/Markets: Consulting: Advertising/Mktg.: Outsourcing: Other:	<b>Retailing:</b> Retailer: Auctions: Tickets/Travel: Automobiles:	<b>Telecommunications:</b> Internet Service Provider: Web Site Services: Specialty Telecom:
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**TYPES OF BUSINESS:**

Networking Equipment  
Video Stream Processing  
Cable Edge & Access  
Software

**BRANDS/DIVISIONS/AFFILIATES:**

CLEARcut Studio  
MAXLink  
PWRLink  
METROLink  
GIGALight  
DiviCom  
Scopus Video Networks Ltd

**CONTACTS:** *Note: Officers with more than one job title may be intentionally listed here more than once.*

Patrick Harshman, CEO  
Patrick Harshman, Pres.  
Robin N. Dickson, CFO  
Nimrod Ben-Natan, VP-Prod. Mktg. Solutions & Strategy  
Peter E. Hillard, VP-Human Resources  
Neven Haltmayer, VP-R&D  
Charles Bonasera, VP-Oper.  
Shahar Bar, VP-Corp. Dev.  
Jim Marino, VP-N. American Sales  
David Trescot, VP-Rhozet Bus. Unit  
Raymond Tse, VP-APAC Sales  
Ian Graham, VP-EMEA Sales & Svc.  
Lewis Solomon, Chmn.  
Matthew Aden, VP-Worldwide Sales & Service

<b>Phone:</b> 408-542-2500	<b>Fax:</b> 408-542-2511
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<b>Toll-Free:</b> 800-788-1330
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<b>Address:</b> 549 Baltic Way, Sunnyvale, CA 94089 US
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**GROWTH PLANS/SPECIAL FEATURES:**

Harmonic, Inc. designs, manufactures and sells products and systems that enable network operators to efficiently deliver broadcast and on-demand video services that include digital video, video-on-demand (VOD), high definition television as well as high-speed Internet access and telephony. Sales of video processing solutions and edge and access systems to cable television operators account for the majority of the net sales. Harmonic provides technical support services to its customers worldwide. Its video processing solutions provide broadband operators with the ability to acquire a variety of signals from different sources, in different protocols, and to organize, manage and distribute this content to maximize use of the available bandwidth. Its edge products enable cable operators to deliver customized broadcast or narrowcast on-demand services to their subscribers. The firm's access products, which consist mainly of optical transmission products, node platforms and return path products, allow cable operators to deliver video, data and voice services over their networks. Harmonic sells its products to various broadband communication companies, which include Cablevision Systems; Charter Communications; Comcast; Cox Communications; EchoStar; Time Warner Cable; Alcatel-Lucent; Astra Platform Services; and Nokia-Siemens Networks internationally. In March 2009, the company acquired Scopus Video Networks Ltd.

Employees are offered medical, dental and vision insurance; disability coverage; an employee assistance program; public transportation benefits; credit union membership; travel and accident insurance; tuition reimbursement; life insurance; flexible spending accounts; an employee stock purchase plan; and a 401(k) savings plan.

**FINANCIALS:** Sales and profits are in thousands of dollars—add 000 to get the full amount. 2009 Note: Financial information for 2009 was not available for all companies at press time.

2009 Sales: \$319,566	2009 Profits: \$-24,139
2008 Sales: \$364,963	2008 Profits: \$63,992
2007 Sales: \$311,204	2007 Profits: \$23,421
2006 Sales: \$247,684	2006 Profits: \$1,007
2005 Sales: \$257,378	2005 Profits: \$-5,731

**U.S. Stock Ticker:** HLIT**Int'l Ticker:** Int'l Exchange:

Employees:

Fiscal Year Ends: 12/31

Parent Company:

**SALARIES/BENEFITS:**

Pension Plan:	ESOP Stock Plan: Y	Profit Sharing:	Top Exec. Salary: \$466,481	Bonus: \$131,258
Savings Plan: Y	Stock Purch. Plan: Y		Second Exec. Salary: \$445,000	Bonus: \$536,498

**OTHER THOUGHTS:**

**Apparent Women Officers or Directors:**  
**Hot Spot for Advancement for Women/Minorities:**

**LOCATIONS: ("Y" = Yes)**

West:	Southwest:	Midwest:	Southeast:	Northeast:	International:
Y					Y



**HEALTHSTREAM INC**

www.healthstream.com

Industry Group Code: 611410 Ranks within this company's industry group: Sales: 4 Profits: 3

<b>Financial Services:</b> Stock Brokerage: Mortgages/Loans: Banking: Insurance: Credit Cards:	<b>Information:</b> Portal/News: Communities: Search Engine: Financial Data Pub.: Broadcasting/Music:	<b>Technology:</b> Hardware: Software: Specialty Equipment: Distributor:	<b>Services:</b> Payments/Markets: Consulting: Advertising/Mktg.: Outsourcing: Other:	<b>Retailing:</b> Retailer: Auctions: Tickets/Travel: Automobiles:	<b>Telecommunications:</b> Internet Service Provider: Web Site Services: Specialty Telecom:
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**TYPES OF BUSINESS:**

Educational & Training Content  
Internet-based Educational Programs

**BRANDS/DIVISIONS/AFFILIATES:**

HealthStream Learning Center  
Authoring Pro  
A.D.A.M., Inc.  
HealthStream Express  
Data Management and Research, Inc.  
Lippincott Williams & Wilkins  
HealthStream Research  
HCAHPS Preparation and Improvement Library

**CONTACTS:** *Note: Officers with more than one job title may be intentionally listed here more than once.*

Robert A. Frist, Jr., CEO  
Robert A. Frist, Jr., Pres.  
Gerard M. Hayden, CFO/Sr. VP  
Kevin P. O'Hara, Sr. VP-Mktg.  
Arthur E. Newman, Exec. VP-Human Resources  
J. Edward Pearson, Sr. VP-HealthStream Research  
Jeffrey Doster, CTO/Sr. VP  
Kevin P. O'Hara, General Counsel/Sec./Sr. VP  
Mollie Condra, Sr. Dir.-Comm.  
Mollie Condra, Sr. Dir.-Investor Rel.  
Arthur E. Newman, Exec. VP-Finance & Acct.  
Arthur E. Newman, Exec. VP-Systems  
Robert A. Frist, Jr., Chmn.

**Phone:** 615-301-3100      **Fax:** 615-301-3200

**Toll-Free:** 800-933-9293

**Address:** 209 10th Ave. S., Ste. 450, Nashville, TN 37203 US

**GROWTH PLANS/SPECIAL FEATURES:**

HealthStream, Inc. provides Internet-based training, information and services for the health care industry. The firm provides services to healthcare organizations (HCOs) throughout the U.S. for acute-care facilities, pharmaceutical and medical device (PMD) companies. Within its HCO business unit, HealthStream focuses on expanding its web-based application service provider, e-learning and installed learning management products. The company's flagship HealthStream Learning Center (HLC) platform provides organizations with Internet-based training and continuing education services. Training material is hosted on a central data center, eliminating the need for on-site installations. HLC enables administrators to configure and modify materials, track completion and predict training expenses. HealthStream has provided training to 2,400 healthcare organizations, and has approximately 1.855 million hospital-based subscribers currently enrolled in HLC. In addition to its standard HLC subscription, the firm also offers the Authoring Pro upgrade, with an industry leading image library, owned by A.D.A.M., Inc.; and it offers HealthStream Express, a streamlined version of HLC. HealthStream Research (HSR) is the newest branch of the company with approximately 1,100 customer hospitals. HSR was formed from the recent acquisition of The Jackson Organization, Research Consultants, Inc. (TJO). TJO offered quality and satisfaction surveys, data analyses of survey results and other research-based measurement tools quality and satisfaction surveys primarily to physicians, patients, employees and community members. HSR provides hospital-based customers with patient, physician, employee, and community surveys, data analyses of survey results, and other research-based measurement tools to compliment the HLC platform. Launched in September 2008, the HCAHPS Preparation and Improvement Library is online courseware to address the findings of patient survey research. In July 2009, the firm partnered with Lippincott Williams & Wilkins (LW&W), thereby offering LW&W's online nursing support program on the HLC platform.

**FINANCIALS:** Sales and profits are in thousands of dollars—add 000 to get the full amount. 2009 Note: Financial information for 2009 was not available for all companies at press time.

2009 Sales: \$	2009 Profits: \$
2008 Sales: \$51,600	2008 Profits: \$2,855
2007 Sales: \$43,949	2007 Profits: \$4,087
2006 Sales: \$31,783	2006 Profits: \$2,500
2005 Sales: \$27,400	2005 Profits: \$1,900

**U.S. Stock Ticker:** HSTM  
**Int'l Ticker:** Int'l Exchange:  
Employees: 300  
Fiscal Year Ends: 12/31  
Parent Company:

**SALARIES/BENEFITS:**

Pension Plan:      ESOP Stock Plan:      Profit Sharing:      Top Exec. Salary: \$209,167      Bonus: \$  
Savings Plan: Y      Stock Purch. Plan: Y      Second Exec. Salary: \$205,000      Bonus: \$

**OTHER THOUGHTS:**

**Apparent Women Officers or Directors:** 2  
**Hot Spot for Advancement for Women/Minorities:**

**LOCATIONS: ("Y" = Yes)**

West:	Southwest:	Midwest:	Southeast:	Northeast:	International:
			Y	Y	

**HLTH CORP**

www.hlth.com

Industry Group Code: 522320 Ranks within this company's industry group: Sales: 7 Profits: 2

<b>Financial Services:</b> Stock Brokerage: Mortgages/Loans: Banking: Insurance: Credit Cards:	<b>Information:</b> Portal/News: Communities: Search Engine: Financial Data Pub.: Broadcasting/Music:	<b>Technology:</b> Hardware: Software: Specialty Equipment: Distributor:	<b>Services:</b> Payments/Markets: Consulting: Advertising/Mktg.: Outsourcing: Other:	<b>Retailing:</b> Retailer: Auctions: Tickets/Travel: Automobiles:	<b>Telecommunications:</b> Internet Service Provider: Web Site Services: Specialty Telecom:
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**TYPES OF BUSINESS:**

Business-to-Business Health Care Applications  
Web-Based Health Care Information  
Transaction Processing  
Plastic Products  
Information Technology Systems

**BRANDS/DIVISIONS/AFFILIATES:**

WebMD Health Corp  
WebMD Health Network (The)  
WebMD.com  
Medscape.com  
WebMD the Magazine  
WebMD Little Book (The)  
Porex

**CONTACTS:** *Note: Officers with more than one job title may be intentionally listed here more than once.*

Martin J. Wygod, Acting CEO  
Mark D. Funston, CFO/Exec. VP  
Charles A. Mele, General Counsel/Sec./Exec. VP  
Wayne T. Gattinella, CEO/Pres., WebMD Health  
William G. Midgette, CEO-Porex  
Martin J. Wygod, Chmn.

<b>Phone:</b> 201-703-3400	<b>Fax:</b> 201-703-3401
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**Toll-Free:**

<b>Address:</b> 669 River Dr., Ctr. 2, Elmwood Park, NJ 07407 US
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**GROWTH PLANS/SPECIAL FEATURES:**

HLTH Corporation, through its 83.5% owned subsidiary WebMD Health Corp., provides health information services through public and private online portals and health-focused publications. The WebMD Health Network includes WebMD.com, its primary portal for consumers, and Medscape.com, its primary public portal for physicians and other healthcare professionals. The firm's content offering for consumers includes access to health and wellness news articles and features, as well as decision support services regarding treatment options, health risks and healthcare providers. Its content offering for professionals includes daily medical news, commentary, conference coverage, expert columns and continuing medical education (CME) activities, all of which are written by authors from clinical and academic institutions and edited and managed by the company's in-house editorial staff. During 2008, the WebMD Health Network had an average of 51 million unique users per month and generated approximately 4.7 billion aggregate page views. HLTH's public portals generate revenue primarily through the sale of advertising and sponsorship products, as well as through CME services. Its advertisers and sponsors consist primarily of pharmaceutical, biotechnology and medical device companies and consumer products companies whose products relate to health, wellness, diet, fitness, lifestyle, safety and illness prevention. Offline publications include WebMD the Magazine, a consumer publication that it distributes free of charge to physician office waiting rooms, and The WebMD Little Book, a physician directory. In February 2008, HLTH sold its interest in Emdeon Business Services and announced its intention to divest its Porex subsidiary. In July 2008, the company sold ViPS for \$225 million. In March 2009, WebMD announced a strategic relationship with Boots UK Limited to jointly develop a consumer health and wellness information portal in the U.K. In June 2009, HLTH and WebMD agreed to merge, with WebMD being the surviving company.

**FINANCIALS:** Sales and profits are in thousands of dollars—add 000 to get the full amount. 2009 Note: Financial information for 2009 was not available for all companies at press time.

2009 Sales: \$	2009 Profits: \$
2008 Sales: \$382,697	2008 Profits: \$565,289
2007 Sales: \$331,693	2007 Profits: \$19,879
2006 Sales: \$1,098,608	2006 Profits: \$771,917
2005 Sales: \$1,026,475	2005 Profits: \$72,974

**U.S. Stock Ticker:** HLTH  
**Int'l Ticker:** Int'l Exchange:  
Employees: 1,900  
Fiscal Year Ends: 12/31  
Parent Company:

**SALARIES/BENEFITS:**

Pension Plan:	ESOP Stock Plan:	Profit Sharing:	Top Exec. Salary: \$975,000	Bonus: \$1,500,000
Savings Plan:	Stock Purch. Plan:		Second Exec. Salary: \$560,000	Bonus: \$135,000

**OTHER THOUGHTS:**

**Apparent Women Officers or Directors:**  
**Hot Spot for Advancement for Women/Minorities:**

**LOCATIONS:** ("Y" = Yes)

West:	Southwest:	Midwest:	Southeast:	Northeast:	International:
Y		Y	Y	Y	Y

**HOMEAWAY INC**

www.homeaway.com

Industry Group Code: 5615E Ranks within this company's industry group: Sales: Profits:

<b>Financial Services:</b> Stock Brokerage: Mortgages/Loans: Banking: Insurance: Credit Cards:	<b>Information:</b> Portal/News: Communities: Search Engine: Financial Data Pub.: Broadcasting/Music:	<b>Technology:</b> Hardware: Software: Specialty Equipment: Distributor:	<b>Services:</b> Payments/Markets: Consulting: Advertising/Mktg.: Outsourcing: Other:	<b>Retailing:</b> Retailer: Auctions: Tickets/Travel: Automobiles:	<b>Telecommunications:</b> Internet Service Provider: Web Site Services: Specialty Telecom:
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**TYPES OF BUSINESS:**

Online Vacation Property Rental Services

**BRANDS/DIVISIONS/AFFILIATES:**

VacationRentals.com  
 OwnersDirect.co.uk  
 HomeAway.co.uk  
 VRBO.com  
 HomeAway.de  
 Abritel.fr  
 Homelidays.com

**CONTACTS:** *Note: Officers with more than one job title may be intentionally listed here more than once.*

Brian Sharples, CEO  
 Andrew Harris, COO  
 Lynn Atchison, CFO  
 Ross Buhrdorf, CTO  
 Carl Shepherd, Chief Dev. & Strategy Officer  
 Eileen Buesing, Dir.-Global Public Rel.  
 Alexis de Belloy, VP/Managing Dir.-HomeAway US Group  
 Justin Halloran, VP-Global Initiatives  
 Martin Slagter, VP-Partner Channels  
 Christine Karpinski, Dir.-Owner Community  
 Petra Friedmann, Pres., HomeAway Europe

**Phone:** 512-493-0382**Fax:****Toll-Free:** 800-876-3838**Address:** 1011 W. 5th St., Ste. 300, Austin, TX 78703 US**FINANCIALS:** Sales and profits are in thousands of dollars—add 000 to get the full amount. 2009 Note: Financial information for 2009 was not available for all companies at press time.

2009 Sales: \$	2009 Profits: \$
2008 Sales: \$	2008 Profits: \$
2007 Sales: \$	2007 Profits: \$
2006 Sales: \$	2006 Profits: \$
2005 Sales: \$	2005 Profits: \$

**U.S. Stock Ticker:** Private**Int'l Ticker:** Int'l Exchange:

Employees:

Fiscal Year Ends: 12/31

Parent Company:

**SALARIES/BENEFITS:**

Pension Plan:	ESOP Stock Plan:	Profit Sharing:	Top Exec. Salary: \$	Bonus: \$
Savings Plan: Y	Stock Purch. Plan:		Second Exec. Salary: \$	Bonus: \$

**OTHER THOUGHTS:**

Apparent Women Officers or Directors: 3  
 Hot Spot for Advancement for Women/Minorities: Y

**LOCATIONS:** ("Y" = Yes)

West:	Southwest: Y	Midwest:	Southeast:	Northeast:	International:
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**GROWTH PLANS/SPECIAL FEATURES:**

HomeAway, Inc. is involved in vacation rental property. Through its web site (HomeAway.com) the firm connects homeowners and property managers with travelers who prefer vacation rental homes instead of hotels. The site lists photos, detailed descriptions and lists of amenities and nearby attractions for over 185,000 properties located in 120 countries. HomeAway.com receives more than 3.3 million unique visitors that view over 150 million listing pages each month. HomeAway owns and operates several other online vacation rental web sites, including VacationRentals.com, OwnersDirect.co.uk, HomeAway.co.uk, VRBO.com, HomeAway.de, Abritel.fr and Homelidays.com. In total, the firm lists almost 430,000 vacation rentals. The company is a private firm funded by Institutional Venture Partners, Redpoint Ventures, Austin Ventures, Technology Crossover Ventures and Trident Capital. HomeAway has offices in Austin, Texas; Kassel and Frankfurt, Germany; London and Ashtead, U.K.; and Paris and Marseille, France. In February 2009, the firm acquired Homelidays SAS, the operator of European for-rent-by-owner vacation rental web site Homelidays.com. Also in February 2009, HomeAway released HomeAway Reservation Management System, which allows renters to book vacation rentals in advance. In October 2009, the company opened its new corporate headquarters in Austin, Texas.

The firm offers employees benefits including life, disability, medical, dental and vision insurance; a 401(k); and flexible spending accounts.

**HOOVER'S INC**

www.hoovers.com

Industry Group Code: 519130 Ranks within this company's industry group: Sales: Profits:

<b>Financial Services:</b> Stock Brokerage: Mortgages/Loans: Banking: Insurance: Credit Cards:	<b>Information:</b> Portal/News: Y Communities: Search Engine: Financial Data Pub.: Y Broadcasting/Music:	<b>Technology:</b> Hardware: Software: Specialty Equipment: Distributor:	<b>Services:</b> Payments/Markets: Consulting: Advertising/Mktg.: Y Outsourcing: Other:	<b>Retailing:</b> Retailer: Y Auctions: Tickets/Travel: Automobiles:	<b>Telecommunications:</b> Internet Service Provider: Web Site Services: Specialty Telecom:
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**TYPES OF BUSINESS:**

Online Corporate Intelligence  
Reference Books  
E-Commerce  
Advertising Services  
Sales & Marketing Lists

**BRANDS/DIVISIONS/AFFILIATES:**

Dun & Bradstreet Corp (The, D&B)  
IPO Scorecard  
Hoover's Handbooks  
Hoover's Business Insight Zone  
Bizmology  
First Research  
Hoovers UK  
Jobseeker Report

**CONTACTS:** *Note: Officers with more than one job title may be intentionally listed here more than once.*

Hyune Hand, Pres.  
Peter Poulin, Exec. VP-Mktg.  
Mamie Jones, VP-Tech.  
Mark Walters, VP-Oper.  
Heidi Tucker, VP-Bus. Dev.  
Mark Walters, VP-Advertising Sales  
Jeff Cross, VP-Bus. Excellence  
Tom Wickersham, VP-Sales

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<b>Toll-Free:</b> 866-307-3812
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<b>Address:</b> 5800 Airport Blvd., Austin, TX 78752 US
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**GROWTH PLANS/SPECIAL FEATURES:**

Hoover's, Inc., a subsidiary of Dun & Bradstreet (D&B), is an online provider of company and industry information, designed to meet the diverse needs of business organizations, sales executives, investors and researchers of many types. Hoover's customers can access information for their professional endeavors, including financial and competitive research as well as marketing and job search activities, through the company's web site. Hoover's core asset is its proprietary editorial content, which includes a database of more than 30 million public and private companies, with coverage written and edited in-house. Hoover's also provides data on initial public offerings (through the IPO Scorecard pages), corporate news, executive biographical information, corporate financial data and access to such items as credit reports by D&B. While the firm's primary focus is the delivery of company intelligence via the Internet, it also publishes reference books including the Hoover's Handbooks. The company's network sites include Hoover's Business Insight Zone and Bizmology, editors' blogs covering business topics, as well as First Research, which offers market analysis tools targeted toward marketing and sales teams. Hoover's also offers newsletters, user polls, and webinar series. The company generates most of its revenue from the sale of annual subscriptions to its premium-level data services, which include Lite, Pro, Pro Plus Pro Premium, and Hoovers UK. Significant revenue is also generated from licensing fees, e-commerce and the sale of advertising. The firm currently maintains partnerships with IMB, Oracle, Microsoft and Siebel Systems. In September 2009, Hoover's launched the Jobseeker Report, streamlined market intelligence, catered specifically for jobseekers.

**FINANCIALS:** Sales and profits are in thousands of dollars—add 000 to get the full amount. 2009 Note: Financial information for 2009 was not available for all companies at press time.

2009 Sales: \$	2009 Profits: \$
2008 Sales: \$	2008 Profits: \$
2007 Sales: \$107,500	2007 Profits: \$
2006 Sales: \$	2006 Profits: \$
2005 Sales: \$70,000	2005 Profits: \$

**U.S. Stock Ticker: Subsidiary**

Int'l Ticker: Int'l Exchange:

Employees:

Fiscal Year Ends: 12/31

Parent Company: DUN &amp; BRADSTREET CORP (THE, D&amp;B)

**SALARIES/BENEFITS:**

Pension Plan:	ESOP Stock Plan:	Profit Sharing:	Top Exec. Salary: \$	Bonus: \$75,000
Savings Plan:	Stock Purch. Plan:		Second Exec. Salary: \$	Bonus: \$

**OTHER THOUGHTS:**

Apparent Women Officers or Directors: 3  
Hot Spot for Advancement for Women/Minorities: Y

**LOCATIONS:** ("Y" = Yes)

West:	Southwest: Y	Midwest:	Southeast:	Northeast:	International:
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**HOTELS.COM LP**

www.hotels.com

Industry Group Code: 5615E Ranks within this company's industry group: Sales: Profits:

<b>Financial Services:</b> Stock Brokerage: Mortgages/Loans: Banking: Insurance: Credit Cards:	<b>Information:</b> Portal/News: Communities: Search Engine: Financial Data Pub.: Broadcasting/Music:	<b>Technology:</b> Hardware: Software: Specialty Equipment: Distributor:	<b>Services:</b> Payments/Markets: Consulting: Advertising/Mktg.: Outsourcing: Other:	<b>Retailing:</b> Retailer: Auctions: Tickets/Travel: Automobiles:	<b>Telecommunications:</b> Internet Service Provider: Web Site Services: Specialty Telecom:
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**TYPES OF BUSINESS:**

Online Hotel Reservations System  
Online Travel Information  
Lodging Options

**BRANDS/DIVISIONS/AFFILIATES:**

Expedia Inc  
800-2-Hotels  
Welcome Rewards

**CONTACTS:** *Note: Officers with more than one job title may be intentionally listed here more than once.*

David Roche, Pres.  
Sunil Bhatt, VP-Bus. Dev.  
Joe Megibow, VP-Online Mktg. & Customer Experience

**Phone:** 214-361-7311 **Fax:** 214-361-7299

**Toll-Free:** 800-246-8357

**Address:** 10440 N. Central Expressway, Ste. 400, Dallas, TX 75231 US

**GROWTH PLANS/SPECIAL FEATURES:**

Hotels.com, L.P., a subsidiary of Expedia, Inc., is a leading specialized provider of discount lodging reservation services for destinations around the world, including locations in North America, Europe, Asia, the Caribbean, South America, Africa and Australia. The company also offers its toll-free call center service 800-2-Hotels that allows customers to book accommodations over the phone, as well as receive travel advice from one of the company's agents. In addition, the company's Price Match Guarantee offers customers a rebate if a booked room is found at a lower price on another site. Hotels.com also offers its Welcome Rewards program that provides customers with a one night free stay after every ten bookings at a partner hotel. Hotels.com has room supply relationships with a wide range of independent hotel operators and lodging properties, as well as hotels associated with several national chains. Customers have access to approximately 70,000 properties worldwide, with accommodations ranging from standard hotels to condos and all-inclusive resorts. The firm's booking engine allows users to quickly compare price, quality, amenities, location and availability of hotel rooms in seconds. The site also provides users with extensive virtual tours of rooms being offered, as well as over 1 million customer reviews. In addition, hotels.com has partnered with more than 33,000 travel-related Internet sites and call centers. These affiliates offer discount hotel accommodations through the company's booking engine. Hotels.com has room supply agreements with chains including Hilton, Sheraton, Radisson and Best Western. The company also offers a phone application that allows users to search and book rooms from a smart-phones.

**FINANCIALS:** Sales and profits are in thousands of dollars—add 000 to get the full amount. 2009 Note: Financial information for 2009 was not available for all companies at press time.

2009 Sales: \$	2009 Profits: \$
2008 Sales: \$	2008 Profits: \$
2007 Sales: \$	2007 Profits: \$
2006 Sales: \$	2006 Profits: \$
2005 Sales: \$	2005 Profits: \$

**U.S. Stock Ticker:** Subsidiary

**Int'l Ticker:** Int'l Exchange:

Employees:

Fiscal Year Ends: 12/31

Parent Company: EXPEDIA INC

**SALARIES/BENEFITS:**

Pension Plan:	ESOP Stock Plan:	Profit Sharing:	Top Exec. Salary: \$	Bonus: \$
Savings Plan:	Stock Purch. Plan:		Second Exec. Salary: \$	Bonus: \$

**OTHER THOUGHTS:**

**Apparent Women Officers or Directors:**  
**Hot Spot for Advancement for Women/Minorities:**

**LOCATIONS:** ("Y" = Yes)

West:	Southwest:	Midwest:	Southeast:	Northeast:	International:
	Y				

**HOTJOBS**

www.hotjobs.com

Industry Group Code: 561311 Ranks within this company's industry group: Sales: Profits:

<b>Financial Services:</b> Stock Brokerage: Mortgages/Loans: Banking: Insurance: Credit Cards:	<b>Information:</b> Portal/News: Y Communities: Search Engine: Financial Data Pub.: Broadcasting/Music:	<b>Technology:</b> Hardware: Software: Y Specialty Equipment: Distributor:	<b>Services:</b> Payments/Markets: Consulting: Y Advertising/Mktg.: Y Outsourcing: Y Other:	<b>Retailing:</b> Retailer: Auctions: Tickets/Travel: Automobiles:	<b>Telecommunications:</b> Internet Service Provider: Web Site Services: Specialty Telecom:
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**TYPES OF BUSINESS:**

Portal-Careers  
Internet Recruiting Software  
Resume Creation Software  
Hiring Management Software  
Online Advertising Services  
Consulting Services

**BRANDS/DIVISIONS/AFFILIATES:**

Yahoo! HotJobs  
ResumeEdge.com  
LiveCareer  
Monster Worldwide, Inc.

**CONTACTS:** *Note: Officers with more than one job title may be intentionally listed here more than once.*

Jeff Kinder, Gen. Mgr./Sr. VP  
Susan Vobejda, VP-Mktg.  
John Rucker, VP-Bus. Oper.

**Phone:** 408-349-3300      **Fax:** 408-349-3301

**Toll-Free:**

**Address:** 701 1st Ave., Sunnyvale, CA 94089 US

**GROWTH PLANS/SPECIAL FEATURES:**

HotJobs offers Internet-based recruiting services, providing a direct exchange of information between employers and job seekers. The company offers a real-time environment that provides member employers with the tools to post, track and manage job openings, with access to a database of over a million job seekers. Job seekers may utilize the following features on the firm's web site: advanced search and navigation tools, to search across thousands of jobs in 43 categories; personalization tools, which allow the job seeker to create a customized job profile; privacy options, including the ability to block a resume from a potential employer; and research/advice tools, which calculate ideal salaries and research benefits such as stock options. Employers can search a database of job seekers by experience level, job preference and salary. Through the HotJobs website, users may also access online resume writing clinics from ResumeEdge and take career tests designed by LiveCareer to reveal a job seekers potential strengths and job interests. Services are provided free of charge to job-seekers. HotJobs generates revenue through employer subscriptions and the sale of advertising on its web site. In February 2010, Monster Worldwide, Inc. agreed to acquire HotJobs from Yahoo! for \$225 million and, upon closing the acquisition, it will become Yahoo!'s provider of job and career content on the Yahoo! Homepage in the U.S. and Canada for the next three years.

The firm offers its employees a 401(k) plan and a discount stock purchase plan.

**FINANCIALS:** Sales and profits are in thousands of dollars—add 000 to get the full amount. 2009 Note: Financial information for 2009 was not available for all companies at press time.

2009 Sales: \$	2009 Profits: \$
2008 Sales: \$	2008 Profits: \$
2007 Sales: \$	2007 Profits: \$
2006 Sales: \$	2006 Profits: \$
2005 Sales: \$	2005 Profits: \$

**U.S. Stock Ticker: Subsidiary**

**Int'l Ticker:** Int'l Exchange:

Employees:

Fiscal Year Ends: 12/31

Parent Company: MONSTER WORLDWIDE INC

**SALARIES/BENEFITS:**

Pension Plan:	ESOP Stock Plan:	Profit Sharing:	Top Exec. Salary: \$	Bonus: \$200,000
Savings Plan: Y	Stock Purch. Plan: Y		Second Exec. Salary: \$	Bonus: \$

**OTHER THOUGHTS:**

Apparent Women Officers or Directors: 1  
Hot Spot for Advancement for Women/Minorities:

**LOCATIONS: ("Y" = Yes)**

West: Y	Southwest:	Midwest: Y	Southeast:	Northeast: Y	International:
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**HOTWIRE INC**

www.hotwire.com

Industry Group Code: 5615E Ranks within this company's industry group: Sales: Profits:

<b>Financial Services:</b> Stock Brokerage: Mortgages/Loans: Banking: Insurance: Credit Cards:	<b>Information:</b> Portal/News: Communities: Search Engine: Financial Data Pub.: Broadcasting/Music:	<b>Technology:</b> Hardware: Software: Specialty Equipment: Distributor:	<b>Services:</b> Payments/Markets: Consulting: Advertising/Mktg.: Outsourcing: Other:	<b>Retailing:</b> Retailer: Auctions: Tickets/Travel: Automobiles:	<b>Telecommunications:</b> Internet Service Provider: Web Site Services: Specialty Telecom:
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**TYPES OF BUSINESS:**

Travel Reservations  
Hotel Reservations  
Car Rental Reservations  
Discount Airfare  
Cruise Reservations  
Vacation Packages

**BRANDS/DIVISIONS/AFFILIATES:**

Expedia Inc  
Hot-Rates  
Hot-Fares  
Travel-Ticker.com  
TripStarter

**CONTACTS:** *Note: Officers with more than one job title may be intentionally listed here more than once.*

Clem Bason, Pres.  
Cheryl Law, VP-Mktg.  
Clem Bason, VP-Merch.  
Jai Vijan, VP-Eng.  
Barbara Messing, VP-Travel Ticker & New Bus. Dev.  
Joe Selsavage, VP-Finance  
Ravi Chandrasekaran, VP-Product

**Phone:** 415-343-8400 **Fax:** 415-343-8401**Toll-Free:** 866-468-9473**Address:** 333 Market St., Ste. 100, San Francisco, CA 94105 US**GROWTH PLANS/SPECIAL FEATURES:**

Hotwire, Inc., a wholly-owned subsidiary of Expedia, Inc., offers discount prices on airfare, hotel accommodations, rental cars, cruises and vacation packages through its web site, hotwire.com. The company offers discounts to its customers by helping travel suppliers book unsold airline seats, hotel rooms and rental cars. Another way to save money is by using the firm's web site is an opaque purchase, for example, a customer can search for a hotel by price, star rating and neighborhood preferences, but cannot find out the name of the hotel until after purchase. The company offers airline tickets from more than 30 domestic and international airlines. Hotwire partners with several U.S. carriers, including United, Continental, U.S. Airways as well as reputable international airlines such as British Airways and Lufthansa. Additionally, the firm partners with a variety of hotels such as Embassy Suites and the Hilton; car rental companies such as Budget; and technology suppliers such as Sabre, Pegasus Solutions, Sita and Ita Software. The firm also offers discounted cruises with more than 80 ships. Hotwire's web site promises discounts of up to 45% on airline tickets and up to 60% on hotel reservations. The special low price that the company offers its customers are called Hot-Fares and Hot-Rates. The firm has a feature called TripStarter that will help customers plan the best time to travel to their destinations by weather trends from the last three years and gives the consumers the best deal. Hotwire has another website called, Travel-Ticker.com, which sells limited-time offers, and offers on small hotels that usually do not sell online. The firm has designed the web site with the goal of a typical sale taking less than five minutes to complete.

Employees of Hotwire are offered health benefits, disability insurance, tuition reimbursement and discounted travel opportunities.

**FINANCIALS:** Sales and profits are in thousands of dollars—add 000 to get the full amount. 2009 Note: Financial information for 2009 was not available for all companies at press time.

2009 Sales: \$	2009 Profits: \$
2008 Sales: \$	2008 Profits: \$
2007 Sales: \$59,800	2007 Profits: \$
2006 Sales: \$	2006 Profits: \$
2005 Sales: \$	2005 Profits: \$

**U.S. Stock Ticker: Subsidiary****Int'l Ticker:** Int'l Exchange:

Employees:

Fiscal Year Ends: 12/31

Parent Company: EXPEDIA INC

**SALARIES/BENEFITS:**

Pension Plan:	ESOP Stock Plan:	Profit Sharing:	Top Exec. Salary: \$	Bonus: \$
Savings Plan: Y	Stock Purch. Plan:		Second Exec. Salary: \$	Bonus: \$

**OTHER THOUGHTS:**

Apparent Women Officers or Directors: 2  
Hot Spot for Advancement for Women/Minorities: Y

**LOCATIONS: ("Y" = Yes)**

West: Y	Southwest:	Midwest:	Southeast:	Northeast:	International:
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**HUAWEI TECHNOLOGIES CO LTD**

www.huawei.com

Industry Group Code: 334210 Ranks within this company's industry group: Sales: 2 Profits: 1

<b>Financial Services:</b> Stock Brokerage: Mortgages/Loans: Banking: Insurance: Credit Cards:	<b>Information:</b> Portal/News: Communities: Search Engine: Financial Data Pub.: Broadcasting/Music:	<b>Technology:</b> Hardware: Software: Specialty Equipment: Distributor:	<b>Services:</b> Payments/Markets: Consulting: Advertising/Mktg.: Outsourcing: Other:	<b>Retailing:</b> Retailer: Auctions: Tickets/Travel: Automobiles:	<b>Telecommunications:</b> Internet Service Provider: Web Site Services: Specialty Telecom:
		Y Y			Y

**TYPES OF BUSINESS:**

Communications Equipment  
Network Equipment  
Software  
Wireless Handsets

**BRANDS/DIVISIONS/AFFILIATES:**

SmartAX MA5600T  
Huawei Marine Networks

**CONTACTS:** *Note: Officers with more than one job title may be intentionally listed here more than once.*

Ren Zhengfei, CEO  
Ren Zhengfei, Pres.  
Yang Zhirong, Pres., Huawei Access Network Prod. Line  
Philip Jiang, Pres., Huawei Latin America  
Sun Yafang, Chmn.  
William Xu, Pres., Huawei Europe

**Phone:** 86-755-2878-0808      **Fax:** 86-755-2878-9251

**Toll-Free:**

**Address:** Bantian, Longgang District, Shenzhen, 518129 China

**GROWTH PLANS/SPECIAL FEATURES:**

Huawei Technologies Co., Ltd. specializes in the research, development, manufacture and marketing of communications equipment. It operates 100 branch offices worldwide, with its products deployed in over 100 countries, serving 1 billion users worldwide. Over 75% of 2008 sales were generated internationally. Huawei is working to become one of the world's leading suppliers of telecom equipment, providing competition to long-term leaders like Nortel and Alcatel. Its major customers include China Telecom, China Mobile, Telecom Egypt, Hutchison Telecom, Brasil Telecom and Bell Canada. Its products are divided into a number of categories, including data communications; digital medial entertainment; storage & network security; voice evolution solutions; data communications; terminals; mobile core networks; GSM; CDMA2000; UMTS; IP BSS; WiMAX; optical network; and broadband access. The firm's components, mainly based on its proprietary ASIC chips, are used in products such as switching; integrated access networks; DSL; optical transport; videoconferencing; intelligent networks; network support; GSM and GPRS applications; routers; and LAN switches. The company devotes a minimum of 10% of its sales revenue to research and development activities. It has 14 research and development sites in the U.S. India, Sweden and Russia; and maintains strategic partnerships with industry leaders such as Texas Instruments, Motorola, Microsoft, Intel and Sun Microsystems. In March 2008, China Network Communications Group (China Netcom), which provided fixed-line communications services for the 2008 Beijing Olympics, selected Huawei to supply 40% of its optical access solutions; the contract was filled with Huawei's SmartAX MA5600T ultra-broadband optical access equipment. In December 2008, the company launched a joint venture submarine cable subsidiary, Huawei Marine Networks, with partner firm Global Marine Systems Limited. Also in December 2008, Huawei established a new research and development center in Jakarta, Indonesia.

**FINANCIALS:** Sales and profits are in thousands of dollars—add 000 to get the full amount. 2009 Note: Financial information for 2009 was not available for all companies at press time.

2009 Sales: \$	2009 Profits: \$
2008 Sales: \$18,329,000	2008 Profits: \$1,151,000
2007 Sales: \$12,840,000	2007 Profits: \$957,000
2006 Sales: \$8,504,000	2006 Profits: \$512,000
2005 Sales: \$5,982,000	2005 Profits: \$708,000

**U.S. Stock Ticker:** Private  
**Int'l Ticker:** Int'l Exchange:  
Employees:  
Fiscal Year Ends: 12/31  
Parent Company:

**SALARIES/BENEFITS:**

Pension Plan: ESOP Stock Plan: Profit Sharing: Top Exec. Salary: \$ Bonus: \$  
Savings Plan: Stock Purch. Plan: Second Exec. Salary: \$ Bonus: \$

**OTHER THOUGHTS:**

**Apparent Women Officers or Directors:** 1  
**Hot Spot for Advancement for Women/Minorities:**

**LOCATIONS:** ("Y" = Yes)

West:	Southwest:	Midwest:	Southeast:	Northeast:	International:
Y	Y			Y	Y



**HULU LLC**

www.hulu.com

Industry Group Code: 519130 Ranks within this company's industry group: Sales: 25 Profits:

<b>Financial Services:</b> Stock Brokerage: Mortgages/Loans: Banking: Insurance: Credit Cards:	<b>Information:</b> Portal/News: Y Communities: Search Engine: Financial Data Pub.: Broadcasting/Music:	<b>Technology:</b> Hardware: Software: Specialty Equipment: Distributor:	<b>Services:</b> Payments/Markets: Consulting: Advertising/Mktg.: Outsourcing: Other:	<b>Retailing:</b> Retailer: Auctions: Tickets/Travel: Automobiles:	<b>Telecommunications:</b> Internet Service Provider: Web Site Services: Specialty Telecom:
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**TYPES OF BUSINESS:**

Online Media Portal  
Advertising

**BRANDS/DIVISIONS/AFFILIATES:**

Providence Equity Partners  
Walt Disney Company (The)  
News Corp  
NBC Universal

**CONTACTS:** *Note: Officers with more than one job title may be intentionally listed here more than once.*

Jason Kilar, CEO  
Tom Fuelling, CFO/Sr. VP  
Eric Feng, CTO/Sr. VP-Audience  
Chadwick Ho, General Counsel/Sr. VP  
Jean-Paul Colaco, Sr. VP-Advertising  
Johannes Larcher, Sr. VP-Int'l  
Andy Forssell, Sr. VP-Content Acquisition & Dist.

**Phone:** 310-571-4700 **Fax:** 310-571-4883

**Toll-Free:**

**Address:** 12312 W. Olympic Blvd., Los Angeles, CA 90064 US

**GROWTH PLANS/SPECIAL FEATURES:**

Hulu LLC, a joint venture between News Corp., NBC Universal, The Walt Disney Company and Providence Equity Partners, is an online media portal that offers free TV shows and movies in full length and clip formats. The firm divides its entertainment into 18 categories: Action and Adventure; Animation and Cartoons; Comedy; Drama; Family; Food and Leisure; Home and Garden; Horror and Suspense; Music; News; Reality and Game Shows; Science Fiction; Sports; Talk; Videogames; Web; and Other. Programming is supplied by about 190 content providers, including NBC, FOX, Paramount, Comedy Central, Lionsgate, Biography, Warner Bros., National Geographic, MGM, MTV Networks and more. The company offers clips and full length episodes from over 1,700 TV shows and programs. Beyond TV programs, the firm also offers clips and full length content from major motion pictures. Besides its standard definition programming, the firm is actively rolling out high definition content. Hulu allows users to share videos through e-mailing; posting links on bookmarking and social networking sites; and embedding videos on its distribution network partner's web sites, including MySpace, IMDB, AOL and Yahoo. It generates revenue through advertising sales from customers such as Chili's, Best Buy, DirectTV, Nissan, GM, State Farm and Wal-Mart. The company is experimenting with a number of different content additions, including captions search, desktop applications and video recommendations. In April 2009, The Walt Disney Company joined the joint venture.

**FINANCIALS:** Sales and profits are in thousands of dollars—add 000 to get the full amount. 2009 Note: Financial information for 2009 was not available for all companies at press time.

2009 Sales: \$	2009 Profits: \$
2008 Sales: \$125,000	2008 Profits: \$
2007 Sales: \$60,000	2007 Profits: \$
2006 Sales: \$	2006 Profits: \$
2005 Sales: \$	2005 Profits: \$

**U.S. Stock Ticker:** Joint Venture  
**Int'l Ticker:** Int'l Exchange:  
Employees:  
Fiscal Year Ends: 12/31  
Parent Company:

**SALARIES/BENEFITS:**

Pension Plan:	ESOP Stock Plan:	Profit Sharing:	Top Exec. Salary: \$	Bonus: \$
Savings Plan:	Stock Purch. Plan:		Second Exec. Salary: \$	Bonus: \$

**OTHER THOUGHTS:**

**Apparent Women Officers or Directors:**  
**Hot Spot for Advancement for Women/Minorities:**

**LOCATIONS:** ("Y" = Yes)

West: Y	Southwest:	Midwest:	Southeast:	Northeast:	International: Y
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**I2 TECHNOLOGIES INC**

www.i2.com

Industry Group Code: 511210A Ranks within this company's industry group: Sales: 5 Profits: 1

<b>Financial Services:</b> Stock Brokerage: Mortgages/Loans: Banking: Insurance: Credit Cards:	<b>Information:</b> Portal/News: Communities: Search Engine: Financial Data Pub.: Broadcasting/Music:	<b>Technology:</b> Hardware: Software: Specialty Equipment: Distributor:	<b>Services:</b> Payments/Markets: Consulting: Advertising/Mktg.: Outsourcing: Other:	<b>Retailing:</b> Retailer: Auctions: Tickets/Travel: Automobiles:	<b>Telecommunications:</b> Internet Service Provider: Web Site Services: Specialty Telecom:
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**TYPES OF BUSINESS:**

Software-Supply Chain Management  
Customer Relationship Management Software  
Consulting, Training & Maintenance Services  
Content Management Software

**BRANDS/DIVISIONS/AFFILIATES:**

i2 Supply Chain Planner  
i2 Factory Planner  
TradeMatrix  
i2 Demand Manager  
i2 Supply Chain Visibility  
i2 MDM Enterprise  
i2 Product Management  
i2 Inventory Optimization

**CONTACTS:** *Note: Officers with more than one job title may be intentionally listed here more than once.*

Jackson L. Wilson Jr., CEO  
Jackson L. Wilson Jr., Pres.  
Michael Berry, CFO/Exec. VP  
Aditya Srivastava, Sr. VP-R&D  
Aditya Srivastava, CTO  
John Harvey, General Counsel/Corp. Sec./Sr. VP  
Hiten D. Varia, Sr. VP-Global Customer Oper.  
Hiten D. Varia, Chief Customer Officer  
Jackson L. Wilson Jr., Chmn.

**Phone:** 469-357-1000 **Fax:** 469-357-1798**Toll-Free:** 800-800-3288**Address:** 1 i2 Pl., 11701 Luna Rd., Dallas, TX 75234 US**GROWTH PLANS/SPECIAL FEATURES:**

i2 Technologies, Inc. is provider of supply chain management software and services. In addition to licensed application software, the firm provides Software as a Service (SaaS). Its service offerings include business optimization and technical consulting, managed services, training, maintenance, software upgrades and development. Its software products include tools for manufacturing and planning; demand and retail management; transportation and distribution management; execution, collaboration and visibility; supplier relationship management; data management; and on-demand SaaS. Manufacturing and planning products help businesses coordinate the production and distribution of goods throughout the supply chain, and analyze their revenues with the i2 Factory Planner, Supply Chain Planner and Inventory Optimization. Demand and retail management products are designed to forecast and manage demand; plan merchandising strategies; manage markdowns; and optimize price quoting and include the i2 Demand Manager, Markdown Optimizer and Merchandise Planner. Transportation and distribution products, such as the i2 Supply Chain Strategist and Transportation Planner, are designed to optimize the flow of goods between suppliers, enterprise supply chain locations and customers. Execution, collaboration and visibility products are designed to integrate planning and execution processes and consist of the i2 Supply Chain Visibility, Customer Order Management, Collaborative Replenishment, Pricer and Configurator product lines. Supplier relationship management involves collaboration on sourcing and procurement for supply management with products such as i2 Strategic Sourcing. Data management products include i2 MDM Enterprise and i2 Product Management. On demand SaaS products consist of hosted and managed service offerings such as the i2 Freight Matrix. The company also provides consulting, training and maintenance services and support for its products.

The company offers its employees medical, dental and vision coverage; life, AD&D and disability insurance; a 401(k) and employee stock purchase plan; identity theft protection; and pre-paid legal services.

**FINANCIALS:** Sales and profits are in thousands of dollars—add 000 to get the full amount. 2009 Note: Financial information for 2009 was not available for all companies at press time.

2009 Sales: \$	2009 Profits: \$
2008 Sales: \$255,813	2008 Profits: \$109,804
2007 Sales: \$260,310	2007 Profits: \$17,733
2006 Sales: \$279,677	2006 Profits: \$24,216
2005 Sales: \$336,900	2005 Profits: \$87,300

**U.S. Stock Ticker:** ITWO  
**Int'l Ticker:** Int'l Exchange:  
Employees: 1,280  
Fiscal Year Ends: 12/31  
Parent Company:

**SALARIES/BENEFITS:**

Pension Plan:	ESOP Stock Plan:	Profit Sharing:	Top Exec. Salary: \$443,126	Bonus: \$560,000
Savings Plan: Y	Stock Purch. Plan: Y		Second Exec. Salary: \$338,476	Bonus: \$295,000

**OTHER THOUGHTS:**

**Apparent Women Officers or Directors:**  
**Hot Spot for Advancement for Women/Minorities:**

**LOCATIONS:** ("Y" = Yes)

West:	Southwest:	Midwest:	Southeast:	Northeast:	International:
	Y	Y	Y	Y	Y

**IAC/INTERACTIVECORP**

www.iac.com

Industry Group Code: 519130 Ranks within this company's industry group: Sales: 6 Profits: 28

<b>Financial Services:</b> Stock Brokerage: Mortgages/Loans: Y Banking: Insurance: Credit Cards:	<b>Information:</b> Portal/News: Y Communities: Y Search Engine: Financial Data Pub.: Broadcasting/Music:	<b>Technology:</b> Hardware: Software: Specialty Equipment: Distributor:	<b>Services:</b> Payments/Markets: Consulting: Advertising/Mktg.: Outsourcing: Other:	<b>Retailing:</b> Retailer: Auctions: Tickets/Travel: Y Automobiles:	<b>Telecommunications:</b> Internet Service Provider: Web Site Services: Specialty Telecom:
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**TYPES OF BUSINESS:**

E-Commerce, Online Advertising & Search Engines  
Online Personals & Dating Services  
Online Entertainment & Shopping Directories  
Service Provider Listings Online

**BRANDS/DIVISIONS/AFFILIATES:**

Ask.com  
Lendingtree LLC  
Evite  
Shoebuy  
Pronto  
Meetic  
Match.com  
Excite.com

**CONTACTS:** *Note: Officers with more than one job title may be intentionally listed here more than once.*

Barry Diller, CEO  
Thomas J. McInerney, CFO/Exec. VP  
Jason Stewart, Chief Admin. Officer  
Gregg Winiarski, General Counsel/Sr. VP  
Shana Fisher, Sr. VP-Strategy, Mergers & Acquisitions  
Stacy Simpson, VP-Corp. Comm.  
Lisa Jaffa, Dir.-Investor Rel.  
Joey Levin, Sr. VP-Finance, Mergers & Acquisitions  
Victor Kaufman, Vice Chmn.  
Joanne Hawkins, Deputy General Counsel/Sr. VP  
Greg Blatt, Exec. VP  
Greg Morrow, Sr. VP-Tax  
Barry Diller, Chmn.  
Jane Thompson, Managing Dir.-Int'l

<b>Phone:</b> 212-314-7300	<b>Fax:</b> 212-314-7309
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**Toll-Free:**

<b>Address:</b> 555 W. 18th St., New York, NY 10011 US
--

**GROWTH PLANS/SPECIAL FEATURES:**

IAC/InterActiveCorp's operating businesses provide various products and services through four segments: Media & Advertising, Match, ServiceMagic and Emerging Businesses. The Media & Advertising segment consists primarily of the firm's search business, which includes Ask.com and other destination search web sites through which the firm provide search and related advertising services, and toolbars and applications through which the company promotes and distributes these services, Citysearch, a leading online local city guide, and Evite, an online social planning web site. The Match segment provides subscription-based online personals services in the U.S. and various international countries, primarily via its Match.com web site. ServiceMagic is a leading online marketplace that connects consumers, by way of various patented and patent-pending proprietary technologies, with home service professionals that are pre-screened and generally customer-rated. The Emerging Businesses segment currently consists of Shoebuy and Pronto. Shoebuy is an Internet retailer of footwear and related apparel and accessories and generally acts as an agent in connection with the purchase of merchandise through its various web sites, passing purchases made by customers through its various web sites on to the relevant vendors for fulfillment and shipping. Pronto owns and operates Pronto.com, a comparison search engine through which consumers can search and compare prices for a range of merchandise offered by online retailers. Additional operations in the Emerging Businesses segment include Gifts.com, Connected Ventures, InstantAction.com, VeryShortList.com, RushmoreDrive.com, Life123.com and The Daily Beast. The firm also operates the following portals: MyWay.com, which provides e-mail services, Excite.com, a portal that aggregates news, sports, weather and entertainment content and iWon.com, which offers a variety of casual games and sweepstakes. In February 2009, Match.com and Meetic, a leading European online dating company based in France, entered into an agreement for Meetic to acquire the European operations of Match.com in exchange for a 27% interest in Meetic and \$6.38 million.

**FINANCIALS:** Sales and profits are in thousands of dollars—add 000 to get the full amount. 2009 Note: Financial information for 2009 was not available for all companies at press time.

2009 Sales: \$1,375,800	2009 Profits: \$-978,800
2008 Sales: \$1,445,100	2008 Profits: \$-156,200
2007 Sales: \$1,332,600	2007 Profits: \$-144,069
2006 Sales: \$5,908,902	2006 Profits: \$187,065
2005 Sales: \$5,024,635	2005 Profits: \$869,683

**U.S. Stock Ticker:** IACI  
**Int'l Ticker:** Int'l Exchange:  
Employees: 3,220  
Fiscal Year Ends: 12/31  
Parent Company:

**SALARIES/BENEFITS:**

Pension Plan:	ESOP Stock Plan:	Profit Sharing:	Top Exec. Salary: \$650,000	Bonus: \$2,000,000
Savings Plan: Y	Stock Purch. Plan:		Second Exec. Salary: \$650,000	Bonus: \$2,000,000

**OTHER THOUGHTS:**

Apparent Women Officers or Directors: 8  
Hot Spot for Advancement for Women/Minorities: Y

**LOCATIONS:** ("Y" = Yes)

West:	Southwest:	Midwest:	Southeast:	Northeast:	International:
Y	Y	Y	Y	Y	Y

**IBM GLOBAL SERVICES**

www.ibm.com/services

Industry Group Code: 541513 Ranks within this company's industry group: Sales: 2 Profits:

<b>Financial Services:</b> Stock Brokerage: Mortgages/Loans: Banking: Insurance: Credit Cards:	<b>Information:</b> Portal/News: Communities: Search Engine: Financial Data Pub.: Broadcasting/Music:	<b>Technology:</b> Hardware: Software: Specialty Equipment: Distributor:	<b>Services:</b> Payments/Markets: Consulting: Y Advertising/Mktg.: Outsourcing: Y Other:	<b>Retailing:</b> Retailer: Auctions: Tickets/Travel: Automobiles:	<b>Telecommunications:</b> Internet Service Provider: Web Site Services: Specialty Telecom:
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**TYPES OF BUSINESS:**

Computer Services & Consulting  
IT Services  
Computer Operations Outsourcing  
Customer Relationship Management  
Supply Chain Management  
Financial Management  
Human Capital Management

**BRANDS/DIVISIONS/AFFILIATES:**

International Business Machines Corp (IBM)  
Global Technology Services  
Global Business Services

**CONTACTS:** *Note: Officers with more than one job title may be intentionally listed here more than once.*

Virginia M. Rometty, Sr. VP-Sales  
Michael E. Daniels, Sr. VP-Global Tech. Svcs.  
Martin J. Schroeter, Treas.  
Andrew Stevens, Managing Partner-Global Bus. Svcs., Asia Pacific  
Virginia M. Rometty, Sr. VP-Dist.

**Phone:** 914-499-1900 **Fax:** 914-765-7382

**Toll-Free:** 800-426-4968

**Address:** New Orchard Rd., Armonk, NY 10504 US

**GROWTH PLANS/SPECIAL FEATURES:**

IBM Global Services, a business segment of IBM Corp., provides consulting services to businesses of all sizes. The subsidiary, which operates in approximately 170 countries, generates over half of IBM Corp.'s revenue. IBM Global Services operates in two segments: Global Technology Services (GTS) and Global Business Services (GBS). GTS offers strategic outsourcing services, business transformation outsourcing, integrated technology services and maintenance. GBS offers systems integration, consulting integration and application management services. IBM Global Services provides clients with strategies on building e-commerce and supply chain management systems, as well as enterprise resource planning, and can then implement and manage those systems. Information technology (IT) services offered include business continuity and resiliency services; IT strategy and architecture services, integrated communications services, outsourcing, end user and middleware services; server, cabling and site facilities services; and storage and data storage services.

**FINANCIALS:** Sales and profits are in thousands of dollars—add 000 to get the full amount. 2009 Note: Financial information for 2009 was not available for all companies at press time.

2009 Sales: \$	2009 Profits: \$
2008 Sales: \$58,892,000	2008 Profits: \$
2007 Sales: \$54,100,000	2007 Profits: \$
2006 Sales: \$48,300,000	2006 Profits: \$
2005 Sales: \$47,357,000	2005 Profits: \$

**U.S. Stock Ticker:** Subsidiary

**Int'l Ticker:** Int'l Exchange:

Employees: 210,000

Fiscal Year Ends: 12/31

Parent Company: INTERNATIONAL BUSINESS MACHINES CORP (IBM)

**SALARIES/BENEFITS:**

Pension Plan:	ESOP Stock Plan:	Profit Sharing:	Top Exec. Salary: \$	Bonus: \$
Savings Plan:	Stock Purch. Plan:		Second Exec. Salary: \$	Bonus: \$

**OTHER THOUGHTS:**

Apparent Women Officers or Directors: 1  
Hot Spot for Advancement for Women/Minorities: Y

**LOCATIONS:** ("Y" = Yes)

West:	Southwest:	Midwest:	Southeast:	Northeast:	International:
				Y	Y

**ICROSSING INC**

www.icrossing.com

Industry Group Code: 511210M Ranks within this company's industry group: Sales: Profits:

<b>Financial Services:</b> Stock Brokerage: Mortgages/Loans: Banking: Insurance: Credit Cards:	<b>Information:</b> Portal/News: Communities: Search Engine: Financial Data Pub.: Broadcasting/Music:	<b>Technology:</b> Hardware: Software: Specialty Equipment: Distributor:	<b>Services:</b> Payments/Markets: Consulting: Advertising/Mktg.: Outsourcing: Other:	<b>Retailing:</b> Retailer: Auctions: Tickets/Travel: Automobiles:	<b>Telecommunications:</b> Internet Service Provider: Web Site Services: Specialty Telecom:
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**TYPES OF BUSINESS:**

Search Engine Marketing  
Web Analytics Software

**BRANDS/DIVISIONS/AFFILIATES:**

Interest2Action  
Brand Shadow  
Bid2Action  
Product Symphony  
Dynamo  
NewGate Internet, Inc.  
iCrossing U.K.  
iCrossing GmbH

**CONTACTS:** *Note: Officers with more than one job title may be intentionally listed here more than once.*

Don Scales, CEO  
Dave Johnson, COO  
Don Scales, Pres.  
Michael Jackson, CFO  
Tari Haro, Chief Mktg. Officer  
Maggie Luciano-Williams, Chief People Officer  
Peter Randazzo, CTO  
Adam Lavelle, Chief Strategy Officer  
Christopher Wallace, VP-Media  
Michael Jackson, Treas./Exec. VP  
Patrick Bertermann, CEO-iCrossing GmbH  
Arjo Ghosh, Chmn.-iCrossing U.K.  
Brian Powley, Pres., North America  
Marlin Jackson, Exec. VP-Global Dev.  
Richard Roseblatt, Chmn.  
Paul Doleman, CEO-iCrossing, U.K.

<b>Phone:</b> 480-505-5800	<b>Fax:</b> 480-505-5801
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<b>Toll-Free:</b> 866-620-3780
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<b>Address:</b> 14822 N. 73rd St., Scottsdale, AZ 85260 US
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**GROWTH PLANS/SPECIAL FEATURES:**

iCrossing, Inc. is a search engine marketing company. The firm offers planning services, development services and the iCrossing Marketing Platform. The company's planning services are offered for the areas of primary customer research; digital marketing strategy; competitive and market research; persona development; digital marketing strategy; integrated search marketing strategy; mobile marketing strategy; analytics and performance planning; marketing intelligence dashboarding; and social media and word-of-mouth strategy. iCrossing's development services include e-mail marketing; search engine marketing; mobile marketing and web site development; emerging media development; social media campaign development; and display and rich media advertising. The firm's iCrossing Marketing Platform offers clients data capture from campaign metrics, search sources and social networks in order to develop campaign and media spending strategies. The marketing platform also provides services such as bid and feeds management; SEO automation; display ad serving solutions; mobile advertising; and pixel-tracking and tagging, in addition to other tracking and measurement solutions.

**FINANCIALS:** Sales and profits are in thousands of dollars—add 000 to get the full amount. 2009 Note: Financial information for 2009 was not available for all companies at press time.

2009 Sales: \$	2009 Profits: \$	<b>U.S. Stock Ticker:</b> Private <b>Int'l Ticker:</b> Int'l Exchange: Employees: Fiscal Year Ends: 12/31 Parent Company:
2008 Sales: \$	2008 Profits: \$	
2007 Sales: \$	2007 Profits: \$	
2006 Sales: \$	2006 Profits: \$	
2005 Sales: \$	2005 Profits: \$	

**SALARIES/BENEFITS:**

Pension Plan:	ESOP Stock Plan:	Profit Sharing:	Top Exec. Salary: \$	Bonus: \$
Savings Plan:	Stock Purch. Plan:		Second Exec. Salary: \$	Bonus: \$

**OTHER THOUGHTS:**

**Apparent Women Officers or Directors:** 1  
**Hot Spot for Advancement for Women/Minorities:** Y

**LOCATIONS:** ("Y" = Yes)

West:	Southwest:	Midwest:	Southeast:	Northeast:	International:
Y	Y	Y		Y	

**IMC2**

www.imc2.com

Industry Group Code: 541810E Ranks within this company's industry group: Sales: Profits:

<b>Financial Services:</b> Stock Brokerage: Mortgages/Loans: Banking: Insurance: Credit Cards:	<b>Information:</b> Portal/News: Communities: Search Engine: Financial Data Pub.: Broadcasting/Music:	<b>Technology:</b> Hardware: Software: Specialty Equipment: Distributor:	<b>Services:</b> Payments/Markets: Consulting: Advertising/Mktg.: Outsourcing: Other:	<b>Retailing:</b> Retailer: Auctions: Tickets/Travel: Automobiles:	<b>Telecommunications:</b> Internet Service Provider: Web Site Services: Specialty Telecom:
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**TYPES OF BUSINESS:**

Online Advertising & Marketing  
Marketing Software  
Consulting Services

**BRANDS/DIVISIONS/AFFILIATES:**

ConversionMonitor  
Media Marketplace  
Vivilogue  
SiteInformant  
Dispatch

**CONTACTS:** *Note: Officers with more than one job title may be intentionally listed here more than once.*

Doug Levy, CEO  
Marc Blumberg, Pres.  
Ian Wolfman, Chief Mktg. Officer  
Rahul Purini, VP-Tech.  
Darrell Carpenter, Sr. VP-Finance  
Hensley Evans, Pres., imc2 Health & Wellness  
Bryan Bradley, Sr. VP-Partners & Alliances  
Mark McKinney, Sr. VP-Engagement Mktg.  
Michael J. Davis, Chief Creative Officer

**Phone:** 214-224-1000 **Fax:** 214-224-1100

**Toll-Free:**

**Address:** 12404 Park Central, Ste. 400, Dallas, TX 75251 US

**GROWTH PLANS/SPECIAL FEATURES:**

imc2 (imc squared) is an online advertising firm that helps companies market products through interactive channels. The company is headquartered in Dallas with additional offices in New York and Philadelphia. imc2 offers clients a full range of integrated capabilities including: Strategy and insight, offering services in strategic planning and audience, gap and industry analyses; media and promotions, which assists with search engine marketing, online sampling, opt-in advertising and media planning, among others; web development, which can assist clients with services such as mini-promotional sites, quality assurance, product sites and in-store kiosks; relationship marketing, which offers services such as opportunity assessment, database development and management and campaign management; and measurement and intelligence, which offers competitive intelligence, targeting, measurement, segmentation and more. In addition to its consulting services, imc2 offers a suite of software to assist clients in marketing and analysis. This software includes: ConversionMonitor, which helps clients see their web site's impact on revenue; Media Marketplace, a media buying program; Vivilogue, a flash based multimedia tool; SiteInformant, which helps track competitor's web sites; and Dispatch, which helps advertising reach customers. The company also has a health and wellness division that focuses on the relationships between healthcare brands and healthcare providers and patients.

Employees are offered medical, dental and vision insurance; life insurance; disability coverage; and a 401(k) plan

**FINANCIALS:** Sales and profits are in thousands of dollars—add 000 to get the full amount. 2009 Note: Financial information for 2009 was not available for all companies at press time.

2009 Sales: \$	2009 Profits: \$
2008 Sales: \$	2008 Profits: \$
2007 Sales: \$38,700	2007 Profits: \$
2006 Sales: \$	2006 Profits: \$
2005 Sales: \$	2005 Profits: \$

**U.S. Stock Ticker:** Private

**Int'l Ticker:** Int'l Exchange:

Employees:

Fiscal Year Ends: 12/31

Parent Company:

**SALARIES/BENEFITS:**

Pension Plan:	ESOP Stock Plan:	Profit Sharing:	Top Exec. Salary: \$	Bonus: \$
Savings Plan: Y	Stock Purch. Plan:		Second Exec. Salary: \$	Bonus: \$

**OTHER THOUGHTS:**

Apparent Women Officers or Directors: 3  
Hot Spot for Advancement for Women/Minorities: Y

**LOCATIONS:** ("Y" = Yes)

West:	Southwest:	Midwest:	Southeast:	Northeast:	International:
	Y			Y	

**INFOGROUP INC**

www.infogroup.com

Industry Group Code: 511140 Ranks within this company's industry group: Sales: 2 Profits: 2

<b>Financial Services:</b> Stock Brokerage: Mortgages/Loans: Banking: Insurance: Credit Cards:	<b>Information:</b> Portal/News: Communities: Search Engine: Financial Data Pub.: Broadcasting/Music:	<b>Technology:</b> Hardware: Software: Specialty Equipment: Distributor:	<b>Services:</b> Payments/Markets: Consulting: Advertising/Mktg.: Outsourcing: Other:	<b>Retailing:</b> Retailer: Auctions: Tickets/Travel: Automobiles:	<b>Telecommunications:</b> Internet Service Provider: Web Site Services: Specialty Telecom:
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**TYPES OF BUSINESS:**

Online Directories  
Sales Leads  
Mailing Lists  
Direct Marketing  
Database Marketing  
E-mail Marketing  
Market Research Solution

**BRANDS/DIVISIONS/AFFILIATES:**

Yesmail.com Inc  
OneSource Information Services Inc  
Opinion Research Corp  
SalesGenie.com  
MarketZone  
Walter Karl  
Donnelley Marketing  
Macro International Inc

**CONTACTS:** *Note: Officers with more than one job title may be intentionally listed here more than once.*

Bill L. Fairfield, CEO  
Tom Oberdorf, CFO  
Thomas J. McCusker, General Counsel/Sec.  
Lisa Olson, Sr. VP-Corp. Rel.  
Edward C. Mallin, Pres., infoUSA Svcs. Group  
Gerard Miodus, Pres., Opinion Research Corporation  
Thomas J. McCusker, Exec. VP-Bus. Conduct  
Roger Siboni, Chmn.

**Phone:** 402-593-4500**Fax:****Toll-Free:****Address:** 5711 S. 86th Cir., Omaha, NE 68127 US**GROWTH PLANS/SPECIAL FEATURES:**

InfoGROUP, Inc., formerly InfoUSA, Inc., is a provider of sales leads, mailing lists, direct marketing, database marketing, e-mail marketing and market research products. It operates in three principal segments: data, services and market research. The data group maintains proprietary databases of information relating to U.S. and international businesses and consumers. The division offers business databases, which contain information on approximately 15.5 million businesses in the U.S. and Canada; and consumer databases, which contain roughly 220 million individuals and 140 million households. Its product offerings include SalesGenie.com, a web-based subscription service that provides targeted lead generation for sales professionals; MarketZone, which provides access to the company's online databases; and OneSource, a web-based data service providing business and financial information on companies, industries and markets. The data segment also licenses its data to customers in several industries, including directory assistance, GIS/mapping, navigation, local search, Internet directories, site location analysis, sales leads, marketing, demographic modeling and fraud prevention. The services group is divided into several divisions: list brokerage and list management, which includes subsidiary Walter Karl; Donnelley Marketing, a provider of data processing services to the catalog direct marketing industry; Triplex, a provider of data processing services for high-profile political and non-profit organizations; and Yesmail, which specializes in providing e-mail solutions for a wide range of industries including retail, travel, entertainment, financial, healthcare and consumer packaged goods. The marketing research group consists of Opinion Research Corporation, a marketing research company headquartered in Princeton, New Jersey and Macro International, Inc., a provider of public education and social marketing services to the U.S. Government.

The firm offers its employees 401(k), medical, dental and vision plans; an employee assistance program; and short and long-term disability coverage.

**FINANCIALS:** Sales and profits are in thousands of dollars—add 000 to get the full amount. 2009 Note: Financial information for 2009 was not available for all companies at press time.

2009 Sales: \$499,913	2009 Profits: \$-6,773
2008 Sales: \$738,270	2008 Profits: \$4,360
2007 Sales: \$688,773	2007 Profits: \$40,942
2006 Sales: \$434,876	2006 Profits: \$33,300
2005 Sales: \$383,158	2005 Profits: \$31,507

**U.S. Stock Ticker:** IUSA**Int'l Ticker:** Int'l Exchange:

Employees: 4,771

Fiscal Year Ends: 12/31

Parent Company:

**SALARIES/BENEFITS:**

Pension Plan:	ESOP Stock Plan:	Profit Sharing:	Top Exec. Salary: \$694,349	Bonus: \$400,000
Savings Plan: Y	Stock Purch. Plan:		Second Exec. Salary: \$499,039	Bonus: \$150,000

**OTHER THOUGHTS:**

Apparent Women Officers or Directors: 1  
Hot Spot for Advancement for Women/Minorities:

**LOCATIONS: ("Y" = Yes)**

West:	Southwest:	Midwest:	Southeast:	Northeast:	International:
		Y			Y

**INFOSPACE INC**

www.infospaceinc.com

Industry Group Code: 511140 Ranks within this company's industry group: Sales: 3 Profits: 3

<b>Financial Services:</b> Stock Brokerage: Mortgages/Loans: Banking: Insurance: Credit Cards:	<b>Information:</b> Portal/News: Communities: Search Engine: Financial Data Pub.: Broadcasting/Music:	<b>Technology:</b> Hardware: Software: Specialty Equipment: Distributor:	<b>Services:</b> Payments/Markets: Consulting: Advertising/Mktg.: Outsourcing: Other:	<b>Retailing:</b> Retailer: Auctions: Tickets/Travel: Automobiles:	<b>Telecommunications:</b> Internet Service Provider: Web Site Services: Specialty Telecom:
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**TYPES OF BUSINESS:**

Internet Search Engines

**BRANDS/DIVISIONS/AFFILIATES:**

DogPile.com  
WebCrawler.com  
MetaCrawler.com  
WebFetch.com  
Haggle.com

**CONTACTS:** *Note: Officers with more than one job title may be intentionally listed here more than once.*

William J. Lansing, CEO  
William J. Lansing, Pres.  
David Binder, CFO  
Sunil Thomas, CTO  
Alesia Pinney, General Counsel/Sec.  
Michael Glover, VP-Bus. Dev.  
Eric Emans, Chief Acct. Officer  
Jim Voelker, Chmn.

**Phone:** 425-201-6100 **Fax:** 425-201-6150**Toll-Free:****Address:** 601 108th Ave. N.E., Ste. 1200, Bellevue, WA 98004  
US**GROWTH PLANS/SPECIAL FEATURES:**

InfoSpace, Inc. is a developer of search tools and technologies designed to assist consumers in finding content and information on the Internet. The company offers search services that enable Internet users to locate and view content information, merchants, individuals and products online through its web sites, DogPile.com, WebCrawler.com, MetaCrawler.com and WebFetch.com, as well as through the web properties of distribution partners. Partner versions of its web offerings are generally private-labeled and delivered with each distribution partner's unique requirements. InfoSpace's search offerings provide metasearch technology that selects results from several search engines, including Google, Yahoo! and MSN, among others. DogPile is the firm's basic metasearch engine. MetaCrawler is a metasearch engine with search options for images, audio, video, news, yellow pages and white pages. WebCrawler is InfoSpace's full text metasearch engine. WebFetch is a metasearch engine catering to English-speaking Internet users in Europe. Income generated in the U.S. accounts for 97% of the company's total revenues. InfoSpace's customers are primarily search content providers, from whom it receives revenues when an end user of its search services clicks on a customer's paid search link that is either displayed on an InfoSpace web site or displayed on the web property of a distribution partner. The company currently holds 12 U.S. patents and is pursuing pending U.S. and foreign patent applications relating to various aspects of its technology. The company has offices in Bellevue, Washington and Bangalore, India. In January 2010, the company launched a competitive shopping website, Haggle.com, which offers internet users a chance to bid for brand name electronics, gift cards and more.

The company offers its employees a 401(k) plan; pre-paid legal services; a tuition reimbursement program; medical, dental and vision coverage; health club membership subsidies; and long-term care insurance.

**FINANCIALS:** Sales and profits are in thousands of dollars—add 000 to get the full amount. 2009 Note: Financial information for 2009 was not available for all companies at press time.

2009 Sales: \$207,646	2009 Profits: \$9,764
2008 Sales: \$156,727	2008 Profits: \$-18,699
2007 Sales: \$140,537	2007 Profits: \$21,733
2006 Sales: \$153,800	2006 Profits: \$-15,088
2005 Sales: \$339,968	2005 Profits: \$159,368

**U.S. Stock Ticker:** INSP**Int'l Ticker:** Int'l Exchange:

Employees: 160

Fiscal Year Ends: 12/31

Parent Company:

**SALARIES/BENEFITS:**

Pension Plan:	ESOP Stock Plan:	Profit Sharing:	Top Exec. Salary: \$	Bonus: \$
Savings Plan: Y	Stock Purch. Plan:		Second Exec. Salary: \$	Bonus: \$

**OTHER THOUGHTS:**

Apparent Women Officers or Directors: 2  
Hot Spot for Advancement for Women/Minorities: Y

**LOCATIONS:** ("Y" = Yes)

West:	Southwest:	Midwest:	Southeast:	Northeast:	International:
Y					Y



**INFOSYS TECHNOLOGIES LTD**

www.infosys.com

Industry Group Code: 541513 Ranks within this company's industry group: Sales: 9 Profits: 3

<b>Financial Services:</b> Stock Brokerage: Mortgages/Loans: Banking: Insurance: Credit Cards:	<b>Information:</b> Portal/News: Communities: Search Engine: Financial Data Pub.: Broadcasting/Music:	<b>Technology:</b> Hardware: Software: Specialty Equipment: Distributor:	<b>Services:</b> Payments/Markets: Consulting: Advertising/Mktg.: Outsourcing: Other:	<b>Retailing:</b> Retailer: Auctions: Tickets/Travel: Automobiles:	<b>Telecommunications:</b> Internet Service Provider: Web Site Services: Specialty Telecom:
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**TYPES OF BUSINESS:**

Consulting-IT & Systems  
Software Development & Services  
Business Process Outsourcing

**BRANDS/DIVISIONS/AFFILIATES:**

Finacle  
Infosys Consulting  
Infosys BPO  
InStep  
Infosys Leadership Institute  
Infosys Mexico  
Infosys China  
Infosys Australia

**CONTACTS:** *Note: Officers with more than one job title may be intentionally listed here more than once.*

S. Gopalakrishnan, CEO  
S. D. Shibulal, COO  
V. Balakrishnan, CFO  
T. V. Mohandas Pai, Dir.-Human Resources  
T. V. Mohandas Pai, Dir.-Research & Education  
K. Dinesh, Head-Info. Systems  
T. V. Mohandas Pai, Dir.-Admin.  
K. Dinesh, Head-Quality, Productivity & Comm. Design Group  
Srinath Batni, Head-Delivery Excellence  
N. R. Narayana Murthy, Chmn.

<b>Phone:</b> 91-80-2852-0261	<b>Fax:</b> 91-80-2852-0362
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**Toll-Free:**

<b>Address:</b> Plot No. 44 & 97A, Electronics City, Hosur Rd., Bangalore, 560 100 India
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**GROWTH PLANS/SPECIAL FEATURES:**

Infosys Technologies, Ltd. provides IT and consulting services to clients worldwide. The company offers a range of customized software solutions including development, maintenance and reengineering, as well as e-commerce consulting through offices in roughly 28 countries. Infosys' applications perform a variety of business functions, such as automating bank operations and assisting with inventory, distribution and warehouse management. For example, Finacle, one of its software applications, is a universal banking solution that addresses the core banking, treasury, wealth management, consumer and corporate e-business, mobile banking and web-based cash management requirements of universal, retail, corporate, community and private banks. The firm's software is also used in the energy and utilities, engineering enterprises, financial services, health care, life sciences, manufacturing, retail, technology, telecommunications and transportation industries. Infosys provides consulting services in the U.S. through its American subsidiary Infosys Consulting. Other wholly-owned subsidiaries include Infosys Mexico, Infosys Australia, Infosys China and Infosys Sweden. In addition to consulting and IT services, the company provides business process outsourcing for the banking, securities and brokerage, insurance, telecommunications, finance and health care industries through Infosys BPO, a majority-owned subsidiary. Infosys also sets up dedicated offshore software development centers for large clients. Approximately 63.4% of company revenues are derived from clients in the U.S., and approximately 26.4% are derived from clients in Europe. In 2009, Infosys development centers in Mexico and Brazil, as well as an office in New Zealand. In January 2009, the firm agreed to jointly launch services, a center of excellence and a set of solutions with Microsoft Corp. In December 2009, the company introduced Flypp, an application platform that allows mobile service providers to offer digital customers an array of ready-to-use experiential applications for mobile devices.

Infosys offers employee training through the Infosys Leadership Institute. The company's InStep internship program is internationally recognized for attractive pay and assigning real-time projects to interns.

**FINANCIALS:** Sales and profits are in thousands of dollars—add 000 to get the full amount. 2009 Note: Financial information for 2009 was not available for all companies at press time.

2009 Sales: \$4,663,000	2009 Profits: \$1,281,000
2008 Sales: \$4,176,000	2008 Profits: \$1,163,000
2007 Sales: \$3,090,000	2007 Profits: \$850,000
2006 Sales: \$2,152,000	2006 Profits: \$555,000
2005 Sales: \$1,592,000	2005 Profits: \$419,000

**U.S. Stock Ticker:** INFY

Int'l Ticker: 500209 Int'l Exchange: Bombay-BSE

Employees: 104,900

Fiscal Year Ends: 3/31

Parent Company:

**SALARIES/BENEFITS:**

Pension Plan:	ESOP Stock Plan:	Profit Sharing:	Top Exec. Salary: \$426,698	Bonus: \$443,616
Savings Plan:	Stock Purch. Plan:		Second Exec. Salary: \$332,995	Bonus: \$412,639

**OTHER THOUGHTS:**

Apparent Women Officers or Directors: 1  
Hot Spot for Advancement for Women/Minorities:

**LOCATIONS:** ("Y" = Yes)

West:	Southwest:	Midwest:	Southeast:	Northeast:	International:
Y	Y	Y	Y	Y	Y

**INSURE.COM INC**

www.insure.com

Industry Group Code: 524210A Ranks within this company's industry group: Sales: 3 Profits: 2

<b>Financial Services:</b> Stock Brokerage: Mortgages/Loans: Banking: Insurance: Credit Cards:	<b>Information:</b> Portal/News: Communities: Search Engine: Financial Data Pub.: Broadcasting/Music:	<b>Technology:</b> Hardware: Software: Specialty Equipment: Distributor:	<b>Services:</b> Payments/Markets: Consulting: Advertising/Mktg.: Outsourcing: Other:	<b>Retailing:</b> Retailer: Auctions: Tickets/Travel: Automobiles:	<b>Telecommunications:</b> Internet Service Provider: Web Site Services: Specialty Telecom:
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**TYPES OF BUSINESS:**

Online Insurance Broker  
Online Price Comparison Services

**BRANDS/DIVISIONS/AFFILIATES:**

Insure.com

**CONTACTS:** *Note: Officers with more than one job title may be intentionally listed here more than once.*

Robert S. Bland, CEO  
William V. Thoms, COO/Exec. VP  
Robert S. Bland, Pres.  
Phillip Perillo, CFO/Sr. VP  
Michael Zuccato, Dir.-Mktg.  
Richard C. Claahsen, General Counsel/Corp. Sec./VP  
Amy Danise, Editor-Insure.com  
Robert S. Bland, Chmn.

**Phone:** 630-515-0170 **Fax:** 630-515-0276**Toll-Free:** 800-556-9393**Address:** 8205 S. Cass Ave., Ste. 102, Darien, IL 60561 US**GROWTH PLANS/SPECIAL FEATURES:**

Insure.com, Inc. (formerly Quotesmith.com, Inc.), founded in 1984, owns and operates an online consumer insurance information service, accessible at Insure.com, which caters to the needs of self-directed insurance shoppers. Available to residents of all 50 states, its proprietary and comprehensive insurance price comparison and order-entry system provides instant quotes from approximately 200 third-party personal insurance companies, including those offering life, auto, homeowners, renters, long-term care, health and travel insurance. When shopping for insurance, customers may specify the amount of coverage they are looking for, the range of premiums they want to pay and even indicate their pre-existing medical conditions, in order to tailor the quotes to their specific needs. Besides the price quotes, the information service also offers reference tools and educational material to help shoppers make their final decision. A typical Insure.com quote comes with two pages of policy coverage and reference information and shows the latest independent ratings of insurance underwriters from Fitch, A.M. Best, Moody's, TheStreet.com Ratings Inc. (formerly Weiss Ratings, Inc.) and Standard and Poor's. Insure.com offers customers its quotes online, over the phone or by mail and guarantees the accuracy of these quotes with a \$500 cash reward program. Customers can purchase insurance from the company of their choice either online or over the phone from a licensed insurance customer service staffer. The company generates revenues from the receipt of commissions and fees paid by various sources that are tied directly to the volume of insurance sales or traffic that it produces. Insure.com conducts its insurance agency and brokerage operations using commissioned and non-commissioned personnel, and it generates prospective customer interest using traditional direct response advertising methods conducted primarily offline. In all, the firm sold approximately 193,000 new policies during 2008.

**FINANCIALS:** Sales and profits are in thousands of dollars—add 000 to get the full amount. 2009 Note: Financial information for 2009 was not available for all companies at press time.

2009 Sales: \$	2009 Profits: \$
2008 Sales: \$15,667	2008 Profits: \$- 999
2007 Sales: \$18,020	2007 Profits: \$- 175
2006 Sales: \$17,219	2006 Profits: \$-3,588
2005 Sales: \$17,101	2005 Profits: \$-4,926

**U.S. Stock Ticker:** NSUR**Int'l Ticker:** Int'l Exchange:

Employees: 151  
Fiscal Year Ends: 12/31  
Parent Company:

**SALARIES/BENEFITS:**

Pension Plan:	ESOP Stock Plan:	Profit Sharing:	Top Exec. Salary: \$367,426	Bonus: \$
Savings Plan:	Stock Purch. Plan:		Second Exec. Salary: \$333,173	Bonus: \$

**OTHER THOUGHTS:**

Apparent Women Officers or Directors: 1  
Hot Spot for Advancement for Women/Minorities:

**LOCATIONS:** ("Y" = Yes)

West:	Southwest:	Midwest:	Southeast:	Northeast:	International:
		Y			

**INSWEB CORP**

www.insweb.com

Industry Group Code: 524210A Ranks within this company's industry group: Sales: 2 Profits: 3

<b>Financial Services:</b> Stock Brokerage: Mortgages/Loans: Banking: Insurance: Credit Cards:	<b>Information:</b> Portal/News: Communities: Search Engine: Financial Data Pub.: Broadcasting/Music:	<b>Technology:</b> Hardware: Software: Specialty Equipment: Distributor:	<b>Services:</b> Payments/Markets: Consulting: Advertising/Mktg.: Outsourcing: Other:	<b>Retailing:</b> Retailer: Auctions: Tickets/Travel: Automobiles:	<b>Telecommunications:</b> Internet Service Provider: Web Site Services: Specialty Telecom:
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**TYPES OF BUSINESS:**

Online Insurance Broker

**BRANDS/DIVISIONS/AFFILIATES:**

AgentInsider  
 FreeInsuranceAdvice.com  
 BestInsuranceMatch.com

**CONTACTS:** *Note: Officers with more than one job title may be intentionally listed here more than once.*

Hussein A. Enan, CEO  
 Kiran Rasaretnam, CFO/Sr. VP  
 Brad Cooper, Sr. VP-Mktg. & Advertising  
 John Cadigan, CTO/Sr. VP  
 Eric Loewe, General Counsel/Corp. Sec.  
 Adam Cherubini, Sr. VP-Client Dev.  
 Steve Yasuda, Chief Acct. Officer  
 Hussein A. Enan, Chmn.

**Phone:** 916-853-3300**Fax:** 916-853-3325**Toll-Free:****Address:** 11290 Pyrites Way, Ste. 200, Gold River, CA 95670 US**GROWTH PLANS/SPECIAL FEATURES:**

InsWeb Corp. operates an online insurance marketplace that enables consumers to shop online and compare multiple, auctionable quotes for automobile, term life, homeowners', renters' and condominium insurance offerings. Other products and services offered include home warranty, motorcycle and RV insurance, as well as health and critical illness insurance in certain states. InsWeb's marketplace offers a free service that electronically matches consumers and insurance companies. InsWeb's participating insurance companies pay fees to the firm based on qualified leads delivered to them electronically. The firm's principal source of revenue is transaction fees paid by those companies. The company's technology platform enables consumers to efficiently research insurance-related topics; search for, analyze and compare insurance products; and apply for and receive insurance company-sponsored quotes for actual coverage. In addition, InsWeb provides insurance companies with a flow of pre-qualified consumers at substantially lower acquisition costs, as well as the scalable, cost-efficient distribution capabilities of the company's Internet-based model. Approximately 30 insurance companies are associated with InsWeb. InsWeb's AgentInsider is a local agent lead generation program for both auto and homeowners insurance attached to its web site. Over 10 million consumers visited InsWeb in 2008. In 2009, the company launched FreeInsuranceAdvice.com, offering insurance articles and resources for the purpose of educating consumers, and BestInsuranceMatch.com, a web site that provides free car insurance quotes from specific companies based on the consumer's criteria, such as price, financial strength and local presence.

**FINANCIALS:** Sales and profits are in thousands of dollars—add 000 to get the full amount. 2009 Note: Financial information for 2009 was not available for all companies at press time.

2009 Sales: \$35,169	2009 Profits: \$-1,261
2008 Sales: \$37,497	2008 Profits: \$-2,451
2007 Sales: \$33,198	2007 Profits: \$2,082
2006 Sales: \$28,501	2006 Profits: \$-3,370
2005 Sales: \$25,015	2005 Profits: \$-5,941

**U.S. Stock Ticker:** INSW**Int'l Ticker:** Int'l Exchange:

Employees: 88

Fiscal Year Ends: 12/31

Parent Company:

**SALARIES/BENEFITS:**

Pension Plan:	ESOP Stock Plan:	Profit Sharing:	Top Exec. Salary: \$200,000	Bonus: \$
Savings Plan: Y	Stock Purch. Plan:		Second Exec. Salary: \$194,539	Bonus: \$

**OTHER THOUGHTS:**

Apparent Women Officers or Directors:  
 Hot Spot for Advancement for Women/Minorities:

**LOCATIONS:** ("Y" = Yes)

West:	Southwest:	Midwest:	Southeast:	Northeast:	International:
Y					

**INTERACTIVE DATA CORPORATION**

www.interactivedata.com

Industry Group Code: 519130 Ranks within this company's industry group: Sales: 9 Profits: 9

<b>Financial Services:</b> Stock Brokerage: Mortgages/Loans: Banking: Insurance: Credit Cards:	<b>Information:</b> Portal/News: Communities: Search Engine: Financial Data Pub.: Broadcasting/Music:	<b>Technology:</b> Hardware: Software: Specialty Equipment: Distributor:	<b>Services:</b> Payments/Markets: Consulting: Advertising/Mktg.: Outsourcing: Other:	<b>Retailing:</b> Retailer: Auctions: Tickets/Travel: Automobiles:	<b>Telecommunications:</b> Internet Service Provider: Web Site Services: Specialty Telecom:
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**TYPES OF BUSINESS:**

Financial Information  
Stock Market & Equities Information  
Portfolio Management Software  
Consulting & Valuation Services  
Online Information Service

**BRANDS/DIVISIONS/AFFILIATES:**

Interactive Data Pricing and Reference Data  
FT Interactive Data  
Interactive Data Real-Time Services  
ComStock  
Interactive Data Fixed Income Analytics  
PlusBook  
eSignal  
BondEdge Asset Manager

**CONTACTS:** *Note: Officers with more than one job title may be intentionally listed here more than once.*

Raymond D'Arcy, CEO  
John L. King, COO  
Raymond D'Arcy, Pres.  
Christine Sampson, Interim CFO  
Mary Ivaliotis, Chief Mktg. Officer  
Lori Hannay, Chief Human Resources Officer/VP  
Stephan Wolf, CTO  
Andrea H. Loew, General Counsel/VP  
Chuck Thompson, Pres., eSignal  
Roger Sargeant, Managing Dir.-Interactive Data  
Mark Hepsworth, Pres., Institutional Bus.  
Rona Fairhead, Chmn.  
James Farrer, Managing Dir.-Interactive Data Asia Pacific

<b>Phone:</b> 781-687-8500	<b>Fax:</b> 781-687-8005
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<b>Toll-Free:</b>
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<b>Address:</b> 32 Crosby Dr., Bedford, MA 01730 US
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**GROWTH PLANS/SPECIAL FEATURES:**

Interactive Data Corporation (IDC) provides financial market data, analytics and related services to financial institutions, active traders and individual investors. Interactive Data distributes real-time, end-of-day and archived data to customers through a variety of products featuring Internet, dedicated line, satellite and dialup delivery protocols. It also provides links to financial service and software companies offering trading, analysis, portfolio management and valuation services. IDC has four businesses, comprising two segments: Institutional Services and Active Trader Services. The company's Institutional Services segment targets financial institutions such as banks, brokerage firms, mutual fund companies, insurance companies and money management firms through three subsidiaries. Subsidiary Interactive Data Pricing and Reference Data provides historical, intraday and end-of-day pricing, evaluations and reference data for a range of securities, commodities and derivative instruments. Subsidiary Interactive Data Real-Time Services provides global real-time and delayed financial market information covering equities, derivative instruments, futures, fixed income securities and foreign exchange. Subsidiary Interactive Data Fixed Income Analytics provides fixed income analytics. In addition, the Institutional Services segment markets its offerings to financial information providers, information media companies, third-party redistributors and outsourcing organizations. IDC's Active Trader Services segment targets active traders, individual investors and investment community professionals with eSignal, which provides real-time financial market information and access to decision-support tools, assisting in the analysis of securities traded on all major world markets. In April 2009, IDC released the PlusBook consolidated order book service in Europe; and Options Volatility Service, which provides a relational database of end-of-day implied volatilities, volatility surfaces and options risk parameters across the U.S. options market. In November 2009, the firm launched BondEdge Asset Manager, which helps manage relative risk and reward against fixed income indices and liability benchmarks. In December 2009, IDC acquired the data and tools assets of Dow Jones & Company's Online Financial Solutions division.

**FINANCIALS:** Sales and profits are in thousands of dollars—add 000 to get the full amount. 2009 Note: Financial information for 2009 was not available for all companies at press time.

2009 Sales: \$	2009 Profits: \$
2008 Sales: \$750,541	2008 Profits: \$142,648
2007 Sales: \$689,610	2007 Profits: \$125,983
2006 Sales: \$612,403	2006 Profits: \$93,362
2005 Sales: \$542,867	2005 Profits: \$93,864

**U.S. Stock Ticker:** IDC  
**Int'l Ticker:** Int'l Exchange:  
Employees: 2,400  
Fiscal Year Ends: 12/31  
Parent Company:

**SALARIES/BENEFITS:**

Pension Plan: Y	ESOP Stock Plan:	Profit Sharing:	Top Exec. Salary: \$591,750	Bonus: \$697,414
Savings Plan: Y	Stock Purch. Plan:		Second Exec. Salary: \$362,000	Bonus: \$254,925

**OTHER THOUGHTS:**

**Apparent Women Officers or Directors:** 6  
**Hot Spot for Advancement for Women/Minorities:** Y

**LOCATIONS: ("Y" = Yes)**

West: Y	Southwest:	Midwest: Y	Southeast:	Northeast: Y	International: Y
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**INTERACTIVE VIDEO TECHNOLOGIES**

www.ivtweb.com

Industry Group Code: 511210F Ranks within this company's industry group: Sales: Profits:

<b>Financial Services:</b> Stock Brokerage: Mortgages/Loans: Banking: Insurance: Credit Cards:	<b>Information:</b> Portal/News: Communities: Search Engine: Financial Data Pub.: Broadcasting/Music:	<b>Technology:</b> Hardware: Software: Specialty Equipment: Distributor:	<b>Services:</b> Payments/Markets: Consulting: Advertising/Mktg.: Outsourcing: Other:	<b>Retailing:</b> Retailer: Auctions: Tickets/Travel: Automobiles:	<b>Telecommunications:</b> Internet Service Provider: Web Site Services: Specialty Telecom:
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**TYPES OF BUSINESS:**Software-Interactive Video  
Consulting Services**BRANDS/DIVISIONS/AFFILIATES:**Softcom  
Digital Lava  
ITV Enterprise Video Communications Platform  
MediaPlatform  
MediaPlatform WebCaster  
MediaPlatform Director  
ITV Studio  
ITV PrimeTime**CONTACTS:** *Note: Officers with more than one job title may be intentionally listed here more than once.*Phillip Whalen, CEO  
Phillip Whalen, Pres.  
Ysette Witteveen, VP-Mktg.  
Greg Pulier, CTO  
Dena Kendros, VP-Admin.  
Dena Kendros, VP-Finance  
Mitchell Harper, Dir.-Sales  
Mark Lieberman, Chmn.**Phone:** 310-909-8410 **Fax:** 310-909-8410**Toll-Free:** 888-488-2278**Address:** 8484 Wilshire Blvd., Ste. 515, Beverly Hills, CA 90211  
US**GROWTH PLANS/SPECIAL FEATURES:**

Interactive Video Technologies (IVT) provides e-communications software. It was formed from the merger of IVT with New York-based video application service provider Softcom, and the later acquisition of Digital Lava, a California-based interactive video company. The company's enterprise-scale mixed media software and services enable the creation, management, distribution and measurement of live and on-demand rich media presentations and training over the web. The firm partners with leading IT companies including Akamai, IBM, Cisco Systems and Black Box Corporation in order to provide seamless integration of its products into the latest media players and operating systems. IVT groups its products, which are available both in on-site and Software-as-a-Service (SaaS) formats, under the brand name IVT Enterprise Video Communications Platform (EVCP). Its core product, MediaPlatform, now available in version 4.0, enables business to create, produce, deliver and monitor live and on-demand webcasts. MediaPlatform features include the following: MediaPlatform SlideCaster, which adds interactive content; MediaPlatform WebCaster, which creates live video webcasts; and MediaPlatform Synchronize, which creates on-demand webcasts by synchronizing transcripts and slides with existing audio and video files. MediaPlatform also includes Titan Template Editor, which allows customers to design custom pages and reusable templates. MediaPlatform Director, an optional feature of MediaPlatform, allows users to stream or capture live content from remote sources in a Flash format. Besides MediaPlatform, its other main product is IVT Studio, a free tool designed to allow anyone to create webcasts with limited training. The firm's client list includes Pfizer, Rohm & Haas, IBM, Dell, Cisco Systems, NEC, AT&T, Halliburton, Ernst & Young, Deloitte, Marist and Utica City School District. Based in California, IVT has satellite offices in New York, Washington, D.C., Chicago, Austin and San Francisco.

**FINANCIALS:** Sales and profits are in thousands of dollars—add 000 to get the full amount. 2009 Note: Financial information for 2009 was not available for all companies at press time.2009 Sales: \$  
2008 Sales: \$  
2007 Sales: \$  
2006 Sales: \$  
2005 Sales: \$2009 Profits: \$  
2008 Profits: \$  
2007 Profits: \$  
2006 Profits: \$  
2005 Profits: \$**U.S. Stock Ticker:** Private**Int'l Ticker:** Int'l Exchange:

Employees:

Fiscal Year Ends: 12/31

Parent Company:

**SALARIES/BENEFITS:**Pension Plan:  
Savings Plan:ESOP Stock Plan:  
Stock Purch. Plan:

Profit Sharing:

Top Exec. Salary: \$

Second Exec. Salary: \$

Bonus: \$60,000

Bonus: \$

**OTHER THOUGHTS:**

Apparent Women Officers or Directors: 2

Hot Spot for Advancement for Women/Minorities: Y

**LOCATIONS:** ("Y" = Yes)

West: Y	Southwest:	Midwest:	Southeast:	Northeast: Y	International:
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**INTERNAP NETWORK SERVICES CORP**

www.internap.com

Industry Group Code: 517110 Ranks within this company's industry group: Sales: 27 Profits: 23

<b>Financial Services:</b> Stock Brokerage: Mortgages/Loans: Banking: Insurance: Credit Cards:	<b>Information:</b> Portal/News: Communities: Search Engine: Financial Data Pub.: Broadcasting/Music:	<b>Technology:</b> Hardware: Software: Specialty Equipment: Distributor:	<b>Services:</b> Payments/Markets: Consulting: Advertising/Mktg.: Outsourcing: Other:	<b>Retailing:</b> Retailer: Auctions: Tickets/Travel: Automobiles:	<b>Telecommunications:</b> Internet Service Provider: Web Site Services: Specialty Telecom:
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**TYPES OF BUSINESS:**

Internet Access Provider  
Voice-Over-Internet Protocol  
Multimedia Streaming  
Virtual Private Networking  
Value-Added Services

**BRANDS/DIVISIONS/AFFILIATES:**

Performance IP  
Flow Control Platform  
Internap Japan Co Ltd  
VitalStream Holdings Inc

**CONTACTS:** *Note: Officers with more than one job title may be intentionally listed here more than once.*

Eric Cooney, CEO  
Eric Cooney, Pres.  
George E. Kilguss, III, CFO  
Randal Thompson, VP-Global Sales  
Tim Sullivan, CTO  
Richard P. Dobb, Chief Admin. Officer  
Andrew S. Albrecht, VP-Corp. Dev.  
Lisa Black, Contact-Press  
Andrew McBath, Investor Rel. Contact  
Eugene Eidenberg, Chmn.

<b>Phone:</b> 404-302-9700	<b>Fax:</b> 404-475-0520
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<b>Toll-Free:</b> 877-843-7627
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<b>Address:</b> 250 Williams St., Atlanta, GA 30303 US
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**GROWTH PLANS/SPECIAL FEATURES:**

Internap Network Services Corp. markets products and services that optimize the performance and reliability of strategic business Internet applications and provides Internet access. Applications served include e-commerce, customer relationship management, multimedia streaming, VoIP (Voice over Internet Protocol), virtual private networks and supply chain management. The company operates in three segments: IP services, data center services and CDN services. The IP services segment offers appropriate network solutions to each customer's individual business needs. The Flow Control Platform is included in this segment and is a premise-based intelligent routing hardware product for customers who run their own multiple network architectures. The data center services segment consists of data centers where customers can host their applications directly on the network to eliminate issues associated with the quality of local connections. The facilities are a combination of company-owned centers as well as facilities managed by third parties or partner sites. Comprehensive solutions are offered at 46 service points, including eight locations managed by the company and 38 locations managed by third parties. The CDN services segment allows customers to quickly and securely stream and distribute video, audio and software to audiences across the globe. The segment provides capacity-on-demand to handle large events and traffic spikes and the delivery of high quality content. The MediaConsole content management tool provides customers a single system featuring Media Asset Management and Digital Rights Management support and detailed reporting tools. The company offers its services to more than 3,600 customers in the U.S. and abroad. Internap Japan Co., Ltd., a joint venture with Japanese telecom giant Nippon Telegraph and Telephone Corp. (NTT), provides Internet connectivity for Japanese businesses. In March 2009, Internap announced plans to cut its workforce by 10%. Employees are offered medical, dental and vision insurance; an employee assistance program; discounted auto, legal, home and renter's insurance; and subsidized coverage for family members.

**FINANCIALS:** Sales and profits are in thousands of dollars—add 000 to get the full amount. 2009 Note: Financial information for 2009 was not available for all companies at press time.

2009 Sales: \$	2009 Profits: \$
2008 Sales: \$253,989	2008 Profits: \$-104,813
2007 Sales: \$234,090	2007 Profits: \$-5,555
2006 Sales: \$181,375	2006 Profits: \$3,657
2005 Sales: \$153,717	2005 Profits: \$-4,964

**U.S. Stock Ticker:** INAP  
**Int'l Ticker:** Int'l Exchange:  
Employees: 430  
Fiscal Year Ends: 12/31  
Parent Company:

**SALARIES/BENEFITS:**

Pension Plan:	ESOP Stock Plan:	Profit Sharing:	Top Exec. Salary: \$460,000	Bonus: \$
Savings Plan: Y	Stock Purch. Plan: Y		Second Exec. Salary: \$269,792	Bonus: \$

**OTHER THOUGHTS:**

Apparent Women Officers or Directors: 2  
Hot Spot for Advancement for Women/Minorities:

**LOCATIONS: ("Y" = Yes)**

West:	Southwest:	Midwest:	Southeast:	Northeast:	International:
Y	Y	Y	Y	Y	Y

**INTERNATIONAL BUSINESS MACHINES CORP (IBM)** www.ibm.com

Industry Group Code: 541513 Ranks within this company's industry group: Sales: 1 Profits: 1

<b>Financial Services:</b> Stock Brokerage: Mortgages/Loans: Banking: Insurance: Credit Cards:	<b>Information:</b> Portal/News: Communities: Search Engine: Financial Data Pub.: Broadcasting/Music:	<b>Technology:</b> Hardware: Y Software: Y Specialty Equipment: Distributor: Y	<b>Services:</b> Payments/Markets: Consulting: Y Advertising/Mktg.: Outsourcing: Y Other:	<b>Retailing:</b> Retailer: Auctions: Tickets/Travel: Automobiles:	<b>Telecommunications:</b> Internet Service Provider: Web Site Services: Specialty Telecom:
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**TYPES OF BUSINESS:**

Computer Hardware  
Supercomputers  
Microelectronic Technology  
Software Development  
Networking Systems  
IT Consulting & Outsourcing  
Financial Services

**BRANDS/DIVISIONS/AFFILIATES:**

Rational Software Corp  
IBM Global Services  
MRO Software Inc  
IBM Research  
IBM Canada Ltd  
IBM India Pvt Ltd  
Internet Security Systems Inc  
ILOG S.A.

**CONTACTS:** *Note: Officers with more than one job title may be intentionally listed here more than once.*

Samuel J. Palmisano, CEO  
Samuel J. Palmisano, Pres.  
Mark Loughridge, CFO/Sr. VP  
Jon C. Iwata, Sr. VP-Mktg.  
J. Randall MacDonald, Sr. VP-Human Resources  
John E. Kelly, III, Sr. VP/Dir.-IBM Research  
Mark J. Hennessy, CIO/VP  
Robert W. Moffat, Jr., Sr. VP-Systems & Tech. Group  
Rodney C. Adkins, Sr. VP-Dev. & Mfg., IBM Systems & Tech. Group  
Robert C. Weber, General Counsel/Sr. VP-Legal & Regulatory Affairs  
Jon C. Iwata, Sr. VP-Comm.  
Linda S. Sanford, Sr. VP-IT & Enterprise On Demand Transformation  
Michael E. Daniels, Sr. VP-Global Tech. Svcs., IBM Global Svcs.  
Steven A. Mills, Sr. VP/Group Exec.-IBM Software Group  
R. Frankin Kern, Sr. VP-IBM Global Bus. Svcs.  
Samuel J. Palmisano, Chmn.  
Virginia M Rometty, Sr. VP-IBM Global Sales & Dist.

**Phone:** 914-499-1900 **Fax:** 800-314-1092**Toll-Free:** 800-426-4968**Address:** 1 New Orchard Rd., Armonk, NY 10504-1722 US**GROWTH PLANS/SPECIAL FEATURES:**

International Business Machines Corporation (IBM) is a global producer of computer hardware and software, with one of the largest technology consulting businesses in the world. It operates in five primary segments: global technology services; global business services; software; systems and technology; and global financing. The global technology services segment primarily includes IT infrastructure services and business process services. The global business services segment primarily reflects professional services and application outsourcing services. Capabilities include consulting, systems integration and application management services. The software segment consists primarily of middleware and operating systems software. Middleware software enables clients to integrate systems, processes and applications across a standard software platform. Offerings include information management software; operating systems; and Tivoli software for infrastructure management, including security and storage management. The systems and technology division provides IBM's clients with business solutions built on advanced computing power and storage capabilities. Offerings include servers and infrastructure storage products; microelectronics for IBM systems and for sale to original equipment manufacturers (OEMs); and retail store solutions, such as network-connected cash registers to improve point-of-sale operations. The global financing division's capabilities include commercial financing, client financing and remarketing. IBM is active in over 170 countries worldwide, with major markets including the U.S., Canada, the U.K., France, Germany, Italy, Japan, Denmark, Sweden, Switzerland, Austria, Belgium, Finland, Greece, Ireland, the Netherlands, Portugal, Cyprus, Norway, Israel, Spain, the Bahamas and the Caribbean region. In May 2009, the company acquired Exeros, a producer of data discovery software. In July 2009, IBM agreed to acquire SPSS, Inc., an analytical software development firm, for approximately \$1.2 billion.

The company offers its employees medical, dental and vision coverage including domestic partner benefits; an annual bonus program; life, disability and long-term care insurance; a 401(k) plan; and an employee stock purchase plan, among other benefits.

**FINANCIALS:** Sales and profits are in thousands of dollars—add 000 to get the full amount. 2009 Note: Financial information for 2009 was not available for all companies at press time.

2009 Sales: \$	2009 Profits: \$
2008 Sales: \$103,600,000	2008 Profits: \$12,300,000
2007 Sales: \$98,786,000	2007 Profits: \$10,418,000
2006 Sales: \$91,424,000	2006 Profits: \$9,492,000
2005 Sales: \$91,134,000	2005 Profits: \$7,934,000

**U.S. Stock Ticker:** IBM  
**Int'l Ticker:** Int'l Exchange:  
Employees: 395,000  
Fiscal Year Ends: 12/31  
Parent Company:

**SALARIES/BENEFITS:**

Pension Plan:	ESOP Stock Plan:	Profit Sharing:	Top Exec. Salary: \$1,800,000	Bonus: \$5,500,000
Savings Plan: Y	Stock Purch. Plan: Y		Second Exec. Salary: \$707,500	Bonus: \$1,322,500

**OTHER THOUGHTS:**

**Apparent Women Officers or Directors:** 6  
**Hot Spot for Advancement for Women/Minorities:** Y

**LOCATIONS:** ("Y" = Yes)

West:	Southwest:	Midwest:	Southeast:	Northeast:	International:
Y	Y	Y	Y	Y	Y

**INTERNET AMERICA INC**

www.internetamerica.com

Industry Group Code: 517210 Ranks within this company's industry group: Sales: 2 Profits: 1

<b>Financial Services:</b> Stock Brokerage: Mortgages/Loans: Banking: Insurance: Credit Cards:	<b>Information:</b> Portal/News: Communities: Search Engine: Financial Data Pub.: Broadcasting/Music:	<b>Technology:</b> Hardware: Software: Specialty Equipment: Distributor:	<b>Services:</b> Payments/Markets: Consulting: Advertising/Mktg.: Outsourcing: Other:	<b>Retailing:</b> Retailer: Auctions: Tickets/Travel: Automobiles:	<b>Telecommunications:</b> Internet Service Provider: Web Site Services: Specialty Telecom:	Y
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**TYPES OF BUSINESS:**

Internet Service Provider  
Value-Added Services

**BRANDS/DIVISIONS/AFFILIATES:**

Fax-2-email  
TeleShare Communications Services, Inc.

**CONTACTS:** *Note: Officers with more than one job title may be intentionally listed here more than once.*

William E. (Billy) Ladin, Jr., CEO  
Ross McAlpine, COO  
Ross McAlpine, Pres.  
Jennifer S. LeBlanc, CFO  
Jennifer S. LeBlanc, Sec.  
Jennifer S. LeBlanc, Chief Acct. Officer  
William E. (Billy) Ladin, Jr., Chmn.

**Phone:** 713-968-2500**Fax:****Toll-Free:** 800-232-4335**Address:** 10930 W. Sam Houston Pkwy. N., Ste. 200, Houston, TX 77064 US**GROWTH PLANS/SPECIAL FEATURES:**

Internet America, Inc. is a regional Internet service provider (ISP) operating in Texas. It mainly targets remote rural areas often avoided by ISPs due to the expense of installing terrestrial lines. The company focuses on installing fixed point-to-multipoint wireless broadband networks that make expansion into these areas affordable. Its primary offering comprises Internet services for individual and business customers, including dial-up Internet access, wireless and DSL broadband Internet, personalized e-mail addresses and web site hosting. Additional value-added services include Fax-2-email, online storage solutions and parental control software. Internet America also offers services to business customers, tailored to meet an individual business's needs. These business specific services include DNS (domain names service) registration, dedicated high-speed Internet access and various web services, including server co-location. Internet services (comprising Internet access services and related fees) generated 96.1% of 2008 revenues, with the remaining 3.9% generated by other services. Of the firm's 30,300 active subscribers, most consumer subscribers have month-to-month contracts while most business subscribers have contracted services for a specified term. Almost all customers who sign long-term contracts receive discounted services. The company's accounts include 9,200 dial-up subscriptions, 8,000 wireless broadband subscriptions and 1,900 DSL subscriptions. Recently acquired subsidiaries of the firm include TeleShare Communications Services, Inc., which has over 1,500 Internet service customers in Texas. TeleShare also provides telex messaging services, mostly for the financial and maritime industries.

**FINANCIALS:** Sales and profits are in thousands of dollars—add 000 to get the full amount. 2009 Note: Financial information for 2009 was not available for all companies at press time.

2009 Sales: \$7,783	2009 Profits: \$-2,720
2008 Sales: \$8,777	2008 Profits: \$-3,000
2007 Sales: \$7,985	2007 Profits: \$-347
2006 Sales: \$9,909	2006 Profits: \$-636
2005 Sales: \$10,647	2005 Profits: \$19

**U.S. Stock Ticker:** GEEK**Int'l Ticker:** Int'l Exchange:

Employees: 59

Fiscal Year Ends: 6/30

Parent Company:

**SALARIES/BENEFITS:**

Pension Plan:	ESOP Stock Plan:	Profit Sharing:	Top Exec. Salary: \$200,000	Bonus: \$
Savings Plan: Y	Stock Purch. Plan: Y		Second Exec. Salary: \$120,000	Bonus: \$

**OTHER THOUGHTS:**

Apparent Women Officers or Directors: 1  
Hot Spot for Advancement for Women/Minorities:

**LOCATIONS:** ("Y" = Yes)

West:	Southwest: Y	Midwest:	Southeast:	Northeast:	International:
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**INTERNET BRANDS INC**

www.internetbrands.com

Industry Group Code: 519130 Ranks within this company's industry group: Sales: 27 Profits: 15

<b>Financial Services:</b> Stock Brokerage: Mortgages/Loans: Banking: Insurance: Credit Cards:	<b>Information:</b> Portal/News: Y Communities: Search Engine: Financial Data Pub.: Broadcasting/Music:	<b>Technology:</b> Hardware: Software: Specialty Equipment: Distributor:	<b>Services:</b> Payments/Markets: Consulting: Advertising/Mktg.: Outsourcing: Other:	<b>Retailing:</b> Retailer: Auctions: Y Tickets/Travel: Automobiles: Y	<b>Telecommunications:</b> Internet Service Provider: Web Site Services: Specialty Telecom:
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**TYPES OF BUSINESS:**

Auto Sales-Online  
Home & Home Improvement Web Sites  
Online Travel Directories  
Career Web Sites  
Financial Research Web Sites

**BRANDS/DIVISIONS/AFFILIATES:**

Autodata Solutions, Inc.  
Autodata Solutions Company  
Jelsoft Enterprises, Ltd.  
CarsDirect.com  
Autos.com  
vBulletin  
DoltYourself.com  
World66.com

**CONTACTS:** Note: Officers with more than one job title may be intentionally listed here more than once.

Robert N. Brisco, CEO  
Lisa Morita, COO  
Robert N. Brisco, Pres.  
Scott A. Friedman, CFO  
Chuck Hoover, Chief Mktg. Officer  
Joe Rosenblum, CTO  
B. Lynn Walsh, General Counsel  
B. Lynn Walsh, Exec. VP-Corp. Dev.  
Gregory T. Perrier, CEO/Pres., Autodata Solutions Co.  
Howard Morgan, Chmn.

<b>Phone:</b> 310-280-4000	<b>Fax:</b>
<b>Toll-Free:</b> 800-692-2200	
<b>Address:</b> 909 N. Sepulveda Blvd., 11th Fl., El Segundo, CA 90245 US	

**GROWTH PLANS/SPECIAL FEATURES:**

Internet Brands, Inc. is an operator of e-commerce and community sites. The firm operates more than 80 web sites grouped into six categories: automotive; careers; home; money and business; shopping; and travel and leisure. The automotive segment operates e-commerce automotive web sites that enable consumers to research and buy new and used cars, including Autos.com, CarsDirect.com and NewCarTestDrive.com. The firm also has over 95 automotive-related community and user-generated content web sites, including brand- and model-specific sites, such as AudiWorld.com, Ford-Trucks.com, CorvetteForum.com and DodgeForum.com. The careers segment operates job listings sites, portfolio sites and community sites, including CVTips.com, GrooveJob.com, ModelMayhem.com, PPRuNe.org and WAHM.com. The home segment includes web sites involving housing selection, purchasing, financing, leasing and home improvement. Home web sites include ApartmentRatings.com, Mortgage101.com and DoltYourself.com. Web sites in the money and business segment provide consumers with tools to research and compare various financial products, such as mortgages and credit cards. The shopping segment offers seven sites with a focus on online discounts and other coupons and certain high value categories, such as consumer electronics. Sites include AVRev.com, Bargainist.com, BensBargains.net, HighDefDigest.com, Steves-Digicams.com and UltimateCoupons.com. The travel and leisure web sites comprise 24 accommodation and community sites, ranging from Wikitravel.org and World66.com to BikeForums.net, PuppyDogWeb.com and FitDay.com. In addition, the company licenses Internet technologies through two divisions: Autodata Solutions, operating through subsidiaries Autodata Solutions, Inc. and Autodata Solutions Company, which supply licensed content and technology services to the automotive industry; and Jelsoft, operating through subsidiary Jelsoft Enterprises, Ltd., a developer and distributor of proprietary community bulletin board software and the developer of vBulletin. Internet Brands acquired a total of 29 web sites during 2008, including niche community sites such as HuntingNet.com and Horsetopia.com. In early 2009, the company acquired two money and business sites, FinWeb.com and SmallBusinessNotes.com.

**FINANCIALS:** Sales and profits are in thousands of dollars—add 000 to get the full amount. 2009 Note: Financial information for 2009 was not available for all companies at press time.

2009 Sales: \$	2009 Profits: \$
2008 Sales: \$104,036	2008 Profits: \$11,559
2007 Sales: \$89,889	2007 Profits: \$ 311
2006 Sales: \$84,804	2006 Profits: \$93,067
2005 Sales: \$78,100	2005 Profits: \$13,400

**U.S. Stock Ticker:** INET  
**Int'l Ticker:** Int'l Exchange:  
Employees:  
Fiscal Year Ends: 12/31  
Parent Company:

**SALARIES/BENEFITS:**

Pension Plan:	ESOP Stock Plan:	Profit Sharing:	Top Exec. Salary: \$360,000	Bonus: \$376,333
Savings Plan: Y	Stock Purch. Plan:		Second Exec. Salary: \$283,077	Bonus: \$54,250

**OTHER THOUGHTS:**

**Apparent Women Officers or Directors:** 3  
**Hot Spot for Advancement for Women/Minorities:** Y

**LOCATIONS:** ("Y" = Yes)

West: Y	Southwest:	Midwest:	Southeast:	Northeast:	International: Y
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**INTERNET CAPITAL GROUP INC**

www.internetcapital.com

Industry Group Code: 55111 Ranks within this company's industry group: Sales: 1 Profits: 1

<b>Financial Services:</b> Stock Brokerage: Mortgages/Loans: Banking: Insurance: Credit Cards:	<b>Information:</b> Portal/News: Communities: Search Engine: Financial Data Pub.: Broadcasting/Music:	<b>Technology:</b> Hardware: Software: Specialty Equipment: Distributor:	<b>Services:</b> Payments/Markets: Consulting: Advertising/Mktg.: Outsourcing: Other:	<b>Retailing:</b> Retailer: Auctions: Tickets/Travel: Automobiles:	<b>Telecommunications:</b> Internet Service Provider: Web Site Services: Specialty Telecom:
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**TYPES OF BUSINESS:**

Investment-e-Commerce Companies  
Management & Advisory Services

**BRANDS/DIVISIONS/AFFILIATES:**

ICG Commerce Holdings Inc  
Investor Force Holdings Inc  
StarCite Inc  
Channel Intelligence Inc  
Freeborders Inc  
Vcommerce  
GovDelivery Inc  
WhiteFence Inc

**CONTACTS:** *Note: Officers with more than one job title may be intentionally listed here more than once.*

Walter W. Buckley, III, CEO  
Doug Alexander, Pres.  
Kirk Morgan, CFO  
Suzanne Niemeyer, General Counsel/Managing Dir./Sec.  
Vincent P. Menichelli, VP-Oper.  
Karen Greene, VP-Corp. Comm.  
Karen Greene, VP-Investor Rel.  
Philip A. Rooney, Treas./VP-Tax  
Kamal Advani, Managing Dir.  
Bertrand Navarrete, VP-Acquisitions  
Paul Slaats, Managing Dir.-Acquisitions  
Darren Sandberg, VP-Oper.  
Walter W. Buckley, III, Chmn.

**Phone:** 610-727-6900      **Fax:** 610-727-6901

**Toll-Free:**

**Address:** 690 Lee Rd., Ste. 310, Wayne, PA 19087 US

**GROWTH PLANS/SPECIAL FEATURES:**

Internet Capital Group, Inc. (ICG) is a holding company that invests in Internet software and services companies that drive business productivity and reduce transaction costs between firms. The firm provides operational assistance, capital support, industry expertise and the use of a strategic network of business relationships intended to maximize the long-term market potential of its partner companies. ICG prefers to partner with firms that offer solutions which are delivered through an Internet-enabled software platform; have the ability to generate recurring revenue streams and allow their providers to retain fixed costs; have the potential to evolve into ecosystems; automate complex workflow processes; include software, content data and transaction capabilities; and are delivered to clients through long-term relationships. The firm provides strategic guidance to its partner companies regarding market positioning, business model development and market trends. In addition, ICG advises its partner companies' management and directors on day-to-day management and operational issues in the areas of finance, sales and marketing, business development and human resources. ICG's core companies are ICG Commerce Holdings, Inc., of which the firm owns 64%; Investor Force Holdings, Inc., 81% owned; StarCite, Inc., 36% owned; Channel Intelligence, Inc., 50% owned; Freeborders, Inc., 31% owned; Vcommerce, 53% owned; Metastorm, Inc., 32% owned; and WhiteFence, Inc., 36% owned. ICG also has partnerships with seven other, more peripheral companies. In January 2010, the firm acquired 89% of GovDelivery, Inc., a platform provider of government-to-citizen digital communication solutions, for \$19.7 million.

**FINANCIALS:** Sales and profits are in thousands of dollars—add 000 to get the full amount. 2009 Note: Financial information for 2009 was not available for all companies at press time.

2009 Sales: \$	2009 Profits: \$
2008 Sales: \$71,181	2008 Profits: \$-22,926
2007 Sales: \$52,923	2007 Profits: \$-30,628
2006 Sales: \$64,749	2006 Profits: \$15,624
2005 Sales: \$47,568	2005 Profits: \$72,518

**U.S. Stock Ticker: ICGE**

**Int'l Ticker:** Int'l Exchange:  
Employees: 23  
Fiscal Year Ends: 12/31  
Parent Company:

**SALARIES/BENEFITS:**

Pension Plan:	ESOP Stock Plan:	Profit Sharing:	Top Exec. Salary: \$450,000	Bonus: \$374,375
Savings Plan:	Stock Purch. Plan:		Second Exec. Salary: \$450,000	Bonus: \$374,375

**OTHER THOUGHTS:**

Apparent Women Officers or Directors: 2  
Hot Spot for Advancement for Women/Minorities: Y

**LOCATIONS: ("Y" = Yes)**

West:	Southwest:	Midwest:	Southeast:	Northeast:	International:
	Y		Y	Y	Y

**INTERNET INITIATIVE JAPAN INC**

www.ij.ad.jp

Industry Group Code: 517110 Ranks within this company's industry group: Sales: 25 Profits: 16

<b>Financial Services:</b> Stock Brokerage: Mortgages/Loans: Banking: Insurance: Credit Cards:	<b>Information:</b> Portal/News: Communities: Search Engine: Financial Data Pub.: Broadcasting/Music:	<b>Technology:</b> Hardware: Software: Specialty Equipment: Distributor:	<b>Services:</b> Payments/Markets: Consulting: Advertising/Mktg.: Outsourcing: Other:	<b>Retailing:</b> Retailer: Auctions: Tickets/Travel: Automobiles:	<b>Telecommunications:</b> Internet Service Provider: Web Site Services: Specialty Telecom:
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**TYPES OF BUSINESS:**

Internet Service Provider  
Web Design & Hosting  
Security Services  
Systems Integration  
Network Equipment  
IT Outsourcing & Consulting

**BRANDS/DIVISIONS/AFFILIATES:**

IJJ Technology, Inc.  
IJJ Financial Systems, Inc.  
IJJ America, Inc.  
Net Care, Inc.  
hi-ho, Inc.  
Internet Multifeed Company  
Internet Revolution, Inc.  
GDX Japan, K.K.

**CONTACTS:** *Note: Officers with more than one job title may be intentionally listed here more than once.*

Koichi Suzuki, CEO  
Koichi Suzuki, Pres.  
Akihisa Watai, CFO  
Hideshi Hojo, Exec. VP/Div. Dir.-Sales  
Yoshiaki Hisamoto, Exec. VP/Div. Dir.-Admin.  
Takamichi Miyoshi, Sr. Managing Dir./Gen. Mgr.-Strategy Planning  
Akihisa Watai, Chief Acct. Officer  
Toshiya Asaba, Exec. VP/Div. Dir.-Network Service  
Junichi Shimagami, Div. Dir.-Network Service  
Kazuhiro Tokita, Div. Dir.-Service Bus.  
Naoshi Yoneyama, Pres., hi-ho, Inc.  
Koichi Kobayashi, CEO/Pres., IJJ America, Inc.

**Phone:** 81-3-5205-6500 **Fax:** 81-3-5259-6311**Toll-Free:****Address:** Jinbocho Mitsui Bldg., 1-105 Kanda Jinbo-cho, Tokyo, 101-0051 Japan**GROWTH PLANS/SPECIAL FEATURES:**

Internet Initiative Japan, Inc. (IJJ), founded in 1992, provides Internet access and services to consumers, corporations and other Internet service providers in Japan, focusing on premium services for high-end corporate customers. It offers three basic services: Internet connectivity, which generated 26.3% of 2008 revenues; value-added services, 14.3%; and systems integration, 50.9%. IJJ's connectivity services include dial-up and high-speed Internet access provided for 27,955 corporate use subscribers (generating approximately 69% of connectivity revenue) and 473,266 home use subscribers (31%). Its value-added services provide outsourcing relating to security, networks, servers and businesses; maintenance, monitoring and provision of network equipment; e-mail and web servers; and unauthorized access prevention. Lastly, systems integration services cover project planning, systems design, outsourcing systems and operations, consulting and constructing network systems. One of IJJ's most important assets is its network, with 12 points-of-presence (POPs) for dedicated access and a single nationwide POP for dial-up. The backbone also extends to the U.S., with a total capacity of 40.8 gigabytes-per-second (Gbps), over five times what it had last year. The network also includes 15 data centers in Japan and three in the U.S. Its wholly-owned subsidiaries include IJJ Technology, Inc., devoted to the science of network integration; IJJ Financial Systems, Inc., specializing in IT projects and technology outsourcing for financial services customers; IJJ America, Inc., offering network services in the U.S.; Net Care, Inc., the firm's customer service and technical troubleshooting arm; and hi-ho, Inc., an Internet service provider. IJJ's other investments include a 30% interest in Internet Multifeed Company, which provides location and facilities for Internet backbones, and a 30% interest in Internet Revolution, Inc., a joint venture with video game corporation Konami Corp. that is devoted to the construction of online portals. Additionally, it owns 51% of message exchange service company GDX Japan, K.K.

**FINANCIALS:** Sales and profits are in thousands of dollars—add 000 to get the full amount. 2009 Note: Financial information for 2009 was not available for all companies at press time.

2009 Sales: \$767,700	2009 Profits: \$15,630
2008 Sales: \$669,357	2008 Profits: \$51,844
2007 Sales: \$485,323	2007 Profits: \$46,017
2006 Sales: \$424,009	2006 Profits: \$40,463
2005 Sales: \$389,100	2005 Profits: \$27,100

**U.S. Stock Ticker:** IJJ**Int'l Ticker:** 3774 Int'l Exchange: Tokyo-TSE

Employees: 1,602

Fiscal Year Ends: 3/31

Parent Company:

**SALARIES/BENEFITS:**

Pension Plan: Y	ESOP Stock Plan:	Profit Sharing:	Top Exec. Salary: \$	Bonus: \$
Savings Plan:	Stock Purch. Plan:		Second Exec. Salary: \$	Bonus: \$

**OTHER THOUGHTS:**

Apparent Women Officers or Directors:  
Hot Spot for Advancement for Women/Minorities:

**LOCATIONS:** ("Y" = Yes)

West:	Southwest:	Midwest:	Southeast:	Northeast:	International:
Y				Y	Y

**INTERNET SECURITY SYSTEMS INC**

www.iss.net

Industry Group Code: 511210E Ranks within this company's industry group: Sales: Profits:

<b>Financial Services:</b> Stock Brokerage: Mortgages/Loans: Banking: Insurance: Credit Cards:	<b>Information:</b> Portal/News: Communities: Search Engine: Financial Data Pub.: Broadcasting/Music:	<b>Technology:</b> Hardware: Software: Y Specialty Equipment: Distributor:	<b>Services:</b> Payments/Markets: Consulting: Y Advertising/Mktg.: Outsourcing: Other:	<b>Retailing:</b> Retailer: Auctions: Tickets/Travel: Automobiles:	<b>Telecommunications:</b> Internet Service Provider: Web Site Services: Specialty Telecom:
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**TYPES OF BUSINESS:**

Software-Network Security  
Outsourced Security Management Services  
Consulting, Training & Research Services

**BRANDS/DIVISIONS/AFFILIATES:**

ISS Professional Security Services  
International Business Machines Corp (IBM)  
IBM X-Force

**CONTACTS:** *Note: Officers with more than one job title may be intentionally listed here more than once.*

Brian Truskowski, Gen. Mgr.  
Samuel J. Palmisano, Chmn./CEO/Pres., IBM  
Michael E. Daniels, Sr. VP-Global Tech. Svcs., IBM

**Phone:** 404-236-2600 **Fax:** 404-236-2626

**Toll-Free:** 800-536-7080

**Address:** 6303 Barfield Rd., Atlanta, GA 30328 US

**GROWTH PLANS/SPECIAL FEATURES:**

Internet Security Systems, Inc. (ISS), a business unit of IBM, manufactures security and information protection hardware and software. The firm's products provide preemptive protection for all levels of the IT infrastructure, including networks, servers and endpoint devices such as PCs and laptops. The company's software incorporates security technologies including intrusion prevention and detection systems; security management; desktop and server protection systems; Unified Threat Management (UTM) appliances; email security; web content filtering; vulnerability management; and data security. The firm's security management solutions include managed security services, professional security services, medium-business security solutions, Payment Card Industry (PCI) compliance solutions and virtualization security solutions. ISS divides its solutions into two categories: consulting security services and managed security services. Consulting services, comprised of the ISS Professional Security Services suite, provides comprehensive, enterprise-wide security assessment, design and deployment services in the areas of security governance, privacy, threat mitigation, data security, identity and access management and education and training. Managed security services provide 24-hour information security services at a lower cost than maintaining in-house security resources. ISS also maintains a research and development team, IBM X-Force, which tests software vulnerabilities and studies viruses and other malware, exploits and active attacks, spam, phishing and malicious web content. Customers typically include companies in the banking, government, healthcare, retail and telecommunications industries.

ISS offers its employees benefits including medical, dental and vision coverage, a 401(k) plan, a stock purchase plan and group life insurance.

**FINANCIALS:** Sales and profits are in thousands of dollars—add 000 to get the full amount. 2009 Note: Financial information for 2009 was not available for all companies at press time.

2009 Sales: \$	2009 Profits: \$
2008 Sales: \$	2008 Profits: \$
2007 Sales: \$	2007 Profits: \$
2006 Sales: \$	2006 Profits: \$
2005 Sales: \$329,800	2005 Profits: \$38,500

**U.S. Stock Ticker: Subsidiary**

**Int'l Ticker:** Int'l Exchange:

Employees:

Fiscal Year Ends: 12/31

Parent Company: INTERNATIONAL BUSINESS MACHINES CORP (IBM)

**SALARIES/BENEFITS:**

Pension Plan:	ESOP Stock Plan:	Profit Sharing:	Top Exec. Salary: \$	Bonus: \$
Savings Plan: Y	Stock Purch. Plan: Y		Second Exec. Salary: \$	Bonus: \$

**OTHER THOUGHTS:**

**Apparent Women Officers or Directors:**  
**Hot Spot for Advancement for Women/Minorities:**

**LOCATIONS: ("Y" = Yes)**

West:	Southwest:	Midwest:	Southeast: Y	Northeast:	International:
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**INTUIT INC**

www.intuit.com

Industry Group Code: 511201 Ranks within this company's industry group: Sales: 1 Profits: 1

<b>Financial Services:</b> Stock Brokerage: Mortgages/Loans: Y Banking: Insurance: Credit Cards:	<b>Information:</b> Portal/News: Y Communities: Search Engine: Financial Data Pub.: Broadcasting/Music:	<b>Technology:</b> Hardware: Software: Y Specialty Equipment: Distributor:	<b>Services:</b> Payments/Markets: Consulting: Advertising/Mktg.: Outsourcing: Other:	<b>Retailing:</b> Retailer: Auctions: Tickets/Travel: Automobiles:	<b>Telecommunications:</b> Internet Service Provider: Web Site Services: Specialty Telecom:
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**TYPES OF BUSINESS:**

Computer Software-Financial Management  
Business Accounting Software  
Consumer Finance Software  
Tax Preparation Software  
Online Financial Services

**BRANDS/DIVISIONS/AFFILIATES:**

QuickBooks  
QuickBooks Payroll  
Innovative Merchant Services  
Quicken  
Quicken.com  
Intuit Real Estate Solutions  
TurboTax  
Mint.com

**CONTACTS:** *Note: Officers with more than one job title may be intentionally listed here more than once.*

Brad D. Smith, CEO  
Brad D. Smith, Pres.  
R. Neil Williams, CFO/Sr. VP  
Caroline Donahue, VP-Sales  
Laura A. Fennell, General Counsel/Sr. VP/Corp. Sec.  
Alexander M. Lintner, Sr. VP-Strategy & Corp. Dev.  
Jeffrey P. Hank, Controller/VP  
Scott D. Cook, Chmn.-Exec. Committee  
Kiran Patel, Exec. VP-Small Bus. Ecosystem Div.  
Rick W. Jensen, Sr. VP/Gen. Mgr.-Small Bus. Group  
Sasan Goodarzi, Sr. VP/Gen. Mgr.-Intuit Financial Institutions  
Bill Campbell, Chmn.  
Alexander M. Lintner, Pres., Global Bus. Div.

<b>Phone:</b> 650-944-6000	<b>Fax:</b> 650-944-3699
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<b>Toll-Free:</b> 800-446-8848
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<b>Address:</b> 2632 Marine Way, Mountain View, CA 94043 US
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**GROWTH PLANS/SPECIAL FEATURES:**

Intuit, Inc., is a provider of software and web-based services. The firm specializes in providing financial management and tax solutions to consumers; small and medium-sized businesses; financial institutions; and accounting professionals. The company has five business segments: Small Business Ecosystem; Consumer Tax; Accounting Professionals; Financial Institutions; Other Businesses. The Small Business Ecosystem unit was formed in December 2008 when the firm combined its QuickBooks and Payroll/Payments divisions. QuickBooks products include QuickBooks Simple Start, which provides accounting functionality suitable for very small, less complex businesses; QuickBooks Pro, which provides accounting functionality suitable for slightly larger businesses, including those with payroll needs; QuickBooks Pro for Mac; QuickBooks Premier; and QuickBooks Enterprise Solutions. The company also offers QuickBooks Online Edition, suitable for multiple users working in various locations. Payroll and payments services are offered through QuickBooks Payroll, a family of products sold on a subscription basis to small businesses that prepare their own payroll; and the Innovative Merchant Services business, provides credit card, debit card, electronic benefits, check guarantee and gift card processing services (as well as web-based transaction processing services for online merchants). The Consumer Tax and Accounting Professionals segments offer a variety of software and services for customers whose returns have varying levels of complexity; and for accountants and tax preparers in public practice who serve multiple clients. Digital Insight, the firm's Financial Institutions segment, primarily offers outsourced online banking applications and services for banks and credit unions. The Other Businesses segment includes the Quicken software, Quicken.com, Mint.com, Intuit Real Estate Solutions and its global business operations. Intuit's other popular brand names include TurboTax and Lacerte. In July 2009, Intuit acquired online payroll services provider PayCycle, Inc., for approximately \$170 million. In November 2009, the company acquired Mint Software, Inc., operator of the Mint.com personal finance services web site, for roughly \$171 million.

**FINANCIALS:** Sales and profits are in thousands of dollars—add 000 to get the full amount. 2009 Note: Financial information for 2009 was not available for all companies at press time.

2009 Sales: \$3,182,537	2009 Profits: \$447,041
2008 Sales: \$3,070,974	2008 Profits: \$476,762
2007 Sales: \$2,672,947	2007 Profits: \$440,003
2006 Sales: \$2,293,010	2006 Profits: \$416,963
2005 Sales: \$1,993,102	2005 Profits: \$381,627

**U.S. Stock Ticker:** INTU

Int'l Ticker: Int'l Exchange:

Employees: 8,000

Fiscal Year Ends: 7/31

Parent Company:

**SALARIES/BENEFITS:**

Pension Plan:	ESOP Stock Plan:	Profit Sharing:	Top Exec. Salary: \$761,539	Bonus: \$1,700,000
Savings Plan: Y	Stock Purch. Plan: Y		Second Exec. Salary: \$700,000	Bonus: \$800,000

**OTHER THOUGHTS:**

Apparent Women Officers or Directors: 5  
Hot Spot for Advancement for Women/Minorities: Y

**LOCATIONS:** ("Y" = Yes)

West: Y	Southwest: Y	Midwest: Y	Southeast: Y	Northeast: Y	International: Y
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**IPAYMENT INC**

www.ipaymentinc.com

Industry Group Code: 522320 Ranks within this company's industry group: Sales: 6 Profits: 5

<b>Financial Services:</b> Stock Brokerage: Mortgages/Loans: Banking: Insurance: Credit Cards:	<b>Information:</b> Portal/News: Communities: Search Engine: Financial Data Pub.: Broadcasting/Music:	<b>Technology:</b> Hardware: Software: Specialty Equipment: Distributor:	<b>Services:</b> Payments/Markets: Y Consulting: Advertising/Mktg.: Outsourcing: Other:	<b>Retailing:</b> Retailer: Auctions: Tickets/Travel: Automobiles:	<b>Telecommunications:</b> Internet Service Provider: Web Site Services: Specialty Telecom:
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**TYPES OF BUSINESS:**

Credit Card Processing  
Risk Management  
Underwriting  
E-Commerce  
Communication Networks

**BRANDS/DIVISIONS/AFFILIATES:**

iPayment of California  
iPayment Technologies, Inc.  
First National Processing, Inc.  
E-Commerce Exchange, Inc.  
OnLine Data Corp.  
CardSync Processing Services  
iPayment of Maine  
JP Morgan Chase Bank

**CONTACTS:** *Note: Officers with more than one job title may be intentionally listed here more than once.*

Gregory S. Daily, CEO  
Carl A. Grimstad, Pres.  
Clay M. Whitson, CFO  
Clay M. Whitson, Treas.  
Gregory S. Daily, Chmn.

**Phone:** 615-665-1858**Fax:****Toll-Free:** 800-324-9825**Address:** 40 Burton Hills Blvd., Ste. 415, Nashville, TN 37215 US**GROWTH PLANS/SPECIAL FEATURES:**

iPayment, Inc. provides credit and debit card-based payment processing services to small merchants, who are traditionally underserved by larger payment processors. The company serves about 140,000 active small merchants across the U.S. iPayment processes both traditional card-present (swipe) transactions and card-not-present transactions, which are transactions that take place over the Internet, by mail, via fax or over the telephone. The firm accepts Visa, MasterCard, American Express, Discover, Diners Club, JCB and Carte Blanche. iPayment provides merchants with services and capabilities such as rapid application response time; merchant application acceptance by fax or on-line submission; evaluation and acceptance of card numbers; detection of fraudulent transactions; receipt and settlement of funds; ATM Pin Pads; electronic check acceptance machines; communication networks; risk management; underwriting; chargeback's; mail capability; e-commerce; customer service and interchange. By outsourcing some of these services to third parties, including the evaluation and acceptance of card numbers, detection of fraudulent transactions and receipt and settlement of funds, iPayment maintains an efficient operating structure, which allows for easy expansion without significantly increasing fixed costs. Additionally, the firm places a strong focus on its risk management operations. Risk management operations includes underwriting new accounts, avoiding or recovering losses, and monitoring and investigating merchant account activity for transactions that appear suspicious. These practices enable the firm to better protect its merchants against fraud. The company is an independent system operator and managed service provider for JP Morgan Chase Bank. Subsidiaries of iPayment include iPayment Technologies; First National Processing; E-Commerce Exchange; OnLine Data Corp.; iPayment of Maine; iPayment of California; and CardSync Processing Services.

Employees of the firm are offered medical and dental insurance; a 401(k) plan; and paid holidays, vacation and sick days.

**FINANCIALS:** Sales and profits are in thousands of dollars—add 000 to get the full amount. 2009 Note: Financial information for 2009 was not available for all companies at press time.

2009 Sales: \$	2009 Profits: \$
2008 Sales: \$794,825	2008 Profits: \$14,303
2007 Sales: \$759,109	2007 Profits: \$5,431
2006 Sales: \$733,988	2006 Profits: \$- 40
2005 Sales: \$702,712	2005 Profits: \$33,387

**U.S. Stock Ticker:** Private**Int'l Ticker:** Int'l Exchange:

Employees:

Fiscal Year Ends: 12/31

Parent Company:

**SALARIES/BENEFITS:**

Pension Plan:	ESOP Stock Plan:	Profit Sharing:	Top Exec. Salary: \$	Bonus: \$
Savings Plan: Y	Stock Purch. Plan:		Second Exec. Salary: \$	Bonus: \$

**OTHER THOUGHTS:**

**Apparent Women Officers or Directors:**  
**Hot Spot for Advancement for Women/Minorities:**

**LOCATIONS: ("Y" = Yes)**

West:	Southwest:	Midwest:	Southeast:	Northeast:	International:
Y			Y		

**IVILLAGE INC**

www.ivillage.com

Industry Group Code: 519130 Ranks within this company's industry group: Sales: Profits:

<b>Financial Services:</b> Stock Brokerage: Mortgages/Loans: Banking: Insurance: Credit Cards:	<b>Information:</b> Portal/News: Y Communities: Y Search Engine: Financial Data Pub.: Broadcasting/Music:	<b>Technology:</b> Hardware: Software: Specialty Equipment: Distributor:	<b>Services:</b> Payments/Markets: Consulting: Y Advertising/Mktg.: Y Outsourcing: Y Other:	<b>Retailing:</b> Retailer: Auctions: Tickets/Travel: Automobiles:	<b>Telecommunications:</b> Internet Service Provider: Web Site Services: Y Specialty Telecom:
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**TYPES OF BUSINESS:**

Online Women's Network  
Educational Publishing  
Online Promotions & Direct Marketing  
Consulting Services

**BRANDS/DIVISIONS/AFFILIATES:**

NBC Universal  
iVillage.com  
iVillage UK  
iVillage Total Health  
Astrology.com  
GardenWeb  
gURL.com  
Newborn Channel

**CONTACTS:** Note: Officers with more than one job title may be intentionally listed here more than once.

Michael Gutkowski, COO

Phone: 212-664-4444

Fax: 212-664-4085

Toll-Free:

Address: 500 7th Ave., 14th Fl., New York, NY 10018 US

**GROWTH PLANS/SPECIAL FEATURES:**

iVillage, Inc., a subsidiary of NBC Universal, Inc., is a leading women's media company consisting of several online and offline properties offering unique content, community applications, tools and interactive features. The company's iVillage.com web site, with 31.4 million unique visitors, provides information on such topics as health, parenting, pregnancy, beauty, style, fitness, relationships, food and entertainment. The web site offers thousands of message boards and a variety of social networking tools. iVillage's portfolio include iVillage UK, its U.K.-oriented online information network for women; iVillage Total Health, providing information on women's health issues; iVillage Weddings, a web site offering wedding-oriented information and support; NeverSayDiet.com, a health and nutrition web site that offers weight loss advice; and Momtourage.com., a web site offering tips and ideas for mothers. The firm also owns the web sites Astrology.com, a horoscope web site; GardenWeb, a gardening network; and gURL.com, a web site focused on the preteen and teenage girls offering games, advice, articles and comics.

**FINANCIALS:** Sales and profits are in thousands of dollars—add 000 to get the full amount. 2009 Note: Financial information for 2009 was not available for all companies at press time.

2009 Sales: \$	2009 Profits: \$
2008 Sales: \$	2008 Profits: \$
2007 Sales: \$	2007 Profits: \$
2006 Sales: \$	2006 Profits: \$
2005 Sales: \$91,061	2005 Profits: \$9,456

**U.S. Stock Ticker: Subsidiary**

Int'l Ticker: Int'l Exchange:

Employees:

Fiscal Year Ends: 12/31

Parent Company: NBC UNIVERSAL

**SALARIES/BENEFITS:**

Pension Plan:	ESOP Stock Plan:	Profit Sharing:	Top Exec. Salary: \$	Bonus: \$
Savings Plan:	Stock Purch. Plan:		Second Exec. Salary: \$	Bonus: \$

**OTHER THOUGHTS:**

Apparent Women Officers or Directors:

Hot Spot for Advancement for Women/Minorities: Y

**LOCATIONS: ("Y" = Yes)**

West:	Southwest:	Midwest:	Southeast:	Northeast: Y	International:
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**J2 GLOBAL COMMUNICATIONS INC**

www.j2global.com

Industry Group Code: 518210 Ranks within this company's industry group: Sales: 10 Profits: 4

<b>Financial Services:</b> Stock Brokerage: Mortgages/Loans: Banking: Insurance: Credit Cards:	<b>Information:</b> Portal/News: Communities: Search Engine: Financial Data Pub.: Broadcasting/Music:	<b>Technology:</b> Hardware: Software: Specialty Equipment: Distributor:	<b>Services:</b> Payments/Markets: Consulting: Advertising/Mktg.: Outsourcing: Other:	<b>Retailing:</b> Retailer: Auctions: Tickets/Travel: Automobiles:	<b>Telecommunications:</b> Internet Service Provider: Web Site Services: Specialty Telecom:
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**TYPES OF BUSINESS:**

Unified Messaging & Communication Services  
Internet-Based Faxing  
Internet Conferencing  
Web-base Voicemail

**BRANDS/DIVISIONS/AFFILIATES:**

eFax  
jConnect  
OneBox  
eVoice  
Mijanda, Inc.  
Mailwise, LLP  
Phone People Holdings Corporation  
CallWave, Inc.

**CONTACTS:** *Note: Officers with more than one job title may be intentionally listed here more than once.*

Hemi Zucker, CEO  
Scott Turicchi, Pres.  
Kathy Griggs, CFO  
Patty Brunton, VP-Human Resources  
Ken Truesdale, VP-Prod. Dev.  
Vince Niedielski, VP-Eng.  
Jeff Adelman, General Counsel/VP/Sec.  
Zohar Loshitzer, Exec. VP-Corp. Strategy  
Mike Pugh, VP-Global Web Mktg.  
Kathy Griggs, Chief Acct. Officer  
Alan Alters, VP-Network Oper.  
Richard S. Ressler, Chmn.  
Tim McLean, VP-Int'l

**Phone:** 323-860-9200**Fax:****Toll-Free:** 888-438-5329**Address:** 6922 Hollywood Blvd., Los Angeles, CA 90028 US**GROWTH PLANS/SPECIAL FEATURES:**

j2 Global Communications, Inc. is a provider of messaging and communications services to individuals and businesses in over 3,000 cities in 46 countries. The company provides faxing and voicemail services, document management services, web-initiated conference calling and unified-messaging and communications services. j2 operates in three segments: IP faxing, voice services and E-mail. The IP faxing division enables customers to fax documents over the Internet. This segment represents the majority of the company's revenue and includes businesses such as eFax, eFax Corporate, eFax Broadcast, Send2Fax, jBlast and jConnect to individuals and small businesses. Voice services offers small business clients a suite of virtual voice services that enable these clients to utilize the features of world class phone systems without having to pay the exorbitant price. Businesses associated with this division include eVoice, eReceptionist, Phone People and Onebox. The E-mail services segment provides customized e-mail services to any size business. Services include e-mail hosting, security, archiving, as well as e-mail marketing campaigns. Businesses that fall under this division include Electric Mail and M4 Internet. In February 2009, the firm acquired CallWave, Inc., a provider of Internet and mobile based unified communications solutions. During 2008, the firm completed four acquisitions: the fax assets of Mediaburst Limited, a U.K. based provider of messaging services; all of the outstanding shares of Phone People Holdings Corporation, a provider of voice messaging services; the assets of Mailwise, LLP, a provider of e-mail services; and lastly, the assets of Mijanda, Inc., a provider of fax and voice services.

The firm offers employees medical, dental and vision coverage; casual dress; life insurance; bereavement leave; a 401(k) plan; an employee stock purchase plan; a bonus plan; flexible spending accounts; an employee referral program; and up to 50% reimbursement for tuition and books for work related courses.

**FINANCIALS:** Sales and profits are in thousands of dollars—add 000 to get the full amount. 2009 Note: Financial information for 2009 was not available for all companies at press time.

2009 Sales: \$	2009 Profits: \$
2008 Sales: \$241,513	2008 Profits: \$72,562
2007 Sales: \$220,697	2007 Profits: \$68,461
2006 Sales: \$181,079	2006 Profits: \$53,131
2005 Sales: \$143,941	2005 Profits: \$50,618

**U.S. Stock Ticker:** JCOM**Int'l Ticker:** Int'l Exchange:

Employees: 400

Fiscal Year Ends: 12/31

Parent Company:

**SALARIES/BENEFITS:**

Pension Plan:	ESOP Stock Plan:	Profit Sharing:	Top Exec. Salary: \$442,000	Bonus: \$329,610
Savings Plan: Y	Stock Purch. Plan: Y		Second Exec. Salary: \$377,885	Bonus: \$187,050

**OTHER THOUGHTS:**

Apparent Women Officers or Directors: 2  
Hot Spot for Advancement for Women/Minorities: Y

**LOCATIONS:** ("Y" = Yes)

West:	Southwest:	Midwest:	Southeast:	Northeast:	International:
Y					Y



**JDA SOFTWARE GROUP INC**

www.jda.com

Industry Group Code: 511210A Ranks within this company's industry group: Sales: 2 Profits: 4

<b>Financial Services:</b> Stock Brokerage: Mortgages/Loans: Banking: Insurance: Credit Cards:	<b>Information:</b> Portal/News: Communities: Search Engine: Financial Data Pub.: Broadcasting/Music:	<b>Technology:</b> Hardware: Software: Y Specialty Equipment: Distributor:	<b>Services:</b> Payments/Markets: Consulting: Y Advertising/Mktg.: Outsourcing: Other:	<b>Retailing:</b> Retailer: Auctions: Tickets/Travel: Automobiles:	<b>Telecommunications:</b> Internet Service Provider: Web Site Services: Specialty Telecom:
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**TYPES OF BUSINESS:**

Retail Industry Software  
Supply Chain Management Software  
Consulting Services

**BRANDS/DIVISIONS/AFFILIATES:**

i2 Technologies Inc

**CONTACTS:** *Note: Officers with more than one job title may be intentionally listed here more than once.*

Hamish Brewer, CEO  
Hamish M. Brewer, Pres.  
Peter S. Hathaway, CFO/Exec. VP  
Jason Zintak, Exec. VP-Sales & Mktg.  
Brian Boylan, Sr. VP-Human Resources  
David King, Sr. VP-Prod. Dev.  
David Johnston, Sr. VP-Mfg.  
G. Michael Bridge, General Counsel/Sr. VP  
Wayne Usie, Sr. VP-Retail  
Chris Moore, Exec. VP-Svcs.  
Duane Kotsen, Sr. VP-Implementation Svcs.  
Tom Dziersk, Sr. VP-Americas  
James D. Armstrong, Chmn.  
Stephen McNulty, Regional VP-Asia Pacific

<b>Phone:</b> 480-308-3000	<b>Fax:</b> 480-308-3001
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<b>Toll-Free:</b> 800-438-5301
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<b>Address:</b> 14400 N. 87th St., Scottsdale, AZ 85260-3649 US
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**GROWTH PLANS/SPECIAL FEATURES:**

JDA Software Group, Inc. is a leading provider of enterprise software products designed to enable planning, optimization and execution of supply chain processes. JDA organizes and manages its operations by type of customer across three reportable business segments: retail; manufacturing and distribution; and services industries. The retail segment includes all revenues related to applications sold to retail customers. The manufacturing and distribution segment includes all revenues related to applications sold to manufacturing and distribution companies, including process manufacturers, consumer goods manufacturers, life sciences companies, high tech organizations, oil and gas companies, automotive producers and other discrete manufacturers involved with government, aerospace and defense contracts. The services industry segment includes all revenues related to applications sold to customers in service industries such as travel, transportation, hospitality, media and telecommunications. It sells these products to manufacturers, wholesale/ distributors and retailers as well as government and aerospace defense contractors. JDA has licensed software to more than 5,800 companies worldwide. The company's products enable customers to collect, manage, organize and analyze information, as well as to interact with suppliers and customers over the Internet. Customers may select individual products and implement them on a stand-alone basis or they can implement various combinations of products to create an integrated system. The company also provides services through a single global organization, JDA Services, which include maintenance, consulting, implementation, training and managed services. In December 2009, JDA completed its acquisition of i2 Technologies, Inc., a global provider of supply chain products.

Employees of JDA are offered medical, dental and vision coverage; life insurance; a 401(k) plan; and tuition reimbursement.

**FINANCIALS:** Sales and profits are in thousands of dollars—add 000 to get the full amount. 2009 Note: Financial information for 2009 was not available for all companies at press time.

2009 Sales: \$385,800	2009 Profits: \$26,339
2008 Sales: \$390,332	2008 Profits: \$3,124
2007 Sales: \$373,575	2007 Profits: \$26,522
2006 Sales: \$277,467	2006 Profits: \$- 446
2005 Sales: \$215,823	2005 Profits: \$6,960

**U.S. Stock Ticker:** JDAS

Int'l Ticker: Int'l Exchange:

Employees: 1,718

Fiscal Year Ends: 12/31

Parent Company:

**SALARIES/BENEFITS:**

Pension Plan:	ESOP Stock Plan:	Profit Sharing:	Top Exec. Salary: \$465,188	Bonus: \$494,219
Savings Plan: Y	Stock Purch. Plan:		Second Exec. Salary: \$284,282	Bonus: \$372,044

**OTHER THOUGHTS:**

Apparent Women Officers or Directors:

Hot Spot for Advancement for Women/Minorities:

**LOCATIONS: ("Y" = Yes)**

West:	Southwest:	Midwest:	Southeast:	Northeast:	International:
Y	Y	Y	Y	Y	Y

**JDS UNIPHASE CORPORATION**

www.jdsu.com

Industry Group Code: 334210 Ranks within this company's industry group: Sales: 7 Profits: 6

<b>Financial Services:</b> Stock Brokerage: Mortgages/Loans: Banking: Insurance: Credit Cards:	<b>Information:</b> Portal/News: Communities: Search Engine: Financial Data Pub.: Broadcasting/Music:	<b>Technology:</b> Hardware: Software: Specialty Equipment: Distributor:	<b>Services:</b> Payments/Markets: Consulting: Advertising/Mktg.: Outsourcing: Other:	<b>Retailing:</b> Retailer: Auctions: Tickets/Travel: Automobiles:	<b>Telecommunications:</b> Internet Service Provider: Web Site Services: Specialty Telecom:
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**TYPES OF BUSINESS:**

Telecommunications Equipment Manufacturing  
Fiber Optic Products  
Laser Products  
Optical Test & Measurement Equipment

**BRANDS/DIVISIONS/AFFILIATES:**

HoloFuse

**CONTACTS:** *Note: Officers with more than one job title may be intentionally listed here more than once.*

Thomas Waechter, CEO  
Thomas Waechter, Pres.  
David Vellequette, CFO/Exec. VP  
Brett Hooper, VP-Human Resources  
John Rough, VP-IT  
Matthew Fawcett, VP-Legal  
Judith Kay, VP-Exec. Oper.  
Sharad Rastogi, Sr. VP-Corp. Dev.  
Roy W. Bie, Sr. VP-Advanced Optical Tech. Prod.  
David Holly, Exec. VP/Pres., Comm. Test & Measurement Group  
Alan Lowe, Exec. VP/Pres., Commercial Optical Prod. Group  
Martin A. Kaplan, Chmn.

<b>Phone:</b> 408-546-5000	<b>Fax:</b> 408-546-4300
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**Toll-Free:**

<b>Address:</b> 430 N. McCarthy Blvd., Milpitas, CA 95035 US
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**GROWTH PLANS/SPECIAL FEATURES:**

JDS Uniphase Corporation (JDSU) is a designer and manufacturer of products for fiber-optic communications. System manufacturers in the telecommunications, data communications and cable television industries, as well as original equipment manufacturers, deploy the company's fiber-optic components and modules to enable transmission of video, audio and text data. These products include transmitters, receivers, amplifiers, dispersion compensators, multiplexers, demultiplexers, add/drop modules, switches, optical performance monitors/couplers, splitters and circulators. JDSU's Communications Test and Measurement segment, which accounts for approximately 47% of revenues, offers products and services that enable the design, deployment, and maintenance of communication equipment and networks. The firm's Communications and Commercial Optical Products division (37% of revenues) offers optical communications products used by network equipment manufacturers for telecommunication and enterprise data communication applications. JDSU sells its communications products to the world's leading and emerging telecommunications, data communications and cable television systems providers. The company's Advanced Optical Technologies segment (16% of revenues) applies its optical technologies for use in the display, security, medical/environmental, instrumentation, aerospace and defense markets. Specific product applications include computer monitors and flat-panel displays, projection systems, photocopiers, facsimile machines, scanners, security products and decorative surface treatments. JDSU also supplies laser products for biotechnology, graphic arts and imaging, semiconductor processing, materials processing and a variety of other laser-based applications. In May 2009, the firm released the HoloFuse polycarbonate film, designed to help protect government-issued identity documents against counterfeiting and tampering. In July 2009, the company acquired Finisar Corporation's Network Tools division.

The company offers employees disability, medical, dental, vision and life insurance; flexible spending accounts; educational reimbursement; an employee assistance program; and business travel accident insurance.

**FINANCIALS:** Sales and profits are in thousands of dollars—add 000 to get the full amount. 2009 Note: Financial information for 2009 was not available for all companies at press time.

2009 Sales: \$1,294,400	2009 Profits: \$-866,400
2008 Sales: \$1,530,100	2008 Profits: \$-21,700
2007 Sales: \$1,396,800	2007 Profits: \$-26,300
2006 Sales: \$1,204,300	2006 Profits: \$-151,200
2005 Sales: \$712,200	2005 Profits: \$-261,300

**U.S. Stock Ticker:** JDSU**Int'l Ticker:** Int'l Exchange:

Employees: 7,100

Fiscal Year Ends: 6/30

Parent Company:

**SALARIES/BENEFITS:**

Pension Plan:	ESOP Stock Plan:	Profit Sharing:	Top Exec. Salary: \$551,923	Bonus: \$
Savings Plan: Y	Stock Purch. Plan: Y		Second Exec. Salary: \$424,615	Bonus: \$400,000

**OTHER THOUGHTS:**

Apparent Women Officers or Directors: 3  
Hot Spot for Advancement for Women/Minorities: Y

**LOCATIONS:** ("Y" = Yes)

West:	Southwest:	Midwest:	Southeast:	Northeast:	International:
Y	Y	Y	Y	Y	Y

**JOOST**

www.joost.com

Industry Group Code: 519130 Ranks within this company's industry group: Sales: Profits:

<b>Financial Services:</b> Stock Brokerage: Mortgages/Loans: Banking: Insurance: Credit Cards:	<b>Information:</b> Portal/News: Communities: Search Engine: Financial Data Pub.: Broadcasting/Music: Y	<b>Technology:</b> Hardware: Software: Specialty Equipment: Distributor:	<b>Services:</b> Payments/Markets: Consulting: Advertising/Mktg.: Outsourcing: Other:	<b>Retailing:</b> Retailer: Auctions: Tickets/Travel: Automobiles:	<b>Telecommunications:</b> Internet Service Provider: Web Site Services: Specialty Telecom:
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**TYPES OF BUSINESS:**TV Over IP  
Advertising Services**BRANDS/DIVISIONS/AFFILIATES:**National Basketball Association (NBA)  
NBA Channel  
Major League Baseball (MLB)**CONTACTS:** *Note: Officers with more than one job title may be intentionally listed here more than once.*Matt Zelesko, CEO  
Owen O'Donnell, CFO  
Jason Gaedtke, CTO  
Kyle Forster, VP-Prod. Mgmt.  
Lisa Gelobter, VP-Bus. Oper.  
Stacey Seltzer, Sr. VP-Int'l Bus. Dev.  
Stacey Seltzer, Sr. VP-Content Acquisition  
Danny Passman, VP-Content & Programming

Phone: 31-71-523-0100 Fax: 31-71-523-0759

Toll-Free:

Address: Schipholweg 101 T, Leiden, 2316 XC The Netherlands

**GROWTH PLANS/SPECIAL FEATURES:**

Joost is one of the first providers of broadcast quality, full-screen online television content and associated advertising services. It offers over 46,000 TV shows, music videos and films available through a standard broadband Internet connection. Users get to pick what to watch and when to watch it. Joost's television show genres include comedy, drama, documentary, entertainment, film, animation, science-fiction, horror, music, music entertainment, sports, tech/gaming and news. The firm offers shows that are featured on channels including Adult Swim, Fuse, Nickelodeon, Travel Channel, Nick at Nite, and G4. The company's own most popular channels include Destroy TV, Transformers, Call 2 Action Network and Marvel. Joost's music category offers clips and videos related to the classical, country, dance, rap, hip hop, jazz, blues, R&B, rock, indie, Latin, metal, world, folk and pop music genres. The company also offers full-length films and film clips in the following categories: action, animation, classics, comedy, documentary, drama, global, horror, independent, science-fiction/fantasy and shorts. Joost offers a variety of tools, called widgets, which allow users to chat, rate and blog while they're watching shows. In December 2008, the company introduced an iPhone application, allowing costumers to access the web site through their phones. In June 2009, the firm agreed to focus on providing white label Internet video platforms for media companies. In November 2009, Joost sold certain undisclosed assets to Adconion Media Group.

**FINANCIALS:** Sales and profits are in thousands of dollars—add 000 to get the full amount. 2009 Note: Financial information for 2009 was not available for all companies at press time.

2009 Sales: \$	2009 Profits: \$	<b>U.S. Stock Ticker:</b> Private <b>Int'l Ticker:</b> Int'l Exchange: Employees: Fiscal Year Ends: 12/31 Parent Company:
2008 Sales: \$	2008 Profits: \$	
2007 Sales: \$	2007 Profits: \$	
2006 Sales: \$	2006 Profits: \$	
2005 Sales: \$	2005 Profits: \$	

**SALARIES/BENEFITS:**

Pension Plan:	ESOP Stock Plan:	Profit Sharing:	Top Exec. Salary: \$	Bonus: \$
Savings Plan:	Stock Purch. Plan:		Second Exec. Salary: \$	Bonus: \$

**OTHER THOUGHTS:**Apparent Women Officers or Directors: 2  
Hot Spot for Advancement for Women/Minorities:**LOCATIONS:** ("Y" = Yes)

West:	Southwest:	Midwest:	Southeast:	Northeast:	International:
				Y	Y

**JUNIPER NETWORKS INC**

www.juniper.net

Industry Group Code: 33411 Ranks within this company's industry group: Sales: 2 Profits: 2

<b>Financial Services:</b> Stock Brokerage: Mortgages/Loans: Banking: Insurance: Credit Cards:	<b>Information:</b> Portal/News: Communities: Search Engine: Financial Data Pub.: Broadcasting/Music:	<b>Technology:</b> Hardware: Software: Specialty Equipment: Distributor:	<b>Services:</b> Payments/Markets: Consulting: Advertising/Mktg.: Outsourcing: Other:	<b>Retailing:</b> Retailer: Auctions: Tickets/Travel: Automobiles:	<b>Telecommunications:</b> Internet Service Provider: Web Site Services: Specialty Telecom:
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**TYPES OF BUSINESS:**

Networking Equipment  
IP Networking Systems  
Internet Routers  
Network Security Products  
Internet Software  
Intrusion Prevention  
Application Acceleration

**BRANDS/DIVISIONS/AFFILIATES:**

JUNOS  
E-Series  
J-Series  
M-Series  
T-Series  
MX-Series  
SDX Service Deployment System  
SSL VPN

**CONTACTS:** *Note: Officers with more than one job title may be intentionally listed here more than once.*

Kevin Johnson, CEO  
Robyn Denholm, CFO/Exec. VP  
Lauren Patricia Flaherty, Chief Mktg. Officer/Exec. VP  
Steven Rice, Exec. VP-Human Resources  
Mitchell Gaynor, General Counsel  
Michael Rose, Exec. VP-Service, Support & Oper.  
Gene Zamiska, Chief Acct. Officer  
Kim Perdikou, Exec. VP-Infrastructure Prod. Group  
John Morris, Exec. VP-Worldwide Field Oper.  
Mark Bauhaus, Exec. VP/Gen. Mgr.-Service Layer Tech. Bus. Group  
Hitesh Sheth, Exec. VP/Gen. Mgr.-Ethernet Platforms Bus. Group  
Scott Kriens, Chmn.

**Phone:** 408-745-2000 **Fax:** 408-745-2100**Toll-Free:** 888-586-4737**Address:** 1194 N. Mathilda Ave., Sunnyvale, CA 94089-1206 US**GROWTH PLANS/SPECIAL FEATURES:**

Juniper Networks, Inc. is a provider of custom-designed Internet protocol (IP) networking platforms for Internet service providers, enterprises, governments and educational institutions. Operations are organized into two segments: infrastructure and service layer technologies (SLT). The infrastructure segment primarily offers scalable router products used to control and direct network traffic. Product families offered by the firm include the M-Series, T-Series and E-Series. The SLT segment offers services that protect networks as well as maximize existing bandwidth and acceleration of applications across a distributed network. The SLT product families include firewall services, virtual private network (VPN) systems, intrusion detection and prevention (IDP) and application acceleration platforms. The firm outsources manufacturing to companies such as IBM, Toshiba, Celestica and Plexus; these manufacturers create application-specific chips from Juniper's designs. Additionally, the company sells Internet backbone routers, which are offered through a direct sales force to Internet and telecommunication service providers around the world. The firm maintains several strategic alliances with prominent companies including Avaya, Ericsson, Lucent Technologies, Siemens, and more recently, Lockheed Martin, Microsoft and Oracle. Juniper's customers include wireline, wireless and cable ISPs; private enterprises; federal, state and local government agencies; and research and education institutions. The firm maintains international headquarters in the U.K., Hong Kong and Tokyo and sales offices in 40 countries worldwide. Juniper owns 500 technology patents, either issued or pending.

Employees are offered medical, dental and vision insurance; a 401(k) plan; and a stock purchase plan.

**FINANCIALS:** Sales and profits are in thousands of dollars—add 000 to get the full amount. 2009 Note: Financial information for 2009 was not available for all companies at press time.

2009 Sales: \$	2009 Profits: \$
2008 Sales: \$3,572,376	2008 Profits: \$511,749
2007 Sales: \$2,836,100	2007 Profits: \$360,800
2006 Sales: \$2,303,580	2006 Profits: \$-1,001,437
2005 Sales: \$2,063,957	2005 Profits: \$350,701

**U.S. Stock Ticker:** JNPR  
**Int'l Ticker:** Int'l Exchange:  
Employees: 7,014  
Fiscal Year Ends: 12/31  
Parent Company:

**SALARIES/BENEFITS:**

Pension Plan: ESOP Stock Plan: Profit Sharing: Top Exec. Salary: \$675,000 Bonus: \$903,000  
Savings Plan: Y Stock Purch. Plan: Y Second Exec. Salary: \$495,000 Bonus: \$430,000

**OTHER THOUGHTS:**

Apparent Women Officers or Directors: 4  
Hot Spot for Advancement for Women/Minorities: Y

**LOCATIONS: ("Y" = Yes)**

West:	Southwest:	Midwest:	Southeast:	Northeast:	International:
Y	Y	Y	Y	Y	Y

**KAYAK.COM**

www.kayak.com

Industry Group Code: 5615E Ranks within this company's industry group: Sales: Profits:

<b>Financial Services:</b> Stock Brokerage: Mortgages/Loans: Banking: Insurance: Credit Cards:	<b>Information:</b> Portal/News: Communities: Search Engine: Financial Data Pub.: Broadcasting/Music:	<b>Technology:</b> Hardware: Software: Specialty Equipment: Distributor:	<b>Services:</b> Payments/Markets: Consulting: Advertising/Mktg.: Outsourcing: Other:	<b>Retailing:</b> Retailer: Auctions: Tickets/Travel: Automobiles:	<b>Telecommunications:</b> Internet Service Provider: Web Site Services: Specialty Telecom:
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**TYPES OF BUSINESS:**

Online Travel Services  
Hotel Review

**BRANDS/DIVISIONS/AFFILIATES:**

Kayak Travel Index  
Kayak Traveler  
TravelPost.com  
SideStep.com  
kayak.co.uk  
RyanAir.com  
LastMinute.com  
Kayak Private Sale

**CONTACTS:** *Note: Officers with more than one job title may be intentionally listed here more than once.*

Daniel S. Hafner, CEO  
Paul English, CTO  
Terrell B. Jones, Chmn.

Phone: 203-899-3100

Fax: 203-899-3125

**Toll-Free:**

Address: 55 North Water St., Suite 1, Norwalk, CT 06854 US

**GROWTH PLANS/SPECIAL FEATURES:**

Kayak.com is a travel planning search site that allows user to compile and compare data gathered from over 500 travel sites. Kayak offers users comparison booking in hotels, rental cars, vacation packages and cruises. Generally speaking, the company does not sell travel products directly from its site, but allows users to choose between booking with a travel agent, the airline website or directly from the hotel. The web site's Kayak Travel Index allows users to search travel trends either within a particular location or general nationwide trends. Users can also view information on the most popular destinations, biggest upward travel trends and biggest downward travel trends based on information gathered from Kayak.com and its affiliate web sites. The web site's Kayak Traveler is a news feed devoted to travel related articles. Kayak also has a section tailored towards specific heavily traveled cities including New York, Atlanta and Chicago. The firm's affiliated web sites include TravelPost.com, which allows users to post hotel reviews; SideStep.com allows users to search over 200 airline travel sites; and Kayak.co.uk is geared towards its international users. The company generates its revenue from site advertising spots purchased mainly by other travel related sites. Kayak was formerly called Kayak Software Corp. In January 2010, the company entered into a licensing agreement with European travel site RyanAir.com and LastMinute.com. Additionally, in January 2010 the company launched its Kayak Private Sale service, which negotiates booking prices directly with the hotels that are most popular among Kayak users, the rooms are then offered for a limited time at a reduced rate.

**FINANCIALS:** Sales and profits are in thousands of dollars—add 000 to get the full amount. 2009 Note: Financial information for 2009 was not available for all companies at press time.

2009 Sales: \$  
2008 Sales: \$  
2007 Sales: \$  
2006 Sales: \$  
2005 Sales: \$

2009 Profits: \$  
2008 Profits: \$  
2007 Profits: \$  
2006 Profits: \$  
2005 Profits: \$

U.S. Stock Ticker: Private

Int'l Ticker: Int'l Exchange:

Employees:

Fiscal Year Ends:

Parent Company:

**SALARIES/BENEFITS:**

Pension Plan:  
Savings Plan:

ESOP Stock Plan:  
Stock Purch. Plan:

Profit Sharing:

Top Exec. Salary: \$

Bonus: \$

Second Exec. Salary: \$

Bonus: \$

**OTHER THOUGHTS:**

Apparent Women Officers or Directors:

Hot Spot for Advancement for Women/Minorities:

**LOCATIONS:** ("Y" = Yes)

West:	Southwest:	Midwest:	Southeast:	Northeast:	International:
				Y	

**KDDI CORP**

www.kddi.com

Industry Group Code: 5172 Ranks within this company's industry group: Sales: 7 Profits: 9

<b>Financial Services:</b> Stock Brokerage: Mortgages/Loans: Banking: Insurance: Credit Cards:	<b>Information:</b> Portal/News: Communities: Search Engine: Financial Data Pub.: Broadcasting/Music:	<b>Technology:</b> Hardware: Software: Specialty Equipment: Distributor:	<b>Services:</b> Payments/Markets: Consulting: Advertising/Mktg.: Outsourcing: Other:	<b>Retailing:</b> Retailer: Auctions: Tickets/Travel: Automobiles:	<b>Telecommunications:</b> Internet Service Provider: Web Site Services: Specialty Telecom:	Y
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**TYPES OF BUSINESS:**

Mobile Phone Service  
Value-Added Services  
Cellular Phone Sales  
Local & Long-Distance Phone Service  
Business Services  
Internet Service  
Music Downloads  
Public Phones

**BRANDS/DIVISIONS/AFFILIATES:**

A-Sketch, Inc.  
Au  
DION  
Global Passport  
Global Expert  
Hikari-One  
KDDI India Private, Ltd.  
Amuse, Inc.

**CONTACTS:** *Note: Officers with more than one job title may be intentionally listed here more than once.*

Tadashi Onodera, Pres.  
Nobuhiko Nakano, Exec. VP-Mktg. & Sales  
Hirofumi Morozumi, Sr. VP-Human Resources  
Yasuhiko Ito, Exec. VP-Tech.  
Hirofumi Morozumi, Sr. VP-Corp. Admin.  
Satoshi Nagao, Exec. VP-Group Strategy  
Satoshi Nagao, Exec. VP-Corp. Comm.  
Satoshi Nagao, Exec. VP-Finance  
Takashi Tanaka, Associate Sr. VP/Gen. Mgr.-Solution Bus. Div.  
Hirofumi Morozumi, Sr. VP-Corp. Strategy  
Makoto Takahashi, Associate Sr. VP/Gen. Mgr.-Consumer Bus. Div.  
Masahiro Inoue, Associate Sr. VP  
Tadashi Onodera, Chmn.

**Phone:** 81-3-6678-0692 **Fax:** 81-3-6678-0305**Toll-Free:****Address:** 10-10, Iidabashi 3-chome, Chiyoda-ku, Tokyo, 102-8460 Japan**GROWTH PLANS/SPECIAL FEATURES:**

KDDI Corp. is a Japanese telecommunications firm. Its primary focus is its mobile phone service, called Au, which has over 30 million subscribers. The company provides local, long-distance and international calling; prepaid calls; text messaging and music downloads; and other related services. Its suite of global business offerings include IP (Internet protocol) What'sand VPN (virtual private network) services, data services, frame relay and Inmarsat satellite services that are backed up through associate offices in the U.K. and the U.S. DION, the company's Internet provider, provides customers with basic broadband, dialup and mobile phone connections. It also provides e-mail services and web site hosting. Through its Hikari-One service, DION also offers television, fast Internet connectivity and telephone services. The company is expanding its roaming agreements in a program called Global Passport, reaching across the Sea of Japan into Taiwan, China, South Korea, Vietnam and Thailand; across the Pacific to Guam, Saipan and Hawaii; and most recently to India, Canada and Indonesia. With Global Expert, its customers may use their mobile phone, equipped with IC-card, for voice services in approximately 170 countries worldwide. The firm's major shareholders include Kyocera Corporation, with a 12% share; Toyota Motor Corporation, with 11%; and Tokyo Electric Power Company, Inc., holding an 8% share. In March 2008, the company announced the discontinuation of its KDDI Super World Card PLUS TEXT and KDDI Super World Card @ca services. Also during 2008, KDDI announced a joint venture with Amuse, Inc. to form A-Sketch, Inc. to record, manage and distribute music. In March 2009, KDDI announced that it would partner with several other telecom providers, including Chunghwa Telecom and China Unicom (Hong Kong) Ltd., to jointly build a \$500 million undersea cable stretching nearly 7,000 miles from Japan through Taiwan to Singapore.

**FINANCIALS:** Sales and profits are in thousands of dollars—add 000 to get the full amount. 2009 Note: Financial information for 2009 was not available for all companies at press time.

2009 Sales: \$38,505,900	2009 Profits: \$2,452,220
2008 Sales: \$35,962,800	2008 Profits: \$2,177,900
2007 Sales: \$33,352,600	2007 Profits: \$1,867,500
2006 Sales: \$30,608,100	2006 Profits: \$1,905,700
2005 Sales: \$29,200,400	2005 Profits: \$2,005,900

**U.S. Stock Ticker:****Int'l Ticker: 9433** Int'l Exchange: Tokyo-TSE

Employees:

Fiscal Year Ends: 3/31

Parent Company:

**SALARIES/BENEFITS:**

Pension Plan: Y	ESOP Stock Plan:	Profit Sharing:	Top Exec. Salary: \$	Bonus: \$
Savings Plan:	Stock Purch. Plan:		Second Exec. Salary: \$	Bonus: \$

**OTHER THOUGHTS:**

**Apparent Women Officers or Directors:**  
**Hot Spot for Advancement for Women/Minorities:**

**LOCATIONS: ("Y" = Yes)**

West:	Southwest:	Midwest:	Southeast:	Northeast:	International:
Y				Y	Y

**KEWILL SYSTEMS PLC**

www.kewill.com

Industry Group Code: 511210A Ranks within this company's industry group: Sales: 6 Profits: 5

<b>Financial Services:</b> Stock Brokerage: Mortgages/Loans: Banking: Insurance: Credit Cards:	<b>Information:</b> Portal/News: Communities: Search Engine: Financial Data Pub.: Broadcasting/Music:	<b>Technology:</b> Hardware: Software: Specialty Equipment: Distributor:	<b>Services:</b> Payments/Markets: Consulting: Advertising/Mktg.: Outsourcing: Other:	<b>Retailing:</b> Retailer: Auctions: Tickets/Travel: Automobiles:	<b>Telecommunications:</b> Internet Service Provider: Web Site Services: Specialty Telecom:
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**TYPES OF BUSINESS:**

Internet Supply Chain Management Software  
e-Commerce Software  
Shipping Management Software  
Trade Software

**BRANDS/DIVISIONS/AFFILIATES:**

Kewill Trade  
Kewill Vision  
EasyTrade  
Kewill MessageBroker  
Kewill Flagship Export  
Kewill Clippership  
Kewill Compliance Partner  
CSF GmbH

**CONTACTS:** *Note: Officers with more than one job title may be intentionally listed here more than once.*

Paul Nichols, CEO  
Karen Bach, CFO  
Jacquie Boast, Chief Mktg. Officer  
Iain Bishop, CTO  
Guy Millward, Corp. Sec.  
Jacquie Boast, COO-Europe  
Wolfgang Schwab, Chief Strategy Officer-Customs  
Mike Dolan, COO-Americas  
Andy Roberts, Chmn.  
Patrick Chua, COO-Asia

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**Toll-Free:**

**Address:** Oaklands House, 34 Washway Rd., Artington, Surrey GU31LR UK

**GROWTH PLANS/SPECIAL FEATURES:**

Kewill Systems plc provides supply chain management software that connects suppliers and buyers over the Internet. It offers products in the following categories: global trade; transport and logistics; parcel shipping; service logistics; and electronic data interchange (EDI) and business integration. The company's global trade offerings are focused on customs, customs brokerage, compliance and freight forwarding. Global trade products include EurTradeNet, an exchange between customs authorities and exporters co-founded and co-operated by Kewill; Kewill customsXchange, a fully integrated platform allowing customers to find the latest customs regulations worldwide; and Kewill Forwarding, linked to Kewill compliance products, tracks freight globally, ensuring customers are not carrying embargoed goods or dealing with denied parties. Its transport & logistics products cover parcel shipping; logistics with Kewill Integrate, Kewill Logistics Navigator, Kewill Transport, Kewill Warehousing and Kewill Logistics Kernel; and freight forwarding through Kewill forwarding. Kewill parcel shipping software products, Kewill Flagship and Kewill Clippership automate and manage the shipping processes for parcel carriers and freight services as well as provide compliance screening services. Kewill's service logistics products are designed to help businesses manage the complete after sales supply chain including order placement, customer care, logistics, repair and services. Its EDI and business integration offerings consist of B2B (business to business) integration products, a connectivity service, order management products and related services. Its B2B integration software includes Kewill eBiz-Manager, which integrates systems and applications for companies with in-house technical resources and Kewill MessageBroker, a B2B integration service for companies that outsource technical issues. Its connectivity service, Kewill Xchange is a managed file transfer service that provides a single interface for information exchange between customers and their trading partners. The company's order management products include the Kewill EasyTrade product line for small to medium businesses and the Kewill Trade line for retailers and large businesses.

**FINANCIALS:** Sales and profits are in thousands of dollars—add 000 to get the full amount. 2009 Note: Financial information for 2009 was not available for all companies at press time.

2009 Sales: \$	2009 Profits: \$
2008 Sales: \$86,600	2008 Profits: \$2,480
2007 Sales: \$80,980	2007 Profits: \$1,980
2006 Sales: \$61,640	2006 Profits: \$1,810
2005 Sales: \$50,100	2005 Profits: \$5,200

**U.S. Stock Ticker:** KWIYF.PK**Int'l Ticker:** KWL Int'l Exchange: London-LSE

Employees:

Fiscal Year Ends: 3/31

Parent Company:

**SALARIES/BENEFITS:**

Pension Plan:	ESOP Stock Plan:	Profit Sharing:	Top Exec. Salary: \$	Bonus: \$
Savings Plan:	Stock Purch. Plan:		Second Exec. Salary: \$	Bonus: \$

**OTHER THOUGHTS:**

Apparent Women Officers or Directors: 2  
Hot Spot for Advancement for Women/Minorities: Y

**LOCATIONS:** ("Y" = Yes)

West: Y	Southwest:	Midwest:	Southeast:	Northeast: Y	International: Y
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**KEYNOTE SYSTEMS INC**

www.keynote.com

Industry Group Code: 541512 Ranks within this company's industry group: Sales: 3 Profits: 3

<b>Financial Services:</b> Stock Brokerage: Mortgages/Loans: Banking: Insurance: Credit Cards:	<b>Information:</b> Portal/News: Communities: Search Engine: Financial Data Pub.: Broadcasting/Music:	<b>Technology:</b> Hardware: Software: Specialty Equipment: Distributor:	<b>Services:</b> Payments/Markets: Consulting: Advertising/Mktg.: Outsourcing: Other:	<b>Retailing:</b> Retailer: Auctions: Tickets/Travel: Automobiles:	<b>Telecommunications:</b> Internet Service Provider: Web Site Services: Specialty Telecom:
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**TYPES OF BUSINESS:**

Consulting-Internet Performance Management  
e-Commerce Transactions Measurement  
Benchmarking & Testing Services

**BRANDS/DIVISIONS/AFFILIATES:**

Global Roamer  
SIGOS System Integrated Test Environment (SITE)

**CONTACTS:** *Note: Officers with more than one job title may be intentionally listed here more than once.*

Umang Gupta, CEO  
Drew Hamer, CFO  
Anshu Agarwal, VP-Mktg.  
Eric Stokesberry, VP-IT  
Vik Chaudhary, VP-Prod. Mgmt.  
Krishna Khadloya, VP-Eng.  
Eric Stokesberry, VP-Oper.  
Vik Chaudhary, VP-Corp. Dev.  
Drew Hamer, VP-Finance  
Don Aoki, Sr. VP-Professional Svcs.  
Jeff Kraatz, Sr. VP-Worldwide Sales & Svcs.  
Umang Gupta, Chmn.

<b>Phone:</b> 650-403-2400	<b>Fax:</b> 650-403-5500
<b>Toll-Free:</b> 888-539-7978	
<b>Address:</b> 777 Mariners Island Blvd., San Mateo, CA 94404 US	

**GROWTH PLANS/SPECIAL FEATURES:**

Keynote Systems, Inc. develops and sells technology solutions to measure, test, assure and improve the quality of service for Internet and mobile communications. The company's operations can be divided into two primary segments: Internet test and measurement (Internet); and mobile test and measurement (Mobile). The firm also offers licensed solutions. Keynote's Internet services are based upon an extensive network of strategically-located measurement and testing computers running its proprietary software that measure online business performance. Keynote operates over 3,000 measurement computers in over 240 geographic locations around the world. Internet services include web site and transaction/application monitoring and measurement services; Voice over Internet Protocol (VoIP) and streaming measurement services; load testing services; customer experience management services; competitive research and industry scorecard services; and custom professional services focused on load and capacity problems, online customer satisfaction and usability issues. The company measures over 18,000 web pages each month. Keynote's Mobile services are based on a worldwide infrastructure of distributed mobile devices, both simulated and real, to benchmark, monitor and test the performance quality of those services from multiple regional markets. In addition, this segment includes the firm's Global Roamer services and its SIGOS System Integrated Test Environment (SITE) systems, which allows mobile and telecommunications providers to test and monitor their mobile roaming partners' voice and data networks. The company markets its products through its field sales and telesales organization, as well as through its web site. Keynote maintains offices internationally in the U.K., France, Germany and Sweden and sells indirectly through reseller partners throughout the rest of Europe, the Middle East, Africa and Asia.

Keynote offers its employees medical, dental and vision insurance; life insurance; disability coverage; health care spending accounts; a dependent care reimbursement account; an educational assistance program; a travel assistance program; and an employee assistance program.

**FINANCIALS:** Sales and profits are in thousands of dollars—add 000 to get the full amount. 2009 Note: Financial information for 2009 was not available for all companies at press time.

2009 Sales: \$80,107	2009 Profits: \$3,257
2008 Sales: \$76,908	2008 Profits: \$-2,764
2007 Sales: \$67,754	2007 Profits: \$-4,691
2006 Sales: \$55,508	2006 Profits: \$-7,534
2005 Sales: \$53,692	2005 Profits: \$7,365

**U.S. Stock Ticker:** KEYN  
**Int'l Ticker:** Int'l Exchange:  
Employees: 307  
Fiscal Year Ends: 9/30  
Parent Company:

**SALARIES/BENEFITS:**

Pension Plan:	ESOP Stock Plan:	Profit Sharing:	Top Exec. Salary: \$313,500	Bonus: \$350,184
Savings Plan:	Stock Purch. Plan:		Second Exec. Salary: \$237,500	Bonus: \$25,000

**OTHER THOUGHTS:**

Apparent Women Officers or Directors: 2  
Hot Spot for Advancement for Women/Minorities: Y

**LOCATIONS:** ("Y" = Yes)

West: Y	Southwest: Y	Midwest: Y	Southeast: Y	Northeast: Y	International: Y
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**KNOT INC (THE)**

www.theknot.com

Industry Group Code: 519130 Ranks within this company's industry group: Sales: 28 Profits: 16

<b>Financial Services:</b> Stock Brokerage: Mortgages/Loans: Banking: Insurance: Credit Cards:	<b>Information:</b> Portal/News: Communities: Search Engine: Financial Data Pub.: Broadcasting/Music:	<b>Technology:</b> Hardware: Software: Specialty Equipment: Distributor:	<b>Services:</b> Payments/Markets: Consulting: Advertising/Mktg.: Outsourcing: Other:	<b>Retailing:</b> Retailer: Auctions: Tickets/Travel: Automobiles:	<b>Telecommunications:</b> Internet Service Provider: Web Site Services: Specialty Telecom:
	Y Y		Y	Y	Y

**TYPES OF BUSINESS:**

Online Resource for Wedding Planning  
Online Gift Registry  
Wedding Books & Magazines  
Online Community  
Wedding Supplies

**BRANDS/DIVISIONS/AFFILIATES:**

Knot Online (The)  
Knot Weddings Magazine (The)  
TheKnot.com  
TheNest.com  
LilaGuide.com  
Knot TV (The)  
Knot Wedding Shop (The)  
TheBump.com

**CONTACTS:** *Note: Officers with more than one job title may be intentionally listed here more than once.*

David Liu, CEO  
Carol Koh Evans, COO  
David Liu, Pres.  
John Mueller, CFO  
Nic Di Iorio, Exec. VP/Managing Dir.-Tech. Group  
Jeremy Lechtzin, General Counsel  
Carley Roney, Editor-in-Chief/Co-Founder  
David Liu, Chmn.

<b>Phone:</b> 212-219-8555	<b>Fax:</b> 212-219-1929
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<b>Toll-Free:</b> 877-843-5668
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**GROWTH PLANS/SPECIAL FEATURES:**

The Knot, Inc. is one of the world's leading wedding media and services companies, providing couples with planning information, interactive tools and a vast array of online resources. The firm's web site, TheKnot.com, has over 2 million unique visitors per month. Additionally, The Knot is the exclusive wedding content provider to portals including MSN and Comcast. The company provides over 1,000 products, including decorated disposable cameras, wedding bubbles and bells, ring pillows, toasting flutes, car decorating kits, table centerpieces, goblets and glasses, garters and unity candles. In addition, the company publishes The Knot Weddings Magazine, a semiannual national publication which features editorial content covering every major wedding planning decision. The firm also maintains regional versions of the same magazines. Both magazines are distributed to newsstands and bookstores across the country. The Knot also authors a book series on wedding planning and a gift-book series on wedding gowns and flowers. The Knot Wedding Shop is one of the largest online wedding retailers in the world, offering supplies, favors and attendant gifts among other things. The company's online services include gift registries, searchable databases, planning tools, a guest list manager, a budgeter and advice columns. The Knot also generates member involvement through chat rooms, message boards and personalized interactive services. The Knot owns and operates TheNest.com, for newlyweds; LilaGuide.com, an additional site with resources for all parents; and TheBump.com, providing print and online guides to fertility, pregnancy, birth and baby resources. In January 2009, the company acquired BreastFeeding.com, an online resource for first-time parents. In the same month, the firm acquired WedSnap, a developer of online social networking applications for weddings.

Employees are offered medical and dental insurance; short- and long-term disability coverage; life insurance; flexible spending accounts; an employee assistance program; a 401(k) plan; and an employee stock purchase plan.

**FINANCIALS:** Sales and profits are in thousands of dollars—add 000 to get the full amount. 2009 Note: Financial information for 2009 was not available for all companies at press time.

2009 Sales: \$	2009 Profits: \$
2008 Sales: \$103,897	2008 Profits: \$4,129
2007 Sales: \$98,688	2007 Profits: \$11,869
2006 Sales: \$72,679	2006 Profits: \$23,426
2005 Sales: \$51,408	2005 Profits: \$3,952

**U.S. Stock Ticker:** KNOT  
**Int'l Ticker:** Int'l Exchange:  
Employees: 472  
Fiscal Year Ends: 12/31  
Parent Company:

**SALARIES/BENEFITS:**

Pension Plan:	ESOP Stock Plan:	Profit Sharing:	Top Exec. Salary: \$370,000	Bonus: \$
Savings Plan: Y	Stock Purch. Plan: Y		Second Exec. Salary: \$344,531	Bonus: \$

**OTHER THOUGHTS:**

**Apparent Women Officers or Directors:** 4  
**Hot Spot for Advancement for Women/Minorities:** Y

**LOCATIONS: ("Y" = Yes)**

West:	Southwest:	Midwest:	Southeast:	Northeast:	International:
Y	Y	Y		Y	

**LASTMINUTE.COM**

www.lastminute.com

Industry Group Code: 5615E Ranks within this company's industry group: Sales: Profits:

<b>Financial Services:</b> Stock Brokerage: Mortgages/Loans: Banking: Insurance: Credit Cards:	<b>Information:</b> Portal/News: Communities: Search Engine: Financial Data Pub.: Broadcasting/Music:	<b>Technology:</b> Hardware: Software: Specialty Equipment: Distributor:	<b>Services:</b> Payments/Markets: Consulting: Advertising/Mktg.: Outsourcing: Other:	<b>Retailing:</b> Retailer: Auctions: Tickets/Travel: Automobiles:	<b>Telecommunications:</b> Internet Service Provider: Web Site Services: Specialty Telecom:
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**TYPES OF BUSINESS:**

Online Travel Agency  
Online Reservations & Ticket Sales  
Vacation packages  
Entertainment packages  
Dining discounts/packages

**BRANDS/DIVISIONS/AFFILIATES:**

Travelocity Europe  
Sabre Holdings Corporation  
eXhilaration  
Holiday Autos  
Travelocity business  
MedHotels.com

**CONTACTS:** *Note: Officers with more than one job title may be intentionally listed here more than once.*

Ian McCaig, CEO  
Amanda Cumine, Dir.-Public Rel. U.K. & Europe  
Brian J. Collie, Chmn.

**Phone:** 44-20-7866-4200      **Fax:** 44-20-7866-4001

**Toll-Free:**

**Address:** 39 Victoria St., London, SW1H 0EE UK

**GROWTH PLANS/SPECIAL FEATURES:**

LastMinute.com is a wholly-owned subsidiary of Travelocity Europe, which is owned by Sabre Holdings Corp. The company offers customers last-minute opportunities for travel services, including flight bookings, hotel reservations, train tickets, car rentals and package vacations. LastMinute.com also offers tickets for entertainment events, restaurant reservations, gifts, auctions, specialty products and eating-in services in the U.K., Ireland, France, Belgium, the Netherlands, Germany, Italy, Spain, Sweden, Australia, Japan, New Zealand, South Africa and the U.S. The firm's registered subscribers can make purchases by telephone, over the Internet and through an interactive voice recognition service from 14 days to 3 hours before departure. LastMinute.com offers suppliers an alternative way to distribute excess inventory at short notice without threatening their core businesses, and offers consumers a wide range of products at reduced prices. The company has relationships with thousands of individual suppliers for which it serves as a third party in facilitating contracts. The concept is based on the idea of matching supply and demand and ensuring that excess inventory is not wasted. LastMinute.com owns and operates several subsidiaries, including eXhilaration, MedHotels.com, All-Hotels.com and Holiday Autos.

Sabre Holdings, which owns Lastminute.com, offers employees health and welfare benefits, a 401(k) plan and a discount stock purchase plan.

**FINANCIALS:** Sales and profits are in thousands of dollars—add 000 to get the full amount. 2009 Note: Financial information for 2009 was not available for all companies at press time.

2009 Sales: \$	2009 Profits: \$
2008 Sales: \$	2008 Profits: \$
2007 Sales: \$	2007 Profits: \$
2006 Sales: \$	2006 Profits: \$
2005 Sales: \$	2005 Profits: \$

**U.S. Stock Ticker: Subsidiary**

**Int'l Ticker:** Int'l Exchange:

Employees:

Fiscal Year Ends: 9/30

Parent Company: SABRE HOLDINGS CORP

**SALARIES/BENEFITS:**

Pension Plan: ESOP Stock Plan: Profit Sharing: Top Exec. Salary: \$ Bonus: \$  
Savings Plan: Y Stock Purch. Plan: Second Exec. Salary: \$ Bonus: \$

**OTHER THOUGHTS:**

**Apparent Women Officers or Directors:**

**Hot Spot for Advancement for Women/Minorities:**

**LOCATIONS: ("Y" = Yes)**

West:	Southwest:	Midwest:	Southeast:	Northeast:	International:
					Y

**LBI INTERNATIONAL AB**

www.lbi.com

Industry Group Code: 5614 Ranks within this company's industry group: Sales: 1 Profits: 1

<b>Financial Services:</b> Stock Brokerage: Mortgages/Loans: Banking: Insurance: Credit Cards:	<b>Information:</b> Portal/News: Communities: Search Engine: Financial Data Pub.: Broadcasting/Music:	<b>Technology:</b> Hardware: Software: Specialty Equipment: Distributor:	<b>Services:</b> Payments/Markets: Consulting: Advertising/Mktg.: Outsourcing: Other:	<b>Retailing:</b> Retailer: Auctions: Tickets/Travel: Automobiles:	<b>Telecommunications:</b> Internet Service Provider: Web Site Services: Specialty Telecom:
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**TYPES OF BUSINESS:**

Business Support & Marketing Services  
IT Consulting  
Web Site Design  
Brand Strategy  
Customer Relationship Management

**BRANDS/DIVISIONS/AFFILIATES:**

LB Icon AB  
IconMediaLab  
Escador  
MetaDesign  
Lost Boys  
Special Ops Media  
Netrank  
OX2

**CONTACTS:** *Note: Officers with more than one job title may be intentionally listed here more than once.*

Luke Taylor, CEO  
Thomas Elkan, COO  
Huub Wezenberg, CFO  
Alen Davis, Chief Strategy Officer  
Jesper Andersen, CEO-LBI Denmark & LBI Sweden  
Chris Clarke, Chief Creative Officer  
Ewen Sturgeon, CEO-UK

**Phone:** 46-8-4100-1000      **Fax:** 46-8-411-6595

**Toll-Free:**

**Address:** Kungsgatan 6, Stockholm, SE-111 43 Sweden

**FINANCIALS:** Sales and profits are in thousands of dollars—add 000 to get the full amount. 2009 Note: Financial information for 2009 was not available for all companies at press time.

2009 Sales: \$	2009 Profits: \$
2008 Sales: \$191,610	2008 Profits: \$11,000
2007 Sales: \$171,500	2007 Profits: \$12,100
2006 Sales: \$126,200	2006 Profits: \$10,800
2005 Sales: \$116,660	2005 Profits: \$7,340

**U.S. Stock Ticker:**

**Int'l Ticker:** LBI Int'l Exchange: Stockholm-SSE  
Employees: 1,500  
Fiscal Year Ends: 12/31  
Parent Company:

**SALARIES/BENEFITS:**

Pension Plan:	ESOP Stock Plan:	Profit Sharing:	Top Exec. Salary: \$	Bonus: \$
Savings Plan:	Stock Purch. Plan:		Second Exec. Salary: \$	Bonus: \$

**OTHER THOUGHTS:**

Apparent Women Officers or Directors: 1  
Hot Spot for Advancement for Women/Minorities:

**LOCATIONS:** ("Y" = Yes)

West:	Southwest:	Midwest:	Southeast:	Northeast:	International:
			Y	Y	Y

**GROWTH PLANS/SPECIAL FEATURES:**

LBI International AB offers technology, digital marketing and communication solutions to its clients. Headquartered in Stockholm and Amsterdam, the firm has offices in several locations including Italy, Spain, Belgium, Germany, the U.K. and the U. S. Clients are offered a variety of consulting services, with an emphasis on corporate identity, multi-channel marketing concepts and information management support, especially customer relations management. The company operates through a host of subsidiaries, which include IconMediaLab, Lost Boys, MetaDesign and Escador. The group's primary services fall under the categories of business and brand strategy (MetaDesign and Escador Netherlands), marketing strategy and communication (Lost Boys, IconMediaLab Italy and American subsidiary Icon Nicholson, among others) and IT (IconMediaLab Spain, Escador Germany and more), with e-commerce being a point of focus that combines all of the above. LBI partners with a number to companies to better assist their clients including IBM, Microsoft, NetIQ, Oracle and Vignette. The company recently acquired Natrank, a U.K. search engine optimization and online brand positioning agency; OX2, a Belgian web analytics agency; and Special Ops Media, a New York-based full service interactive agency.

**LENDINGTREE LLC**

www.lendingtree.com

Industry Group Code: 522310E Ranks within this company's industry group: Sales: Profits:

<b>Financial Services:</b>		<b>Information:</b>		<b>Technology:</b>		<b>Services:</b>		<b>Retailing:</b>		<b>Telecommunications:</b>	
Stock Brokerage:		Portal/News:	Y	Hardware:		Payments/Markets:		Retailer:		Internet Service Provider:	
Mortgages/Loans:	Y	Communities:		Software:		Consulting:		Auctions:		Web Site Services:	
Banking:		Search Engine:		Specialty Equipment:		Advertising/Mktg.:		Tickets/Travel:		Specialty Telecom:	
Insurance:		Financial Data Pub.:		Distributor:		Outsourcing:		Automobiles:			
Credit Cards:	Y	Broadcasting/Music:				Other:					

**TYPES OF BUSINESS:**

Consumer Loans & Mortgages Internet Portal  
 Online Financial Information & Tools  
 Online Realty Services  
 Settlement Services  
 Online Homeowner Resources

**BRANDS/DIVISIONS/AFFILIATES:**

IAC/InterActiveCorp  
 LendingTree Loans  
 GetSmart.com  
 ARM Central  
 LendingTree.com

**CONTACTS:** *Note: Officers with more than one job title may be intentionally listed here more than once.*

Doug Lebda, CEO  
 Bob Harris, Pres.  
 Matt Packey, CFO/Sr. VP  
 Darren Beck, Chief Mktg. Officer  
 Claudette Hampton, Sr. VP-Human Resources  
 Dean Conant, VP-IT Oper.  
 Eric Sadow, Chief Legal & Compliance Officer  
 David Norris, Pres., Lending Tree Loans  
 Keith Moore, Sr. VP/Gen. Mgr.-Emerging Businesses  
 Doug Lebda, Chmn.

**Phone:** 704-541-5351 **Fax:** 704-541-1824

**Toll-Free:** 800-555-8733

**Address:** 11115 Rushmore Dr., Charlotte, NC 28277 US

**GROWTH PLANS/SPECIAL FEATURES:**

LendingTree, Inc., a subsidiary of IAC/InterActiveCorp, is an online lending and realty services exchange. The firm enables customers to choose from up to four competitive loan offers from local, regional and national lenders across the U.S. LendingTree also connects customers with realtors, who offer services concerning the buying and selling of homes. Customers begin by completing the firm's online loan request, which requires information concerning desired loan(s) and personal financial information. The customer's data and credit scores are then automatically compared to the underwriting criteria of participating lenders. LendingTree Loans, the firm's wholly-owned subsidiary, allows LendingTree to provide consumers with multiple loan offers without the consumer having to contact different lenders directly. The lending exchange encompasses most consumer credit categories, including mortgages, home equity loans, automobile loans, student loans and personal loans. LendingTree provides access through its web site to realty services related to owning, maintaining, buying and selling a home, including a network of real estate brokers. It also operates getsmart.com, a web site that offers access to a range of loan services, including loan refinancing, mortgage loans, home equity loans, debt consolidation and credit reports; and ARM Central, a resource for homeowners facing an adjustable rate mortgage reset. In February 2009, the company launched My Account, a personalized homepage on LendingTree.com that allows customers to compare loan offers.

**FINANCIALS:** Sales and profits are in thousands of dollars—add 000 to get the full amount. 2009 Note: Financial information for 2009 was not available for all companies at press time.

2009 Sales: \$	2009 Profits: \$
2008 Sales: \$	2008 Profits: \$
2007 Sales: \$356,200	2007 Profits: \$-42,700
2006 Sales: \$485,700	2006 Profits: \$42,300
2005 Sales: \$425,300	2005 Profits: \$6,400

**U.S. Stock Ticker: Subsidiary**

**Int'l Ticker:** Int'l Exchange:

Employees:

Fiscal Year Ends: 12/31

Parent Company: IAC/INTERACTIVECORP

**SALARIES/BENEFITS:**

Pension Plan:	ESOP Stock Plan:	Profit Sharing:	Top Exec. Salary: \$	Bonus: \$178,900
Savings Plan:	Stock Purch. Plan:		Second Exec. Salary: \$	Bonus: \$

**OTHER THOUGHTS:**

**Apparent Women Officers or Directors:** 1  
**Hot Spot for Advancement for Women/Minorities:**

**LOCATIONS: ("Y" = Yes)**

West:	Southwest:	Midwest:	Southeast:	Northeast:	International:
				Y	

**LEVEL 3 COMMUNICATIONS INC**

www.level3.com

Industry Group Code: 517110 Ranks within this company's industry group: Sales: 14 Profits: 25

<b>Financial Services:</b> Stock Brokerage: Mortgages/Loans: Banking: Insurance: Credit Cards:	<b>Information:</b> Portal/News: Communities: Search Engine: Financial Data Pub.: Broadcasting/Music:	<b>Technology:</b> Hardware: Software: Specialty Equipment: Distributor:	<b>Services:</b> Payments/Markets: Consulting: Advertising/Mktg.: Outsourcing: Other:	<b>Retailing:</b> Retailer: Auctions: Tickets/Travel: Automobiles:	<b>Telecommunications:</b> Internet Service Provider: Web Site Services: Specialty Telecom:
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**TYPES OF BUSINESS:**

Private Data Networks-Fiber Optic  
Broadband Network Services  
Managed Modem Access Services

**BRANDS/DIVISIONS/AFFILIATES:**

Peter Kiewit Sons, Inc. (PKS)  
ICG Communications Inc  
Softswitch  
Broadwing Communications LLC  
Telcove Corp

**CONTACTS:** *Note: Officers with more than one job title may be intentionally listed here more than once.*

James Q. Crowe, CEO  
Jeff K. Storey, COO  
Jeff K. Storey, Pres.  
Sunit Patel, CFO/Exec. VP  
Sureel Choksi, Chief Mktg. Officer  
Michele Vion, Group VP-Human Resources  
Jack Waters, CTO/Pres., Global Network Svcs.  
Thomas C. Stortz, Chief Legal Officer/Exec. VP  
Jeff Battcher, Sr. VP-Corp. Comm.  
Jennifer Daumler, Sr. Dir.-Investor Analyst Rel.  
Robin Grey, Corp. Treas.  
Andrew Crouch, Pres., Wholesale Markets  
Walter Scott, Jr., Chmn.  
James Heard, Pres., European Markets

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**GROWTH PLANS/SPECIAL FEATURES:**

Level 3 Communications, Inc. is a leading provider of integrated communications services. The company's main offering is the firm's broadband networks in the U.S. and Europe. Using these networks, Level 3 supplies a portfolio of services including Internet Protocol (IP) services (Internet access, Ethernet and virtual private network, or VPN), broadband transport, colocation services, and patented Softswitch-based managed modem and voice services, which use a distributed computer system to emulate traditional circuit switches. Level 3 divides these services according to customer base into four segments: wholesale markets group, business markets group, content markets group and the European group. The wholesale group services high bandwidth needs of large communications providers. The business group provides services to enterprises, regional carriers, educational institutions and government agencies. The content group sells services designed for video distribution companies; providers of online gaming and mega-portals; software service providers; social networking providers; and traditional media distribution companies including broadcasters, television networks and sports leagues. Lastly, the European groups supplies communications services in Europe for customers similar to the wholesale and content customers. The firm owns and operates several subsidiaries including Telcove Corp.; Broadwing Corporation, which owns Broadwing Communications, LLC; and ICG Communications, Inc. Originally founded as a part of Peter Kiewit Sons', Inc., a mining, construction and communications company, Level 3 also has holdings in coal mining and other diversified interests. In June 2008, the firm sold its advertising distribution business to DG FastChannel, Inc. In May 2009, the firm launched a new High-Speed Content Upload services available to its content delivery network customers.

The firm offers employees a 401(k) plan; educational assistance; flexible spending accounts; and medical, dental and vision coverage.

**FINANCIALS:** Sales and profits are in thousands of dollars—add 000 to get the full amount. 2009 Note: Financial information for 2009 was not available for all companies at press time.

2009 Sales: \$3,762,000	2009 Profits: \$-618,000
2008 Sales: \$4,301,000	2008 Profits: \$-318,000
2007 Sales: \$4,269,000	2007 Profits: \$-1,114,000
2006 Sales: \$3,378,000	2006 Profits: \$-744,000
2005 Sales: \$1,719,000	2005 Profits: \$-638,000

**U.S. Stock Ticker:** LVLT**Int'l Ticker:** Int'l Exchange:

Employees: 5,300

Fiscal Year Ends: 12/31

Parent Company:

**SALARIES/BENEFITS:**

Pension Plan:	ESOP Stock Plan:	Profit Sharing:	Top Exec. Salary: \$812,692	Bonus: \$1,800,000
Savings Plan: Y	Stock Purch. Plan:		Second Exec. Salary: \$502,692	Bonus: \$630,000

**OTHER THOUGHTS:**

Apparent Women Officers or Directors: 3  
Hot Spot for Advancement for Women/Minorities: Y

**LOCATIONS:** ("Y" = Yes)

West:	Southwest:	Midwest:	Southeast:	Northeast:	International:
Y	Y		Y	Y	Y

**LIBERTY GLOBAL INC**

www.lgi.com

Industry Group Code: 517110 Ranks within this company's industry group: Sales: 7 Profits: 26

<b>Financial Services:</b> Stock Brokerage: Mortgages/Loans: Banking: Insurance: Credit Cards:	<b>Information:</b> Portal/News: Communities: Search Engine: Financial Data Pub.: Broadcasting/Music:	<b>Technology:</b> Hardware: Software: Specialty Equipment: Distributor:	<b>Services:</b> Payments/Markets: Consulting: Advertising/Mktg.: Outsourcing: Other:	<b>Retailing:</b> Retailer: Auctions: Tickets/Travel: Automobiles:	<b>Telecommunications:</b> Internet Service Provider: Web Site Services: Specialty Telecom:	Y Y
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**TYPES OF BUSINESS:**

Video, Voice & Broadband Internet Access Services  
 Telephony Services  
 VoIP Services  
 Mobile Telephony Services

**BRANDS/DIVISIONS/AFFILIATES:**

UPC Broadband Holding BV  
 UPC Holding BV  
 VTR Global Com S.A.  
 Telenet Group Holding NV  
 Jupiter Telecommunications Co., Ltd.  
 Astar United Communications Limited  
 Chellomedia BV

**CONTACTS:** *Note: Officers with more than one job title may be intentionally listed here more than once.*

Michael T. Fries, CEO  
 Michael T. Fries, Pres.  
 Charles H. R. Bracken, Co-CFO/Principal Financial Officer/Sr. VP  
 Amy M. Blair, Sr. VP-Global Human Resources  
 Balan Nair, CTO/Sr. VP  
 Elizabeth M. Markowski, General Counsel/Sec./Sr. VP  
 Shane O'Neill, Chief Strategy Officer/Sr. VP  
 Bernard C. Dvorak, Co-CFO/Principle Acct. Officer/Sr. VP  
 Mauricio Ramos, Pres., Liberty Global Latin America/CEO-VTR Global  
 W. Gene Musselman, Pres./COO-UPC Broadband Div.  
 Shane O'Neill, Pres., Chellomedia BV  
 Bob Leighton, Sr. VP-Programming  
 John C. Malone, Chmn.  
 Miranda Curtis, Pres., Liberty Global Japan

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<b>Toll-Free:</b>
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<b>Address:</b> 12300 Liberty Blvd., Englewood, CO 80112 US
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**GROWTH PLANS/SPECIAL FEATURES:**

Liberty Global, Inc. (LGI) is an international provider of video, voice and broadband Internet services, with consolidated broadband communications and/or direct-to-home satellite operations in 15 countries around the world, primarily in Europe, Japan and Chile. LGI has roughly 16.9 million customers and 26.7 million video, voice and/or Internet subscribers. The firm conducts its business operations through various subsidiaries. Through LGI's indirect wholly-owned subsidiary, UPC Holding BV, the firm provides video, voice and broadband Internet services in 10 European countries and in Chile. The European broadband communications operations of UPC Broadband Holding BV, a subsidiary of UPC Holding, are collectively referred to as the UPC Broadband Division. UPC Broadband Holding's broadband communication operations in Chile are provided through VTR Global Com S.A. Through LGI's 50.6% indirect majority ownership interest in Telenet Group Holding NV, the firm provides broadband communications services in Belgium. Through its indirect 37.8% controlling ownership interest in Jupiter Telecommunications Co., Ltd., the firm provides broadband communications services in Japan. Through its 54% indirect majority owned subsidiary, Astar United Communications Limited, the firm provides DTH satellite services in Australia. LGI also has consolidated broadband communications operations in Puerto Rico and consolidated interests in certain programming businesses in Europe, Japan and Argentina. The firm's consolidated programming interests in Europe are primarily held through Chellomedia BV, which owns or manages investments in various businesses, primarily in Europe. Certain of Chellomedia's subsidiaries and affiliates provide programming services to its broadband communications operations, primarily in Europe. In November 2009, the firm agreed to buy German cable company, Unity Media GmbH for around \$3 billion from BC Partners Ltd., and Apollo Management LP.

**FINANCIALS:** Sales and profits are in thousands of dollars—add 000 to get the full amount. 2009 Note: Financial information for 2009 was not available for all companies at press time.

2009 Sales: \$	2009 Profits: \$
2008 Sales: \$10,561,100	2008 Profits: \$-788,900
2007 Sales: \$9,003,300	2007 Profits: \$-422,600
2006 Sales: \$6,483,900	2006 Profits: \$706,200
2005 Sales: \$5,151,332	2005 Profits: \$-80,097

**U.S. Stock Ticker:** LBTYA  
**Int'l Ticker:** Int'l Exchange:  
 Employees: 22,300  
 Fiscal Year Ends: 12/31  
 Parent Company:

**SALARIES/BENEFITS:**

Pension Plan:	ESOP Stock Plan:	Profit Sharing:	Top Exec. Salary: \$957,000	Bonus: \$1,600,000
Savings Plan:	Stock Purch. Plan:		Second Exec. Salary: \$699,890	Bonus: \$900,000

**OTHER THOUGHTS:**

**Apparent Women Officers or Directors:** 3  
**Hot Spot for Advancement for Women/Minorities:** Y

**LOCATIONS:** ("Y" = Yes)

West:	Southwest:	Midwest:	Southeast:	Northeast:	International:
Y					Y

**LINDEN LAB**

lindenlab.com

Industry Group Code: 511210G Ranks within this company's industry group: Sales: Profits:

<b>Financial Services:</b> Stock Brokerage: Mortgages/Loans: Banking: Insurance: Credit Cards:	<b>Information:</b> Portal/News: Communities: Y Search Engine: Financial Data Pub.: Broadcasting/Music:	<b>Technology:</b> Hardware: Software: Y Specialty Equipment: Distributor:	<b>Services:</b> Payments/Markets: Consulting: Advertising/Mktg.: Outsourcing: Y Other:	<b>Retailing:</b> Retailer: Auctions: Tickets/Travel: Automobiles:	<b>Telecommunications:</b> Internet Service Provider: Web Site Services: Specialty Telecom:
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**TYPES OF BUSINESS:**

Online Gaming Forum

**BRANDS/DIVISIONS/AFFILIATES:**

Second Life  
Teen Second Life  
Second Life Grid  
Linden Dollars  
LindeX

**CONTACTS:** *Note: Officers with more than one job title may be intentionally listed here more than once.*

Mark Kingdon, CEO  
Bob Komin, CFO  
Sandy Gould, VP-Human Resources & Organizational Dev.  
Frank Ambrose, Sr. VP-Global Tech.  
Tom Hale, Chief Prod. Officer  
Marty Roberts, General Counsel  
Judy Wade, VP-Strategy & Emerging Bus.  
Robin Ducot, VP-Web Dev.  
Cyn Skyberg, VP-Customer Rel.  
Howard Look, Sr. VP-Customer Applications  
Joe Miller, VP-Platform & Tech. Dev.  
Brian Michon, VP-Core Dev.  
Philip Rosedale, Chmn.

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<b>Toll-Free:</b>
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<b>Address:</b> 945 Battery St., San Francisco, CA 94111 US
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**GROWTH PLANS/SPECIAL FEATURES:**

Linden Lab provides an online collaborative 3D virtual environment called Second Life, which is created and inhabited by people from around the world. Linden has office locations in the U.S., the U.K. and Singapore. Users of Second Life are called Residents, and with a Premium Second Life Account they have the opportunity to create an avatar, purchase virtual land with a stipend of Linden Dollars, interact with other Residents and create virtual objects ranging from cars to buildings. While the first Basic account is free, Premium Second Life accounts start at \$9.95 a month and are required for purchasing virtual land. A Second Life account includes access to an avatar personalization tool as well as building tools using geometric primitives and scripting language, enabling the addition of behaviors to objects which have been created. Once an object has been built, its creator has intellectual property (IP) rights to it and can sell it to other Residents. LindeX, Second Life's official Linden Dollar exchange, can exchange Linden Dollars for real currency. Residents also provide tutorials for creating objects in Second Life. Teen Second Life is the company's online environment designed for users aged 13-17. Once a user turns 18, they are transferred to Second Life, along with all of their content. The Second Life Grid is the technology platform for Second Life and includes its simulation processes, asset storage and software. Second Life differs from a typical massively multiplayer online role playing game (MMORPG) in that it provides nearly unlimited interactive and creative freedom, as well as providing its users with the opportunity to retain IP rights over creations. The Resident population of Second Life is roughly 15 million. Employees are offered medical, dental and vision insurance.

**FINANCIALS:** Sales and profits are in thousands of dollars—add 000 to get the full amount. 2009 Note: Financial information for 2009 was not available for all companies at press time.

2009 Sales: \$	2009 Profits: \$
2008 Sales: \$	2008 Profits: \$
2007 Sales: \$	2007 Profits: \$
2006 Sales: \$	2006 Profits: \$
2005 Sales: \$	2005 Profits: \$

**U.S. Stock Ticker:** Private  
**Int'l Ticker:** Int'l Exchange:  
Employees: 300  
Fiscal Year Ends:  
Parent Company:

**SALARIES/BENEFITS:**

Pension Plan:	ESOP Stock Plan:	Profit Sharing:	Top Exec. Salary: \$	Bonus: \$
Savings Plan:	Stock Purch. Plan:		Second Exec. Salary: \$	Bonus: \$

**OTHER THOUGHTS:**

Apparent Women Officers or Directors: 4  
Hot Spot for Advancement for Women/Minorities: Y

**LOCATIONS:** ("Y" = Yes)

West: Y	Southwest:	Midwest:	Southeast:	Northeast: Y	International: Y
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**LINKSHARE CORPORATION**

www.linkshare.com

Industry Group Code: 541810E Ranks within this company's industry group: Sales: Profits:

<b>Financial Services:</b> Stock Brokerage: Mortgages/Loans: Banking: Insurance: Credit Cards:	<b>Information:</b> Portal/News: Communities: Search Engine: Financial Data Pub.: Broadcasting/Music:	<b>Technology:</b> Hardware: Software: Specialty Equipment: Distributor:	<b>Services:</b> Payments/Markets: Consulting: Advertising/Mktg.: Outsourcing: Other:	<b>Retailing:</b> Retailer: Auctions: Tickets/Travel: Automobiles:	<b>Telecommunications:</b> Internet Service Provider: Web Site Services: Specialty Telecom:
		Y	Y		Y

**TYPES OF BUSINESS:**

Affiliate Marketing Network  
Market Research Services  
Web Analytics Software  
Commission Tracking Software

**BRANDS/DIVISIONS/AFFILIATES:**

Rakuten, Inc.

**CONTACTS:** *Note: Officers with more than one job title may be intentionally listed here more than once.*

Hiroshi Mikitani, CEO  
Jonathan Levine, Co-Pres.  
Mark Kirschner, Chief Mktg. Officer  
Yaz Iida, Co-Pres.  
Russ Pechman, VP-LinkShare Lead Advantage  
Adam Weiss, VP-Network Dev.

<b>Phone:</b> 646-943-8200	<b>Fax:</b> 646-943-8204
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<b>Toll-Free:</b> 800-875-5465
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<b>Address:</b> 215 Park Ave. S., 9th Fl., New York, NY 10003 US
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**GROWTH PLANS/SPECIAL FEATURES:**

LinkShare Corporation, a subsidiary of the Japanese Internet service company Rakuten, Inc., is a provider of online marketing solutions to advertisers and publishers, specializing in the areas of search marketing (SEM), lead generation and affiliate marketing. Search marketing programs are designed to help clients appear at the top of search engine returns through Key Performance Indicator optimization and keyword and landing page testing and optimization. Lead generation is done through audience targeting, online marketing objective strategy, site monitoring and landing page layout services. Affiliate marketing programs help clients advertise on other web sites in order to expand their customer base. LinkShare's pay per action (PPA) platform, launched in 2009, tracks completed calls that publishers route to advertisers' call centers, which enables publishers to earn commissions for affiliate marketing promoted through on- and offline media. Headquartered in New York, the firm has office locations in Tampa, Chicago, London and Shanghai. Its clients include Fortune 500 companies and online retailers in the apparel and accessories, jewelry, beauty and electronics industries, among others, such as J.C. Penney; 1-800-Flowers.com; American Express; and Avon Products. In July 2009, LinkShare announced a partnership with Widgetbox, a web widget platform, to allow LinkShare's customers to design and distribute custom widgets for product promotion on merchant partner sites and social networking sites such as Facebook.

**FINANCIALS:** Sales and profits are in thousands of dollars—add 000 to get the full amount. 2009 Note: Financial information for 2009 was not available for all companies at press time.

2009 Sales: \$	2009 Profits: \$
2008 Sales: \$	2008 Profits: \$
2007 Sales: \$	2007 Profits: \$
2006 Sales: \$	2006 Profits: \$
2005 Sales: \$	2005 Profits: \$

**U.S. Stock Ticker:** Subsidiary  
**Int'l Ticker:** Int'l Exchange:  
Employees:  
Fiscal Year Ends: 6/30  
Parent Company: RAKUTEN INC

**SALARIES/BENEFITS:**

Pension Plan:	ESOP Stock Plan:	Profit Sharing:	Top Exec. Salary: \$	Bonus: \$
Savings Plan:	Stock Purch. Plan:		Second Exec. Salary: \$	Bonus: \$

**OTHER THOUGHTS:**

Apparent Women Officers or Directors: 1  
Hot Spot for Advancement for Women/Minorities: Y

**LOCATIONS:** ("Y" = Yes)

West:	Southwest:	Midwest:	Southeast:	Northeast:	International:
		Y	Y	Y	Y



**LIONBRIDGE TECHNOLOGIES INC**

www.lionbridge.com

Industry Group Code: 541513 Ranks within this company's industry group: Sales: 13 Profits: 9

<b>Financial Services:</b> Stock Brokerage: Mortgages/Loans: Banking: Insurance: Credit Cards:	<b>Information:</b> Portal/News: Communities: Search Engine: Financial Data Pub.: Broadcasting/Music:	<b>Technology:</b> Hardware: Software: Specialty Equipment: Distributor:	<b>Services:</b> Payments/Markets: Consulting: Advertising/Mktg.: Outsourcing: Other:	<b>Retailing:</b> Retailer: Auctions: Tickets/Travel: Automobiles:	<b>Telecommunications:</b> Internet Service Provider: Web Site Services: Specialty Telecom:
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**TYPES OF BUSINESS:**

Translation Services  
Web Site Language Translation  
eLearning  
Interpretation Communication Services

**BRANDS/DIVISIONS/AFFILIATES:**

Lionbridge Global Language and Content  
Lionbridge Global Development and Testing  
VeriTest  
Translation Workspace

**CONTACTS:** *Note: Officers with more than one job title may be intentionally listed here more than once.*

Rory Cowan, CEO  
Satish Maripuri, COO  
Rory Cowan, Pres.  
Donald Muir, CFO  
Paula Shannon, Chief Sales Officer/Sr. VP/Gen. Mgr.  
Michele Erwin, Sr. VP-Human Resources  
Mark Nesline, Sr. VP-Eng.  
Peggy Shukur, General Counsel/VP/Sec.  
Sara Buda, VP-Corp. Dev.  
Sara Buda, VP-Investor Rel.  
Henri Broekmate, Sr. VP/Gen. Mgr.  
Yvonne Cekel, VP-SaaS & Communities  
Rory Cowan, Chmn.

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<b>Toll-Free:</b>
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<b>Address:</b> 1050 Winter St., Ste. 2300, Waltham, MA 02451 US
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**GROWTH PLANS/SPECIAL FEATURES:**

Lionbridge Technologies, Inc. is a custom business software developer. The firm offers training, e-learning, translation, marketing and communication business software for the life sciences, healthcare, education, mobile and online industries. The firm's solutions include product and content globalization; content and eLearning courseware development; interpretation services; application development and maintenance; software and hardware testing; product certification and competitive analysis. Lionbridge's services enable global organizations to increase market penetration and speed adoption of global content and products, enhance return on enterprise application investments, increase workforce productivity and reduce costs. Lionbridge Global Language and Content (GLC) solutions enable the globalization and worldwide multilingual release of clients' products, content and related technical support, training materials and sales and marketing information. As part of its GLC solutions, the company also develops eLearning content and technical documentation. Through its Global Development and Testing (GDT) solutions, the firm develops, re-engineers and optimizes IT applications and performs testing to ensure the quality, interoperability, usability and performance of clients' software, consumer technology products, web sites and content. Lionbridge's testing services, which are offered under the VeriTest brand, also include product certification and competitive analysis. Additionally, the company provides interpretation services for government and business organizations that require linguists to facilitate communication. The firm offers interpretation communication services in more than 360 languages and dialects, including onsite interpretations, over-the-phone interpretation and interpreter testing, training and assessment services. Microsoft Corporation, Lionbridge's largest client, accounts for approximately 20% of the firm's revenue. In October 2009, the firm introduced Translation Workspace, an Internet-based translation productivity solution that enables translators and agencies to collaborate instantly with other translators; automate quality assurance; manage, translate and sequence language assets in real-time; monitor project productivity; and engage qualified resources on demand.

**FINANCIALS:** Sales and profits are in thousands of dollars—add 000 to get the full amount. 2009 Note: Financial information for 2009 was not available for all companies at press time.

2009 Sales: \$389,250	2009 Profits: \$-4,460
2008 Sales: \$461,432	2008 Profits: \$-119,305
2007 Sales: \$451,994	2007 Profits: \$-4,212
2006 Sales: \$418,884	2006 Profits: \$-4,902
2005 Sales: \$236,262	2005 Profits: \$-3,913

**U.S. Stock Ticker:** LIOX

**Int'l Ticker:** Int'l Exchange:  
Employees: 4,500  
Fiscal Year Ends: 12/31  
Parent Company:

**SALARIES/BENEFITS:**

Pension Plan:	ESOP Stock Plan:	Profit Sharing:	Top Exec. Salary: \$550,000	Bonus: \$326,700
Savings Plan:	Stock Purch. Plan:		Second Exec. Salary: \$300,000	Bonus: \$97,200

**OTHER THOUGHTS:**

**Apparent Women Officers or Directors:** 5  
**Hot Spot for Advancement for Women/Minorities:** Y

**LOCATIONS:** ("Y" = Yes)

West:	Southwest:	Midwest:	Southeast:	Northeast:	International:
Y		Y		Y	Y

**LIQUIDNET HOLDINGS INC**

www.liquidnet.com

Industry Group Code: 52312E Ranks within this company's industry group: Sales: Profits:

<b>Financial Services:</b> Stock Brokerage: Y Mortgages/Loans: Banking: Insurance: Credit Cards:	<b>Information:</b> Portal/News: Communities: Search Engine: Financial Data Pub.: Broadcasting/Music:	<b>Technology:</b> Hardware: Software: Specialty Equipment: Distributor:	<b>Services:</b> Payments/Markets: Consulting: Advertising/Mktg.: Outsourcing: Other:	<b>Retailing:</b> Retailer: Auctions: Tickets/Travel: Automobiles:	<b>Telecommunications:</b> Internet Service Provider: Web Site Services: Specialty Telecom:
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**TYPES OF BUSINESS:**

Electronic Stock Sales Marketplace  
Online Sales of Blocks of Stock

**BRANDS/DIVISIONS/AFFILIATES:**

Liquidnet InfraRed  
Supernatural

**CONTACTS:** *Note: Officers with more than one job title may be intentionally listed here more than once.*

Seth Merrin, CEO  
Seth Merrin, Pres.  
William Maw, CFO  
Steve Greenblatt, Head-Sales  
Jerilyn Medrea, Global Head-Talent Engagement  
Kevin Lupowitz, CIO  
Howard Meyerson, General Counsel/Chief Compliance Officer  
Steve Greenblatt, Global Head-Equities  
Alfred Eskander, Head-U.S. Equities  
Robert Young, Head-Liquidnet Canada

**Phone:** 646-674-2000      **Fax:** 646-674-2003

**Toll-Free:**

**Address:** 498 7th Ave., 15th Fl., New York, NY 10018 US

**GROWTH PLANS/SPECIAL FEATURES:**

Liquidnet Holdings, Inc., formed in 2001, is an electronic marketplace conducting equity securities block trading for institutional customers. Customers can trade blocks of small-, mid-, or large-cap stocks with little market impact. The company provides its market to over 550 buy-side trading firms. The firm has offices in New York, London, Toronto, Tokyo, Hong Kong, Sydney and Singapore. The company's Supernatural trading strategy allows clients to trade in larger-size blocks rather than segmented pieces. The firm's premier desktop application, Liquidnet InfraRed, allows clients to monitor stocks and gather market intelligence. Liquidnet partners with a variety of companies as either Order Management System (OMS) vendors, which create real-time access for vendors without revealing vendor information, or Streaming Liquidity Partners (SLP), which send electronically routed agency orders without human sales involvement.

Liquidnet offers its employees medical, dental and vision coverage; domestic partner coverage; on-site flu shots; stock options; a 401(k) plan; flexible spending accounts; and commuter benefits.

**FINANCIALS:** Sales and profits are in thousands of dollars—add 000 to get the full amount. 2009 Note: Financial information for 2009 was not available for all companies at press time.

2009 Sales: \$	2009 Profits: \$
2008 Sales: \$	2008 Profits: \$
2007 Sales: \$	2007 Profits: \$
2006 Sales: \$	2006 Profits: \$
2005 Sales: \$	2005 Profits: \$

**U.S. Stock Ticker:** Private  
**Int'l Ticker:** Int'l Exchange:  
Employees:  
Fiscal Year Ends: 12/31  
Parent Company:

**SALARIES/BENEFITS:**

Pension Plan:	ESOP Stock Plan:	Profit Sharing:	Top Exec. Salary: \$	Bonus: \$
Savings Plan: Y	Stock Purch. Plan: Y		Second Exec. Salary: \$	Bonus: \$

**OTHER THOUGHTS:**

**Apparent Women Officers or Directors:** 1  
**Hot Spot for Advancement for Women/Minorities:**

**LOCATIONS:** ("Y" = Yes)

West:	Southwest:	Midwest:	Southeast:	Northeast:	International:
				Y	Y

**LIVEPERSON INC**

www.liveperson.com

Industry Group Code: 511210K Ranks within this company's industry group: Sales: 6 Profits: 8

<b>Financial Services:</b> Stock Brokerage: Mortgages/Loans: Banking: Insurance: Credit Cards:	<b>Information:</b> Portal/News: Communities: Search Engine: Financial Data Pub.: Broadcasting/Music:	<b>Technology:</b> Hardware: Software: Specialty Equipment: Distributor:	<b>Services:</b> Payments/Markets: Consulting: Advertising/Mktg.: Outsourcing: Other:	<b>Retailing:</b> Retailer: Auctions: Tickets/Travel: Automobiles:	<b>Telecommunications:</b> Internet Service Provider: Web Site Services: Specialty Telecom:
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**TYPES OF BUSINESS:**

E-Commerce Software  
Customer Service Software  
Sales & Marketing Service Software  
Live Chat Applications

**BRANDS/DIVISIONS/AFFILIATES:**

LivePerson Enterprise for Sales  
LivePerson Enterprise for Service  
LivePerson Enterprise for Voice  
LivePerson Pro  
LivePerson Contact Center

**CONTACTS:** *Note: Officers with more than one job title may be intentionally listed here more than once.*

Robert LoCascio, CEO  
Timothy Bixby, Pres.  
Timothy Bixby, CFO  
Kevin Kohn, Exec. VP-Mktg.  
Monica Greenberg, General Counsel/Sr. VP-Bus. Affairs  
Michael Kovach, Sr. VP/Corp. Controller  
Jim Dicso, Sr. VP-Enterprise Sales & Service  
Robert LoCascio, Chmn.  
Eli Campo, Exec. VP/Gen. Mgr.-Tech. Oper., Israel

**Phone:** 212-609-4200**Fax:****Toll-Free:****Address:** 462 7th Ave., 3rd Fl., New York, NY 10018 US**GROWTH PLANS/SPECIAL FEATURES:**

LivePerson, Inc. is a leading facilitator of online e-commerce interaction, enhancing real-time sales, customer support and personalized expert advice through more than 72 million chat interactions annually. The company offers real-time sales, marketing and customer service to online businesses with the aim of improving customer relationships. LivePerson's integrated multi-channel communication software platform combines a variety of features help companies manage online customer sales and support. The firm divides its products into two categories: small and midsize business services and enterprise services. Small and midsize business services include LivePerson Pro, which enables small business clients to economically increase online sales, and LivePerson Contact Center, an all-in-one platform encompassing live chat, e-mail, self-service and telephone logs. Enterprise products include LivePerson Enterprise for Sales, which combines online site traffic monitoring software with a sophisticated rules engine to enable LivePerson clients to proactively engage web site visitors; LivePerson Enterprise for Service, which utilizes a proactive customer care center to reduce attrition rates; and LivePerson Enterprise Voice, which bridges the gap between web-based contact channels and company call centers, combining online collaboration tools with real-time analytics and comprehensive reporting. These services are offered to a number of different specialties, such as financial services, retail, telecom, high tech, travel and automotive industries. The firm's professional services team offers consulting services to enterprise clients, helping to analyze their needs and implement appropriate strategies. In addition to its business services, LivePerson also hosts an online marketplace that allows experts and individual service providers to sell their information and knowledge via real-time chat with consumers. Users can seek advice in various categories including personal counseling; computers and programming; health and medicine; education; shopping; professional development; spirituality; legal services; and other topics.

**FINANCIALS:** Sales and profits are in thousands of dollars—add 000 to get the full amount. 2009 Note: Financial information for 2009 was not available for all companies at press time.

2009 Sales: \$	2009 Profits: \$
2008 Sales: \$74,655	2008 Profits: \$-23,837
2007 Sales: \$52,228	2007 Profits: \$5,821
2006 Sales: \$33,521	2006 Profits: \$2,202
2005 Sales: \$22,277	2005 Profits: \$2,542

**U.S. Stock Ticker:** LPSN**Int'l Ticker:** Int'l Exchange:

Employees: 349

Fiscal Year Ends: 12/31

Parent Company:

**SALARIES/BENEFITS:**

Pension Plan:	ESOP Stock Plan:	Profit Sharing:	Top Exec. Salary: \$325,000	Bonus: \$150,000
Savings Plan:	Stock Purch. Plan:		Second Exec. Salary: \$325,000	Bonus: \$150,000

**OTHER THOUGHTS:**

Apparent Women Officers or Directors: 1  
Hot Spot for Advancement for Women/Minorities:

**LOCATIONS: ("Y" = Yes)**

West:	Southwest:	Midwest:	Southeast:	Northeast:	International:
			Y	Y	Y

**LIVEWORLD INC**

www.liveworld.com

Industry Group Code: 519130 Ranks within this company's industry group: Sales: Profits:

<b>Financial Services:</b> Stock Brokerage: Mortgages/Loans: Banking: Insurance: Credit Cards:	<b>Information:</b> Portal/News: Communities: Search Engine: Financial Data Pub.: Broadcasting/Music:	<b>Technology:</b> Hardware: Software: Specialty Equipment: Distributor:	<b>Services:</b> Payments/Markets: Consulting: Advertising/Mktg.: Outsourcing: Other:	<b>Retailing:</b> Retailer: Auctions: Tickets/Travel: Automobiles:	<b>Telecommunications:</b> Internet Service Provider: Web Site Services: Specialty Telecom:
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**TYPES OF BUSINESS:**

Diversified Internet Portal  
Online Communities  
Online Business Services  
Online Marketing Services  
Online Events

**BRANDS/DIVISIONS/AFFILIATES:**

LiveWorld-WPP  
WPP Group plc  
LiveBar 2.0  
LiveWorld Community Center 3.0  
IdeaPower  
LiveWorld Facebook Community Solutions Suite

**CONTACTS:** *Note: Officers with more than one job title may be intentionally listed here more than once.*

Peter Friedman, CEO  
David Houston, CFO  
Jay S. Bryant, VP-Sales  
Chris Christensen, Exec. VP-Eng.  
Chris Christensen, Exec. VP-Oper.  
Jenna Woodul, Chief Community Officer/Exec. VP  
Bruce Dembecki, VP-Moderation Svcs.  
Trevor Griffiths, VP-Eng.  
Peter Friedman, Chmn.

**Phone:** 408-871-5200      **Fax:** 408-871-5300

**Toll-Free:**

**Address:** 4340 Stevens Creek Blvd., Ste. 101, San Jose, CA  
95129 US

**GROWTH PLANS/SPECIAL FEATURES:**

LiveWorld, Inc. is a leading provider of online customer communities, social networking and interactive services for businesses and consumers. The company offers businesses the ability to develop and expand online relationships with customers, suppliers and employees through online community software and moderation services. The firm's technology platforms include LiveBar 2.0, which allows users to add community features to a website and space for additional advertising content without changing the website's design; LiveWorld Community Center 3.0, a combination of social applications, management tools and system infrastructure, allowing users to customize their communities; the Feature to Facebook Application, which allows users to install their brand content (such as blog posts, polls, photos and video) onto Facebook; and IdeaPower, an application that provides users with the ability to collect ideas and from their communities with voting and rating features. LiveWorld provides services in over 70 country-language combinations, including firms and organizations involved in number of industries and sectors: entertainment media and telecommunications firms; consumer, retail and automotive businesses; non-profit, government and political organizations; and Internet and technology companies. LiveWorld also has a joint venture with WPP Group plc, named LiveWorld-WPP, which allows LiveWorld online community and social networking services to reach major brands worldwide through WPP's global networks. In November 2009, the company launched the LiveWorld Facebook Community Solutions Suite, which includes the ability to create Facebook Forums and a Facebook Ask & Answer Support Community, as well as moderation and community management services.

**FINANCIALS:** Sales and profits are in thousands of dollars—add 000 to get the full amount. 2009 Note: Financial information for 2009 was not available for all companies at press time.

2009 Sales: \$	2009 Profits: \$
2008 Sales: \$	2008 Profits: \$
2007 Sales: \$9,800	2007 Profits: \$
2006 Sales: \$	2006 Profits: \$
2005 Sales: \$9,652	2005 Profits: \$1,264

**U.S. Stock Ticker:** LVWD.PK**Int'l Ticker:** Int'l Exchange:

Employees:

Fiscal Year Ends: 12/31

Parent Company:

**SALARIES/BENEFITS:**

Pension Plan:	ESOP Stock Plan:	Profit Sharing:	Top Exec. Salary: \$	Bonus: \$
Savings Plan:	Stock Purch. Plan:		Second Exec. Salary: \$	Bonus: \$

**OTHER THOUGHTS:**

**Apparent Women Officers or Directors:** 3  
**Hot Spot for Advancement for Women/Minorities:** Y

**LOCATIONS:** ("Y" = Yes)

West:	Southwest:	Midwest:	Southeast:	Northeast:	International:
Y					

**LOOKSMART LTD**

www.looksmart.com

Industry Group Code: 519130 Ranks within this company's industry group: Sales: 31 Profits: 23

<b>Financial Services:</b> Stock Brokerage: Mortgages/Loans: Banking: Insurance: Credit Cards:	<b>Information:</b> Portal/News: Communities: Search Engine: Financial Data Pub.: Broadcasting/Music:	<b>Technology:</b> Hardware: Software: Specialty Equipment: Distributor:	<b>Services:</b> Payments/Markets: Consulting: Advertising/Mktg.: Outsourcing: Other:	<b>Retailing:</b> Retailer: Auctions: Tickets/Travel: Automobiles:	<b>Telecommunications:</b> Internet Service Provider: Web Site Services: Specialty Telecom:
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**TYPES OF BUSINESS:**

Search Portal-Directory Model  
Customer Analysis Software  
Advertising Services  
Publisher Services  
Vertical Search Services  
Bookmarking Services

**BRANDS/DIVISIONS/AFFILIATES:**

AdCenter  
AdCenter for Publishers  
SmartRotation

**CONTACTS:** *Note: Officers with more than one job title may be intentionally listed here more than once.*

Jean-Yves Dexmier, CEO  
Steve Markowski, CFO  
Bert Knorr, VP-Tech.  
Bert Knorr, VP-Eng.  
Michael Schoen, VP/Gen. Mgr.-Advertising Platforms  
Gill Brown, VP-Advertising Network Sales  
Jean-Yves Dexmier, Chmn.

**Phone:** 415-348-7000      **Fax:** 415-348-7050

**Toll-Free:** 888-403-5665

**Address:** 55 2nd St., Ste. 700, San Francisco, CA 94107 US

**GROWTH PLANS/SPECIAL FEATURES:**

LookSmart, Ltd., operated out of San Francisco, California, is an online advertising and technology company that offers services to advertisers, publishers and consumers. The company specializes in vertical search capabilities, which allows consumers the web tools necessary to find and share specific web content. This service focuses on the central function of all search engines: gathering and organizing information concerning web sites and offering hits to these sites based on selected keywords. Information found through the company's search sites are widely accessible, and stem from an array of sources including online publishers and directories related to the subject areas. LookSmart's operations are divided into two categories: Advertiser Networks and Publisher Solutions. Through Advertiser Networks, the company develops, markets and sells premium and performance search advertising products to text advertisers and advertising agencies. The firm's sponsored search products offer advertisers different keyword matching options (Smart, Broad and Negative) and targeting options (Keyword, Category, Geography, Day-parting or Run of Network). Ads are distributed through an extensive network of syndication partners. The company's proprietary application programming interface (API), the AdCenter, allows multiple advertisers to upload keywords, manage daily budgets, set rates and view reports. Advertisers can also access keyword suggestions, price and traffic estimates, online help and FAQ. The Publisher Solutions division offers a suite of customizable search advertising management tools that help publishers grow their audience, control advertiser relationships, and optimize the monetization of their sites. AdCenter for Publishers provides publishers with the ability to grow their advertiser relationships, increase distribution capacity and diversity revenue sources. In 2009, the firm launched SmartRotation, a cost-per-action tool that analyzes conversion rates.

Employees are offered medical, dental and vision insurance; an employee assistance program; legal and financial advise services; life insurance; flexible spending accounts; a 401(k) plan; an employee stock purchase plan; health club membership discounts; and on-site massage services.

**FINANCIALS:** Sales and profits are in thousands of dollars—add 000 to get the full amount. 2009 Note: Financial information for 2009 was not available for all companies at press time.

2009 Sales: \$	2009 Profits: \$
2008 Sales: \$65,003	2008 Profits: \$-14,834
2007 Sales: \$51,678	2007 Profits: \$3,431
2006 Sales: \$48,673	2006 Profits: \$-13,666
2005 Sales: \$41,359	2005 Profits: \$-17,797

**U.S. Stock Ticker:** LOOK

**Int'l Ticker:** Int'l Exchange:

Employees: 90  
Fiscal Year Ends: 12/31  
Parent Company:

**SALARIES/BENEFITS:**

Pension Plan:	ESOP Stock Plan:	Profit Sharing:	Top Exec. Salary: \$302,308	Bonus: \$48,360
Savings Plan: Y	Stock Purch. Plan: Y		Second Exec. Salary: \$231,397	Bonus: \$27,637

**OTHER THOUGHTS:**

Apparent Women Officers or Directors: 1  
Hot Spot for Advancement for Women/Minorities: Y

**LOCATIONS:** ("Y" = Yes)

West: Y	Southwest:	Midwest:	Southeast:	Northeast: Y	International:
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**LYRIS INC**

www.lyris.com

Industry Group Code: 511210M Ranks within this company's industry group: Sales: 3 Profits: 2

<b>Financial Services:</b> Stock Brokerage: Mortgages/Loans: Banking: Insurance: Credit Cards:	<b>Information:</b> Portal/News: Communities: Search Engine: Financial Data Pub.: Broadcasting/Music:	<b>Technology:</b> Hardware: Software: Specialty Equipment: Distributor:	<b>Services:</b> Payments/Markets: Consulting: Advertising/Mktg.: Outsourcing: Other:	<b>Retailing:</b> Retailer: Auctions: Tickets/Travel: Automobiles:	<b>Telecommunications:</b> Internet Service Provider: Web Site Services: Specialty Telecom:
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**TYPES OF BUSINESS:**

E-Mail Marketing Software  
E-Mail Filtering Software

**BRANDS/DIVISIONS/AFFILIATES:**

J.L. Halsey Corporation  
Lyris HQ  
Lyris List Manager  
EmailLabs  
EmailAdvisor  
ClickTracks  
Lyris Hot Banana

**CONTACTS:** *Note: Officers with more than one job title may be intentionally listed here more than once.*

Luis A. Rivera, CEO  
Heidi Mackintosh, CFO  
Blaine Mathieu, Chief Mktg. Officer  
J.D. Peterson, VP-Prod.  
Sean Ryan, Sr. VP-Eng.  
Jason Han, VP-Agency & Software Sales  
Ray Polanco, VP-Global Svcs. & Support  
Andrea Scarnecchia, VP-Mktg.  
Rick Sichel, VP-National Field Sales  
William Ty Comfort, III, Chmn.  
Brian Bailard, Sr. VP-Global Sales

**Phone:** 302-691-6189 **Fax:** 510-844-1598**Toll-Free:** 800-768-2929**Address:** 103 Foulk Rd., Ste. 205Q, Wilmington, DE 19803 US**GROWTH PLANS/SPECIAL FEATURES:**

Lyris, Inc., formerly J.L. Halsey Corporation, is a leading online marketing technology company. The firm's Software as a Service (SaaS) based online marketing products and services are designed to help clients create, deliver and manage online, permission-based direct marketing programs and other communications. Its technology products include e-mail marketing software; web analytics software, which provides its clients with tools to analyze the behavior of visitors to their web sites; e-mail delivery tools; search marketing software; web content management software; social media marketing software; mobile marketing software; and mobile marketing software. It also offers its software products as licensed software that is purchased by clients and downloaded and installed on those clients' computers; and as a hosted solution in which its customers use its software on a subscription basis through an Internet connection. The firm's flagship offering, Lyris HQ, is an on demand web-based marketing platform that provides a centralized online site from which to conduct e-mail marketing, web analytics, web content management, PPC keyword bidding, search marketing and mobile marketing. Other features of Lyris HQ include a calendar to track schedules across applications and marketing team members; a message board for communicating with team members; and a resource center, where customers can access blogs and whitepapers that share the best practices and tips on how to improve campaign performance. Lyris also offers the following separate individual online marketing solutions: Lyris List Manager, its licensed software product for e-mail marketing; e-mailLabs, its brand for hosted e-mail marketing software; and e-mailAdvisor, its deliverability monitoring tool. In addition, the firm offers its ClickTracks web analytics software and Lyris Hot Banana, enabling its customers to manage content across different web properties. The firm provides online marketing services and support including professional services, training and implementation.

Lyris offers its employees a 401(k); medical, dental, vision, life and disability insurance; and an onsite gym.

**FINANCIALS:** Sales and profits are in thousands of dollars—add 000 to get the full amount. 2009 Note: Financial information for 2009 was not available for all companies at press time.

2009 Sales: \$43,288	2009 Profits: \$-19,020
2008 Sales: \$43,200	2008 Profits: \$-5,502
2007 Sales: \$39,005	2007 Profits: \$ 351
2006 Sales: \$24,353	2006 Profits: \$2,566
2005 Sales: \$2,207	2005 Profits: \$- 230

**U.S. Stock Ticker:** LYRI**Int'l Ticker:** Int'l Exchange:

Employees: 257

Fiscal Year Ends: 6/30

Parent Company:

**SALARIES/BENEFITS:**

Pension Plan:	ESOP Stock Plan:	Profit Sharing:	Top Exec. Salary: \$233,617	Bonus: \$13,950
Savings Plan: Y	Stock Purch. Plan:		Second Exec. Salary: \$211,875	Bonus: \$21,630

**OTHER THOUGHTS:**

Apparent Women Officers or Directors: 2  
Hot Spot for Advancement for Women/Minorities: Y

**LOCATIONS:** ("Y" = Yes)

West: Y	Southwest:	Midwest:	Southeast:	Northeast:	International: Y
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# MACQUARIUM INTELLIGENT COMMUNICATIONS

www.macquarium.com

Industry Group Code: 541810E Ranks within this company's industry group: Sales: Profits:

<b>Financial Services:</b> Stock Brokerage: Mortgages/Loans: Banking: Insurance: Credit Cards:	<b>Information:</b> Portal/News: Communities: Search Engine: Financial Data Pub.: Broadcasting/Music:	<b>Technology:</b> Hardware: Software: Specialty Equipment: Distributor:	<b>Services:</b> Payments/Markets: Consulting: Advertising/Mktg.: Outsourcing: Other:	<b>Retailing:</b> Retailer: Auctions: Tickets/Travel: Automobiles:	<b>Telecommunications:</b> Internet Service Provider: Web Site Services: Specialty Telecom:
			Y Y Y		Y

## TYPES OF BUSINESS:

Consulting-Web Development  
Interactive Marketing  
Internet Training Systems  
e-Commerce Consulting  
Computer Animation

## BRANDS/DIVISIONS/AFFILIATES:

## CONTACTS:

*Note: Officers with more than one job title may be intentionally listed here more than once.*

Art Hopkins, Pres.  
Pete Forsstrom, VP-Oper.  
Marc F. Adler, Chmn.  
Todd Shea, VP-Delivery

<b>Phone:</b> 404-554-4000	<b>Fax:</b> 404-554-4001
<b>Toll-Free:</b>	
<b>Address:</b> 1800 Peachtree St., Ste. 250, Atlanta, GA 30309 US	

## GROWTH PLANS/SPECIAL FEATURES:

Macquarium Intelligent Communications is an interactive agency and web development consulting firm. The company collaborates with clients to create e-business services that are designed to generate revenue, reduce costs and enhance user efficiency. The firm offers services in three core categories: strategy, design and technology. The strategy division assists clients in setting realistic goals and strategies to achieve these goals. Additionally, the division offers next practice consulting; business opportunity audits; competitive and best practice benchmarking; online channel roadmaps; solution definition and value measurement; governance and change management; online brand strategy; user research and testing; and heuristic evaluation. The design division encompasses all facets of the web design process including visual design; interaction design; interface design; information architecture; information design; web application design; and conceptualization and prototyping. The technology segment handles all aspects of online application development. Services offered include enterprise application architecture; enterprise content management systems; digital asset management; Web 2.0 application interfaces; information and services portals; enterprise service bus; interactive media; and identity management.

## FINANCIALS:

Sales and profits are in thousands of dollars—add 000 to get the full amount. 2009 Note: Financial information for 2009 was not available for all companies at press time.

2009 Sales: \$	2009 Profits: \$	<b>U.S. Stock Ticker:</b> Private <b>Int'l Ticker:</b> Int'l Exchange: Employees: Fiscal Year Ends: Parent Company:
2008 Sales: \$	2008 Profits: \$	
2007 Sales: \$	2007 Profits: \$	
2006 Sales: \$	2006 Profits: \$	
2005 Sales: \$	2005 Profits: \$	

## SALARIES/BENEFITS:

Pension Plan:	ESOP Stock Plan:	Profit Sharing:	Top Exec. Salary: \$	Bonus: \$
Savings Plan:	Stock Purch. Plan:		Second Exec. Salary: \$	Bonus: \$

## OTHER THOUGHTS:

Apparent Women Officers or Directors:  
Hot Spot for Advancement for Women/Minorities:

## LOCATIONS: ("Y" = Yes)

West:	Southwest:	Midwest: Y	Southeast: Y	Northeast:	International:
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**MANHATTAN ASSOCIATES INC**

www.manh.com

Industry Group Code: 511210A Ranks within this company's industry group: Sales: 3 Profits: 2

<b>Financial Services:</b> Stock Brokerage: Mortgages/Loans: Banking: Insurance: Credit Cards:	<b>Information:</b> Portal/News: Communities: Search Engine: Financial Data Pub.: Broadcasting/Music:	<b>Technology:</b> Hardware: Software: Y Specialty Equipment: Y Distributor:	<b>Services:</b> Payments/Markets: Consulting: Y Advertising/Mktg.: Outsourcing: Other: Y	<b>Retailing:</b> Retailer: Auctions: Tickets/Travel: Automobiles:	<b>Telecommunications:</b> Internet Service Provider: Web Site Services: Specialty Telecom:
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**TYPES OF BUSINESS:**

Software-Supply Chain  
Consulting & Support  
RFID System Integration

**BRANDS/DIVISIONS/AFFILIATES:**

Manhattan SCOPE

**CONTACTS:** *Note: Officers with more than one job title may be intentionally listed here more than once.*

Peter Sinisgalli, CEO  
Peter Sinisgalli, Pres.  
Dennis Story, CFO/Sr. VP  
Terrie O'Hanlon, Chief Mktg. Officer/Sr. VP  
Terry Geraghty, Sr. VP-Global Human Resources  
David Dabbiere, Chief Legal Officer/Sr. VP  
Eddie Capel, Exec. VP-Global Oper.  
Jeff Cashman, Sr. VP-Bus. Dev.  
Jeff Mitchell, Exec. VP-Americas  
Steve Smith, Sr. VP-EMEA  
John J. Huntz, Jr., Chmn.  
Jeff Baum, Sr. VP-Int'l

<b>Phone:</b> 770-955-7070	<b>Fax:</b> 770-955-0302
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**Toll-Free:**

<b>Address:</b> 2300 Windy Ridge Pkwy., 10th Fl., Atlanta, GA 30339 US
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**GROWTH PLANS/SPECIAL FEATURES:**

Manhattan Associates, Inc. develops and provides technology-based supply chain software service. Its products consist of software, services and hardware and are used for both the planning and execution of supply chain activities. All of the company's services also include services such as design, configuration, implementation, product assessment and training, as well as customer support and software enhancement subscriptions. The firm specializes in demand forecasting and inventory replenishment; warehouse and labor management; performance analysis and event planning. Manhattan Associates' software includes Manhattan SCOPE (Supply Chain Optimization, Planning through Execution), designed to reduce implementation cost and risk. Through several vendor partnerships, the company offers many hardware systems including bar code scanners, data collection terminals and document printers. The company's professional services provide clients with a team of consultants who offer training programs concerning the use of the firm's equipment, as well as 24-hour customer support and software enhancement subscriptions. The firm serves various industries including consumer goods, food, government, high-tech/electronics, industrial/wholesale, life science, logistics service providers, retail and transportation. Manhattan Associates operates in geographical segments covering the Americas; Europe, Middle East and Africa; and the Asia-Pacific Region. International sources typically make up about 24% of the company's revenues. Outside of the U.S., the firm has offices in Australia, China, France, India, Japan, the Netherlands, Singapore and the U.K., as well as representatives in Mexico and reseller partnerships in Latin America.

Manhattan Associates offers its employees medical, dental, vision and prescription drug coverage; flexible spending accounts; life and AD&D insurance; short- and long-term disability; a 401(k) plan; access to a credit union; discounted health club membership; and educational assistance.

**FINANCIALS:** Sales and profits are in thousands of dollars—add 000 to get the full amount. 2009 Note: Financial information for 2009 was not available for all companies at press time.

2009 Sales: \$	2009 Profits: \$
2008 Sales: \$337,201	2008 Profits: \$22,798
2007 Sales: \$337,401	2007 Profits: \$30,751
2006 Sales: \$288,868	2006 Profits: \$19,331
2005 Sales: \$246,404	2005 Profits: \$18,637

**U.S. Stock Ticker:** MANH**Int'l Ticker:** Int'l Exchange:

Employees:

Fiscal Year Ends: 12/31

Parent Company:

**SALARIES/BENEFITS:**

Pension Plan:	ESOP Stock Plan:	Profit Sharing:	Top Exec. Salary: \$460,000	Bonus: \$238,050
Savings Plan: Y	Stock Purch. Plan:		Second Exec. Salary: \$340,000	Bonus: \$172,688

**OTHER THOUGHTS:**

Apparent Women Officers or Directors: 1

Hot Spot for Advancement for Women/Minorities:

**LOCATIONS:** ("Y" = Yes)

West:	Southwest:	Midwest: Y	Southeast: Y	Northeast:	International: Y
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**MAPQUEST.COM INC**

www.mapquest.com

Industry Group Code: 519130 Ranks within this company's industry group: Sales: Profits:

<b>Financial Services:</b> Stock Brokerage: Mortgages/Loans: Banking: Insurance: Credit Cards:	<b>Information:</b> Portal/News: Communities: Search Engine: Financial Data Pub.: Broadcasting/Music:	<b>Technology:</b> Hardware: Software: Specialty Equipment: Distributor:	<b>Services:</b> Payments/Markets: Consulting: Advertising/Mktg.: Outsourcing: Other:	<b>Retailing:</b> Retailer: Auctions: Tickets/Travel: Automobiles:	<b>Telecommunications:</b> Internet Service Provider: Web Site Services: Specialty Telecom:
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**TYPES OF BUSINESS:**

Online Mapping Services  
Driving Directions  
Trip Planners  
Live Traffic Reports  
Advertising Services

**BRANDS/DIVISIONS/AFFILIATES:**

LinkFree  
MapQuest Direct  
AOL LLC  
MapQuest Navigator  
MapQuest Find Me  
MapQuest Traffic  
MapQuest Mobile

**CONTACTS:** *Note: Officers with more than one job title may be intentionally listed here more than once.*

David Cole, Dir.-Sales, Platform Svcs.  
TJ Lorenzo, VP-Eng.  
Tiffany Herrick, Dir.-Bus. Planning  
Chris Savarese, Corp. Comm.  
Ann Koerner, Dir.-Prod., Consumer Apps  
Christian Dwyer, Sr. VP/Gen. Mgr.  
Chip Millson, Dir.-Mobile

**Phone:** 303-486-4000**Fax:****Toll-Free:****Address:** 555 17th St., Ste. 1600, Denver, CO 80202 US**GROWTH PLANS/SPECIAL FEATURES:**

MapQuest.com, Inc., a subsidiary of AOL, LLC, operates a web site that allows consumers to access interactive maps and driving directions (both online and in print). The company has been in the business of cartography, digital mapping, mapping software and, advertising and Internet services, for over 30 years. The firm reaches one out of every four people on the Internet and has approximately 40 million unique visitors each month. MapQuest utilizes the latest wireless and voice recognition technologies to provide travelers and customers with the tools needed to continually access navigation and travel information. MapQuest has collaborated with leading companies in wireless data communication including Palm, Sprint PCS, AT&T PocketNet and BT Genie Mobile Europe. The company provides street-level mapping and routing a multitude of top metropolitan travel destinations worldwide. MapQuest also offers restaurant, lodging and city information to help with trip planning and computer applications for information kiosks and hotel reservation systems. The company also provides state-of-the-art mapping technology products and services for the information publishing industry, as well as for the commercial Internet, telecommunications and real estate markets. The firm generates revenue through paid advertisements, including a service that pinpoints advertisers' store locations on a user's map. MapQuest Mobile is a downloadable application available through 12 wireless carriers and on 250 mobile phones. The product allows consumers to plan trips on the computer and access the directions while driving. In August 2009, the firm announced the availability of new Premium Data Sets for its MapQuest Platform Enterprise Edition, this will provide data from the U.S Census demographics, which includes information on include ZIP codes, parcels, neighborhoods, school districts, and more.

Employees are offered, medical, dental and vision insurance; health and dependent care flexible spending accounts; auto and homeowners insurance; a pre-tax commuter program; parental leave; adoption assistance; and tuition reimbursement.

**FINANCIALS:** Sales and profits are in thousands of dollars—add 000 to get the full amount. 2009 Note: Financial information for 2009 was not available for all companies at press time.

2009 Sales: \$  
2008 Sales: \$  
2007 Sales: \$9,600  
2006 Sales: \$  
2005 Sales: \$

2009 Profits: \$  
2008 Profits: \$  
2007 Profits: \$  
2006 Profits: \$  
2005 Profits: \$

**U.S. Stock Ticker:** Subsidiary**Int'l Ticker:** Int'l Exchange:

Employees:

Fiscal Year Ends: 12/31

Parent Company: AOL LLC

**SALARIES/BENEFITS:**

Pension Plan:

ESOP Stock Plan:

Profit Sharing:

Top Exec. Salary: \$

Bonus: \$

Savings Plan: Y

Stock Purch. Plan:

Second Exec. Salary: \$

Bonus: \$

**OTHER THOUGHTS:**

Apparent Women Officers or Directors: 2

Hot Spot for Advancement for Women/Minorities:

**LOCATIONS:** ("Y" = Yes)

West:	Southwest:	Midwest:	Southeast:	Northeast:	International:
Y				Y	

**MARCHEX INC**

www.marchex.com

Industry Group Code: 519130 Ranks within this company's industry group: Sales: 23 Profits: 27

<b>Financial Services:</b> Stock Brokerage: Mortgages/Loans: Banking: Insurance: Credit Cards:	<b>Information:</b> Portal/News: Communities: Search Engine: Financial Data Pub.: Broadcasting/Music:	<b>Technology:</b> Hardware: Software: Specialty Equipment: Distributor:	<b>Services:</b> Payments/Markets: Consulting: Advertising/Mktg.: Outsourcing: Other:	<b>Retailing:</b> Retailer: Auctions: Tickets/Travel: Automobiles:	<b>Telecommunications:</b> Internet Service Provider: Web Site Services: Specialty Telecom:
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**TYPES OF BUSINESS:**

Online Marketing  
Search Engine Marketing

**BRANDS/DIVISIONS/AFFILIATES:**

SeattleAutoRepairs.com  
OpenList.com  
ChicagoDoctors.com  
BostonMortgage.com  
Marchex Adhere

**CONTACTS:** *Note: Officers with more than one job title may be intentionally listed here more than once.*

Russell C. Horowitz, CEO  
Peter Christothoulou, COO  
John Keister, Pres.  
Michael Arends, CFO  
Matthew Berk, Exec. VP-Prod. Eng.  
Ethan Caldwell, Chief Admin. Officer  
Ethan Caldwell, General Counsel  
Trevor Caldwell, VP-Strategic Initiatives  
Robin Handaly, Head-Public Rel.  
Trevor Caldwell, VP-Investor Rel.  
Brent Turner, Exec. VP-Call Prod.  
Russell C. Horowitz, Chmn.

**Phone:** 206-331-3300      **Fax:** 206-331-3695

**Toll-Free:**

**Address:** 520 Pike St., Ste. 1800, Seattle, WA 98101 US

**GROWTH PLANS/SPECIAL FEATURES:**

Marchex, Inc. is an online advertising company and publisher of local content, with over 200,000 web sites in its portfolio. Specifically, it focuses on search marketing, local search and direct navigation. The company's merchant advertiser technology services include local content network, feed management, bid management and pay-per-clicking targeting. The company's local content network includes web sites focused on helping users find and make informed decisions about where to get local products and services. It features listings from over 10 million local businesses in the U.S. and millions of expert and user-generated reviews on local businesses. Examples of web sites in the network include SeattleAutoRepairs.com, OpenList.com, ChicagoDoctors.com, Yellow.com and BostonMortgage.com. The feed management services crawl and extract relevant product content from merchant advertisers' databases and web sites to create product and service listings. Marchex's bid management services enable merchant advertisers to track, monitor and optimize the placement of search advertising campaigns across a number of search engines. The firm delivers pay-per-clicking advertising listings that are reflective of the advertisers' products and services to online users in response to their keyword search queries and to their typing of specific web sites into their browser. The company also offers search engine optimization consulting services, to help advertisers optimize their web sites for algorithmic search engine results. Through its services, the company distributes advertisements from over 70,000 advertisers through hundreds of traffic sources, including search and shopping engines, directories and web sites. Marchex maintains partnerships with several companies, including Barrington Broadcasting Group LLC; IBM; Yellow Pages Group; Kiplinger.com; FreeCreditReport.com; and Business Week. In April 2009, the firm added 16 web sites, including Internet.com and Law.com, to its Marchex Adhere vertical performance advertising network.

The company offers employees life, disability, medical, dental and vision insurance; paid time off; a 401(k); and an employee assistance program.

**FINANCIALS:** Sales and profits are in thousands of dollars—add 000 to get the full amount. 2009 Note: Financial information for 2009 was not available for all companies at press time.

2009 Sales: \$	2009 Profits: \$
2008 Sales: \$146,375	2008 Profits: \$-128,023
2007 Sales: \$139,391	2007 Profits: \$-1,505
2006 Sales: \$127,759	2006 Profits: \$- 444
2005 Sales: \$94,995	2005 Profits: \$3,907

**U.S. Stock Ticker:** MCHX  
**Int'l Ticker:** Int'l Exchange:  
Employees:  
Fiscal Year Ends: 12/31  
Parent Company:

**SALARIES/BENEFITS:**

Pension Plan:	ESOP Stock Plan:	Profit Sharing:	Top Exec. Salary: \$255,000	Bonus: \$
Savings Plan: Y	Stock Purch. Plan:		Second Exec. Salary: \$150,000	Bonus: \$

**OTHER THOUGHTS:**

Apparent Women Officers or Directors: 1  
Hot Spot for Advancement for Women/Minorities:

**LOCATIONS: ("Y" = Yes)**

West: Y	Southwest:	Midwest:	Southeast:	Northeast: Y	International:
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**MARKETLIVE INC**

www.marketlive.com

Industry Group Code: 511210M Ranks within this company's industry group: Sales: Profits:

<b>Financial Services:</b> Stock Brokerage: Mortgages/Loans: Banking: Insurance: Credit Cards:	<b>Information:</b> Portal/News: Communities: Search Engine: Financial Data Pub.: Broadcasting/Music:	<b>Technology:</b> Hardware: Software: Specialty Equipment: Distributor:	<b>Services:</b> Payments/Markets: Consulting: Advertising/Mktg.: Outsourcing: Other:	<b>Retailing:</b> Retailer: Auctions: Tickets/Travel: Automobiles:	<b>Telecommunications:</b> Internet Service Provider: Web Site Services: Specialty Telecom:
		Y			Y

**TYPES OF BUSINESS:**

E-Commerce Software  
Back-Office Software  
Managed Support Services  
Hosting Services  
Online Marketing Services

**BRANDS/DIVISIONS/AFFILIATES:**

MarketLive  
Intelligent Marketing & Merchandising Suite  
Intelligent Insights  
MarketLive E-Commerce Platform  
MarketLive Mobile

**CONTACTS:** *Note: Officers with more than one job title may be intentionally listed here more than once.*

Mark Pierce, CEO  
Tiffany Riley, Sr. VP-Mktg.  
Marty Boos, CIO  
Heather McKelvey, Sr. VP-Eng  
James Miller, Sr. VP-Client Svcs.  
Ken Burke, Chief Evangelist  
Ken Burke, Chmn.

**Phone:** 707-780-1600**Fax:****Toll-Free:** 877-341-5729**Address:** 617 B 2nd St., Petaluma, CA 94952 US**GROWTH PLANS/SPECIAL FEATURES:**

MarketLive, Inc. provides e-commerce software and services for the retail and catalog industry. The company's primary products are the MarketLive E-Commerce Platform, Intelligent Marketing and Merchandising Suite, Intelligent Insights and MarketLive 5. MarketLive E-commerce is a suite of software solutions designed to help a business attract, please and keep customers on its web site. Intelligent Marketing and Merchandising Suite is a set of software modules to help companies improve their web sites from customer and marketing perspectives, including: Analytics; Intelligent Imaging, which allows customers to interact a number of ways with images found in web site advertisement; e-mail campaign management; search engine visibility, which helps companies get their names placed at the top of search results; and Intelligent Cataloging, which helps companies develop and implement interactive, online versions of their catalogues. This program suite uses email marketing software provided by Bronto Software and a program for personal recommendations created by MyBuys. MarketLive 5 offers companies modular and customizable marketing software architecture. MarketLive's clients include Party City, Burpee, Neutrogena, John Deere, Sur La Table and Sundance Catalog. The firm's E-Commerce suite powers over 160 retail web sites. In July 2009, the company launched Intelligent Insights, an analytical software program that allows MarketLive to provide clients with regular suggestions for improvements for their sites. In addition, the firm offers managed support services and web site hosting. In November 2009, the company released MarketLive Mobile, a program that allows the MarketLive Intelligent Commerce Platform to be available to mobile devices such as smart phones.

**FINANCIALS:** Sales and profits are in thousands of dollars—add 000 to get the full amount. 2009 Note: Financial information for 2009 was not available for all companies at press time.

2009 Sales: \$

2009 Profits: \$

2008 Sales: \$

2008 Profits: \$

2007 Sales: \$

2007 Profits: \$

2006 Sales: \$

2006 Profits: \$

2005 Sales: \$15,000

2005 Profits: \$

**U.S. Stock Ticker:** Private**Int'l Ticker:** Int'l Exchange:

Employees:

Fiscal Year Ends: 12/31

Parent Company:

**SALARIES/BENEFITS:**

Pension Plan:

ESOP Stock Plan:

Profit Sharing:

Top Exec. Salary: \$

Bonus: \$

Savings Plan:

Stock Purch. Plan:

Second Exec. Salary: \$

Bonus: \$

**OTHER THOUGHTS:****Apparent Women Officers or Directors:** 2**Hot Spot for Advancement for Women/Minorities:****LOCATIONS:** ("Y" = Yes)

West:	Southwest:	Midwest:	Southeast:	Northeast:	International:
Y					

**MARKETWATCH INC**

www.marketwatch.com

Industry Group Code: 519130 Ranks within this company's industry group: Sales: Profits:

<b>Financial Services:</b> Stock Brokerage: Mortgages/Loans: Banking: Insurance: Credit Cards:	<b>Information:</b> Portal/News: Communities: Search Engine: Financial Data Pub.: Broadcasting/Music:	<b>Technology:</b> Hardware: Software: Specialty Equipment: Distributor:	<b>Services:</b> Payments/Markets: Consulting: Advertising/Mktg.: Outsourcing: Other:	<b>Retailing:</b> Retailer: Auctions: Tickets/Travel: Automobiles:	<b>Telecommunications:</b> Internet Service Provider: Web Site Services: Specialty Telecom:
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**TYPES OF BUSINESS:**

Online Financial Information  
Television & Radio Programming

**BRANDS/DIVISIONS/AFFILIATES:**

Dow Jones & Company Inc  
BigCharts.com  
VirtualStockExchange.com  
Hulbert Financial Digest  
Retirement Weekly  
ETF Trader  
MarketWatch Weekend  
MarketWatch.com Radio Network

**CONTACTS:** *Note: Officers with more than one job title may be intentionally listed here more than once.*

Jim Bernard, Gen. Mgr.  
Alexander Davis, Managing Editor  
David Callaway, Editor-In-Chief

**Phone:** 415-439-6400      **Fax:** 415-439-6485

**Toll-Free:**

**Address:** 201 California St., 13th Fl., San Francisco, CA 94111  
US

**GROWTH PLANS/SPECIAL FEATURES:**

MarketWatch, Inc., a wholly-owned subsidiary of Dow Jones & Company, Inc., is a financial media company providing web-based, real-time business news, financial programming and analytic tools. The firm is a member of The Wall Street Digital Network, which also includes WSJ.com (The Wall Street Journal Online); Barrons.com, a financial information web site; AllThingsD.com (All Things Digital, a news and analysis web site that focuses on technology and the media); BigCharts.com, a provider of graphical charts; and VirtualStockExchange.com, a stock exchange game. These free, advertising-supported Web sites serve the business and financial communities with timely market news and information, provided by 10 bureaus in the U.S., U.K. and Hong Kong. In addition to business and financial news, the sites offer in-depth commentary on trends and events, personal finance commentary and data, community features and other services, designed to provide a one-stop-shop for audiences. Other features include a mutual fund center, a seasonal tax guide, market advisors and research columns. Customers create personal user settings including portfolio trackers, news and quotes, custom views, allocation analysis, financials and charting. MarketWatch also delivers relevant financial news to user e-mail accounts, hosts investment discussion communities, offers personalized automatic alerts and through portfolio creation provides customers with wireless capabilities. The company's MarketWatch Licensing Services group is a leading licensor of market news, data, investment analysis tools and other online applications to financial services firms, media companies, wireless carriers and Internet service providers. The firm also sells subscription-based content for individual investors under the Hulbert Financial Digest, Retirement Weekly and ETF Trader brand names. MarketWatch produces the syndicated MarketWatch Weekend television program and provides business and financial news updates every 30 minutes on the MarketWatch.com Radio Network.

MarketWatch offers its employees health care coverage, fitness programs, a retirement savings program and tuition assistance.

**FINANCIALS:** Sales and profits are in thousands of dollars—add 000 to get the full amount. 2009 Note: Financial information for 2009 was not available for all companies at press time.

2009 Sales: \$	2009 Profits: \$
2008 Sales: \$	2008 Profits: \$
2007 Sales: \$	2007 Profits: \$
2006 Sales: \$	2006 Profits: \$
2005 Sales: \$	2005 Profits: \$

**U.S. Stock Ticker: Subsidiary**

Int'l Ticker: Int'l Exchange:

Employees:

Fiscal Year Ends: 12/31

Parent Company: DOW JONES &amp; CO INC

**SALARIES/BENEFITS:**

Pension Plan:	ESOP Stock Plan:	Profit Sharing:	Top Exec. Salary: \$	Bonus: \$226,686
Savings Plan: Y	Stock Purch. Plan:		Second Exec. Salary: \$	Bonus: \$

**OTHER THOUGHTS:**

Apparent Women Officers or Directors: 2  
Hot Spot for Advancement for Women/Minorities: Y

**LOCATIONS: ("Y" = Yes)**

West: Y	Southwest:	Midwest:	Southeast:	Northeast:	International:
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**MCAFFEE INC**

www.mcafee.com

Industry Group Code: 511210E Ranks within this company's industry group: Sales: 2 Profits: 4

<b>Financial Services:</b> Stock Brokerage: Mortgages/Loans: Banking: Insurance: Credit Cards:	<b>Information:</b> Portal/News: Communities: Search Engine: Financial Data Pub.: Broadcasting/Music:	<b>Technology:</b> Hardware: Software: Specialty Equipment: Distributor:	<b>Services:</b> Payments/Markets: Consulting: Advertising/Mktg.: Outsourcing: Other:	<b>Retailing:</b> Retailer: Auctions: Tickets/Travel: Automobiles:	<b>Telecommunications:</b> Internet Service Provider: Web Site Services: Specialty Telecom:
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**TYPES OF BUSINESS:**

Software-Security  
Virus Protection Software  
Network Management Software

**BRANDS/DIVISIONS/AFFILIATES:**

McAfee Total Protection  
LoJack for Laptops  
Registry Power Cleaner  
McAfee PCI Certifications Service  
McAfee Network DPL Discovery  
McAfee OK Mobile  
Reconnex  
Secure Computing Corporation

**CONTACTS:** Note: Officers with more than one job title may be intentionally listed here more than once.

David DeWalt, CEO  
Albert A. Pimentel, COO  
David DeWalt, Pres.  
Albert A. Pimentel, CFO  
David Milam, Chief Mktg. Officer/Exec. VP  
Joseph Gabbert, Exec. VP-Human Resources  
Christopher Bolin, CTO/Exec. VP  
Mark Cochran, General Counsel/Exec. VP  
Gerhard Watzinger, Exec. VP-Corp. Strategy & Bus. Dev.  
Keith Krzeminski, Chief Acct. Officer/Sr. VP-Finance  
Michael DeCesare, Exec. VP-Worldwide Sales  
Todd Gebhart, Exec. VP/Gen. Mgr.-Consumer, Mobile & Small Bus.  
Dan Ryan, Exec. VP/Gen. Mgr.-Network Security Bus. Unit  
George Kurtz, Sr. VP/Gen. Mgr.-Risk & Compliance Bus. Unit  
Charles J. Robel, Chmn.

<b>Phone:</b> 408-988-3832	<b>Fax:</b> 408-970-9727
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**Toll-Free:****Address:** 3965 Freedom Cir., Santa Clara, CA 95054 US**GROWTH PLANS/SPECIAL FEATURES:**

McAfee, Inc. is a developer and supplier of software-based computer security systems that prevent intrusions on networks and protect computer systems from attacks. It allows home users, businesses, government agencies, service providers and partners to block attacks, prevent disruptions and continuously track and improve their security. The company's products are categorized for Home and Home Office, Small Business, Medium Business and Large Enterprise. Home and Home Office products are geared toward users who work from home on one or multiple computers. Products consist of PC protection software such as McAfee Total Protection, which works as an anti-virus and maintains an enhanced firewall. LoJack for Laptops tracks and recovers lost or stolen computers and is supported by a professional theft recovery team. Registry Power Cleaner software repairs registry errors and protects data with automatic backups. Small Business products are designed for businesses with 10-50 computers. The McAfee PCI Certification Service offers analysis of compliance status, assisting companies in completing PCI DSS requirement. The McAfee Site Advisor reviews the security of web sites and issues safety ratings before the user visits them. Medium Business products are targeted towards businesses with 100-1,000 computers and consist of data protection products such as the McAfee Network DPL Discovery, which protects sensitive data; compliance services, such as McAfee e-mail Security Service, which blocks viruses carried by e-mail; and network security products such as Total Protection for Secure Businesses. Enterprise products are geared toward companies with hundreds to tens of thousands computers. McAfee OK Mobile and Content Safety inspects content and certification for mobile devices. The McAfee Policy Auditor provides automated manual audit processes. In 2008, the company acquired Reconnex, a data loss prevention (DPL) company for \$46 million and Secure Computing Corporation for \$418 million.

**FINANCIALS:** Sales and profits are in thousands of dollars—add 000 to get the full amount. 2009 Note: Financial information for 2009 was not available for all companies at press time.

2009 Sales: \$	2009 Profits: \$
2008 Sales: \$1,600,065	2008 Profits: \$172,209
2007 Sales: \$1,308,220	2007 Profits: \$166,980
2006 Sales: \$1,142,327	2006 Profits: \$137,529
2005 Sales: \$987,299	2005 Profits: \$138,828

**U.S. Stock Ticker:** MFE**Int'l Ticker:** Int'l Exchange:

Employees: 5,600

Fiscal Year Ends: 12/31

Parent Company:

**SALARIES/BENEFITS:**

Pension Plan:	ESOP Stock Plan:	Profit Sharing:	Top Exec. Salary: \$950,000	Bonus: \$1,000,000
Savings Plan:	Stock Purch. Plan:		Second Exec. Salary: \$600,000	Bonus: \$592,575

**OTHER THOUGHTS:****Apparent Women Officers or Directors:****Hot Spot for Advancement for Women/Minorities:****LOCATIONS:** ("Y" = Yes)

West:	Southwest:	Midwest:	Southeast:	Northeast:	International:
Y	Y	Y	Y	Y	Y

**MEDIAEDGE:CIA**

www.mecglobal.com

Industry Group Code: 5418 Ranks within this company's industry group: Sales: Profits:

<b>Financial Services:</b> Stock Brokerage: Mortgages/Loans: Banking: Insurance: Credit Cards:	<b>Information:</b> Portal/News: Communities: Search Engine: Financial Data Pub.: Broadcasting/Music:	<b>Technology:</b> Hardware: Software: Specialty Equipment: Distributor:	<b>Services:</b> Payments/Markets: Consulting: Advertising/Mktg.: Outsourcing: Other:	<b>Retailing:</b> Retailer: Auctions: Tickets/Travel: Automobiles:	<b>Telecommunications:</b> Internet Service Provider: Web Site Services: Specialty Telecom:
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**TYPES OF BUSINESS:**

Marketing & Related Services  
Research  
Internet Marketing & Services  
Consulting Services  
Branding  
Econometrics  
Sponsorship Services

**BRANDS/DIVISIONS/AFFILIATES:**

WPP Group  
MEC MediaLab  
MEC Access  
MEC Interaction  
MEC Bravo  
MEC Retail  
Retail Media Link  
MEC Entertainment

**CONTACTS:** *Note: Officers with more than one job title may be intentionally listed here more than once.*

Charles Courtier, Global CEO  
Alastair Aird, Global COO  
Mel Varley, Global Chief Strategy Officer  
Lee Doyle, CEO-North America  
Michael Jones, CEO-Latin America  
Caroline Foster Kenny, Global Chief Client Officer  
Joost Dop, CEO-Asia Pacific

<b>Phone:</b> 44-20-7803-2000	<b>Fax:</b> 44-20-7803-2094
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**Toll-Free:****Address:** 1 Paris Garden, London, SE1 8NU UK**GROWTH PLANS/SPECIAL FEATURES:**

Mediaedge:cia, (MEC) a subsidiary of the WPP Group, is a global media communications services provider. The company maintains a network of 250 offices in 85 countries. The firm operates through seven segments. The Global Solutions segment provides business management services to various countries through teams made up of client leaders; consumer insight and return on investment (ROI) specialists; strategic planners; and activation specialists, who focus on digital activities, sponsorship and events. These 300 specialists are based in 12 hub offices in Dubai; Dusseldorf; Hong Kong; Lausanne, Switzerland; London; Milan; New York; Paris; San Francisco; Singapore; and Stockholm. MEC Access, operating in 30 countries, provides consultancy, strategic planning, rights management and PR services for brands across sports, arts, music, cause, film, broadcast and gaming platforms. MEC Bravo provides services that aim to engage the Hispanic market in the U.S. with clients' brands. MEC Entertainment serves clients who are involved in various divisions of entertainment business such as network programming, television production and mobile video. The MEC Interaction segment focuses on six areas of strategy: online media; search; social media; mobile; gaming; digital/advanced TV; and analytics and optimization. MEC MediaLAB is involved with media research, as well as global insight, analytics and ROI. This segment is operated by a team of more than 300 people in over 30 countries. MEC Retail assists clients in introducing their brands in-store. The Retail Media Link is the segment's database that analyzes retail marketing techniques such as digital screens, displays, shelf ads and retailer events.

**FINANCIALS:** Sales and profits are in thousands of dollars—add 000 to get the full amount. 2009 Note: Financial information for 2009 was not available for all companies at press time.

2009 Sales: \$	2009 Profits: \$
2008 Sales: \$	2008 Profits: \$
2007 Sales: \$	2007 Profits: \$
2006 Sales: \$	2006 Profits: \$
2005 Sales: \$	2005 Profits: \$

**U.S. Stock Ticker:** Subsidiary**Int'l Ticker:** Int'l Exchange:

Employees:

Fiscal Year Ends: 12/31

Parent Company: WPP GROUP PLC

**SALARIES/BENEFITS:**

Pension Plan:	ESOP Stock Plan:	Profit Sharing:	Top Exec. Salary: \$	Bonus: \$
Savings Plan:	Stock Purch. Plan:		Second Exec. Salary: \$	Bonus: \$

**OTHER THOUGHTS:**

Apparent Women Officers or Directors: 2  
Hot Spot for Advancement for Women/Minorities: Y

**LOCATIONS:** ("Y" = Yes)

West:	Southwest:	Midwest:	Southeast:	Northeast:	International:
Y	Y	Y	Y	Y	Y

**MERCADO SOFTWARE INC**

www.mercado.com

Industry Group Code: 511210M Ranks within this company's industry group: Sales: Profits:

<b>Financial Services:</b> Stock Brokerage: Mortgages/Loans: Banking: Insurance: Credit Cards:	<b>Information:</b> Portal/News: Communities: Search Engine: Financial Data Pub.: Broadcasting/Music:	<b>Technology:</b> Hardware: Software: Specialty Equipment: Distributor:	<b>Services:</b> Payments/Markets: Consulting: Advertising/Mktg.: Outsourcing: Other:	<b>Retailing:</b> Retailer: Auctions: Tickets/Travel: Automobiles:	<b>Telecommunications:</b> Internet Service Provider: Web Site Services: Specialty Telecom:
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**TYPES OF BUSINESS:**

Search Software  
e-Commerce Browsing & Merchandising Software

**BRANDS/DIVISIONS/AFFILIATES:**

Commerce Management Console (CMC)  
SearchStream Analysis  
UniClass  
Commerce Search & Navigation (CSN)  
Enterprise Search & Navigation (ESN)  
Mercado Software-U.K.  
Mercado Software-Israel  
Mercado bFIRST

**CONTACTS:** *Note: Officers with more than one job title may be intentionally listed here more than once.*

Corey J. Leibow, CEO  
Corey J. Leibow, Pres.  
Ken Holmes, CFO  
Robbie Traube, VP-Sales & Alliances  
Shai Geva, Chief Scientist  
Chen Dorot, Dir.-Finance  
David Leibow, VP-Worldwide Professional Svcs.  
Mark Jordan, VP-Worldwide Customer Advocacy  
Justin Foley, VP-North American Sales  
Amos Peleg, Gen. Mgr.-Israel Labs  
Rich Beattie, VP-Mercado Europe

**Phone:** 925-401-9300      **Fax:** 925-401-9399

**Toll-Free:** 888-376-1400

**Address:** 5000 Hopyard Rd., Ste. 480, Pleasanton, CA 94588 US

**FINANCIALS:** Sales and profits are in thousands of dollars—add 000 to get the full amount. 2009 Note: Financial information for 2009 was not available for all companies at press time.

2009 Sales: \$	2009 Profits: \$
2008 Sales: \$	2008 Profits: \$
2007 Sales: \$	2007 Profits: \$
2006 Sales: \$	2006 Profits: \$
2005 Sales: \$	2005 Profits: \$

**U.S. Stock Ticker:** Private  
**Int'l Ticker:** Int'l Exchange:  
Employees:  
Fiscal Year Ends: 12/31  
Parent Company:

**SALARIES/BENEFITS:**

Pension Plan:	ESOP Stock Plan:	Profit Sharing:	Top Exec. Salary: \$	Bonus: \$
Savings Plan:	Stock Purch. Plan:		Second Exec. Salary: \$	Bonus: \$

**OTHER THOUGHTS:**

Apparent Women Officers or Directors: 1  
Hot Spot for Advancement for Women/Minorities:

**LOCATIONS:** ("Y" = Yes)

West: Y	Southwest:	Midwest:	Southeast:	Northeast: Y	International: Y
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**GROWTH PLANS/SPECIAL FEATURES:**

Mercado Software, Inc., headquartered in California, provides online companies with software designed to make web site search features as comprehensive as possible. The company offers e-commerce search, browse and merchandising solutions to leading U.S. retailers with enough sophistication to allow customers to browse company sites with a variety of customized parameters, and then allows managers to monitor and respond to customer behavior with efficient strategies. Web managers use the Commerce Management Console (CMC) to directly control search information; SearchStream Analysis to customize search results; and UniClass to utilize advertising strategies. The two information retrieval solutions that Mercado offers companies, which include the afore-stated features, are Commerce Search & Navigation (CSN) and Enterprise Search & Navigation (ESN). The software is designed to reduce operational costs, improve customer satisfaction and increase revenues. The firm's e-commerce search tools are aimed at three things: Identifying and fixing failed searches, which occur when a search returns zero results; creating search responses and navigation options likely to produce sales; and using the search feature to push products in line with the retailer's business objectives, such as increasing sales of high margin items and reducing inventory of overstocked items. In addition to its U.S. office, Mercado operates Mercado Software-U.K. and Mercado Software-Israel.

**MICROSOFT CORP**

www.microsoft.com

Industry Group Code: 5112101 Ranks within this company's industry group: Sales: 1 Profits: 1

<b>Financial Services:</b> Stock Brokerage: Mortgages/Loans: Banking: Insurance: Credit Cards:	<b>Information:</b> Portal/News: Y Communities: Search Engine: Financial Data Pub.: Broadcasting/Music:	<b>Technology:</b> Hardware: Y Software: Y Specialty Equipment: Distributor:	<b>Services:</b> Payments/Markets: Consulting: Advertising/Mktg.: Outsourcing: Other:	<b>Retailing:</b> Retailer: Auctions: Tickets/Travel: Automobiles:	<b>Telecommunications:</b> Internet Service Provider: Y Web Site Services: Specialty Telecom:
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**TYPES OF BUSINESS:**

Computer Software  
Personal Communications Services  
Video Games Systems  
Mobile Communications  
Voice-Enabled Mobile Search  
Internet Search Engine  
E-Mail Services  
Instant Messaging

**BRANDS/DIVISIONS/AFFILIATES:**

Aquantive Inc  
Tellme Networks  
Microsoft Dynamics  
Fast Search & Transfer ASA  
Xbox  
MSN Video  
BigPark Inc.  
Rosetta Biosoftware

**CONTACTS:** *Note: Officers with more than one job title may be intentionally listed here more than once.*

Steve Ballmer, CEO  
B. Kevin Turner, COO  
Peter Klein, CFO  
Mich Mathews, Sr. VP-Central Mktg. Group  
Lisa Brummel, Sr. VP-Human Resources  
Rick Rashid, Sr. VP-Research  
David Vaskevitch, CTO/Sr. VP  
Brad Smith, General Counsel/Sr. VP-Legal/Sec.  
Craig Mundie, Chief Research & Strategy Officer  
Qi Lu, Pres., Online Svcs.  
Brad Smith, Sr. VP-Corp. Affairs  
Robert J. Bach, Pres., Entertainment & Devices Div.  
Steven Sinofsky, Pres., Windows Div.  
Ray Ozzie, Chief Software Architect  
Bob Muglia, Pres., Server & Tools Bus.  
Bill Gates, Chmn.  
Jean-Philippe Courtois, Pres., Microsoft Int'l

<b>Phone:</b> 425-882-8080	<b>Fax:</b> 425-936-7329
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<b>Toll-Free:</b>
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<b>Address:</b> 1 Microsoft Way, Redmond, WA 98052-7329 US
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**GROWTH PLANS/SPECIAL FEATURES:**

Microsoft Corp. develops, manufactures and supports software for a wide range of computing devices. Microsoft operates in five segments. The client segment provides premium and standard-edition Windows operating systems and manages the company's relationships with personal computer manufacturers. The company's latest operating system, introduced in 2009, is Windows 7. The server and tools segment licenses products, applications, tools, content and services related to Windows server products and operating systems. The division offers Windows Server operating system, Microsoft SQL Server, Microsoft Enterprise Services, Visual Studio and System Center products, among others. The online services business segment consists of an online advertising platform and provides personal services including MSN Video Service and Windows Live Search. The business division offers the Microsoft Office system and Microsoft Dynamics business solutions. The entertainment and devices division is responsible for developing, producing and marketing Xbox and Xbox 360 video game systems, including consoles and accessories; the Zune digital music and entertainment platform; PC software games; the Mediaroom Internet television software; the Surface computing system; and online games and services. During 2008, Microsoft acquired Navic Networks, a provider of television advertising solutions; Komoku, Inc, a security detection company; Rapt, Inc., a provider of advertising yield management solutions; Greenfiled Online Inc., a European price comparison site; and DATAlegro Inc., a provider of data warehouse appliances. In May 2009, Microsoft agreed to acquire BigPark, Inc., an interactive online gaming company. In June 2009, the firm agreed to acquire certain data management software assets from Rosetta Biosoftware. In August 2009, the company announced plans to sell its interactive ad agency, Razorfish, Inc., to Paris-based Publicis Groupe for approximately \$530 million.

Microsoft offers its employees health, dental and vision coverage; health club memberships; autism therapy benefits; adoption assistance; a 401(k) plan; a stock purchase plan; charity gift matching; and tuition assistance.

**FINANCIALS:** Sales and profits are in thousands of dollars—add 000 to get the full amount. 2009 Note: Financial information for 2009 was not available for all companies at press time.

2009 Sales: \$58,437,000	2009 Profits: \$14,569,000
2008 Sales: \$60,420,000	2008 Profits: \$17,681,000
2007 Sales: \$51,122,000	2007 Profits: \$14,065,000
2006 Sales: \$44,282,000	2006 Profits: \$12,599,000
2005 Sales: \$39,788,000	2005 Profits: \$12,254,000

**U.S. Stock Ticker: MSFT****Int'l Ticker:** Int'l Exchange:

Employees: 93,000  
Fiscal Year Ends: 6/30  
Parent Company:

**SALARIES/BENEFITS:**

Pension Plan:	ESOP Stock Plan:	Profit Sharing:	Top Exec. Salary: \$640,833	Bonus: \$700,000
Savings Plan: Y	Stock Purch. Plan: Y		Second Exec. Salary: \$620,833	Bonus: \$600,000

**OTHER THOUGHTS:**

Apparent Women Officers or Directors: 4  
Hot Spot for Advancement for Women/Minorities: Y

**LOCATIONS: ("Y" = Yes)**

West: Y	Southwest: Y	Midwest: Y	Southeast: Y	Northeast: Y	International: Y
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**MICROS-RETAIL**

www.micros-retail.com

Industry Group Code: 511210K Ranks within this company's industry group: Sales: Profits:

<b>Financial Services:</b> Stock Brokerage: Mortgages/Loans: Banking: Insurance: Credit Cards:	<b>Information:</b> Portal/News: Communities: Search Engine: Financial Data Pub.: Broadcasting/Music:	<b>Technology:</b> Hardware: Software: Specialty Equipment: Distributor:	<b>Services:</b> Payments/Markets: Consulting: Advertising/Mktg.: Outsourcing: Other:	<b>Retailing:</b> Retailer: Auctions: Tickets/Travel: Automobiles:	<b>Telecommunications:</b> Internet Service Provider: Web Site Services: Specialty Telecom:
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**TYPES OF BUSINESS:**

Software-Retail & E-Commerce  
Supply Chain Software

**BRANDS/DIVISIONS/AFFILIATES:**

MICROS Systems Inc  
Xstore Java POS  
CommercialWare Inc  
Store21  
CWData & Analytics  
XBR  
CWSerenade  
JTECH

**CONTACTS:** *Note: Officers with more than one job title may be intentionally listed here more than once.*

Chaz Napoli, COO  
John E. Gularson, Pres.  
Laura Martin, CFO  
Michael Biliouris, Exec. VP-Sales & Mktg.  
Shelley M. Sappet, Dir.-Human Resources  
Jane Cannon, CTO  
Jetemy Grunzweig, VP-Oper., Store Systems Group  
Rudy Pataro, Exec. VP-eCommerce  
Louise J. Casamento, VP-Customer Rel.  
Carl Nemeck, VP-Professional Svcs. Int'l  
Louise J. Casament, VP-Mktg.  
Drew Fyfe, VP-Asia Pacific  
Francisco Navajas, Managing Dir.-Latin America  
Manfred Kaiser, VP-EMEA

**Phone:** 440-498-4414      **Fax:** 440-542-3043

**Toll-Free:** 888-328-2826

**Address:** 30500 Bruce Industrial Pkwy., Cleveland, OH 44139 US

**GROWTH PLANS/SPECIAL FEATURES:**

MICROS-Retail, a subsidiary of MICROS Systems, Inc., designs software solutions for cross-channel retailers. The company was created in recent years through the combination of Datavantage; Fry, Inc.; CommercialWare; and the eOne Group. MICROS-Retail's products include point-of-sale (POS); loyalty and customer relationship management (CRM); eCommerce; order management; loss prevention; analytics software; merchandise and supplier management; and mobility applications. POS products include Xstore Java POS; Store21, enabling stores to communicate with a centralized database and sales associates to verify pricing, locate merchandise and validate returns, all in real-time; Tradewind, with capabilities including pricing, inventory management, store administration, labor management, shipping/receiving, customer portfolio and reporting; CWStore, a modular POS and back office solution, with real-time inventory management capabilities; and ARS POS, addressing the POS and back office needs of retailers and convenience stores in the Latin American market. MICROS-Retail's loyalty and customer relationship management (CRM) products include Relate Retail, which unifies marketing and planning management, and CW ValueCard, a card program capable of handling purchases, activations, reductions, refunds and merchandise store credits while making card balances, available amounts and historical activity accessible in real time. eCommerce is a business-to-business and business-to-consumer functionality; catalog browsing; ordering; customer service; promotions; feature product; check inventory; re-print invoices; browse order history; re-order from history; place new orders; update shipping and billing addresses; and get price and inventory information. XBR is the company's loss prevention product, which identifies trends associated with key performance indicators and automatically sends alerts. Additional products include CWSerenade, CWDirect, CWCollaborate and Locate for order management; Balance Sales Audit and CWData & Analytics for analytics; Enterprise Merchandising and CWCollaborate for merchandise and supplier management; and JTECH and Handheld POS for mobility.

**FINANCIALS:** Sales and profits are in thousands of dollars—add 000 to get the full amount. 2009 Note: Financial information for 2009 was not available for all companies at press time.

2009 Sales: \$	2009 Profits: \$
2008 Sales: \$	2008 Profits: \$
2007 Sales: \$7,600	2007 Profits: \$
2006 Sales: \$	2006 Profits: \$
2005 Sales: \$	2005 Profits: \$

**U.S. Stock Ticker: Subsidiary**

**Int'l Ticker:** Int'l Exchange:

Employees:

Fiscal Year Ends: 12/31

Parent Company: MICROS SYSTEMS INC

**SALARIES/BENEFITS:**

Pension Plan:	ESOP Stock Plan:	Profit Sharing:	Top Exec. Salary: \$	Bonus: \$
Savings Plan: Y	Stock Purch. Plan:		Second Exec. Salary: \$	Bonus: \$

**OTHER THOUGHTS:**

Apparent Women Officers or Directors: 3  
Hot Spot for Advancement for Women/Minorities: Y

**LOCATIONS: ("Y" = Yes)**

West:	Southwest:	Midwest:	Southeast:	Northeast:	International:
		Y		Y	Y

**MKTG INC**

www.mktg.com

Industry Group Code: 5418 Ranks within this company's industry group: Sales: 2 Profits: 1

<b>Financial Services:</b> Stock Brokerage: Mortgages/Loans: Banking: Insurance: Credit Cards:	<b>Information:</b> Portal/News: Communities: Search Engine: Financial Data Pub.: Broadcasting/Music:	<b>Technology:</b> Hardware: Software: Specialty Equipment: Distributor:	<b>Services:</b> Payments/Markets: Consulting: Advertising/Mktg.: Outsourcing: Other:	<b>Retailing:</b> Retailer: Auctions: Tickets/Travel: Automobiles:	<b>Telecommunications:</b> Internet Service Provider: Web Site Services: Specialty Telecom:
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**TYPES OF BUSINESS:**

Marketing Services  
 Experiential Marketing  
 Event Marketing  
 Interactive Marketing,  
 Ethnic Marketing  
 Radio & Television Promotional Programs  
 Interactive Software Development  
 Content Creation

**BRANDS/DIVISIONS/AFFILIATES:**

Inmark Services LLC  
 Optimum Group LLC  
 US Concepts LLC  
 Digital Intelligence LLC

**CONTACTS:** *Note: Officers with more than one job title may be intentionally listed here more than once.*

Charlie Horsey, CEO  
 Frank Dudley, Chief Mktg. Officer  
 David Arnold, Exec. VP-Prod.  
 James Haughton, Controller/Sr. VP  
 Rachelle McDonough, Exec. VP-Field Activation  
 Colin Campbell, Gen. Mgr.-Los Angeles  
 James Ferguson, Pres., Promotion Div.  
 Patty Hubbard, Gen. Mgr.-San Francisco  
 Marc C. Particelli, Chmn.

<b>Phone:</b> 212-660-3800	<b>Fax:</b> 212-660-3878
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<b>Toll-Free:</b>
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<b>Address:</b> 75 9th Ave., 3rd Fl., New York, NY 10011 US
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**GROWTH PLANS/SPECIAL FEATURES:**

Mktg, Inc. is an integrated sales promotional marketing services agency. The firm develops, manages and executes sales promotion programs at both national and local levels, utilizing both online and offline media channels. Its programs help clients promote their goods and services directly to retailers and consumers. The company's services include experiential, face-to-face, event, ethnic and interactive marketing; and all elements of consumer and trade promotion. Mktg offers these services directly to clients by a sales force operating out of offices located in New York, Cincinnati, Chicago, San Francisco, and Los Angeles. Mktg operates through wholly-owned subsidiaries Inmark Services LLC, Optimum Group LLC, U.S. Concepts LLC and Digital Intelligence LLC. Subsidiary U.S. Concepts provides experiential programs including concerts, tours and festivals, sales driven sampling activities, demonstration programs and other events that introduce and promote clients' brands, services and products. The firm's digital marketing services include interactive, social networking and word of mouth marketing; data analytics and segmentation; and business process enablement, allowing companies to optimize their marketing infrastructures. The company's multi-cultural marketing services focus on expanding clients' exposure to African Americans, Asians, Latinos and consumers with alternative lifestyles. Mktg's largest customer, Diageo North America, Inc., accounts for approximately 64% of the firm's revenues.

**FINANCIALS:** Sales and profits are in thousands of dollars—add 000 to get the full amount. 2009 Note: Financial information for 2009 was not available for all companies at press time.

2009 Sales: \$96,234	2009 Profits: \$-2,788
2008 Sales: \$80,834	2008 Profits: \$4,893
2007 Sales: \$95,880	2007 Profits: \$ 996
2006 Sales: \$83,304	2006 Profits: \$-1,801
2005 Sales: \$72,241	2005 Profits: \$1,053

**U.S. Stock Ticker:** CMKG**Int'l Ticker:** Int'l Exchange:

Employees: 4,750

Fiscal Year Ends: 3/31

Parent Company:

**SALARIES/BENEFITS:**

Pension Plan:	ESOP Stock Plan:	Profit Sharing:	Top Exec. Salary: \$343,750	Bonus: \$
Savings Plan: Y	Stock Purch. Plan:		Second Exec. Salary: \$252,083	Bonus: \$

**OTHER THOUGHTS:**

Apparent Women Officers or Directors: 2

Hot Spot for Advancement for Women/Minorities: Y

**LOCATIONS:** ("Y" = Yes)

West: Y	Southwest:	Midwest: Y	Southeast:	Northeast: Y	International:
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**MOBILE TELESYSTEMS OJSC**

www.mtsgsm.com

Industry Group Code: 5172 Ranks within this company's industry group: Sales: 13 Profits: 10

<b>Financial Services:</b> Stock Brokerage: Mortgages/Loans: Banking: Insurance: Credit Cards:	<b>Information:</b> Portal/News: Communities: Search Engine: Financial Data Pub.: Broadcasting/Music:	<b>Technology:</b> Hardware: Software: Specialty Equipment: Distributor:	<b>Services:</b> Payments/Markets: Consulting: Advertising/Mktg.: Outsourcing: Other:	<b>Retailing:</b> Retailer: Auctions: Tickets/Travel: Automobiles:	<b>Telecommunications:</b> Internet Service Provider: Web Site Services: Specialty Telecom:	Y Y
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**TYPES OF BUSINESS:**

Mobile Telephone Service  
Value-Added Services  
Network Design  
3G networks

**BRANDS/DIVISIONS/AFFILIATES:**

Dagtelecom  
Sibintelecom  
Barash Communications Technologies, Inc.,  
Eldorado Centr LLC  
Eldorado Communications Store LLC  
Sistema JSGC  
iPhone 3G  
MTS

**CONTACTS:** *Note: Officers with more than one job title may be intentionally listed here more than once.*

Mikhail Shamolin, CEO  
Mikhail Shamolin, Pres.  
Alexey Kornya, Interim CFO  
Mikhail Gerchuk, Chief Commercial Officer/VP  
Sergey Nikonov, VP-Human Resources  
Andrei Ushatskiy, CTO/VP-Tech.  
Sergey Nikonov, VP-Admin. Activity  
Ruslan Ibraqimov, VP-Corp. & Legal Matters  
Michael Hecker, VP-Corp. Dev. & Strategy  
Aleksander Boqatyrev, Acting VP-Network & IT  
Andrei Terebenin, VP-Corp. Comm.  
Aleksander Popovskiy, VP/Dir.-MTS Russia  
Yury Gromakov, VP-Tech. Dev.  
Andrei Dubovskov, Gen. Dir.-MTS Ukraine  
Pavel Belik, VP-Corp. Security  
Vitaliy Savelyev, Chmn.  
Oleg Raspopov, Dir.-MTS Foreign Subsidiaries

**Phone:** 7-495-911-6553 **Fax:** 7-495-911-6551

**Toll-Free:**

**Address:** 4 Marksistskaya St. Russian Federation, Moscow, 109147 Russia

**GROWTH PLANS/SPECIAL FEATURES:**

Mobile TeleSystems OJSC (MTS) is a mobile phone operator in Russia and the Commonwealth of Independent States (CIS). The company and its subsidiaries have over 92 million customers in the following countries: Russia (65.1 million); Ukraine (17.94 million); Armenia (2 million); Belarus (4.4 million); Uzbekistan (6 million); and Turkmenistan (1.1 million). The MTS network operates on a uniform GSM standard that covers a total population of 230 million people. Sibintelecom, a GSM cellular phone operator in Russia, is one of several MTS subsidiaries. In addition to standard voice services, the company also offers a variety of value-added cellular services, such as SMS (short message service), general packet radio, wireless application protocol, web-browsing and MMS (multi-media messaging service). In order to reduce the significant problems of credit risk that are carried onto its shareholders from time to time, MTS has introduced a prepayment system for its subscribers. The firm is majority-owned by Sistema JSGC, a major private consumer services company in Russia and the CIS. The company launched 3G networks in new cities in Russia, Siberia and Uzbekistan in 2008; and in Armenia in 2009. In July 2008, MTS and MySpace Russia partnered to develop exclusive services for Russian MTS customers. In July 2008, the company collaborated with Microsoft Corp. and Fujitsu Siemens Computers to release an integrated 3G notebook solution in the CIS. In October 2008, MTS released iPhone 3G in Russia; and formed a partnership with Vodafone to jointly offer communication services and develop new technologies. In February 2009, the firm acquired the remaining 25.01% interest in one of its subsidiaries, Dagtelecom, LLC, from Glaxen Corp. for \$41.56 million. In April 2009, MTS acquired a mobile phone retail chain (Eldorado Centr LLC and Eldorado Communications Store LLC) from Tenteco Limited (Cyprus) and Kilcherex Holdings Limited (Cyprus) for \$22.85 million.

**FINANCIALS:** Sales and profits are in thousands of dollars—add 000 to get the full amount. 2009 Note: Financial information for 2009 was not available for all companies at press time.

2009 Sales: \$	2009 Profits: \$
2008 Sales: \$10,245,293	2008 Profits: \$1,930,419
2007 Sales: \$8,252,378	2007 Profits: \$2,071,504
2006 Sales: \$6,384,254	2006 Profits: \$1,075,738
2005 Sales: \$5,011,000	2005 Profits: \$1,126,400

**U.S. Stock Ticker:** MBT

**Int'l Ticker:** MTSI Int'l Exchange: Moscow-MICEX  
Employees: 26,343  
Fiscal Year Ends: 12/31  
Parent Company: SISTEMA JSGC

**SALARIES/BENEFITS:**

Pension Plan:	ESOP Stock Plan:	Profit Sharing:	Top Exec. Salary: \$	Bonus: \$
Savings Plan:	Stock Purch. Plan:		Second Exec. Salary: \$	Bonus: \$

**OTHER THOUGHTS:**

**Apparent Women Officers or Directors:** 1  
**Hot Spot for Advancement for Women/Minorities:**

**LOCATIONS:** ("Y" = Yes)

West:	Southwest:	Midwest:	Southeast:	Northeast:	International:
					Y

**MODUSLINK GLOBAL SOLUTIONS INC**

www.moduslink.com

Industry Group Code: 511210A Ranks within this company's industry group: Sales: 1 Profits: 3

<b>Financial Services:</b> Stock Brokerage: Mortgages/Loans: Banking: Insurance: Credit Cards:	<b>Information:</b> Portal/News: Communities: Search Engine: Financial Data Pub.: Broadcasting/Music:	<b>Technology:</b> Hardware: Software: Specialty Equipment: Distributor:	<b>Services:</b> Payments/Markets: Consulting: Advertising/Mktg.: Outsourcing: Other:	<b>Retailing:</b> Retailer: Auctions: Tickets/Travel: Automobiles:	<b>Telecommunications:</b> Internet Service Provider: Web Site Services: Specialty Telecom:
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**TYPES OF BUSINESS:**

Software-Supply Chain Management  
Web-Based Distribution & Fulfillment Services  
Marketing Distribution Services  
Consulting Services  
Venture Capital

**BRANDS/DIVISIONS/AFFILIATES:**

@ Ventures  
ModusLink Corporation  
ModusLink PTS  
ModusLink Open Channel Solutions  
Poetic

**CONTACTS:** *Note: Officers with more than one job title may be intentionally listed here more than once.*

Joseph C. Lawler, CEO  
Joseph C. Lawler, Pres.  
Steven G. Crane, CFO  
Matthew J. Dattilo, CIO  
Peter L. Gray, General Counsel/Sec./Exec. VP  
Bill McLennan, Pres., Global Oper.  
David J. Riley, Exec. VP-Corp Dev.  
Joseph C. Lawler, Chmn.

<b>Phone:</b> 781-663-5001	<b>Fax:</b> 781-886-4884
<b>Toll-Free:</b> 888-996-6387	
<b>Address:</b> 1100 Winter St., Ste. 4600, Waltham, MA 02451 US	

**GROWTH PLANS/SPECIAL FEATURES:**

ModusLink Global Solutions, Inc. is a leading provider of global supply chain business process outsourcing to technology-based companies in the computing, software, consumer electronics, storage and communications markets. The company provides these services through its wholly owned subsidiaries, Moduslink Corporation; ModusLink Open Channel Solutions, Inc. (ModusLink OCS); and ModusLinkPTS, Inc. (ModusLink PTS). The company's services include supply chain, aftermarket services, e-business and entitlement management. Supply chain services, delivered by ModusLink corporation, consist of factor supply and optimized configuration. Factor supply provides inbound supply of components into one or more of ModusLink's client's manufacturing or assembly operations on behalf of a client, and optimization configuration, which employs methods of determining the best time and place in the supply chain to perform final configuration, packaging and distribution of products. Aftermarket services, provided by ModusLink PTS, manage a range of post-sales activity including customer service, technical support and multi-channel returns management to testing, repair and asset disposition. Through its e-business services, such as e-commerce, customer support, financial transaction processing, physical shipment and returns processes, ModusLink provides a direct end-user revenue channel for its clients. E-business services are also conducted through ModusLink Corporation. The company's entitlement management services are designed to facilitate revenue generation for software publishers and related businesses by managing the complexities of multi-channel subscription and customer access rights inherent in software licensing. Entitlement management services are provided by ModusLink OCS. The company manages its supply chain operations through its technology infrastructure, which includes its Enterprise Resource Planning system. The company's capital venture business, @Ventures, invests in a variety of privately held companies. The firm's network consists of more than 25 facilities in 14 countries. During 2009, the company reduced its workforce by approximately 10% as part of a major restructuring operation. The company offers its employees a 401(k) plan.

**FINANCIALS:** Sales and profits are in thousands of dollars—add 000 to get the full amount. 2009 Note: Financial information for 2009 was not available for all companies at press time.

2009 Sales: \$1,008,554	2009 Profits: \$-193,452
2008 Sales: \$1,068,207	2008 Profits: \$9,128
2007 Sales: \$1,143,026	2007 Profits: \$49,411
2006 Sales: \$1,148,886	2006 Profits: \$14,945
2005 Sales: \$1,053,507	2005 Profits: \$26,525

**U.S. Stock Ticker:** MLNK  
**Int'l Ticker:** Int'l Exchange:  
Employees: 4,100  
Fiscal Year Ends: 7/31  
Parent Company:

**SALARIES/BENEFITS:**

Pension Plan:	ESOP Stock Plan:	Profit Sharing:	Top Exec. Salary: \$645,000	Bonus: \$
Savings Plan: Y	Stock Purch. Plan:		Second Exec. Salary: \$450,000	Bonus: \$

**OTHER THOUGHTS:**

**Apparent Women Officers or Directors:** 1  
**Hot Spot for Advancement for Women/Minorities:**

**LOCATIONS: ("Y" = Yes)**

West:	Southwest:	Midwest:	Southeast:	Northeast:	International:
Y	Y	Y	Y	Y	Y

**MOLECULAR INC**

www.molecular.com

Industry Group Code: 541512 Ranks within this company's industry group: Sales: Profits:

<b>Financial Services:</b> Stock Brokerage: Mortgages/Loans: Banking: Insurance: Credit Cards:	<b>Information:</b> Portal/News: Communities: Search Engine: Financial Data Pub.: Broadcasting/Music:	<b>Technology:</b> Hardware: Software: Specialty Equipment: Distributor:	<b>Services:</b> Payments/Markets: Consulting: Advertising/Mktg.: Outsourcing: Other:	<b>Retailing:</b> Retailer: Auctions: Tickets/Travel: Automobiles:	<b>Telecommunications:</b> Internet Service Provider: Web Site Services: Specialty Telecom:
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**TYPES OF BUSINESS:**

Consulting-Internet & E-Commerce  
Research & Development

**BRANDS/DIVISIONS/AFFILIATES:**

Aegis Group plc  
Isobar  
Tvisions  
Molecular RAPID Center

**CONTACTS:** *Note: Officers with more than one job title may be intentionally listed here more than once.*

Ralph J. Folz, CEO  
Howard M. Kogan, Pres.  
David A. Kaplan, CFO  
Rob Parrish, VP-Human Resources  
Cameron F. Logan, Dir.-Eng.  
Darryl T. Gehly, Exec. VP  
Vangie Deane, VP-Client Solutions  
Patrick S. Heath, VP/Managing Dir.-Boston Office  
Phillip Wisniewski, VP/Managing Dir.-New York Office

**Phone:** 617-218-6500 **Fax:** 617-218-6700

**Toll-Free:**

**Address:** 343 Arsenal St., Watertown, MA 02472 US

**GROWTH PLANS/SPECIAL FEATURES:**

Molecular, Inc., a part of Aegis Group's subsidiary Isobar, is an integrated technology consulting firm that creates Internet-based solutions to help clients increase revenues while decreasing costs. The company was established in 1994 as Tvisions and has pioneered many applications in e-commerce, from advanced secure transactions to sophisticated multi-channel, cross-platform integrations. Molecular develops strategy for business processes and digital applications; designs, builds and implements Internet sites and tools; integrates multiple sites; and engineers multi-channel infrastructure. The firm also engages in research and development with a variety of high-technology partners through its Molecular RAPID Center. Among the company's technology partners are Endeca, Interwoven, Microsoft, IBM, and SDL Tridion. The firm's sister companies include freestyle interactive, Carat Fusion, and iProspect. Molecular's primary business focuses are the financial services, health care, retail, media and manufacturing industries, with clients such as Analog Devices; Bank of America; Blue Cross Blue Shield of Massachusetts; HumanaOne; Hewlett-Packard; Meijer; MC Communications; Nikon; Talbots; TCW; and Yankee Candle. The firm opened an office in New York City to develop next-generation integrated digital marketing programs for its eastern clients.

**FINANCIALS:** Sales and profits are in thousands of dollars—add 000 to get the full amount. 2009 Note: Financial information for 2009 was not available for all companies at press time.

2009 Sales: \$	2009 Profits: \$
2008 Sales: \$	2008 Profits: \$
2007 Sales: \$	2007 Profits: \$
2006 Sales: \$	2006 Profits: \$
2005 Sales: \$	2005 Profits: \$

**U.S. Stock Ticker: Subsidiary**

**Int'l Ticker:** Int'l Exchange:

Employees:

Fiscal Year Ends: 12/31

Parent Company: AEGIS GROUP PLC

**SALARIES/BENEFITS:**

Pension Plan:	ESOP Stock Plan:	Profit Sharing:	Top Exec. Salary: \$	Bonus: \$
Savings Plan: Y	Stock Purch. Plan:		Second Exec. Salary: \$	Bonus: \$

**OTHER THOUGHTS:**

Apparent Women Officers or Directors: 6  
Hot Spot for Advancement for Women/Minorities: Y

**LOCATIONS: ("Y" = Yes)**

West: Y	Southwest:	Midwest:	Southeast:	Northeast: Y	International:
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**MONSTER WORLDWIDE INC**

www.monster.com

Industry Group Code: 561311 Ranks within this company's industry group: Sales: 1 Profits: 1

<b>Financial Services:</b> Stock Brokerage: Mortgages/Loans: Banking: Insurance: Credit Cards:	<b>Information:</b> Portal/News: Communities: Search Engine: Financial Data Pub.: Broadcasting/Music:	<b>Technology:</b> Hardware: Software: Specialty Equipment: Distributor:	<b>Services:</b> Payments/Markets: Consulting: Advertising/Mktg.: Outsourcing: Other:	<b>Retailing:</b> Retailer: Auctions: Tickets/Travel: Automobiles:	<b>Telecommunications:</b> Internet Service Provider: Web Site Services: Specialty Telecom:
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**TYPES OF BUSINESS:**

Online Job Recruitment  
Employment Advertising

**BRANDS/DIVISIONS/AFFILIATES:**

Affinity Labs Inc  
Trovix Inc  
ChinaHR

**CONTACTS:** *Note: Officers with more than one job title may be intentionally listed here more than once.*

Sal Iannuzzi, CEO  
Timothy T. Yates, CFO/Exec. VP  
Ted Gilvar, Global Mktg. Officer/Exec. VP  
Lori Erickson, Sr. VP-Human Resources  
Darko Dejanovic, Global CIO/Exec. VP/Head-Prod.  
Lise Poulos, Chief Admin. Officer/Exec. VP  
Michael C. Miller, General Counsel/Exec. VP/Sec.  
Mark Stoever, Exec. VP-Corp. Dev. & Strategic Alliances  
Robert Jones, VP-Corp. Comm.  
Robert Jones, VP-Investor Rel.  
Jon Trumbull, Chief Acct. Officer/Global Controller  
Art O'Donnell, Exec. VP-Customer Service  
Sal Iannuzzi, Chmn.  
Edward Lo, Exec. VP-Greater China

**Phone:** 212-351-7000 **Fax:** 646-658-0541

**Toll-Free:**

**Address:** 622 Third Ave., 39th Fl., New York, NY 10017 US

**GROWTH PLANS/SPECIAL FEATURES:**

Monster Worldwide, Inc. is a global online employment solution company, whose goal is to bring people together to advance their careers. It operates in three segments: Careers - North America; Careers - International; and Internet Advertising & Fees. Through the Careers segments (North America and International), the company hopes to provide solutions and technologies to simplify the hiring process for the employers and deliver access to the community of job seekers. For job seekers, the firm's purpose is to help advance the users' careers by providing work-related content, services and advice. Services include searchable job postings, a resume database and other career related content. Job seekers can search the company's job postings and post their resumes free-of-charge on each of its web sites. Monster also offers premium career services at a fee to job seekers, such as resume writing and priority resume listing. Employers and human resources professionals pay to post jobs, search its resume database, and utilize career site hosting and other ancillary services. The Internet Advertising & Fees segment provides consumers with content, services and useful offers that help them manage the development and direction of their current and future careers, while providing employers, educators and marketers with media-driven solutions. The firm's network of online properties appeals to advertisers and other third parties as these sites deliver certain discrete demographic groups in an online environment. The majority of the division's services are free to users and while they currently are primarily offered in North America, this business will be expanding across Monster's global network of web sites. The largest customer categories are employers, schools, financial services and consumer products and services. In October 2008, the firm acquired ChinaHR, for approximately \$174 million. In August 2008, the firm acquired Trovix, Inc. In January 2008, Monster acquired Affinity Labs, Inc. for approximately \$61 million.

**FINANCIALS:** Sales and profits are in thousands of dollars—add 000 to get the full amount. 2009 Note: Financial information for 2009 was not available for all companies at press time.

2009 Sales: \$905,142	2009 Profits: \$18,927
2008 Sales: \$1,343,627	2008 Profits: \$124,793
2007 Sales: \$1,323,804	2007 Profits: \$146,399
2006 Sales: \$1,116,676	2006 Profits: \$37,137
2005 Sales: \$818,271	2005 Profits: \$98,194

**U.S. Stock Ticker:** MWW

**Int'l Ticker:** Int'l Exchange:

Employees:

Fiscal Year Ends: 12/31

Parent Company:

**SALARIES/BENEFITS:**

Pension Plan: ESOP Stock Plan: Profit Sharing: Top Exec. Salary: \$ Bonus: \$  
Savings Plan: Y Stock Purch. Plan: Second Exec. Salary: \$ Bonus: \$

**OTHER THOUGHTS:**

Apparent Women Officers or Directors: 1  
Hot Spot for Advancement for Women/Minorities: Y

**LOCATIONS:** ("Y" = Yes)

West:	Southwest:	Midwest:	Southeast:	Northeast:	International:
				Y	Y

**MOREVISIBILITY.COM INC**

www.morevisibility.com

Industry Group Code: 541810E Ranks within this company's industry group: Sales: Profits:

<b>Financial Services:</b> Stock Brokerage: Mortgages/Loans: Banking: Insurance: Credit Cards:	<b>Information:</b> Portal/News: Communities: Search Engine: Financial Data Pub.: Broadcasting/Music:	<b>Technology:</b> Hardware: Software: Specialty Equipment: Distributor:	<b>Services:</b> Payments/Markets: Consulting: Advertising/Mktg.: Outsourcing: Other:	<b>Retailing:</b> Retailer: Auctions: Tickets/Travel: Automobiles:	<b>Telecommunications:</b> Internet Service Provider: Web Site Services: Specialty Telecom:
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**TYPES OF BUSINESS:**

Search Engine Optimization (SEO)  
Marketing Outsourcing Services

**BRANDS/DIVISIONS/AFFILIATES:****CONTACTS:** *Note: Officers with more than one job title may be intentionally listed here more than once.*

Dennis Pushkin, CEO  
Andrew Wertzler, Pres.  
David Kelly, Dir.-IT  
Danielle Leitch, Exec. VP-Client Strategy  
Lesley Gross, Dir.-Client Strategy

**Phone:** 561-620-9682      **Fax:** 561-620-9684

**Toll-Free:** 800-787-0497

**Address:** Wachovia Plz., 925 S. Federal Hwy., Ste. 750, Boca Raton, FL 33432 US

**GROWTH PLANS/SPECIAL FEATURES:**

MoreVisibility.com, Inc. is an Internet company dedicated to marketing strategies relating to online businesses. Emphasizing search engine optimization, the company seeks to help its customers effectively utilize an increasingly crowded and complicated online environment. Customers generally arrive at web sites either through the unpaid-for results using search engines or from a marketing agent's paid placement programs. Both of these marketing components are important to MoreVisability. The firm's search engine strategy often involves re-working site architecture and coding, ensuring that its clients are well positioned to be recognized by major search engines. Company partners include Google, Yahoo!, MSN, Looksmart, Business.com and Shop.org. Paid placement programs strategy requires diligent research, planning and customer tracking. In the competitive realm of online advertising space, it is necessary to continually adjust keywords. The strategies are often referred to as paid inclusion programs, which operate on a cost-per-click basis. The company's clients include Texas Instruments, Toshiba, the Metropolitan Museum of Art, Sprint PCS, YellowFish Software and Toyota. For companies too busy to manage their search engine marketing, MoreVisability can serve as an outsourcer, handling all aspects of a company's search and online marketing and reporting.

**FINANCIALS:** Sales and profits are in thousands of dollars—add 000 to get the full amount. 2009 Note: Financial information for 2009 was not available for all companies at press time.

2009 Sales: \$	2009 Profits: \$
2008 Sales: \$	2008 Profits: \$
2007 Sales: \$	2007 Profits: \$
2006 Sales: \$	2006 Profits: \$
2005 Sales: \$	2005 Profits: \$

**U.S. Stock Ticker:** Private  
**Int'l Ticker:** Int'l Exchange:  
Employees:  
Fiscal Year Ends:  
Parent Company:

**SALARIES/BENEFITS:**

Pension Plan:	ESOP Stock Plan:	Profit Sharing:	Top Exec. Salary: \$	Bonus: \$
Savings Plan:	Stock Purch. Plan:		Second Exec. Salary: \$	Bonus: \$

**OTHER THOUGHTS:**

Apparent Women Officers or Directors: 2  
Hot Spot for Advancement for Women/Minorities: Y

**LOCATIONS:** ("Y" = Yes)

West:	Southwest:	Midwest:	Southeast:	Northeast:	International:
			Y		

**MOVE INC**

www.move.com

Industry Group Code: 519130 Ranks within this company's industry group: Sales: 19 Profits: 24

<b>Financial Services:</b> Stock Brokerage: Mortgages/Loans: Banking: Insurance: Credit Cards:	<b>Information:</b> Portal/News: Y Communities: Search Engine: Financial Data Pub.: Broadcasting/Music:	<b>Technology:</b> Hardware: Software: Y Specialty Equipment: Distributor:	<b>Services:</b> Payments/Markets: Consulting: Advertising/Mktg.: Y Outsourcing: Other: Y	<b>Retailing:</b> Retailer: Auctions: Tickets/Travel: Automobiles:	<b>Telecommunications:</b> Internet Service Provider: Web Site Services: Specialty Telecom:
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**TYPES OF BUSINESS:**

Online Portal-Real Estate Data  
Real Estate Software  
Real Estate Publishing  
Real Estate Advertising

**BRANDS/DIVISIONS/AFFILIATES:**

Realtor.com  
Move.com  
Top Producer 7i  
Moving.com  
Move New Homes  
Move Rentals

**CONTACTS:** *Note: Officers with more than one job title may be intentionally listed here more than once.*

Steven Berkowitz, CEO  
Rob Krolik, CFO  
David Story, CTO  
Scott Boeker, Chief Product Officer  
James S. Caulfield, General Counsel/Exec. VP/Sec.  
Errol Samuelson, Chief Revenue Officer  
Joe F. Hanauer, Chmn.

**Phone:** 805-557-2300**Fax:****Toll-Free:****Address:** 30700 Russell Ranch Rd., Westlake Village, CA 91362  
US**GROWTH PLANS/SPECIAL FEATURES:**

Move, Inc. and its subsidiaries operate a leading network of web sites for real estate search, finance, moving and home enthusiasts and provide a resource for consumers seeking information and connections needed before, during and after a move. Its flagship consumer websites are Move.com and Realtor.com. Move operates under two business segments: real estate services and consumer media, which represent approximately 90% and 10% of revenue, respectively. The company's real estate services segment, comprised of the Realtor.com, Top Producer and Move New Homes and Rentals businesses, provides marketing services that allow real estate professionals connect with the consumer audience it has attracted to its web sites. Realtor.com offers consumers a suite of services, tools and content for all aspects of the residential real estate transaction. Move's primary Top Producer product, 7i, is a web-based customer relationship management (CRM) software. The Move new homes channel of Move.com is the official new homes listing site of the National Association of Home Builders; it aggregates and displays new home listings nationwide at no charge to consumers. The Move rentals segment of Move.com aggregates and displays rental listings at no charge to consumers. The company's consumer media business segment provides advertisers such as mortgage companies, home improvement retailers, moving service providers and other consumer product and service companies with products and services designed to help them target consumers during the move cycle. These products and services include advertising products and lead generation tools including display; text-link and rich media advertising positions; directory products; price quote tools and content sponsorships on Move.com and other related web sites as well as lead generation products for professional moving, truck rental and self-storage businesses on the Move.com web site.

The firm offers its employees medical and dental coverage; disability and life insurance; and a 401(k) Plan.

**FINANCIALS:** Sales and profits are in thousands of dollars—add 000 to get the full amount. 2009 Note: Financial information for 2009 was not available for all companies at press time.

2009 Sales: \$	2009 Profits: \$
2008 Sales: \$242,069	2008 Profits: \$-27,564
2007 Sales: \$248,919	2007 Profits: \$ 981
2006 Sales: \$280,112	2006 Profits: \$22,105
2005 Sales: \$240,911	2005 Profits: \$ 545

**U.S. Stock Ticker:** MOVE**Int'l Ticker:** Int'l Exchange:

Employees:

Fiscal Year Ends: 12/31

Parent Company:

**SALARIES/BENEFITS:**

Pension Plan:	ESOP Stock Plan:	Profit Sharing:	Top Exec. Salary: \$500,000	Bonus: \$356,000
Savings Plan: Y	Stock Purch. Plan:		Second Exec. Salary: \$450,000	Bonus: \$346,000

**OTHER THOUGHTS:**

Apparent Women Officers or Directors: 2  
Hot Spot for Advancement for Women/Minorities: Y

**LOCATIONS:** ("Y" = Yes)

West:	Southwest:	Midwest:	Southeast:	Northeast:	International:
Y	Y	Y		Y	Y



**MOVIETICKETS.COM INC**

www.movietickets.com

Industry Group Code: 454113 Ranks within this company's industry group: Sales: Profits:

<b>Financial Services:</b> Stock Brokerage: Mortgages/Loans: Banking: Insurance: Credit Cards:	<b>Information:</b> Portal/News: Communities: Search Engine: Financial Data Pub.: Broadcasting/Music:	<b>Technology:</b> Hardware: Software: Specialty Equipment: Distributor:	<b>Services:</b> Payments/Markets: Consulting: Advertising/Mktg.: Outsourcing: Other:	<b>Retailing:</b> Retailer: Auctions: Tickets/Travel: Automobiles:	<b>Telecommunications:</b> Internet Service Provider: Web Site Services: Specialty Telecom:
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**TYPES OF BUSINESS:**

Online Movie Ticket Sales

**BRANDS/DIVISIONS/AFFILIATES:**

AMC Entertainment  
Cineplex Galaxy  
Hollywood Media Corp.  
Marcus Corp.  
National Amusements  
America Online  
My MovieTickets

**CONTACTS:** *Note: Officers with more than one job title may be intentionally listed here more than once.*

Mitchell Rubenstein, Co-CEO  
Walt Borchers, VP-Mktg. & Sales  
Peter C. Brown, Co-CEO

**Phone:** 561-322-3200      **Fax:** 561-322-3222

**Toll-Free:**

**Address:** 2255 Glades Rd., Ste. 223 W., Boca Raton, FL 33431  
US

**GROWTH PLANS/SPECIAL FEATURES:**

MovieTickets.com, Inc. is a leading online ticketing service in the U.S., providing customers with online access to movie tickets to over half of the top 50 and top 100 grossing theatres in North America. The company's site allows customers in the U.S., Canada, Ireland and the U.K. to purchase movie tickets online, access local show times, view movie trailers and read reviews. MovieTickets.com is a joint venture of AMC Entertainment, Cineplex Galaxy, Hollywood Media Corp., Marcus Corp., National Amusements, America Online and Viacom; Hollywood Media and AMC Entertainment own the largest shares in the company. In addition to its web site, the firm has a rewards club, My MovieTickets, which allows members to customize their buying experience by setting up a personal account. The web site offers at-home ticket printing for many of its theaters. The firm's partner theatres include AMC Theatres, MovieMax Theatres and Omniplex Theatre Group. The company provides movie ticketing services through its affiliate program, which includes Movies.com and NYTimes.com. The company partnered with HollywoodReporter.com to enable the latter's movie reviews to be accessible on MovieTickets.com. The company also offers reloadable MovieTickets.cards, which are gift cards available through MovieTickets.com and accepted at the box office through onsite automated kiosks. In October 2009, the company introduced online movie ticketing services for Empire Theaters, a Canadian film exhibition company with a chain of 167 theaters. In January 2010, the company entered into a strategic partnership with Mobiqu, a company that provides mobile barcode ticketing solutions, to launch a paperless mobile ticketing pilot program that will enable customers to send their movie tickets directly to their mobile devices.

**FINANCIALS:** Sales and profits are in thousands of dollars—add 000 to get the full amount. 2009 Note: Financial information for 2009 was not available for all companies at press time.

2009 Sales: \$	2009 Profits: \$
2008 Sales: \$	2008 Profits: \$
2007 Sales: \$	2007 Profits: \$
2006 Sales: \$	2006 Profits: \$
2005 Sales: \$	2005 Profits: \$

**U.S. Stock Ticker: Subsidiary**

Int'l Ticker: Int'l Exchange:

Employees:

Fiscal Year Ends: 3/31

Parent Company: AMC ENTERTAINMENT INC

**SALARIES/BENEFITS:**

Pension Plan:	ESOP Stock Plan:	Profit Sharing:	Top Exec. Salary: \$	Bonus: \$
Savings Plan:	Stock Purch. Plan:		Second Exec. Salary: \$	Bonus: \$

**OTHER THOUGHTS:**

Apparent Women Officers or Directors:

Hot Spot for Advancement for Women/Minorities:

**LOCATIONS: ("Y" = Yes)**

West:	Southwest:	Midwest:	Southeast: Y	Northeast:	International: Y
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**MP3.COM INC**

www.mp3.com

Industry Group Code: 451220E Ranks within this company's industry group: Sales: Profits:

<b>Financial Services:</b> Stock Brokerage: Mortgages/Loans: Banking: Insurance: Credit Cards:	<b>Information:</b> Portal/News: Communities: Search Engine: Financial Data Pub.: Broadcasting/Music:	<b>Technology:</b> Hardware: Software: Specialty Equipment: Distributor:	<b>Services:</b> Payments/Markets: Consulting: Advertising/Mktg.: Outsourcing: Other:	<b>Retailing:</b> Retailer: Auctions: Tickets/Travel: Automobiles:	<b>Telecommunications:</b> Internet Service Provider: Web Site Services: Specialty Telecom:
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**TYPES OF BUSINESS:**

Online Digital Music Sales  
Audio Hosting  
Digital Music Information Portal

**BRANDS/DIVISIONS/AFFILIATES:**

CNET Networks, Inc.

**CONTACTS:** *Note: Officers with more than one job title may be intentionally listed here more than once.*

**Phone:** 858-623-7000 **Fax:** 858-623-7323

**Toll-Free:**

**Address:** 4790 Eastgate Mall, San Diego, CA 92121 US

**GROWTH PLANS/SPECIAL FEATURES:**

MP3.com, Inc., owned by CBS Interactive, a division of CBS Corp., operates a web site offering users a wide selection of articles, reviews, free streaming music, forums information on mp3 players and a collection of millions of digital music tracks from a wide range of genres that is its primary attraction for most users. Customers can purchase and listen to music media without leaving their homes, as MP3.com offers both tracks and albums to be played on computers and digital music players. After setting up a free account, consumers can build their MP3 collections, track favorite artists and chart their own musical tastes. Users can also participate forums ranging from music genre specific boards, MP3 player reviews, to a forum for promoting music and a musician's lounge. The company specializes in promoting lesser-known artists, accessible through bios, discographies, reviews, videos, photos and news. Over 6 million 30-second song clips are available on the site with links to digital-music providers where legal downloads are available. The company offers band profiles; 100 MB of audio storage (which will hold approximately 85 songs); unlimited space for videos; and software to upload and edit music, videos and photos. Bands have the ability to see which zip codes their music is being downloaded in. The site has also added the ability to create and save play lists through its new Flash audio player. MP3.com became part of CBS Interactive when CNET Networks, Inc., MP3.com's former parent, was acquired by CBS Corp. in 2008.

The company offers its employees medical, dental and vision insurance; wellness programs, an employee assistance plan, short- and long-term disability insurance, and tuition reimbursement.

**FINANCIALS:** Sales and profits are in thousands of dollars—add 000 to get the full amount. 2009 Note: Financial information for 2009 was not available for all companies at press time.

2009 Sales: \$	2009 Profits: \$
2008 Sales: \$	2008 Profits: \$
2007 Sales: \$	2007 Profits: \$
2006 Sales: \$	2006 Profits: \$
2005 Sales: \$	2005 Profits: \$

**U.S. Stock Ticker:** Subsidiary  
**Int'l Ticker:** Int'l Exchange:  
Employees:  
Fiscal Year Ends: 12/31  
Parent Company: CBS CORP

**SALARIES/BENEFITS:**

Pension Plan:	ESOP Stock Plan:	Profit Sharing:	Top Exec. Salary: \$	Bonus: \$302,250
Savings Plan: Y	Stock Purch. Plan:		Second Exec. Salary: \$	Bonus: \$

**OTHER THOUGHTS:**

**Apparent Women Officers or Directors:**  
**Hot Spot for Advancement for Women/Minorities:**

**LOCATIONS: ("Y" = Yes)**

West:	Southwest:	Midwest:	Southeast:	Northeast:	International:
Y					Y

**MYSPACE**

www.myspace.com

Industry Group Code: 519130 Ranks within this company's industry group: Sales: 10 Profits:

<b>Financial Services:</b> Stock Brokerage: Mortgages/Loans: Banking: Insurance: Credit Cards:	<b>Information:</b> Portal/News: Communities: Search Engine: Financial Data Pub.: Broadcasting/Music:	<b>Technology:</b> Hardware: Software: Specialty Equipment: Distributor:	<b>Services:</b> Payments/Markets: Consulting: Advertising/Mktg.: Outsourcing: Other:	<b>Retailing:</b> Retailer: Auctions: Tickets/Travel: Automobiles:	<b>Telecommunications:</b> Internet Service Provider: Web Site Services: Specialty Telecom:
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**TYPES OF BUSINESS:**

Social Networking  
Online Content Distribution-Audio & Video

**BRANDS/DIVISIONS/AFFILIATES:**

Fox Interactive Media  
myspace.com  
News Corp  
MySpace Music LLC  
MySpace Latino  
MySpace Developer Platform  
MySpace Celebrity  
MySpace Karaoke

**CONTACTS:** *Note: Officers with more than one job title may be intentionally listed here more than once.*

Mike Jones, Co-Pres.  
Mark Rosenbaum, CFO  
Angela Courtin, Sr. VP-Mktg.  
Jim Benedetto, Sr. VP-Tech.  
Lin Cherry, General Counsel  
Hemanshu Nigam, Chief Security Officer  
Nada Stirratt, Chief Revenue Officer  
Courtney Holt, Pres., MySpace Music  
Jason Hirschhorn, Co-Pres.

**Phone:** 310-969-7400**Fax:****Toll-Free:****Address:** 1223 Wilshire Blvd., Ste. 402, Santa Monica, CA 90403  
US**GROWTH PLANS/SPECIAL FEATURES:**

MySpace is a leading Internet-based social networking web site, with approximately 125 million unique users worldwide. The firm is directly owned by Fox Interactive Media, a division of News Corporation. MySpace allows users, such as individuals, bands, comedians and filmmakers, to create and customize content-rich Internet profile pages, share user-generated video, participate in user groups and communicate with each other using various technologies, including instant messaging. MySpace offers a number of different customizable content options for users, such as MySpace TV (offering user-generated, network and other programming), music videos, horoscopes, comedy, movie information, book reviews, online chat rooms, job searches, school-centered networks, sports updates and weather information. The site provides a number of features, services and initiatives including: the MySpace Developer Platform, which gives software developers around the world the ability to build tools and applications that integrate into MySpace; MySpace Celebrity, a global content channel focused on entertainment culture and related news, blogs and videos; the MySpace Data Availability initiative, providing users the ability to use public portions of their MySpace profiles and information to engage with participating web sites of their choice throughout the Internet; and MySpace Karaoke. Recently, MySpace, Sony BMG Music Entertainment, Universal Music Group and Warner Music Group formed MySpace Music, LLC, which combines the MySpace music community with comprehensive catalogues of music content to offer music streaming, MP3 digital downloads, concert tickets, ringtones and other features. The company has also recently launched MySpace Latino, a bilingual Latino web portal. In June 2009, the company announced plans to cut its workforce by 30% and close at least four of its international offices. In August 2009, MySpace agreed to acquire iLike, a social music discovery service. In December 2009, the firm launched its MySpace music in the U.K.

**FINANCIALS:** Sales and profits are in thousands of dollars—add 000 to get the full amount. 2009 Note: Financial information for 2009 was not available for all companies at press time.

2009 Sales: \$500,000  
2008 Sales: \$582,000  
2007 Sales: \$  
2006 Sales: \$  
2005 Sales: \$

2009 Profits: \$  
2008 Profits: \$  
2007 Profits: \$  
2006 Profits: \$  
2005 Profits: \$

**U.S. Stock Ticker:** Subsidiary  
**Int'l Ticker:** Int'l Exchange:  
Employees: 1,100  
Fiscal Year Ends: 12/31  
Parent Company: NEWS CORP

**SALARIES/BENEFITS:**

Pension Plan:  
Savings Plan:

ESOP Stock Plan:  
Stock Purch. Plan:

Profit Sharing:

Top Exec. Salary: \$  
Second Exec. Salary: \$

Bonus: \$  
Bonus: \$

**OTHER THOUGHTS:**

Apparent Women Officers or Directors: 3  
Hot Spot for Advancement for Women/Minorities: Y

**LOCATIONS:** ("Y" = Yes)

West: Y	Southwest:	Midwest:	Southeast:	Northeast:	International:
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**NAPSTER INC**

www.napster.com

Industry Group Code: 451220E Ranks within this company's industry group: Sales: 1 Profits: 1

<b>Financial Services:</b> Stock Brokerage: Mortgages/Loans: Banking: Insurance: Credit Cards:	<b>Information:</b> Portal/News: Communities: Search Engine: Financial Data Pub.: Broadcasting/Music:	<b>Technology:</b> Hardware: Software: Specialty Equipment: Distributor:	<b>Services:</b> Payments/Markets: Consulting: Advertising/Mktg.: Outsourcing: Other:	<b>Retailing:</b> Retailer: Auctions: Tickets/Travel: Automobiles:	<b>Telecommunications:</b> Internet Service Provider: Web Site Services: Specialty Telecom:
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**TYPES OF BUSINESS:**

Online Music Retailing  
Digital Media Software  
Online Radio  
Online Retail-Media Hardware  
Mobile Phone Media Sales

**BRANDS/DIVISIONS/AFFILIATES:**

Napster To Go  
Best Buy Co Inc

**CONTACTS:** *Note: Officers with more than one job title may be intentionally listed here more than once.*

Christopher Allen, Gen. Mgr.  
Christopher Allen, COO

**Phone:** 310-281-5000

**Fax:**

**Toll-Free:**

**Address:** 9044 Melrose Ave., Los Angeles, CA 90069 US

**GROWTH PLANS/SPECIAL FEATURES:**

Napster, Inc., a subsidiary of retailer Best Buy, is an online provider of digital music. Headquartered in Los Angeles, California, the company serves markets in the U.S., Canada, Japan, Germany and the UK. Napster offers its customers a digital music subscription service with unlimited access to over 9 million tracks in a wide variety of music genres with both major and independent record labels for monthly fees ranging from five to seven dollars. Members have access to downloadable MP3 files, streaming music, a search feature, an automatic playlist program, access to billboard charts dating as far back as 1955, interactive radio stations and complete information about the music offered. Napster MP3 files are playable on any MP3 compatible device including the iPod, iPhone and Zune. For iTunes users, Napster automatically transfers MP3s downloaded through its program to iTunes. Napster MP3 files are DRM free, which means there are no limits on the number of computers or MP3 devices the files can be transferred to. The Napster To Go memberships allow users of certain compatible MP3 players and music-enabled cell phones to transfer an unlimited amount of music directly to those devices for \$14.95 per month. In September 2008, Best Buy Co., Inc. acquired the company.

Employees are offered health, dental and vision insurance; tuition reimbursement; and health club reimbursement.

**FINANCIALS:** Sales and profits are in thousands of dollars—add 000 to get the full amount. 2009 Note: Financial information for 2009 was not available for all companies at press time.

2009 Sales: \$	2009 Profits: \$
2008 Sales: \$127,452	2008 Profits: \$-16,452
2007 Sales: \$111,081	2007 Profits: \$-36,826
2006 Sales: \$94,691	2006 Profits: \$-54,945
2005 Sales: \$46,729	2005 Profits: \$-29,506

**U.S. Stock Ticker:** Subsidiary

**Int'l Ticker:** Int'l Exchange:

Employees: 133

Fiscal Year Ends: 3/31

Parent Company: BEST BUY CO INC

**SALARIES/BENEFITS:**

Pension Plan:	ESOP Stock Plan:	Profit Sharing:	Top Exec. Salary: \$	Bonus: \$
Savings Plan:	Stock Purch. Plan:		Second Exec. Salary: \$	Bonus: \$

**OTHER THOUGHTS:**

Apparent Women Officers or Directors:  
Hot Spot for Advancement for Women/Minorities:

**LOCATIONS:** ("Y" = Yes)

West:	Southwest:	Midwest:	Southeast:	Northeast:	International:
Y					Y

**NAVISITE INC**

www.navisite.com

Industry Group Code: 518210 Ranks within this company's industry group: Sales: 11 Profits: 12

<b>Financial Services:</b> Stock Brokerage: Mortgages/Loans: Banking: Insurance: Credit Cards:	<b>Information:</b> Portal/News: Communities: Search Engine: Financial Data Pub.: Broadcasting/Music:	<b>Technology:</b> Hardware: Software: Specialty Equipment: Distributor:	<b>Services:</b> Payments/Markets: Consulting: Advertising/Mktg.: Outsourcing: Other:	<b>Retailing:</b> Retailer: Auctions: Tickets/Travel: Automobiles:	<b>Telecommunications:</b> Internet Service Provider: Web Site Services: Specialty Telecom:
		Y	Y		Y

**TYPES OF BUSINESS:**

Web Site Hosting  
Application Services Provider  
Server & Application Management  
Internet Application Solutions  
e-Business Services  
Electronic Software Distribution  
Outsourcing Services

**BRANDS/DIVISIONS/AFFILIATES:**

NaviView  
Alabanza  
Jupiter Hosting  
netASPx  
America's Job Exchange

**CONTACTS:** *Note: Officers with more than one job title may be intentionally listed here more than once.*

Arthur Becker, CEO  
Jim Pluntze, CFO  
Claudine Bianchi, Chief Mktg. Officer  
Denis Martin, CTO/Exec. VP  
Mark Clayman, Sr. VP-Enterprise Sales  
Sumeet Sabharwal, Sr. VP-Global Delivery  
R. Brooks Borcharding, Chief Revenue Officer/Sr. VP-Sales  
Roger Schwanhauser, Sr. VP-Service Delivery  
Andrew Ruhan, Chmn.

**Phone:** 978-682-8300      **Fax:** 978-688-8100

**Toll-Free:** 877-485-9251

**Address:** 400 Minuteman Rd., Andover, MA 01810 US

**GROWTH PLANS/SPECIAL FEATURES:**

NaviSite, Inc. is an application services provider offering e-business-based Internet outsourcing, web hosting, server management, application management and Internet application services. Its clients are middle-market organizations, such as mid-sized companies, divisions of large multinational companies and government agencies. The firm's services allow customers to outsource the hosting and management operations of their information technology infrastructure and applications, such as commerce systems, enterprise software applications and e-mail. Services include application management, application hosting and professional services. The application management aspect encompasses monitoring, diagnosing and resolving problems, enabling software, eBusiness and Web Solutions, content management and custom application management. Application hosting involves managed services, content delivery and co-location. The firm's professional services include the delivery of software electronically using NaviSite technology and physical space, environmental support and specified power with back-up power generation and network connectivity options. NaviSite's NaviView platform delivers services to customers and includes an event detection system, synthetic transaction monitoring, automated remediation, a component information manager, and an escalation manager. The company offers hosting services in 15 state-of-the-art data centers in the U.S. and the U.K. It also offers infrastructure outsourcing, application management and other outsourcing services to customers ranging from Fortune 500 companies to new businesses. Subsidiaries include Alabanza, Jupiter Hosting, netASPx and America's Job Exchange.

The firm offers its employees medical and dental insurance; vision hardware reimbursement; life and AD&D insurance; short-and long term disability; flexible spending accounts; a 401(k) plan; an employee assistance program; and education assistance.

**FINANCIALS:** Sales and profits are in thousands of dollars—add 000 to get the full amount. 2009 Note: Financial information for 2009 was not available for all companies at press time.

2009 Sales: \$152,326	2009 Profits: \$-15,111
2008 Sales: \$154,194	2008 Profits: \$-8,684
2007 Sales: \$125,860	2007 Profits: \$-25,910
2006 Sales: \$108,844	2006 Profits: \$-13,931
2005 Sales: \$109,863	2005 Profits: \$-16,084

**U.S. Stock Ticker:** NAVI

**Int'l Ticker:** Int'l Exchange:

Employees: 650

Fiscal Year Ends: 7/31

Parent Company:

**SALARIES/BENEFITS:**

Pension Plan:	ESOP Stock Plan:	Profit Sharing:	Top Exec. Salary: \$350,000	Bonus: \$186,900
Savings Plan: Y	Stock Purch. Plan:		Second Exec. Salary: \$243,000	Bonus: \$77,143

**OTHER THOUGHTS:**

**Apparent Women Officers or Directors:**

**Hot Spot for Advancement for Women/Minorities:**

**LOCATIONS: ("Y" = Yes)**

West:	Southwest:	Midwest:	Southeast:	Northeast:	International:
Y	Y	Y		Y	Y

**NBC UNIVERSAL**

www.nbcuni.com

Industry Group Code: 515120 Ranks within this company's industry group: Sales: 2 Profits: 2

<b>Financial Services:</b> Stock Brokerage: Mortgages/Loans: Banking: Insurance: Credit Cards:	<b>Information:</b> Portal/News: Communities: Search Engine: Financial Data Pub.: Broadcasting/Music:	<b>Technology:</b> Hardware: Software: Specialty Equipment: Distributor:	<b>Services:</b> Payments/Markets: Consulting: Advertising/Mktg.: Outsourcing: Other:	<b>Retailing:</b> Retailer: Auctions: Tickets/Travel: Automobiles:	<b>Telecommunications:</b> Internet Service Provider: Web Site Services: Specialty Telecom:
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**TYPES OF BUSINESS:**

Television Broadcasting  
 Online News & Information  
 TV & Movie Production  
 Radio Broadcasting  
 Interactive Online Content  
 Cable Television Programming  
 Theme Parks  
 Film, TV & Home Video Distribution

**BRANDS/DIVISIONS/AFFILIATES:**

General Electric Co (GE)  
 Comcast  
 Hulu LLC  
 Universal Pictures  
 Universal Studios  
 MSNBC  
 Universal Parks & Resorts  
 Ivillage Inc

**CONTACTS:** *Note: Officers with more than one job title may be intentionally listed here more than once.*

Jeff Zucker, CEO  
 Jeff Zucker, Pres.  
 Lynn Calpeter, CFO/Exec. VP  
 Michael Pilot, Pres., Sales & Mktg.  
 Marc Chini, Exec. VP-Human Resources  
 John Eck, CIO/Pres., Media Works  
 Richard Cotton, General Counsel/Exec. VP  
 Salil Mehta, Pres., Bus. Oper., Strategy & Dev.  
 Allison Gollust, Exec. VP-Corp. Comm.  
 Steve Capus, Pres., NBC News  
 Jeff Gaspin, Pres./COO-Universal Television Group  
 Mark Hoffman, Pres., CNBC  
 Michael Bass, Sr. VP-Strategic Initiatives  
 Peter Smith, Pres., NBC Universal Int'l

**Phone:** 212-664-4444      **Fax:** 212-664-4085

**Toll-Free:**

**Address:** 30 Rockefeller Plz., New York, NY 10112 US

**GROWTH PLANS/SPECIAL FEATURES:**

NBC Universal, Inc. is one of the world's largest media and entertainment companies in the development, production and marketing of entertainment, news and information to a global audience. The company is a subsidiary of General Electric Co. (GE) and the product of a 2004 merger of Vivendi Universal Entertainment with NBC (National Broadcasting Company). The company is 20%-owned by Vivendi Universal and 80%-owned by GE. Assets merged into the new organization include Universal Pictures, Universal Television and the Universal Studios theme parks. In addition, the company oversees the NBC Television Network. NBC Universal TV Stations operates 10 NBC affiliate stations and 16 Telemundo stations in major U.S. markets, offering original programming, news, movies, sports and more. The firm operates cable channels including Bravo, CNBC, MSNBC and USA Networks and holds a partial interest in A&E. NBC Internet, Inc., a wholly-owned subsidiary of NBC, operates a network of web sites centered around nbc.com and msnbc.com, integrating access across all of its major media platforms, including Internet, broadcast and cable television and radio. The division also owns 50% of Hulu.com, an online video service jointly-owned by NBC Universal and News Corp. International assets include sales and distribution positions for video and DVD titles, television programming and feature films in more than 200 countries around the world. Universal Recreation Group brings together the operations of Universal Parks and Resorts, including wholly-owned Universal Studios Hollywood and Universal CityWalk Hollywood, and major interests in both Universal Orlando properties (including Islands of Adventure, CityWalk Orlando and Universal Studios Florida) and international locations including Universal Studios Japan and Universal Mediterranean in Spain. In December 2009, General Electric (GE) agreed to purchase Vivendi Universal Entertainment's 20% stake in NBC Universal and subsequently sell a 51% stake in NBC Universal to Comcast Corp. Once the transaction is complete, GE and Comcast will create a joint venture to consolidate NBC Universal's operations with Comcast's cable networks. The new joint venture will retain the NBC Universal name.

**FINANCIALS:** Sales and profits are in thousands of dollars—add 000 to get the full amount. 2009 Note: Financial information for 2009 was not available for all companies at press time.

2009 Sales: \$	2009 Profits: \$
2008 Sales: \$16,969,000	2008 Profits: \$3,131,000
2007 Sales: \$15,416,000	2007 Profits: \$3,107,000
2006 Sales: \$16,188,000	2006 Profits: \$2,919,000
2005 Sales: \$14,689,000	2005 Profits: \$3,092,000

**U.S. Stock Ticker: Subsidiary**

**Int'l Ticker:** Int'l Exchange:

Employees:

Fiscal Year Ends: 12/31

Parent Company: GENERAL ELECTRIC CO (GE)

**SALARIES/BENEFITS:**

Pension Plan:	ESOP Stock Plan:	Profit Sharing:	Top Exec. Salary: \$	Bonus: \$
Savings Plan: Y	Stock Purch. Plan:		Second Exec. Salary: \$	Bonus: \$

**OTHER THOUGHTS:**

**Apparent Women Officers or Directors:** 3  
**Hot Spot for Advancement for Women/Minorities:** Y

**LOCATIONS: ("Y" = Yes)**

West: Y	Southwest:	Midwest: Y	Southeast:	Northeast: Y	International: Y
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**NET2PHONE INC**

www.net2phone.com

Industry Group Code: 517919 Ranks within this company's industry group: Sales: Profits:

<b>Financial Services:</b> Stock Brokerage: Mortgages/Loans: Banking: Insurance: Credit Cards:	<b>Information:</b> Portal/News: Communities: Search Engine: Financial Data Pub.: Broadcasting/Music:	<b>Technology:</b> Hardware: Software: Specialty Equipment: Distributor:	<b>Services:</b> Payments/Markets: Consulting: Advertising/Mktg.: Outsourcing: Other:	<b>Retailing:</b> Retailer: Auctions: Tickets/Travel: Automobiles:	<b>Telecommunications:</b> Internet Service Provider: Web Site Services: Specialty Telecom: Y
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**TYPES OF BUSINESS:**

VOIP Services  
Outsourced Telecommunications Services  
Calling Card Services  
ISP Solutions

**BRANDS/DIVISIONS/AFFILIATES:**

Net2Phone Global Services  
Net2Phone Cable Telephony  
IDT Corporation  
PennyTalk  
Net2Phone Direct

**CONTACTS:** *Note: Officers with more than one job title may be intentionally listed here more than once.*

Liore Alroy, CEO  
David Lando, COO

Phone: 973-438-3111 Fax: 973-438-1829

Toll-Free:

Address: 520 Broad St., Newark, NJ 07102 US

**GROWTH PLANS/SPECIAL FEATURES:**

Net2Phone is a provider of retail voice over Internet protocol (VoIP) telephony products and services through its two subsidiaries: Net2Phone Global Services (NGS) and Net2Phone Cable Telephony (NCT). NGS is a global provider of VoIP telephony services for small to medium-sized businesses and retail consumers, either directly through the company or through its global distribution network. NGS sells international long-distance solutions that utilize VoIP technology, such as PC2Phone, a commercial service which connects voice calls between personal computers and telephones over the Internet. This division also offers a calling card program, consisting of the Net2Phone Direct calling card and the PennyTalk calling card. NCT provides cable operators in North America and Western Europe the ability to utilize existing high-speed cable data networks to deliver residential phone services that have comparable quality, features and functionality to that of traditional telephone companies. Additional services offered by Net2Phone to resellers include VoIP phone service for Internet cafes and call shops; international virtual phone numbers, which accept international calls for the price of a local call; toll free numbers; and VoIP hardware products. The firm also sells services to ISPs, WISPs and satellite DSL providers. Net2Phone is a subsidiary of IDT Corporation, a holding company with strong interest in telecommunications. Net2Phone offers employees medical, dental, life and disability insurance; tuition reimbursement; and a 401(k) savings plan.

**FINANCIALS:** Sales and profits are in thousands of dollars—add 000 to get the full amount. 2009 Note: Financial information for 2009 was not available for all companies at press time.

2009 Sales: \$	2009 Profits: \$
2008 Sales: \$	2008 Profits: \$
2007 Sales: \$	2007 Profits: \$
2006 Sales: \$	2006 Profits: \$
2005 Sales: \$78,757	2005 Profits: \$-38,285

**U.S. Stock Ticker:** Subsidiary

**Int'l Ticker:** Int'l Exchange:

Employees:

Fiscal Year Ends: 7/31

Parent Company: IDT CORPORATION

**SALARIES/BENEFITS:**

Pension Plan:	ESOP Stock Plan:	Profit Sharing:	Top Exec. Salary: \$	Bonus: \$
Savings Plan: Y	Stock Purch. Plan:		Second Exec. Salary: \$	Bonus: \$

**OTHER THOUGHTS:**

Apparent Women Officers or Directors:  
Hot Spot for Advancement for Women/Minorities:

**LOCATIONS:** ("Y" = Yes)

West:	Southwest:	Midwest:	Southeast:	Northeast:	International:
				Y	Y

**NET-A-PORTER LLC**

www.net-a-porter.com

Industry Group Code: 448120E Ranks within this company's industry group: Sales: 1 Profits: 1

<b>Financial Services:</b> Stock Brokerage: Mortgages/Loans: Banking: Insurance: Credit Cards:	<b>Information:</b> Portal/News: Communities: Search Engine: Financial Data Pub.: Broadcasting/Music:	<b>Technology:</b> Hardware: Software: Specialty Equipment: Distributor:	<b>Services:</b> Payments/Markets: Consulting: Advertising/Mktg.: Outsourcing: Other:	<b>Retailing:</b> Retailer: Auctions: Tickets/Travel: Automobiles:	<b>Telecommunications:</b> Internet Service Provider: Web Site Services: Specialty Telecom:
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**TYPES OF BUSINESS:**

Online High Fashion Sales

**BRANDS/DIVISIONS/AFFILIATES:**

Net-A-Porter.com

**GROWTH PLANS/SPECIAL FEATURES:**

Net-A-Porter LLC is an online retailer of high-fashion, designer clothing, shoes and accessories through its web site Net-A-Porter.com. The company offers products from designers such as Chloe, Stella McCartney, Miu Miu, Christian Louboutin, Burberry, Fendi, Donna Karen, Yves Saint Laurent, Diane von Furstenburg, Oscar de la Renta and many more. The web site also includes an online magazine, style advice and videos of various runway shows. Net-A-Porter delivers its products to 170 countries worldwide, offering next day shipping in the U.S. and Canada. Apart from its retail operations, the firm earns revenue from selling advertising space on its web site.

The firm offers its employees a contributory pension plan; health and travel insurance; and staff discounts.

**CONTACTS:** *Note: Officers with more than one job title may be intentionally listed here more than once.*

Mark Sebba, CEO  
Mario Muttenthaler, Head-Mktg.  
Naomi Hewitt, Dir.-Human Resources  
Holle Rogers, Dir.-Buying  
Paul Layton, Dir.-Oper.  
Ian Tansley, VP-e-commerce  
Natalie Massenet, Chmn.

**Phone:** 44-1473-323032**Fax:****Toll-Free:** 800-481-1064**Address:** 151 Queensway, 4th Fl., London, W24YN UK**FINANCIALS:** Sales and profits are in thousands of dollars—add 000 to get the full amount. 2009 Note: Financial information for 2009 was not available for all companies at press time.

2009 Sales: \$	2009 Profits: \$
2008 Sales: \$134,500	2008 Profits: \$16,600
2007 Sales: \$	2007 Profits: \$
2006 Sales: \$	2006 Profits: \$
2005 Sales: \$	2005 Profits: \$

**U.S. Stock Ticker:** Private  
**Int'l Ticker:** Int'l Exchange:  
Employees:  
Fiscal Year Ends:  
Parent Company:

**SALARIES/BENEFITS:**

Pension Plan: Y	ESOP Stock Plan:	Profit Sharing:	Top Exec. Salary: \$	Bonus: \$
Savings Plan:	Stock Purch. Plan:		Second Exec. Salary: \$	Bonus: \$

**OTHER THOUGHTS:**

Apparent Women Officers or Directors: 3  
Hot Spot for Advancement for Women/Minorities: Y

**LOCATIONS:** ("Y" = Yes)

West:	Southwest:	Midwest:	Southeast:	Northeast:	International:
				Y	Y



**NETAPP INC**

www.netapp.com

Industry Group Code: 334112 Ranks within this company's industry group: Sales: 2 Profits: 2

<b>Financial Services:</b> Stock Brokerage: Mortgages/Loans: Banking: Insurance: Credit Cards:	<b>Information:</b> Portal/News: Communities: Search Engine: Financial Data Pub.: Broadcasting/Music:	<b>Technology:</b> Hardware: Software: Specialty Equipment: Distributor:	<b>Services:</b> Payments/Markets: Consulting: Advertising/Mktg.: Outsourcing: Other:	<b>Retailing:</b> Retailer: Auctions: Tickets/Travel: Automobiles:	<b>Telecommunications:</b> Internet Service Provider: Web Site Services: Specialty Telecom:
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**TYPES OF BUSINESS:**

Data Management Solutions  
Storage Solutions  
Data Protection Software Products  
Data Protection Platform Products  
Storage Security Products  
Data Retention & Archive Software Products  
Storage Management & Application Software  
Management Tools

**BRANDS/DIVISIONS/AFFILIATES:**

Data ONTAP  
Flex  
NetCache  
NetStore  
NearStore  
MetroCluster  
FlexVol  
DataFort

**CONTACTS:** *Note: Officers with more than one job title may be intentionally listed here more than once.*

Tom Georgens, CEO  
Tom Georgens, Pres.  
Steve Gomo, CFO/Exec. VP  
Jay Kidd, Chief Mktg. Officer  
Gwen McDonald, Sr. VP-Human Resources  
Steve Kleiman, Chief Scientist/Sr. VP  
Marina Levinson, CIO/Sr. VP  
Manish Goel, Exec. VP-Product Oper.  
Mark Jon Bluth, Sr. VP-Oper.  
James Lau, Chief Strategy Officer/Exec. VP  
Rob Salmon, Exec. VP-Field Oper.  
Ed Deenihan, Exec. VP-Customer Advocacy  
David Hitz, Exec. VP  
Dan Warmenhoven, Chmn.

<b>Phone:</b> 408-822-6000	<b>Fax:</b> 408-822-4501
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**Toll-Free:**

<b>Address:</b> 495 E. Java Dr., Sunnyvale, CA 94089 US
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**GROWTH PLANS/SPECIAL FEATURES:**

NetApp, Inc. is a provider of storage and data management products. Its products include data management software; storage management and integration software; fabric-attached storage (FAS) products; V-Series products; virtual tape library (VTL) Data Protection Systems; data protection software products; data retention and archive products; storage security products; and the NetApp Performance Acceleration Module (PAM). The FAS and V-Series storage product lines are based on Data ONTAP, an optimized, scalable and flexible operating system that supports any mix of storage area network (SAN), network-attached storage (NAS) and Internet protocol SAN (IP SAN) environments concurrently in UNIX, Linux, Windows and Web environments. NetApp data management software includes FlexVol, FlexClone, Deduplication, FlexShare, FlexCache and MultiStore technology designed to enhance the efficiency of storage architecture. The company's storage management and application integration software is divided into four suites of products targeted to different IT administrative roles: Storage Suite, Server Suite, Database Suite and Application Suite. VTL Data Protection Systems is a disk-to-disk backup application that can be used by any heterogeneous primary storage environment. The company's data protection products include business continuance and disk backup solutions for enterprise customers including MetroCluster, SnapMirror, SyncMirror, SnapRestore, and SnapVault brands. Its data retention and archive products are designed to meet regulatory demands faced by enterprises and are marketed under the SnapLock brand name. Storage security products consist of the DataFort security appliance, which combines wire-speed encryption, access controls, authentication and automated key management tools. The PAM is designed to enhance the performance of random read intensive workloads such as file services and messaging.

The firm offers its employees medical, dental, vision, group life and AD&D insurance; and a 401(k) plan.

**FINANCIALS:** Sales and profits are in thousands of dollars—add 000 to get the full amount. 2009 Note: Financial information for 2009 was not available for all companies at press time.

2009 Sales: \$3,406,393	2009 Profits: \$86,545
2008 Sales: \$3,303,167	2008 Profits: \$309,738
2007 Sales: \$2,804,282	2007 Profits: \$297,735
2006 Sales: \$2,066,456	2006 Profits: \$266,452
2005 Sales: \$1,598,131	2005 Profits: \$225,754

**U.S. Stock Ticker:** NTAP  
**Int'l Ticker:** Int'l Exchange:  
Employees: 7,976  
Fiscal Year Ends: 4/30  
Parent Company:

**SALARIES/BENEFITS:**

Pension Plan:	ESOP Stock Plan:	Profit Sharing:	Top Exec. Salary: \$859,231	Bonus: \$535,266
Savings Plan: Y	Stock Purch. Plan:		Second Exec. Salary: \$590,769	Bonus: \$339,716

**OTHER THOUGHTS:**

**Apparent Women Officers or Directors:** 2  
**Hot Spot for Advancement for Women/Minorities:** Y

**LOCATIONS:** ("Y" = Yes)

West:	Southwest:	Midwest:	Southeast:	Northeast:	International:
Y				Y	Y

**NETEASE.COM INC****corp.163.com****Industry Group Code:** 519130 **Ranks within this company's industry group:** Sales: 13 Profits: 5

<b>Financial Services:</b> Stock Brokerage: Mortgages/Loans: Banking: Insurance: Credit Cards:	<b>Information:</b> Portal/News: Communities: Search Engine: Financial Data Pub.: Broadcasting/Music:	<b>Technology:</b> Hardware: Software: Specialty Equipment: Distributor:	<b>Services:</b> Payments/Markets: Consulting: Advertising/Mktg.: Outsourcing: Other:	<b>Retailing:</b> Retailer: Auctions: Tickets/Travel: Automobiles:	<b>Telecommunications:</b> Internet Service Provider: Web Site Services: Specialty Telecom:
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**TYPES OF BUSINESS:**

Internet Portal  
E-Mail  
Instant Messaging  
Chat Rooms  
Online Games  
e-Commerce Services  
Search Engine  
Wireless Services

**BRANDS/DIVISIONS/AFFILIATES:**

Fantasy Westward Journey  
Westward Journey Online II  
Westward Journey Online III  
Datang  
Fly for Fun  
Blizzard Entertainment  
NetEase.com  
Youdao

**CONTACTS:** *Note: Officers with more than one job title may be intentionally listed here more than once.*

William Ding, CEO  
Zhonghui Zhan, COO  
Onward Choi, CFO  
Feng Zhou, Sr. VP

<b>Phone:</b> 86-10-8255-8163	<b>Fax:</b> 86-10-8261-8163
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**Toll-Free:**

<b>Address:</b> 1 Zhongguancun E. Rd., 26/F SP, Tower D, Haidian District, Beijing, 100084 China
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**GROWTH PLANS/SPECIAL FEATURES:**

NetEase.com, Inc. operates a leading interactive online community in china and is a major provider of Chinese language content and services through its online games, Internet portal and wireless value-added services businesses. The company offers online games services, an online services portal, advertising services and wireless value-added services. Its online gaming service focuses on offering massively multi-player online role-playing games known as MMORPGs to the Chinese market. These include Fantasy Westward Journey, Westward Journey Online II, Westward Journey Online III, Datang and Fly for Fun. The firm also develops casual online games. The online games segment accounts for approximately 85.2% of total net revenue. The portal, a network of NetEase.com web sites that provide users with Chinese language services centered around three core service categories: content, community and communication. NetEase content channels provide news, information and online entertainment to the Chinese public. Community and communication websites provide an array of free and fee-based community and communication services including email, blogging, photos, instant messaging, matchmaking, alumni directories, clubs, e-cards, chat rooms and community forums. Additionally, the company operates Youdao, a proprietary search engine. Advertising services include banner advertising, channel sponsorship, direct email, interactive media-rich sites, sponsored special events, games, contests and other activities. The firm's wireless value-added services allow users to receive news and other information, download ringtones and logos, and participate in matchmaking communities and interactive games through their mobile phones. Subsidiaries of the company include NetEase Beijing, Youdao Information, Boguan, Guangzhou Interactive and NetEase Hangzhou. In November 2009, Shanghai EaseNet Network Technology Limited, an affiliate of Netease and operator of Blizzard Entertainment's World of Warcraft MMORPG, was ordered by the Chinese government's General Administration of Press and Publication to suspend charging users to play the game and accepting new account registrations.

**FINANCIALS:** Sales and profits are in thousands of dollars—add 000 to get the full amount. 2009 Note: Financial information for 2009 was not available for all companies at press time.

2009 Sales: \$	2009 Profits: \$
2008 Sales: \$452,119	2008 Profits: \$280,625
2007 Sales: \$316,085	2007 Profits: \$173,291
2006 Sales: \$284,112	2006 Profits: \$159,247
2005 Sales: \$170,900	2005 Profits: \$115,000

**U.S. Stock Ticker:** NTES

Int'l Ticker: Int'l Exchange:

Employees: 3,048

Fiscal Year Ends: 12/31

Parent Company:

**SALARIES/BENEFITS:**

Pension Plan:	ESOP Stock Plan:	Profit Sharing:	Top Exec. Salary: \$	Bonus: \$
Savings Plan:	Stock Purch. Plan:		Second Exec. Salary: \$	Bonus: \$

**OTHER THOUGHTS:**

Apparent Women Officers or Directors:

Hot Spot for Advancement for Women/Minorities:

**LOCATIONS:** ("Y" = Yes)

West:	Southwest:	Midwest:	Southeast:	Northeast:	International:
				Y	Y

**NETFLIX INC**

www.netflix.com

Industry Group Code: 532230 Ranks within this company's industry group: Sales: 2 Profits: 1

<b>Financial Services:</b> Stock Brokerage: Mortgages/Loans: Banking: Insurance: Credit Cards:	<b>Information:</b> Portal/News: Communities: Search Engine: Financial Data Pub.: Broadcasting/Music:	<b>Technology:</b> Hardware: Software: Specialty Equipment: Distributor:	<b>Services:</b> Payments/Markets: Consulting: Advertising/Mktg.: Outsourcing: Other:	<b>Retailing:</b> Retailer: Auctions: Tickets/Travel: Automobiles:	<b>Telecommunications:</b> Internet Service Provider: Web Site Services: Specialty Telecom:
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**TYPES OF BUSINESS:**

Online DVD Rental  
Video on Demand

**BRANDS/DIVISIONS/AFFILIATES:**

**CONTACTS:** *Note: Officers with more than one job title may be intentionally listed here more than once.*

Reed Hastings, CEO  
Barry McCarthy, CFO  
Leslie Kilgore, Chief Mktg. Officer  
Patty McCord, Chief Talent Officer  
Neil Hunt, Chief Prod. Officer  
Andrew Rendich, Chief Service & DVD Oper. Officer  
Ted Sarandos, Chief Content Officer  
Reed Hastings, Chmn.

Phone: 408-540-3700

Fax:

Toll-Free:

Address: 100 Winchester Cir., Los Gatos, CA 95032 US

**GROWTH PLANS/SPECIAL FEATURES:**

Netflix, Inc. is one of the largest online movie rental subscription services, providing more than 11 million subscribers access to a library of more than 100,000 movie, television and other filmed entertainment titles on DVD. The company offers nine subscription plans, starting at \$4.99 a month. There are no due dates, late fees or shipping costs. Subscribers select titles at Netflix's web site, receive the movies by mail and return them at their convenience using prepaid mailers. Netflix then mails the next available DVD in a subscriber's queue. The company also offers its Watch Instantly feature, allowing subscribers to view a growing library of movies and television episodes over the Internet. Currently, Netflix has more than 17,000 titles available for instant viewing. The firm's proprietary recommendation service enables it to create a customized store for each subscriber and to generate personalized recommendations. Netflix purchases titles directly from studios, distributors and independent producers, and operates about 50 distribution centers nationwide, allowing it to provide fast delivery service to subscribers. The company promotes its service to consumers through various marketing programs, including online promotions, television and radio advertising, package inserts, direct mail and other promotions with third parties. In 2009, Netflix announced plans to stream TV shows from several networks, including ABC, Nickelodeon and Disney. In July 2009, the company announced a partnership with Sony Electronics to stream movies on Sony's Internet-capable BRAVIA TVs. In October 2009, the firm announced a partnership with Best Buy Co., Inc. to stream movies on Internet-capable Insignia Blu-Ray Disc Players. In November 2009, Netflix expanded its list of stream-capable devices to include the Sony PlayStation 3. By the end of 2010, more than 10 electronics manufacturers will offer Netflix-ready products.

**FINANCIALS:** Sales and profits are in thousands of dollars—add 000 to get the full amount. 2009 Note: Financial information for 2009 was not available for all companies at press time.

2009 Sales: \$1,670,269	2009 Profits: \$115,860
2008 Sales: \$1,364,661	2008 Profits: \$83,026
2007 Sales: \$1,205,340	2007 Profits: \$66,952
2006 Sales: \$996,660	2006 Profits: \$49,082
2005 Sales: \$682,213	2005 Profits: \$42,027

U.S. Stock Ticker: NFLX

Int'l Ticker: Int'l Exchange:

Employees:

Fiscal Year Ends: 12/31

Parent Company:

**SALARIES/BENEFITS:**

Pension Plan:	ESOP Stock Plan:	Profit Sharing:	Top Exec. Salary: \$994,231	Bonus: \$
Savings Plan: Y	Stock Purch. Plan: Y		Second Exec. Salary: \$896,538	Bonus: \$

**OTHER THOUGHTS:**

Apparent Women Officers or Directors: 2  
Hot Spot for Advancement for Women/Minorities: Y

**LOCATIONS: ("Y" = Yes)**

West: Y	Southwest: Y	Midwest: Y	Southeast: Y	Northeast: Y	International:
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**NETRATINGS INC**

www.nielsen-netratings.com

Industry Group Code: 541910 Ranks within this company's industry group: Sales: Profits:

<b>Financial Services:</b> Stock Brokerage: Mortgages/Loans: Banking: Insurance: Credit Cards:	<b>Information:</b> Portal/News: Communities: Search Engine: Financial Data Pub.: Broadcasting/Music:	<b>Technology:</b> Hardware: Software: Specialty Equipment: Distributor:	<b>Services:</b> Payments/Markets: Consulting: Advertising/Mktg.: Outsourcing: Other:	<b>Retailing:</b> Retailer: Auctions: Tickets/Travel: Automobiles:	<b>Telecommunications:</b> Internet Service Provider: Web Site Services: Specialty Telecom:
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**TYPES OF BUSINESS:**

Internet Audience Information & Analysis  
Marketing Services  
Market Research

**BRANDS/DIVISIONS/AFFILIATES:**

Nielsen/NetRatings  
Nielsen Company BV (The)  
VideoCensus  
NetView  
AdRelevance  
@Plan  
HomeScan Online  
SiteCensus

**CONTACTS:** *Note: Officers with more than one job title may be intentionally listed here more than once.*

Brian J. West, CFO  
Ed Dandridge, Chief Comm. Officer  
Itzhak Fisher, Exec. Chmn.

**Phone:** 212-703-5900      **Fax:** 212-703-5901

**Toll-Free:** 888-634-1222

**Address:** 770 Broadway, 13th Fl., New York, NY 10003 US

**GROWTH PLANS/SPECIAL FEATURES:**

NetRatings, Inc., operating under the Nielsen/NetRatings brand, is a subsidiary of The Nielsen Company (formerly VNU Group) providing Internet audience measurement and analysis. NetRatings is a wholly-owned subsidiary of Nielsen. The company's products and services are designed to aid companies in making critical business decisions regarding Internet strategies and initiatives. The firm's primary products and services include NetView, AdRelevance, @Plan, SiteCensus, VideoCensus and Homescan Online. NetView, NetRatings' original product, provides in-depth measurement of audience behavior online and in digital media, including instant messaging and media players. AdRelevance offers comprehensive information on online advertising. @Plan is a resource for demographic, lifestyle and product preferences that guides advertisers, agencies and web publishers in online marketing and media strategies. SiteCensus offers extensive web analytical services based on traffic flows and visitor behaviors. Homescan Online improves the effectiveness of online marketing for the consumer packaged goods industry and web publishers. VideoCensus is a syndicated online video measurement that combines panel and server research methods. The firm also offers Digital Strategic Services Group, which assists clients in managing online reputations, controlling Consumer-Generated Media, and growing brand support.

**FINANCIALS:** Sales and profits are in thousands of dollars—add 000 to get the full amount. 2009 Note: Financial information for 2009 was not available for all companies at press time.

2009 Sales: \$	2009 Profits: \$
2008 Sales: \$	2008 Profits: \$
2007 Sales: \$	2007 Profits: \$
2006 Sales: \$81,769	2006 Profits: \$2,829
2005 Sales: \$68,017	2005 Profits: \$-8,395

**U.S. Stock Ticker: Subsidiary**

**Int'l Ticker:** Int'l Exchange:

Employees:

Fiscal Year Ends: 12/31

Parent Company: NIELSEN COMPANY BV (THE)

**SALARIES/BENEFITS:**

Pension Plan:	ESOP Stock Plan:	Profit Sharing:	Top Exec. Salary: \$	Bonus: \$
Savings Plan:	Stock Purch. Plan:		Second Exec. Salary: \$	Bonus: \$

**OTHER THOUGHTS:**

Apparent Women Officers or Directors: 2  
Hot Spot for Advancement for Women/Minorities:

**LOCATIONS: ("Y" = Yes)**

West:	Southwest:	Midwest:	Southeast:	Northeast:	International:
Y				Y	Y

**NETRICS**

www.netrics.com

Industry Group Code: 511210L Ranks within this company's industry group: Sales: Profits:

<b>Financial Services:</b> Stock Brokerage: Mortgages/Loans: Banking: Insurance: Credit Cards:	<b>Information:</b> Portal/News: Communities: Search Engine: Financial Data Pub.: Broadcasting/Music:	<b>Technology:</b> Hardware: Software: Specialty Equipment: Distributor:	<b>Services:</b> Payments/Markets: Consulting: Advertising/Mktg.: Outsourcing: Other:	<b>Retailing:</b> Retailer: Auctions: Tickets/Travel: Automobiles:	<b>Telecommunications:</b> Internet Service Provider: Web Site Services: Specialty Telecom:
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**TYPES OF BUSINESS:**Data Management Software  
Search Engine Software**BRANDS/DIVISIONS/AFFILIATES:**Netrics Matching Engine  
Netrics Decision Engine  
Netrics Reporting Engine  
Netrics N-Mend  
Netrics HD**CONTACTS:** *Note: Officers with more than one job title may be intentionally listed here more than once.*Stefanos Damianakis, CEO  
Stefanos Damianakis, Pres.  
Jim Lewis, Exec. VP-Sales  
Patrick Austermann, VP-Eng.  
Peter Yianilos, Chmn.**Phone:** 609-683-4002**Fax:****Toll-Free:****Address:** 707 State Rd., Ste. 212, Princeton, NJ 08540 US**GROWTH PLANS/SPECIAL FEATURES:**

Netrics, Inc. is a software development company that specializes in inexact data matching. The firm's services allow clients to find and access data despite imperfections by examining similarities rather than precise matches. The company's product line includes: Netrics Matching Engine, which has data matching and error tolerance approximating that of human perception; Netrics Decision Engine, which creates models based on a variety of data to help in business decisions; Netrics Reporting Engine, which reports the status of archived data; and Netrics N-Mend, which allows the detection and elimination of duplicate data. The software is designed for stand-alone and embedded applications and is able to integrate with existing data infrastructure. The firm also offers such services as data assessment, record matching and implementation support for its software products. Netrics partners with software OEMs, system integrators and data services providers. The company also hosts Netrics HD, blog designed to deliver professional opinions on issues relating to technology and problems with structured data matching among various industries.

**FINANCIALS:** Sales and profits are in thousands of dollars—add 000 to get the full amount. 2009 Note: Financial information for 2009 was not available for all companies at press time.2009 Sales: \$  
2008 Sales: \$  
2007 Sales: \$4,600  
2006 Sales: \$  
2005 Sales: \$2009 Profits: \$  
2008 Profits: \$  
2007 Profits: \$  
2006 Profits: \$  
2005 Profits: \$**U.S. Stock Ticker:** Private  
**Int'l Ticker:** Int'l Exchange:  
Employees:  
Fiscal Year Ends:  
Parent Company:**SALARIES/BENEFITS:**Pension Plan:  
Savings Plan:ESOP Stock Plan:  
Stock Purch. Plan:

Profit Sharing:

Top Exec. Salary: \$  
Second Exec. Salary: \$Bonus: \$  
Bonus: \$**OTHER THOUGHTS:**

Apparent Women Officers or Directors:

Hot Spot for Advancement for Women/Minorities:

**LOCATIONS:** ("Y" = Yes)

West:	Southwest:	Midwest:	Southeast:	Northeast: Y	International:
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**NETSCOUT SYSTEMS INC**

www.netscout.com

Industry Group Code: 511210B Ranks within this company's industry group: Sales: 3 Profits: 2

<b>Financial Services:</b> Stock Brokerage: Mortgages/Loans: Banking: Insurance: Credit Cards:	<b>Information:</b> Portal/News: Communities: Search Engine: Financial Data Pub.: Broadcasting/Music:	<b>Technology:</b> Hardware: Software: Specialty Equipment: Distributor:	<b>Services:</b> Payments/Markets: Consulting: Advertising/Mktg.: Outsourcing: Other:	<b>Retailing:</b> Retailer: Auctions: Tickets/Travel: Automobiles:	<b>Telecommunications:</b> Internet Service Provider: Web Site Services: Specialty Telecom:
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**TYPES OF BUSINESS:**

Performance Management Systems  
Application Management Solutions

**BRANDS/DIVISIONS/AFFILIATES:**

nGenius  
nGenius Application Fabric Monitor (AFMon)  
nGenius Analytics  
NextPoint Networks, Inc.  
Sniffer  
nGenius K2

**CONTACTS:** *Note: Officers with more than one job title may be intentionally listed here more than once.*

Anil Singhal, CEO  
Michael Szabados, COO  
Anil Singhal, Pres.  
David Sommers, CFO  
John Downing, Sr. VP-Worldwide Sales Oper.  
Victor Becker, VP-Human Resources  
Ashwani Singhal, Sr. VP-R&D  
Ken Boyd, CIO/Sr. VP-Svcs.  
Bruce Kelley, Jr., CTO/VP  
Tracy Steele, VP-Mfg. & Bus. Oper.  
Jeff Levinson, General Counsel/VP  
David Sommers, Sr. VP-Gen. Oper.  
Bruce Sweet, VP-Bus. Dev.  
Catherine Taylor, Dir.-Public Rel.  
Jeff Wakely, VP-Finance/Chief Acct. Officer  
Steven Shalita, VP-Mktg.  
Anil Singhal, Chmn.

**Phone:** 978-614-4000      **Fax:** 978-614-4004

**Toll-Free:** 800-357-7666

**Address:** 310 Littleton Rd., Westford, MA 01886-4105 US

**GROWTH PLANS/SPECIAL FEATURES:**

NetScout Systems, Inc. designs, develops, manufactures, markets, sells and supports a family of products that assures the performance and availability of critical business applications and services in complex, high-speed networks. The company manufactures and markets these products as an integrated hardware and software solution that is used by enterprises, governmental agencies and service providers worldwide. The company's nGenius Performance Management System software product is a multi-function performance management solution implemented in a single, integrated application that monitors and reports on network, service and application traffic; troubleshoots performance problems; and provides precise information for capacity planning. It integrates real-time and historical information in a single management application. The system collects data from nGenius Probes, routers, switches and other flow-based information sources, such as NetFlow, and provides in-depth system-wide views of all applications on the network infrastructure. Other nGenius products include the Application Fabric Monitor (AFMon), offering improved and extended features for packet analysis, a tight user interface and workflow integration with nGenius Performance Manager; and nGenius Analytics, one of the first intelligent early warning systems in the performance management marketplace. nGenius K2 principally offers IT professionals an at-a-glance overview of their network's health and overall performance. The Sniffer line of products offer more efficient troubleshooting and advanced network analysis. NetScout sells its products to corporations, government agencies, other non-profit entities and other organizations with large- and medium-sized high-speed computer networks. The company's products have been sold to customers operating in industries such as financial services, technology, telecommunications, manufacturing, service provider, healthcare and retail. Subsidiary NextPoint Networks, Inc. develops performance and service-level management systems.

**FINANCIALS:** Sales and profits are in thousands of dollars—add 000 to get the full amount. 2009 Note: Financial information for 2009 was not available for all companies at press time.

2009 Sales: \$267,604	2009 Profits: \$20,048
2008 Sales: \$168,956	2008 Profits: \$-2,088
2007 Sales: \$102,472	2007 Profits: \$7,737
2006 Sales: \$97,876	2006 Profits: \$5,797
2005 Sales: \$85,214	2005 Profits: \$2,870

**U.S. Stock Ticker:** NTCT  
**Int'l Ticker:** Int'l Exchange:  
Employees: 788  
Fiscal Year Ends: 3/31  
Parent Company:

**SALARIES/BENEFITS:**

Pension Plan:	ESOP Stock Plan:	Profit Sharing:	Top Exec. Salary: \$300,000	Bonus: \$500,000
Savings Plan:	Stock Purch. Plan:		Second Exec. Salary: \$250,000	Bonus: \$200,000

**OTHER THOUGHTS:**

Apparent Women Officers or Directors: 2  
Hot Spot for Advancement for Women/Minorities: Y

**LOCATIONS: ("Y" = Yes)**

West: Y	Southwest: Y	Midwest: Y	Southeast: Y	Northeast: Y	International: Y
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**NETSUITE INC**

www.netsuite.com

Industry Group Code: 511210H Ranks within this company's industry group: Sales: 7 Profits: 6

<b>Financial Services:</b> Stock Brokerage: Mortgages/Loans: Banking: Insurance: Credit Cards:	<b>Information:</b> Portal/News: Communities: Search Engine: Financial Data Pub.: Broadcasting/Music:	<b>Technology:</b> Hardware: Software: Specialty Equipment: Distributor:	<b>Services:</b> Payments/Markets: Consulting: Advertising/Mktg.: Outsourcing: Other:	<b>Retailing:</b> Retailer: Auctions: Tickets/Travel: Automobiles:	<b>Telecommunications:</b> Internet Service Provider: Web Site Services: Specialty Telecom:
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**TYPES OF BUSINESS:**

Business Management Application Suites  
Enterprise Resource Planning  
Customer Relationship Management  
E-Commerce Capabilities

**BRANDS/DIVISIONS/AFFILIATES:**

NetSuite  
NetSuite CRM+  
NetSuite OneWorld  
OpenAir Inc

**CONTACTS:** *Note: Officers with more than one job title may be intentionally listed here more than once.*

Zach Nelson, CEO  
Zach Nelson, Pres.  
Jim McGeever, CFO  
David Downing, Chief Mktg. Officer  
Evan Goldberg, CTO  
Mei Li, Sr. VP-Corp. Comm.  
Tim Dilley, Exec. VP-Worldwide Svcs./Chief Customer Officer  
Evan Goldberg, Chmn.  
James Ramsey, Pres., Worldwide Sales & Dist.

**Phone:** 650-627-1000 **Fax:** 650-627-1001

**Toll-Free:**

**Address:** 2955 Campus Dr., Ste. 100, San Mateo, CA 94403-2511 US

**GROWTH PLANS/SPECIAL FEATURES:**

NetSuite, Inc. is a leading vendor of on-demand, integrated business management application suites for small and medium-sized businesses and large company divisions. It provides a suite of enterprise resource planning (ERP), customer relationship management (CRM) and e-commerce capabilities that enables customers to manage their back-office, front-office and web operations in a single application. The company's main offering is NetSuite, which is designed to provide the core business management capabilities that most of its customers require. NetSuite, NetSuite CRM+ and NetSuite OneWorld are designed for use by most types of businesses. In addition, the firm offers industry-specific configurations for use by wholesale/distribution, services and software companies. Finally, NetSuite sells additional on-demand application modules that customers can purchase to obtain additional functionality required for their specific business needs. All elements of the company's application suite share the same customer and transaction data, enabling cross-departmental business process automation and real-time monitoring of core business metrics. In addition, the integrated ERP, CRM and e-commerce capabilities provide users with real-time visibility and appropriate functionality through dashboards tailored to their particular job function and access rights. The firm delivers its suite over the Internet as a subscription service using the software-as-a-service or on-demand model. It is available wherever a user has Internet access, whether on a personal computer or a mobile device. NetSuite has over 6,600 customers, and derives approximately 19% of revenues from sales outside of North America. The company's OpenAir, Inc. subsidiary offers professional services automation and project portfolio management services, provided in a Software-as-a-Service environment.

**FINANCIALS:** Sales and profits are in thousands of dollars—add 000 to get the full amount. 2009 Note: Financial information for 2009 was not available for all companies at press time.

2009 Sales: \$165,540	2009 Profits: \$-23,304
2008 Sales: \$152,476	2008 Profits: \$-15,864
2007 Sales: \$108,541	2007 Profits: \$-23,906
2006 Sales: \$67,202	2006 Profits: \$-35,722
2005 Sales: \$60,000	2005 Profits: \$

**U.S. Stock Ticker:** N

Int'l Ticker: Int'l Exchange:

Employees:

Fiscal Year Ends: 12/31

Parent Company:

**SALARIES/BENEFITS:**

Pension Plan:	ESOP Stock Plan:	Profit Sharing:	Top Exec. Salary: \$450,000	Bonus: \$344,592
Savings Plan:	Stock Purch. Plan:		Second Exec. Salary: \$375,000	Bonus: \$154,821

**OTHER THOUGHTS:**

Apparent Women Officers or Directors: 2  
Hot Spot for Advancement for Women/Minorities:

**LOCATIONS:** ("Y" = Yes)

West: Y	Southwest:	Midwest:	Southeast:	Northeast:	International: Y
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**NEULION INC/JUMPTV INC**

www.jumptv.com

Industry Group Code: 519130 Ranks within this company's industry group: Sales: Profits:

<b>Financial Services:</b> Stock Brokerage: Mortgages/Loans: Banking: Insurance: Credit Cards:	<b>Information:</b> Portal/News: Communities: Search Engine: Financial Data Pub.: Broadcasting/Music:	<b>Technology:</b> Hardware: Software: Specialty Equipment: Distributor:	<b>Services:</b> Payments/Markets: Consulting: Advertising/Mktg.: Outsourcing: Other:	<b>Retailing:</b> Retailer: Auctions: Tickets/Travel: Automobiles:	<b>Telecommunications:</b> Internet Service Provider: Web Site Services: Specialty Telecom:
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**TYPES OF BUSINESS:**

Internet Protocol Television

**GROWTH PLANS/SPECIAL FEATURES:**

NeuLion, Inc./JumpTV, Inc., formerly JumpTV, Inc., is a leader in Internet Protocol Television (IPTV), providing access to international television streaming over the Internet. The company was created by a merger between NeuLion, Inc. and JumpTV, Inc. in late 2008, with NeuLion Inc. having majority ownership. The company has offices in Plainview, New York, Sanford, Florida, Toronto, London, Shanghai, and Buenos Aires. NeuLion, Inc./JumpTV, Inc. is partnered with over 200 television broadcasters in over 40 countries to provide live Internet streaming of broadcasters' 24-hour feeds. These streams are available to subscribers over a high-speed Internet connection. The channels are offered either separately or as part of a multi-channel bundle. One of the company's major programming draws is sports, providing services to more than 200 professional and collegiate sports properties. The company has around 143,000 subscribers through its partners' portals and Set Top Box content partners.

**BRANDS/DIVISIONS/AFFILIATES:**

JumpTV Inc.  
NeuLion, Inc.  
Sports International Group  
SportsYa.com  
JumpTV USA Inc.  
JumpTV Limited  
Sports International Group LLC  
Deportes Ya S.A.

**CONTACTS:** *Note: Officers with more than one job title may be intentionally listed here more than once.*

Nancy Li, CEO  
Nancy Li, Pres.  
Arthur J. McCarthy, CFO  
Michael Her, Exec. VP-R&D  
Roy E. Reichbach, General Counsel  
Ronald Nunn, Exec. VP-Oper.  
Chris Wagner, Exec. VP-Marketplace Strategy  
G. Scott Paterson, Chmn.

<b>Phone:</b> 416-368-0305	<b>Fax:</b> 416-368-6414
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**Toll-Free:****Address:** 463 King St. W., 3rd Fl., Toronto, ON M5V 1K4 Canada**FINANCIALS:** Sales and profits are in thousands of dollars—add 000 to get the full amount. 2009 Note: Financial information for 2009 was not available for all companies at press time.

2009 Sales: \$	2009 Profits: \$
2008 Sales: \$	2008 Profits: \$
2007 Sales: \$9,000	2007 Profits: \$-30,600
2006 Sales: \$2,061	2006 Profits: \$-25,597
2005 Sales: \$1,081	2005 Profits: \$-4,631

**U.S. Stock Ticker:****Int'l Ticker:** JTV Int'l Exchange: Toronto-TSX

Employees:

Fiscal Year Ends: 12/31

Parent Company:

**SALARIES/BENEFITS:**

Pension Plan:	ESOP Stock Plan:	Profit Sharing:	Top Exec. Salary: \$	Bonus: \$
Savings Plan:	Stock Purch. Plan:		Second Exec. Salary: \$	Bonus: \$

**OTHER THOUGHTS:**

Apparent Women Officers or Directors: 1  
Hot Spot for Advancement for Women/Minorities:

**LOCATIONS:** ("Y" = Yes)

West:	Southwest:	Midwest:	Southeast:	Northeast:	International:
				Y	Y



**NEUSTAR INC**

www.neustar.biz

Industry Group Code: 518210 Ranks within this company's industry group: Sales: 7 Profits: 9

<b>Financial Services:</b> Stock Brokerage: Mortgages/Loans: Banking: Insurance: Credit Cards:	<b>Information:</b> Portal/News: Communities: Search Engine: Financial Data Pub.: Broadcasting/Music:	<b>Technology:</b> Hardware: Software: Specialty Equipment: Distributor:	<b>Services:</b> Payments/Markets: Consulting: Advertising/Mktg.: Outsourcing: Other:	<b>Retailing:</b> Retailer: Auctions: Tickets/Travel: Automobiles:	<b>Telecommunications:</b> Internet Service Provider: Web Site Services: Specialty Telecom: Y
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**TYPES OF BUSINESS:**

Clearinghouse Services  
Addressing Services  
Domain Name Directories  
Interoperability Services  
Infrastructure

**BRANDS/DIVISIONS/AFFILIATES:**

.BIZ Domain  
.US Domain  
UltraDNS  
UltraDNS Traffic Controller  
NeuLevel  
.CN Domain  
.TW Domain

**CONTACTS:** *Note: Officers with more than one job title may be intentionally listed here more than once.*

Jeffrey Ganek, CEO  
Lisa Hook, COO  
Lisa Hook, Pres.  
Paul Lalljie, Interim CFO/Sr. VP  
Steve Johnson, Sr. VP-Mktg.  
Martin Lowen, General Counsel/Sr. VP/Sec.  
John B. Spirtos, Sr. VP-Corp. Dev.  
John Schneidawind, Dir.-Media Rel.  
Brandon Pugh, Dir.-Investor Rel.  
Douglas Arnold, Sr. VP  
Steve Johnson, Sr. VP  
Allen Scott, Gen. Mgr.-NeuStar MGN Svcs., Inc.  
Jerry Kovach, Sr. VP  
Jeffrey Ganek, Chmn.  
Glen Murray, VP-Global Sales

<b>Phone:</b> 571-434-5400	<b>Fax:</b> 571-434-5401
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<b>Toll-Free:</b>
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<b>Address:</b> 46000 Center Oak Plz., Sterling, VA 20166 US
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**GROWTH PLANS/SPECIAL FEATURES:**

NeuStar, Inc. provides clearinghouse services to the North American communications industry. The company maintains databases that are used by communication service providers (CSPs) to route calls, exchange information with other CSPs and manage technological changes within their own networks. The company's databases are used by established telecommunications companies such as Verizon and also by emerging and smaller-scale CSPs, cable television operators and VoIP (Voice over Internet Protocol) service providers. In addition, NeuStar manages directories for the .us and .biz Internet domains and virtually all telephone area codes and numbers for CSPs. The company's subsidiary, NeuLevel, operates the worldwide registry gateways for the .cn (China) and .tw (Taiwan) domains. The firm also provides CSPs with technology services such as addressing, which allows CSPs to use shared addressing resources such as telephone numbers, Internet domain names and Common Short Codes; interoperability, which enables CSPs to share operating data to facilitate communications between different providing networks; and infrastructure maintenance, by centrally managing critical data used by CSPs to route communications over their networks. The company also offers DNS Advantage, an advanced managed recursive DNS service that enables connectivity providers, enterprises, and other organizations to offer their end users safer, faster, and more reliable Internet access. NeuStar's most recent addition to its DNS service, introduced in 2008, is its UltraDNS Traffic Controller, a server load balancing solution within NeuStar's UltraDNS managed services suite. In September 2008, the company partnered with Globe, a mobile network operator in the Philippines, to provide mobile instant messaging services to Globe's customers. In December 2008, the company partnered with Megafon, a Russian mobile operator, to launch its new Instant Messaging service. In February 2009, the company partnered with Telecom Italia to launch TIM I'm, a service that enables Telecom Italia's customers to communicate through a presence-enabled communications contact list.

**FINANCIALS:** Sales and profits are in thousands of dollars—add 000 to get the full amount. 2009 Note: Financial information for 2009 was not available for all companies at press time.

2009 Sales: \$	2009 Profits: \$
2008 Sales: \$488,845	2008 Profits: \$4,294
2007 Sales: \$429,172	2007 Profits: \$92,335
2006 Sales: \$332,957	2006 Profits: \$73,899
2005 Sales: \$242,469	2005 Profits: \$51,085

**U.S. Stock Ticker:** NSR  
**Int'l Ticker:** Int'l Exchange:  
Employees: 966  
Fiscal Year Ends: 12/31  
Parent Company:

**SALARIES/BENEFITS:**

Pension Plan:	ESOP Stock Plan:	Profit Sharing:	Top Exec. Salary: \$560,606	Bonus: \$322,349
Savings Plan:	Stock Purch. Plan:		Second Exec. Salary: \$418,269	Bonus: \$305,588

**OTHER THOUGHTS:**

Apparent Women Officers or Directors: 1  
Hot Spot for Advancement for Women/Minorities:

**LOCATIONS:** ("Y" = Yes)

West:	Southwest:	Midwest:	Southeast:	Northeast:	International:
Y				Y	Y

**NEW YORK TIMES CO (THE)**

www.nytcocom

Industry Group Code: 511110 Ranks within this company's industry group: Sales: 1 Profits: 1

<b>Financial Services:</b> Stock Brokerage: Mortgages/Loans: Banking: Insurance: Credit Cards:	<b>Information:</b> Portal/News: Communities: Search Engine: Financial Data Pub.: Broadcasting/Music:	<b>Technology:</b> Hardware: Software: Specialty Equipment: Distributor:	<b>Services:</b> Payments/Markets: Consulting: Advertising/Mktg.: Outsourcing: Other:	<b>Retailing:</b> Retailer: Auctions: Tickets/Travel: Automobiles:	<b>Telecommunications:</b> Internet Service Provider: Web Site Services: Specialty Telecom:
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**TYPES OF BUSINESS:**

Newspaper Publishing  
Newspaper Distribution  
Broadcast Radio  
Online Publishing  
Newsprint & Paper Manufacturing

**BRANDS/DIVISIONS/AFFILIATES:**

New York Times (The)  
Boston Globe (The)  
WQXR-FM  
About Inc  
International Herald Tribune  
Worcester Telegram & Gazette  
ConsumerSearch.com  
New York Times Wine Club (The)

**CONTACTS:** *Note: Officers with more than one job title may be intentionally listed here more than once.*

Janet L. Robinson, CEO  
Janet L. Robinson, Pres.  
James M. Follo, CFO/Sr. VP  
Todd C. McCarty, Sr. VP-Human Resources  
Michael Zimbalist, VP-R&D Oper.  
Joseph Seibert, CIO  
Kenneth A. Richieri, General Counsel/Sr. VP/Corp. Sec.  
James C. Lessersohn, Sr. VP-Corp. Dev.  
Abbe Serphos, Dir.-Public Rel.  
Paula Schwartz, Investor Rel.  
R. Anthony Benten, Sr. VP-Finance/Corp. Controller  
Martin A. Nisenholtz, Sr. VP-Digital Oper.  
Philip A. Ciuffo, VP-Internal Audit  
Laurena L. Emhoff, VP/Treas.  
Cella M. Irvine, CEO-About Group  
Arthur O. Sulzberger, Jr., Chmn.

**Phone:** 212-556-1234      **Fax:** 212-556-7389

**Toll-Free:**

**Address:** 620 8th Ave., New York, NY 10018 US

**GROWTH PLANS/SPECIAL FEATURES:**

The New York Times Co. is a diversified media company with operations in newspapers, radio and the Internet, as well as various investments including paper mills. It operates in two segments: News Media and the About Group. The News Media group consists of the New York Times Media Group, which includes The New York Times, NYTimes.com, the International Herald Tribune, IHT.com, the WQXR-FM New York City radio station and related businesses; the New England Media Group, which includes The Boston Globe, Boston.com and the Worcester Telegram & Gazette and its web site; and the Regional Media Group, which includes 15 daily newspapers in six states, along with related businesses. The About Group consists of web sites ConsumerSearch.com, UCompareHealthCare.com, Calorie-Count.com and About.com. The company also owns equity interests in a Canadian newsprint company and a supercalendered paper manufacturing partnership in Maine; New England Sports Ventures, LLC, which owns the Boston Red Sox, Fenway Park and adjacent real estate, roughly 80% of New England Sports Network and 50% of Roush Fenway Racing; and Metro Boston LLC, which publishes a free daily newspaper catering to young professionals and students in the Boston area. In March 2009, the firm agreed to sell TimesDaily and TimesDaily.com to the Tennessee Valley Printing Company. Also in 2009, The New York Times launched its international weekly news edition in Romania, Georgia, Greece, Slovenia, Bolivia, Uruguay, Russia, and Turkey, as well as in the Russian language newspaper, Novoye Russkoye Slovo, in New York. The New York Times also launched an application for BlackBerry smartphones and The New York Times Wine Club, which offers wine tasting notes, wine related articles, recipes and wine gifts.

Employees are offered health insurance, a 401(k) plan, an employee stock purchase plan, tuition assistance and a bonus plan.

**FINANCIALS:** Sales and profits are in thousands of dollars—add 000 to get the full amount. 2009 Note: Financial information for 2009 was not available for all companies at press time.

2009 Sales: \$2,440,439	2009 Profits: \$19,891
2008 Sales: \$2,948,856	2008 Profits: \$-57,839
2007 Sales: \$3,195,077	2007 Profits: \$208,704
2006 Sales: \$3,289,903	2006 Profits: \$-543,443
2005 Sales: \$3,231,128	2005 Profits: \$253,473

**U.S. Stock Ticker:** NYT

**Int'l Ticker:** Int'l Exchange:

Employees:

Fiscal Year Ends: 12/31

Parent Company:

**SALARIES/BENEFITS:**

Pension Plan:	ESOP Stock Plan:	Profit Sharing:	Top Exec. Salary: \$1,087,000	Bonus: \$635,895
Savings Plan: Y	Stock Purch. Plan: Y		Second Exec. Salary: \$1,000,000	Bonus: \$597,500

**OTHER THOUGHTS:**

**Apparent Women Officers or Directors:** 13  
**Hot Spot for Advancement for Women/Minorities:** Y

**LOCATIONS: ("Y" = Yes)**

West:	Southwest:	Midwest:	Southeast:	Northeast:	International:
Y	Y	Y	Y	Y	Y

**NEWEGG INC**

www.newegg.com

Industry Group Code: 44311E Ranks within this company's industry group: Sales: 1 Profits:

<b>Financial Services:</b> Stock Brokerage: Mortgages/Loans: Banking: Insurance: Credit Cards:	<b>Information:</b> Portal/News: Communities: Search Engine: Financial Data Pub.: Broadcasting/Music:	<b>Technology:</b> Hardware: Software: Specialty Equipment: Distributor:	<b>Services:</b> Payments/Markets: Consulting: Advertising/Mktg.: Outsourcing: Other:	<b>Retailing:</b> Retailer: Auctions: Tickets/Travel: Automobiles:	<b>Telecommunications:</b> Internet Service Provider: Web Site Services: Specialty Telecom:
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**TYPES OF BUSINESS:**

Online Sales of Computers and Electronics

**BRANDS/DIVISIONS/AFFILIATES:**

NewEggMall.com  
EggXpert.com  
Rosewill, Inc.  
Newegg.com  
Newegg.ca

**CONTACTS:** *Note: Officers with more than one job title may be intentionally listed here more than once.*

Tally C. Liu, CEO  
George Jiao, COO  
Lee Cheng, General Counsel/Corp. Sec.  
Anthony Chow, VP-Bus. Dev.  
Richard Quiroga, VP-Finance  
Shih-Chi Lee, Exec. VP  
Michael Amkreutz, VP-Prod. Mgmt.  
Tally C. Liu, Chmn.  
Fred Chang, Pres., China

**Phone:** 909-395-9046**Fax:** 909-395-8907**Toll-Free:****Address:** 16839 E. Gale Ave., City of Industry, CA 91745 US**FINANCIALS:** Sales and profits are in thousands of dollars—add 000 to get the full amount. 2009 Note: Financial information for 2009 was not available for all companies at press time.

2009 Sales: \$	2009 Profits: \$
2008 Sales: \$2,100,000	2008 Profits: \$
2007 Sales: \$1,900,000	2007 Profits: \$
2006 Sales: \$	2006 Profits: \$
2005 Sales: \$	2005 Profits: \$

**U.S. Stock Ticker:** Private**Int'l Ticker:** Int'l Exchange:

Employees:

Fiscal Year Ends:

Parent Company:

**SALARIES/BENEFITS:**

Pension Plan:	ESOP Stock Plan:	Profit Sharing:	Top Exec. Salary: \$535,823	Bonus: \$554,362
Savings Plan:	Stock Purch. Plan:		Second Exec. Salary: \$276,000	Bonus: \$

**OTHER THOUGHTS:**

Apparent Women Officers or Directors:

Hot Spot for Advancement for Women/Minorities:

**LOCATIONS:** ("Y" = Yes)

West: Y	Southwest:	Midwest:	Southeast:	Northeast:	International:
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**GROWTH PLANS/SPECIAL FEATURES:**

Newegg, Inc. is an online-only retailer of computers, computer hardware and accessories, as well as other electronics. The firm's customer base of over 9.9 million includes do-it-yourselfer, gamers, students, small to medium-sized businesses, IT professionals and resellers. The company stocks over 30,000 items, including desktop computers, laptops, PDAs, cell phones, digital cameras, networking devices, gaming systems and accessories, software, home appliances and DVDs. In addition to the firm's e-commerce site, Newegg.com, the company hosts EggXpert.com, a community of professionals and other knowledgeable persons offering advice and opinions, and NewEggMall.com, an e-commerce site allowing customers to shop multiple retailers at once. Newegg's web sites have over 600,000 unique visitors each day. The firm's Rosewill, Inc. subsidiary offers private-label computer hardware and peripheral products. In September 2009, the company announced plan to go public.

The company offers its employees benefits including medical, dental and vision coverage; short- and long-term disability; life insurance; a 401(k) savings plan; and an educational assistance program and tuition reimbursement.

**NEWS CORP**

www.newscorp.com

Industry Group Code: 515120 Ranks within this company's industry group: Sales: 1 Profits: 1

<b>Financial Services:</b> Stock Brokerage: Mortgages/Loans: Banking: Insurance: Credit Cards:	<b>Information:</b> Portal/News: Communities: Search Engine: Financial Data Pub.: Broadcasting/Music:	<b>Technology:</b> Hardware: Software: Specialty Equipment: Distributor:	<b>Services:</b> Payments/Markets: Consulting: Advertising/Mktg.: Outsourcing: Other:	<b>Retailing:</b> Retailer: Auctions: Tickets/Travel: Automobiles:	<b>Telecommunications:</b> Internet Service Provider: Web Site Services: Specialty Telecom:
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**TYPES OF BUSINESS:**

Television Broadcasting & Distribution  
Film & Television Production  
Newspaper Publishing  
Online Media  
Advertising Services  
Magazine & Book Publishing  
Satellite Television

**BRANDS/DIVISIONS/AFFILIATES:**

MySpace  
Intermix Media  
Fox Entertainment Group Inc  
Fox Broadcasting Company  
HarperCollins Publishers Inc  
Fox Sports Net Inc  
IGN Entertainment  
Dow Jones & Co Inc

**CONTACTS:** *Note: Officers with more than one job title may be intentionally listed here more than once.*

K. Rupert Murdoch, CEO  
Chase Carey, COO  
Chase Carey, Pres.  
David DeVoe, CFO/Sr. Exec. VP  
Gary Ginsberg, Exec. VP-Global Mktg.  
Beryl Cook, Chief Human Resources Officer  
Genie Gavenchak, General Counsel/Sr. VP  
Teri Everett, Sr. VP-Corp. Comm.  
Anthea Disney, Exec. VP-Content  
Tom Mockridge, CEO-European Television  
Michael Regan, Exec. VP-Gov't Affairs  
K. Rupert Murdoch, Chmn.  
James Murdoch, Pres./Chmn./CEO-Europe & Asia

**Phone:** 212-852-7000 **Fax:** 212-852-7147

**Toll-Free:**

**Address:** 1211 Ave. of the Americas, 8th Fl., New York, NY 10036 US

**GROWTH PLANS/SPECIAL FEATURES:**

News Corp. is a global media and entertainment company. The firm operates eight in segments: filmed entertainment; television; cable network programming; direct broadcast satellite television; magazines and inserts; newspapers; book publishing; and other. The filmed entertainment segment produces and acquires live-action and animated motion pictures for distribution and licensing in all formats; and produces and licenses television programming worldwide. Subsidiaries include Twentieth Century Fox and Fox Searchlight Pictures. The television segment operates broadcast television stations; broadcasts network programming in the U.S.; and develops, produces and broadcasts television programming in Asia. News Corp. owns 27 television stations, including 17 Fox affiliates and 10 MyNetworkTV affiliates. The company's international television interests consist primarily of STAR Group Limited. The cable networking programming division produces and licenses news, sports, general entertainment and movie programming for distributors worldwide. News Corp.'s U.S. cable network operations include the Fox News Channel, the FX Network and the National Geographic Channels. The direct broadcast satellite television segment operates through SKY Italia, which currently distributes services via satellite and broadband to subscribers in Italy. The magazines and inserts group engages in marketing operations, primarily the publication of free standing inserts and the provision of in-store marketing products and services; and magazine publishing. The newspapers segment publishes newspapers and magazines in the U.K., Ireland, Australia and the U.S., including The Sun, News of the World, The Wall Street Journal and the New York Post. The book publishing division operates through HarperCollins Publishers, which primarily publishes fiction and non-fiction for the general consumer. The other segment includes News' Internet businesses, including Myspace.com; IGN Entertainment, Inc.; FOX Sports Interactive; outdoor advertising; Fox Mobile Entertainment for mobile phones; and other operations. In January 2009, the company formed Star Jupiter, a joint venture with Asianet TV Holdings Private Limited, to provide general entertainment channels to southern India.

**FINANCIALS:** Sales and profits are in thousands of dollars—add 000 to get the full amount. 2009 Note: Financial information for 2009 was not available for all companies at press time.

2009 Sales: \$30,423,000	2009 Profits: \$-5,650,000
2008 Sales: \$32,996,000	2008 Profits: \$5,381,000
2007 Sales: \$28,655,000	2007 Profits: \$3,426,000
2006 Sales: \$25,327,000	2006 Profits: \$2,314,000
2005 Sales: \$23,859,000	2005 Profits: \$2,128,000

**U.S. Stock Ticker:** NWS

**Int'l Ticker:** Int'l Exchange:  
Employees: 55,000  
Fiscal Year Ends: 6/30  
Parent Company:

**SALARIES/BENEFITS:**

Pension Plan:	ESOP Stock Plan:	Profit Sharing:	Top Exec. Salary: \$8,100,000	Bonus: \$5,435,000
Savings Plan: Y	Stock Purch. Plan:		Second Exec. Salary: \$8,100,000	Bonus: \$5,435,000

**OTHER THOUGHTS:**

**Apparent Women Officers or Directors:** 3  
**Hot Spot for Advancement for Women/Minorities:** Y

**LOCATIONS:** ("Y" = Yes)

West:	Southwest:	Midwest:	Southeast:	Northeast:	International:
Y	Y	Y	Y	Y	Y

**NEXPRISE INC**

www.nexprise.com

Industry Group Code: 5112101 Ranks within this company's industry group: Sales: Profits:

<b>Financial Services:</b> Stock Brokerage: Mortgages/Loans: Banking: Insurance: Credit Cards:	<b>Information:</b> Portal/News: Communities: Search Engine: Financial Data Pub.: Broadcasting/Music:	<b>Technology:</b> Hardware: Software: Specialty Equipment: Distributor:	<b>Services:</b> Payments/Markets: Consulting: Advertising/Mktg.: Outsourcing: Other:	<b>Retailing:</b> Retailer: Auctions: Tickets/Travel: Automobiles:	<b>Telecommunications:</b> Internet Service Provider: Web Site Services: Specialty Telecom:
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**TYPES OF BUSINESS:**

Software-Business Process Automation  
Document & Project Management Software  
Action Item Management Software

**BRANDS/DIVISIONS/AFFILIATES:**

WebSpace  
WebSpace Project Manager  
WebSpace Business Process Automation  
WebSpace Document Manager  
WebSpace Action Item Manager

**CONTACTS:** *Note: Officers with more than one job title may be intentionally listed here more than once.*

Ted Drysdale, CEO  
Ted Drysdale, Pres.  
John Lynch, Sr. VP-Sales & Service  
Ted Drysdale, Chmn.

<b>Phone:</b> 760-804-1333	<b>Fax:</b> 760-804-1331
<b>Toll-Free:</b>	
<b>Address:</b> 5963 La Place Ct., Ste. 302, Carlsbad, CA 92008 US	

**GROWTH PLANS/SPECIAL FEATURES:**

NexPrise, Inc. develops and markets software that automates key business processes for manufacturers. The firm provides its products to customers in the automotive, aerospace, high tech manufacturing, education and medical device manufacturing industries. The NexPrise platform comprises over 25,000 users worldwide. The company's software platform covers four major lines of service: document management, project management, business process automation and action item management. NexPrise also offers collaboration services that help to organize total company or individual project data into one source for easy employee access and cooperation. NexPrise's solutions are all delivered through its WebSpace platform. Document management services, which are web-based, include archiving, querying, retrieval, access monitoring and version control. Project management, also web-based, helps business segments to track participants in their work, monitor task implementation and constantly update important information. In addition, NexPrise assists project management through a graphical interface that allows electronic mimicry of all company operations. The company's WebSpace business process automation solution provides the capability to streamline business processes, automating the collection of data and documents inside or across firewalls via workflow-driven Web forms. The WebSpace Platform also includes an Action Item Manager component designed to help manage activities across a geographically dispersed project team including suppliers, partners and/or offsite employees. WebSpace Action Items systematically collect and approve documents and other electronic deliverables related to a project, event or other activity.

The firm offers employees a 401(k) plan; paid time off; stock options; and life, medical, dental and vision insurance.

**FINANCIALS:** Sales and profits are in thousands of dollars—add 000 to get the full amount. 2009 Note: Financial information for 2009 was not available for all companies at press time.

2009 Sales: \$	2009 Profits: \$	<b>U.S. Stock Ticker:</b> NXPS <b>Int'l Ticker:</b> Int'l Exchange: Employees: Fiscal Year Ends: 12/31 Parent Company:
2008 Sales: \$	2008 Profits: \$	
2007 Sales: \$	2007 Profits: \$	
2006 Sales: \$	2006 Profits: \$	
2005 Sales: \$	2005 Profits: \$	

**SALARIES/BENEFITS:**

Pension Plan:	ESOP Stock Plan:	Profit Sharing:	Top Exec. Salary: \$	Bonus: \$71,000
Savings Plan: Y	Stock Purch. Plan:		Second Exec. Salary: \$	Bonus: \$

**OTHER THOUGHTS:**

Apparent Women Officers or Directors:  
Hot Spot for Advancement for Women/Minorities:

**LOCATIONS:** ("Y" = Yes)

West: Y	Southwest:	Midwest:	Southeast:	Northeast:	International:
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**NHN CORP**

www.nhncorp.com

Industry Group Code: 519130 Ranks within this company's industry group: Sales: 7 Profits: 4

<b>Financial Services:</b> Stock Brokerage: Mortgages/Loans: Banking: Insurance: Credit Cards:	<b>Information:</b> Portal/News: Y Communities: Search Engine: Y Financial Data Pub.: Broadcasting/Music:	<b>Technology:</b> Hardware: Software: Specialty Equipment: Distributor:	<b>Services:</b> Payments/Markets: Consulting: Advertising/Mktg.: Y Outsourcing: Other:	<b>Retailing:</b> Retailer: Auctions: Tickets/Travel: Automobiles:	<b>Telecommunications:</b> Internet Service Provider: Web Site Services: Specialty Telecom:
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**TYPES OF BUSINESS:**

Online Portal  
Online Game Portal  
Online Advertising

**BRANDS/DIVISIONS/AFFILIATES:**

Naver.com  
Hangame.com  
Jr.naver.com  
Happybean.naver.com  
NHN USA  
NHN Japan  
NHN China  
Lianzhong

**CONTACTS:** *Note: Officers with more than one job title may be intentionally listed here more than once.*

Sang Hun Kim, CEO  
Joon Ho Lee, COO  
In Joon Hwang, CFO  
Hae Jin Lee, Chief Security Officer

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**Toll-Free:**

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**GROWTH PLANS/SPECIAL FEATURES:**

NHN Corporation, based in South Korea, is a leading Internet company that operates the search portal Naver.com, multi-player game portal Hangame.com, online donation portal Happybean.com and children's portal, Jr.naver.com. Naver.com, visited by approximately 17 million people a day, offers web document and image searches; integrated searching directories; map and directory services; online shopping; and online marketing for businesses. In addition, the web site offers users online photo albums, e-mail services, blogs, online communities, free homepages, and information services, including business, finance and news. Hangame.com provides over 300 games including Tetris, poker, billiards, bingo, real-time simulation games and MMORPGS. The company's children's portal, Jr.naver.com, offers educational content and games. The site has 4 million subscribers and is visited by 1.3 users per day. Happybean.com, operated jointly by NHN and the Beautiful Foundation, provides information on over 20,000 organizations and charity groups and operates around 3,300 blogs, called Happylogs, which post information on on-going fund raising and volunteer activities for users who wish to participate. NHN USA, a subsidiary of NHN Corporation, serves as the company's flagship vehicle for online games in the U.S. and other English speaking countries through its web site jiji.com. Subsidiary NHN Japan operates Hangame Japan (hangame.co.jp). Subsidiary NHN China operates the online game portal Ourgame (OurGame.com) in partnership with SeaRainbow Holdings of China. The firm's primary sources of income are from keyword search advertising, premium services for games, display ads, and e-commerce sales through Knowledge Shopping.

**FINANCIALS:** Sales and profits are in thousands of dollars—add 000 to get the full amount. 2009 Note: Financial information for 2009 was not available for all companies at press time.

2009 Sales: \$	2009 Profits: \$
2008 Sales: \$1,206,210	2008 Profits: \$322,070
2007 Sales: \$700,000	2007 Profits: \$160,000
2006 Sales: \$	2006 Profits: \$
2005 Sales: \$	2005 Profits: \$

**U.S. Stock Ticker:**  
**Int'l Ticker: 035420** Int'l Exchange: Seoul-KRX  
Employees:  
Fiscal Year Ends:  
Parent Company:

**SALARIES/BENEFITS:**

Pension Plan:	ESOP Stock Plan:	Profit Sharing:	Top Exec. Salary: \$	Bonus: \$
Savings Plan:	Stock Purch. Plan:		Second Exec. Salary: \$	Bonus: \$

**OTHER THOUGHTS:**

**Apparent Women Officers or Directors:**  
**Hot Spot for Advancement for Women/Minorities:**

**LOCATIONS:** ("Y" = Yes)

West:	Southwest:	Midwest:	Southeast:	Northeast:	International:
Y					Y

**NIC INC**

www.nicusa.com

Industry Group Code: 518210 Ranks within this company's industry group: Sales: 13 Profits: 8

<b>Financial Services:</b> Stock Brokerage: Mortgages/Loans: Banking: Insurance: Credit Cards:	<b>Information:</b> Portal/News: Y Communities: Search Engine: Financial Data Pub.: Broadcasting/Music:	<b>Technology:</b> Hardware: Software: Y Specialty Equipment: Distributor:	<b>Services:</b> Payments/Markets: Consulting: Advertising/Mktg.: Outsourcing: Y Other:	<b>Retailing:</b> Retailer: Auctions: Tickets/Travel: Automobiles:	<b>Telecommunications:</b> Internet Service Provider: Web Site Services: Y Specialty Telecom:
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**TYPES OF BUSINESS:**

E-Government Services  
Internet Portal Services  
Electronic Filing Software  
Application Development  
Online Campaign Expenditure Development

**BRANDS/DIVISIONS/AFFILIATES:**

NIC Technologies  
NIC Conquest  
Kansas.gov  
Alabama.gov  
IN.gov  
Virginia.gov  
Tennessee.gov

**CONTACTS:** *Note: Officers with more than one job title may be intentionally listed here more than once.*

Harry H. Herington, CEO  
William F. Bradley, Jr., COO  
Stephen M. Kovzan, CFO  
Chris Neff, VP-Mktg.  
William F. Bradley, Jr., General Counsel  
Nancy Beaton, Dir.-Comm.  
Nancy Beaton, Dir.-Investor Rel.  
Candy Irvn, Dir.-Partnerships & Alliances  
Elizabeth Proudfit, VP-Sales  
Robert Knapp, Exec. VP  
Harry H. Herington, Chmn.

<b>Phone:</b>	<b>Fax:</b> 913-498-3472
<b>Toll-Free:</b> 877-234-3468	
<b>Address:</b> 25501 W. Valley Pkwy., Ste. 300, Olathe, KS 66061 US	

**GROWTH PLANS/SPECIAL FEATURES:**

NIC, Inc. is a provider of eGovernment services that help governments use the Internet to increase internal efficiencies and provide a higher level of service to businesses and citizens. It operates in two divisions: portal outsourcing business; and software and services businesses. The portal outsourcing business enters into long-term contracts with governments to design, build and operate web-based portals on their behalf. These portals consist of web sites and applications that allow businesses and citizens to access government information online and complete transactions, including applying for a permit, retrieving driver's license records or filing a government-mandated form or report. The self-funding business model allows the firm to generate revenues by sharing in the fees its collects from eGovernment transactions. NIC currently has contracts to provide portal outsourcing services to 21 states. The company typically enters into three- to five-year contracts with government partners and manages operations for each contractual relationship through separate local subsidiaries. The software and services businesses primarily include the company's Uniform Commercial Code (UCC) and corporate filings software development, as well as its ethics and elections businesses. The UCC and corporate filings software development business, NIC Conquest, is a provider of software applications and services for electronic filings and document management solutions for governments. This business is primarily engaged in servicing its contract with the California Secretary of State and is not actively marketing its applications and services in respect of new engagements. The ethics and elections business, NIC Technologies, designs and develops online campaign expenditure and ethics compliance systems for federal and state government agencies. This business is primarily engaged in servicing its contracts with the Federal Election Commission and the State of Michigan.

Employees are offered medical and dental insurance; a 401(k) plan; an employee stock purchase plan; life insurance; disability coverage; and an educational reimbursement.

**FINANCIALS:** Sales and profits are in thousands of dollars—add 000 to get the full amount. 2009 Note: Financial information for 2009 was not available for all companies at press time.

2009 Sales: \$132,885	2009 Profits: \$13,946
2008 Sales: \$100,575	2008 Profits: \$11,921
2007 Sales: \$85,755	2007 Profits: \$11,955
2006 Sales: \$71,376	2006 Profits: \$10,739
2005 Sales: \$59,243	2005 Profits: \$6,363

**U.S. Stock Ticker:** EGOV

Int'l Ticker: Int'l Exchange:

Employees:

Fiscal Year Ends: 12/31

Parent Company:

**SALARIES/BENEFITS:**

Pension Plan:	ESOP Stock Plan:	Profit Sharing:	Top Exec. Salary: \$374,583	Bonus: \$169,100
Savings Plan: Y	Stock Purch. Plan: Y		Second Exec. Salary: \$259,167	Bonus: \$115,700

**OTHER THOUGHTS:**

Apparent Women Officers or Directors: 3  
Hot Spot for Advancement for Women/Minorities: Y

**LOCATIONS:** ("Y" = Yes)

West:	Southwest:	Midwest: Y	Southeast:	Northeast:	International:
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**NORTEL NETWORKS CORP**

www.nortel.com

Industry Group Code: 334210 Ranks within this company's industry group: Sales: 3 Profits: 12

<b>Financial Services:</b> Stock Brokerage: Mortgages/Loans: Banking: Insurance: Credit Cards:	<b>Information:</b> Portal/News: Communities: Search Engine: Financial Data Pub.: Broadcasting/Music:	<b>Technology:</b> Hardware: Y Software: Y Specialty Equipment: Y Distributor:	<b>Services:</b> Payments/Markets: Consulting: Y Advertising/Mktg.: Outsourcing: Y Other:	<b>Retailing:</b> Retailer: Auctions: Tickets/Travel: Automobiles:	<b>Telecommunications:</b> Internet Service Provider: Web Site Services: Specialty Telecom:
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**TYPES OF BUSINESS:**

Networking Equipment  
Wireless & Wireline Networking Equipment  
Optical Networking Equipment  
Consulting & Outsourcing Services  
Nanotechnology Research

**BRANDS/DIVISIONS/AFFILIATES:**

Enterprise Solutions  
Mobility and Converged Core Networks  
Metro Ethernet Networks  
Global Services  
Nortel Government Solutions

**CONTACTS:** *Note: Officers with more than one job title may be intentionally listed here more than once.*

Mike Zafirovski, CEO  
Mike Zafirovski, Pres.  
Pavi S. Binning, CFO/Exec. VP  
Gordon A. Davies, Chief Legal Officer/Corp. Sec.  
Dennis Carey, Exec. VP-Corp. Oper.  
George Riedel, Chief Strategy Officer  
Gordon A. Davies, Chief Compliance Officer  
William J. Donovan, Sr. VP-Bus. Transformation Office  
Darryl Edwards, Exec. VP-Global Carrier Sales  
Joe Flanagan, Sr. VP-Global Oper.  
Harry J. Pearce, Chmn.

**Phone:** 905-863-7000      **Fax:** 905-863-8423

**Toll-Free:** 800-466-7835

**Address:** 195 The West Mall, Toronto, ON M9C 5K1 Canada

**GROWTH PLANS/SPECIAL FEATURES:**

Nortel Networks Corp. is a global supplier of communication equipment. The firm serves small businesses; multinational corporations; government agencies; the military; and telecommunications and Internet service providers. The company's technologies support multimedia and business-critical applications, as well as simplify networks, thereby connecting people with information through hardware, software and services. Nortel Networks operates in four business segments: Carrier Networks; Enterprise Solutions; Metro Ethernet Networks (MEN); and Global Services. The Carrier Networks segment offers wireline and wireless networks that help service providers and cable operators supply mobile voice, data and multimedia communications services to individuals and enterprises. This segment also offers voice switching products that provide local, toll, long distance and international gateway capabilities for telephone companies, wireless service providers, cable operators and other service providers. Enterprise Solutions offers products that encompass end-to-end network security, unified communications, IP and digital telephony (including phones), wireless LANs, messaging, conferencing, and SIP-based multimedia solutions. The MEN segment delivers carrier-grade Ethernet transport capabilities focused on meeting customer needs for higher performance and lower cost per megabit for emerging video-intensive applications. This includes Carrier Ethernet switching, optical networking and multiservice switching products. Global Services offers solutions to help design, deploy, support and evolve networks for small- and medium-sized businesses and large global enterprises; municipal, regional and federal government agencies; wireline and wireless service providers; cable operators; and mobile virtual network operators. In January 2009, the firm filed for bankruptcy protection while struggling with continuing operating losses and high debt. In June 2009, the firm announced that it will sell two of its best assets, the CDMA and LTE businesses, for \$650 million to Nokia Siemens Networks. The company also announced that it is seeking buyers for all remaining businesses, and that it is delisting its stock from the Toronto Stock Exchange.

**FINANCIALS:** Sales and profits are in thousands of dollars—add 000 to get the full amount. 2009 Note: Financial information for 2009 was not available for all companies at press time.

2009 Sales: \$	2009 Profits: \$
2008 Sales: \$10,421,000	2008 Profits: \$-5,799,000
2007 Sales: \$10,948,000	2007 Profits: \$-957,000
2006 Sales: \$11,418,000	2006 Profits: \$28,000
2005 Sales: \$10,509,000	2005 Profits: \$-2,611,000

**U.S. Stock Ticker:** NT  
**Int'l Ticker:** Int'l Exchange:  
Employees: 30,307  
Fiscal Year Ends: 12/31  
Parent Company:

**SALARIES/BENEFITS:**

Pension Plan: Y	ESOP Stock Plan:	Profit Sharing:	Top Exec. Salary: \$	Bonus: \$
Savings Plan: Y	Stock Purch. Plan:		Second Exec. Salary: \$	Bonus: \$

**OTHER THOUGHTS:**

**Apparent Women Officers or Directors:** 1  
**Hot Spot for Advancement for Women/Minorities:**

**LOCATIONS: ("Y" = Yes)**

West: Y	Southwest: Y	Midwest: Y	Southeast: Y	Northeast: Y	International: Y
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**NOVELL INC**

www.novell.com

Industry Group Code: 511210B Ranks within this company's industry group: Sales: 1 Profits: 3

<b>Financial Services:</b> Stock Brokerage: Mortgages/Loans: Banking: Insurance: Credit Cards:	<b>Information:</b> Portal/News: Communities: Search Engine: Financial Data Pub.: Broadcasting/Music:	<b>Technology:</b> Hardware: Software: Specialty Equipment: Distributor:	<b>Services:</b> Payments/Markets: Consulting: Advertising/Mktg.: Outsourcing: Other:	<b>Retailing:</b> Retailer: Auctions: Tickets/Travel: Automobiles:	<b>Telecommunications:</b> Internet Service Provider: Web Site Services: Specialty Telecom:
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**TYPES OF BUSINESS:**

Computer Software-Networking & Application  
Operational Strategy Consulting Services  
E-Business Consulting  
Open Source Software  
Linux Support & Maintenance  
Management Consulting

**BRANDS/DIVISIONS/AFFILIATES:**

SUSE Linux Enterprise  
openSUSE  
SUSE Engineering  
Identity Manager  
Access Manager  
SecureLogin  
Sentinel  
Open Enterprise Server

**CONTACTS:** *Note: Officers with more than one job title may be intentionally listed here more than once.*

Ronald W. Hovespian, CEO  
Ronald W. Hovespian, Pres.  
Dana C. Russell, CFO  
John Dragoon, Chief Mktg. Officer/Sr. VP  
Russell Poole, Sr. VP-Human Resources  
Jose Almandoz, CIO/VP  
Scott Semel, General Counsel/Sr. VP  
Roger Levy, Sr. VP-Strategic Dev.  
Bill Smith, VP-Finance  
Susan Heystee, VP-Global Strategic Alliances  
Colleen O'Keefe, Sr. VP-Collaboration Solutions & Global Svcs.  
Kent Erickson, Sr. VP/Gen. Mgr.  
Maarten Koster, Pres., Novell Asia Pacific  
Gary Greenfield, Chmn.  
Javier Colado, Pres., EMEA

**Phone:** 781-464-8000**Fax:****Toll-Free:** 800-529-3400**Address:** 404 Wyman St., Ste. 500, Waltham, MA 02451 US**GROWTH PLANS/SPECIAL FEATURES:**

Novell, Inc. develops, sells and installs enterprise-quality software that is positioned in the operating systems and infrastructure software layers of the IT industry. The firm operates through four business segments: open platform solutions; identity and security management; systems and resource management; and workgroup. Novell's primary Open Platform Solutions offerings include SUSE Linux Enterprise Server, an enterprise-class, open source server operating system for professional deployment; SUSE Linux Enterprise Desktop, a business desktop product that combines the Linux operating environment with a set of business applications; SUSE Studio, a set of tools and services that allows independent software vendors to build customized software appliances; and SUSE Moblin, an open source operating system based on Linux. The firm's identity and security management offerings include Identity Manager, a data-sharing and synchronization program; Access Manager, a product for simplifying and safeguarding online asset-sharing; SecureLogin, a directory-integrated authentication solution; and Sentinel, which monitors IT effectiveness. The systems and resource management products include Novell ZENworks, designed to leverage policy-based automation to centrally manage and secure a heterogeneous environment; and PlateSpin, an integrated management tool. Novell's Workgroup segment offerings include Open Enterprise Server, a suite of services that provides networking, communication, collaboration and application services; NetWare, its proprietary operating system platform; Novell Cluster Services, a scalable, highly available Storage Area Network resource management tool; and GroupWise collaboration products. The firm also provides services, including discovery workshops, strategy projects and solution implementations; phone-based, web-based and onsite technical support; and training services. In January 2010, Novell introduced a new product, the Novell File Management Suite, an integrated file storage system designed to provision, move, optimize and report on file storage based on user roles and customized business policies.

**FINANCIALS:** Sales and profits are in thousands of dollars—add 000 to get the full amount. 2009 Note: Financial information for 2009 was not available for all companies at press time.

2009 Sales: \$862,185	2009 Profits: \$-212,736
2008 Sales: \$956,513	2008 Profits: \$-8,745
2007 Sales: \$932,499	2007 Profits: \$-44,460
2006 Sales: \$919,331	2006 Profits: \$18,656
2005 Sales: \$986,149	2005 Profits: \$376,722

**U.S. Stock Ticker:** NOVL**Int'l Ticker:** Int'l Exchange:

Employees: 3,600

Fiscal Year Ends: 10/31

Parent Company:

**SALARIES/BENEFITS:**

Pension Plan:	ESOP Stock Plan:	Profit Sharing:	Top Exec. Salary: \$912,214	Bonus: \$2,000,000
Savings Plan: Y	Stock Purch. Plan:		Second Exec. Salary: \$450,018	Bonus: \$550,000

**OTHER THOUGHTS:**

Apparent Women Officers or Directors: 5

Hot Spot for Advancement for Women/Minorities: Y

**LOCATIONS: ("Y" = Yes)**

West:	Southwest:	Midwest:	Southeast:	Northeast:	International:
Y	Y	Y	Y	Y	Y

**NTT DOCOMO INC**

www.nttdocomo.com

Industry Group Code: 5172 Ranks within this company's industry group: Sales: 6 Profits: 6

<b>Financial Services:</b> Stock Brokerage: Mortgages/Loans: Banking: Insurance: Credit Cards:	<b>Information:</b> Portal/News: Communities: Search Engine: Financial Data Pub.: Broadcasting/Music:	<b>Technology:</b> Hardware: Software: Specialty Equipment: Distributor:	<b>Services:</b> Payments/Markets: Consulting: Advertising/Mktg.: Outsourcing: Other:	<b>Retailing:</b> Retailer: Auctions: Tickets/Travel: Automobiles:	<b>Telecommunications:</b> Internet Service Provider: Web Site Services: Specialty Telecom:	Y
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**TYPES OF BUSINESS:**

Mobile Telephone Service  
Mobile Internet Services  
Paging Service  
GPS Tracking  
Venture Capital

**BRANDS/DIVISIONS/AFFILIATES:**

DoCoMo China Co.  
FOMA  
i-mode  
DoCo desu Car  
Osaifu-Keitai  
Tata Teleservices Limited

**CONTACTS:** *Note: Officers with more than one job title may be intentionally listed here more than once.*

Ryuji Yamada, CEO  
Ryuji Yamada, Pres.  
Kazuto Tsubouchi, CFO/Exec. VP  
Bunya Kumagai, Exec. VP-Consumer Sales  
Takashi Tanaka, Sr. VP-Human Resources  
Mitsunobu Komori, Managing Dir.-R&D Center  
Seiji Nishikawa, Sr. VP-Info. Systems  
Mitsunobu Komori, CTO  
Kaoru Kato, Exec. VP-Corp. Strategy & Planning  
Hiroshi Matsui, Sr. Exec. VP-Corp. Social Responsibility  
Harunari Futatsugi, Exec. VP-Network  
Kiyoyuki Tsujimura, Sr. Exec. VP-Tech. & Multimedia Svcs.  
Katsuhiro Nakamura, Sr. VP-Gen. Affairs & Corp. Citizenship  
Masatoshi Suzuki, Sr. Exec. VP-Global Bus.

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**Toll-Free:**

<b>Address:</b> 2-11-1, Nagata-cho, Chiyoda-ku, Tokyo, 100-6150 Japan
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**GROWTH PLANS/SPECIAL FEATURES:**

NTT DoCoMo is one of Japan's leading wireless communications service providers. The company has more than 54 million subscribers, accounting for a large percentage of the domestic Japanese market. In addition to standard cellular service, DoCoMo offers FOMA, a third-generation wireless voice and data transmission service, and i-mode wireless Internet access services, with over 48 million subscribers. The i-mode product line consists of the i-mode handset, a standard cellular handset with a display screen and color browser; the i-mode packet network, which bundles data into packets; the i-mode server, which stores and transmits e-mail and manages customers and billing; and content providers including i-mode portal menu sites and voluntary web sites. Typical i-mode services include e-mail; games and entertainment; news, weather and sports information; restaurant guides, locations and reservations; banking; online stock quotes and trading; ticket reservation and purchase; e-shopping; travel reservations; telephone directories; and classified ads. DoCoMo also offers other telecommunications services, such as Videophone, an application allowing video calls between compatible phones; World Wing, an international roaming service; and DoCo desu Car, which is a global positioning system (GPS) vehicle location service offered to taxi and delivery companies (and happens to be pronounced like the Japanese phrase for Where is it?). Another service, called Osaifu-Keitai, combines wallet functions with mobile phones, enabling users to make cashless transactions with many retailers. The firm operates more than 2,200 retail stores in Japan. In June 2008, DoCoMo established a new subsidiary in Shanghai, DoCoMo China Co., to provide enterprise services to Japanese companies operating in China. In September 2008, the firm acquired a 30% stake in the Bangladesh operations of Malaysia-based mobile phone company TM International Bhd. In March 2009, the company acquired a 26% stake in India-based telecom operator Tata Teleservices Limited for approximately \$2.7 billion.

**FINANCIALS:** Sales and profits are in thousands of dollars—add 000 to get the full amount. 2009 Note: Financial information for 2009 was not available for all companies at press time.

2009 Sales: \$44,861,120	2009 Profits: \$4,759,183
2008 Sales: \$47,189,000	2008 Profits: \$4,919,000
2007 Sales: \$40,729,000	2007 Profits: \$3,890,000
2006 Sales: \$40,567,500	2006 Profits: \$5,196,500
2005 Sales: \$45,183,800	2005 Profits: \$6,972,200

**U.S. Stock Ticker: DCM**

**Int'l Ticker: 9437** Int'l Exchange: Tokyo-TSE  
Employees: 21,831  
Fiscal Year Ends: 3/31  
Parent Company:

**SALARIES/BENEFITS:**

Pension Plan:	ESOP Stock Plan:	Profit Sharing:	Top Exec. Salary: \$	Bonus: \$
Savings Plan:	Stock Purch. Plan:		Second Exec. Salary: \$	Bonus: \$

**OTHER THOUGHTS:**

**Apparent Women Officers or Directors:**  
**Hot Spot for Advancement for Women/Minorities:**

**LOCATIONS: ("Y" = Yes)**

West:	Southwest:	Midwest:	Southeast:	Northeast:	International:
Y				Y	Y

**OCLARO INC**

www.oclaro.com

Industry Group Code: 334210 Ranks within this company's industry group: Sales: 13 Profits: 7

<b>Financial Services:</b> Stock Brokerage: Mortgages/Loans: Banking: Insurance: Credit Cards:	<b>Information:</b> Portal/News: Communities: Search Engine: Financial Data Pub.: Broadcasting/Music:	<b>Technology:</b> Hardware: Software: Specialty Equipment: Distributor:	<b>Services:</b> Payments/Markets: Consulting: Advertising/Mktg.: Outsourcing: Other:	<b>Retailing:</b> Retailer: Auctions: Tickets/Travel: Automobiles:	<b>Telecommunications:</b> Internet Service Provider: Web Site Services: Specialty Telecom:
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**TYPES OF BUSINESS:**

Fiber Optic Manufacturing  
Optical Circuits  
System Integration  
Modules  
Subsystems  
Phototonics Solutions  
VCSELS  
Lasers

**BRANDS/DIVISIONS/AFFILIATES:**

New Focus  
Oasis  
Oasis Web Services Security (WSS)

**CONTACTS:** *Note: Officers with more than one job title may be intentionally listed here more than once.*

Alain Couder, CEO  
Jim Haynes, COO  
Alain Couder, Pres.  
Jerry Turin, CFO  
Scott Parker, Exec. VP-Mktg. & Sales Comm.  
Kathy Zwickert, Exec. VP-Human Resources  
Kate Rundle, General Counsel/Exec. VP/Corp. Sec.  
Richard Smart, Exec. VP-Regenerating & Optical Routing  
Adrian Meldrum, Exec. VP-Transmission  
Yves LeMaitre, Exec. VP-Advanced Phototonics Solutions  
Bernard Couillaud, Chmn.

**Phone:** 408-915-1500 **Fax:** 408-919-6083**Toll-Free:****Address:** 2584 Junction Ave., San Jose, CA 95134 US**FINANCIALS:** Sales and profits are in thousands of dollars—add 000 to get the full amount. 2009 Note: Financial information for 2009 was not available for all companies at press time.

2009 Sales: \$210,923	2009 Profits: \$-32,156
2008 Sales: \$202,663	2008 Profits: \$-23,440
2007 Sales: \$171,183	2007 Profits: \$-82,175
2006 Sales: \$231,649	2006 Profits: \$-87,497
2005 Sales: \$200,256	2005 Profits: \$-247,972

**U.S. Stock Ticker:** OCLR  
**Int'l Ticker:** Int'l Exchange:  
Employees: 2,585  
Fiscal Year Ends: 6/30  
Parent Company:

**SALARIES/BENEFITS:**

Pension Plan:	ESOP Stock Plan:	Profit Sharing:	Top Exec. Salary: \$432,692	Bonus: \$127,004
Savings Plan: Y	Stock Purch. Plan:		Second Exec. Salary: \$330,846	Bonus: \$59,500

**OTHER THOUGHTS:**

Apparent Women Officers or Directors: 3  
Hot Spot for Advancement for Women/Minorities: Y

**LOCATIONS:** ("Y" = Yes)

West: Y	Southwest:	Midwest:	Southeast:	Northeast: Y	International: Y
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**GROWTH PLANS/SPECIAL FEATURES:**

Oclaro, Inc., formerly Bookham, Inc., provides optical components, system integration, modules and subsystems to the long-haul, metro and fiber optics industries. The company was formed in April 2009 when Bookham merged with Avanex Corporation. The firm operates in three business segments: Transmission, Advanced Photonics Solutions and Regeneration/Optical Routing. The Transmission division offers transponders, tunable transceivers and 10G and 40G optical components. The Advanced Photonics Solutions segment provides photonics tools and filters, as well as high power lasers and vertical cavity surface emitting lasers (VCSELS). The Regeneration and Optical Routing division specializes in the amplification of components, controlled amplifier modules, gain blocks and subsystems; the dispersion of fixed and tunable DC; and the wavelength routing of passives, interleavers and subsystems. In addition, this division utilizes the firm's Oasis digital control program, including Oasis Web Services Security (WSS), for the integration of multiple product functions. Oclaro's New Focus brand develops advanced photonics tools through its patented Simply Better Photonics Solutions. These products are sold to non-telecom diversified markets that include the semiconductor, defense and research industries. The company currently operates manufacturing facilities, assembly and test facilities and offices in the U.S., the U.K., France, Italy, Canada, Thailand, China and Switzerland.

# ONESOURCE INFORMATION SERVICES INC

www.onesource.com

Industry Group Code: 511140 Ranks within this company's industry group: Sales: Profits:

<b>Financial Services:</b> Stock Brokerage: Mortgages/Loans: Banking: Insurance: Credit Cards:	<b>Information:</b> Portal/News: Communities: Search Engine: Financial Data Pub.: Broadcasting/Music:	<b>Technology:</b> Hardware: Software: Specialty Equipment: Distributor:	<b>Services:</b> Payments/Markets: Consulting: Advertising/Mktg.: Outsourcing: Other:	<b>Retailing:</b> Retailer: Auctions: Tickets/Travel: Automobiles:	<b>Telecommunications:</b> Internet Service Provider: Web Site Services: Specialty Telecom:
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## TYPES OF BUSINESS:

Online Business Information  
Software  
Online Business Credit Ratings

## BRANDS/DIVISIONS/AFFILIATES:

Business Browser  
Account Intelligence for salesforce.com  
OneSource Express  
OneSource Professional Services  
LiveContent  
Credit Insights

## CONTACTS:

*Note: Officers with more than one job title may be intentionally listed here more than once.*

Philip J. Garlick, Pres.  
Sham Sao, Chief Mktg. Officer  
Brad Haigis, VP-New Prod.  
Brad Palmer, VP-Prod. Eng.  
Colleen Honan, Sr. VP-Global Sales & Svcs.  
Mary McCabe, VP-Prod. & Content Mgmt.

**Phone:** 978-318-4300      **Fax:** 978-318-4690

**Toll-Free:** 866-354-6936

**Address:** 300 Baker Ave., Concord, MA 01742 US

## GROWTH PLANS/SPECIAL FEATURES:

OneSource Information Services, Inc., a division of InfoUSA, provides company and industry information over the Internet. The firm covers over 17 million companies and 23 million executives worldwide using over 2,500 information sources, including primary survey and phone research; regulatory filings with the Securities and Exchange Commission; corporate web sites; company press releases; annual reports; news stories; and analyst research. OneSource's Business Browser product line provides information on company operations; credit reports; executives; contact information; financial history; fiscal health; industry; strength and weaknesses; news; business and trade articles; corporate family structures; and market research. Business Browser regional editions include North America, the U.K., Europe and Asia Pacific. The firm's OneSource Express is designed for small to mid-sized companies and provides similar but more focused information that improves customer efficiency in accessing company data. OneSource's Account Intelligence for salesforce.com product offering provides a customer relationship management (CRM) system and access to content on all of its global companies in a comparative format. OneSource Professional Services assists clients with managing, integrating and optimizing market research data through application integration; data analysis; data extraction, matching and appending; research and business consulting; and e-mail services. Customers pay a fixed annual subscription fee for unlimited access to the information over standard web browsers, information portals and CRM integrations. The firm's customers include sales, marketing, procurement, mergers and acquisitions, finance, legal compliance and consulting companies, as well as other major international corporations. In April 2009, OneSource launched increased coverage in Ireland with information on over 100,000 additional companies and about 300,000 additional executives. In June 2009, the firm launched Credit Insights, a credit information service, in the U.K. In February 2010, OneSource launched the LiveContent platform, an information integration service that combines traditional data with web information and social media content.

## FINANCIALS:

Sales and profits are in thousands of dollars—add 000 to get the full amount. 2009 Note: Financial information for 2009 was not available for all companies at press time.

2009 Sales: \$	2009 Profits: \$
2008 Sales: \$	2008 Profits: \$
2007 Sales: \$	2007 Profits: \$
2006 Sales: \$	2006 Profits: \$
2005 Sales: \$	2005 Profits: \$

**U.S. Stock Ticker:** Subsidiary  
**Int'l Ticker:** Int'l Exchange:  
Employees:  
Fiscal Year Ends: 12/31  
Parent Company: INFOGROUP INC

## SALARIES/BENEFITS:

Pension Plan:	ESOP Stock Plan:	Profit Sharing:	Top Exec. Salary: \$	Bonus: \$37,800
Savings Plan:	Stock Purch. Plan:		Second Exec. Salary: \$	Bonus: \$

## OTHER THOUGHTS:

Apparent Women Officers or Directors: 2  
Hot Spot for Advancement for Women/Minorities:

## LOCATIONS: ("Y" = Yes)

West: Y	Southwest: Y	Midwest: Y	Southeast:	Northeast: Y	International: Y
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**ONLINE RESOURCES CORP**

www.orcc.com

Industry Group Code: 511210 Ranks within this company's industry group: Sales: 2 Profits: 2

<b>Financial Services:</b> Stock Brokerage: Mortgages/Loans: Banking: Insurance: Credit Cards:	<b>Information:</b> Portal/News: Communities: Search Engine: Financial Data Pub.: Broadcasting/Music:	<b>Technology:</b> Hardware: Software: Specialty Equipment: Distributor:	<b>Services:</b> Payments/Markets: Consulting: Advertising/Mktg.: Outsourcing: Other:	<b>Retailing:</b> Retailer: Auctions: Tickets/Travel: Automobiles:	<b>Telecommunications:</b> Internet Service Provider: Web Site Services: Specialty Telecom:
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**TYPES OF BUSINESS:**

Software-Electronic Banking  
Online Banking Services  
Web Design & Hosting Services

**BRANDS/DIVISIONS/AFFILIATES:**

Quotien  
Incurrent  
CertnFunds  
Princeton eCom Corp.  
Internet Transaction Solutions, Inc.

**CONTACTS:** *Note: Officers with more than one job title may be intentionally listed here more than once.*

Matthew P. Lawlor, CEO  
Raymond T. Crosier, COO  
Raymond T. Crosier, Pres.  
Catherine A. Graham, CFO/Exec. VP  
Paul Franko, Corp. CTO/Sr. VP-Banking Tech. Svcs.  
Daniel M. Thomas, Sr. VP-Strategic Dev.  
Robert E. Craig, Exec. VP/Gen. Mgr.-e-Commerce Svcs.  
Sheila Narayan, Exec. VP/Gen. Mgr.-Banking CSP Payments  
Ronald J. Bergamesca, Exec. VP/Gen. Mgr.-Community Bank CS  
Matthew P. Lawlor, Chmn.

Phone: 703-653-3100

Fax: 703-653-3105

**Toll-Free:**

**Address:** 4795 Meadow Wood Ln., Ste. 300, Chantilly, VA 20151  
US

**GROWTH PLANS/SPECIAL FEATURES:**

Online Resources Corp. provides outsourced, web-based financial technology services branded to over 1,900 financial institutions, biller, card issuer and creditor clients. The company services over 12 million billable consumer and business end-users. End-users may access and view their accounts online and perform various web-based, self-service functions. They may also make electronic bill payments and fund transfers, utilizing the firm's debit architecture and other payment methods. Additionally, Online Resources offers professional services, including software solutions, which enable various deployment options, a broad range of customization and other value-added services. Multi-year service contracts with its clients provide the firm with a recurring and predictable revenue stream that grows with increases in users and transactions. The company provides a suite of web-based online banking, account presentation, bill payment and transaction processing, consumer marketing and professional services to banks, credit unions and other clients that offer these services to end-users under their own branded names. In April 2009, Online introduced a disbursement solution, which addresses a wide range of applications including mortgages, credit cards, insurance and health care. The disbursement solution is part of Online Resources eCom Advantage Suite. In September 2009, Online Resources enter into an agreement with CO-OP Financial Services, in which CO-OP will become a reseller of Online's Unite Financial Suite.

The company offers employees medical, dental and vision insurance; flexible spending accounts; 401(k) and employee stock purchase plans; tuition reimbursement; credit union membership; a college savings plan; and an employee assistance program.

**FINANCIALS:** Sales and profits are in thousands of dollars—add 000 to get the full amount. 2009 Note: Financial information for 2009 was not available for all companies at press time.

2009 Sales: \$	2009 Profits: \$
2008 Sales: \$151,642	2008 Profits: \$1,919
2007 Sales: \$135,132	2007 Profits: \$10,946
2006 Sales: \$91,736	2006 Profits: \$ 321
2005 Sales: \$60,501	2005 Profits: \$22,663

**U.S. Stock Ticker: ORCC**

**Int'l Ticker:** Int'l Exchange:  
Employees: 619  
Fiscal Year Ends: 12/31  
Parent Company:

**SALARIES/BENEFITS:**

Pension Plan:	ESOP Stock Plan:	Profit Sharing:	Top Exec. Salary: \$	Bonus: \$
Savings Plan: Y	Stock Purch. Plan: Y		Second Exec. Salary: \$	Bonus: \$

**OTHER THOUGHTS:**

**Apparent Women Officers or Directors:** 3  
**Hot Spot for Advancement for Women/Minorities:** Y

**LOCATIONS: ("Y" = Yes)**

West:	Southwest:	Midwest:	Southeast:	Northeast:	International:
Y		Y		Y	

**ONSTREAM MEDIA CORPORATION**

www.onstreammedia.com

Industry Group Code: 541810E Ranks within this company's industry group: Sales: 3 Profits: 2

<b>Financial Services:</b> Stock Brokerage: Mortgages/Loans: Banking: Insurance: Credit Cards:	<b>Information:</b> Portal/News: Communities: Search Engine: Financial Data Pub.: Broadcasting/Music:	<b>Technology:</b> Hardware: Software: Specialty Equipment: Distributor:	<b>Services:</b> Payments/Markets: Consulting: Advertising/Mktg.: Outsourcing: Other:	<b>Retailing:</b> Retailer: Auctions: Tickets/Travel: Automobiles:	<b>Telecommunications:</b> Internet Service Provider: Web Site Services: Specialty Telecom:
		Y Y	Y Y		Y

**TYPES OF BUSINESS:**

Advertising-Video Previews  
Webcasting Services  
Networking Services  
Media Presentations  
Systems Integration  
Engineering Services

**BRANDS/DIVISIONS/AFFILIATES:**

Digital Media Services Group  
Audio and Web Conferencing Services Group  
Infinite Conferencing  
EDNet  
Digital Media Services Platform  
Auction Video  
Smart Encoding

**CONTACTS:** *Note: Officers with more than one job title may be intentionally listed here more than once.*

Randy S. Selman, CEO  
Alan M. Saperstein, COO  
Randy S. Selman, Pres.  
Robert E. Tomlinson, CFO  
David Glassman, Chief Mktg. Officer/Sr. VP  
Bradford A. Tyler, CTO  
Clifford Friedland, Sr. VP-Bus. Dev.  
Alan M. Saperstein, Treas./Exec. VP  
Randy S. Selman, Chmn.

**Phone:** 954-917-6655 **Fax:** 954-917-6660**Toll-Free:** 866-857-1960**Address:** 1291 S.W. 29th Ave., Pompano Beach, FL 33069 US**GROWTH PLANS/SPECIAL FEATURES:**

Onstream Media Corporation is an online services provider of live and on-demand Internet video, corporate audio and web communications and content management applications. Onstream's operations are organized into two groups: the Digital Media Services Group and the Audio and Web Conferencing Services Group. Generating approximately 45.7% of the company's revenue, the Digital Media Services Group consists of the Webcasting division, the Digital Media Services Platform (DMSP) division, the User Generated Content (UGC) division, the Smart Encoding division and the Travel division. The Webcasting division provides corporate-oriented, web-based media services to the corporate market, including live audio and video webcasting and on-demand audio and video streaming. The DMSP division provides online, subscription-based services that include access to enabling technologies and features for clients to acquire, store, index, secure, manage, distribute and transform these digital assets into saleable commodities. The UGC division, which also operates as Auction Video, provides a video ingestion and flash encoder that can be used on a stand-alone basis or in conjunction with the DMSP. The Smart Encoding division provides both automated and manual encoding and editorial services for processing, searching, retrieving and streaming digital media, which can include photos, videos, audio, engineering specs, architectural plans, web pages and other pieces of business collateral. The Travel division produces and distributes Internet-based multimedia streaming videos related to hotels, resorts, time-shares, golf facilities and other travel destinations. Onstream's Audio and Web Conferencing Services Group, which generates approximately 55.4% of its revenue, includes the Infinite Conferencing division, which provides reservationless and operator-assisted audio and web conferencing services; and the EDNet division, which provides connectivity within the entertainment and advertising industries through its managed network, which includes production and post-production companies, advertisers, producers and directors.

Onstream Media offers its employees health, dental and life insurance, flexible spending accounts and a 401(k) plan.

**FINANCIALS:** Sales and profits are in thousands of dollars—add 000 to get the full amount. 2009 Note: Financial information for 2009 was not available for all companies at press time.

2009 Sales: \$16,927	2009 Profits: \$-11,831
2008 Sales: \$17,587	2008 Profits: \$-6,561
2007 Sales: \$12,115	2007 Profits: \$-14,758
2006 Sales: \$8,419	2006 Profits: \$-6,466
2005 Sales: \$8,156	2005 Profits: \$-9,638

**U.S. Stock Ticker:** ONSM**Int'l Ticker:** Int'l Exchange:

Employees: 95  
Fiscal Year Ends: 9/30  
Parent Company:

**SALARIES/BENEFITS:**

Pension Plan:	ESOP Stock Plan:	Profit Sharing:	Top Exec. Salary: \$263,695	Bonus: \$
Savings Plan: Y	Stock Purch. Plan:		Second Exec. Salary: \$238,695	Bonus: \$

**OTHER THOUGHTS:**

Apparent Women Officers or Directors:  
Hot Spot for Advancement for Women/Minorities:

**LOCATIONS:** ("Y" = Yes)

West: Y	Southwest:	Midwest:	Southeast: Y	Northeast: Y	International:
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**OPEN TEXT CORP**

www.opentext.com

Industry Group Code: 511210L Ranks within this company's industry group: Sales: 1 Profits: 2

<b>Financial Services:</b> Stock Brokerage: Mortgages/Loans: Banking: Insurance: Credit Cards:	<b>Information:</b> Portal/News: Communities: Search Engine: Financial Data Pub.: Broadcasting/Music:	<b>Technology:</b> Hardware: Software: Specialty Equipment: Distributor:	<b>Services:</b> Payments/Markets: Consulting: Advertising/Mktg.: Outsourcing: Other:	<b>Retailing:</b> Retailer: Auctions: Tickets/Travel: Automobiles:	<b>Telecommunications:</b> Internet Service Provider: Web Site Services: Specialty Telecom:
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**TYPES OF BUSINESS:**

Enterprise Content Management  
IT Hosting Services  
Embedded Modules & Applications  
Consulting Services

**BRANDS/DIVISIONS/AFFILIATES:**

Open Text ECM Suite  
Vignette Corp  
Vizable Corporation

**CONTACTS:** *Note: Officers with more than one job title may be intentionally listed here more than once.*

John Shackleton, CEO  
John Shackleton, Pres.  
Paul J. McFeeters, CFO  
James Latham, Sr. VP-Strategic Mktg.  
Eugene Roman, CTO  
Gordon A. Davies, Chief Legal Officer/Corp. Sec.  
P. Thomas Jenkins, Chief Strategy Officer  
Greg Secord, VP-Investor Rel.  
P. Thomas Jenkins, Chmn.

**Phone:** 519-888-7111      **Fax:** 519-888-0677

**Toll-Free:** 800-499-6544

**Address:** 275 Frank Tompa Dr., Waterloo, ON N2L 0A1 Canada

**GROWTH PLANS/SPECIAL FEATURES:**

Open Text Corporation is a provider of enterprise content management (ECM) software. The firm's products help its customers manage enterprise information and allow users to access, view and manage all information related to a transaction or business process. The company's core product is its Open Text ECM Suite, which combines management capabilities for a range of enterprise content, including business documents, vital records, web content, digital assets (including images, audio and video), e-mail, forms and reports. The Open Text ECM Suite includes applications designed for tasks and requirements such as document management; project collaboration; social media collaboration; records management; e-mail management; information archiving; web content management; document capture and delivery; business process management; and content analysis and reporting. In addition, the company offers customers industry-specific solutions based on the Open Text ECM Suite and geared toward market sectors including government; high-technology and manufacturing; energy; financial services; pharmaceuticals and life sciences; legal; and media. Open Text also provides consulting, hosting and learning services, with training offered through a combination of mentoring, webinars and instructor-led courses for client employees. Open Text maintains strategic alliances with developers such as Microsoft Corporation; Oracle Corporation; and SAP AG, providing specialized software that integrates more easily with allied companies' products. The firm supports some 46,000 customers and millions of individual users in 114 countries and 12 languages worldwide. In April 2009, Open Text acquired Toronto-based Vizable Corporation, a producer of digital media interface software. In July 2009, the company acquired Vignette Corporation, an ECM software provider based in Austin, Texas, for approximately \$321 million.

Open Text offers employee benefits that include medical, dental and vision coverage; life insurance; educational assistance; retirement savings plans; and an employee assistance program.

**FINANCIALS:** Sales and profits are in thousands of dollars—add 000 to get the full amount. 2009 Note: Financial information for 2009 was not available for all companies at press time.

2009 Sales: \$785,665	2009 Profits: \$56,938
2008 Sales: \$725,532	2008 Profits: \$53,006
2007 Sales: \$595,664	2007 Profits: \$21,660
2006 Sales: \$409,562	2006 Profits: \$4,978
2005 Sales: \$414,828	2005 Profits: \$20,359

**U.S. Stock Ticker:** OTEX

**Int'l Ticker:** OTC Int'l Exchange: Toronto-TSX

Employees: 3,411

Fiscal Year Ends: 6/30

Parent Company:

**SALARIES/BENEFITS:**

Pension Plan:	ESOP Stock Plan:	Profit Sharing:	Top Exec. Salary: \$500,000	Bonus: \$387,500
Savings Plan: Y	Stock Purch. Plan: Y		Second Exec. Salary: \$430,683	Bonus: \$355,313

**OTHER THOUGHTS:**

**Apparent Women Officers or Directors:** 3  
**Hot Spot for Advancement for Women/Minorities:** Y

**LOCATIONS:** ("Y" = Yes)

West:	Southwest:	Midwest:	Southeast:	Northeast:	International:
Y	Y	Y	Y	Y	Y

**OPENTABLE INC**

www.opentable.com

Industry Group Code: 519130 Ranks within this company's industry group: Sales: 32 Profits: 20

<b>Financial Services:</b> Stock Brokerage: Mortgages/Loans: Banking: Insurance: Credit Cards:	<b>Information:</b> Portal/News: Communities: Search Engine: Financial Data Pub.: Broadcasting/Music:	<b>Technology:</b> Hardware: Software: Specialty Equipment: Distributor:	<b>Services:</b> Payments/Markets: Consulting: Advertising/Mktg.: Outsourcing: Other:	<b>Retailing:</b> Retailer: Auctions: Tickets/Travel: Automobiles:	<b>Telecommunications:</b> Internet Service Provider: Web Site Services: Specialty Telecom:
	Y	Y	Y		

**TYPES OF BUSINESS:**

Restaurant Reservations Online

**BRANDS/DIVISIONS/AFFILIATES:**OpenTable.com  
OpenTable Electronic Reservation Book**CONTACTS:** *Note: Officers with more than one job title may be intentionally listed here more than once.*Jeffrey Jordan, CEO  
Matt Roberts, CFO  
Ann Shepherd, VP-Mktg.  
Michael Xenakis, Sr. VP-Prod. Mgmt.  
Charlie McCullough, Sr. VP-Eng.  
Joel Brown, Sr. VP-Oper.  
Douglas Boake, Sr. VP-Bus. Dev.  
Shannon Stubo, Sr. Dir.-Corp. Comm.  
Michael Dodson, Sr. VP-Sales  
Masao Tejima, Pres., OpenTable Japan KK  
A. George Battle, Chmn.  
David Pritchard, Managing Dir.-Europe**Phone:** 415-344-4200**Fax:****Toll-Free:****Address:** 799 Market St., 4th Fl., San Francisco, CA 94103 US**FINANCIALS:** Sales and profits are in thousands of dollars—add 000 to get the full amount. 2009 Note: Financial information for 2009 was not available for all companies at press time.

2009 Sales: \$68,596	2009 Profits: \$5,067
2008 Sales: \$55,844	2008 Profits: \$-1,024
2007 Sales: \$	2007 Profits: \$
2006 Sales: \$	2006 Profits: \$
2005 Sales: \$	2005 Profits: \$

**U.S. Stock Ticker:** OPEN**Int'l Ticker:** Int'l Exchange:

Employees:

Fiscal Year Ends: 12/31

Parent Company:

**SALARIES/BENEFITS:**

Pension Plan:	ESOP Stock Plan:	Profit Sharing:	Top Exec. Salary: \$	Bonus: \$
Savings Plan:	Stock Purch. Plan:		Second Exec. Salary: \$	Bonus: \$

**OTHER THOUGHTS:**Apparent Women Officers or Directors: 3  
Hot Spot for Advancement for Women/Minorities: Y**LOCATIONS:** ("Y" = Yes)

West:	Southwest:	Midwest:	Southeast:	Northeast:	International:
Y	Y	Y	Y	Y	Y

**GROWTH PLANS/SPECIAL FEATURES:**

OpenTable, Inc. offers online reservation and guest management solutions to restaurants and online restaurant reservations to diners. The firm's solutions include its real-time restaurant reservation web site for diners (OpenTable.com) and its Electronic Reservation Book (ERB) for restaurant customers. OpenTable ERB streamlines several business-critical functions and processes for restaurants, such as reservation and table management; email marketing; and guest recognition. The OpenTable network includes roughly 11,000 restaurant customers in all 50 states, as well as diners in Austria, Canada, Ireland, Dubai, the Caribbean, France, Germany, Hong Kong, Mexico, Japan, China, Portugal, Singapore, Switzerland, the U.K. and Spain. The company seats approximately 3 million customers per month, and has seated over 120 million diners since its founding. While OpenTable's service is free to restaurant customers, the firm collects the following fees from restaurants: a one-time installation fee for onsite installation and training; a fee for each restaurant guest seated through online reservations; and a monthly subscription payment for the use of the company's software and hardware. Subscription payments account for approximately 53% of the firm's revenue; reservation fees, 42%; and ERB installation and training services, 5%. In 2009, OpenTable's web site service became accessible from Blackberry smartphones and on the Android platform. In September 2009, the company agreed to acquire guest management solutions provider GuestBridge, Inc. for roughly \$3 million.



**OPENWAVE SYSTEMS INC**

www.openwave.com

Industry Group Code: 511210C Ranks within this company's industry group: Sales: 1 Profits: 1

<b>Financial Services:</b> Stock Brokerage: Mortgages/Loans: Banking: Insurance: Credit Cards:	<b>Information:</b> Portal/News: Communities: Search Engine: Financial Data Pub.: Broadcasting/Music:	<b>Technology:</b> Hardware: Software: Specialty Equipment: Distributor:	<b>Services:</b> Payments/Markets: Consulting: Advertising/Mktg.: Outsourcing: Other:	<b>Retailing:</b> Retailer: Auctions: Tickets/Travel: Automobiles:	<b>Telecommunications:</b> Internet Service Provider: Web Site Services: Specialty Telecom:
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**TYPES OF BUSINESS:**

Server Software  
Client Software  
Support Services

**BRANDS/DIVISIONS/AFFILIATES:****CONTACTS:** *Note: Officers with more than one job title may be intentionally listed here more than once.*

Ken Denman, CEO  
Karen Willem, CFO  
Alan Park, Sr. VP-Worldwide Sales  
Dan Nguyen, VP-Prod. Mgmt.  
Martin McKendry, Sr. VP-Eng.  
Bruce K. Posey, General Counsel/Sr. VP/Sec.  
Heikki Makijarvi, VP-Bus. Dev.  
Sean MacNeill, VP-Global Svcs. & Support  
John Giere, Sr. VP-Products & Mktg.  
Charles E. Levine, Chmn.

<b>Phone:</b> 650-480-8000	<b>Fax:</b> 650-480-8100
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<b>Toll-Free:</b>
-------------------

<b>Address:</b> 2100 Seaport Blvd., Redwood City, CA 94063 US
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**GROWTH PLANS/SPECIAL FEATURES:**

Openwave Systems, Inc. is a developer of software applications and infrastructure for mobile and broadband operators. Its products are designed to streamline costs and enable revenue-generating, personalized services, including mobile analytics; mobile access; content adaption; targeted mobile and broadband advertising; and a suite of unified messaging applications. Openwave's software also enables mobile and broadband operators to converge services, accelerating their time-to-market and reducing the cost and complexity associated with new service deployment. Currently, Openwave serves its customers through four product lines: service management products, to enable access and management of content and media; messaging products, to enable enhanced, integrated mobile and broadband communications; location products, to enable high-accuracy location-based services; and mobile analytics products, which enable operators to actively manage bandwidth allocation based on aggregated subscriber data and behavioral information. Openwave's products are modular and based on open standards, providing its customers with the ability to mix and match the right products and technologies to create differentiated mobile services. The company's technologies and products are designed to work on diverse mobile phones and platforms regardless of the brand or type of service that operators select to offer to their subscribers. The firm's professional services group works with customers during all stages of implementation of wireless services. Openwave's customer base has historically included a relatively limited number of large telecommunications service providers; in 2009, business conducted with Sprint-Nextel and AT&T accounted for approximately 27% and 17% of total revenues, respectively. During early 2009, the company entered into a partnership with Alcatel-Lucent to create pre-configured software applications for service providers; the software will consist of Openwave's service management products with advanced professional services from Alcatel-Lucent. In March 2009, Openwave announced a 10% reduction in its workforce.

**FINANCIALS:** Sales and profits are in thousands of dollars—add 000 to get the full amount. 2009 Note: Financial information for 2009 was not available for all companies at press time.

2009 Sales: \$191,698	2009 Profits: \$-85,876
2008 Sales: \$200,877	2008 Profits: \$-21,862
2007 Sales: \$242,822	2007 Profits: \$-196,637
2006 Sales: \$296,336	2006 Profits: \$5,236
2005 Sales: \$294,518	2005 Profits: \$-62,774

**U.S. Stock Ticker: OPWW**

**Int'l Ticker:** Int'l Exchange:  
Employees: 590  
Fiscal Year Ends: 6/30  
Parent Company:

**SALARIES/BENEFITS:**

Pension Plan:	ESOP Stock Plan:	Profit Sharing:	Top Exec. Salary: \$294,318	Bonus: \$219,320
Savings Plan: Y	Stock Purch. Plan:		Second Exec. Salary: \$294,115	Bonus: \$56,250

**OTHER THOUGHTS:**

**Apparent Women Officers or Directors:** 2  
**Hot Spot for Advancement for Women/Minorities:** Y

**LOCATIONS: ("Y" = Yes)**

West:	Southwest:	Midwest:	Southeast:	Northeast:	International:
Y			Y	Y	Y

**ORACLE CORP**

www.oracle.com

Industry Group Code: 511210H Ranks within this company's industry group: Sales: 1 Profits: 1

<b>Financial Services:</b> Stock Brokerage: Mortgages/Loans: Banking: Insurance: Credit Cards:	<b>Information:</b> Portal/News: Communities: Search Engine: Financial Data Pub.: Broadcasting/Music:	<b>Technology:</b> Hardware: Software: Specialty Equipment: Distributor:	<b>Services:</b> Payments/Markets: Consulting: Advertising/Mktg.: Outsourcing: Other:	<b>Retailing:</b> Retailer: Auctions: Tickets/Travel: Automobiles:	<b>Telecommunications:</b> Internet Service Provider: Web Site Services: Specialty Telecom:
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**TYPES OF BUSINESS:**

Computer Software-Database Management  
e-Business Applications Software  
Internet-Based Software  
Consulting Services  
Human Resources Management Software  
CRM Software  
Middleware

**BRANDS/DIVISIONS/AFFILIATES:**

Oracle Database  
Sun Microsystems  
Virtual Iron Software, Inc.  
Conformia Software  
GoldenGate Software, Inc.  
HyperRoll  
Silver Creek Systems, Inc.  
Oracle Enterprise Manager

**CONTACTS:** *Note: Officers with more than one job title may be intentionally listed here more than once.*

Lawrence J. Ellison, CEO  
Charles E. Phillips, Jr., Co-Pres.  
Jeff Epstein, CFO/Exec. VP  
Judith Sim, Chief Mktg. Officer/Sr. VP  
Thomas Kurian, Exec. VP-Prod. Dev.  
Dorian Daley, General Counsel/Sr. VP/Sec.  
Safra A. Catz, Co-Pres.  
Mary Ann Davidson, Chief Security Officer  
Luiz Meisler, Sr. VP-Latin America  
Edward Screven, Chief Corp. Architect  
Jeffrey O. Henley, Chmn.  
Takao Endo, Pres./CEO-Japan

<b>Phone:</b> 650-506-7000	<b>Fax:</b> 650-506-7200
<b>Toll-Free:</b> 800-672-2531	
<b>Address:</b> 500 Oracle Pkwy., Redwood Shores, CA 94065 US	

**GROWTH PLANS/SPECIAL FEATURES:**

Oracle Corp. is one of the largest enterprise software companies in the world. The firm markets its software directly to corporations rather than dealing in the consumer market. Oracle's products can be categorized into two broad areas: software (representing 81% of revenue) and services (which accounts for the remaining 19%). The company's core software business segment is based upon its prepackaged enterprise data management software and Internet applications including Oracle Database, Oracle Fusion Middleware, Oracle Enterprise Manager, Oracle Collaboration Suite, Oracle Developer Suite and Oracle E-Business Suite. The firm's flagship Oracle Database software is used to securely manage the retrieval and manipulation of all forms of data. Oracle Database is available in four different versions: Express Edition, which is the most basic offering; Standard Edition One, which includes Unix and 64-bit support; Standard Edition, which supports four CPU sockets and offers enhanced workload management; and the fully-loaded Enterprise Edition. Oracle's services business is comprised of Oracle Consulting and Oracle On Demand. Oracle Consulting specializes in the design, implementation, deployment, upgrade and migration of its database technology and applications software. Oracle On Demand offers distributed application services including E-Business Suite On Demand, Technology On Demand and other Software-as-a-Service products. In April 2009, Oracle agreed to acquire Sun Microsystems for \$7.4 billion. In May 2009, the company purchased Virtual Iron Software, Inc., which specializes in server virtualization management software. In June 2009, the firm bought the assets of Conformia Software, which is involved in life science software design. In July 2009, Oracle acquired GoldenGate Software, Inc., a developer of data integration applications. In September 2009, the company assumed control over the assets of HyperRoll, which is involved in financial reporting software. In January 2010, the firm purchased Silver Creek Systems, Inc., which specializes in product data quality operations.

**FINANCIALS:** Sales and profits are in thousands of dollars—add 000 to get the full amount. 2009 Note: Financial information for 2009 was not available for all companies at press time.

2009 Sales: \$23,252,000	2009 Profits: \$5,593,000
2008 Sales: \$22,430,000	2008 Profits: \$5,521,000
2007 Sales: \$17,996,000	2007 Profits: \$4,274,000
2006 Sales: \$14,380,000	2006 Profits: \$3,381,000
2005 Sales: \$11,799,000	2005 Profits: \$2,886,000

**U.S. Stock Ticker:** ORCL  
**Int'l Ticker:** Int'l Exchange:  
Employees: 86,000  
Fiscal Year Ends: 5/31  
Parent Company:

**SALARIES/BENEFITS:**

Pension Plan:	ESOP Stock Plan:	Profit Sharing:	Top Exec. Salary: \$1,000,000	Bonus: \$3,586,813
Savings Plan: Y	Stock Purch. Plan: Y		Second Exec. Salary: \$800,000	Bonus: \$2,152,088

**OTHER THOUGHTS:**

**Apparent Women Officers or Directors:** 4  
**Hot Spot for Advancement for Women/Minorities:** Y

**LOCATIONS: ("Y" = Yes)**

West:	Southwest:	Midwest:	Southeast:	Northeast:	International:
Y	Y	Y	Y	Y	Y

**ORBITZ WORLDWIDE INC**

www.orbitz.com

Industry Group Code: 5615E Ranks within this company's industry group: Sales: 6 Profits: 5

<b>Financial Services:</b> Stock Brokerage: Mortgages/Loans: Banking: Insurance: Credit Cards:	<b>Information:</b> Portal/News: Communities: Search Engine: Financial Data Pub.: Broadcasting/Music:	<b>Technology:</b> Hardware: Software: Specialty Equipment: Distributor:	<b>Services:</b> Payments/Markets: Consulting: Advertising/Mktg.: Outsourcing: Other:	<b>Retailing:</b> Retailer: Auctions: Tickets/Travel: Automobiles:	<b>Telecommunications:</b> Internet Service Provider: Web Site Services: Specialty Telecom:
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**TYPES OF BUSINESS:**

Online Reservation Systems  
Discount Air Fares

**BRANDS/DIVISIONS/AFFILIATES:**

Orbitz.com  
eBookers  
RatesToGo  
OrbitzTLC  
Orbitz for Business  
Away Network (The)  
CheapTickets  
HotelClub

**CONTACTS:** *Note: Officers with more than one job title may be intentionally listed here more than once.*

Barney Harford, CEO  
Barney Harford, Pres.  
Marsha C. Williams, CFO/Sr. VP  
James P. Shaughnessy, Chief Admin. Officer/Sr. VP  
Mike Nelson, Pres., Partner Svcs.  
Frank A. Petito, Pres., Orbitz for Business  
Jeff Clarke, Chmn.

**Phone:** 312-894-5000      **Fax:** 312-894-5001

**Toll-Free:** 888-656-4546

**Address:** 500 W. Madison St., Ste. 1000, Chicago, IL 60661 US

**GROWTH PLANS/SPECIAL FEATURES:**

Orbitz Worldwide, Inc. is a global online travel company that uses technology to enable leisure and business travelers to research, plan and book a broad range of travel products. It owns and operates a portfolio of consumer brands that includes Orbitz, a full service travel company that offers products and services from various suppliers; Trip Network (D.B.A. CheapTickets), a travel site designed for value conscious customers; Orbitz for Business, which offers corporate travel solutions within the Americas; eBookers, which offers customers the ability to book travel products and services throughout Europe; HotelClub and RatesToGo, which enables customers to book hotel reservations; and the Away Network, a series of travel content web sites that includes Away.com, GORPTravel.com, and GORP.com. This network of web sites serves as a resource for travelers searching to experience something different. Orbitz Worldwide provides customers with the ability to book a comprehensive set of travel products, from over 85,000 suppliers worldwide, including air travel, hotels, vacation packages, car rentals, cruises, travel insurance and destination services such as ground transportation, event tickets and tours. For customers, the firm offers access to travel inventory from a broad base of suppliers. Orbitz employs customer-friendly features and technologies, such as the OrbitzTLC care offering and a Matrix display. In addition, it provides travel-related content such as user-generated travel reviews and Frommers' content for customer to research, plan and book travel. For suppliers, the company represents a distribution channel that reaches millions of potential customers. Each brand has been positioned to target a defined customer segment, and collectively, the U.S. brands have a base of nearly 48 million registered users and more than 25 million unique visitors each month.

The company offers its employees medical, dental and vision insurance; business travel accident insurance; disability insurance; a retirement plan; educational assistance; and an employee assistance program.

**FINANCIALS:** Sales and profits are in thousands of dollars—add 000 to get the full amount. 2009 Note: Financial information for 2009 was not available for all companies at press time.

2009 Sales: \$	2009 Profits: \$
2008 Sales: \$870,000	2008 Profits: \$-299,000
2007 Sales: \$859,000	2007 Profits: \$-85,000
2006 Sales: \$752,000	2006 Profits: \$-146,000
2005 Sales: \$	2005 Profits: \$

**U.S. Stock Ticker:** OWW  
**Int'l Ticker:** Int'l Exchange:  
Employees: 1,500  
Fiscal Year Ends: 12/31  
Parent Company:

**SALARIES/BENEFITS:**

Pension Plan:      ESOP Stock Plan:      Profit Sharing:      Top Exec. Salary: \$      Bonus: \$  
Savings Plan: Y      Stock Purch. Plan:      Second Exec. Salary: \$      Bonus: \$

**OTHER THOUGHTS:**

**Apparent Women Officers or Directors:** 2  
**Hot Spot for Advancement for Women/Minorities:** Y

**LOCATIONS: ("Y" = Yes)**

West:	Southwest:	Midwest:	Southeast:	Northeast:	International:
		Y			

**OVERSTOCK.COM INC**

www.overstock.com

Industry Group Code: 454113 Ranks within this company's industry group: Sales: 2 Profits: 3

<b>Financial Services:</b> Stock Brokerage: Mortgages/Loans: Banking: Insurance: Credit Cards:	<b>Information:</b> Portal/News: Communities: Search Engine: Financial Data Pub.: Broadcasting/Music:	<b>Technology:</b> Hardware: Software: Specialty Equipment: Distributor:	<b>Services:</b> Payments/Markets: Consulting: Advertising/Mktg.: Outsourcing: Other:	<b>Retailing:</b> Retailer: Auctions: Tickets/Travel: Automobiles:	<b>Telecommunications:</b> Internet Service Provider: Web Site Services: Specialty Telecom:
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**TYPES OF BUSINESS:**

Online Retail, General  
Electronics  
Media Products  
Home & Bath Goods  
Sporting Goods  
Jewelry  
Online Auctions

**BRANDS/DIVISIONS/AFFILIATES:**

O.BIZ  
Club O  
Auctions.Overstock.com  
Worldstock.com

**CONTACTS:** *Note: Officers with more than one job title may be intentionally listed here more than once.*

Patrick M. Byrne, CEO  
Jonathan E. Johnson, III, Pres.  
Stormy D. Simon, Sr. VP-Mktg. & Customer Care  
Sam Peterson, Sr. VP-Tech.  
Steve Chesnut, Sr. VP-Finance  
Jacob Hawkins, Sr. VP-Supply Chain  
Geoff Atkinson, Sr. VP-Customer Rel. Mgmt. & Demand Mgmt.  
Patrick M. Byrne, Chmn.  
Stephen Tryon, Sr. VP-Logistics

**Phone:** 801-947-3100      **Fax:** 801-453-7798

**Toll-Free:** 800-989-0135

**Address:** 6350 S. 3000 E., Salt Lake City, UT 84121 US

**GROWTH PLANS/SPECIAL FEATURES:**

Overstock.com, Inc. is an online closeout retailer, offering discount brand-name merchandise at clearance prices available for purchase every day via the internet. Overstock.com is able to offer significant savings to its customers by purchasing overproduced products and cancelled orders from leading brand-name companies. Merchandise offerings include bed and bath goods, kitchenware, home and garden products, watches, jewelry, electronics, sporting goods, designer accessories and apparel. Overstock.com offers approximately 201,000 products under multiple shopping tabs on its main web site, plus about 450,000 media products on the Books etc. department. The firm's direct business includes sales made to individual consumers and businesses, which are fulfilled from its warehouses in Salt Lake City, Utah. The company's warehouses generally ship between 5,000 and 8,000 orders per day and up to approximately 32,000 orders per day during peak periods, using overlapping daily shifts. Overstock.com also maintains fulfillment partner relationships with roughly 1,200 third parties, allowing for merchandise of other retailers to be sold on the site. Additionally, Overstock.com offers live 24/7 customer service, shipping rates that, in most cases, don't exceed \$2.95 (within the continental U.S.) and secure shopping. Club O is the company's loyalty program, where members pay an annual fee of \$19.95 and receive a 5% discount on certain items, free shipping, and access to a special customer service hotline. Also on its web site, Overstock.com maintains Worldstock, an online marketplace through which artisans in the U.S. and around the world can sell their products and gain access to a broader market. The company serves international customers in more than 90 countries. In October 2009, the firm launched its O.BIZ website, which carries more than 8,000 products in bulk and is primarily geared toward small and medium-sized businesses.

Employees are offered medical, dental, vision and life insurance; disability coverage; and free Club O membership.

**FINANCIALS:** Sales and profits are in thousands of dollars—add 000 to get the full amount. 2009 Note: Financial information for 2009 was not available for all companies at press time.

2009 Sales: \$	2009 Profits: \$
2008 Sales: \$834,367	2008 Profits: \$-12,658
2007 Sales: \$765,902	2007 Profits: \$-48,036
2006 Sales: \$780,137	2006 Profits: \$-106,762
2005 Sales: \$799,316	2005 Profits: \$-24,918

**U.S. Stock Ticker:** OSTK  
**Int'l Ticker:** Int'l Exchange:  
Employees: 1,036  
Fiscal Year Ends: 12/31  
Parent Company:

**SALARIES/BENEFITS:**

Pension Plan: ESOP Stock Plan: Profit Sharing: Top Exec. Salary: \$209,760 Bonus: \$  
Savings Plan: Y Stock Purch. Plan: Second Exec. Salary: \$200,000 Bonus: \$204,307

**OTHER THOUGHTS:**

Apparent Women Officers or Directors: 2  
Hot Spot for Advancement for Women/Minorities: Y

**LOCATIONS: ("Y" = Yes)**

West: Y	Southwest:	Midwest:	Southeast:	Northeast:	International:
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**PAYPAL INC**

www.paypal.com

Industry Group Code: 522320 Ranks within this company's industry group: Sales: Profits:

<b>Financial Services:</b> Stock Brokerage: Mortgages/Loans: Banking: Insurance: Credit Cards:	<b>Information:</b> Portal/News: Communities: Search Engine: Financial Data Pub.: Broadcasting/Music:	<b>Technology:</b> Hardware: Software: Specialty Equipment: Distributor:	<b>Services:</b> Payments/Markets: Y Consulting: Advertising/Mktg.: Outsourcing: Other:	<b>Retailing:</b> Retailer: Auctions: Tickets/Travel: Automobiles:	<b>Telecommunications:</b> Internet Service Provider: Web Site Services: Specialty Telecom:
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**TYPES OF BUSINESS:**

Payment Processing-Intermediary  
Online Payment Systems  
Web-Enabled Payments  
Online Auction Technology  
Credit Cards  
Debit Cards

**BRANDS/DIVISIONS/AFFILIATES:**

eBay Inc  
Paypal Mobile Checkout  
Fraud Sciences Ltd.

**CONTACTS:** *Note: Officers with more than one job title may be intentionally listed here more than once.*

Scott Thompson, Pres.  
Mary M. Hentges, CFO  
Barry Herstein, Chief Mktg. Officer  
Scott Thompson, CTO  
Dickson Chu, Sr. VP-Prod.  
John D. Muller, General Counsel/VP-Legal  
Ryan D. Downs, Sr. VP-Worldwide Oper.  
Jack Stephenson, Sr. VP-Strategy & New Ventures  
Mary Hentges, VP-Finance  
Scott Guilfoyle, Sr. VP-Platform Svcs.

**Phone:** 408-967-1000 **Fax:** 650-864-8001

**Toll-Free:** 800-894-0300

**Address:** 2211 N. 1st St., San Jose, CA 95131 US

**GROWTH PLANS/SPECIAL FEATURES:**

PayPal Inc., a subsidiary of eBay, Inc., is a global online payment processing company that allows businesses and consumers to cost-effectively send and receive payments within and between more than 190 markets and 19 currencies globally. The company has about 75 million registered users worldwide. The PayPal system extends the existing financial infrastructure of bank accounts and credit cards and can also be used to collect subscriptions, recurring payments and donations. In addition, the firm is a leading payment processing provider for online auction services, the bulk of the company's business coming from eBay. PayPal offers three types of accounts: Personal, Business and Premier. The company offers its personal payment service free of charge to U.S. consumers, requiring simply access to a bank account and an e-mail address. PayPal's revenue is generated through businesses registering for a premier or business account, which charge percentage fees based on transactions. The premier account offers a full range of eBay and merchant tools, as well as the added ability to accept credit or debit cards including the PayPal ATM/debit card. The business account additionally allows for multi-user access instead of just a single username and password. The firm provides clients with international and vendor services for which there are multiple currency transaction charges. PayPal's automated multicurrency service allows buyers to make payments and sellers to accept payments in any of the company's accepted 17 currencies. The company also earns revenue from merchant use of the PayPal credit card and the PayPal ATM/debit card. In recent news, PayPal launched a new service, Paypal Mobile Checkout, allowing consumers in the U.S., the U.K. and Canada to purchase items through a mobile device with Internet access. In early 2008, PayPal agreed to acquire Fraud Sciences Ltd., an Israeli private online risk tool company. In November 2008, the company expanded its service with fully localized sites in Mexico, Singapore and Hong Kong.

**FINANCIALS:** Sales and profits are in thousands of dollars—add 000 to get the full amount. 2009 Note: Financial information for 2009 was not available for all companies at press time.

2009 Sales: \$  
2008 Sales: \$  
2007 Sales: \$37,900  
2006 Sales: \$  
2005 Sales: \$

2009 Profits: \$  
2008 Profits: \$  
2007 Profits: \$  
2006 Profits: \$  
2005 Profits: \$

**U.S. Stock Ticker:** Subsidiary

**Int'l Ticker:** Int'l Exchange:

Employees:

Fiscal Year Ends: 12/31

Parent Company: EBAY INC

**SALARIES/BENEFITS:**

Pension Plan: ESOP Stock Plan: Profit Sharing: Top Exec. Salary: \$ Bonus: \$596,264  
Savings Plan: Stock Purch. Plan: Second Exec. Salary: \$ Bonus: \$

**OTHER THOUGHTS:**

Apparent Women Officers or Directors: 1  
Hot Spot for Advancement for Women/Minorities:

**LOCATIONS:** ("Y" = Yes)

West:	Southwest:	Midwest:	Southeast:	Northeast:	International:
Y	Y	Y		Y	Y

**PEAPOD LLC**

www.peapod.com

Industry Group Code: 445110E Ranks within this company's industry group: Sales: Profits:

<b>Financial Services:</b> Stock Brokerage: Mortgages/Loans: Banking: Insurance: Credit Cards:	<b>Information:</b> Portal/News: Communities: Search Engine: Financial Data Pub.: Broadcasting/Music:	<b>Technology:</b> Hardware: Software: Specialty Equipment: Distributor:	<b>Services:</b> Payments/Markets: Consulting: Advertising/Mktg.: Outsourcing: Other:	<b>Retailing:</b> Retailer: Auctions: Tickets/Travel: Automobiles:	<b>Telecommunications:</b> Internet Service Provider: Web Site Services: Specialty Telecom:
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**TYPES OF BUSINESS:**

Groceries, Online Retail  
Grocery Delivery Services  
Media & Research Services

**BRANDS/DIVISIONS/AFFILIATES:**

Ahold USA Inc  
Royal Ahold NV  
Peapod by Giant  
Peapod by Stop & Shop

**CONTACTS:** *Note: Officers with more than one job title may be intentionally listed here more than once.*

Andrew B. Parkinson, Pres.  
Mike Brennan, Sr. VP-Mktg. & Customer Service  
John Burchard, CIO/Sr. VP  
Thomas L. Parkinson, CTO/Sr. VP  
Elana Margolis, Contact-Media  
Scott DeGraeve, Sr. VP/Gen. Mgr.-Chicago & Peapod by Giant  
Dave McHugh, VP/Gen. Mgr.-Peapod by Stop & Shop

**Phone:** 847-583-9400 **Fax:** 847-583-9494

**Toll-Free:** 800-573-2763

**Address:** 9933 Woods Dr., Skokie, IL 60077 US

**GROWTH PLANS/SPECIAL FEATURES:**

Peapod, LLC, a subsidiary of Royal Ahold, delivers groceries that consumers order over the Internet. The company's grocery delivery service, which costs between \$6.95 and \$9.95 per order depending on the dollar value of the order, provides consumers with a virtual supermarket, personalized shopping, delivery and responsive telephone and e-mail support. A typical order totals \$150, with customers shopping on average twice a month. Peapod provides more than 8,000 products in produce; meat and seafood; deli items; prepared foods; natural and organic foods; Kosher foods; office and school supplies; seasonal items; video products; pet items; health and beauty aids; wine, beer and spirits; and private-label products from Peapod by Stop & Shop and Peapod by Giant. The firm has partnerships with Stop & Shop and Giant Food stores. Peapod also provides consumer goods companies with a forum for targeted interactive advertising, electronic coupons and extensive product research. The company operates through centralized distribution from its two warehouses in Chicago and Washington, D.C., which together total 75,000 square feet. It also owns 7,000 square-foot warehouses adjacent to its partner stores in Connecticut, Massachusetts, New York, New Jersey and Rhode Island. Peapod delivers to 1,500 zip codes and more than 12.7 million households. The firm has a supermarket presence in major cities and suburban areas in Massachusetts, Virginia, Maryland, Wisconsin, Washington, D.C., Connecticut, New York, Rhode Island, Illinois and New Jersey. Peapod has delivered more than 13 million orders since its inception. In 2009, the company expanded its operations into northwestern Indiana and Madison, Wisconsin.

Employees receive medical, dental and prescription health benefits; 401(k) plans; short and long term disability coverage; life and accidental death and dismemberment insurance; and paid time off.

**FINANCIALS:** Sales and profits are in thousands of dollars—add 000 to get the full amount. 2009 Note: Financial information for 2009 was not available for all companies at press time.

2009 Sales: \$	2009 Profits: \$
2008 Sales: \$	2008 Profits: \$
2007 Sales: \$	2007 Profits: \$
2006 Sales: \$	2006 Profits: \$
2005 Sales: \$	2005 Profits: \$

**U.S. Stock Ticker:** Subsidiary

Int'l Ticker: Int'l Exchange:

Employees:

Fiscal Year Ends: 12/31

Parent Company: ROYAL AHOLD NV

**SALARIES/BENEFITS:**

Pension Plan: ESOP Stock Plan: Profit Sharing: Top Exec. Salary: \$ Bonus: \$9,039  
Savings Plan: Y Stock Purch. Plan: Second Exec. Salary: \$ Bonus: \$

**OTHER THOUGHTS:**

Apparent Women Officers or Directors:  
Hot Spot for Advancement for Women/Minorities:

**LOCATIONS:** ("Y" = Yes)

West:	Southwest:	Midwest: Y	Southeast:	Northeast: Y	International:
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**PEGASUS SOLUTIONS INC**

www.pegs.com

Industry Group Code: 5615E Ranks within this company's industry group: Sales: Profits:

<b>Financial Services:</b> Stock Brokerage: Mortgages/Loans: Banking: Insurance: Credit Cards:	<b>Information:</b> Portal/News: Communities: Search Engine: Financial Data Pub.: Broadcasting/Music:	<b>Technology:</b> Hardware: Software: Specialty Equipment: Distributor:	<b>Services:</b> Payments/Markets: Y Consulting: Advertising/Mktg.: Y Outsourcing: Y Other:	<b>Retailing:</b> Retailer: Auctions: Tickets/Travel: Y Automobiles:	<b>Telecommunications:</b> Internet Service Provider: Web Site Services: Specialty Telecom:
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**TYPES OF BUSINESS:**

Online Hotel Reservation Network  
Hotel Reservation Services  
Electronic Distribution Services  
Hotel Representation Services  
Financial Services

**BRANDS/DIVISIONS/AFFILIATES:**

UltraDirect  
NetBooker Demand  
RezView  
HotelFactory  
Pegasus Voice Services  
RAVE  
GDS Distribution  
ADS Distribution

**CONTACTS:** *Note: Officers with more than one job title may be intentionally listed here more than once.*

Michael H. Kistner, CEO  
Joseph Nicholson, COO  
Mark S. Dubrow, CFO  
Chip Rosales, VP-Mktg.  
Andrew Stringer, VP-Human Resources  
Chris Klimko, General Counsel/Sr. VP  
David Chestler, Sr. VP-Corp. Bus. Dev.  
Chip Rosales, VP-Corp. Comm.  
Peter Fitzgerald, Managing Dir.-Representation Svcs.  
Mike Kistner, COO/Pres., Dist. & Reservation Svcs.

<b>Phone:</b> 214-234-4000	<b>Fax:</b> 214-234-4040
----------------------------	--------------------------

**Toll-Free:**

**Address:** 8350 N. Central Expressway, Ste. 1900, Dallas, TX 75206 US

**GROWTH PLANS/SPECIAL FEATURES:**

Pegasus Solutions, Inc. provides hotel room reservation services, distribution, financial and hotel representation services for the global hospitality industry. Its customers and distribution channels include the 10 largest U.S.-based travel agencies, eight of the 10 largest U.K. based travel agencies, over half of the world's largest travel companies and more than 90,000 hotel properties around the globe. The company processes over 1 billion transactions each month. More than 1,000 web sites and services have hotel reservations powered by Pegasus. Reservation services include UltraDirect and NetBooker Demand (both online reservation services), as well as RezView and HotelFactory central reservation systems. This segment also offers Pegasus Voice Services (a professional answering service) and RAVE, a rate and availability engine. The company's distribution services include GDS Distribution (to list with travel agents) and ADS Distribution (for Internet distribution) services. This segment also offers PegsTour, Rich Media Service and Pegasus Translation Services. The financial services segment consolidates, distributes, reconciles, tracks and reports on payments to travel agencies and hotel properties in more than 200 countries. The hotel representation segment offers marketing and representation services to more than 9,300 hotels in 140 countries. The company has offices in the U.S., Canada, Asia Pacific, and India, as well as throughout Latin America, Europe, the Middle East and Africa.

**FINANCIALS:** Sales and profits are in thousands of dollars—add 000 to get the full amount. 2009 Note: Financial information for 2009 was not available for all companies at press time.

2009 Sales: \$	2009 Profits: \$
2008 Sales: \$	2008 Profits: \$
2007 Sales: \$	2007 Profits: \$
2006 Sales: \$	2006 Profits: \$
2005 Sales: \$175,482	2005 Profits: \$-7,655

**U.S. Stock Ticker:** Private  
**Int'l Ticker:** Int'l Exchange:  
Employees:  
Fiscal Year Ends: 12/31  
Parent Company:

**SALARIES/BENEFITS:**

Pension Plan:	ESOP Stock Plan:	Profit Sharing:	Top Exec. Salary: \$	Bonus: \$
Savings Plan:	Stock Purch. Plan:		Second Exec. Salary: \$	Bonus: \$

**OTHER THOUGHTS:**

**Apparent Women Officers or Directors:**  
**Hot Spot for Advancement for Women/Minorities:**

**LOCATIONS: ("Y" = Yes)**

West:	Southwest:	Midwest:	Southeast:	Northeast:	International:
	Y		Y	Y	Y

**PERFICIENT INC**

www.perficient.com

Industry Group Code: 541512 Ranks within this company's industry group: Sales: 1 Profits: 2

<b>Financial Services:</b> Stock Brokerage: Mortgages/Loans: Banking: Insurance: Credit Cards:	<b>Information:</b> Portal/News: Communities: Search Engine: Financial Data Pub.: Broadcasting/Music:	<b>Technology:</b> Hardware: Software: Specialty Equipment: Distributor:	<b>Services:</b> Payments/Markets: Consulting: Advertising/Mktg.: Outsourcing: Other:	<b>Retailing:</b> Retailer: Auctions: Tickets/Travel: Automobiles:	<b>Telecommunications:</b> Internet Service Provider: Web Site Services: Specialty Telecom:
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**TYPES OF BUSINESS:**

Consulting-On-Site Technical Services  
Middleware  
Web Services  
Content Management Software  
Enterprise Portal Services  
IT Outsourcing

**BRANDS/DIVISIONS/AFFILIATES:****CONTACTS:** *Note: Officers with more than one job title may be intentionally listed here more than once.*

Jeffrey S. Davis, CEO  
Kathy Henely, COO  
Jeffrey S. Davis, Pres.  
Paul E. Martin, CFO  
Dick Kalbfleish, VP-Admin.  
Paul E. Martin, Corp. Sec.  
Don Kasica, VP-Field Oper.  
Dick Kalbfleish, VP-Finance  
Chris Gianattasio, VP-Field Oper.  
John Jenkins, VP-Field Oper.  
Tim Thompson, VP-Client Dev.  
John T. McDonald, Chmn.

<b>Phone:</b> 314-529-3600	<b>Fax:</b> 314-529-3640
<b>Toll-Free:</b>	
<b>Address:</b> 520 Maryville Center Dr., Ste. 400, St. Louis, MO 63141 US	

**GROWTH PLANS/SPECIAL FEATURES:**

Perficient, Inc. is an information technology (IT) consulting firm providing large enterprise companies primarily throughout the U.S. with Internet-based technology solutions using third party software products developed by its partners. Its products include custom applications; portals and collaboration; e-commerce; online customer management (CRM); enterprise customer management (ECM); business intelligence; business integration; mobile technology; technology platform implementations; and service oriented architectures. Perficient's experience with platforms including J2EE, .Net and open-source enables it to design, develop, implement and integrate custom application solutions that provide enterprise-specific functionality. The firm provides secure and scalable enterprise portals, including searchable data systems; collaborative systems for process improvement; transaction processing; unified and extended reporting; and content management and personalization. Its e-commerce infrastructures dynamically integrate with back-end systems and complementary applications that provide for transaction volume scalability and content management. Perficient conducts interviews, facilitated requirements gathering sessions and call center analysis in designing its CRM products. The firm's ECM products include enterprise imaging and document management; web content management; digital asset management; enterprise records management; compliance and control; business process management and collaboration; and enterprise search. The company's mobile technology products include mobile content delivery systems; wireless value-added services such as SIP, IMS, SMS, MMS and Push-to-Talk; custom developed applications to pervasive devices such as Symbian, WML, J2ME, MIDP and Linux; and customer care solutions such as provisioning, mediation, rating and billing. Perficient's platform services include application server selection; architecture planning, installation and configuration; clustering for availability, performance assessment and issue remediation; security services; and technology migrations. The firm also offers education and mentoring services to its clients. Perficient serves its customers from a network of 18 locations throughout the U.S. and international locations in Canada, China, Macedonia and India.

**FINANCIALS:** Sales and profits are in thousands of dollars—add 000 to get the full amount. 2009 Note: Financial information for 2009 was not available for all companies at press time.

2009 Sales: \$	2009 Profits: \$
2008 Sales: \$231,488	2008 Profits: \$10,000
2007 Sales: \$218,148	2007 Profits: \$16,230
2006 Sales: \$160,926	2006 Profits: \$9,567
2005 Sales: \$96,997	2005 Profits: \$7,177

**U.S. Stock Ticker:** PRFT  
**Int'l Ticker:** Int'l Exchange:  
Employees: 1,186  
Fiscal Year Ends: 12/31  
Parent Company:

**SALARIES/BENEFITS:**

Pension Plan:	ESOP Stock Plan:	Profit Sharing:	Top Exec. Salary: \$285,000	Bonus: \$
Savings Plan: Y	Stock Purch. Plan:		Second Exec. Salary: \$285,000	Bonus: \$

**OTHER THOUGHTS:**

**Apparent Women Officers or Directors:** 1  
**Hot Spot for Advancement for Women/Minorities:** Y

**LOCATIONS:** ("Y" = Yes)

West:	Southwest:	Midwest:	Southeast:	Northeast:	International:
Y	Y	Y	Y	Y	Y



**PERFORMICS INC**

www.performics.com

Industry Group Code: 541810E Ranks within this company's industry group: Sales: Profits:

<b>Financial Services:</b> Stock Brokerage: Mortgages/Loans: Banking: Insurance: Credit Cards:	<b>Information:</b> Portal/News: Communities: Search Engine: Financial Data Pub.: Broadcasting/Music:	<b>Technology:</b> Hardware: Software: Specialty Equipment: Distributor:	<b>Services:</b> Payments/Markets: Consulting: Advertising/Mktg.: Outsourcing: Other:	<b>Retailing:</b> Retailer: Auctions: Tickets/Travel: Automobiles:	<b>Telecommunications:</b> Internet Service Provider: Web Site Services: Specialty Telecom:
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**TYPES OF BUSINESS:**

Marketing Software  
Search Engine Marketing  
Affiliate Marketing Services  
Data Feed Marketing  
Online Lead Generation

**BRANDS/DIVISIONS/AFFILIATES:**

Publicis Groupe SA  
ConnectCommerce

**CONTACTS:** *Note: Officers with more than one job title may be intentionally listed here more than once.*

Nick Beil, CEO  
Stuart B. Frankel, Pres.  
Michael Kahn, Sr. VP-Mktg.  
Cassandra Yates, Partner-Human Resources  
Patricia Powell, VP-Finance  
Doug Kofoid, Sr. VP-Bus. Svcs.  
Craig Greenfield, VP-Search & Performance Media  
Kristen Quinn, VP-Optimization Svcs.  
Eric Papczun, VP-Client Svcs.

**Phone:** 312-739-0222 **Fax:** 312-739-0223

**Toll-Free:** 800-615-6126

**Address:** 180 N. LaSalle St., Ste. 1100, Chicago, IL 60601 US

**GROWTH PLANS/SPECIAL FEATURES:**

Performics, Inc., a division of Publicis Groupe SA, provides performance-based marketing services and technologies for large, multi-channel retail companies. The company utilizes its account managers, advanced market expertise and proprietary tracking and reporting technology platform to help clients acquire and retain online customers. Performics provides affiliate marketing, search engine marketing and digital consultations products and services. The company's affiliate marketing platform, ConnectCommerce, is a web-based platform that processes transactions and scales information to client demands. Performics maintains three redundant data centers to facilitate affiliate marketing. Search engine marketing includes keyword management, paid listings, pay per click, paid inclusion and natural search optimization solutions. Finally, Performics' digital consultation solutions include customized and standard analytical functions, such as predictive modeling and click stream analysis; recommendations regarding strategy and emerging media; and other consultations, such as for benchmarking and web site optimization. The company also provides some search solutions for international clients in EMEA (Europe, Middle East and Africa) and APAC (Asia Pacific), including keyword translations. In January 2010, Performics formed a strategic alliance with Moxie Interactive to jointly develop a services suite focused on the maximization of social marketing and sales. Employees are offered medical and dental insurance; a 401(k) plan; and tuition reimbursement.

**FINANCIALS:** Sales and profits are in thousands of dollars—add 000 to get the full amount. 2009 Note: Financial information for 2009 was not available for all companies at press time.

2009 Sales: \$	2009 Profits: \$
2008 Sales: \$	2008 Profits: \$
2007 Sales: \$	2007 Profits: \$
2006 Sales: \$	2006 Profits: \$
2005 Sales: \$	2005 Profits: \$

**U.S. Stock Ticker: Subsidiary**

**Int'l Ticker:** Int'l Exchange:

Employees:

Fiscal Year Ends: 12/31

Parent Company: PUBLICIS GROUPE SA

**SALARIES/BENEFITS:**

Pension Plan:	ESOP Stock Plan:	Profit Sharing:	Top Exec. Salary: \$	Bonus: \$
Savings Plan: Y	Stock Purch. Plan:		Second Exec. Salary: \$	Bonus: \$

**OTHER THOUGHTS:**

Apparent Women Officers or Directors: 3  
Hot Spot for Advancement for Women/Minorities: Y

**LOCATIONS: ("Y" = Yes)**

West: Y	Southwest:	Midwest:	Southeast:	Northeast: Y	International: Y
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**PEROT SYSTEMS CORP**

www.perotsystems.com

Industry Group Code: 541513 Ranks within this company's industry group: Sales: 10 Profits: 6

<b>Financial Services:</b> Stock Brokerage: Mortgages/Loans: Banking: Insurance: Credit Cards:	<b>Information:</b> Portal/News: Communities: Search Engine: Financial Data Pub.: Broadcasting/Music:	<b>Technology:</b> Hardware: Software: Specialty Equipment: Distributor:	<b>Services:</b> Payments/Markets: Consulting: Advertising/Mktg.: Outsourcing: Other:	<b>Retailing:</b> Retailer: Auctions: Tickets/Travel: Automobiles:	<b>Telecommunications:</b> Internet Service Provider: Web Site Services: Specialty Telecom:
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**TYPES OF BUSINESS:**

IT Consulting  
Business Process Outsourcing  
Management Consulting  
Government Services  
Infrastructure Services  
Systems & Software Development

**BRANDS/DIVISIONS/AFFILIATES:**

Dell Inc

**CONTACTS:** *Note: Officers with more than one job title may be intentionally listed here more than once.*

Peter Altabef, CEO  
Russell Freeman, COO  
Peter Altabef, Pres.  
John Harper, CFO  
Jeff Renzi, Exec. VP-Sales & Mktg.  
Maureen McDonald, VP-Global Human Resources  
Susan Nolan, CIO  
Del Williams, Chief Admin. Officer  
Del Williams, General Counsel/VP/Sec  
Raj Asava, Chief Strategy Officer  
John King, VP  
James Champy, Chmn.-Consulting  
Scott Barnes, VP-Infrastructure Solutions  
Atul Vohra, Chief Mktg. Officer  
Ross Perot, Chmn.  
Ferenc Szelenyi, Managing Dir.-EMEA

**Phone:** 972-577-0000**Fax:****Toll-Free:** 888-317-3768**Address:** 2300 W. Plano Pkwy., Plano, TX 75075 US**FINANCIALS:** Sales and profits are in thousands of dollars—add 000 to get the full amount. 2009 Note: Financial information for 2009 was not available for all companies at press time.

2009 Sales: \$	2009 Profits: \$
2008 Sales: \$2,779,000	2008 Profits: \$117,000
2007 Sales: \$2,612,000	2007 Profits: \$115,000
2006 Sales: \$2,298,000	2006 Profits: \$81,000
2005 Sales: \$1,998,286	2005 Profits: \$111,120

**U.S. Stock Ticker:** Subsidiary**Int'l Ticker:** Int'l Exchange:

Employees: 23,000  
Fiscal Year Ends: 12/31  
Parent Company: DELL INC

**SALARIES/BENEFITS:**

Pension Plan:	ESOP Stock Plan:	Profit Sharing:	Top Exec. Salary: \$670,990	Bonus: \$955,000
Savings Plan: Y	Stock Purch. Plan:		Second Exec. Salary: \$572,741	Bonus: \$613,000

**OTHER THOUGHTS:**

**Apparent Women Officers or Directors:** 2  
**Hot Spot for Advancement for Women/Minorities:** Y

**LOCATIONS:** ("Y" = Yes)

West:	Southwest:	Midwest:	Southeast:	Northeast:	International:
Y	Y	Y	Y	Y	Y

**GROWTH PLANS/SPECIAL FEATURES:**

Perot Systems Corp. is a worldwide provider of information technology (IT) and business services. The firm offers services under two primary lines of business: industry solutions and government solutions. The industry solutions segment, the company's largest line of business, provides services such as technology, applications, business process and consulting services primarily under long-term contracts. The segment also provides software-related services, including the implementation of prepackaged software applications; application development and maintenance; and application systems migration and testing under short-term contracts related to specific projects. The government services segment provides IT infrastructure and application services, consulting, engineering, support and technology based business process services for the Department of Defense and other civilian and governmental agencies. In November 2009, Perot Systems was acquired by computer company Dell for \$3.9 billion.

**PHOTOBUCKET CORP**

www.photobucket.com

Industry Group Code: 454113 Ranks within this company's industry group: Sales: Profits:

<b>Financial Services:</b> Stock Brokerage: Mortgages/Loans: Banking: Insurance: Credit Cards:	<b>Information:</b> Portal/News: Communities: Search Engine: Financial Data Pub.: Broadcasting/Music:	<b>Technology:</b> Hardware: Software: Specialty Equipment: Distributor:	<b>Services:</b> Payments/Markets: Consulting: Advertising/Mktg.: Outsourcing: Other:	<b>Retailing:</b> Retailer: Auctions: Tickets/Travel: Automobiles:	<b>Telecommunications:</b> Internet Service Provider: Web Site Services: Specialty Telecom:
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**TYPES OF BUSINESS:**

Online Photo Services  
Online Video Services

**BRANDS/DIVISIONS/AFFILIATES:**

Fox Interactive Media Inc  
News Corp  
Photobucket.com  
Twitgoo  
Ontela, Inc.

**CONTACTS:** *Note: Officers with more than one job title may be intentionally listed here more than once.*

Tom Munro, Pres.  
Tom Munro, CFO  
Damian Evans, VP-Eng.  
Lynn Segal, VP-Admin.  
Jim Goss, VP-Oper.  
Lynn Segal, VP-Finance  
Luke Swanson, VP-Eng.  
Heather Dana, VP-Customer Service  
Darren Kelly, Chief Revenue Officer

**Phone:** **Fax:** 303-532-1099

**Toll-Free:**

**Address:** P.O. Box 13003, Denver, CO 80201 US

**FINANCIALS:** Sales and profits are in thousands of dollars—add 000 to get the full amount. 2009 Note: Financial information for 2009 was not available for all companies at press time.

2009 Sales: \$	2009 Profits: \$
2008 Sales: \$	2008 Profits: \$
2007 Sales: \$	2007 Profits: \$
2006 Sales: \$	2006 Profits: \$
2005 Sales: \$	2005 Profits: \$

**U.S. Stock Ticker:** Subsidiary

**Int'l Ticker:** Int'l Exchange:

Employees:

Fiscal Year Ends: 12/31

Parent Company: FOX INTERACTIVE MEDIA INC

**SALARIES/BENEFITS:**

Pension Plan:	ESOP Stock Plan:	Profit Sharing:	Top Exec. Salary: \$	Bonus: \$
Savings Plan: Y	Stock Purch. Plan:		Second Exec. Salary: \$	Bonus: \$

**OTHER THOUGHTS:**

Apparent Women Officers or Directors: 2  
Hot Spot for Advancement for Women/Minorities: Y

**LOCATIONS:** ("Y" = Yes)

West: Y	Southwest:	Midwest:	Southeast:	Northeast:	International:
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**GROWTH PLANS/SPECIAL FEATURES:**

Photobucket Corp., a division of Fox Interactive Media, Inc., is a visual media company that hosts various formats of digital content online. The firm's services enable photo and video sharing through e-mail, instant messaging services and mobile phones; as well as via social media web sites such as MySpace, LiveJournal, eBay, Facebook and Craigslist. Photobucket features billions of users' personal photos, videos, graphics and slideshows. The company's website, Photobucket.com, features a built-in photo editor, allowing users to tweak images; along with a visual search engine powered by Microsoft Silverlight. There are approximately 22 million unique monthly users in the U.S. and over 45 million unique monthly users worldwide. The firm also has an online store, allowing users to print images, or add them to mugs, stickers, posters, hoodies, shirts, calendars and other items. Photobucket's services can be accessed on over 30 wireless carriers, such as Verizon and T-Mobile. In May 2009, the company launched Twitgoo, a photo- and video-hosting web site used in conjunction with Twitter. In December 2009, Photobucket merged with Ontela, Inc., which specializes in providing imaging services for the mobile phone market.

Photobucket offers its employees medical, dental, and vision coverage; life and disability insurance; a 401(k) plan; and Friday afternoon social events.

**PRICELINE.COM INC**

www.priceline.com

Industry Group Code: 5615E Ranks within this company's industry group: Sales: 4 Profits: 2

<b>Financial Services:</b> Stock Brokerage: Mortgages/Loans: Y Banking: Insurance: Credit Cards:	<b>Information:</b> Portal/News: Communities: Search Engine: Financial Data Pub.: Broadcasting/Music:	<b>Technology:</b> Hardware: Software: Specialty Equipment: Distributor:	<b>Services:</b> Payments/Markets: Consulting: Advertising/Mktg.: Outsourcing: Other:	<b>Retailing:</b> Retailer: Auctions: Tickets/Travel: Y Automobiles:	<b>Telecommunications:</b> Internet Service Provider: Web Site Services: Y Specialty Telecom:
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**TYPES OF BUSINESS:**

Online Retail-Travel Services  
Auction-Based Travel Sales  
Online Financial Services

**BRANDS/DIVISIONS/AFFILIATES:**

Name Your Own Price  
PricelineMortgage.com  
Priceline Mortgage Company LLC  
LowestFare.com  
RentalCars.com  
TravelWeb.com  
BreezeNet.com  
Bookings B.V.

**CONTACTS:** *Note: Officers with more than one job title may be intentionally listed here more than once.*

Jeffery H. Boyd, CEO  
Jeffrey H. Boyd, Pres.  
Daniel J. Finnegan, CFO  
Brett Keller, Chief Mktg. Officer  
Ronald V. Rose, CIO  
Peter J. Millones, Jr., General Counsel/Exec. VP  
Lisa Gillingham, Sr. VP-Oper. & Customer Service  
Robert J. Mylod, Jr., Head-Worldwide Strategy & Planning  
Matthew Tynan, Sr. VP-Investor Rel. & Finance  
Daniel J. Finnegan, Chief Acct. Officer/Sr. VP  
Christopher L. Soder, Pres., North American Travel  
Tim Gordon, Sr. VP-Hotels  
Patricia D'Angelo, Sr. VP-Rental Cars  
Robert J. Mylod, Jr., Vice Chmn.  
Ralph M. Bahna, Chmn.  
Glenn D. Fogel, Managing Dir.-Int'l & Corp. Dev.  
Paul J. Hennessy, Chief Dist. Officer

**Phone:** 203-299-8000 **Fax:** 203-595-0160

**Toll-Free:**

**Address:** 800 Connecticut Ave., Norwalk, CT 06854 US

**GROWTH PLANS/SPECIAL FEATURES:**

Priceline.com, Inc. is a leading online travel company that offers its customers a broad range of travel services, including airline tickets, hotel rooms, car rentals, vacation packages, cruises and destination services. Within the U.S., the firm offers customers the ability to purchase travel services in a traditional, price-disclosed manner or the opportunity to use the Name Your Own Price service, which allows customers to make offers on travel goods and services at discounted prices. To make an offer, a customer specifies the origin and destination of the trip, the dates on which the customer wishes to depart and return, the price the customer is willing to pay and the customer's valid credit card to guarantee the offer. In total, there are 10 domestic airlines and 22 international airlines participating in its Name Your Own Price airline ticket service. The company enables customers to make hotel reservations on a worldwide basis primarily under the Booking.com and Agoda brands internationally and primarily under the priceline.com brand in the U.S. Through these operations, Priceline works with more than 60,000 chain-owned and independently owned hotels offering hotel reservations on various web sites and in 29 different languages. The international business, which currently is primarily generated by its European operations, represents approximately 58.4% of the company's gross bookings and contributes more than two-thirds of Priceline's consolidated operating income. Additionally, the firm offers financial services through Priceline Mortgage Company LLC and its site, PricelineMortgage.com. PricelineMortgage.com is controlled by EverBank, a federally chartered savings association. EverBank Financial Corp. provides management services to pricelinemortgage.com, including the procurement of personnel and office space and assistance in obtaining regulatory approvals. PricelineMortgage.com operates in all 50 U.S. states. Employees are offered medical and dental insurance; a 401(k) savings plan; and travel agent discounts.

**FINANCIALS:** Sales and profits are in thousands of dollars—add 000 to get the full amount. 2009 Note: Financial information for 2009 was not available for all companies at press time.

2009 Sales: \$	2009 Profits: \$
2008 Sales: \$1,884,806	2008 Profits: \$193,473
2007 Sales: \$1,409,409	2007 Profits: \$157,082
2006 Sales: \$1,123,103	2006 Profits: \$74,466
2005 Sales: \$962,660	2005 Profits: \$192,729

**U.S. Stock Ticker:** PCLN  
**Int'l Ticker:** Int'l Exchange:  
Employees:  
Fiscal Year Ends: 12/31  
Parent Company:

**SALARIES/BENEFITS:**

Pension Plan:	ESOP Stock Plan:	Profit Sharing:	Top Exec. Salary: \$550,000	Bonus: \$2,000,000
Savings Plan: Y	Stock Purch. Plan:		Second Exec. Salary: \$420,000	Bonus: \$1,200,000

**OTHER THOUGHTS:**

Apparent Women Officers or Directors: 3  
Hot Spot for Advancement for Women/Minorities: Y

**LOCATIONS:** ("Y" = Yes)

West:	Southwest:	Midwest:	Southeast:	Northeast: Y	International: Y
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**PRIMUS TELECOMMUNICATIONS GROUP INC**

www.primustel.com

Industry Group Code: 517110 Ranks within this company's industry group: Sales: 23 Profits: 19

<b>Financial Services:</b> Stock Brokerage: Mortgages/Loans: Banking: Insurance: Credit Cards:	<b>Information:</b> Portal/News: Communities: Search Engine: Financial Data Pub.: Broadcasting/Music:	<b>Technology:</b> Hardware: Software: Specialty Equipment: Distributor:	<b>Services:</b> Payments/Markets: Consulting: Advertising/Mktg.: Outsourcing: Other:	<b>Retailing:</b> Retailer: Auctions: Tickets/Travel: Automobiles:	<b>Telecommunications:</b> Internet Service Provider: Web Site Services: Specialty Telecom:	Y
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**TYPES OF BUSINESS:**

International & Long-Distance Telephone Service  
 Internet Service Provider  
 Cellular Phone Service  
 Prepaid Calling Cards  
 Virtual Private Networks  
 Managed Hosting Services  
 e-Commerce Applications  
 Co-Location Services

**BRANDS/DIVISIONS/AFFILIATES:**

Primus Telecommunications Canada, Inc.  
 Primus Telecommunications Holding, Inc.  
 Primus Telecommunications International  
 Speedster

**CONTACTS:** *Note: Officers with more than one job title may be intentionally listed here more than once.*

K. Paul Singh, CEO  
 K. Paul Singh, Pres.  
 Thomas R. Kloster, CFO  
 Mark Guirgis, VP-Corp. Planning & Analysis  
 Tracy B. Lawson, Corp. Controller/VP  
 John F. DePodesta, Exec. VP  
 DG Gulati, Pres., Primus U.S.  
 Ravi Bhatia, Managing Dir.-Primus Australia  
 K. Paul Singh, Chmn.  
 Edmund Chislett, Pres., Canada

<b>Phone:</b> 703-902-2800	<b>Fax:</b> 703-902-2814
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<b>Toll-Free:</b> 800-393-3000
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<b>Address:</b> 7901 Jones Branch Dr., Ste. 900, McLean, VA 22102 US
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**GROWTH PLANS/SPECIAL FEATURES:**

Primus Telecommunications Group, Inc. is a global service provider offering bundled international and domestic Internet, DSL, Voice over Internet Protocol (VoIP), data and voice services to business and residential retail customers. The company serves customers in the U.S., Canada, Australia, the U.K. and Western Europe. In 2008, Australian operations represented 31% of total revenue; Canadian operations represented 29%; U.S. operations represented 19%; and the European market represented 20% of total revenue. Primus maintains 18 carrier-grade international gateway and domestic switching systems and approximately 500 points of presence (POPs) on its network. The firm primarily targets customers with significant international long-distance usage, including small and mid-sized enterprises, multinational corporations, residential customers, as well as other carriers and resellers. The company also targets Internet-based businesses as it deploys its global asynchronous transfer mode (ATM) and Internet protocol (IP) network. Primus provides communications services that include a VoIP offering over the public Internet and direct point-to-point VoIP over its ATM+IP network; international long-distance voice services to over 240 countries and domestic long-distance voice to all of its core operating markets; domestic and international toll-free services; ATM, frame relay, private line, broadband and dial-up Internet/IP services to customers in the U.S., Australia, Canada and the U.K.; prepaid services for domestic and international calls; call re-origination services that allow non-U.S. country to country calling to originate from the U.S.; and wireless resale services. Primus has three subsidiaries: Primus Telecommunications Holding, Inc.; Primus Telecommunications International, Inc.; and Primus Telecommunications IHC, Inc. In August 2008, the company launched Speedster, a capped price high speed mobile broadband service to customers in Australia.

Primus offers its employees discounted DSL and free long-distance services, as well as flexible spending accounts.

**FINANCIALS:** Sales and profits are in thousands of dollars—add 000 to get the full amount. 2009 Note: Financial information for 2009 was not available for all companies at press time.

2009 Sales: \$	2009 Profits: \$
2008 Sales: \$895,863	2008 Profits: \$-25,031
2007 Sales: \$896,029	2007 Profits: \$15,736
2006 Sales: \$993,034	2006 Profits: \$-237,958
2005 Sales: \$1,176,586	2005 Profits: \$-154,380

**U.S. Stock Ticker:** PRTL  
**Int'l Ticker:** Int'l Exchange:  
 Employees: 1,735  
 Fiscal Year Ends: 12/31  
 Parent Company:

**SALARIES/BENEFITS:**

Pension Plan:	ESOP Stock Plan:	Profit Sharing:	Top Exec. Salary: \$735,000	Bonus: \$
Savings Plan: Y	Stock Purch. Plan:		Second Exec. Salary: \$575,000	Bonus: \$

**OTHER THOUGHTS:**

**Apparent Women Officers or Directors:** 1  
**Hot Spot for Advancement for Women/Minorities:**

**LOCATIONS:** ("Y" = Yes)

West:	Southwest:	Midwest:	Southeast:	Northeast:	International:
Y	Y	Y	Y	Y	Y

**PROGRESS SOFTWARE CORP**

www.progress.com

Industry Group Code: 5112101 Ranks within this company's industry group: Sales: 4 Profits: 4

<b>Financial Services:</b> Stock Brokerage: Mortgages/Loans: Banking: Insurance: Credit Cards:	<b>Information:</b> Portal/News: Communities: Search Engine: Financial Data Pub.: Broadcasting/Music:	<b>Technology:</b> Hardware: Software: Specialty Equipment: Distributor:	<b>Services:</b> Payments/Markets: Consulting: Advertising/Mktg.: Outsourcing: Other:	<b>Retailing:</b> Retailer: Auctions: Tickets/Travel: Automobiles:	<b>Telecommunications:</b> Internet Service Provider: Web Site Services: Specialty Telecom:
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**TYPES OF BUSINESS:**

Software-Application Development & Integration  
Application Management Software  
Consulting & Technical Support Services  
Data Connectivity Products  
Data Management Software  
Research & Development

**BRANDS/DIVISIONS/AFFILIATES:**

Progress OpenEdge  
Progress Apama  
Progress Sonic  
Progress Actional  
DataDirect Shadow  
DataDirect Connect  
Neon Systems Inc  
Savvion Inc

**CONTACTS:** *Note: Officers with more than one job title may be intentionally listed here more than once.*

Richard D. Reidy, CEO  
Richard D. Reidy, Pres.  
Norman R. Robertson, CFO  
Gary Conway, Chief Mktg. Officer/Sr. VP  
Joseph A. Andrews, VP-Human Resources  
Dave Benson, CIO/Sr. VP  
John Bates, CTO  
Peter Sliwkowski, VP-Prod.  
Norman R. Robertson, Sr. VP-Admin.  
James D. Freedman, General Counsel/Sr. VP  
John Bates, Head-Corp. Dev.  
Norman R. Robertson, Sr. VP-Finance  
Kenneth Rugg, VP/Gen. Mgr.-Enterprise Business Solutions  
David Ireland, Exec. VP-Progress Software Corp.  
Peter Sliwkowski, VP-Prod. & Support Oper.  
Christopher Larsen, Sr. VP-Global Field Oper.  
Barry Bycoff, Chmn.

**Phone:** 781-280-4000**Fax:****Toll-Free:** 800-477-6473**Address:** 14 Oak Park Dr., Bedford, MA 01730 US**GROWTH PLANS/SPECIAL FEATURES:**

Progress Software Corp. develops, markets and distributes application infrastructure software for the development, deployment, integration and management of business applications software. The company organizes its product lines into four business units: OpenEdge, integration infrastructure, Apama and data infrastructure. The OpenEdge segment consists primarily of the OpenEdge platform, comprised of development, management, and integration tools; an embedded database and application servers, and EasyAsk products, which provide search navigation and merchandising for web sites. The integration infrastructure segment consists of five product lines: Progress Sonic, Progress Actional, Orbix, Artix and FUSE. Progress Sonic Products help IT organizations achieve broad scale interoperability of IT systems. Progress Actional products offer web services management and service oriented architecture (SOA) management. The Orbix product line is embedded in telephone switches, online brokerage systems, multimedia news delivery, airline front desk systems, rail and road traffic control, large scale banking systems, credit card clearance, subway management and CAD systems. Artix is a suite of advanced, technology-neutral SOA infrastructure products that allow customers flexibility in SOA adoption. FUSE is a family of distributed SOA infrastructure products for companies seeking an open source option for system integration. Apama is a complex event processing platform that can monitor rapidly moving event streams, detect sophisticated patterns and take action at extremely fast speeds. The data infrastructure business unit consists of DataDirect, DataXtend and ObjectStore product lines. DataDirect products include DataDirect Connect, which provides data connectivity products and DataDirect Shadow, which provides a foundation architecture for mainframe integration. Progress DataXtend products provide data integration for distributed applications, and Progress ObjectStore is a data management system that enables users to store data. In January 2010, Progress acquired Savvion, Inc., a software company.

The company offers its employees medical and dental insurance; flexible spending account; computer discount purchase; an employee assistance program; and tuition reimbursement.

**FINANCIALS:** Sales and profits are in thousands of dollars—add 000 to get the full amount. 2009 Note: Financial information for 2009 was not available for all companies at press time.

2009 Sales: \$494,137	2009 Profits: \$32,755
2008 Sales: \$515,560	2008 Profits: \$46,296
2007 Sales: \$493,500	2007 Profits: \$42,280
2006 Sales: \$447,063	2006 Profits: \$29,401
2005 Sales: \$405,376	2005 Profits: \$46,257

**U.S. Stock Ticker:** PRGS**Int'l Ticker:** Int'l Exchange:

Employees: 1,926

Fiscal Year Ends: 11/30

Parent Company:

**SALARIES/BENEFITS:**

Pension Plan:	ESOP Stock Plan:	Profit Sharing:	Top Exec. Salary: \$350,000	Bonus: \$204,750
Savings Plan: Y	Stock Purch. Plan: Y		Second Exec. Salary: \$317,487	Bonus: \$155,394

**OTHER THOUGHTS:****Apparent Women Officers or Directors:****Hot Spot for Advancement for Women/Minorities:****LOCATIONS:** ("Y" = Yes)

West:	Southwest:	Midwest:	Southeast:	Northeast:	International:
Y	Y	Y	Y	Y	Y

**PROVIDE COMMERCE INC**

www.prvd.com

Industry Group Code: 453110E Ranks within this company's industry group: Sales: Profits:

<b>Financial Services:</b> Stock Brokerage: Mortgages/Loans: Banking: Insurance: Credit Cards:	<b>Information:</b> Portal/News: Communities: Search Engine: Financial Data Pub.: Broadcasting/Music:	<b>Technology:</b> Hardware: Software: Specialty Equipment: Distributor:	<b>Services:</b> Payments/Markets: Consulting: Advertising/Mktg.: Outsourcing: Other:	<b>Retailing:</b> Retailer: Auctions: Tickets/Travel: Automobiles:	<b>Telecommunications:</b> Internet Service Provider: Web Site Services: Specialty Telecom:
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**TYPES OF BUSINESS:**

Online Retail-Perishables  
Flowers  
Gift Baskets, Fruit & Sundries  
Desserts  
Meat & Cheese

**BRANDS/DIVISIONS/AFFILIATES:**

Proflowers  
Cherry Moon Farms  
Red Envelope  
Shari's Berries  
Liberty Interactive Group

**CONTACTS:** *Note: Officers with more than one job title may be intentionally listed here more than once.*

William Strauss, CEO  
Abraham Wynperle, COO  
Abraham Wynperle, Pres.  
Rick Sliter, Sr. VP-Mktg. Svcs.  
Penny Handscomb, VP-Human Resources & Training  
Prana Gogia, VP-Info. Systems  
Greg Smith, VP-Merch.  
Blake Bilstad, General Counsel/Sr. VP/Sec.  
Marc Schneider, VP-Customer Contact Oper.  
Jonathan Sills, Sr. VP-Strategy & Corp. Dev.  
Kent Olson, VP-Web Site  
Rex Bosen, Corp. Treas.  
Steven Goldstein, Sr. VP/Gen. Mgr.-Gourmet Food  
Mark Sottosanti, Sr. VP-New Bus. Initiatives & Mktg.  
John Kuehn, Sr. VP-Planning & Logistics  
Adam Fischer, VP-Planning & Forecasting  
Clark Howard, VP-Logistics & Supply Chain

**Phone:** 858-729-2800**Fax:****Toll-Free:****Address:** 4840 Eastgate Mall, San Diego, CA 92121 US**FINANCIALS:** Sales and profits are in thousands of dollars—add 000 to get the full amount. 2009 Note: Financial information for 2009 was not available for all companies at press time.

2009 Sales: \$	2009 Profits: \$
2008 Sales: \$	2008 Profits: \$
2007 Sales: \$	2007 Profits: \$
2006 Sales: \$	2006 Profits: \$
2005 Sales: \$177,078	2005 Profits: \$8,915

**U.S. Stock Ticker: Subsidiary****Int'l Ticker:** Int'l Exchange:

Employees:

Fiscal Year Ends: 6/30

Parent Company: LIBERTY INTERACTIVE GROUP

**SALARIES/BENEFITS:**

Pension Plan:	ESOP Stock Plan:	Profit Sharing:	Top Exec. Salary: \$	Bonus: \$
Savings Plan:	Stock Purch. Plan:		Second Exec. Salary: \$	Bonus: \$

**OTHER THOUGHTS:**

Apparent Women Officers or Directors: 2  
Hot Spot for Advancement for Women/Minorities: Y

**LOCATIONS:** ("Y" = Yes)

West: Y	Southwest: Y	Midwest: Y	Southeast: Y	Northeast: Y	International:
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**GROWTH PLANS/SPECIAL FEATURES:**

Provide Commerce, Inc., a subsidiary of Liberty Interactive Group, runs an online marketplace for perishable products. It operates under four brand names: Proflowers, Cherry Moon Farms, Shari's Berries and Red Envelope. Proflowers is a leading flower e-commerce company and sells its various botanical products in fresh-cut, mixed bouquet and potted forms. The company offers a 7-Day freshness guarantee and generally ships fresh-cut products to arrive no more than 24 hours after preparation. Cherry Moon Farms, which includes the former offerings of the firm's Secret Spoon brand, is an online purveyor of gift baskets. The packages contain such items as fresh fruit (shipped no more than two days after packing), meats, cheeses, coffees and teas, wine, spa products, baby products, candies, baked goods, nuts, snack foods and more. Baskets can be custom designed for many occasions, such as birthdays, anniversaries and holidays. Separate from its baskets, the brand also offers dipped strawberries, cookies, cakes, cupcakes, truffles and chocolates, as well as sweets combinations. Shari's Berries is a retail and local delivery business that specializes in gourmet dipped strawberries. Other products include dipped cookies, dipped cherries, cheesecake, truffles, brownie pops, cakes and cupcakes, caramel apples, wine and various toys and gifts. RedEnvelope is an online retailer of upscale gifts including gourmet foods, travel products, housewares, apparel, flowers and plants, toys, jewelry and personalized products.

**Q INTERACTIVE INC**

www.qinteractive.com

Industry Group Code: 541810E Ranks within this company's industry group: Sales: Profits:

<b>Financial Services:</b> Stock Brokerage: Mortgages/Loans: Banking: Insurance: Credit Cards:	<b>Information:</b> Portal/News: Communities: Search Engine: Financial Data Pub.: Broadcasting/Music:	<b>Technology:</b> Hardware: Software: Specialty Equipment: Distributor:	<b>Services:</b> Payments/Markets: Consulting: Advertising/Mktg.: Outsourcing: Other:	<b>Retailing:</b> Retailer: Auctions: Tickets/Travel: Automobiles:	<b>Telecommunications:</b> Internet Service Provider: Web Site Services: Specialty Telecom:
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**TYPES OF BUSINESS:**

Advertising/Marketing-Online  
Direct Marketing  
Analytic Software

**BRANDS/DIVISIONS/AFFILIATES:**

Postmaster Direct  
Vente, Inc.  
Intrepid Investments LLC

**CONTACTS:** *Note: Officers with more than one job title may be intentionally listed here more than once.*

Matthew Wise, CEO  
Matthew Wise, Pres.  
Carrie Stec, VP-Sales  
Pete Dale, CIO  
Gayle Guzzardo, Sr. VP-Prod. Mgmt.  
Brad Aaron, General Counsel/Chief Privacy Officer/Sr. VP  
Patrick O'Malley, Sr. VP-Oper.  
Patrick O'Malley, Sr. VP-Finance  
Arend Henderson, Chief Analytics Officer

**Phone:** 312-224-5000 **Fax:** 312-224-5001

**Toll-Free:** 888-729-6465

**Address:** 1 N. Dearborn St., 12th Fl., Chicago, IL 60602 US

**GROWTH PLANS/SPECIAL FEATURES:**

Q Interactive, Inc., a subsidiary of Intrepid Investments LLC, is an online direct marketing and media company. The firm reaches roughly 10 million unique customers per month across over 1,000 partner sites and has roughly 35 million opt-in e-mail subscribers. Its proprietary TrueConversion Engine uses more than 1,600 unique segments, such as demographic, behavioral and transactional data, to improve the relevancy of Internet advertising. Q Interactive's Registration Path Solutions integrate advertiser content and include a double opt-in confirmation process for web site publishers. The firm's Display Advertising Solutions use demographic, behavioral and transactional data to target banner and rich media ads to users of its clients' web sites. The firm's web sites and its marketing network offer personalized incentives for goods and services from a range of advertisers, including national retailers; consumer packaged goods manufacturers; media and publishing companies; and travel and financial services providers. In July 2009, Q Interactive acquired Postmaster Direct, which specializes in double opt-in permission-based email marketing. In October 2009, the company purchased Vente, Inc., a leader in online surveys.

Q Interactive offers its employees medical, dental and vision coverage; a 401(k) plan; flexible spending accounts; life insurance; short- and long-term disability; a paid associate referral program; access to a credit union; and an employee assistance program.

**FINANCIALS:** Sales and profits are in thousands of dollars—add 000 to get the full amount. 2009 Note: Financial information for 2009 was not available for all companies at press time.

2009 Sales: \$	2009 Profits: \$
2008 Sales: \$	2008 Profits: \$
2007 Sales: \$	2007 Profits: \$
2006 Sales: \$	2006 Profits: \$
2005 Sales: \$	2005 Profits: \$

**U.S. Stock Ticker: Subsidiary**

**Int'l Ticker:** Int'l Exchange:

Employees:

Fiscal Year Ends: 12/31

Parent Company: INTREPID INVESTMENTS LLC

**SALARIES/BENEFITS:**

Pension Plan:	ESOP Stock Plan:	Profit Sharing:	Top Exec. Salary: \$	Bonus: \$130,000
Savings Plan: Y	Stock Purch. Plan:		Second Exec. Salary: \$	Bonus: \$

**OTHER THOUGHTS:**

Apparent Women Officers or Directors: 2  
Hot Spot for Advancement for Women/Minorities: Y

**LOCATIONS: ("Y" = Yes)**

West:	Southwest:	Midwest:	Southeast:	Northeast:	International:
		Y			



**QUEST SOFTWARE INC**

www.quest.com

Industry Group Code: 5112101 Ranks within this company's industry group: Sales: 2 Profits: 3

<b>Financial Services:</b> Stock Brokerage: Mortgages/Loans: Banking: Insurance: Credit Cards:	<b>Information:</b> Portal/News: Communities: Search Engine: Financial Data Pub.: Broadcasting/Music:	<b>Technology:</b> Hardware: Software: Specialty Equipment: Distributor:	<b>Services:</b> Payments/Markets: Consulting: Advertising/Mktg.: Outsourcing: Other:	<b>Retailing:</b> Retailer: Auctions: Tickets/Travel: Automobiles:	<b>Telecommunications:</b> Internet Service Provider: Web Site Services: Specialty Telecom:
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**TYPES OF BUSINESS:**

Software-Corporate Enterprise Efficiency  
Database Management Solutions  
Customer Relationship Management  
Windows Management Software

**BRANDS/DIVISIONS/AFFILIATES:**

Foglight  
Jprobe  
Quest Central  
SharePlex  
LiteSpeed  
Vizioncore vFoglight  
Vizioncore vRanger  
MonoSphere

**CONTACTS:** *Note: Officers with more than one job title may be intentionally listed here more than once.*

Douglas F. Garn, CEO  
Douglas F. Garn, Pres.  
Scott Davidson, CFO/Sr. VP  
Alan Fudge, Sr. VP-Worldwide Sales  
Carol Fawcett, VP-Global Info. Svcs.  
Steve Dickson, Sr. VP-Prod. Mgmt. & Mktg.  
David Waugh, VP-Unified Comm.  
Stephen Wideman, Dir.-Investor Rel.  
Paul Garver, VP-Public Sector  
Steve Kahan, VP-Global Mktg.  
Vincent C. Smith, Chmn.  
Kim Kinnison, VP-Worldwide Support

<b>Phone:</b> 949-754-8000	<b>Fax:</b> 949-754-8999
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<b>Toll-Free:</b>
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<b>Address:</b> 5 Polaris Way, Aliso Viejo, CA 92656 US
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**GROWTH PLANS/SPECIAL FEATURES:**

Quest Software, Inc. is an independent software vendor that designs, develops, markets, distributes and supports enterprise systems management software products. It provides its customers with products that improve the performance, productivity and reliability of their software applications and associated software infrastructure components such as databases, application servers and operating systems. Quest's primary focus is on identifying large and evolving markets and developing and acquiring new products and technologies. It generates revenues by licensing its products, principally on a perpetual basis, as well as by providing support, maintenance and implementation services for those products. The firm's product portfolio is grouped into four categories: Application Management, Database Management, Windows Management and Virtualization management. Application management software is predicated on ensuring performance and availability of mission-critical applications throughout their life cycle. Products in this category include Foglight, Spotlight, PerformaSure and JProbe. Database management software products support the needs of database developers and include TOAD, the Quest Central product line, SharePlex and LiteSpeed. Windows management tools enable IT personnel to simplify, automate and secure their infrastructure, and include the Quest Management product line, the Quest Migration product line, Quest in Trust, Quest Authentication Services and ScriptLogic Desktop Authority. Virtualization management products help companies safeguard and optimize their virtualized environments, and include Vizioncore vFoglight, Vizioncore vRanger Pro, and vWorkspace. Quest also provides services such as technical support, maintenance, consulting and training. The company markets and sells its products and services primarily through its direct sales organization, its telesales organization and via indirect sales channels with a group of value-added resellers (VARs) and distributors. In January 2009, the company acquired the technology assets of MonoSphere, Inc., a privately owned company headquartered in California.

The firm offers its employees a 401(k) plan; medical, vision and dental benefits; short-and long-term disability and life insurance.

**FINANCIALS:** Sales and profits are in thousands of dollars—add 000 to get the full amount. 2009 Note: Financial information for 2009 was not available for all companies at press time.

2009 Sales: \$695,236	2009 Profits: \$70,359
2008 Sales: \$735,377	2008 Profits: \$68,043
2007 Sales: \$630,981	2007 Profits: \$63,119
2006 Sales: \$561,589	2006 Profits: \$58,985
2005 Sales: \$472,004	2005 Profits: \$32,456

**U.S. Stock Ticker:** QSFT  
**Int'l Ticker:** Int'l Exchange:  
Employees: 3,477  
Fiscal Year Ends: 12/31  
Parent Company:

**SALARIES/BENEFITS:**

Pension Plan:	ESOP Stock Plan:	Profit Sharing:	Top Exec. Salary: \$1,000,000	Bonus: \$834,115
Savings Plan: Y	Stock Purch. Plan:		Second Exec. Salary: \$735,227	Bonus: \$490,043

**OTHER THOUGHTS:**

**Apparent Women Officers or Directors:** 2  
**Hot Spot for Advancement for Women/Minorities:** Y

**LOCATIONS:** ("Y" = Yes)

West:	Southwest:	Midwest:	Southeast:	Northeast:	International:
Y	Y	Y	Y	Y	Y

**QWEST COMMUNICATIONS INTERNATIONAL INC** www.qwest.com

Industry Group Code: 517110 Ranks within this company's industry group: Sales: 6 Profits: 8

<b>Financial Services:</b> Stock Brokerage: Mortgages/Loans: Banking: Insurance: Credit Cards:	<b>Information:</b> Portal/News: Communities: Search Engine: Financial Data Pub.: Broadcasting/Music:	<b>Technology:</b> Hardware: Software: Specialty Equipment: Distributor:	<b>Services:</b> Payments/Markets: Consulting: Advertising/Mktg.: Outsourcing: Other:	<b>Retailing:</b> Retailer: Auctions: Tickets/Travel: Automobiles:	<b>Telecommunications:</b> Internet Service Provider: Web Site Services: Specialty Telecom:	Y Y Y
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**TYPES OF BUSINESS:**

Local & Long-Distance Telephone Services  
Wireline Products & Services  
Voice Services  
Data & Internet Services

**BRANDS/DIVISIONS/AFFILIATES:****CONTACTS:** *Note: Officers with more than one job title may be intentionally listed here more than once.*

Edward A. Mueller, CEO  
Teresa A. Taylor, COO/Exec. VP  
Joseph J. Euteneuer, CFO/Exec. VP  
Vance Townsend, VP-Mktg.  
Neil E. Cox, Exec. VP-IT  
Rich Baer, Chief Admin. Officer/Exec. VP  
Rich Baer, General Counsel  
Bob Tregemba, Exec. VP-Network Oper.  
Stephanie G. Comfort, Exec. VP-Corp. Strategy  
R. Steven Davis, Sr. VP-Gov't Rel. & Public Policy  
Christopher K. Ancell, Exec. VP-Bus. Markets Group  
Stefan D. Stein, Chief Compliance & Ethics Officer  
Dan Yost, Exec. VP-Mass Markets  
Roland R. Thornton, Exec. VP-Wholesale Markets  
Edward A. Mueller, Chmn.

**Phone:** 303-992-1400 **Fax:** 303-992-1724**Toll-Free:** 800-899-7780**Address:** 1801 California St., Denver, CO 80202 US**FINANCIALS:** Sales and profits are in thousands of dollars—add 000 to get the full amount. 2009 Note: Financial information for 2009 was not available for all companies at press time.

2009 Sales: \$	2009 Profits: \$
2008 Sales: \$13,475,000	2008 Profits: \$681,000
2007 Sales: \$13,778,000	2007 Profits: \$2,917,000
2006 Sales: \$13,923,000	2006 Profits: \$593,000
2005 Sales: \$13,903,000	2005 Profits: \$-779,000

**U.S. Stock Ticker:** Q  
**Int'l Ticker:** Int'l Exchange:  
Employees:  
Fiscal Year Ends: 12/31  
Parent Company:

**SALARIES/BENEFITS:**

Pension Plan: Y	ESOP Stock Plan:	Profit Sharing:	Top Exec. Salary: \$1,200,000	Bonus: \$2,250,000
Savings Plan: Y	Stock Purch. Plan:		Second Exec. Salary: \$654,885	Bonus: \$911,324

**OTHER THOUGHTS:**

**Apparent Women Officers or Directors:** 5  
**Hot Spot for Advancement for Women/Minorities:** Y

**LOCATIONS:** ("Y" = Yes)

West: Y	Southwest: Y	Midwest: Y	Southeast:	Northeast:	International:
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**GROWTH PLANS/SPECIAL FEATURES:**

Qwest Communications International, Inc. is a communications services provider, offering voice, data, Internet and video services and the U.S. and internationally. The company does most of its business within the 14-state region of New Mexico, Colorado, Idaho, Iowa, North Dakota, Oregon, Arizona, Minnesota, Montana, Nebraska, South Dakota, Utah, Washington and Wyoming, collectively referred to as the firm's local service area. Within its local service area, the company's network serves approximately 11.6 million access lines and forms a portion of the public switched telephone network (PSTN). The company operates in three segments: business markets, which includes enterprise and government clients; mass markets, which caters to individuals and small businesses; and wholesale markets, whose customers are other carriers and resellers. All three of these segments offer voice, data and Internet services to their respective markets. Qwest's voice services include local and long-distance voice services, as well as access services provided to other telecommunications companies. The firm's data and Internet services include broadband services, data integration and multi-protocol label switching. Qwest also offers video services, including satellite/cable-based video services and web hosting, through its mass markets segment. The company's data, Internet and video services operations represent the company's fastest growing source of revenue in recent years. Qwest also offers other services, including the sublease of unused real estate within its local service area.

The company offers its employees life, AD&D, disability, medical, dental and vision insurance; a 401(k) plan; a pension plan; paid time off; educational assistance; and an employee assistance program.

**RACKSPACE HOSTING INC**

www.rackspace.com

Industry Group Code: 518210 Ranks within this company's industry group: Sales: 6 Profits: 6

<b>Financial Services:</b> Stock Brokerage: Mortgages/Loans: Banking: Insurance: Credit Cards:	<b>Information:</b> Portal/News: Communities: Search Engine: Financial Data Pub.: Broadcasting/Music:	<b>Technology:</b> Hardware: Software: Specialty Equipment: Distributor:	<b>Services:</b> Payments/Markets: Consulting: Advertising/Mktg.: Outsourcing: Other:	<b>Retailing:</b> Retailer: Auctions: Tickets/Travel: Automobiles:	<b>Telecommunications:</b> Internet Service Provider: Web Site Services: Specialty Telecom:
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**TYPES OF BUSINESS:**

Web Hosting Services

**BRANDS/DIVISIONS/AFFILIATES:**

Cloud Servers  
Cloud Files  
Cloud Sites  
Rackspace Cloud Drive

**CONTACTS:** *Note: Officers with more than one job title may be intentionally listed here more than once.*

Lanham Napier, CEO  
Mark Roenigk, COO  
Lanham Napier, Pres.  
Bruce R. Knooihuizen, CFO/VP/Treas.  
Jim Lewandowski, Sr. VP-Worldwide Sales  
Wayne Roberts, VP-Human Resources  
John Engates, CTO  
Klee Kleber, VP-Prod. & Mktg.  
Alan Schoenbaum, General Counsel/Sr. VP/Sec.  
Troy Toman, VP-Oper.  
Lew Moorman, Chief Strategy Officer  
Jason Luce, Contact-Investor Rel.  
Jason Luce, VP-Finance  
John Lionato, Sr. VP-Customer Support  
Frederick Mendler, VP-Fanatical Support, Managed  
Lew Moorman, Pres., The Rackspace Cloud  
Graham Weston, Chmn.  
Brian Thomson, Managing Dir.-EMEA

Phone: 210-312-4000 Fax: 210-312-4300

Toll-Free: 800-961-2888

Address: 5000 Walzem Rd., San Antonio, TX 78218 US

**GROWTH PLANS/SPECIAL FEATURES:**

Rackspace Hosting, Inc. specializes in hosting services for businesses, delivering web sites, web-based information technology (IT) systems and computing-as-a-service. It actively offers four service categories: Dedicated Hosting, Cloud Hosting, Cloud Applications and Hybrid Hosting. Dedicated Hosting delivers a customer-specific server, located in secure, business-class data centers and allows customers to have full administrator privileges. Managed Hosting is this division's core service offering. This service manages customers' data centers, network, hardware devices, and operating system software. Dedicated Hosting also offers platform hosting, which provides customers with ordering and provisioning support and is often combined with traditional managed services. Cloud Hosting services assist businesses in running custom applications using the technologies of cloud computing (where applications and files are stored remotely rather than on a user's computer). This division offers Cloud Servers, which allow customers to purchase pieces of virtual servers, load their applications onto the server and pay only for the capacity they use; Cloud Files, which allows customers to purchase storage services by the gigabyte and Cloud Sites, which allows customers to deploy applications to a cluster of servers that will scale processing on demand and as required by the application. Cloud Applications offer email, collaboration and file back-up cloud applications. It currently hosts over 1.6 million paid mailboxes. Hybrid Hosting consists of a suite of services that combine dedicating hosting and cloud computing features. Rackspace serves 70,000 customers in more than 120 countries. The firm has operations in the U.S., the U.K., the Netherlands and Hong Kong. In November 2009, the company launched the Rackspace Cloud Drive, an online file storage system that offers users the ability to store, share, manage, synchronize and protect data.

Employees are offered medical, dental and vision insurance; a 401(k) plan; performance bonuses; and an on-site fitness facility.

**FINANCIALS:** Sales and profits are in thousands of dollars—add 000 to get the full amount. 2009 Note: Financial information for 2009 was not available for all companies at press time.

2009 Sales: \$	2009 Profits: \$
2008 Sales: \$531,933	2008 Profits: \$21,703
2007 Sales: \$362,017	2007 Profits: \$17,829
2006 Sales: \$223,966	2006 Profits: \$19,820
2005 Sales: \$	2005 Profits: \$

**U.S. Stock Ticker: RAX**

Int'l Ticker: Int'l Exchange:

Employees: 2,611

Fiscal Year Ends: 12/31

Parent Company:

**SALARIES/BENEFITS:**

Pension Plan:	ESOP Stock Plan:	Profit Sharing:	Top Exec. Salary: \$345,747	Bonus: \$200,116
Savings Plan: Y	Stock Purch. Plan:		Second Exec. Salary: \$322,468	Bonus: \$138,600

**OTHER THOUGHTS:**

Apparent Women Officers or Directors: 2

Hot Spot for Advancement for Women/Minorities:

**LOCATIONS: ("Y" = Yes)**

West:	Southwest:	Midwest:	Southeast:	Northeast:	International:
	Y				

**RADWARE LTD**

www.radware.com

Industry Group Code: 511210B Ranks within this company's industry group: Sales: 4 Profits: 4

<b>Financial Services:</b> Stock Brokerage: Mortgages/Loans: Banking: Insurance: Credit Cards:	<b>Information:</b> Portal/News: Communities: Search Engine: Financial Data Pub.: Broadcasting/Music:	<b>Technology:</b> Hardware: Software: Specialty Equipment: Distributor:	<b>Services:</b> Payments/Markets: Consulting: Advertising/Mktg.: Outsourcing: Other:	<b>Retailing:</b> Retailer: Auctions: Tickets/Travel: Automobiles:	<b>Telecommunications:</b> Internet Service Provider: Web Site Services: Specialty Telecom:
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**TYPES OF BUSINESS:**

Internet Management Software  
Internet Security Software  
e-Commerce Software  
Connectivity Software

**BRANDS/DIVISIONS/AFFILIATES:**

RAD Group  
APSSolute Suite  
AppDirector  
AppXcel  
DefensePro  
LinkProof/LinkProof Branch  
APSSolute OS  
APSSolute Insite

**CONTACTS:** *Note: Officers with more than one job title may be intentionally listed here more than once.*

Roy Zisapel, CEO  
Ilan Kinreich, COO  
Roy Zisapel, Pres.  
Meir Moshe, CFO  
Sharon Trachtman, VP-Global Mktg.  
Ilana Barak, VP-Global Human Resources  
Amir Peles, CTO  
Yaron Bielous, VP-Prod. Mgmt.  
Udi Abramovic, VP-Global Oper.  
Yossi Vardi, VP-Global Bus. Dev.  
Shlomo Tenenberg, VP-EMEA  
Avi Chesla, VP-Security Prod.  
Christine Aruza, VP-Corp. Mktg.  
Terence Ying, VP-APAC  
Yehuda Zisapel, Chmn.  
Ramesh Barasia, VP-Americas

**Phone:** 972-3-766-8666 **Fax:** 972-3-766-8655**Toll-Free:** 877-236-9807**Address:** 22 Raoul Wallenberg St., Tel Aviv, 69710 Israel**GROWTH PLANS/SPECIAL FEATURES:**

Radware, Ltd. is a leader in integrated application delivery and network security products. Radware is one of several independent companies that operate under the RAD Group. Nearly 10,000 enterprises and carriers worldwide use Radware applications to add security and improve performance of their IP infrastructure. Radware's APSolute Suite provides a complete set of IT infrastructure and security capabilities for application-smart networking to ensure faster, more secure business transactions. The APSolute family includes, among others: AppDirector, which serves as an intelligent application delivery controller for data centers, as well as providing for web compression and Hypertext Transfer Protocol; AppXcel, an application accelerator that provides end-to-end application-smart performance tuning for web-enabled and SSL-based applications; DefensePro intrusion prevention and denial of service products, which protect against worms, bots, viruses, malicious intrusions and denial of service attacks; and LinkProof/LinkProof Branch, an integrated application access solution that combines multi-homing, access control, connectivity management, remote office virtual private network (VPN) and wide area network (WAN) optimization. Additionally, the company offers APSolute OS, a modular operating system built around Radware's core software engines, which embeds common operating logic into each product. The common application management tool that runs across all Radware products is APSolute Insite. APSolute Insite is a unified management tool with an intuitive graphical user interface that provides end-to-end network visibility, control and policy management of all application switching devices. The company also offers a security update service, consisting of immediate and ongoing security updates to protect customers against the latest threats. In March 2009, Radware acquired assets related to Nortel's Layer 4-7 Application Delivery Business. In December 2009, the firm opened a research and development center in India. Radware offers its employees medical, dental and vision coverage, life and disability insurance, flexible spending accounts, an employee assistance program and a 401(k) plan.

**FINANCIALS:** Sales and profits are in thousands of dollars—add 000 to get the full amount. 2009 Note: Financial information for 2009 was not available for all companies at press time.

2009 Sales: \$108,900	2009 Profits: \$-5,900
2008 Sales: \$94,581	2008 Profits: \$-31,022
2007 Sales: \$88,631	2007 Profits: \$-12,011
2006 Sales: \$81,400	2006 Profits: \$-1,300
2005 Sales: \$77,600	2005 Profits: \$9,300

**U.S. Stock Ticker: RDWR****Int'l Ticker: RDWR** Int'l Exchange: Tel Aviv-TASE

Employees: 534

Fiscal Year Ends: 12/31

Parent Company:

**SALARIES/BENEFITS:**

Pension Plan:	ESOP Stock Plan:	Profit Sharing:	Top Exec. Salary: \$	Bonus: \$
Savings Plan: Y	Stock Purch. Plan:		Second Exec. Salary: \$	Bonus: \$

**OTHER THOUGHTS:**

Apparent Women Officers or Directors: 4  
Hot Spot for Advancement for Women/Minorities: Y

**LOCATIONS: ("Y" = Yes)**

West:	Southwest:	Midwest:	Southeast:	Northeast:	International:
				Y	Y

**REALNETWORKS INC**

www.realnetworks.com

Industry Group Code: 511210F Ranks within this company's industry group: Sales: 2 Profits: 2

<b>Financial Services:</b> Stock Brokerage: Mortgages/Loans: Banking: Insurance: Credit Cards:	<b>Information:</b> Portal/News: Communities: Search Engine: Financial Data Pub.: Broadcasting/Music:	<b>Technology:</b> Hardware: Software: Specialty Equipment: Distributor:	<b>Services:</b> Payments/Markets: Consulting: Advertising/Mktg.: Outsourcing: Other:	<b>Retailing:</b> Retailer: Auctions: Tickets/Travel: Automobiles:	<b>Telecommunications:</b> Internet Service Provider: Web Site Services: Specialty Telecom:
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**TYPES OF BUSINESS:**

Digital Media Services  
Computer Software-Streaming Audio & Video  
Online Retail-Digital Media  
Mobile Games  
Mobile Music  
Mobile Video

**BRANDS/DIVISIONS/AFFILIATES:**

RealPlayer  
RadioPass  
Rhapsody  
RealMusic  
RealPlayer Music Store  
Gamehouse  
Atrativa  
Zylom

**CONTACTS:** *Note: Officers with more than one job title may be intentionally listed here more than once.*

Robert Kimball, Acting CEO  
John J. Giamatteo, COO  
Michael Eggers, CFO/Sr. VP  
Savino R. Ferrales, Sr. VP-Human Resources  
Robert Kimball, General Counsel/Corp. Sec.  
Robert Kimball, Exec. VP-Corp. Dev.  
John Barbour, Pres., Game Div.  
Mike Lunsford, Exec. VP-Strategic Ventures  
Robert Glaser, Chmn.

<b>Phone:</b> 206-674-2700	<b>Fax:</b> 206-674-2699
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<b>Toll-Free:</b>
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<b>Address:</b> 2601 Elliott Ave., Ste. 1000, Seattle, WA 98121 US
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**GROWTH PLANS/SPECIAL FEATURES:**

RealNetworks, Inc. is a creator of digital media services and software. The company operates in three segments: music; consumer; and technology products and solutions. The music segment owns and manages a set of digital music products and services designed to provide consumers with broad access to digital music. Music services include Rhapsody, a membership based music service offering unlimited access to a catalog of millions of tracks; RadioPass, an Internet radio subscription services; and RealMusic, an offering to consumers outside the U.S. of Internet radio, music downloads, music news and other music content. Rhapsody is operated by Rhapsody America, a joint venture between the company and MTV Networks. The consumer segment consists of media software and services and games. The division provides technology that facilitates the delivery and consumption of digital media over the Internet. Products include RealPlayer, which enables consumers to discover, play and manage audio and video programming on the Internet; and SuperPass, a subscription service that offers video and digital music and games content, commercial-free Internet radio stations, advanced CD burning and expanded features for the RealPlayer. The games subdivision owns and operates a casual digital games service that includes downloadable and online games products and subscription services focused primarily on gamers for personal computers (PCs) and mobile wireless platforms. RealNetworks develops original content for these services through the game studios Gamehouse, Atrativa and Zylom. The technology products and solutions segment develops and markets software products and services that enable media and communications companies to distribute digital media content to PCs, mobile phones and other non-PC devices. Through WiderThan Co., Ltd., the firm develops digital entertainment services for wireless carriers, such as ringback tones, music-on-demand and video-on-demand services.

RealNetworks offers its employees medical, dental and vision coverage; a 401(k) plan; an employee stock purchase program; commuting subsidies; and charitable matching.

**FINANCIALS:** Sales and profits are in thousands of dollars—add 000 to get the full amount. 2009 Note: Financial information for 2009 was not available for all companies at press time.

2009 Sales: \$	2009 Profits: \$
2008 Sales: \$604,810	2008 Profits: \$-243,878
2007 Sales: \$567,620	2007 Profits: \$48,315
2006 Sales: \$395,261	2006 Profits: \$145,216
2005 Sales: \$325,059	2005 Profits: \$312,345

**U.S. Stock Ticker:** RNWK  
**Int'l Ticker:** Int'l Exchange:  
Employees: 1,774  
Fiscal Year Ends: 12/31  
Parent Company:

**SALARIES/BENEFITS:**

Pension Plan:	ESOP Stock Plan:	Profit Sharing:	Top Exec. Salary: \$420,172	Bonus: \$628,555
Savings Plan: Y	Stock Purch. Plan: Y		Second Exec. Salary: \$336,602	Bonus: \$364,027

**OTHER THOUGHTS:**

**Apparent Women Officers or Directors:**  
**Hot Spot for Advancement for Women/Minorities:**

**LOCATIONS: ("Y" = Yes)**

West: Y	Southwest:	Midwest:	Southeast:	Northeast:	International: Y
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**RED HAT INC**

www.redhat.com

Industry Group Code: 5112101 Ranks within this company's industry group: Sales: 3 Profits: 2

<b>Financial Services:</b> Stock Brokerage: Mortgages/Loans: Banking: Insurance: Credit Cards:	<b>Information:</b> Portal/News: Communities: Search Engine: Financial Data Pub.: Broadcasting/Music:	<b>Technology:</b> Hardware: Software: Specialty Equipment: Distributor:	<b>Services:</b> Payments/Markets: Consulting: Advertising/Mktg.: Outsourcing: Other:	<b>Retailing:</b> Retailer: Auctions: Tickets/Travel: Automobiles:	<b>Telecommunications:</b> Internet Service Provider: Web Site Services: Specialty Telecom:
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**TYPES OF BUSINESS:**

Computer Software-Linux Operating Systems  
Open-Source Software

**BRANDS/DIVISIONS/AFFILIATES:**

Red Hat Linux RHEL 5  
JBoss Enterprise Middleware Suite  
Red Hat Network Satellite  
JBoss Operations Network  
JBoss Enterprise Portal Platform 4.3  
JBoss.org  
JBoss Enterprise Business Rules Management System

**CONTACTS:** *Note: Officers with more than one job title may be intentionally listed here more than once.*

Jim Whitehurst, CEO  
Jim Whitehurst, Pres.  
Charlie Peters, CFO/Exec. VP  
Alex Pinchev, Exec. VP/Pres., Global Sales, Svcs. & Field Mktg.  
DeLisa Alexander, Sr. VP-People & Brand  
Lee Congdon, CIO  
Brian Stevens, CTO  
Paul Cormier, Exec. VP/Pres., Prod. & Tech.  
Brian Stevens, VP-Worldwide Eng.  
Michael Cunningham, General Counsel/Exec. VP  
Nick Van Wyk, VP-Oper./Sr. Transformation Exec.  
Tom Rabon, Exec. VP-Corp. Affairs  
Katrinka McCallum, VP-Mgmt. Solutions Bus.  
Scott Crenshaw, VP-Platform Bus.  
Michael Tiemann, VP-Open Source Affairs  
Craig Muzilla, VP-Middleware Bus.  
Matthew J. Szulik, Chmn.

**Phone:** 919-754-3700      **Fax:** 919-754-3701

**Toll-Free:** 888-733-4281

**Address:** 1801 Varsity Dr., Raleigh, NC 27606 US

**GROWTH PLANS/SPECIAL FEATURES:**

Red Hat, Inc. is a provider of open source software solutions. The firm's solutions include its core enterprise operating system platform Red Hat Enterprise Linux, virtual solutions, the enterprise middleware platform JBoss Enterprise Middleware Suite and other Red Hat enterprise technologies. The company offers a choice of operating system platforms for servers, work stations and desktops that support multiple application areas, including the data center, edge-of-the-network applications, IT infrastructure, corporate desktop and technical/developer workstation. Red Hat Enterprise Linux 5 offers additional technology enhancements, including integrated virtualization. The enterprise middleware platform, JBoss Enterprise Middleware, delivers a suite of middleware products for service-oriented architectures, permitting web-enabled applications to run on open source and other platforms. JBoss Enterprise Middleware provides an application infrastructure for building and deploying distributed applications that are accessible via the Internet, corporate intranets, extranets and virtual private networks. Examples of applications deployed on JBoss include online e-business; hotel and airline reservations; online banking; credit card processing; securities trading; healthcare systems; customer and partner portals; retail and point of sale systems; telecommunications network infrastructure; and grid-based systems. The integrated management services, Red Hat Network Satellite and JBoss Operations Network, permit Red Hat enterprise technologies to be updated and configured and the performance of these and other technologies to be monitored and managed in an automated fashion. The firm's suite of training and other professional service offerings enable enterprise customers to adapt Red Hat's technologies to their needs. In 2009, Red Hat introduced several new products, including JBoss Enterprise Portal Platform 4.3, a standards-based integrated open source platform; Teiid, a data virtualization system project for JBoss.org; and JBoss Enterprise Business Rules Management System, an open source business rules program.

Red Hat offers its employees life, disability, medical, dental and vision insurance; tuition reimbursement; a 401(k) plan; and an employee assistance program.

**FINANCIALS:** Sales and profits are in thousands of dollars—add 000 to get the full amount. 2009 Note: Financial information for 2009 was not available for all companies at press time.

2009 Sales: \$652,572	2009 Profits: \$78,721
2008 Sales: \$523,016	2008 Profits: \$76,667
2007 Sales: \$400,624	2007 Profits: \$59,907
2006 Sales: \$278,330	2006 Profits: \$79,685
2005 Sales: \$196,466	2005 Profits: \$45,426

**U.S. Stock Ticker:** RHT

**Int'l Ticker:** Int'l Exchange:

Employees: 2,800

Fiscal Year Ends: 2/28

Parent Company:

**SALARIES/BENEFITS:**

Pension Plan:	ESOP Stock Plan:	Profit Sharing:	Top Exec. Salary: \$700,000	Bonus: \$595,000
Savings Plan: Y	Stock Purch. Plan:		Second Exec. Salary: \$425,000	Bonus: \$270,938

**OTHER THOUGHTS:**

**Apparent Women Officers or Directors:** 4  
**Hot Spot for Advancement for Women/Minorities:** Y

**LOCATIONS:** ("Y" = Yes)

West:	Southwest:	Midwest:	Southeast:	Northeast:	International:
Y	Y	Y	Y	Y	Y

**REDBACK NETWORKS INC**

www.redback.com

Industry Group Code: 334210 Ranks within this company's industry group: Sales: Profits:

<b>Financial Services:</b> Stock Brokerage: Mortgages/Loans: Banking: Insurance: Credit Cards:	<b>Information:</b> Portal/News: Communities: Search Engine: Financial Data Pub.: Broadcasting/Music:	<b>Technology:</b> Hardware: Software: Specialty Equipment: Distributor:	<b>Services:</b> Payments/Markets: Consulting: Advertising/Mktg.: Outsourcing: Other:	<b>Retailing:</b> Retailer: Auctions: Tickets/Travel: Automobiles:	<b>Telecommunications:</b> Internet Service Provider: Web Site Services: Specialty Telecom:
		Y			Y

**TYPES OF BUSINESS:**

IP Based Services &amp; Communications Networking Equipment

**BRANDS/DIVISIONS/AFFILIATES:**

Ericsson  
SmartEdge  
NetOp Element Manager  
NetOp Policy Manager  
SmartEdge 1200  
SM 480  
SM Series

**CONTACTS:** *Note: Officers with more than one job title may be intentionally listed here more than once.*

Georges Antoun, CEO  
Kevin A. DeNuccio, Pres.  
William J. Sherry, CFO  
Simon Williams, Sr. VP-Mktg.  
Ebrahim Abbasi, Sr. VP-IT  
Rod Couvrey, Sr. VP-Eng.  
William J. Sherry, VP-Admin.  
Ebrahim Abbasi, Sr. VP-Oper. & Customer Svcs.  
Simon Williams, Sr. VP-Strategy  
William J. Sherry, VP-Finance  
Bert Nordberg, Chmn.  
Magnus Almquist, Sr. VP-Worldwide Sales Oper.

**Phone:** 408-750-5000 **Fax:** 408-750-5599**Toll-Free:** 866-727-5400**Address:** 100 Headquarters Dr., San Jose, CA 95134-1362 US**GROWTH PLANS/SPECIAL FEATURES:**

Redback Networks, Inc., a wholly-owned subsidiary of Telefon AB LM Ericsson, designs, develops and markets networking solutions of Internet protocol- (IP) based services and communications. Redback's SmartEdge products enable carriers and service providers to rapidly deploy broadband Internet access, IP video and online gaming. The SmartEdge Portfolio is comprised of a number of hardware and software products such as Ethernet aggregation; IP edge routing, which is used by service providers aggregating subscriber traffic coming from DSLAM, Fiber node, Cable Head-end or wireless station and then associate individual subscribers to the appropriate content; and subscriber management, which includes NetOp Element Manager and NetOp Policy Manager. The company offers its services to more than 500 service providers worldwide, including AT&T; Verizon; British Telecom; France Telecom; KPN; Belgacom; Turk Telecom; TeliaSonera; Bezeq; Korea Telecom; Chunghwa Telecom; China Telecom; and China Netcom. The firm markets, distributes and supports its products through worldwide field operations, global partners and regional distribution resellers. In recent news, the company introduced its SM 480, a smart Ethernet switch for fixed and mobile carriers. The product is the first in a family of carrier Ethernet products (the SM Series) with future terabit switching capacity over time, designed to simplify network architectures, lower carrier costs and unify networks for fixed and mobile carriers. The expanded facility will comprise 67,000 square feet of office space, which can accommodate up to 350 employees. In June 2008, the firm launched a new line of carrier Ethernet switches (SM 480).

**FINANCIALS:** Sales and profits are in thousands of dollars—add 000 to get the full amount. 2009 Note: Financial information for 2009 was not available for all companies at press time.

2009 Sales: \$	2009 Profits: \$
2008 Sales: \$	2008 Profits: \$
2007 Sales: \$	2007 Profits: \$
2006 Sales: \$	2006 Profits: \$
2005 Sales: \$153,260	2005 Profits: \$-21,757

**U.S. Stock Ticker:** Subsidiary

Int'l Ticker: Int'l Exchange:

Employees:

Fiscal Year Ends:

Parent Company: TELEFON AB LM ERICSSON (ERICSSON)

**SALARIES/BENEFITS:**

Pension Plan:	ESOP Stock Plan:	Profit Sharing:	Top Exec. Salary: \$	Bonus: \$
Savings Plan:	Stock Purch. Plan:		Second Exec. Salary: \$	Bonus: \$

**OTHER THOUGHTS:**

Apparent Women Officers or Directors:

Hot Spot for Advancement for Women/Minorities:

**LOCATIONS:** ("Y" = Yes)

West: Y	Southwest:	Midwest:	Southeast:	Northeast:	International: Y
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**REDENVELOPE INC**

www.redenvelope.com

Industry Group Code: 453220E Ranks within this company's industry group: Sales: Profits:

<b>Financial Services:</b> Stock Brokerage: Mortgages/Loans: Banking: Insurance: Credit Cards:	<b>Information:</b> Portal/News: Communities: Search Engine: Financial Data Pub.: Broadcasting/Music:	<b>Technology:</b> Hardware: Software: Specialty Equipment: Distributor:	<b>Services:</b> Payments/Markets: Consulting: Advertising/Mktg.: Outsourcing: Other:	<b>Retailing:</b> Retailer: Auctions: Tickets/Travel: Automobiles:	<b>Telecommunications:</b> Internet Service Provider: Web Site Services: Specialty Telecom:
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**TYPES OF BUSINESS:**Online Gift Retail  
Catalog Sales**BRANDS/DIVISIONS/AFFILIATES:**RedEnvelope.com  
Provide Commerce Inc**CONTACTS:** *Note: Officers with more than one job title may be intentionally listed here more than once.*Frank Buettner, COO  
Frank Buettner, Pres.  
Phillip E. Neri, CFO  
Christopher E. Nordquist, General Counsel**Phone:** 415-371-9100 **Fax:** 415-371-1134**Toll-Free:** 877-733-3683**Address:** 149 New Montgomery St., San Francisco, CA 94105  
US**FINANCIALS:** Sales and profits are in thousands of dollars—add 000 to get the full amount. 2009 Note: Financial information for 2009 was not available for all companies at press time.

2009 Sales: \$	2009 Profits: \$
2008 Sales: \$	2008 Profits: \$
2007 Sales: \$121,273	2007 Profits: \$-3,535
2006 Sales: \$113,175	2006 Profits: \$-5,622
2005 Sales: \$101,418	2005 Profits: \$-5,153

**U.S. Stock Ticker:** Subsidiary

Int'l Ticker: Int'l Exchange:

Employees:

Fiscal Year Ends: 3/31

Parent Company: PROVIDE COMMERCE INC

**SALARIES/BENEFITS:**

Pension Plan:	ESOP Stock Plan:	Profit Sharing:	Top Exec. Salary: \$	Bonus: \$
Savings Plan:	Stock Purch. Plan:		Second Exec. Salary: \$	Bonus: \$

**OTHER THOUGHTS:**

Apparent Women Officers or Directors:

Hot Spot for Advancement for Women/Minorities:

**LOCATIONS:** ("Y" = Yes)

West: Y	Southwest:	Midwest: Y	Southeast:	Northeast:	International:
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**GROWTH PLANS/SPECIAL FEATURES:**

RedEnvelope, Inc., a subsidiary of Provide Commerce, Inc., is an online retailer specializing in quick and unique gift ideas for all occasions, and is known for its gift-wrapped products delivered in a red box with a hand-tied ivory ribbon. The company carries approximately 700-750 products, increasing to over 850 products during the holiday shopping season, separated into 12 categories. The firm's core product categories include jewelry, home, men's and women's accessories and new baby gifts. In addition, customers can register for a gift reminder service, sign up to receive e-mail promotions, view order histories and request a catalog. The RedEnvelope catalog features gifts for holidays and special occasions in addition to its standard list of items. Each catalogue features roughly 150-200 products, increasing to 260 during the holiday shopping season. Most orders are filled through the firm's warehouse and fulfillment facility in Ohio.



**REED ELSEVIER GROUP PLC**

www.reed-elsevier.com

Industry Group Code: 511140 Ranks within this company's industry group: Sales: 1 Profits: 1

<b>Financial Services:</b> Stock Brokerage: Mortgages/Loans: Banking: Insurance: Credit Cards:	<b>Information:</b> Portal/News: Y Communities: Search Engine: Financial Data Pub.: Broadcasting/Music:	<b>Technology:</b> Hardware: Software: Specialty Equipment: Distributor:	<b>Services:</b> Payments/Markets: Consulting: Advertising/Mktg.: Outsourcing: Other: Y	<b>Retailing:</b> Retailer: Auctions: Tickets/Travel: Automobiles:	<b>Telecommunications:</b> Internet Service Provider: Web Site Services: Specialty Telecom:
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**TYPES OF BUSINESS:**

Online Information Publishing  
Textbooks  
Scientific and Medical Journals  
Business and Trade Magazines  
Legal Databases  
Marketing Support, Lists and Research  
Exhibitions and Trade Shows  
Consulting and Technical Services

**BRANDS/DIVISIONS/AFFILIATES:**

Elsevier  
ChoicePoint Inc  
Elsevier MDL  
LexisNexus Precision Marketing  
Reed Elsevier Group PLC  
ScienceDirect  
Scopus  
Lancet (The)

**CONTACTS:** *Note: Officers with more than one job title may be intentionally listed here more than once.*

Erik Engstrom, CEO  
Mark Armour, CFO  
Ian Fraser, Dir.-Group Human Resources  
Mark Popolano, CTO  
Julian Ashworth, Chief Strategy Officer  
Andrew Prozes, CEO-LexisNexus Group  
Keith Jones, CEO-Reed Business Information  
Mike Rusbridge, Chmn./CEO-Reed Exhibitions  
Keith Jones, CEO-Reed Business Information  
Anthony Habgood, Chmn.  
Youngsuk Chi, Dir.-Global Govt. Affairs

<b>Phone:</b> 44-20-7930-7077	<b>Fax:</b> 44-20-7166-5799
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**Toll-Free:****Address:** 1-3 Strand, London, WC2N 5JR UK**GROWTH PLANS/SPECIAL FEATURES:**

Reed Elsevier Group plc provides students, business executives and professionals with valuable information in the fields of science, medicine, law, education and business, publishing more than 15,000 different journals, books and reference works. The firm also produces over 500 online information sites. Elsevier Science and Technology publishes scientific and technical information through journals and books, in print and electronic media, including ScienceDirect, Scopus, Scirus, CrossFire, Engineering Village and Embase. Elsevier Health Sciences offers a broad range of journals, in both print and electronic media, serving healthcare researchers and practitioners. Brands and imprints include The Lancet, MDConsult, Gray's Anatomy, Evolve, Masson and Mosby's. The LexisNexus unit maintains one of the largest reference databases in the world and is a leading online source for legal matters and public records, with additional resources for news, business information and material for academia. This information is marketed to legal professionals, law firms, universities, corporations and governments. Top products include Accurint, Butterworths, CounselLink and Total Practice Advantage. The Reed Business Information unit includes business magazine, web site and information businesses operating principally in the U.S., the U.K., Europe and Asia. It is one of the world's largest publishers of business-to-business (B2B) magazines and web sites. In addition, it operates Reed Exhibitions, the world's leading international exhibition organizing business. The Reed Elsevier Group plc is equally owned by Reed Elsevier plc and Reed Elsevier NV. In September 2008, the company acquired ChoicePoint Inc. In October 2008, the firm's LexisNexus subsidiary acquired IDEX, Inc. Subsidiary Elsevier acquired the publishing assets of William Andrew, Inc. in January 2009 and, in July 2009, subsidiary Reed Business Information announced plans to sell its travel publishing division to entrepreneur Clive Jacobs.

**FINANCIALS:** Sales and profits are in thousands of dollars—add 000 to get the full amount. 2009 Note: Financial information for 2009 was not available for all companies at press time.

2009 Sales: \$	2009 Profits: \$
2008 Sales: \$8,494,770	2008 Profits: \$1,434,910
2007 Sales: \$9,180,000	2007 Profits: \$1,300,000
2006 Sales: \$10,570,400	2006 Profits: \$1,223,900
2005 Sales: \$8,982,132	2005 Profits: \$806,719

**U.S. Stock Ticker:** Joint Venture**Int'l Ticker:** Int'l Exchange:

Employees: 33,000

Fiscal Year Ends: 12/31

Parent Company: REED ELSEVIER GROUP PLC

**SALARIES/BENEFITS:**

Pension Plan: Y	ESOP Stock Plan:	Profit Sharing:	Top Exec. Salary: \$	Bonus: \$54,000
Savings Plan: Y	Stock Purch. Plan:		Second Exec. Salary: \$	Bonus: \$

**OTHER THOUGHTS:**

Apparent Women Officers or Directors: 2  
Hot Spot for Advancement for Women/Minorities: Y

**LOCATIONS:** ("Y" = Yes)

West: Y	Southwest:	Midwest:	Southeast:	Northeast: Y	International: Y
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**REGISTER.COM INC**

www.register.com

Industry Group Code: 518210 Ranks within this company's industry group: Sales: Profits:

<b>Financial Services:</b> Stock Brokerage: Mortgages/Loans: Banking: Insurance: Credit Cards:	<b>Information:</b> Portal/News: Communities: Search Engine: Financial Data Pub.: Broadcasting/Music:	<b>Technology:</b> Hardware: Software: Specialty Equipment: Distributor:	<b>Services:</b> Payments/Markets: Consulting: Advertising/Mktg.: Outsourcing: Other:	<b>Retailing:</b> Retailer: Auctions: Tickets/Travel: Automobiles:	<b>Telecommunications:</b> Internet Service Provider: Web Site Services: Specialty Telecom:
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**TYPES OF BUSINESS:**

Domain Name Registration Services  
Trademark Search Services  
Internet Site Support Services

**BRANDS/DIVISIONS/AFFILIATES:**

FirstStepSite  
Do-It Myself  
WebSiteNOW!  
Vector Capital  
Build-It-For-Me

**CONTACTS:** *Note: Officers with more than one job title may be intentionally listed here more than once.*

Larry Kutscher, CEO  
Gary Michel, CFO/Exec. VP  
Alexander Ross, Sr. VP-Sales & Svcs.  
Stuart Horowitz, Sr. VP-Human Resources  
Myles Trachtenberg, CIO/Sr. VP  
Roni Jacobson, Exec. VP-Prod.  
Roni Jacobson, General Counsel  
Stuart Horowitz, Sr. VP-Gov't Rel.

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<b>Toll-Free:</b> 888-734-4783
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<b>Address:</b> 575 8th Ave., 11th Fl., New York, NY 10018 US
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**GROWTH PLANS/SPECIAL FEATURES:**

Register.com, Inc. is a leading provider of global domain name registration and other Internet services for small and medium-sized businesses, large corporations and individual consumers. Register.com has over 2.5 million active domain names under management. The company directly registers domain names across the generic Top-Level Domains (TLDs), and the firm has also registered over 240 country code domains (ccTLDs). Register.com offers additional complementary registration products and services including FirstStepSite, which enables customers to create a three-page web site and post it on the Internet. The company also allows users to transfer their previously existing domain name to Register.com. The Private Domain Registration service allows domain owners to keep their personal information private for \$11 annually. The firm offers website forwarding services including a basic version which is included with every domain registration and a premium version costing \$49. Register.com offers email services for both single and multiple users, and include message and attachment storage, email forwarding capabilities and mobile access. Web services offered by Register.com include websiteNOW! And Do-It Myself, which provide customers with the ability to create, host and track traffic on easy-to-build, template-driven, professional-looking web sites. Build-It-For-Me is the company's web building service that employs the use of web design professionals to custom build websites for customers. Customers can also build online stores with the firm's e-commerce applications for businesses, with packages costing \$39.99, \$79.99 and \$199.99 per month. Additionally, Register.com offers hosting packages including overdraft protection, and site restore automatic backup; security services, including encryption protection and marketing services such as search engine optimization and email marketing. Register.com's customer support facility is certified as a J.D. Power and Associates Certified Call Center (one of the first online services company to be recognized for its excellence in customer service). The firm is owned by private equity firm Vector Capital.

**FINANCIALS:** Sales and profits are in thousands of dollars—add 000 to get the full amount. 2009 Note: Financial information for 2009 was not available for all companies at press time.

2009 Sales: \$	2009 Profits: \$
2008 Sales: \$	2008 Profits: \$
2007 Sales: \$62,200	2007 Profits: \$
2006 Sales: \$	2006 Profits: \$
2005 Sales: \$	2005 Profits: \$

**U.S. Stock Ticker:** Private**Int'l Ticker:** Int'l Exchange:

Employees:

Fiscal Year Ends: 12/31

Parent Company: VECTOR CAPITAL

**SALARIES/BENEFITS:**

Pension Plan:	ESOP Stock Plan:	Profit Sharing:	Top Exec. Salary: \$	Bonus: \$129,500
Savings Plan:	Stock Purch. Plan:		Second Exec. Salary: \$	Bonus: \$

**OTHER THOUGHTS:**

Apparent Women Officers or Directors: 1  
Hot Spot for Advancement for Women/Minorities:

**LOCATIONS:** ("Y" = Yes)

West:	Southwest:	Midwest:	Southeast:	Northeast:	International:
				Y	Y

**RESEARCH IN MOTION LTD (RIM)**

www.rim.com

Industry Group Code: 334220 Ranks within this company's industry group: Sales: 1 Profits: 1

<b>Financial Services:</b> Stock Brokerage: Mortgages/Loans: Banking: Insurance: Credit Cards:	<b>Information:</b> Portal/News: Communities: Search Engine: Financial Data Pub.: Broadcasting/Music:	<b>Technology:</b> Hardware: Software: Y Specialty Equipment: Y Distributor:	<b>Services:</b> Payments/Markets: Consulting: Advertising/Mktg.: Outsourcing: Other:	<b>Retailing:</b> Retailer: Auctions: Tickets/Travel: Automobiles:	<b>Telecommunications:</b> Internet Service Provider: Web Site Services: Specialty Telecom: Y
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**TYPES OF BUSINESS:**

Wireless E-Mail Devices  
Wireless Software & Services

**BRANDS/DIVISIONS/AFFILIATES:**

BlackBerry  
BlackBerry Smartphone  
Chalk Media Corp.  
Certicom Corp.  
Hewlett-Packard Co (HP)

**CONTACTS:** *Note: Officers with more than one job title may be intentionally listed here more than once.*

James Balsillie, Co-CEO  
Don Morrison, COO  
Mike Lazaridis, Pres./Co-CEO  
Robin Bienfait, CIO  
David Yach, CTO-Software  
Larry Conlee, COO-Prod. Dev.  
Larry Conlee, COO-Mfg.  
Brian Bidulka, Chief Acct. Officer

**Phone:** 519-888-7465 **Fax:** 519-888-7884

**Toll-Free:**

**Address:** 295 Phillip St., Waterloo, ON N2L 3W8 Canada

**GROWTH PLANS/SPECIAL FEATURES:**

Research In Motion (RIM) is a leading designer, manufacturer and marketer of wireless applications for the worldwide mobile communications market. The company focuses on integrated hardware, software and services that support multiple wireless network standards and provide access to time-sensitive information, including e-mail, phone, text messaging, Internet and intranet applications. This is provided through various offerings, including the BlackBerry wireless platform, the BlackBerry smartphone, the RIM Wireless Handheld product line, software development tools, radio-modems and software and hardware licensing agreements. The BlackBerry wireless system is comprised of wireless handhelds, software and services. The product provides wireless extension of clients' work and personal e-mail accounts, including Microsoft Outlook, IBM Lotus Notes, Novell GroupWise and many Internet service provider (ISP) e-mail services. The BlackBerry subscription base includes approximately 25 million users. BlackBerry service is provided through a combination of the company's network operations center and more than 475 carriers and distribution channels in over 160 countries. RIM technology also allows third-party developers to enhance their handsets with data connectivity solutions using the same wireless architecture and infrastructure as BlackBerry handheld customers. Recently, RIM introduced its BlackBerry products and services in several countries, including Korea, Kuwait, Denmark, Bosnia, Norway, Azerbaijan, Vietnam, Egypt, Cambodia, Malaysia, Ghana, Belgium, Thailand and Serbia. In May 2008, RIM released a comprehensive testing service, the BlackBerry Certification Program, in 135 countries. In September 2008, RIM partnered with TiVo to make the company's live television recording technology available on the BlackBerry platform. In December 2008, the company agreed to acquire Chalk Media Corp., a developer of content delivery applications for the BlackBerry. In March 2009, the firm acquired Certicom Corp., a developer of software and hardware security solutions. In May 2009, RIM and the Hewlett-Packard Company (HP) announced a strategic alliance to provide business mobility services on the BlackBerry platform.

**FINANCIALS:** Sales and profits are in thousands of dollars—add 000 to get the full amount. 2009 Note: Financial information for 2009 was not available for all companies at press time.

2009 Sales: \$11,065,186	2009 Profits: \$1,892,616
2008 Sales: \$6,009,395	2008 Profits: \$1,293,867
2007 Sales: \$3,037,103	2007 Profits: \$631,572
2006 Sales: \$2,065,845	2006 Profits: \$374,656
2005 Sales: \$1,350,447	2005 Profits: \$205,612

**U.S. Stock Ticker: RIMM**

**Int'l Ticker: RIM** Int'l Exchange: Toronto-TSX

Employees: 8,387

Fiscal Year Ends: 2/28

Parent Company:

**SALARIES/BENEFITS:**

Pension Plan:	ESOP Stock Plan:	Profit Sharing:	Top Exec. Salary: \$1,030,551	Bonus: \$1,589,400
Savings Plan:	Stock Purch. Plan:		Second Exec. Salary: \$573,164	Bonus: \$404,414

**OTHER THOUGHTS:**

Apparent Women Officers or Directors: 1  
Hot Spot for Advancement for Women/Minorities:

**LOCATIONS:** ("Y" = Yes)

West:	Southwest:	Midwest:	Southeast:	Northeast:	International:
	Y				Y

**RESPONSYS INC**

www.responsys.com

Industry Group Code: 511210K Ranks within this company's industry group: Sales: Profits:

<b>Financial Services:</b> Stock Brokerage: Mortgages/Loans: Banking: Insurance: Credit Cards:	<b>Information:</b> Portal/News: Communities: Search Engine: Financial Data Pub.: Broadcasting/Music:	<b>Technology:</b> Hardware: Software: Specialty Equipment: Distributor:	<b>Services:</b> Payments/Markets: Consulting: Advertising/Mktg.: Outsourcing: Other:	<b>Retailing:</b> Retailer: Auctions: Tickets/Travel: Automobiles:	<b>Telecommunications:</b> Internet Service Provider: Web Site Services: Specialty Telecom:
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**TYPES OF BUSINESS:**

E-Mail Marketing Software &amp; Services

**BRANDS/DIVISIONS/AFFILIATES:**

Responsys Interact Suite  
Interact Campaign  
Interact Program  
Interact Team  
Interact Insight  
Interact Connect  
Interact API

**CONTACTS:** *Note: Officers with more than one job title may be intentionally listed here more than once.*

Daniel D. Springer, CEO  
Chris Paul, CFO  
Scott Olrich, Chief Mktg. Officer  
Don Smith, CIO  
Antonio Casacuberta, CTO  
Richard Owen, VP-Prod.  
Carole Coplan, General Counsel  
Ed Henrich, VP-Professional & Strategic Svcs.  
Andrew Priest, Chief Customer Officer  
Jeff Lundal, Sr. VP-Worldwide Sales  
Jerome McLaughlin, VP-Service Solutions  
Robert Stanley, Sr. VP/Managing Dir.-APAC  
John Nugent, VP/Gen. Mgr.-EMEA

**Phone:** 650-745-1700 **Fax:** 650-745-1701**Toll-Free:** 888-219-7150**Address:** 900 Cherry Ave., 5th Fl., San Bruno, CA 94066 US**FINANCIALS:** Sales and profits are in thousands of dollars—add 000 to get the full amount. 2009 Note: Financial information for 2009 was not available for all companies at press time.

2009 Sales: \$	2009 Profits: \$	<b>U.S. Stock Ticker: Private</b> <b>Int'l Ticker:</b> Int'l Exchange: Employees: Fiscal Year Ends: 12/31 Parent Company:
2008 Sales: \$	2008 Profits: \$	
2007 Sales: \$16,700	2007 Profits: \$	
2006 Sales: \$	2006 Profits: \$	
2005 Sales: \$	2005 Profits: \$	

**SALARIES/BENEFITS:**

Pension Plan:	ESOP Stock Plan:	Profit Sharing:	Top Exec. Salary: \$	Bonus: \$
Savings Plan:	Stock Purch. Plan:		Second Exec. Salary: \$	Bonus: \$

**OTHER THOUGHTS:**

Apparent Women Officers or Directors: 1  
Hot Spot for Advancement for Women/Minorities:

**LOCATIONS:** ("Y" = Yes)

West: Y	Southwest:	Midwest: Y	Southeast:	Northeast: Y	International: Y
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**GROWTH PLANS/SPECIAL FEATURES:**

Responsys, Inc. provides e-mail marketing software under the Responsys Interact brand name. The company's suite of products and services integrates with customer relationship management applications, data warehouse and call center systems. The company's primary product is the Responsys Interact Suite software that consists of the Interact Campaign, which creates e-mail marketing campaigns; Interact Program that helps facilitate customer dialogue and interaction; Interact Team, which assists in project collaboration; Interact Insight is a marketing analytics program; Interact Connect helps to automate data transfers; and Interact API creates customized client solutions. After installing its software, the firm can host and manage an e-mail, direct mail or mobile messaging campaign for its clients or teach them how to manage their own. The firm's e-mail campaigns usually start by tracking a user's web site experience and then sending them appropriate marketing e-mails. The company's e-mail marketing software can also be used to keep in contact with existing customers. Responsys has office locations throughout the U.S with additional international offices located in Singapore, Sydney and London.

**RETAIL DECISIONS PLC**

www.redplc.com

Industry Group Code: 522320 Ranks within this company's industry group: Sales: Profits:

<b>Financial Services:</b> Stock Brokerage: Mortgages/Loans: Banking: Insurance: Credit Cards:	<b>Information:</b> Portal/News: Communities: Search Engine: Financial Data Pub.: Broadcasting/Music:	<b>Technology:</b> Hardware: Software: Specialty Equipment: Distributor:	<b>Services:</b> Payments/Markets: Consulting: Advertising/Mktg.: Outsourcing: Other:	<b>Retailing:</b> Retailer: Auctions: Tickets/Travel: Automobiles:	<b>Telecommunications:</b> Internet Service Provider: Web Site Services: Specialty Telecom:
		Y	Y Y Y Y		

**TYPES OF BUSINESS:**

Credit Card & Online Transaction Processing  
Technology Consulting Services  
Fraud Prevention Services  
Database Risk Management Services

**BRANDS/DIVISIONS/AFFILIATES:**

ReD  
ReD Shield  
PRISM  
Hot Card File  
Motorcharge  
ReD Bunker  
ReD1 Gateway

**CONTACTS:** *Note: Officers with more than one job title may be intentionally listed here more than once.*

Carl Clump, CEO  
Clive Drysdale, Dir.-Group Finance  
Nick Walker, Dir.-Bus. Dev.  
Paul Avery, Gen. Mgr.-ReD Fuel Cards Europe  
Mark Goldspink, Managing Dir.-ReD Merchant Svcs.  
David Howell, Managing Dir.-ReD Fuel Cards Australia  
Sue Hando, Managing Dir.-ReD Prepaid Cards Australia

**Phone:** 44-1483-728-700 **Fax:** 44-1483-488-895

**Toll-Free:**

**Address:** Red House, Brookwood, Surrey GU24 0BL UK

**FINANCIALS:** Sales and profits are in thousands of dollars—add 000 to get the full amount. 2009 Note: Financial information for 2009 was not available for all companies at press time.

2009 Sales: \$	2009 Profits: \$
2008 Sales: \$	2008 Profits: \$
2007 Sales: \$	2007 Profits: \$
2006 Sales: \$	2006 Profits: \$
2005 Sales: \$101,224	2005 Profits: \$10,274

**U.S. Stock Ticker:**

**Int'l Ticker:** RTD Int'l Exchange: London-LSE  
Employees:  
Fiscal Year Ends: 12/31  
Parent Company:

**SALARIES/BENEFITS:**

Pension Plan:	ESOP Stock Plan:	Profit Sharing:	Top Exec. Salary: \$	Bonus: \$
Savings Plan:	Stock Purch. Plan:		Second Exec. Salary: \$	Bonus: \$

**OTHER THOUGHTS:**

Apparent Women Officers or Directors: 1  
Hot Spot for Advancement for Women/Minorities:

**LOCATIONS:** ("Y" = Yes)

West:	Southwest:	Midwest:	Southeast:	Northeast:	International:
				Y	Y

**GROWTH PLANS/SPECIAL FEATURES:**

Retail Decisions plc (ReD) is a payment card issuer and a card fraud prevention and payment processing firm. The company's fraud prevention products include: ReD Shield, a card-not-present monitoring and detection platform that protects online retailers against credit card fraud and fines from credit card associations; PRISM risk management solution suite, a range of software that identifies the fraudulent use of credit cards before either the owner or issuer has registered the card as lost or stolen; Hot Card File, a U.K. database of more than 5 million lost or stolen cards; and check fraud screening. ReD's fuel cards include Motorpass (which helps businesses monitor and control business vehicle expenses), Motorcharge, ReD account card, ReD UK diesel card and Pan-European card. The firm's payment products include CardExpress, which provides fraud prevention, transaction and card services for retailers; and ReD1 Gateway, a 24-hour CNP payment processing center. The firm also offers gift cards, refund cards, insurance cards, electronic prepaid vouchers and support services. Headquartered in the U.K., the company has operations throughout Europe and in Australia, South Africa and the U.S. The firm also has commercial partners in Japan, India and South America.

**RETURNPATH INC**

www.returnpath.biz

Industry Group Code: 541810E Ranks within this company's industry group: Sales: Profits:

<b>Financial Services:</b> Stock Brokerage: Mortgages/Loans: Banking: Insurance: Credit Cards:	<b>Information:</b> Portal/News: Communities: Search Engine: Financial Data Pub.: Broadcasting/Music:	<b>Technology:</b> Hardware: Software: Specialty Equipment: Distributor:	<b>Services:</b> Payments/Markets: Consulting: Advertising/Mktg.: Outsourcing: Other:	<b>Retailing:</b> Retailer: Auctions: Tickets/Travel: Automobiles:	<b>Telecommunications:</b> Internet Service Provider: Web Site Services: Specialty Telecom:
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**TYPES OF BUSINESS:**

Direct Marketing-E-Mail  
Marketing-Opt-In E-Mail Lists  
Technology Services

**BRANDS/DIVISIONS/AFFILIATES:**

SenderScore.org  
Sender Score Reputation Data  
Mailbox Monitor  
Blacklist Alert  
Postmaster WebLeads  
Postmaster Network  
Postmaster Direct  
Postmaster Feeds

**CONTACTS:** *Note: Officers with more than one job title may be intentionally listed here more than once.*

Matt Blumberg, CEO  
Jack Sinclair, COO  
Geirge Bilbrey, Pres.  
Jack Sinclair, CFO  
Anita Absey, VP-Sales & Mktg.  
Angela Baldonero, Sr. VP-People  
Andy Sautins, CTO  
Tom Bartel, Chief Privacy Officer/VP-Receiver & Certification  
Matt Blumberg, Chmn.

**Phone:** 212-905-5500      **Fax:** 212-905-5501

**Toll-Free:**

**Address:** 304 Park Ave. S., 7th Fl., New York, NY 10010 US

**GROWTH PLANS/SPECIAL FEATURES:**

Return Path, Inc. provides e-mail digital marketing services to Fortune 500 firms, online retailers, publishers, market researchers and catalogers. SenderScore.org is the company's email reputation service that is available free of charge. This service gathers information from 60 million mailboxes from ISP's spam filtering and security companies. Sender Score Reputation Data allows ISPs, network operators and email senders to not only see how they compare to other ISPs and e-mail receivers and but also how their program is viewed by e-mail receivers and what can be changed to improve. Sender Score also helps network operators appropriately respond to spam. The company's Mailbox Monitor keeps track of senders' e-mail campaigns and lets senders know the status of their campaigns' inbox delivery. Mailbox Monitor covers over 150 domains in the U.S., Canada, Europe, Latin America and Asia Pacific. The Blacklist Alert lets senders know if their outbound mail server IP addresses appear on any of the 180 different blacklists that the program tracks. The firm has a certification program that covers over 1.3 billion mailboxes all over the world. It offers both a safe list and a certified list. The safe list is made up of safe enterprises defined by their business practices and authenticated servers, and lets receivers know that these list members do not engage in phishing scams, virus delivery or other malicious activity. The certified list focuses on eliminating enterprises with false positive rates. Return Path's Postmaster Network provides demographics, interest-specific information and subscribers; past behavior through Postmaster Direct; a lead generation network through Postmaster WebLeads; and real time advertising opportunities through Postmaster Feeds.

Employees are offered medical, dental and vision insurance; flexible spending accounts; a 401(k) plan; life insurance; disability coverage; gym membership reimbursement; and referral bonuses.

**FINANCIALS:** Sales and profits are in thousands of dollars—add 000 to get the full amount. 2009 Note: Financial information for 2009 was not available for all companies at press time.

2009 Sales: \$	2009 Profits: \$
2008 Sales: \$	2008 Profits: \$
2007 Sales: \$	2007 Profits: \$
2006 Sales: \$	2006 Profits: \$
2005 Sales: \$	2005 Profits: \$

**U.S. Stock Ticker:** Private  
**Int'l Ticker:** Int'l Exchange:  
Employees:  
Fiscal Year Ends: 12/31  
Parent Company:

**SALARIES/BENEFITS:**

Pension Plan:	ESOP Stock Plan:	Profit Sharing:	Top Exec. Salary: \$	Bonus: \$60,000
Savings Plan: Y	Stock Purch. Plan:		Second Exec. Salary: \$	Bonus: \$

**OTHER THOUGHTS:**

Apparent Women Officers or Directors: 2  
Hot Spot for Advancement for Women/Minorities: Y

**LOCATIONS:** ("Y" = Yes)

West:	Southwest:	Midwest:	Southeast:	Northeast:	International:
Y				Y	Y

**RIGHTNOW TECHNOLOGIES INC**

www.rightnow.com

Industry Group Code: 511210K Ranks within this company's industry group: Sales: 3 Profits: 4

<b>Financial Services:</b> Stock Brokerage: Mortgages/Loans: Banking: Insurance: Credit Cards:	<b>Information:</b> Portal/News: Communities: Search Engine: Financial Data Pub.: Broadcasting/Music:	<b>Technology:</b> Hardware: Software: Specialty Equipment: Distributor:	<b>Services:</b> Payments/Markets: Consulting: Advertising/Mktg.: Outsourcing: Other:	<b>Retailing:</b> Retailer: Auctions: Tickets/Travel: Automobiles:	<b>Telecommunications:</b> Internet Service Provider: Web Site Services: Specialty Telecom:
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**TYPES OF BUSINESS:**

Software-Customer Relationship Management  
Sales & Marketing Software  
Professional Services

**BRANDS/DIVISIONS/AFFILIATES:**

RightNow Service  
RightNow Sales  
RightNow Marketing  
RightNow Feedback  
RightNow Voice  
RightNow Analytics  
RightNow CX

**CONTACTS:** *Note: Officers with more than one job title may be intentionally listed here more than once.*

Greg R. Gianforte, CEO  
Susan Carstensen, COO  
Jeff Davison, CFO  
Jason Mittelstaedt, Chief Mktg. Officer  
Laef Olson, CIO  
Mike A. Myer, CTO  
Mike A. Myer, VP-Prod. Dev.  
Alan A. Rassaby, General Counsel/Corp. Sec.  
Jeff Davison, Treas.  
Steve Daines, VP/Gen. Mgr.-APAC  
Alan A. Rassaby, VP-Legal & Risk Mgmt.  
Marcus Bragg, VP/Gen. Mgr.-Americas  
Greg R. Gianforte, Chmn.  
Joseph Brown, VP/Gen. Mgr.-EMEA

<b>Phone:</b> 406-522-4200	<b>Fax:</b> 406-522-4227
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<b>Toll-Free:</b> 877-363-5678
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<b>Address:</b> 136 Enterprise Blvd., Bozeman, MT 59718-9300 US
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**GROWTH PLANS/SPECIAL FEATURES:**

RightNow Technologies, Inc. is a major provider of on-demand customer relationship management (CRM) products and professional services that help organizations of all sizes build customer-focused businesses. RightNow's technology enables an organization's service, marketing and sales personnel to leverage a common application platform for phone, e-mail and chat functions. Additionally, through its on-demand delivery approach, RightNow's is able to reduce the complexity associated with traditional on-premise solutions and offer its products at lower prices than competitors. Products are designed to integrate with traditional enterprise applications, and are available in 33 languages and dialects. The firm's CRM products include six branded lines. RightNow Service, which generates between 80-90% of the company's software, hosting and support revenues, is a multi-channel product that handles customer interactions in both traditional and online channels. RightNow Sales, a sales automation solution, maximizes sales efficiency and productivity. RightNow Marketing reduces the complexity of marketing campaign administration. RightNow Voice offers businesses voice automation services such as call routing, survey tools and customer self-service options. RightNow Feedback increases a firm's real-time customer feedback capture and response options. Lastly, RightNow Analytics offers service, sales, marketing and feedback analytics tools. The firm's professional services consist of business process optimization, integration services, customer development consultations and customer relations training for contact center staff. The company serves approximately 1,900 corporate customers worldwide, including firms in the following industries and sectors: travel and hospitality; telecommunications; retail and consumer goods; hi-tech; finance; education; civilian and defense agencies of the U.S. Federal Government; and U.S. and foreign state and local governments. Besides its several U.S. offices, the company has international locations in China, Taiwan, Australia, Japan, Canada, the U.K., Holland and Germany. In October 2009, the firm introduced RightNow CX, a suite aimed at aiding organizations to offer Internet, contact center and social customer experiences.

**FINANCIALS:** Sales and profits are in thousands of dollars—add 000 to get the full amount. 2009 Note: Financial information for 2009 was not available for all companies at press time.

2009 Sales: \$152,700	2009 Profits: \$5,900
2008 Sales: \$140,400	2008 Profits: \$-7,300
2007 Sales: \$112,077	2007 Profits: \$-18,641
2006 Sales: \$110,388	2006 Profits: \$-5,008
2005 Sales: \$87,148	2005 Profits: \$7,693

**U.S. Stock Ticker:** RNOW

Int'l Ticker: Int'l Exchange:

Employees:

Fiscal Year Ends: 12/31

Parent Company:

**SALARIES/BENEFITS:**

Pension Plan:	ESOP Stock Plan:	Profit Sharing:	Top Exec. Salary: \$326,586	Bonus: \$104,069
Savings Plan: Y	Stock Purch. Plan:		Second Exec. Salary: \$325,000	Bonus: \$160,498

**OTHER THOUGHTS:**

Apparent Women Officers or Directors: 1  
Hot Spot for Advancement for Women/Minorities: Y

**LOCATIONS:** ("Y" = Yes)

West:	Southwest:	Midwest:	Southeast:	Northeast:	International:
Y	Y	Y		Y	Y

**ROGERS COMMUNICATIONS INC**

www.rogers.com

Industry Group Code: 517110 Ranks within this company's industry group: Sales: 8 Profits: 3

<b>Financial Services:</b> Stock Brokerage: Mortgages/Loans: Banking: Insurance: Credit Cards:	<b>Information:</b> Portal/News: Communities: Search Engine: Financial Data Pub.: Broadcasting/Music:	<b>Technology:</b> Hardware: Software: Specialty Equipment: Distributor:	<b>Services:</b> Payments/Markets: Consulting: Advertising/Mktg.: Outsourcing: Other:	<b>Retailing:</b> Retailer: Auctions: Tickets/Travel: Automobiles:	<b>Telecommunications:</b> Internet Service Provider: Web Site Services: Specialty Telecom:
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**TYPES OF BUSINESS:**

Cable TV Service  
Internet Service Provider  
Cellular Phone Service  
Video Stores  
Television Broadcasting  
Magazine Publishing  
Radio Stations  
Telephone Service

**BRANDS/DIVISIONS/AFFILIATES:**

Rogers Telecom Holdings Inc  
Rogers Wireless Communications Inc  
Rogers Cable Inc  
Toronto Blue Jays  
Rogers Centre  
Rogers Video  
Aurora Cable TV Limited  
Outdoor Life Network

**CONTACTS:** *Note: Officers with more than one job title may be intentionally listed here more than once.*

Nadir Mohamed, CEO  
Nadir Mohamed, Pres.  
William W. Linton, CFO/Sr. VP-Finance  
Kevin P. Pennington, Chief Human Resources Officer/Sr. VP  
Jerry Brace, Sr. VP-IT  
Robert F. Berner, CTO/VP  
David P. Miller, General Counsel/Sr. VP/Sec.  
Melinda M. Rogers, Sr. VP-Strategy & Dev.  
Alan D. Horn, Pres./CEO-Rogers Telecommunications, Ltd.  
Anthony P. Viner, Sr. VP-Media/Pres., Rogers Media, Inc.  
Robert Bruce, Sr. VP-Comm. Group/Pres., Rogers Wireless, Inc.  
Alan D. Horn, Chmn.

<b>Phone:</b> 416-935-3525	<b>Fax:</b> 416-935-3597
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**Toll-Free:**

<b>Address:</b> 333 Bloor St. E., 10th Fl., Toronto, ON M4W 1G9 Canada
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**GROWTH PLANS/SPECIAL FEATURES:**

Rogers Communications, Inc. is a Canadian company engaged in a wide variety of television, broadband, cellular telephone and publishing businesses. Rogers conducts business via three subsidiaries: Rogers Wireless, Inc.; Rogers Cable Communications, Inc.; and Rogers Media, Inc. Rogers Wireless is one of Canada's largest wireless voice and data communications service providers, serving nearly 8 million customers. The company provides coverage to approximately 94% of Canada's population. Rogers Cable is one of Canada's largest cable television service providers, with a territory covering approximately 3.5 million homes in Ontario, New Brunswick, Newfoundland and Labrador. Its services include cable television, digital cable, high-definition television, video-on-demand and high-speed Internet. The cable division also operates approximately 450 retail stores, some selling wireless products and some operating under the Rogers Video brand, Canada's second largest chain of video stores. Rogers Media is composed of Rogers Broadcasting and Rogers Publishing. Rogers Broadcasting operates 52 radio stations throughout Canada, as well as multiple television stations, including The Shopping Channel and The Biography Channel Canada. In addition, the firm owns the Toronto Blue Jays baseball team, the Rogers Centre stadium (home to the Blue Jays and the Toronto Argonauts football team) and a 50% stake in Dome Productions, a mobile production and distribution joint venture. Rogers Publishing is one of Canada's largest magazine publishers, producing approximately 70 consumer magazines and trade publications. In April 2008, Rogers acquired Vancouver-area multicultural television station channel m from Multivan Broadcast Corporation. In June 2008, the firm acquired Aurora Cable TV Limited, and in July 2008 it acquired the remaining two-thirds of Outdoor Life Network (OLN) which it did not already own.

Rogers offers its employees a pension plan; medical and dental coverage; education assistance; service recognition awards; family assistance programs; and product discounts.

**FINANCIALS:** Sales and profits are in thousands of dollars—add 000 to get the full amount. 2009 Note: Financial information for 2009 was not available for all companies at press time.

2009 Sales: \$	2009 Profits: \$
2008 Sales: \$10,330,500	2008 Profits: \$3,700,210
2007 Sales: \$10,200,000	2007 Profits: \$640,000
2006 Sales: \$7,583,888	2006 Profits: \$669,318
2005 Sales: \$6,419,688	2005 Profits: \$-268,207

**U.S. Stock Ticker: RCI**

Int'l Ticker: RCI.B Int'l Exchange: Toronto-TSX

Employees:

Fiscal Year Ends: 12/31

Parent Company:

**SALARIES/BENEFITS:**

Pension Plan: Y	ESOP Stock Plan:	Profit Sharing:	Top Exec. Salary: \$1,313,152	Bonus: \$1,969,729
Savings Plan:	Stock Purch. Plan:		Second Exec. Salary: \$704,308	Bonus: \$882,797

**OTHER THOUGHTS:**

Apparent Women Officers or Directors: 4  
Hot Spot for Advancement for Women/Minorities: Y

**LOCATIONS:** ("Y" = Yes)

West:	Southwest:	Midwest:	Southeast:	Northeast:	International:
					Y



**ROGUE WAVE SOFTWARE INC**

www.roguewave.com

Industry Group Code: 5112101 Ranks within this company's industry group: Sales: Profits:

<b>Financial Services:</b> Stock Brokerage: Mortgages/Loans: Banking: Insurance: Credit Cards:	<b>Information:</b> Portal/News: Communities: Search Engine: Financial Data Pub.: Broadcasting/Music:	<b>Technology:</b> Hardware: Software: Specialty Equipment: Distributor:	<b>Services:</b> Payments/Markets: Consulting: Advertising/Mktg.: Outsourcing: Other:	<b>Retailing:</b> Retailer: Auctions: Tickets/Travel: Automobiles:	<b>Telecommunications:</b> Internet Service Provider: Web Site Services: Specialty Telecom:
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**TYPES OF BUSINESS:**

Software-Java-Based & C++  
XML-Based Software  
Terminal Emulation  
GUI Application Development Software  
Support Services  
Application Consulting  
Open Source Software

**BRANDS/DIVISIONS/AFFILIATES:**

Visual Numerics, Inc.  
TotalView Technologies, Inc.  
Hydra Suite  
SourcePro C++  
Stingray Studio

**CONTACTS:** *Note: Officers with more than one job title may be intentionally listed here more than once.*

Brian Pierce, CEO  
Steve McGee, CFO  
Tom Gaunt, Sr. VP-Sales  
Mark Jones, VP-R&D  
Mark Jones, VP-IT  
Sean Fitzgerald, CTO  
Sean Fitzgerald, Sr. VP-Eng.  
Scott Lasica, VP-Technical Sales Worldwide  
Mike Bundred, VP-Sales, EMEA

**Phone:** 303-473-9118 **Fax:** 303-473-9137**Toll-Free:** 800-487-3217**Address:** 5500 Flatiron Pkwy., Ste. 200, Boulder, CO 80301 US**GROWTH PLANS/SPECIAL FEATURES:**

Rogue Wave Software, Inc. provides software applications that use object-oriented component technology, particularly C++ and Java. The company offers software components for building distributed client-server, intranet and Internet applications that scale to the enterprise, honor legacy investments and are highly customizable. Rogue Wave also provides customers with proven object-oriented development technology so that they can better apply the principles of the software to their own software development efforts. The company's products are marketed to professional programmers in all industrial segments through multiple distribution channels and are designed to enable customers to tailor-make useful applications quickly. The products are also designed to support a broad range of development environments and methodologies. Products offered by the company include the Hydra Suite, a trio of software applications that work together to deliver service-oriented architecture (SOA) frameworks for improving enterprise applications through parallel processing; Stingray Studio GUI application development software; and SourcePro C++, for comprehensive and elemental C++ application development. In addition, the company offers consulting services for all matters pertinent to its software, such as porting, company-specific service-oriented architecture (SOA) design, platform and database migrations and performance enhancements. Rogue Wave provides telephone, e-mail, fax and Internet-based customer support for all of its products and services. In May 2009, the company acquired Visual Numerics, Inc., which specializes in numerical and visual analytics software. In January 2010, the firm acquired TotalView Technologies, Inc., which produces software built to provide memory analysis and advanced code debugging.

**FINANCIALS:** Sales and profits are in thousands of dollars—add 000 to get the full amount. 2009 Note: Financial information for 2009 was not available for all companies at press time.

2009 Sales: \$  
2008 Sales: \$  
2007 Sales: \$15,800  
2006 Sales: \$  
2005 Sales: \$

2009 Profits: \$  
2008 Profits: \$  
2007 Profits: \$  
2006 Profits: \$  
2005 Profits: \$

**U.S. Stock Ticker:** Private  
**Int'l Ticker:** Int'l Exchange:  
Employees:  
Fiscal Year Ends: 12/31  
Parent Company:

**SALARIES/BENEFITS:**

Pension Plan: ESOP Stock Plan: Profit Sharing: Top Exec. Salary: \$ Bonus: \$100,000  
Savings Plan: Stock Purch. Plan: Second Exec. Salary: \$ Bonus: \$

**OTHER THOUGHTS:**

**Apparent Women Officers or Directors:**  
**Hot Spot for Advancement for Women/Minorities:**

**LOCATIONS:** ("Y" = Yes)

West:	Southwest:	Midwest:	Southeast:	Northeast:	International:
Y					Y

**RSA SECURITY INC**

www.rsa.com

Industry Group Code: 511210E Ranks within this company's industry group: Sales: Profits:

<b>Financial Services:</b> Stock Brokerage: Mortgages/Loans: Banking: Insurance: Credit Cards:	<b>Information:</b> Portal/News: Communities: Search Engine: Financial Data Pub.: Broadcasting/Music:	<b>Technology:</b> Hardware: Software: Specialty Equipment: Distributor:	<b>Services:</b> Payments/Markets: Consulting: Advertising/Mktg.: Outsourcing: Other:	<b>Retailing:</b> Retailer: Auctions: Tickets/Travel: Automobiles:	<b>Telecommunications:</b> Internet Service Provider: Web Site Services: Specialty Telecom:
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**TYPES OF BUSINESS:**

Computer Software-Security  
Data Encryption Tools  
Web Access Management Products

**BRANDS/DIVISIONS/AFFILIATES:**

EMC Corporation  
RSA Authentication Manager  
RSA BSAFE  
RSA Certificate Manager  
RSA Access Manager  
RSA SecurID Token  
RSA Data Security System  
RSA Data Loss Prevention Suite

**CONTACTS:** *Note: Officers with more than one job title may be intentionally listed here more than once.*

Arthur W. Coviello, Jr., Pres.  
Thomas P. Heiser, Sr. VP-Mktg. & Sales  
Bret Hartman, CTO  
Christopher Young, Sr. VP-Prod.  
Mark Quigley, Sr. VP-Oper.  
James Bandanza, Sr. VP-Worldwide Sales & Field Oper.  
Arthur W. Coviello, Jr., Exec. VP-EMC  
Tom Corn, VP-Prod. Mktg.  
Bill Taylor, Sr. Dir.- Global Channels & Alliances  
Osamu Yamano, Pres., RSA Japan

<b>Phone:</b> 781-515-5000	<b>Fax:</b> 781-515-5010
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<b>Toll-Free:</b> 800-495-1095
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<b>Address:</b> 174 Middlesex Turnpike, Bedford, MA 01730 US
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**GROWTH PLANS/SPECIAL FEATURES:**

RSA Security, Inc., a subsidiary of EMC Corporation, is a provider of e-business security solutions in the telecommunications, pharmaceutical, financial and health care industries. RSA also caters to academic institutions, research laboratories and government organizations. The firm's secure mobile and remote access products include RSA SecurID authenticators and RSA Card Manager server software. They provide centrally managed two-factor user authentication systems for enterprise networks, operating systems, e-business web sites and other information technology infrastructures. SecurID software protects network resources by ensuring that only authorized users are granted access to information resources. RSA's secure enterprise access products manage and secure access to business-critical information resources within the enterprise. The company provides identity and access management capabilities through its RSA Access Manager, which provides a secure environment for web-based resources and centrally controls user access privileges to web-based resources. Other products include RSA BSAFE, a software security solution utilized by the U.S. Department of Defense; RSA enVision, a log, security and information event management solution; and RSA Certificate Manager, which enables organizations to issue, validate and manage digital certificates. The firm also uses its products to provide consumer identity protection and authentication services to the customers of online merchants and financial institutions. RSA Laboratories, which specializes in cryptography and data security, is the company's research center. Recent developments include new capabilities in the RSA Data Security System's encryption and key management suite, designed to secure sensitive data in file systems; the RSA SecurID Token for BlackBerry smartphones; RSA Entitlements Policy Manager for the security of branch offices and large infrastructures; RSA Data Loss Prevention Suite, which protects sensitive data from loss and misuse; and RSA Key Manager Suite, which manages encryption keys at the application, database, and storage layer.

**FINANCIALS:** Sales and profits are in thousands of dollars—add 000 to get the full amount. 2009 Note: Financial information for 2009 was not available for all companies at press time.

2009 Sales: \$	2009 Profits: \$	<b>U.S. Stock Ticker:</b> Subsidiary <b>Int'l Ticker:</b> Int'l Exchange: Employees: Fiscal Year Ends: 12/31 Parent Company: EMC CORP
2008 Sales: \$	2008 Profits: \$	
2007 Sales: \$	2007 Profits: \$	
2006 Sales: \$	2006 Profits: \$	
2005 Sales: \$310,100	2005 Profits: \$42,400	

**SALARIES/BENEFITS:**

Pension Plan:	ESOP Stock Plan:	Profit Sharing: Y	Top Exec. Salary: \$	Bonus: \$
Savings Plan: Y	Stock Purch. Plan: Y		Second Exec. Salary: \$	Bonus: \$

**OTHER THOUGHTS:**

**Apparent Women Officers or Directors:**  
**Hot Spot for Advancement for Women/Minorities:**

**LOCATIONS: ("Y" = Yes)**

West:	Southwest:	Midwest:	Southeast:	Northeast:	International:
Y				Y	Y

**RUE21 INC**

www.rue21.com

Industry Group Code: 448120 Ranks within this company's industry group: Sales: Profits:

<b>Financial Services:</b> Stock Brokerage: Mortgages/Loans: Banking: Insurance: Credit Cards:	<b>Information:</b> Portal/News: Communities: Search Engine: Financial Data Pub.: Broadcasting/Music:	<b>Technology:</b> Hardware: Software: Specialty Equipment: Distributor:	<b>Services:</b> Payments/Markets: Consulting: Advertising/Mktg.: Outsourcing: Other:	<b>Retailing:</b> Retailer: Auctions: Tickets/Travel: Automobiles:	<b>Telecommunications:</b> Internet Service Provider: Web Site Services: Specialty Telecom:
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**TYPES OF BUSINESS:**

Fashion Stores

**BRANDS/DIVISIONS/AFFILIATES:**

rue21  
rue21 etc!  
tarea by rue21  
Carbon  
Carbon Black  
Pink Ice rue21  
rueKicks  
sparkle rue21

**CONTACTS:** *Note: Officers with more than one job title may be intentionally listed here more than once.*

Robert N. Fisch, CEO  
Robert N. Fisch, COO  
Keith A. McDonough, CFO/Sr. VP  
Michael A. Holland, Sr. VP-IT  
Kim A. Reynolds, Sr. VP/Gen. Mgr.-Merch.  
John P. Bugnar, Sr. VP/Dir.-Stores

Phone: 724-776-9780

Fax:

Toll-Free:

Address: 800 Commonwealth Dr., Ste. 100, Warrendale, PA  
15086 US

**GROWTH PLANS/SPECIAL FEATURES:**

Rue21, Inc. is a specialty retailer of junior and young men's apparel and accessories with 527 stores in various strip centers, regional malls and outlet centers in 43 states throughout the U.S. 302 of the stores feature the larger rue21 etc! store layout. Rue21's stores offer a variety of merchandise, including men's and women's apparel; accessories, including jewelry, hats, socks and hair accessories; and perfumes and colognes. Rue21's target consumers are 11-17 year olds. The company's brands include rue21, rue21 etc!, tarea by rue21, Carbon, Carbon Black, the CJ logo, CJ Black, rue by rue21, revert eco, sparkle rue21, Pink Ice rue21 and rueKicks. The company is expanding dramatically and has announced plans to extend its store base to more than 1,000 stores within five years. As a part of this plan, the company opened 88 stores in 2009, and anticipates opening 100 stores in 2010. Rue21 is also engaged in converting its existing rue21 stores to the larger rue21 etc! layout in order to offer an increased proportion of higher margin categories, such as accessories, intimate apparel, footwear and fragrances. The company, formerly owned by private equity firm Apax Partners, went public in November 2009. Apax Partners retains roughly 57.9% of the company's stock.

**FINANCIALS:** Sales and profits are in thousands of dollars—add 000 to get the full amount. 2009 Note: Financial information for 2009 was not available for all companies at press time.

2009 Sales: \$	2009 Profits: \$
2008 Sales: \$	2008 Profits: \$
2007 Sales: \$	2007 Profits: \$
2006 Sales: \$	2006 Profits: \$
2005 Sales: \$	2005 Profits: \$

U.S. Stock Ticker: RUE

Int'l Ticker: Int'l Exchange:

Employees:

Fiscal Year Ends: 1/31

Parent Company:

**SALARIES/BENEFITS:**

Pension Plan:	ESOP Stock Plan:	Profit Sharing:	Top Exec. Salary: \$735,000	Bonus: \$736,497
Savings Plan: Y	Stock Purch. Plan:		Second Exec. Salary: \$321,116	Bonus: \$184,106

**OTHER THOUGHTS:**

Apparent Women Officers or Directors:  
Hot Spot for Advancement for Women/Minorities:

**LOCATIONS:** ("Y" = Yes)

West:	Southwest:	Midwest:	Southeast:	Northeast:	International:
Y	Y	Y	Y	Y	

**S1 CORPORATION**

www.s1.com

Industry Group Code: 511201 Ranks within this company's industry group: Sales: 2 Profits: 2

<b>Financial Services:</b> Stock Brokerage: Mortgages/Loans: Banking: Insurance: Credit Cards:	<b>Information:</b> Portal/News: Communities: Search Engine: Financial Data Pub.: Broadcasting/Music:	<b>Technology:</b> Hardware: Software: Specialty Equipment: Distributor:	<b>Services:</b> Payments/Markets: Consulting: Advertising/Mktg.: Outsourcing: Other:	<b>Retailing:</b> Retailer: Auctions: Tickets/Travel: Automobiles:	<b>Telecommunications:</b> Internet Service Provider: Web Site Services: Specialty Telecom:
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**TYPES OF BUSINESS:**

Software-Financial Services  
Internet Banking Applications

**BRANDS/DIVISIONS/AFFILIATES:**

Enterprise  
Postilion  
FSB Solutions  
eLearning Solutions

**CONTACTS:** *Note: Officers with more than one job title may be intentionally listed here more than once.*

Johann Dreyer, CEO  
Paul Parrish, CFO  
Greg Orenstein, Chief Legal Officer/Sec.  
Greg Orenstein, Sr. VP-Corp. Dev.  
Jan Kruger, Pres., S1 Enterprise  
Pierre Naude, Pres., Postilion Banking  
Francois van Schoor, Pres., Postilion Payments  
John W. Spiegel, Chmn.

<b>Phone:</b> 404-923-3500	<b>Fax:</b> 404-923-6727
<b>Toll-Free:</b> 888-457-2237	
<b>Address:</b> 705 Westech Dr., Norcross, GA 30092 US	

**GROWTH PLANS/SPECIAL FEATURES:**

S1 Corporation is a global provider of software and related services that automate the processing of financial transactions. The firm's solutions are designed for financial organizations including banks, credit unions, insurance companies, transaction processors, payment card associations and retailers. S1 operates in two segments: Enterprise and Postilion. The Enterprise segment represents global banking and insurance solutions primarily targeting larger financial institutions. It supports channels that a bank uses to interact with its customers, including self-service channels like the Internet for personal, business and corporate banking, as well as trade finance and mobile banking; and full service channels such as teller, branch, sales and service and call center. The Postilion segment represents the community financial, full service banking and lending businesses in North America and global payment processing and management solutions. It provides Internet personal and business banking, voice banking and mobile banking solutions to community banks and credit unions, as well as payment processing and management solutions that drive ATMs (automated teller machines) and point-of-sale (POS) devices, to financial institutions, retailers, third-party processors, payments associations and other transaction generating endpoints. In addition, through its FSB Solutions brand, the segment offers full service banking and lending applications including teller sales and service activities and solutions for the call center agent's desktop. S1 licenses its Postilion suite of online, telephone and mobile banking applications primarily on a subscription only basis. Postilion's payment processing and management and full service banking solutions are primarily licensed on a perpetual basis. In July 2009, S1 launched eLearning Solutions, a series of self-paced, interactive training solution for end-users of financial institutions. In September 2009, the firm launched a mobile iPhone application for its suite of banking and payments solutions.

S1 offers its employees medical, prescription, dental, disability, life, accidental death and travel accident insurance benefits.

**FINANCIALS:** Sales and profits are in thousands of dollars—add 000 to get the full amount. 2009 Note: Financial information for 2009 was not available for all companies at press time.

2009 Sales: \$	2009 Profits: \$
2008 Sales: \$228,435	2008 Profits: \$21,850
2007 Sales: \$204,925	2007 Profits: \$19,495
2006 Sales: \$192,310	2006 Profits: \$17,902
2005 Sales: \$179,140	2005 Profits: \$-1,057

**U.S. Stock Ticker:** SONE  
**Int'l Ticker:** Int'l Exchange:  
Employees: 1,510  
Fiscal Year Ends: 12/31  
Parent Company:

**SALARIES/BENEFITS:**

Pension Plan:	ESOP Stock Plan:	Profit Sharing:	Top Exec. Salary: \$395,000	Bonus: \$242,780
Savings Plan: Y	Stock Purch. Plan:		Second Exec. Salary: \$300,000	Bonus: \$213,656

**OTHER THOUGHTS:**

Apparent Women Officers or Directors:  
Hot Spot for Advancement for Women/Minorities:

**LOCATIONS: ("Y" = Yes)**

West:	Southwest:	Midwest:	Southeast:	Northeast:	International:
Y	Y		Y	Y	Y

**SABRE HOLDINGS CORP**

www.sabre-holdings.com

Industry Group Code: 5615E Ranks within this company's industry group: Sales: 1 Profits:

<b>Financial Services:</b>	<b>Information:</b>	<b>Technology:</b>	<b>Services:</b>	<b>Retailing:</b>	<b>Telecommunications:</b>
Stock Brokerage:	Portal/News: Y	Hardware:	Payments/Markets:	Retailer:	Internet Service Provider:
Mortgages/Loans:	Communities: Y	Software: Y	Consulting: Y	Auctions:	Web Site Services:
Banking:	Search Engine:	Specialty Equipment:	Advertising/Mktg.:	Tickets/Travel: Y	Specialty Telecom:
Insurance:	Financial Data Pub.:	Distributor:	Outsourcing:	Automobiles:	
Credit Cards:	Broadcasting/Music:		Other:		

**TYPES OF BUSINESS:**

Online Travel Reservations  
Travel Marketing Solutions  
Distribution & Technology Solutions  
Consulting Services

**BRANDS/DIVISIONS/AFFILIATES:**

Silver Lake Partners  
Texas Pacific Group  
Sabre Travel Network  
Travelocity.com LP  
LastMinute.com  
Sabre Airline Solutions  
GetThere.com  
Cubeless

**CONTACTS:** *Note: Officers with more than one job title may be intentionally listed here more than once.*

Sam Gilliland, CEO  
Thomas Klein, Pres.  
Mark Miller, CFO/Exec. VP  
Paul Rostron, Exec. VP-Human Resources  
Barry Vandevier, CIO  
Jeffrey Jackson, Exec. VP-Corp. Bus. Dev.  
Mark Miller, Head-Finance  
Hugh Jones, Pres./CEO-Travelocity Global  
Sam Gilliland, Chmn.

**Phone:** 682-605-1000**Fax:****Toll-Free:****Address:** 3150 Sabre Dr., Southlake, TX 76092 US**GROWTH PLANS/SPECIAL FEATURES:**

Sabre Holdings Corp., owned by private equity companies Silver Lake Partners and Texas Pacific Group, is a provider of travel products and services through its three businesses: Travelocity, Sabre Travel Network and Sabre Airline Solutions. Travelocity markets and distributes travel-related products and services directly to individuals, including leisure travelers and business travelers, through the Travelocity.com, LastMinute.com, IgoUgo.com, CheapToTravel.com, HolidayAutos.co.uk, WorldChoiceTravel.com and Zuji.com web sites and contact centers. Travelers can access offerings, pricing and information about airlines, hotels, car rental companies, cruise lines, vacation and last-minute travel packages and other travel-related services. For business travelers, Travelocity Business provides GetThere products and other travel services. Sabre Travel Network segment markets and distributes travel-related products and services through online and traditional travel agencies and corporate channels. Users of the Sabre system can access information about, book reservations for and purchase a variety of travel offerings, including airline trips, hotel stays, car rentals, cruises and tour packages through its key brands, GetThere, Moneydirect, Nexion, SynXis and TRAMS. Sabre tools allow travel agencies to book travel online, automate certain processes and manage reservations. Additionally, the firm offers distribution and technology services to hotels. The company's online booking portal for agents, MySabre, offers agents and suppliers merchandising opportunities at the point of sale. Buyers and sellers of travel products may also connect through Sabre GDS, an online portal with over 400 airlines, 76,000 hotels, 28 car rental companies, 13 cruise lines, 35 railroads and 220 tour operators. Sabre Travel Network also provides travel services to government agencies. The Sabre Airline Solutions segment provides passenger management services; software products and consulting services to airlines. These products and services target areas such as planning and scheduling; pricing, revenue and crew management; airline reservations; and border security. The firm also operates an online community called Cubeless, designed improve collaboration between employees within a company.

**FINANCIALS:** Sales and profits are in thousands of dollars—add 000 to get the full amount. 2009 Note: Financial information for 2009 was not available for all companies at press time.

2009 Sales: \$	2009 Profits: \$
2008 Sales: \$3,000,000	2008 Profits: \$
2007 Sales: \$3,000,000	2007 Profits: \$
2006 Sales: \$2,823,797	2006 Profits: \$155,638
2005 Sales: \$2,521,255	2005 Profits: \$172,152

**U.S. Stock Ticker:** Private**Int'l Ticker:** Int'l Exchange:

Employees: 9,000

Fiscal Year Ends: 12/31

Parent Company: SILVER LAKE PARTNERS

**SALARIES/BENEFITS:**

Pension Plan:	ESOP Stock Plan:	Profit Sharing:	Top Exec. Salary: \$	Bonus: \$
Savings Plan:	Stock Purch. Plan:		Second Exec. Salary: \$	Bonus: \$

**OTHER THOUGHTS:**

Apparent Women Officers or Directors:

Hot Spot for Advancement for Women/Minorities: Y

**LOCATIONS:** ("Y" = Yes)

West:	Southwest: Y	Midwest:	Southeast:	Northeast:	International: Y
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**SABRE TRAVEL NETWORK**

www.sabretravelnetwork.com

Industry Group Code: 5615E Ranks within this company's industry group: Sales: Profits:

<b>Financial Services:</b> Stock Brokerage: Mortgages/Loans: Banking: Insurance: Credit Cards:	<b>Information:</b> Portal/News: Communities: Search Engine: Financial Data Pub.: Broadcasting/Music:	<b>Technology:</b> Hardware: Software: Specialty Equipment: Distributor:	<b>Services:</b> Payments/Markets: Consulting: Advertising/Mktg.: Outsourcing: Other:	<b>Retailing:</b> Retailer: Auctions: Tickets/Travel: Automobiles:	<b>Telecommunications:</b> Internet Service Provider: Web Site Services: Specialty Telecom:
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**TYPES OF BUSINESS:**

Online Travel Services  
Travel Application Service Provider  
Online Reservation Systems  
Business-to-Business Travel Services  
Marketing Services

**BRANDS/DIVISIONS/AFFILIATES:**

Sabre Holdings Corp  
Sabre Global Distribution System  
TRAMS  
GetThere  
Nexion  
GetThere.com  
NexionNet.com  
TRAMS.com

**CONTACTS:** *Note: Officers with more than one job title may be intentionally listed here more than once.*

Greg Webb, Pres.  
Sara Garrison, Sr. VP-Prod. & Solutions Dev.  
Mark Silagy, Sr. VP-Service & Oper. Solutions  
Jay Jones, Sr. VP-The Americas  
Chris Kroeger, Sr. VP/Pres., GetThere  
Martin Cowley, Sr. VP-EMEA

Phone: 682-605-1000

Fax:

Toll-Free:

Address: 3150 Sabre Dr., Southlake, TX 76092 US

**GROWTH PLANS/SPECIAL FEATURES:**

Sabre Travel Network, a subsidiary of Sabre Holdings Corp., distributes its travel agency customers' travel-related products and services through one of the world's largest distribution systems. The network provides travel agency subscribers with pricing information from airlines, hotels, car rental companies and cruise lines. Travel agencies with more than 50,000 locations in over 113 countries on six continents subscribe to Sabre Global Distribution System (GDS), which enables them to make reservations with 28 car rental companies, over 400 airlines, 220 tour operators, 13 cruise lines, 35 railroads and 76,000 hotels worldwide. The system allows users to check schedules, availability, pricing, policies and rules as well as make reservations. The Sabre GDS also provides information on currency, medical and visa requirements and weather. The company's key brands include TRAMS (Trams.com), which assists over 11,000 agency locations to increase revenues, optimize customer management and streamline processes; GetThere (GetThere.com), a leading web-based corporate travel booking tool used by more than 1,000 corporations (including more than half of the Fortune 200) and government agencies; and Nexion (NexionNet.com), a host agency that enables travel professionals to streamline their back-office operations or work as independent contractors. In March 2009, the company launched PowerPlus Profiles, a profile management system for travel agencies worldwide.

**FINANCIALS:** Sales and profits are in thousands of dollars—add 000 to get the full amount. 2009 Note: Financial information for 2009 was not available for all companies at press time.

2009 Sales: \$	2009 Profits: \$
2008 Sales: \$	2008 Profits: \$
2007 Sales: \$	2007 Profits: \$
2006 Sales: \$	2006 Profits: \$
2005 Sales: \$	2005 Profits: \$

U.S. Stock Ticker: Subsidiary

Int'l Ticker: Int'l Exchange:

Employees:

Fiscal Year Ends: 12/31

Parent Company: SABRE HOLDINGS CORP

**SALARIES/BENEFITS:**

Pension Plan:	ESOP Stock Plan:	Profit Sharing:	Top Exec. Salary: \$	Bonus: \$
Savings Plan: Y	Stock Purch. Plan:		Second Exec. Salary: \$	Bonus: \$

**OTHER THOUGHTS:**

Apparent Women Officers or Directors: 1  
Hot Spot for Advancement for Women/Minorities:

**LOCATIONS:** ("Y" = Yes)

West:	Southwest:	Midwest:	Southeast:	Northeast:	International:
	Y				Y

**SALESFORCE.COM INC**

www.salesforce.com

Industry Group Code: 511210K Ranks within this company's industry group: Sales: 2 Profits: 1

<b>Financial Services:</b> Stock Brokerage: Mortgages/Loans: Banking: Insurance: Credit Cards:	<b>Information:</b> Portal/News: Communities: Search Engine: Financial Data Pub.: Broadcasting/Music:	<b>Technology:</b> Hardware: Software: Specialty Equipment: Distributor:	<b>Services:</b> Payments/Markets: Consulting: Advertising/Mktg.: Outsourcing: Other:	<b>Retailing:</b> Retailer: Auctions: Tickets/Travel: Automobiles:	<b>Telecommunications:</b> Internet Service Provider: Web Site Services: Specialty Telecom:
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**TYPES OF BUSINESS:**

Software-Sales & Marketing Automation  
Customer Relationship Management Software  
Software Subscription Services

**BRANDS/DIVISIONS/AFFILIATES:**

AppExchange  
Force.com  
InStranet  
Service Cloud  
Service Cloud 2  
Contact Manager Edition  
Premier Training

**CONTACTS:** *Note: Officers with more than one job title may be intentionally listed here more than once.*

Marc Benioff, CEO  
Steve Cakebread, Pres.  
Graham Smith, CFO/Exec. VP  
George Hu, Exec. VP-Mktg. & Alliances  
Parker Harris, Exec. VP-Tech.  
Kenneth I. Juster, Exec. VP-Law & Policy  
Kenneth I. Juster, Exec. VP-Strategy  
Polly Sumner, Chief Adoption Officer/Pres., Global Svcs.  
Jim Steele, Chief Customer Officer/Co-Pres., Worldwide Sales  
Marc Benioff, Chmn.  
Frank van Veenendaal, Co-Pres., Worldwide Sales/Chief Sales Officer

**Phone:** 415-901-7000 **Fax:** 415-901-7040

**Toll-Free:** 800-667-6389

**Address:** 1 Market St., Ste. 300, The Landmark, San Francisco, CA 94105 US

**GROWTH PLANS/SPECIAL FEATURES:**

SalesForce.com, Inc., builds and delivers customer relationship management (CRM) applications through an on-demand web services platform. The firm's web-based services enable clients to track sales and marketing by delivering enterprise software as an online service, making software purchases similar to paying for a utility as opposed to a packaged product. Its product suite provides integrated online sales force automation, customer service and support automation, partner relationship management and marketing automation applications. The company's AppExchange program allows businesses to access hundreds of on-demand business software applications developed by third parties. The company's products are scalable and can be mixed and matched with services such as system integration, data management, employee training and customer support. SalesForce also sponsors the Force.com online platform, which enables existing customers and third-party developers to develop and deliver software-as-a-service applications which they build within the platform's existing technology environment. Through Force.com, applications can be created, published, and run. In addition, these applications can be listed on the AppExchange marketplace. In March 2009, SalesForce.com launched the subscription-based training model Premier Training for the use of its platform. In 2009, the company introduced Service Cloud and Service Cloud 2, customer service solutions that uses cloud computing technology to capture the conversations and expertise of Google, Facebook and Amazon.com. In September 2009, SalesForce.com released subscription service Contact Manager Edition, aimed at individuals and small businesses. In October 2009, the firm and Cisco partnered to offer a combined cloud computing program.

**FINANCIALS:** Sales and profits are in thousands of dollars—add 000 to get the full amount. 2009 Note: Financial information for 2009 was not available for all companies at press time.

2009 Sales: \$1,076,769	2009 Profits: \$43,428
2008 Sales: \$748,700	2008 Profits: \$18,356
2007 Sales: \$497,098	2007 Profits: \$ 481
2006 Sales: \$309,857	2006 Profits: \$28,474
2005 Sales: \$176,375	2005 Profits: \$7,346

**U.S. Stock Ticker:** CRM

**Int'l Ticker:** Int'l Exchange:

Employees: 3,566

Fiscal Year Ends: 1/31

Parent Company:

**SALARIES/BENEFITS:**

Pension Plan:	ESOP Stock Plan:	Profit Sharing:	Top Exec. Salary: \$400,000	Bonus: \$300,000
Savings Plan:	Stock Purch. Plan:		Second Exec. Salary: \$400,000	Bonus: \$220,000

**OTHER THOUGHTS:**

**Apparent Women Officers or Directors:** 2  
**Hot Spot for Advancement for Women/Minorities:** Y

**LOCATIONS:** ("Y" = Yes)

West:	Southwest:	Midwest:	Southeast:	Northeast:	International:
Y					Y

**SALON MEDIA GROUP INC**

www.salon.com

Industry Group Code: 519130 Ranks within this company's industry group: Sales: 35 Profits: 22

<b>Financial Services:</b> Stock Brokerage: Mortgages/Loans: Banking: Insurance: Credit Cards:	<b>Information:</b> Portal/News: Communities: Search Engine: Financial Data Pub.: Broadcasting/Music:	<b>Technology:</b> Hardware: Software: Specialty Equipment: Distributor:	<b>Services:</b> Payments/Markets: Consulting: Advertising/Mktg.: Outsourcing: Other:	<b>Retailing:</b> Retailer: Auctions: Tickets/Travel: Automobiles:	<b>Telecommunications:</b> Internet Service Provider: Web Site Services: Specialty Telecom:
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**TYPES OF BUSINESS:**

Online News & Media  
Online Communities

**BRANDS/DIVISIONS/AFFILIATES:**

Salon.com  
Table Talk  
Well (The)  
Salon Premium  
War Room  
Broadsheet  
Since You Asked  
How the World Works

**CONTACTS:** *Note: Officers with more than one job title may be intentionally listed here more than once.*

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**GROWTH PLANS/SPECIAL FEATURES:**

Salon Media Group, Inc. is an Internet media company providing online news and information. Salon's web site features eight content sections that offer top news, interviews and regular columnists on topics including news and politics; technology and business; life; movies; television; books; food; and comics. The company seeks to provide coverage of topics that the mainstream media overlooks or get clouded in media chatter. The web site claims about 6 million monthly visitors, most of who live in the U.S. and have a college degree. Salon's other media offerings include Table Talk, an interactive forum; and The Well, a paid subscription community. The site's online communities allow users to interact and discuss Salon content with other users and with Salon's editorial staff. The company's daily reports are built around multiple features including War Room; Five Things; Since You Asked; Broadsheet (women's news digest); How the World Works (editorial blog about globalization); Beyond the Multiplex; and Video Dog (an archive of video clips). Salon Premium, a paid subscription service, offers subscribers access to exclusive new content; the option to view Salon content without advertising banners, pop-ups or other forms of advertising; access to select unabridged content; and the ability to easily download content in text format. In 2009, the firm derived about 76% of its revenues from advertising; followed by Salon Premium at 15%; and other revenues at 10%. In November 2009, the company launched a redesign of its web site.

**FINANCIALS:** Sales and profits are in thousands of dollars—add 000 to get the full amount. 2009 Note: Financial information for 2009 was not available for all companies at press time.

2009 Sales: \$6,874	2009 Profits: \$-4,699
2008 Sales: \$7,513	2008 Profits: \$-3,409
2007 Sales: \$7,748	2007 Profits: \$-1,566
2006 Sales: \$6,516	2006 Profits: \$-1,122
2005 Sales: \$6,628	2005 Profits: \$- 518

**U.S. Stock Ticker:** SALN.OB  
**Int'l Ticker:** Int'l Exchange:  
Employees: 54  
Fiscal Year Ends: 3/31  
Parent Company:

**SALARIES/BENEFITS:**

Pension Plan:	ESOP Stock Plan:	Profit Sharing:	Top Exec. Salary: \$218,419	Bonus: \$67,718
Savings Plan: Y	Stock Purch. Plan:		Second Exec. Salary: \$200,000	Bonus: \$1,000

**OTHER THOUGHTS:**

**Apparent Women Officers or Directors:**  
**Hot Spot for Advancement for Women/Minorities:** Y

**LOCATIONS: ("Y" = Yes)**

West: Y	Southwest:	Midwest:	Southeast:	Northeast: Y	International:
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**SAP AG**

www.sap.com

Industry Group Code: 511210H Ranks within this company's industry group: Sales: 2 Profits: 2

<b>Financial Services:</b> Stock Brokerage: Mortgages/Loans: Banking: Insurance: Credit Cards:	<b>Information:</b> Portal/News: Communities: Search Engine: Financial Data Pub.: Broadcasting/Music:	<b>Technology:</b> Hardware: Software: Specialty Equipment: Distributor:	<b>Services:</b> Payments/Markets: Consulting: Advertising/Mktg.: Outsourcing: Other:	<b>Retailing:</b> Retailer: Auctions: Tickets/Travel: Automobiles:	<b>Telecommunications:</b> Internet Service Provider: Web Site Services: Specialty Telecom:
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**TYPES OF BUSINESS:**

Enterprise Management Software  
Consulting & Training Services  
Hosting Services  
Software Licensing  
Software Development

**BRANDS/DIVISIONS/AFFILIATES:**

SAP Business Suite  
SAP ERP  
SAP Customer Relationship Management  
SAP Product Lifecycle Management  
SAP Business ByDesign  
SAP Business One  
SAP Business All-in-One  
Business Objects SA

**CONTACTS:** *Note: Officers with more than one job title may be intentionally listed here more than once.*

Bill McDermott, Co-CEO  
Erwin Gunst, COO  
Werner Brandt, CFO  
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Erwin Gunst, Head-Human Resources & Labor Rel.  
Oliver Bussmann, CIO  
Bill McDermott, Head-Global Field Oper.  
John Schwarz, Dir.-Corp. Dev. & SAP BusinessObjects  
Mark R. White, CFO-SAP North America  
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**GROWTH PLANS/SPECIAL FEATURES:**

SAP AG is a provider of enterprise software products and an independent software producer. The company's products include general-purpose applications as well as industry-specific applications. General-purpose applications include the SAP Business Suite family of applications, which consists of SAP ERP (an overarching enterprise resource planning application), SAP Customer Relationship Management, SAP Product Lifecycle Management, SAP Supply Chain Management and SAP Supplier Relationship Management. These applications can be licensed individually or together as a suite, and are run on the firm's SAP NetWeaver technology platform, which allows customers to design, compose and adapt processes to address their unique industry and organizational needs. The firm's industry-specific applications perform defined business functions in particular industries, and are often delivered as add-ons to general-purpose applications. SAP offers more than 25 tailored software portfolios created by the company through the assembly of general-purpose applications, industry-specific applications, and, potentially, partner products. SAP's software portfolios encompass offerings for the following industry segments: process industries, such as oil and gas, chemicals and mining; discrete industries, such as aerospace, high-tech and automotive; consumer industries, such as retail, distribution and life sciences; service industries, such as logistics, telecommunications and utilities; financial services, such as banking and insurance; and public services, such as healthcare, education and security. For small and midsize enterprises, the firm offers the SAP Business One application, the SAP Business All-in-One package, and the SAP Business ByDesign package. SAP also offers a portfolio of services, including consulting, education, support, custom development, application management and hosting. The company, together with its roughly 187 subsidiaries, serves more than 80,000 clients in 120 countries worldwide. Sales in Europe, the Middle East and Africa account for roughly 50% of annual revenues; sales to the Americas represent approximately 33%; and sales to customers in the Asia Pacific region account for the remainder.

**FINANCIALS:** Sales and profits are in thousands of dollars—add 000 to get the full amount. 2009 Note: Financial information for 2009 was not available for all companies at press time.

2009 Sales: \$	2009 Profits: \$
2008 Sales: \$15,005,600	2008 Profits: \$2,449,260
2007 Sales: \$16,387,200	2007 Profits: \$3,070,400
2006 Sales: \$15,028,800	2006 Profits: \$2,993,600
2005 Sales: \$13,614,400	2005 Profits: \$2,393,600

**U.S. Stock Ticker:** SAP

Int'l Ticker: SAP Int'l Exchange: Frankfurt-Euronext

Employees: 51,500

Fiscal Year Ends: 12/31

Parent Company:

**SALARIES/BENEFITS:**

Pension Plan: Y	ESOP Stock Plan:	Profit Sharing: Y	Top Exec. Salary: \$	Bonus: \$
Savings Plan: Y	Stock Purch. Plan:		Second Exec. Salary: \$	Bonus: \$

**OTHER THOUGHTS:**

Apparent Women Officers or Directors: 1  
Hot Spot for Advancement for Women/Minorities:

**LOCATIONS:** ("Y" = Yes)

West: Y	Southwest: Y	Midwest: Y	Southeast: Y	Northeast: Y	International: Y
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**SAPIENT CORPORATION**

www.sapient.com

Industry Group Code: 541513 Ranks within this company's industry group: Sales: 12 Profits: 8

<b>Financial Services:</b> Stock Brokerage: Mortgages/Loans: Banking: Insurance: Credit Cards:	<b>Information:</b> Portal/News: Communities: Search Engine: Financial Data Pub.: Broadcasting/Music:	<b>Technology:</b> Hardware: Software: Specialty Equipment: Distributor:	<b>Services:</b> Payments/Markets: Consulting: Advertising/Mktg.: Outsourcing: Other:	<b>Retailing:</b> Retailer: Auctions: Tickets/Travel: Automobiles:	<b>Telecommunications:</b> Internet Service Provider: Web Site Services: Specialty Telecom:
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**TYPES OF BUSINESS:**

Information Technology Consulting  
Internet Strategy Consulting

**BRANDS/DIVISIONS/AFFILIATES:**

Sapient Interactive  
Sapient Consulting  
SapientNitro

**CONTACTS:** *Note: Officers with more than one job title may be intentionally listed here more than once.*

Alan Herrick, CEO  
Preston B. Bradford, COO/Sr. VP  
Alan Herrick, Pres.  
Joe Tibbetts, CFO/Sr. VP  
Preston B. Bradford, Chief Admin. Officer  
Jane Owens, General Counsel/Sr. VP/Sec.  
Gaston Legorburu, Worldwide Creative Officer  
Alan Wexler, Sr. VP/Lead-North America  
Karandeep Singh, Managing Dir.-India  
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**GROWTH PLANS/SPECIAL FEATURES:**

Sapient Corp. is a business consulting and technology services firm that designs and manages information technology to improve business performance for clients in the U.S. and abroad. Sapient has offices in the U.S., Canada, the U.K., Germany, the Netherlands, Switzerland, Sweden, India, Australia and Brazil. The firm operates through two primary areas of focus: Sapient Interactive and Sapient Consulting. Sapient Interactive, a leading global interactive marketing agency, provides interactive (online or Internet-based) marketing and creative services; web site and interactive development; media planning and buying; strategic planning and market analytics; and marketing technologies. Sapient Consulting works with clients in the business and IT strategy; business applications; business intelligence; and outsourcing service areas. Additionally, the consulting business specializes in trading and risk management services that help leading capital markets and energy firms improve the performance of their trading operations via a comprehensive set of services. Sapient works on both long and short-term consulting projects. Sapient operates through a proprietary Global Distributed Delivery (GDD) model, which allows associates in widely disparate locations to work together efficiently. Clients consist of companies within the following industries: technology, communications, energy and utilities, financial services, media and entertainment, automotive, transportation, health care and life sciences, education, consumer/retail products, travel and hospitality. The firm also provides services to federal, state and local government clients within the U.S. and to provincial and other governmental entities in Canada and Europe. In July 2009, the company acquired Nitro Group Ltd., a global advertising firm and has subsequently been absorbed into the company as a business division and renamed as SapientNitro.

Employees are offered medical and dental insurance; life insurance; disability coverage; and a 401(k) plan.

**FINANCIALS:** Sales and profits are in thousands of dollars—add 000 to get the full amount. 2009 Note: Financial information for 2009 was not available for all companies at press time.

2009 Sales: \$	2009 Profits: \$
2008 Sales: \$687,488	2008 Profits: \$62,476
2007 Sales: \$565,989	2007 Profits: \$15,216
2006 Sales: \$421,643	2006 Profits: \$3,136
2005 Sales: \$327,098	2005 Profits: \$26,399

**U.S. Stock Ticker:** SAPE  
**Int'l Ticker:** Int'l Exchange:  
Employees: 6,360  
Fiscal Year Ends: 12/31  
Parent Company:

**SALARIES/BENEFITS:**

Pension Plan:	ESOP Stock Plan:	Profit Sharing:	Top Exec. Salary: \$531,250	Bonus: \$416,500
Savings Plan: Y	Stock Purch. Plan:		Second Exec. Salary: \$353,122	Bonus: \$204,413

**OTHER THOUGHTS:**

Apparent Women Officers or Directors: 1  
Hot Spot for Advancement for Women/Minorities:

**LOCATIONS: ("Y" = Yes)**

West:	Southwest:	Midwest:	Southeast:	Northeast:	International:
Y	Y	Y	Y	Y	Y

**SAVVIS INC**

www.savvis.net

Industry Group Code: 518210 Ranks within this company's industry group: Sales: 3 Profits: 13

<b>Financial Services:</b> Stock Brokerage: Mortgages/Loans: Banking: Insurance: Credit Cards:	<b>Information:</b> Portal/News: Communities: Search Engine: Financial Data Pub.: Broadcasting/Music:	<b>Technology:</b> Hardware: Software: Specialty Equipment: Distributor:	<b>Services:</b> Payments/Markets: Consulting: Advertising/Mktg.: Outsourcing: Other:	<b>Retailing:</b> Retailer: Auctions: Tickets/Travel: Automobiles:	<b>Telecommunications:</b> Internet Service Provider: Web Site Services: Specialty Telecom:
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**TYPES OF BUSINESS:**

Hosting & Colocation Services  
Virtual Private Networks  
Managed Hosting Services  
Networking Services  
Government-Related IT Services

**BRANDS/DIVISIONS/AFFILIATES:**

Wam!Net

**CONTACTS:** *Note: Officers with more than one job title may be intentionally listed here more than once.*

Jim Ousley, Interim CEO  
Gregory Freiberg, CFO/Sr. VP  
Bill Fathers, Sr. VP-Global Mktg. & Sales  
Bryan Doerr, CTO  
Eugene DeFelice, General Counsel/Sr. VP/Sec.  
Jeff Von Deylen, Sr. VP-Global Oper. & Client Svcs.  
James Mori, Sr. VP-Client Svcs.  
Mary Ann Altergott, Sr. VP-Corp. Svcs.  
Suan Soon Cheng, Managing Dir.-APAC  
Jim Ousley, Interim Chmn.  
Thomas T. Riley, Sr. VP/Managing Dir.-Int'l

**Phone:** 314-628-7000 **Fax:** 703-234-8132**Toll-Free:** 800-728-8471**Address:** 1 Savvis Pkwy., Town & Country, MO 63017 US**GROWTH PLANS/SPECIAL FEATURES:**

SAVVIS, Inc. is a provider of IT services. The firm offers services including integrated hosting, network, digital content and professional services through its end-to-end global information technology (IT) infrastructure to over 4,000 businesses and government agencies worldwide. The company offers two types of services: hosting services and network services. SAVVIS's hosting services include collocation through 28 data centers located in the U.S., Europe and Asia with roughly 1.43 million square feet of gross floor space; and managed hosting services, including dedicated hosting, utility computing/storage, security management and professional services. Managed hosting services provide an outsourced solution for a customer's server and network equipment needs. Utility computing provides customers with an applications platform that delivers on-demand scalability of an entire range of IT infrastructure at lower total cost than found with traditional service provider models. The firm's network services include managed Internet protocol virtual private network (managed IP VPN) services, bandwidth services and hosting area networks located in SAVVIS's data centers. The company's managed IP VPN service is a fully managed, end-to-end solution that includes all hardware, management systems and operations to transport an enterprise's video and data applications. Its trademark, WAM!NET, provides a shared infrastructure tied to applications that streamline process and workflow around the production of digital media and marketing content.

The firm offers its employees life, disability, accident, business travel, medical, vision and dental insurance; paid time off; adoption assistance; an employee stock purchase plan; financial services; a 401(k); and flexible spending accounts.

**FINANCIALS:** Sales and profits are in thousands of dollars—add 000 to get the full amount. 2009 Note: Financial information for 2009 was not available for all companies at press time.

2009 Sales: \$874,414	2009 Profits: \$-20,846
2008 Sales: \$857,041	2008 Profits: \$-21,966
2007 Sales: \$793,833	2007 Profits: \$250,591
2006 Sales: \$763,971	2006 Profits: \$-43,958
2005 Sales: \$667,012	2005 Profits: \$-69,069

**U.S. Stock Ticker:** SVVS**Int'l Ticker:** Int'l Exchange:

Employees:

Fiscal Year Ends: 12/31

Parent Company:

**SALARIES/BENEFITS:**

Pension Plan:	ESOP Stock Plan:	Profit Sharing:	Top Exec. Salary: \$486,875	Bonus: \$122,313
Savings Plan: Y	Stock Purch. Plan:		Second Exec. Salary: \$356,677	Bonus: \$74,000

**OTHER THOUGHTS:**

Apparent Women Officers or Directors: 2  
Hot Spot for Advancement for Women/Minorities: Y

**LOCATIONS:** ("Y" = Yes)

West:	Southwest:	Midwest:	Southeast:	Northeast:	International:
Y	Y	Y	Y	Y	Y

**SCENE7 INC**

www.scene7.com

Industry Group Code: 511210F Ranks within this company's industry group: Sales: Profits:

<b>Financial Services:</b> Stock Brokerage: Mortgages/Loans: Banking: Insurance: Credit Cards:	<b>Information:</b> Portal/News: Communities: Search Engine: Financial Data Pub.: Broadcasting/Music:	<b>Technology:</b> Hardware: Software: Specialty Equipment: Distributor:	<b>Services:</b> Payments/Markets: Consulting: Advertising/Mktg.: Outsourcing: Other:	<b>Retailing:</b> Retailer: Auctions: Tickets/Travel: Automobiles:	<b>Telecommunications:</b> Internet Service Provider: Web Site Services: Specialty Telecom:
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**TYPES OF BUSINESS:**

Software-Image Management  
Interactive Web-Based Imaging  
Visually Targeted, Personalized E-Mail Marketing Solutions

**BRANDS/DIVISIONS/AFFILIATES:**

Adobe Systems Inc  
Scene7 On-Demand

**CONTACTS:** Note: Officers with more than one job title may be intentionally listed here more than once.

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**GROWTH PLANS/SPECIAL FEATURES:**

Scene7, Inc. produces a media-rich image management software platform, sold under the brand name Scene7 On-Demand, which enables clients to enhance visual communications via the Internet, e-mail, displays and print while automating media production and delivery. The platform allows customers to increase sales and marketing effectiveness, automate image management, generation and publishing and leverage image assets across various channels. Scene7's platform provides eight integrated solutions: Web-to-Print; Multi-Media Viewers; Targeted e-mail & Print; eCatalogs; Visual Configurators; Dynamic Imaging; Media Portal and eVideos. Web-to-Print allows users to produce customized, branded and personalized documents. Multi-Media Viewers allows users to combine multiple image views, flash videos, color sets, animations, 360 spin and soundtrack to display all aspects of the featured product. The Targeted e-mail & Print segment delivers visually targeted, personalized e-mail and print campaigns. ECatalogs creates enhanced, interactive web-based versions of print marketing materials. Visual Configurators help users visualize custom-design items by applying product options, textures, fonts or logos. Dynamic Imaging enhances a product presentation by showing customers a variety of products, options, angles, zooms and details. Media Portal offers self-service distribution and collection to/from channels and partners. EVideos centrally manage videos and provide progressive download delivery. Scene7 offers its products with deployment flexibility, available as both licensed software and on-demand. The firm's clients include Hammacher Schlemmer; Sears; Victoria's Secret; Levi Strauss & Co; Amazon.com; Ohio State University; Office Depot; Tommy Hilfiger; La-Z-Boy; and QVC. The firm sells its Scene7 On-Demand platform in the European market through U.K. services provider Intelligent Commerce Systems. In January 2009, the company introduced the Scene7 eVideo Streaming Solution, which offers features including online product demonstrations, advertising, and training. In September 2009, the firm expanded its services into the Asia Pacific market.

**FINANCIALS:** Sales and profits are in thousands of dollars—add 000 to get the full amount. 2009 Note: Financial information for 2009 was not available for all companies at press time.

2009 Sales: \$

2009 Profits: \$

2008 Sales: \$

2008 Profits: \$

2007 Sales: \$

2007 Profits: \$

2006 Sales: \$

2006 Profits: \$

2005 Sales: \$

2005 Profits: \$

**U.S. Stock Ticker:** Subsidiary

**Int'l Ticker:** Int'l Exchange:

Employees:

Fiscal Year Ends: 12/31

Parent Company: ADOBE SYSTEMS INC

**SALARIES/BENEFITS:**

Pension Plan:

ESOP Stock Plan:

Profit Sharing:

Top Exec. Salary: \$

Bonus: \$

Savings Plan:

Stock Purch. Plan:

Second Exec. Salary: \$

Bonus: \$

**OTHER THOUGHTS:**

Apparent Women Officers or Directors:

Hot Spot for Advancement for Women/Minorities: Y

**LOCATIONS: ("Y" = Yes)**

West: Y	Southwest:	Midwest:	Southeast:	Northeast:	International:
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**SCOTTRADE INC**

www.scottrade.com

Industry Group Code: 52312E Ranks within this company's industry group: Sales: Profits:

<b>Financial Services:</b> Stock Brokerage: Y Mortgages/Loans: Banking: Insurance: Credit Cards:	<b>Information:</b> Portal/News: Communities: Search Engine: Financial Data Pub.: Broadcasting/Music:	<b>Technology:</b> Hardware: Software: Specialty Equipment: Distributor:	<b>Services:</b> Payments/Markets: Consulting: Advertising/Mktg.: Outsourcing: Other:	<b>Retailing:</b> Retailer: Auctions: Tickets/Travel: Automobiles:	<b>Telecommunications:</b> Internet Service Provider: Web Site Services: Specialty Telecom:
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**TYPES OF BUSINESS:**

Online Stock Broker  
Discount Brokerage  
Online Financial Information  
Fixed Income Securities  
Trading Software

**BRANDS/DIVISIONS/AFFILIATES:**

scottrade.com  
ScottradeELITE  
Scottrade OptionsFirst

**CONTACTS:** *Note: Officers with more than one job title may be intentionally listed here more than once.*

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Rodger O. Riney, Pres.  
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**GROWTH PLANS/SPECIAL FEATURES:**

Scottrade, Inc. is a discount and online brokerage firm with over 443 branch offices across the U.S. Scottrade offers accounts with commissions as low as \$7 per trade with no inactivity fees and a minimum account balance of \$500 and \$2,000 for margin accounts. The company operates Scottrade.com, which serves as an investment information center and platform for online trading. The web site features real-time streaming quotes and charts, access to premium Standard & Poor's research, Dow Jones Real-Time News for Investors and market commentary. The firm also offers touch-tone phone/wireless trading and broker-assisted trades at branch locations. Customers can invest in listed, NASDAQ, bulletin board, pink sheet and Canadian stocks. The firm also has a large selection of fixed income securities, such as corporate, municipal and U.S. Treasury bonds, as well as CDs and preferred stocks. Option accounts are also available. ScottradeELITE, free to accounts with a minimum value of \$25,000, is a trading software platform for active traders, which features advanced charting, real-time streaming news, stock research, chart analysis and trading tools for stocks and options. Scottrade OptionsFirst is a trading tool that offers a risk viewer to determine a potential profit and virtual trading to evaluate differing trade strategies before committing real money. The company also offers a mobile version of their website for Internet-enabled phones. In 2009, the firm opened or expanded branches in Texas, New York, Kansas, Virginia, North Carolina, Delaware, Wisconsin, Georgia, Florida, Illinois, Michigan, New Jersey, Pennsylvania and Tennessee.

Scottrade sponsors the Alzheimer's Association, The Humane Society, the American Red Cross, United Way, and the St. Louis Art Museum, among others. The company offers its employees performance based bonuses; medical, dental, vision and life insurance; flexible spending accounts; legal advice; elder care and child care referrals; life and AD&D insurance; and tuition reimbursement.

**FINANCIALS:** Sales and profits are in thousands of dollars—add 000 to get the full amount. 2009 Note: Financial information for 2009 was not available for all companies at press time.

2009 Sales: \$	2009 Profits: \$
2008 Sales: \$	2008 Profits: \$
2007 Sales: \$1,030,000	2007 Profits: \$
2006 Sales: \$796,000	2006 Profits: \$
2005 Sales: \$464,000	2005 Profits: \$

**U.S. Stock Ticker:** Private  
**Int'l Ticker:** Int'l Exchange:  
Employees:  
Fiscal Year Ends: 9/30  
Parent Company:

**SALARIES/BENEFITS:**

Pension Plan:	ESOP Stock Plan:	Profit Sharing:	Top Exec. Salary: \$	Bonus: \$
Savings Plan: Y	Stock Purch. Plan:		Second Exec. Salary: \$	Bonus: \$

**OTHER THOUGHTS:**

**Apparent Women Officers or Directors:**  
**Hot Spot for Advancement for Women/Minorities:**

**LOCATIONS: ("Y" = Yes)**

West:	Southwest:	Midwest:	Southeast:	Northeast:	International:
Y	Y	Y	Y	Y	Y

**SCRIPPS NETWORKS INTERACTIVE**

www.scrippsnetworks.com

Industry Group Code: 512110 Ranks within this company's industry group: Sales: 1 Profits: 1

<b>Financial Services:</b> Stock Brokerage: Mortgages/Loans: Banking: Insurance: Credit Cards:	<b>Information:</b> Portal/News: Communities: Search Engine: Financial Data Pub.: Broadcasting/Music:	<b>Technology:</b> Hardware: Software: Specialty Equipment: Distributor:	<b>Services:</b> Payments/Markets: Consulting: Advertising/Mktg.: Outsourcing: Other:	<b>Retailing:</b> Retailer: Auctions: Tickets/Travel: Automobiles:	<b>Telecommunications:</b> Internet Service Provider: Web Site Services: Specialty Telecom:
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**TYPES OF BUSINESS:**

Interactive Media  
Magazines  
Cable Television Networks  
Internet Sites

**BRANDS/DIVISIONS/AFFILIATES:**

HGTV  
Food Network  
DIY Network  
Great American Country  
RecipeZaar.com  
FrontDoor.com  
Shopzilla  
BizRate

**CONTACTS:** *Note: Officers with more than one job title may be intentionally listed here more than once.*

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Kenneth Lowe, Pres.  
Joseph NeCastro, CFO/Exec. VP  
Christopher Powell, Sr. VP-Human Resources  
Mark Hale, CTO  
Anatolio Cruz, Chief Legal Officer/Corp. Sec./Exec. VP  
Mark Hale, Sr. VP-Tech. Oper.  
Lori Hickok, Sr. VP-Finance  
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Kenneth Lowe, Chmn.

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**GROWTH PLANS/SPECIAL FEATURES:**

Scripps Networks Interactive is a lifestyle content and interactive services company with national television networks and interactive brands that focus on specifically defined topics of interest. The company operates in two segments: Lifestyle Media and Interactive Services. The Lifestyle Media segment, accounting for 82% of the firm's revenue, owns and operates five national television networks: Home and Garden Television (HGTV); Food Network, DIY Network, Fine Living Network (FLN), and Great American Country (GAC). The segment also owns minority interests in Fox-BRV Southern Sports Holdings LLC and SN Digital, which includes web sites that are associated with the aforementioned television brands and other Internet-based businesses such as RecipeZaar.com, HGTVPro.com and FrontDoor.com. The Interactive Services segment includes Internet-based businesses designed to simplify online shopping for consumers by aggregating, organizing and displaying relevant and searchable consumer information and ranking products and services on such factors as comparative pricing, availability, quality and reliability. Web sites operated by this segment include Shopzilla, a network of online search and comparison shopping services including Shopzilla.com BizRate.com, LowpriceShopper.com in the U.S. and related websites in the U.K., France and Germany; BizRate, a web site established by Shopzilla that operates a consumer feedback network; and uSwitch, which operates two web sites: uSwitch.com and buy.co.uk, comparison shopping networks for a range of home services including utilities, car insurance, home telephone, digital television, broadband, credit cards, personal loans and secured loans. The interactive services segment accounts for 18% of the firm's revenue. In October 2009, Scripps announced the rebranding of FLN as the Cooking Channel, which will be a 24-hour network, focusing on instructional programming, including baking, ethnic, healthy and vegetarian foods and food information, such as origins, culture and history.

Employees are offered medical, dental, vision, disability, life and AD&D insurance; a 401(k) savings plan; an employee stock purchase plan; and tuition assistance.

**FINANCIALS:** Sales and profits are in thousands of dollars—add 000 to get the full amount. 2009 Note: Financial information for 2009 was not available for all companies at press time.

2009 Sales: \$	2009 Profits: \$
2008 Sales: \$1,591,000	2008 Profits: \$24,000
2007 Sales: \$1,441,000	2007 Profits: \$-130,000
2006 Sales: \$1,323,000	2006 Profits: \$234,000
2005 Sales: \$	2005 Profits: \$

**U.S. Stock Ticker:** SNI  
**Int'l Ticker:** Int'l Exchange:  
Employees: 1,900  
Fiscal Year Ends: 12/31  
Parent Company:

**SALARIES/BENEFITS:**

Pension Plan:	ESOP Stock Plan:	Profit Sharing:	Top Exec. Salary: \$1,150,000	Bonus: \$1,368,353
Savings Plan: Y	Stock Purch. Plan: Y		Second Exec. Salary: \$675,000	Bonus: \$488,422

**OTHER THOUGHTS:**

Apparent Women Officers or Directors: 3  
Hot Spot for Advancement for Women/Minorities: Y

**LOCATIONS: ("Y" = Yes)**

West:	Southwest:	Midwest:	Southeast:	Northeast:	International:
Y		Y	Y	Y	

**SELECTICA INC**

www.selectica.com

Industry Group Code: 511210K Ranks within this company's industry group: Sales: 9 Profits: 9

<b>Financial Services:</b> Stock Brokerage: Mortgages/Loans: Banking: Insurance: Credit Cards:	<b>Information:</b> Portal/News: Communities: Search Engine: Financial Data Pub.: Broadcasting/Music:	<b>Technology:</b> Hardware: Software: Specialty Equipment: Distributor:	<b>Services:</b> Payments/Markets: Consulting: Advertising/Mktg.: Outsourcing: Other:	<b>Retailing:</b> Retailer: Auctions: Tickets/Travel: Automobiles:	<b>Telecommunications:</b> Internet Service Provider: Web Site Services: Specialty Telecom:
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**TYPES OF BUSINESS:**

Contract Lifecycle Management Software  
Interactive Sales Software  
Professional & Technical Services  
Sales Execution Software  
Pricing Management

**BRANDS/DIVISIONS/AFFILIATES:**

Selectica Sales Configuration  
Selectica Contract Lifecycle Management

**CONTACTS:** *Note: Officers with more than one job title may be intentionally listed here more than once.*

Todd Spartz, CFO  
Allen Pogorzelski, VP-Mktg.  
Tanuj Chatterjee, CTO  
Jason Stern, Sr. VP-Oper.  
Scott Wilson, Dir.-Investor Rel.  
James O'Hare, VP-Professional Svcs.  
James Arnold, Chmn.  
David Knowlton, VP-Worldwide Sales

**Phone:** 408-570-9700 **Fax:** 408-570-9705

**Toll-Free:** 877-712-9560

**Address:** 1740 Technology Dr., Ste. 460, San Jose, CA 95110  
US

**GROWTH PLANS/SPECIAL FEATURES:**

Selectica, Inc. provides sales configuration and contract lifecycle management software solutions. These tools enable its users to manage the pricing and sale of complex business products. Its solutions include software, on-demand hosting, professional services and expertise. The Selectica Contract Lifecycle Management solution is a contract authoring, analysis, repository and process automation product that helps companies take control of their contract management processes by converting from paper-based to electronic repositories and by unlocking multiple layers of critical business data. The company's sales execution products use web-enabled automation of business processes, residing between legacy customer relationship management and enterprise resource planning systems. These products are built using Java technology and utilize a business logic engine, repository and a multi-threaded architecture. Selectica's Sales Configuration solution consolidates pricing, configuration and quoting functions into a single application platform enabling companies to streamline the opportunity-to-order process for service providers, manufacturers and financial services firms. The firm's contract management (CM) products enable customers to create, manage and analyze contracts in a single repository. Selectica's software enables corporate departments to model specific contracting processes using its application and to manage the lifecycle of the department's relationships with counterparties from creation through closure. The CM products are built on modular J2EE architecture and a dynamic repository that allows modeling of both buy-side and sell-side contracts. This provides enterprises a platform to aggregate and analyze enterprise-wide contract information, automate and accelerate contract related business processes, enforce contract compliance and automate the contracting process from request through signature. Selectica also offers consulting, training and implementation services, as well as ongoing customer support and maintenance for its software applications. The company serves a range of industries, including, high tech, manufacturing, healthcare, telecommunications and financial services. In April 2009, Selectica sold its interest in subsidiary Selectica India Pvt. Ltd. to DAX Partners LP.

**FINANCIALS:** Sales and profits are in thousands of dollars—add 000 to get the full amount. 2009 Note: Financial information for 2009 was not available for all companies at press time.

2009 Sales: \$16,445	2009 Profits: \$-8,422
2008 Sales: \$16,003	2008 Profits: \$-23,901
2007 Sales: \$14,721	2007 Profits: \$-20,944
2006 Sales: \$23,433	2006 Profits: \$-17,589
2005 Sales: \$31,120	2005 Profits: \$-15,023

**U.S. Stock Ticker:** SLTC  
**Int'l Ticker:** Int'l Exchange:  
Employees: 56  
Fiscal Year Ends: 3/31  
Parent Company:

**SALARIES/BENEFITS:**

Pension Plan:	ESOP Stock Plan:	Profit Sharing:	Top Exec. Salary: \$142,046	Bonus: \$15,972
Savings Plan: Y	Stock Purch. Plan:		Second Exec. Salary: \$97,103	Bonus: \$45,000

**OTHER THOUGHTS:**

**Apparent Women Officers or Directors:** 1  
**Hot Spot for Advancement for Women/Minorities:**

**LOCATIONS:** ("Y" = Yes)

West:	Southwest:	Midwest:	Southeast:	Northeast:	International:
Y					Y

**SHANDA INTERACTIVE ENTERTAINMENT LIMITED** www.snda.com

Industry Group Code: 511210G Ranks within this company's industry group: Sales: 2 Profits: 1

<b>Financial Services:</b> Stock Brokerage: Mortgages/Loans: Banking: Insurance: Credit Cards:	<b>Information:</b> Portal/News: Y Communities: Search Engine: Financial Data Pub.: Broadcasting/Music:	<b>Technology:</b> Hardware: Software: Specialty Equipment: Distributor:	<b>Services:</b> Payments/Markets: Consulting: Advertising/Mktg.: Outsourcing: Other: Y	<b>Retailing:</b> Retailer: Auctions: Tickets/Travel: Automobiles:	<b>Telecommunications:</b> Internet Service Provider: Web Site Services: Specialty Telecom:
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**TYPES OF BUSINESS:**

Online Games  
Interactive Game Portals

**BRANDS/DIVISIONS/AFFILIATES:**

Shanda Games Limited  
Shanda Literature Corporation  
Shanda Online International Limited  
Shanda Music Group Limited  
Shanda Pictures Limited  
Hurray! Holding Co., Ltd.  
Legend of Mir II  
BNB

**CONTACTS:** Note: Officers with more than one job title may be intentionally listed here more than once.

Tianqiao Chen, CEO  
Danian Chen, COO  
Qunzhao Tan, Pres.  
Grace Wu, CFO  
Danning Mi, CIO  
Qunzhao Tan, CTO  
Judy Jingying Wang, CEO-Shanda Online  
Davis Zhu, Chief Investment Officer  
Xiaoqiang Hou, CEO-Shanda Literature  
Diana Li, CEO-Shanda Games  
Tianqiao Chen, Chmn.

**Phone:** 86-21-5050-4740      **Fax:** 86-21-5080-5132

**Toll-Free:**

**Address:** 208 Juli Rd., Pudong New Area, Shanghai, 201203  
China

**GROWTH PLANS/SPECIAL FEATURES:**

Shanda Interactive Entertainment Ltd. is a leading interactive entertainment media company in China. It offers a portfolio of entertainment content including massively multi-player online role-playing games (MMORPGs) and casual online games, online chess and board games, network PC games and a variety of cartoons, literature works and music. The company's games fall primarily into one of two categories: casual games (Internet based), and massively multiplayer online role-playing games (MMORPG) which allow users to connect games installed on their computers to the Internet in order to interact with other gamers. Shanda's casual games include BNB, GetAmped, Crazy Kart and Kungfu Kids. The firm's fee-based MMORPG games include The Legend of Mir II, The Sign, Latale Online, World Hegemony and Tales of Dragons. Two of the firm's subsidiaries, Shanda Games Limited and Shanda Literature Corporation operate the games and literature divisions, respectively. Shanda Online International Limited operates a service platform which provides distribution, payment, customer service and other e-commerce services for games and literature. Hurray! Holding Co., Ltd., a subsidiary through Shanda Music Group Limited (Shanda Music), is involved in artist development, music production, offline distribution and music-related products such as ringtones. The firm's principal source of revenue consists of the fees paid by online game users. In July 2009, Shanda Music acquired a majority stake in Hurray!. In November 2009, Shanda Pictures Limited, a subsidiary, announced the launch of a joint venture company with Hunan Broadcasting and Television Group. The new company will produce and distribute movies and television series, as well as agency services and related businesses.

The company offers its employees medical and unemployment insurance; housing subsidies; and pension benefits.

**FINANCIALS:** Sales and profits are in thousands of dollars—add 000 to get the full amount. 2009 Note: Financial information for 2009 was not available for all companies at press time.

2009 Sales: \$	2009 Profits: \$
2008 Sales: \$523,132	2008 Profits: \$182,983
2007 Sales: \$338,232	2007 Profits: \$191,394
2006 Sales: \$211,900	2006 Profits: \$67,800
2005 Sales: \$235,014	2005 Profits: \$20,480

**U.S. Stock Ticker: SNDA**

**Int'l Ticker:** Int'l Exchange:  
Employees: 3,124  
Fiscal Year Ends: 12/31  
Parent Company:

**SALARIES/BENEFITS:**

Pension Plan: Y	ESOP Stock Plan:	Profit Sharing:	Top Exec. Salary: \$	Bonus: \$
Savings Plan:	Stock Purch. Plan:		Second Exec. Salary: \$	Bonus: \$

**OTHER THOUGHTS:**

Apparent Women Officers or Directors: 3  
Hot Spot for Advancement for Women/Minorities: Y

**LOCATIONS:** ("Y" = Yes)

West:	Southwest:	Midwest:	Southeast:	Northeast:	International:
					Y



**SHAREBUILDER CORP**

www.sharebuilder.com

Industry Group Code: 52312E Ranks within this company's industry group: Sales: Profits:

<b>Financial Services:</b> Stock Brokerage: Y Mortgages/Loans: Banking: Insurance: Credit Cards:	<b>Information:</b> Portal/News: Communities: Search Engine: Financial Data Pub.: Broadcasting/Music:	<b>Technology:</b> Hardware: Software: Specialty Equipment: Distributor:	<b>Services:</b> Payments/Markets: Consulting: Advertising/Mktg.: Outsourcing: Other:	<b>Retailing:</b> Retailer: Auctions: Tickets/Travel: Automobiles:	<b>Telecommunications:</b> Internet Service Provider: Web Site Services: Specialty Telecom:
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**TYPES OF BUSINESS:**

Online Brokerage  
Discount Brokerage

**BRANDS/DIVISIONS/AFFILIATES:**

ShareBuilder Securities Corporation  
ShareBuilder  
ING Direct  
ING Group (ING Groep NV)

**CONTACTS:** *Note: Officers with more than one job title may be intentionally listed here more than once.*

Dan Greenshields, Pres.  
Steve Throckmorton, Head-Human Resources  
Garrett Silver, Head-Investments Tech.  
Brandon Potter, Head-Prod. Mgmt.  
Paul Swegle, General Counsel/VP/Sec.  
Brian Applegate, Chief Compliance Officer

**Phone:** 425-451-4440 **Fax:** 425-451-4449

**Toll-Free:** 800-747-2537

**Address:** 83 S. King St., Seattle, WA 98104 US

**GROWTH PLANS/SPECIAL FEATURES:**

ShareBuilder Corporation is an online brokerage with over 1 million accounts. The company is a subsidiary of ING Direct, which in turn is a subsidiary of the ING Group. ShareBuilder Corporation operates through its subsidiary ShareBuilder Securities Corporation, a registered broker-dealer and member of the National Association of Securities Dealers (NASD) and the Securities Investor Protection Corporation (SIPC). The company's primary product is ShareBuilder, a discount online brokerage service targeted towards first-time and moderately experienced investors. ShareBuilder offers some of the lowest transaction fees in the industry (around \$4). The online service offers customers their choice of three account types: basic, standard and advantage, with various subscription fees arranged according to the volume and frequency of trades. The advantage account offers a gain and loss tracker, portfolio tax tool and priority notification for initial public offerings (IPOs).

**FINANCIALS:** Sales and profits are in thousands of dollars—add 000 to get the full amount. 2009 Note: Financial information for 2009 was not available for all companies at press time.

2009 Sales: \$	2009 Profits: \$
2008 Sales: \$	2008 Profits: \$
2007 Sales: \$6,000	2007 Profits: \$
2006 Sales: \$	2006 Profits: \$
2005 Sales: \$	2005 Profits: \$

**U.S. Stock Ticker:** Subsidiary**Int'l Ticker:** Int'l Exchange:

Employees:

Fiscal Year Ends: 12/31

Parent Company: ING GROUP (ING GROEP NV)

**SALARIES/BENEFITS:**

Pension Plan:	ESOP Stock Plan:	Profit Sharing:	Top Exec. Salary: \$	Bonus: \$
Savings Plan:	Stock Purch. Plan:		Second Exec. Salary: \$	Bonus: \$

**OTHER THOUGHTS:**

**Apparent Women Officers or Directors:**  
**Hot Spot for Advancement for Women/Minorities:** Y

**LOCATIONS:** ("Y" = Yes)

West: Y	Southwest:	Midwest:	Southeast:	Northeast:	International:
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**SHAW COMMUNICATIONS INC**

www.shaw.ca

Industry Group Code: 517110 Ranks within this company's industry group: Sales: 17 Profits: 9

<b>Financial Services:</b> Stock Brokerage: Mortgages/Loans: Banking: Insurance: Credit Cards:	<b>Information:</b> Portal/News: Communities: Search Engine: Financial Data Pub.: Broadcasting/Music:	<b>Technology:</b> Hardware: Software: Specialty Equipment: Distributor:	<b>Services:</b> Payments/Markets: Consulting: Advertising/Mktg.: Outsourcing: Other:	<b>Retailing:</b> Retailer: Auctions: Tickets/Travel: Automobiles:	<b>Telecommunications:</b> Internet Service Provider: Web Site Services: Specialty Telecom:	Y     Y
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**TYPES OF BUSINESS:**

Cable TV Service  
Internet Service Provider  
Satellite Services  
Digital Phone Services  
Internet Infrastructure Services  
Video-On-Demand

**BRANDS/DIVISIONS/AFFILIATES:**

Shaw Business Solutions  
Shaw Direct  
Shaw Tracking  
Shaw Broadcast Services  
Mountain Cablevision Limited

**CONTACTS:** *Note: Officers with more than one job title may be intentionally listed here more than once.*

Jim Shaw, CEO/Vice Chmn.  
Peter J. Bissonnette, Pres.  
Steve Wilson, CFO/Sr. VP  
Douglas J. Black, Corp. Sec.  
Bradley S. Shaw, Sr. VP-Oper.  
Michael D'Avella, Sr. VP-Planning  
Rhonda Bashnick, VP-Finance  
Ken Stein, Sr. VP-Corp. & Regulatory Affairs  
J. R. Shaw, Exec. Chmn.

**Phone:** 403-750-4500 **Fax:** 403-750-4501**Toll-Free:** 888-472-2222**Address:** 630 3rd Ave. SW, Ste. 900, Calgary, AB T2P 4L4  
Canada**GROWTH PLANS/SPECIAL FEATURES:**

Shaw Communications, Inc. is a diversified Canadian communications company whose core business is providing broadband cable television, Internet, digital phone, telecommunications services and satellite direct-to-home services. Shaw is organized into two business segments: cable, representing about 78% of annual revenues; and satellite, representing about 22%. The cable segment is comprised of Shaw's cable television, Internet, digital phone and Business Solutions operations. Shaw is one of the largest cable television providers in Western Canada, representing approximately 30% of the Canadian cable television market. Through its broadband network, Shaw serves over 2.3 million cable television customers, 1,678,000 Internet customers and over 830,000 digital phone customers. Shaw Business Solutions develops and manages Shaw's 6,700-mile fiber network, which serves as the primary Internet backbone for Shaw's broadband customers and provides data networking, video and Internet services to North American organizations, including Internet service providers, carriers and large enterprises. The satellite segment provides direct-to-home and satellite services and is comprised of Shaw Direct (formerly Star Choice), Shaw Tracking and Shaw Broadcast Services. Shaw Direct distributes digital video and audio programming services via satellite to Canadian residences and commercial establishments. Shaw Broadcast Services redistributes television and radio signals via satellite to cable operators and other multi-channel system operators in Canada and the U.S., and also provides uplink and network management services. Shaw Tracking provides mobile tracking and messaging services to the long-haul trucking industry in Canada, as well as integration and management services for satellite data networks and land-based telecommunications. In April 2009, Star Choice was renamed Shaw Direct. In October 2009, Shaw Communications acquired Mountain Cablevision Limited, a cable, Internet and telephone service provider based in Ontario.

**FINANCIALS:** Sales and profits are in thousands of dollars—add 000 to get the full amount. 2009 Note: Financial information for 2009 was not available for all companies at press time.

2009 Sales: \$3,231,320	2009 Profits: \$510,050
2008 Sales: \$2,577,000	2008 Profits: \$557,400
2007 Sales: \$2,802,200	2007 Profits: \$392,400
2006 Sales: \$2,483,900	2006 Profits: \$462,800
2005 Sales: \$2,231,900	2005 Profits: \$154,800

**U.S. Stock Ticker:** SJR**Int'l Ticker:** SJR.B Int'l Exchange: Toronto-TSX

Employees: 10,000

Fiscal Year Ends: 8/31

Parent Company:

**SALARIES/BENEFITS:**

Pension Plan:	ESOP Stock Plan:	Profit Sharing:	Top Exec. Salary: \$2,377,781	Bonus: \$5,706,676
Savings Plan:	Stock Purch. Plan:		Second Exec. Salary: \$1,644,447	Bonus: \$4,517,786

**OTHER THOUGHTS:**

Apparent Women Officers or Directors: 3  
Hot Spot for Advancement for Women/Minorities: Y

**LOCATIONS:** ("Y" = Yes)

West:	Southwest:	Midwest:	Southeast:	Northeast:	International:
					Y

**SHOPPING.COM LTD**

www.shopping.com

Industry Group Code: 454113 Ranks within this company's industry group: Sales: Profits:

<b>Financial Services:</b> Stock Brokerage: Mortgages/Loans: Banking: Insurance: Credit Cards:	<b>Information:</b> Portal/News: Communities: Search Engine: Financial Data Pub.: Broadcasting/Music:	<b>Technology:</b> Hardware: Software: Specialty Equipment: Distributor:	<b>Services:</b> Payments/Markets: Consulting: Advertising/Mktg.: Outsourcing: Other:	<b>Retailing:</b> Retailer: Auctions: Tickets/Travel: Automobiles:	<b>Telecommunications:</b> Internet Service Provider: Web Site Services: Specialty Telecom:
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**TYPES OF BUSINESS:**Online Comparison Shopping  
Consumer Reviews**BRANDS/DIVISIONS/AFFILIATES:**eBay Inc  
Epinions  
Shopping.com**CONTACTS:** *Note: Officers with more than one job title may be intentionally listed here more than once.*Andre Haddad, CEO  
Delphine Magnier, CFO  
Orit Ziv, Dir.-Human Resources  
Sam Hamilton, CTO  
Roberto Rabinovich, Head-Global Prod.  
Gautam Thakar, Sr. Dir./Gen. Mgr.-Global Bus. Unit**Phone:** 650-616-6500 **Fax:** 650-616-6510**Toll-Free:****Address:** 8000 Marina Blvd., 5th. Fl., Brisbane, CA 94005 US**GROWTH PLANS/SPECIAL FEATURES:**

Shopping.com, Ltd., a subsidiary of eBay, provides an online comparison-shopping service serving consumers and retailers. The firm has operations in the U.K., Germany, France, Ireland, Israel and Australia and is a leading e-commerce destination worldwide. Shopping.com has approximately 20 million unique visitors every month. Within approximately five mouse clicks, customers can find a specific product at the lowest competitive price while searching among thousands of brand-name products. Shopping.com also offers web-navigation tools as well as unbiased product reviews from Epinions.com, the firm's consumer reviews platform. Product categories include: cars, clothing and apparel, computers, electronics, flowers and gifts, health and beauty, home and garden, jewelry and watches, kids and family, magazine and subscriptions, media, musical instruments and accessories, office, sports and outdoors, video games and other. Shopping.com provides retailers with highest high conversion to sales rate; its efficient presentation of product information via the Internet enables quick consumer purchase decisions. Shopping.com partners with MSN, AOL (in France), preisvergleich.de (in Germany) and cnet.com.au and ninemsn (in Australia). Features of the web site include the ability to shop for particular brands and listings of the most popular items on the site.

Employees are offered medical, dental and vision insurance, flexible spending accounts, an employee assistance program, travel insurance, tuition reimbursement, adoption assistance, onsite fitness facilities and flexible scheduling.

**FINANCIALS:** Sales and profits are in thousands of dollars—add 000 to get the full amount. 2009 Note: Financial information for 2009 was not available for all companies at press time.

2009 Sales: \$	2009 Profits: \$
2008 Sales: \$	2008 Profits: \$
2007 Sales: \$28,900	2007 Profits: \$
2006 Sales: \$	2006 Profits: \$
2005 Sales: \$	2005 Profits: \$

**U.S. Stock Ticker:** Subsidiary**Int'l Ticker:** Int'l Exchange:

Employees:

Fiscal Year Ends: 12/31

Parent Company: EBAY INC

**SALARIES/BENEFITS:**

Pension Plan:	ESOP Stock Plan:	Profit Sharing:	Top Exec. Salary: \$	Bonus: \$125,000
Savings Plan: Y	Stock Purch. Plan: Y		Second Exec. Salary: \$	Bonus: \$

**OTHER THOUGHTS:**Apparent Women Officers or Directors: 2  
Hot Spot for Advancement for Women/Minorities: Y**LOCATIONS:** ("Y" = Yes)

West:	Southwest:	Midwest:	Southeast:	Northeast:	International:
Y					Y

**SHUTTERFLY INC**

www.shutterfly.com

Industry Group Code: 519130 Ranks within this company's industry group: Sales: 20 Profits: 17

<b>Financial Services:</b> Stock Brokerage: Mortgages/Loans: Banking: Insurance: Credit Cards:	<b>Information:</b> Portal/News: Communities: Search Engine: Financial Data Pub.: Broadcasting/Music:	<b>Technology:</b> Hardware: Software: Specialty Equipment: Distributor:	<b>Services:</b> Payments/Markets: Consulting: Advertising/Mktg.: Outsourcing: Other:	<b>Retailing:</b> Retailer: Auctions: Tickets/Travel: Automobiles:	<b>Telecommunications:</b> Internet Service Provider: Web Site Services: Specialty Telecom:
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**TYPES OF BUSINESS:**

Online Photographic Service  
Photo Printing  
Gifts-Retail

**BRANDS/DIVISIONS/AFFILIATES:**

Tiny Pictures  
Wink  
Storyboard Tool

**CONTACTS:** *Note: Officers with more than one job title may be intentionally listed here more than once.*

Jeffrey T. Housenbold, CEO  
Jeffrey T. Housenbold, Pres.  
Mark J. Rubash, CFO/Sr. VP  
Peter Elarde, Chief Mktg. Officer/Sr. VP  
Peter Navin, VP-Human Resources  
Neil Day, CTO/Sr. VP  
Ishantha Lokuge, VP-Prod. Mgmt. & User Experience  
Craig Jorasch, VP-Share Eng.  
Eric Kok, VP-Mfg.  
Doug Appleton, VP-Legal  
Dwayne A. Black, Sr. VP-Oper.  
Doug Galen, Sr. VP-Bus. & Corp. Dev.  
Katie Ho, VP-e-commerce & Customer Mktg.  
John Kaelle, VP-Finance  
Geoffrey Weber, VP-Internet Oper.  
Dan McCormick, VP/Gen Mgr.-Prod. & Svcs.  
Benjamin Weitzel, VP-Customer Insights & Analysis  
Philip A. Marineau, Chmn.

Phone: 650-610-5200

Fax: 650-654-1299

**Toll-Free:**

**Address:** 2800 Bridge Pkwy., Ste. 101, Redwood City, CA 94065  
US

**GROWTH PLANS/SPECIAL FEATURES:**

Shutterfly, Inc., established in 1999, is a leading Internet-based photograph publishing service. Through Shutterfly, consumers can upload, edit, share and print their photos. Allowing its customers to store their pictures online and send them to friends and family forms a large part of the company's marketing scheme. Customers may also choose to print pictures in a range of sizes from wallet-sized prints to jumbo 20x30-inch enlargements, as well as on a number of consumer goods, including calendars, greeting cards, mugs, mouse pads, tote bags, coasters, desk organizers, puzzles, playing cards, multi-media DVDs, magnets, keepsake boxes and ancillary products such as frames, photo albums and scrap-booking accessories. It has licensed content for some of its children's products, and offers items with such as a Dora the Explorer, SpongeBob SquarePants, Hannah Montana Mickey Mouse, Tinkerbell and Clifford the Big Red Dog photo books, as well as Sesame Street Adventure Books. The firm's Storyboard Tool, which allows users to publish professional-looking photo books. The user selects the photos they want in the book, and the Storyboard Tool automatically organizes them into a book format. The company processes more than 7.6 million orders to around 2.8 million customers annually, with an average value of \$28 per order. Shutterfly generates approximately 79% of its revenue from products manufactured at its facilities in Hayward, California; and Charlotte, North Carolina. Besides the manufacturing facilities, the firm also has customer support centers in Redwood City, California; and Phoenix, Arizona. In September of the same year, the firm acquired Tiny Pictures, a provider of picture and video sharing services. In December 2009, Shutterfly launched Wink, a service that allows customers to print photos and photo-based products from iPhone, as well as social networks sites.

Employees are offered medical, dental, vision and life insurance; an employee assistance program; disability coverage; and a 401(k) plan.

**FINANCIALS:** Sales and profits are in thousands of dollars—add 000 to get the full amount. 2009 Note: Financial information for 2009 was not available for all companies at press time.

2009 Sales: \$246,432	2009 Profits: \$5,853
2008 Sales: \$213,480	2008 Profits: \$3,660
2007 Sales: \$186,727	2007 Profits: \$10,095
2006 Sales: \$123,353	2006 Profits: \$5,798
2005 Sales: \$83,902	2005 Profits: \$38,932

**U.S. Stock Ticker:** SFLY

Int'l Ticker: Int'l Exchange:

Employees: 514

Fiscal Year Ends: 12/31

Parent Company:

**SALARIES/BENEFITS:**

Pension Plan:	ESOP Stock Plan:	Profit Sharing:	Top Exec. Salary: \$377,291	Bonus: \$283,600
Savings Plan: Y	Stock Purch. Plan:		Second Exec. Salary: \$280,000	Bonus: \$57,000

**OTHER THOUGHTS:**

Apparent Women Officers or Directors: 3  
Hot Spot for Advancement for Women/Minorities: Y

**LOCATIONS:** ("Y" = Yes)

West:	Southwest:	Midwest:	Southeast:	Northeast:	International:
Y				Y	

**SIEMENS AG**

www.siemens.com

Industry Group Code: 335 Ranks within this company's industry group: Sales: 1 Profits: 1

<b>Financial Services:</b> Stock Brokerage: Mortgages/Loans: Banking: Insurance: Credit Cards:	<b>Information:</b> Portal/News: Communities: Search Engine: Financial Data Pub.: Broadcasting/Music:	<b>Technology:</b> Hardware: Y Software: Y Specialty Equipment: Y Distributor:	<b>Services:</b> Payments/Markets: Consulting: Advertising/Mktg.: Outsourcing: Other:	<b>Retailing:</b> Retailer: Auctions: Tickets/Travel: Automobiles:	<b>Telecommunications:</b> Internet Service Provider: Web Site Services: Specialty Telecom:
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**TYPES OF BUSINESS:**

Electrical Equipment Manufacturing  
Energy & Power Plant Systems & Consulting  
IT Systems & Consulting  
Lighting & Optical Systems  
Automation Systems  
Transportation & Logistics Systems  
Photovoltaic Equipment  
Medical and Health Care Services and Equipment

**BRANDS/DIVISIONS/AFFILIATES:**

CTI Molecular Imaging  
Siemens Building Technologies  
Siemens Canada  
Siemens Corporate Technology  
Siemens Energy & Automation Inc  
Siemens Energy Services  
Siemens Healthcare  
Solel Solar Systems

**CONTACTS:** *Note: Officers with more than one job title may be intentionally listed here more than once.*

Peter H. Loscher, CEO  
Peter H. Loscher, Pres.  
Joe Kaeser, Head-Finance  
Siegfried Russwurm, Head-Human Resources/Dir.-Labor  
Heinrich Hiesinger, CIO  
Hermann Requardt, Head-Corp. Tech.  
Peter Y. Solmssen, Head-Legal & Compliance  
Joe Kaeser, Controller  
Hermann Requardt, Sector CEO-Healthcare  
Heinrich Hiesinger, Sector CEO-Industry  
Wolfgang Dehen, Sector CEO-Energy/Dir.-Asia & Australia  
Eric Spiegel, CEO/Pres., Siemens Corp.  
Gerhard Cromme, Chmn.  
Peter Y. Solmssen, Dir.-The Americas  
Barbara Kux, Head-Supply Chain Mgmt. & Sustainability

**Phone:** 49-69-797-6660**Fax:****Toll-Free:****Address:** Wittelsbacherplatz 2, Munich, 80333 Germany**GROWTH PLANS/SPECIAL FEATURES:**

Siemens AG is one of the largest electrical engineering and manufacturing companies in the world. Based in Germany, the firm sells products and services to approximately 190 countries around the globe, including all 50 states in the U.S. The company is organized in three primary sectors: industry, energy and healthcare. The industry sector's offerings range from industry automation products and services to building, lighting and mobility systems and services, as well as system integration for plant businesses. Additionally, this sector provides networking technology for transportation systems, including airport logistics, postal automation and railway electrification. The energy sector offers a broad range of products and services related to the generation, transmission and distribution of power, as well as for the extraction, conversion and transportation of oil and gas. The healthcare sector develops, manufactures and markets diagnostic and therapeutic systems, devices and consumables, as well as information technology systems for clinical and healthcare administration settings. Besides these activities, subsidiaries Siemens IT Solutions & Services as well as Siemens Financial Services support sector activities as business partners, meanwhile continuing to build up their own business with external customers. In July 2008, the company announced layoffs of approximately 4.2% of its workforce, totaling nearly 16,750 jobs. The firm has also begun to consolidate its more than 1,800 separate businesses to fewer than 1,000, realigning its operations regionally as cost-saving measures. The company has also sold a number of its telecommunications businesses in order to focus on the core sectors of health care, energy and industrial equipment. In July 2009, the firm sold its 50% stake in Fujitsu Siemens Computers, an IT infrastructure provider, to Fujitsu Limited for roughly \$670 million. In October 2009, Siemens announced that it would acquire Israel-based Solel Solar Systems Limited for \$418 million.

**FINANCIALS:** Sales and profits are in thousands of dollars—add 000 to get the full amount. 2009 Note: Financial information for 2009 was not available for all companies at press time.

2009 Sales: \$113,842,000	2009 Profits: \$3,404,080
2008 Sales: \$107,580,000	2008 Profits: \$8,189,070
2007 Sales: \$115,406,000	2007 Profits: \$3,535,760
2006 Sales: \$113,740,000	2006 Profits: \$3,950,360
2005 Sales: \$90,670,000	2005 Profits: \$2,702,000

**U.S. Stock Ticker: SI****Int'l Ticker: SIE** Int'l Exchange: Frankfurt-Euronext

Employees: 427,000

Fiscal Year Ends: 9/30

Parent Company:

**SALARIES/BENEFITS:**

Pension Plan:	ESOP Stock Plan:	Profit Sharing:	Top Exec. Salary: \$	Bonus: \$
Savings Plan:	Stock Purch. Plan:		Second Exec. Salary: \$	Bonus: \$

**OTHER THOUGHTS:**

Apparent Women Officers or Directors: 5  
Hot Spot for Advancement for Women/Minorities: Y

**LOCATIONS:** ("Y" = Yes)

West:	Southwest:	Midwest:	Southeast:	Northeast:	International:
Y	Y	Y	Y	Y	Y

**SINA CORPORATION**

english.sina.com

Industry Group Code: 519130 Ranks within this company's industry group: Sales: 17 Profits: 11

<b>Financial Services:</b> Stock Brokerage: Mortgages/Loans: Banking: Insurance: Credit Cards:	<b>Information:</b> Portal/News: Y Communities: Y Search Engine: Y Financial Data Pub.: Broadcasting/Music:	<b>Technology:</b> Hardware: Software: Y Specialty Equipment: Distributor:	<b>Services:</b> Payments/Markets: Consulting: Advertising/Mktg.: Outsourcing: Other:	<b>Retailing:</b> Retailer: Y Auctions: Y Tickets/Travel: Automobiles:	<b>Telecommunications:</b> Internet Service Provider: Web Site Services: Specialty Telecom: Y
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**TYPES OF BUSINESS:**

Internet Portal-Chinese  
E-Mail & Messaging Services  
Search Engine  
Online Games  
Wireless Services  
Online Auctions & Retail  
Online News

**BRANDS/DIVISIONS/AFFILIATES:**

SINA.com  
SINA Mobile  
SINA Online  
SINA.net  
SINA E-commerce  
SINAMall  
SINA Real Estate  
E-House Holdings Limited

**CONTACTS:** *Note: Officers with more than one job title may be intentionally listed here more than once.*

Charles Chao, CEO  
Hong Du, COO  
Charles Chao, Pres.  
Herman Yu, CFO  
Cathy Peng, Mgr.-Investor Rel.  
Gaofei Wang, VP/Gen. Mgr.-SINA Mobile  
Tong Chen, Exec. VP/Chief Editor  
Yan Wang, Chmn.

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**Toll-Free:**

<b>Address:</b> 88 Century Blvd., Jinmao Tower, Ste. 37F, Shanghai, 200040 China
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**GROWTH PLANS/SPECIAL FEATURES:**

SINA Corporation is an online media company and mobile value-added services (MVAS) provider based in China. The firm provides services through five major business lines: SINA.com, SINA Mobile, SINA Community, SINA.net and SINA E-Commerce. SINA.com is an online brand advertising property in China, providing Chinese language online news and content as well as such advertising product offerings as banner, button and text-link advertisements that appear on pages within the SINA network. SINA.com has portals in mainland China, Taiwan, Hong Kong and North America and consists of various regional, interest-based channels such as SINA Sports, SINA Auto, SINA Finance and SINA Real Estate, among others. SINA Mobile provides MVAS which allow users to receive news and information; download ring tones and pictures; and participate in dating and friendship communities through the SINA website or through their mobile phones on a monthly subscription or pay-per message basis. SINA Community provides a user-generated platform for information and entertainment. SINA.net serves as a platform to assist businesses and government bodies to more effectively engage, communicate and transact with their target audiences through the Internet. SINA E-Commerce offers SINAMall, an online shopping web site on the firm's Chinese Mainland and North America web sites, enabling both international and local companies to transact business. SINA generates the majority of its revenue from online advertising and MVAS offerings. The firm offers distinct and targeted content on each of its region-specific web sites and a range of complementary offerings designed to broaden its user base and increase user traffic. SINA's primary focus is on the China market. In July 2009, SINA Corporation and E-House (China) Holdings Limited, a leading real estate services company entered in a definitive agreement to merge E-House's real estate information and consulting business with SINA's online real estate business.

SINA offers its U.S. employees a 401(k) plan.

**FINANCIALS:** Sales and profits are in thousands of dollars—add 000 to get the full amount. 2009 Note: Financial information for 2009 was not available for all companies at press time.

2009 Sales: \$	2009 Profits: \$
2008 Sales: \$369,587	2008 Profits: \$80,638
2007 Sales: \$246,127	2007 Profits: \$57,729
2006 Sales: \$212,854	2006 Profits: \$39,916
2005 Sales: \$193,552	2005 Profits: \$43,115

**U.S. Stock Ticker:** SINA  
**Int'l Ticker:** Int'l Exchange:  
Employees: 2,740  
Fiscal Year Ends: 12/31  
Parent Company:

**SALARIES/BENEFITS:**

Pension Plan:	ESOP Stock Plan:	Profit Sharing:	Top Exec. Salary: \$	Bonus: \$
Savings Plan: Y	Stock Purch. Plan:		Second Exec. Salary: \$	Bonus: \$

**OTHER THOUGHTS:**

**Apparent Women Officers or Directors:** 1  
**Hot Spot for Advancement for Women/Minorities:** Y

**LOCATIONS:** ("Y" = Yes)

West: Y	Southwest:	Midwest:	Southeast:	Northeast:	International: Y
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**SK TELECOM CO LTD**

www.sktelecom.com

Industry Group Code: 5172 Ranks within this company's industry group: Sales: 15 Profits: 11

<b>Financial Services:</b> Stock Brokerage: Mortgages/Loans: Banking: Insurance: Credit Cards:	<b>Information:</b> Portal/News: Communities: Search Engine: Financial Data Pub.: Broadcasting/Music:	<b>Technology:</b> Hardware: Software: Specialty Equipment: Distributor:	<b>Services:</b> Payments/Markets: Consulting: Advertising/Mktg.: Outsourcing: Other:	<b>Retailing:</b> Retailer: Auctions: Tickets/Travel: Automobiles:	<b>Telecommunications:</b> Internet Service Provider: Web Site Services: Specialty Telecom:	Y
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**TYPES OF BUSINESS:**

Wireless Telecommunications Services  
Multimedia Broadcasting  
Online Shopping

**BRANDS/DIVISIONS/AFFILIATES:**

SK Telink Co Ltd  
SK Communications Co Ltd  
Nate.com  
Cyworld  
TU Media Corp  
PRMAX  
qianxun.com

**CONTACTS:** *Note: Officers with more than one job title may be intentionally listed here more than once.*

Man-Won Jung, CEO  
Man-Won Jung, Pres.

**Phone:** 82-2-6100-2114      **Fax:** 82-2-6100-7950

**Toll-Free:**

**Address:** 11, Euljiro 2-ga, Jung-gu, Seoul, 100-999 Korea

**GROWTH PLANS/SPECIAL FEATURES:**

SK Telecom Co., Ltd., one of Korea's leading wireless telecommunications service providers, is a pioneer in the commercial development and provision of high-speed wireless data and Internet services. The company offers wireless digital voice and data transmission services, including wireless Internet services, to approximately 23 million customers in Korea, China, Japan, Vietnam, the U.S. and Mongolia. SK Telecom provides services through networks using CDMA and WCDMA technology, offering automatic CDMA voice and data roaming in eight countries; WCDMA voice and data roaming in 54 countries; and GSM voice roaming in 155 countries. Additionally, it offers WiBro wireless data and broadband Internet service in areas called hot zones, in 23 Korean cities. These hot zones, which include financial districts and university environs, are recognized as having high levels of wireless data traffic. WiBro allows mobile phones, portable computers and other portable devices to access the Internet, but does not typically offer voice capabilities. Through SK Telink Co., Ltd., a 90.8% owned-subsubsidiary, the company provides international call services under the brand name 00700, including direct-dial, VoIP (Voice over Internet Protocol) and data services. Subsidiary SK Communications Co., Ltd. offers an Internet portal at nate.com featuring a search engine and free e-mail accounts; the subsidiary also operates one of Korea's most popular online communities, Cyworld, with approximately 22 million subscribers including those in the U.S., Japan, China and Taiwan. At 32.7%, SK Telecom is the largest shareholder of TU Media Corp., which broadcasts satellite TV to customer's cellphones. In April 2009, after acquiring PRMAX, the Chinese subsidiary of Korea Center, an operator of online shopping sites, the company launched Qianxun.com, an online fashion mall. The site offers apparel and fashion accessories from Korea, Europe and the U.S. and will include cosmetics and travel items.

**FINANCIALS:** Sales and profits are in thousands of dollars—add 000 to get the full amount. 2009 Note: Financial information for 2009 was not available for all companies at press time.

2009 Sales: \$	2009 Profits: \$
2008 Sales: \$8,457,370	2008 Profits: \$925,780
2007 Sales: \$11,537,436	2007 Profits: \$1,582,920
2006 Sales: \$11,464,750	2006 Profits: \$1,557,410
2005 Sales: \$10,457,000	2005 Profits: \$1,925,600

**U.S. Stock Ticker: SKM**

**Int'l Ticker: 017670** Int'l Exchange: Seoul-KRX

Employees:

Fiscal Year Ends: 12/31

Parent Company:

**SALARIES/BENEFITS:**

Pension Plan:	ESOP Stock Plan: Y	Profit Sharing:	Top Exec. Salary: \$	Bonus: \$
Savings Plan:	Stock Purch. Plan:		Second Exec. Salary: \$	Bonus: \$

**OTHER THOUGHTS:**

**Apparent Women Officers or Directors:**  
**Hot Spot for Advancement for Women/Minorities:**

**LOCATIONS: ("Y" = Yes)**

West:	Southwest:	Midwest:	Southeast:	Northeast:	International:
					Y

**SKYPE TECHNOLOGIES SA**

www.skype.com

Industry Group Code: 517919 Ranks within this company's industry group: Sales: 2 Profits:

<b>Financial Services:</b> Stock Brokerage: Mortgages/Loans: Banking: Insurance: Credit Cards:	<b>Information:</b> Portal/News: Communities: Search Engine: Financial Data Pub.: Broadcasting/Music:	<b>Technology:</b> Hardware: Software: Specialty Equipment: Distributor:	<b>Services:</b> Payments/Markets: Consulting: Advertising/Mktg.: Outsourcing: Other:	<b>Retailing:</b> Retailer: Auctions: Tickets/Travel: Automobiles:	<b>Telecommunications:</b> Internet Service Provider: Web Site Services: Specialty Telecom:
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**TYPES OF BUSINESS:**

Software-VoIP

**BRANDS/DIVISIONS/AFFILIATES:**

eBay Inc  
3 Skypephone  
SkypeOut  
SkypeIn  
Skype Credit  
Skype for Business  
Skype SMS

**CONTACTS:** *Note: Officers with more than one job title may be intentionally listed here more than once.*

Scott Durchslag, COO  
Josh Silverman, Pres.  
Laura Shesgreen, CFO  
Anne Gillespie, Dir.-Human Resources  
Daniel Berg, CTO  
Robert Miller, General Counsel  
Christopher Dean, Chief Strategy Officer  
Brian O'Shaughnessy, Head-Global Comm.  
Edith Coenan, Dir.-ResourcePlanning

<b>Phone:</b> 352-26-20-15-82	<b>Fax:</b> 352-26-27-05-88
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**Toll-Free:**

<b>Address:</b> 22/24 Boulevard Royal, 6e Etage,, Luxembourg, L-2449 Luxembourg
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**GROWTH PLANS/SPECIAL FEATURES:**

Skype Technologies S.A. offers software that allows users to make free PC-to-PC phone calls over the Internet. The company certifies and sells hardware products from partners and works with third-party developers to expand its software offerings. Skype has been downloaded over 1 billion times and currently has over 400 million customers. Skype is also available in 28 languages. Calls are made using Skype's proprietary software, a PC microphone and speakers (or a headset) for voice calls, or a webcam for video calls. Free Skype-to-Skype calls can also be made through the 3 Skypephone, currently available primarily in Europe, Australia and Hong Kong, as well as through the Sony PSP (Playstation Portable), WiFi phones and cordless phones. SkypeOut provides PC-to-telephone connections at a cost of two cents per minute. SkypeIn allows individuals on landlines or mobile phones to call a Skype PC connection, or leave messages on the Skype Voicemail. Skype for Business offers all the regular features plus SMS (text) messaging; a control panel for managing Skype organization-wide; conference calling; and free video calls. Additional fee-based services include directory options, instant messaging, file transfers, call logs, call forwarding and conference calling features. Skype also offers Personalize Skype, which allows personalization of avatars and other features, and Skype Credit, which allows users to purchase credit for voicemail or text messaging in advance. In April 2008, the company launched a beta version of Skype for mobile, a thin client that joins Internet communication with mobile phones. Former parent company eBay sold Skype to a group of private investors in November 2009; eBay retained 30% of the firm.

**FINANCIALS:** Sales and profits are in thousands of dollars—add 000 to get the full amount. 2009 Note: Financial information for 2009 was not available for all companies at press time.

2009 Sales: \$	2009 Profits: \$
2008 Sales: \$500,000	2008 Profits: \$
2007 Sales: \$381,800	2007 Profits: \$
2006 Sales: \$140,000	2006 Profits: \$
2005 Sales: \$60,000	2005 Profits: \$

**U.S. Stock Ticker:** Private**Int'l Ticker:** Int'l Exchange:

Employees:

Fiscal Year Ends: 12/31

Parent Company:

**SALARIES/BENEFITS:**

Pension Plan:	ESOP Stock Plan:	Profit Sharing:	Top Exec. Salary: \$	Bonus: \$
Savings Plan:	Stock Purch. Plan:		Second Exec. Salary: \$	Bonus: \$

**OTHER THOUGHTS:**

Apparent Women Officers or Directors: 3  
Hot Spot for Advancement for Women/Minorities: Y

**LOCATIONS: ("Y" = Yes)**

West:	Southwest:	Midwest:	Southeast:	Northeast:	International:
					Y



**SOHU.COM INC**

corp.sohu.com

Industry Group Code: 519130 Ranks within this company's industry group: Sales: 15 Profits: 7

<b>Financial Services:</b> Stock Brokerage: Mortgages/Loans: Banking: Insurance: Credit Cards:	<b>Information:</b> Portal/News: Y Communities: Search Engine: Y Financial Data Pub.: Broadcasting/Music:	<b>Technology:</b> Hardware: Software: Specialty Equipment: Distributor:	<b>Services:</b> Payments/Markets: Consulting: Advertising/Mktg.: Outsourcing: Y Other:	<b>Retailing:</b> Retailer: Auctions: Tickets/Travel: Automobiles:	<b>Telecommunications:</b> Internet Service Provider: Y Web Site Services: Specialty Telecom:
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**TYPES OF BUSINESS:**

Internet Portal-Chinese  
Internet Service Provider  
Online Gaming Portal  
Real Estate Services  
Wireless Media Content  
Search Engine-Chinese

**BRANDS/DIVISIONS/AFFILIATES:**

Chinaren.com  
Focus.cn  
Sohu.com  
17173.com  
Sogou.com

**CONTACTS:** *Note: Officers with more than one job title may be intentionally listed here more than once.*

Charles Zhang, CEO  
Belinda Wang, COO  
Belinda Wang, Co-Pres.  
Carol Yu, CFO/Co-Pres.  
Xiaochuan Wang, VP/Head-R&D Center  
Xiaochuan Wang, CTO  
Gang Fang, VP-Prod.  
Luming Chen, VP  
Tao Wang, VP  
Lin Zhou, VP-Tech.  
Charles Zhang, Chmn.

**Phone:** 86-10-6272-6666 **Fax:** 86-10-6272-6588**Toll-Free:****Address:** Sohu.com Internet Plz, No1 Park, Zhongguancun E Rd, Beijing, 100084 China**GROWTH PLANS/SPECIAL FEATURES:**

Sohu.com, Inc. is a leading Internet company in China, providing news, information, entertainment and communication. It organizes its businesses into two categories: advertising and non-advertising. Sohu's advertising business offers content to its users free of charge and provides advertising services to advertisers on its network of Chinese language web properties consisting of: Sohu.com, a leading mass portal and online media destination with web navigational capabilities, 40 main content channels featuring news, commentaries and various other topics, web-based communication and community services; 17173.com, a leading game information portal; Focus.cn, a real estate website; ChinaRen.com, an online youth alumni community; and Sogou.com, an interactive proprietary search engine. The advertising business derives its revenue from two kinds of activities: brand advertising services, whereby advertising space is provided to companies on Sohu's web sites, and sponsored search services, which provide priority placements in the company's search directory and pay-per-click services. The firm's non-advertising business principally includes online games and wireless value-added services. Sohu operates online games including two massively multi-player online role-playing games (MMORPGs): Tian Long Ba Bu and Blade Online. It offers wireless value-added services such as news, weather forecast, chatting, entertainment information, ringtone downloads and logo downloads. Sohu has partnerships with over 1,700 organizations including exclusive partnerships with sports entities such as Team China Football, Eurosports, the AFC Champions League and the NBA.

**FINANCIALS:** Sales and profits are in thousands of dollars—add 000 to get the full amount. 2009 Note: Financial information for 2009 was not available for all companies at press time.

2009 Sales: \$515,200	2009 Profits: \$197,700
2008 Sales: \$429,051	2008 Profits: \$158,637
2007 Sales: \$188,934	2007 Profits: \$34,931
2006 Sales: \$134,236	2006 Profits: \$25,885
2005 Sales: \$104,547	2005 Profits: \$29,781

**U.S. Stock Ticker:** SOHU**Int'l Ticker:** Int'l Exchange:

Employees: 3,197

Fiscal Year Ends: 12/31

Parent Company:

**SALARIES/BENEFITS:**

Pension Plan:	ESOP Stock Plan:	Profit Sharing:	Top Exec. Salary: \$280,000	Bonus: \$250,000
Savings Plan:	Stock Purch. Plan:		Second Exec. Salary: \$250,000	Bonus: \$199,185

**OTHER THOUGHTS:**

Apparent Women Officers or Directors: 2  
Hot Spot for Advancement for Women/Minorities: Y

**LOCATIONS:** ("Y" = Yes)

West:	Southwest:	Midwest:	Southeast:	Northeast:	International:
					Y

**SONICWALL INC**

www.sonicwall.com

Industry Group Code: 33411 Ranks within this company's industry group: Sales: 4 Profits: 3

<b>Financial Services:</b> Stock Brokerage: Mortgages/Loans: Banking: Insurance: Credit Cards:	<b>Information:</b> Portal/News: Communities: Search Engine: Financial Data Pub.: Broadcasting/Music:	<b>Technology:</b> Hardware: Software: Specialty Equipment: Distributor:	<b>Services:</b> Payments/Markets: Consulting: Advertising/Mktg.: Outsourcing: Other:	<b>Retailing:</b> Retailer: Auctions: Tickets/Travel: Automobiles:	<b>Telecommunications:</b> Internet Service Provider: Web Site Services: Specialty Telecom:
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**TYPES OF BUSINESS:**

Computer Peripherals-Security  
Content Filtering Services  
Anti-Virus Protection  
Security Software

**BRANDS/DIVISIONS/AFFILIATES:**

Global Management System  
Global VPN Client  
CDP Backup and Recovery  
Network Security Appliance Series  
SonicWALL Content Security Management

**CONTACTS:** *Note: Officers with more than one job title may be intentionally listed here more than once.*

Matt Medeiros, CEO  
Matt Medeiros, Pres.  
Robert D. Selvi, CFO  
Steve Franzese, VP-Worldwide Mktg.  
Dawn Thompson, VP-Human Resources  
John Gmuender, VP-Eng.  
Frederick M. Gonzalez, General Counsel/VP/Sec.  
Colleen Nichols, Sr. Dir.-Public Rel.  
Robert B. Knauff, VP-Finance/Corp. Controller  
Douglas Brockett, VP/Gen. Mgr.  
Robert B. Knauff, Chief Acct. Officer  
John C. Shoemaker, Chmn.  
Marvin Blough, VP-Worldwide Sales

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<b>Toll-Free:</b> 888-557-6642
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<b>Address:</b> 1143 Borregas Ave., Sunnyvale, CA 94089 US
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**GROWTH PLANS/SPECIAL FEATURES:**

SonicWALL, Inc. designs, develops, manufactures and sells integrated network security, content security and business continuity solutions. It caters to networks in the commercial, healthcare, education and governmental sectors. The company's products are designed to enable secure Internet-based connectivity for distributed organizations against inbound and outbound e-mail threats; provide secure Internet access to both wired and wireless broadband customers; and provide business continuity during data connectivity loss. SonicWALL offers security appliances that provide robust Internet firewall security. The company also sells, on a subscription basis, value-added services for its security appliances, including anti-spam protection; content filtering through the SonicWALL Content Security Management series; offsite backup through its Continuous Data Protection (CDP) Backup and Recovery solution; anti-virus protection; and intrusion prevention. In addition, SonicWALL's enterprise-grade unified threat management (UTM) solutions include the Network Security Appliance (NSA) Series; SSL VPN solutions; and e-mail security offerings. SonicWALL also licenses software packages such as Global Management System (GMS) and Global VPN Client. GMS enables distributed enterprises and service providers to manage and monitor a large number of SonicWALL Internet security appliances and deploy its security software and services from a central location to reduce staffing requirements, speed deployment and lower costs. Global VPN Client provides mobile users with a simple solution for securely accessing the network. SonicWALL's products and services are primarily sold, and its software is licensed, on an indirect basis through two-tiered distribution, first to distributors and then to value-added resellers, who sell to customers.

SonicWALL offers employees health, dental, life, AD&D and vision insurance; flexible spending plans; tuition reimbursement; a 401(K); employee assistance; and incentive stock options.

**FINANCIALS:** Sales and profits are in thousands of dollars—add 000 to get the full amount. 2009 Note: Financial information for 2009 was not available for all companies at press time.

2009 Sales: \$	2009 Profits: \$
2008 Sales: \$218,644	2008 Profits: \$4,881
2007 Sales: \$199,199	2007 Profits: \$28,621
2006 Sales: \$175,538	2006 Profits: \$-10,753
2005 Sales: \$135,324	2005 Profits: \$6,276

**U.S. Stock Ticker:** SNWL

Int'l Ticker: Int'l Exchange:

Employees: 820

Fiscal Year Ends: 12/31

Parent Company:

**SALARIES/BENEFITS:**

Pension Plan:	ESOP Stock Plan:	Profit Sharing:	Top Exec. Salary: \$450,000	Bonus: \$
Savings Plan: Y	Stock Purch. Plan: Y		Second Exec. Salary: \$285,000	Bonus: \$

**OTHER THOUGHTS:**

Apparent Women Officers or Directors: 1  
Hot Spot for Advancement for Women/Minorities:

**LOCATIONS:** ("Y" = Yes)

West:	Southwest:	Midwest:	Southeast:	Northeast:	International:
Y					Y

**SOPRA GROUP SA**

www.sopragroup.com

Industry Group Code: 541513 Ranks within this company's industry group: Sales: 11 Profits: 7

<b>Financial Services:</b> Stock Brokerage: Mortgages/Loans: Banking: Insurance: Credit Cards:	<b>Information:</b> Portal/News: Communities: Search Engine: Financial Data Pub.: Broadcasting/Music:	<b>Technology:</b> Hardware: Software: Specialty Equipment: Distributor:	<b>Services:</b> Payments/Markets: Consulting: Advertising/Mktg.: Outsourcing: Other:	<b>Retailing:</b> Retailer: Auctions: Tickets/Travel: Automobiles:	<b>Telecommunications:</b> Internet Service Provider: Web Site Services: Specialty Telecom:
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**TYPES OF BUSINESS:**

Information Technology Consulting  
Business Strategy Consulting  
Business Process Outsourcing

**BRANDS/DIVISIONS/AFFILIATES:**

Axway Software  
Orga Consultants  
Momentum Technologies  
Tumbleweed Communications

**CONTACTS:** *Note: Officers with more than one job title may be intentionally listed here more than once.*

Pierre Pasquier, CEO  
Pierre Pasquier, Pres.  
Dominique Illien, Managing Dir.  
Jose Sancho Garcia, Managing Dir.-Sopra PROFit  
Francois Odin, Managing Dir.-Sopra GMT  
Christophe Fabre, CEO-Axway Software  
Pierre Pasquier, Chmn.

**Phone:** 33-1-40-67-29-29      **Fax:** 33-1-40-67-29-30

**Toll-Free:**

**Address:** 9 bis, rue de Presbourg, Paris, 74940 France

**GROWTH PLANS/SPECIAL FEATURES:**

Sopra Group SA, originally founded in 1968, is a provider of consulting and business process outsourcing services related to information technology (IT), systems integration and overall business strategy and management. Services are grouped into a variety of categories, including general business consulting; strategy and management consulting; customer relationship management (CRM); business intelligence, including business sector consulting, architecture consulting and data warehouse consulting; enterprise resource planning (ERP); technical and scientific software engineering; global testing; application outsourcing; and Sopra Group Solutions, encompassing specialized software for banking, human resources and property management applications. In addition to its headquarters and locations in France, the firm maintains offices in Belgium, the Netherlands, Luxembourg, Germany, Italy, Morocco, Spain, Portugal, Switzerland, the U.K., Ireland and India. Subsidiary Axway Software, headquartered in Phoenix, Arizona and active in 20 countries, is a provider of enterprise application integration (EAI) services to more than 11,000 organizational clients worldwide. Axway's applications help to optimize the movement, management and protection of information both within and between networks. Additional subsidiaries include Orga Consultants, headquartered in France, and Momentum Technologies, with headquarters in Bellevue, Washington and additional locations in Canada and India. During 2008, approximately 71% of sales were generated in France; 24% were generated in the rest of Europe; and approximately 5% were generated in the U.S. and Asia. Systems integration and application outsourcing accounted for roughly 60% of total revenues; proprietary solutions accounted for 13%; consulting represented 12%; and revenues generated through Axway accounted for approximately 15% of the total. In September 2008, Sopra acquired U.S.-based Tumbleweed Communications, an e-mail security software firm, in a transaction valued at approximately \$138 million. Subsequent to the acquisition, Tumbleweed was merged into Axway.

**FINANCIALS:** Sales and profits are in thousands of dollars—add 000 to get the full amount. 2009 Note: Financial information for 2009 was not available for all companies at press time.

2009 Sales: \$	2009 Profits: \$
2008 Sales: \$1,623,480	2008 Profits: \$83,650
2007 Sales: \$1,439,350	2007 Profits: \$79,200
2006 Sales: \$	2006 Profits: \$
2005 Sales: \$	2005 Profits: \$

**U.S. Stock Ticker:**

**Int'l Ticker:** SOP Int'l Exchange: Paris-Euronext

Employees:

Fiscal Year Ends: 12/31

Parent Company:

**SALARIES/BENEFITS:**

Pension Plan:	ESOP Stock Plan:	Profit Sharing:	Top Exec. Salary: \$	Bonus: \$
Savings Plan:	Stock Purch. Plan:		Second Exec. Salary: \$	Bonus: \$

**OTHER THOUGHTS:**

Apparent Women Officers or Directors:

Hot Spot for Advancement for Women/Minorities:

**LOCATIONS: ("Y" = Yes)**

West:	Southwest:	Midwest:	Southeast:	Northeast:	International:
					Y

**SPEAKEASY INC**

www.speakeasy.net

Industry Group Code: 517919 Ranks within this company's industry group: Sales: Profits:

<b>Financial Services:</b> Stock Brokerage: Mortgages/Loans: Banking: Insurance: Credit Cards:	<b>Information:</b> Portal/News: Communities: Search Engine: Financial Data Pub.: Broadcasting/Music:	<b>Technology:</b> Hardware: Software: Specialty Equipment: Distributor:	<b>Services:</b> Payments/Markets: Consulting: Advertising/Mktg.: Outsourcing: Other:	<b>Retailing:</b> Retailer: Auctions: Tickets/Travel: Automobiles:	<b>Telecommunications:</b> Internet Service Provider: Web Site Services: Specialty Telecom:
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**TYPES OF BUSINESS:**

Broadband Services Provider  
Wireless Internet (Wi-Fi) Services  
Web Hosting  
VoIP Services  
Dedicated Internet Access Lines

**BRANDS/DIVISIONS/AFFILIATES:**

NetShare  
Best Buy Co., Inc.

**CONTACTS:** *Note: Officers with more than one job title may be intentionally listed here more than once.*

Bruce A. Chatterley, CEO  
Kurt Hoffman, COO  
Bruce A. Chatterley, Pres.  
John A. Higgie, CFO  
Ginny Hutchinson, Chief Mktg. Officer  
Michael Czerwinski, VP-Customer Svc.  
Chris Gellos, VP-Sales

**Phone:** 206-728-9770      **Fax:** 206-728-1500

**Toll-Free:** 800-556-5829

**Address:** 1201 Western Ave., Seattle, WA 98101 US

**GROWTH PLANS/SPECIAL FEATURES:**

Speakeasy, Inc. is a nationwide provider of broadband voice and data and IT services. The company focuses on providing its services to home offices and small businesses. Speakeasy is a private network with eight Speakeasy Points of Presence (POP) that serve 120 metropolitan markets; additionally, the company has an underground network of fiber-optic paths to connect the POPs. The POPs are in Seattle, Washington; San Francisco, California; Los Angeles, California; Dallas, Texas; Chicago, Illinois; Atlanta, Georgia; Washington, D.C.; and New York City. The company offers businesses T1 services; ADSL and SDSL; Voice over IP (VoIP); private point-to-multi-point WAN; and web hosting, which features e-mail, DNS and co-location services. Speakeasy's home section offers a variety of services: DSL, home VoIP, web hosting services and dialup Internet access. The company allows its subscribers to run any number of servers and to resell their connectivity to others through the firm's NetShare service. Recently, the firm was acquired by Best Buy Co., Inc. In 2008, the company announced several new and updated services, including changes to policy, such as Speakeasy's decision to allow customers to choose their broadband provider, whereas historically it required voice customers to use Speakeasy broadband service; improvements of customers service, including its complete communication solution to small businesses; and the company is also expanding its Voice over IP (VoIP) portfolio to offer two new digital voice options for small businesses, including voice over Speakeasy's 15 Mbps broadband and a small office calling plan, usable with any broadband service. The firm also expanded its service bundle options for small businesses. In March 2009, the firm began offering SIP services for Integrated Voice; and expanded its service in Los Angeles and San Francisco, California and Washington, D.C.

**FINANCIALS:** Sales and profits are in thousands of dollars—add 000 to get the full amount. 2009 Note: Financial information for 2009 was not available for all companies at press time.

2009 Sales: \$	2009 Profits: \$
2008 Sales: \$	2008 Profits: \$
2007 Sales: \$	2007 Profits: \$
2006 Sales: \$	2006 Profits: \$
2005 Sales: \$65,600	2005 Profits: \$

**U.S. Stock Ticker: Subsidiary**

Int'l Ticker: Int'l Exchange:

Employees:

Fiscal Year Ends:

Parent Company: BEST BUY CO INC

**SALARIES/BENEFITS:**

Pension Plan:	ESOP Stock Plan:	Profit Sharing:	Top Exec. Salary: \$	Bonus: \$
Savings Plan:	Stock Purch. Plan:		Second Exec. Salary: \$	Bonus: \$

**OTHER THOUGHTS:**

Apparent Women Officers or Directors: 1  
Hot Spot for Advancement for Women/Minorities:

**LOCATIONS: ("Y" = Yes)**

West: Y	Southwest:	Midwest:	Southeast:	Northeast:	International:
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**SPOTIFY**

www.spotify.com

Industry Group Code: 451220E Ranks within this company's industry group: Sales: Profits:

<b>Financial Services:</b> Stock Brokerage: Mortgages/Loans: Banking: Insurance: Credit Cards:	<b>Information:</b> Portal/News: Communities: Search Engine: Financial Data Pub.: Broadcasting/Music:	<b>Technology:</b> Hardware: Software: Specialty Equipment: Distributor:	<b>Services:</b> Payments/Markets: Consulting: Advertising/Mktg.: Outsourcing: Other:	<b>Retailing:</b> Retailer: Auctions: Tickets/Travel: Automobiles:	<b>Telecommunications:</b> Internet Service Provider: Web Site Services: Specialty Telecom:
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**TYPES OF BUSINESS:**

Online Music Subscriptions

**BRANDS/DIVISIONS/AFFILIATES:****CONTACTS:** *Note: Officers with more than one job title may be intentionally listed here more than once.*

Daniel Ek, CEO  
Faisal Galaria, Head-Global Bus. Dev.  
Paul Brown, Media Spokesman  
Gustav Soderstrom, Dir.-Portable Solutions  
Martin Lorentzon, Co-Founder

<b>Phone:</b> 46-709-79-2207	<b>Fax:</b> 33-1-44-50-40-01
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**Toll-Free:****Address:** 103 New Oxford St., London, WC1A 1DD UK**GROWTH PLANS/SPECIAL FEATURES:**

Spotify, Ltd. is a web-based subscription music service offering streaming music to registered users in Sweden, Norway, Finland, the UK, France and Spain, with roughly 5.5 million users in 2009. The firm's library of music is accessed via its proprietary Spotify streaming music player program, which users can download and install on a variety of platforms, offering them access to Spotify's entire music library and the ability to listen to chosen tracks at any time and in any order. Users can create personalized playlists, and also have the option to share these playlists with other Spotify users who can then edit the playlists and make their own updates, enabling a collaborative approach to online, peer-to-peer music sharing. The firm's desktop client is available on Mac, Windows and Linux systems, and Spotify also offers applications for a variety of mobile platforms, including the iPhone, the iPod Touch, Android-based phones and Windows Mobile-based phones. The firm offers two main access models: the first allows free access to the online music library and is supported through advertisements, while the premium service charges subscription fees and does not include advertising. Currently, access to the free version is only available by electronic invitations that can be sent out by premium subscribers (who receive a limited number); without an invitation, new users can only sign up for the premium service. The premium program also enables users to cache as many as 3,333 tracks for up to one month for offline listening when traveling or out of Internet range. Spotify also connects users to a range of music sellers, providing links to online music stores where customers can purchase albums and individual songs for download. The company currently has licensing agreements with a variety of music aggregators and labels, including Universal Music Group, Sony BMG, EMI Music, Warner Music Group, CD Baby and Naxos.

**FINANCIALS:** Sales and profits are in thousands of dollars—add 000 to get the full amount. 2009 Note: Financial information for 2009 was not available for all companies at press time.

2009 Sales: \$	2009 Profits: \$
2008 Sales: \$	2008 Profits: \$
2007 Sales: \$	2007 Profits: \$
2006 Sales: \$	2006 Profits: \$
2005 Sales: \$	2005 Profits: \$

**U.S. Stock Ticker:** Private**Int'l Ticker:** Int'l Exchange:

Employees:

Fiscal Year Ends:

Parent Company:

**SALARIES/BENEFITS:**

Pension Plan:	ESOP Stock Plan:	Profit Sharing:	Top Exec. Salary: \$	Bonus: \$
Savings Plan:	Stock Purch. Plan:		Second Exec. Salary: \$	Bonus: \$

**OTHER THOUGHTS:**

Apparent Women Officers or Directors:

Hot Spot for Advancement for Women/Minorities:

**LOCATIONS:** ("Y" = Yes)

West:	Southwest:	Midwest:	Southeast:	Northeast:	International:
					Y

**SPRINT NEXTEL CORP**

www.sprint.com

Industry Group Code: 5172 Ranks within this company's industry group: Sales: 8 Profits: 13

<b>Financial Services:</b> Stock Brokerage: Mortgages/Loans: Banking: Insurance: Credit Cards:	<b>Information:</b> Portal/News: Communities: Search Engine: Financial Data Pub.: Broadcasting/Music:	<b>Technology:</b> Hardware: Software: Specialty Equipment: Distributor:	<b>Services:</b> Payments/Markets: Consulting: Advertising/Mktg.: Outsourcing: Other:	<b>Retailing:</b> Retailer: Auctions: Tickets/Travel: Automobiles:	<b>Telecommunications:</b> Internet Service Provider: Web Site Services: Specialty Telecom:
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**TYPES OF BUSINESS:**

Cellular Telephone Service  
Internet Service Provider  
Wireless Data Services  
Long-Range Walkie-Talkie Service  
Long-Distance Telephone Service  
Network Services

**BRANDS/DIVISIONS/AFFILIATES:**

Nextel  
Sprint  
WiMAX  
Northern PCS Services, LLC  
Clearwire Corporation

**CONTACTS:** *Note: Officers with more than one job title may be intentionally listed here more than once.*

Dan Hesse, CEO  
Dan Hesse, Pres.  
Robert H. Brust, CFO  
Sandra J. Price, Sr. VP-Human Resources  
Barry West, CTO  
Charles Wunsch, General Counsel/Corp. Sec.  
Keith Cowan, Pres., Strategic Planning & Corp. Initiatives  
Bill White, Sr. VP-Corp. Comm.  
Bryan Fries, Dir.-Investor Rel.  
Christopher J. Gregoire, VP-Acct.  
Bob Johnson, Chief Service Officer  
Danny Bowman, Pres., Sprint Nextel iDEN  
Paget L. Alves, Pres., Bus. Markets Group  
Steven Elfman, Pres., Network Oper.  
James Hance Jr., Chmn.

<b>Phone:</b>	<b>Fax:</b>
<b>Toll-Free:</b> 800-829-0965	
<b>Address:</b> 6200 Sprint Pkwy., Overland Park, KS 66251 US	

**GROWTH PLANS/SPECIAL FEATURES:**

Sprint Nextel Corp. is a global communications company offering wireless and wireline communications products and services. It operates in two segments: wireless and wireline. The wireless segment offers a wide array of mobile telephone and data transmission services that feature a variety of pricing plans and include prepaid services, voicemail; call waiting; three way calling; caller identification; directory assistance; call forwarding; speakerphone; and voice-activating dialing features. Through a variety of roaming arrangements, the division provides roaming services to areas in numerous countries outside the U.S., including areas of Asia Pacific; Central, North and South America; and most major Caribbean islands. Additionally, the unit offers walkie-talkie services and data communications services including wireless photo and video offerings; wireless data communications, including Internet access and messaging and e-mail services; wireless entertainment on the CDMA network, including the ability to view live television and listen to Sirius satellite radio; and location-based capabilities, including asset and fleet management, dispatch services and navigation tools. The wireline segment provides a broad suite of voice and data communications services targeted to domestic business customers, multinational corporations and other communications companies. The company is one of the nation's largest providers of long distance services and operates all-digital long distance and Tier 1 IP networks. It is also focused on developing 4G WiMAX capabilities, which give customers high speed Internet access. Recently, Sprint Nextel acquired Northern PCS Services, LLC, a former affiliate, for \$312.5 million. In November 2008, the company combined its WiMAX business with that of Clearwire Corporation to form a new joint 4G wireless communications company that retains the Clearwire name. In December 2008, Sprint Nextel partnered with Veriplace by WaveMarket and WHERE by uLocate Communications, both location aggregation platforms, to offer clients security and new location-based services. In January 2009, the company announced its intent to lay off approximately 8,000 employees.

**FINANCIALS:** Sales and profits are in thousands of dollars—add 000 to get the full amount. 2009 Note: Financial information for 2009 was not available for all companies at press time.

2009 Sales: \$32,260,000	2009 Profits: \$-2,436,000
2008 Sales: \$35,635,000	2008 Profits: \$-2,796,000
2007 Sales: \$40,146,000	2007 Profits: \$-29,444,000
2006 Sales: \$41,003,000	2006 Profits: \$1,329,000
2005 Sales: \$28,789,000	2005 Profits: \$1,778,000

**U.S. Stock Ticker: S**  
**Int'l Ticker:** Int'l Exchange:  
Employees: 56,000  
Fiscal Year Ends: 12/31  
Parent Company:

**SALARIES/BENEFITS:**

Pension Plan:	ESOP Stock Plan:	Profit Sharing:	Top Exec. Salary: \$1,200,000	Bonus: \$2,651,388
Savings Plan: Y	Stock Purch. Plan: Y		Second Exec. Salary: \$725,000	Bonus: \$1,677,854

**OTHER THOUGHTS:**

Apparent Women Officers or Directors: 2  
Hot Spot for Advancement for Women/Minorities: Y

**LOCATIONS: ("Y" = Yes)**

West: Y	Southwest: Y	Midwest: Y	Southeast: Y	Northeast: Y	International: Y
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**STAMPS.COM INC**

www.stamps.com

Industry Group Code: 454113 Ranks within this company's industry group: Sales: 4 Profits: 1

<b>Financial Services:</b> Stock Brokerage: Mortgages/Loans: Banking: Insurance: Credit Cards:	<b>Information:</b> Portal/News: Communities: Search Engine: Financial Data Pub.: Broadcasting/Music:	<b>Technology:</b> Hardware: Software: Specialty Equipment: Distributor:	<b>Services:</b> Payments/Markets: Consulting: Advertising/Mktg.: Outsourcing: Other:	<b>Retailing:</b> Retailer: Auctions: Tickets/Travel: Automobiles:	<b>Telecommunications:</b> Internet Service Provider: Web Site Services: Specialty Telecom:
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**TYPES OF BUSINESS:**

Postage Stamps, Online Retail  
Online Shipping Services  
Postal Insurance

**BRANDS/DIVISIONS/AFFILIATES:**

NetStamps  
PhotoStamps

**CONTACTS:** *Note: Officers with more than one job title may be intentionally listed here more than once.*

Ken McBride, CEO  
Ken McBride, Pres.  
Kyle Huebner, CFO  
James M. Bortnak, Chief Mktg. Officer  
John Clem, VP-Prod.  
Seth Weisberg, Chief Legal Officer/Sec.  
John Clem, VP-Service Oper.  
Michael Biswas, VP-Corp. Dev.  
JP Leon, VP-Post Tech. & Affairs

**Phone:** 310-482-5800      **Fax:** 310-581-7500

**Toll-Free:**

**Address:** 12959 Coral Tree Pl., Los Angeles, CA 90066-7020 US

**GROWTH PLANS/SPECIAL FEATURES:**

Stamps.com, Inc. offers Internet-based postage solutions. The firm provides convenient and cost-effective web-based services for mailing and shipping letters, packages or parcels. The company's software allows customers to go online and print U.S. postage stamps or shipping labels, using an ordinary PC and laser or inkjet printer. The postage service is designed to interact with word processing; contact and address management; accounting and corporate applications; invoices; statements; checks; and other business documents. Stamps are offered at a lower price than a traditional postage meter. Additionally, the company offers easy tracking of postage expenditures. Stamps.com customers receive a variety of discounts on other postal rates, including 3% to 4% discount on domestic Priority Mail; 5% to 15% off for domestic Express Mail; \$0.57 to \$0.65 per package on Delivery Confirmation service 5% to 8% discounts on International Priority and Express Mail; and 10% off package insurance. Stamps.com also offers NetStamps, a technology allowing customers to print or use postage without being online, that contains no destination addresses or expiration date. Stamps.com's PhotoStamps service allows customers to turn digital photographs into postage stamps. The online firm has approximately 400,000 monthly subscribers. It offers branded insurance so users may insure their mail or packages in an integrated online process; the insurance is offered alongside regular USPS insurance. In addition to its partnership with the U.S. Postal Service, Stamps.com has PC Postage partnerships with several firms, including Office Depot, Microsoft Corp., Avery Dennison and HP.

Employees are offered medical, dental, vision and life insurance; flexible spending accounts; a 401(k) plan; and an employee stock purchase plan.

**FINANCIALS:** Sales and profits are in thousands of dollars—add 000 to get the full amount. 2009 Note: Financial information for 2009 was not available for all companies at press time.

2009 Sales: \$	2009 Profits: \$
2008 Sales: \$84,912	2008 Profits: \$10,164
2007 Sales: \$85,811	2007 Profits: \$10,666
2006 Sales: \$84,586	2006 Profits: \$16,462
2005 Sales: \$61,911	2005 Profits: \$10,429

**U.S. Stock Ticker: STMP**

**Int'l Ticker:** Int'l Exchange:  
Employees: 190  
Fiscal Year Ends: 12/31  
Parent Company:

**SALARIES/BENEFITS:**

Pension Plan:	ESOP Stock Plan:	Profit Sharing:	Top Exec. Salary: \$385,000	Bonus: \$188,001
Savings Plan: Y	Stock Purch. Plan: Y		Second Exec. Salary: \$257,917	Bonus: \$88,000

**OTHER THOUGHTS:**

**Apparent Women Officers or Directors:**  
**Hot Spot for Advancement for Women/Minorities:**

**LOCATIONS: ("Y" = Yes)**

West: Y	Southwest:	Midwest:	Southeast:	Northeast:	International: Y
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**STERLING COMMERCE INC**

www.sterlingcommerce.com

Industry Group Code: 511210L Ranks within this company's industry group: Sales: Profits:

<b>Financial Services:</b> Stock Brokerage: Mortgages/Loans: Banking: Insurance: Credit Cards:	<b>Information:</b> Portal/News: Communities: Search Engine: Financial Data Pub.: Broadcasting/Music:	<b>Technology:</b> Hardware: Software: Specialty Equipment: Distributor:	<b>Services:</b> Payments/Markets: Consulting: Advertising/Mktg.: Outsourcing: Other:	<b>Retailing:</b> Retailer: Auctions: Tickets/Travel: Automobiles:	<b>Telecommunications:</b> Internet Service Provider: Web Site Services: Specialty Telecom:
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**TYPES OF BUSINESS:**

Intranet Communities  
Multi-Enterprise Collaboration Software

**BRANDS/DIVISIONS/AFFILIATES:**

AT&T Inc  
Sterling Business Integration Suite  
Sterling Total Payments

**CONTACTS:** *Note: Officers with more than one job title may be intentionally listed here more than once.*

Bob Irwin, CEO  
Bob Irwin, Pres.  
Donna Angiulo, CFO  
Joel Reed, Sr. VP-Mktg.  
Bob Reed, Sr. VP-Human Resources  
Steven Aulds, Sr. VP-Tech.  
Joel Reed, Sr. VP-Prod. Mgmt.  
Cecilia Martaus, General Counsel/Sr. VP  
Jim Hendrickson, VP-Corp. Dev.  
Phil Galati, Sr. VP-Global Svcs.  
Deborah Surrlette, Sr. VP-Americas Field Oper.  
Dave Robinson, Sr. VP-Int'l Field Oper.

**Phone:** 614-793-7000 **Fax:** 614-793-4040

**Toll-Free:** 800-876-9772

**Address:** 4600 Lakehurst Ct., Dublin, OH 43016-2000 US

**GROWTH PLANS/SPECIAL FEATURES:**

Sterling Commerce, Inc., a subsidiary of AT&T, provides multi-enterprise collaboration solutions. Through the construction of collaborative, multi-enterprise communities, the firm provides business process integration, secure file transfers, multi-channel selling, supply chain fulfillment and payment management solutions to companies in the communications, media, distribution and logistics, financial services, retail, services and manufacturing industries. These communities consist of integrated applications and network services, including e-mail, e-business transactions, file transfers and electronic libraries, as well as offering customer support services, education services and implementation services. Two of Sterling's software packages include Sterling Business Integration Suite, a diversified application that enables data movement, business visibility, business process integration, secure file transfer and other solutions, and Sterling Total Payments, a secure, streamlining solution for financial services institutions. The firm partners with several other companies to develop its service packages, including Infosoft Global Private Limited, iWay Software and ChoiceStream. Sterling has approximately 30,000 corporate customers worldwide, including over 80% of the Fortune 500, in Brazil, Mexico, France Germany, Italy, the Netherlands, Norway, Spain, Sweden, the U.K., Australia, China, India, Japan, Korea and Singapore.

Sterling offers its employees medical and dental insurance, life insurance, tuition reimbursement, fitness facilities, concierge services and a 401(k) plan.

**FINANCIALS:** Sales and profits are in thousands of dollars—add 000 to get the full amount. 2009 Note: Financial information for 2009 was not available for all companies at press time.

2009 Sales: \$	2009 Profits: \$	<b>U.S. Stock Ticker:</b> Subsidiary <b>Int'l Ticker:</b> Int'l Exchange: Employees: Fiscal Year Ends: 12/31 Parent Company: AT&T INC
2008 Sales: \$	2008 Profits: \$	
2007 Sales: \$	2007 Profits: \$	
2006 Sales: \$	2006 Profits: \$	
2005 Sales: \$	2005 Profits: \$	

**SALARIES/BENEFITS:**

Pension Plan: ESOP Stock Plan: Profit Sharing: Top Exec. Salary: \$ Bonus: \$  
Savings Plan: Y Stock Purch. Plan: Second Exec. Salary: \$ Bonus: \$

**OTHER THOUGHTS:**

Apparent Women Officers or Directors: 3  
Hot Spot for Advancement for Women/Minorities: Y

**LOCATIONS:** ("Y" = Yes)

West:	Southwest:	Midwest:	Southeast:	Northeast:	International:
Y	Y	Y	Y	Y	Y



**STUDENT ADVANTAGE LLC**

www.studentadvantage.com

Industry Group Code: 519130 Ranks within this company's industry group: Sales: Profits:

<b>Financial Services:</b> Stock Brokerage: Mortgages/Loans: Banking: Insurance: Credit Cards:	<b>Information:</b> Portal/News: Communities: Search Engine: Financial Data Pub.: Broadcasting/Music:	<b>Technology:</b> Hardware: Software: Specialty Equipment: Distributor:	<b>Services:</b> Payments/Markets: Consulting: Advertising/Mktg.: Outsourcing: Other:	<b>Retailing:</b> Retailer: Auctions: Tickets/Travel: Automobiles:	<b>Telecommunications:</b> Internet Service Provider: Web Site Services: Specialty Telecom:
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**TYPES OF BUSINESS:**

Online Portal-College Students  
Discount Service Company

**BRANDS/DIVISIONS/AFFILIATES:**

Student Advantage Discount Card  
StudentAdvantage.com  
CBORD Group (The)

**CONTACTS:** *Note: Officers with more than one job title may be intentionally listed here more than once.*

Richard E. Libby, Managing Dir.  
Adam J. Nelson, Dir.-University Mktg. & Rel.  
Phil Mazarakis, Dir.-IT  
Ed Vargas, Dir.-Bus. Dev.  
Mark Egan, Dir.-University Rel.

**Phone:** 617-912-2011      **Fax:** 617-912-2012

**Toll-Free:** 800-333-2920

**Address:** 280 Summer St., Boston, MA 02210 US

**GROWTH PLANS/SPECIAL FEATURES:**

Student Advantage LLC (SA), a subsidiary of the CBORD Group, is a discount service company for the college market. SA works with over 3,000 of universities, colleges and campus organizations and thousands of discount locations in order to provide students with discounted purchases across campus, the country and online. The company connects with students through its web site, studentadvantage.com, and through the Student Advantage Discount Card, which provides students with discounts from the firm's partnering discount locations. The card costs \$20 for a one-year membership, \$30 for a two year membership, \$40 for three years and \$50 for four years. SA has partners across a vast number of industries, including books and magazines through Barnes & Noble, StudentMags.com and Time; clothing and footwear through Urban Outfitters, Timberland, eBags and ShoeBuy.com; dorm supplies through Target, Linens 'n Things and allposters.com; entertainment through AMC Theaters and eMusic.com; flowers and gifts through The Popcorn Factory and 1-800-Flowers.com; health and beauty through Pearl Vision, VisonDirect and Drugstore.com; sports through Foot Locker and Champs Sports; technology through Adobe and Toshiba; travel and moving through Amtrak, Dollar Rent-a-Car, Greyhound, Choice Hotels and Cheap Tickets. SA also provides university-specific ID cards, allowing students to save money and universities to generate extra income. SA's Local Merchant programs enable students to use their Discount Cards as a method of payment for off-campus dining, shopping and other purchase needs.

**FINANCIALS:** Sales and profits are in thousands of dollars—add 000 to get the full amount. 2009 Note: Financial information for 2009 was not available for all companies at press time.

2009 Sales: \$	2009 Profits: \$
2008 Sales: \$	2008 Profits: \$
2007 Sales: \$15,700	2007 Profits: \$
2006 Sales: \$	2006 Profits: \$
2005 Sales: \$	2005 Profits: \$

**U.S. Stock Ticker: Subsidiary**

**Int'l Ticker:** Int'l Exchange:

Employees:

Fiscal Year Ends: 12/31

Parent Company: CBORD GROUP INC (THE)

**SALARIES/BENEFITS:**

Pension Plan:	ESOP Stock Plan:	Profit Sharing:	Top Exec. Salary: \$	Bonus: \$65,000
Savings Plan:	Stock Purch. Plan:		Second Exec. Salary: \$	Bonus: \$

**OTHER THOUGHTS:**

**Apparent Women Officers or Directors:**  
**Hot Spot for Advancement for Women/Minorities:** Y

**LOCATIONS: ("Y" = Yes)**

West:	Southwest:	Midwest:	Southeast:	Northeast:	International:
				Y	

**SUPPORT.COM INC**

www.support.com

Industry Group Code: 511210K Ranks within this company's industry group: Sales: 8 Profits: 6

<b>Financial Services:</b> Stock Brokerage: Mortgages/Loans: Banking: Insurance: Credit Cards:	<b>Information:</b> Portal/News: Communities: Search Engine: Financial Data Pub.: Broadcasting/Music:	<b>Technology:</b> Hardware: Software: Specialty Equipment: Distributor:	<b>Services:</b> Payments/Markets: Consulting: Advertising/Mktg.: Outsourcing: Other:	<b>Retailing:</b> Retailer: Auctions: Tickets/Travel: Automobiles:	<b>Telecommunications:</b> Internet Service Provider: Web Site Services: Specialty Telecom:
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**TYPES OF BUSINESS:**

Software-Service & Support Automation  
Real-Time Service Management Software

**BRANDS/DIVISIONS/AFFILIATES:**

SupportSoft Inc.  
Solutions Engineers  
Sammsoft

**CONTACTS:** *Note: Officers with more than one job title may be intentionally listed here more than once.*

Joshua Pickus, CEO  
Anthony Rodio, COO/Exec. VP  
Joshua Pickus, Pres.  
Shelly Schaffer, CFO/Exec. VP  
James Morehead, VP-Prod. Mgmt. & Consumer Experience  
Richard Mandenberg, Chief Revenue Officer/Exec. VP  
Paul Vaillancourt, VP-Customer Care  
Catherine Muriel, Mgr.-Direct Bus.  
Kevin C. (Casey) Eichler, Chmn.

**Phone:** 650-556-9440 **Fax:** 650-556-1195

**Toll-Free:** 877-493-2778

**Address:** 1900 Seaport Blvd., 3rd Fl., Redwood City, CA 94063  
US

**GROWTH PLANS/SPECIAL FEATURES:**

Support.com, Inc., formerly SupportSoft, Inc., is a leading provider of software and services designed to assist small businesses and end-users in solving technology problems. The firm delivers its services remotely through work-from-home agents and its proprietary Solutions Engineers technology, which allows Support.com's agents to operate end-users' computers remotely to resolve problems. The company's services include troubleshooting for applications, operating system, network and connectivity, printers and peripherals, system performance and security problems. Services can be purchased on a subscription basis, on a one-time incident basis, through small business plans or with prepaid service and gift cards. The company sells its products through direct sales to consumers and indirectly through channel partners, such as brick-and-mortar and online retailers, anti-virus providers, PC/CE manufacturers and others. In June 2009, the company sold its Enterprise software business to Consona Corporation for approximately \$20 million and changed its name to Support.com, Inc. In December 2009, the firm acquired Sammsoft, a provider of personal computer maintenance and optimization software. Support.com offers its employees life insurance, extended health care coverage, an employee assistance plan, education reimbursement and a 401(k) plan.

**FINANCIALS:** Sales and profits are in thousands of dollars—add 000 to get the full amount. 2009 Note: Financial information for 2009 was not available for all companies at press time.

2009 Sales: \$	2009 Profits: \$
2008 Sales: \$48,870	2008 Profits: \$-19,106
2007 Sales: \$47,802	2007 Profits: \$-21,369
2006 Sales: \$45,028	2006 Profits: \$-8,235
2005 Sales: \$61,931	2005 Profits: \$4,425

**U.S. Stock Ticker:** SPRT**Int'l Ticker:** Int'l Exchange:

Employees: 629

Fiscal Year Ends: 12/31

Parent Company:

**SALARIES/BENEFITS:**

Pension Plan:	ESOP Stock Plan:	Profit Sharing:	Top Exec. Salary: \$350,000	Bonus: \$275,816
Savings Plan: Y	Stock Purch. Plan:		Second Exec. Salary: \$250,000	Bonus: \$297,775

**OTHER THOUGHTS:**

Apparent Women Officers or Directors: 2  
Hot Spot for Advancement for Women/Minorities:

**LOCATIONS:** ("Y" = Yes)

West:	Southwest:	Midwest:	Southeast:	Northeast:	International:
Y					Y

**SWITCHBOARD INC**

www.switchboard.com

Industry Group Code: 541810E Ranks within this company's industry group: Sales: Profits:

<b>Financial Services:</b> Stock Brokerage: Mortgages/Loans: Banking: Insurance: Credit Cards:	<b>Information:</b> Portal/News: Y Communities: Search Engine: Y Financial Data Pub.: Broadcasting/Music:	<b>Technology:</b> Hardware: Software: Specialty Equipment: Distributor:	<b>Services:</b> Payments/Markets: Consulting: Advertising/Mktg.: Y Outsourcing: Other: Y	<b>Retailing:</b> Retailer: Auctions: Tickets/Travel: Automobiles:	<b>Telecommunications:</b> Internet Service Provider: Web Site Services: Specialty Telecom:
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**TYPES OF BUSINESS:**

Online Directory  
Local Business Services  
Online Yellow & White Pages  
Interactive Maps & Directions  
Location-Based Searching  
Search Engine

**BRANDS/DIVISIONS/AFFILIATES:**

Idearc, Inc.  
SuperMedia Inc  
Switchboard.com

**CONTACTS:** Note: Officers with more than one job title may be intentionally listed here more than once.

Scott W. Klein, CEO-Supermedia, Inc.

**Phone:** 508-898-8000

**Fax:** 508-898-1755

**Toll-Free:**

**Address:** 120 Flanders Rd., Ste. 2, Westborough, MA 01581 US

**GROWTH PLANS/SPECIAL FEATURES:**

Switchboard, Inc., a subsidiary of SuperMedia, Inc. (formerly Idearc, Inc.), is a leading Internet provider of online advertising solutions for local merchants and directory services connecting consumers, merchants and national advertisers. The company connects consumers searching for specific products and services with the merchants who want to reach them. Switchboard offers a broad range of functions, content and services, including yellow and white pages, location-based searching, vehicle listings and interactive maps and driving directions. Its yellow pages platform is made up of several components including a sophisticated database and search engine, category browsing options and merchant management tools. The Switchboard directory platform serves millions of users per month on average through Switchboard.com. The company also offers lookup tools, such as reverse phone number, zip code and area code lookup tools. For merchants, Switchboard offers pay-per-click ad and free business listing opportunities. In January 2010, Idearc, Inc. emerged from Chapter 11 bankruptcy protection and changed its name to SuperMedia, Inc.

Employees are offered medical, dental and vision insurance, educational assistance and fitness and gym facilities, as well as a 401(k) plan.

**FINANCIALS:** Sales and profits are in thousands of dollars—add 000 to get the full amount. 2009 Note: Financial information for 2009 was not available for all companies at press time.

2009 Sales: \$	2009 Profits: \$
2008 Sales: \$	2008 Profits: \$
2007 Sales: \$	2007 Profits: \$
2006 Sales: \$	2006 Profits: \$
2005 Sales: \$	2005 Profits: \$

**U.S. Stock Ticker:** Subsidiary

**Int'l Ticker:** Int'l Exchange:

Employees:

Fiscal Year Ends: 12/31

Parent Company: SUPERMEDIA INC

**SALARIES/BENEFITS:**

Pension Plan:	ESOP Stock Plan:	Profit Sharing:	Top Exec. Salary: \$	Bonus: \$24,972
Savings Plan: Y	Stock Purch. Plan:		Second Exec. Salary: \$	Bonus: \$

**OTHER THOUGHTS:**

Apparent Women Officers or Directors:

Hot Spot for Advancement for Women/Minorities:

**LOCATIONS: ("Y" = Yes)**

West:	Southwest:	Midwest:	Southeast:	Northeast:	International:
				Y	

**SWK HOLDINGS CORPORATION**

www.swkhold.com

Industry Group Code: 511210K Ranks within this company's industry group: Sales: 7 Profits: 3

<b>Financial Services:</b> Stock Brokerage: Mortgages/Loans: Banking: Insurance: Credit Cards:	<b>Information:</b> Portal/News: Communities: Search Engine: Financial Data Pub.: Broadcasting/Music:	<b>Technology:</b> Hardware: Software: Specialty Equipment: Distributor:	<b>Services:</b> Payments/Markets: Consulting: Advertising/Mktg.: Outsourcing: Other:	<b>Retailing:</b> Retailer: Auctions: Tickets/Travel: Automobiles:	<b>Telecommunications:</b> Internet Service Provider: Web Site Services: Specialty Telecom:
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**TYPES OF BUSINESS:**

e-Commerce Software  
Order Processing Software  
E-Mail Management Software  
CRM Products & Services  
Customer Communications Software

**BRANDS/DIVISIONS/AFFILIATES:**

Accel-KKR  
KANA Software, Inc.

**GROWTH PLANS/SPECIAL FEATURES:**

SWK Holdings Corporation, formerly KANA Software, Inc., historically developed, marketed and supported enterprise server resolution management (SRM) software products and services to help clients improve customer satisfaction, reduce service costs and increase revenues. Its applications enabled organizations to improve customer and partner relationships by allowing them to interact over a preferred communication channel, such as web contact, e-mail or telephone. The company offered optimized versions of its software for specific industries including government, health care and insurance, financial services, high-technology manufacturing, travel and transportation and telecommunications. In December 2009, Accel-KKR, a technology-focused private equity firm, acquired substantially all of the company's assets. Following the acquisition, the firm changed its name to SWK Holdings.

**CONTACTS:** *Note: Officers with more than one job title may be intentionally listed here more than once.*

John F. Nemeika, Interim CEO  
Paul V. Burgon, Interim CFO  
Michael D. Weinberg, Chmn.

**Phone:** 650-614-8300 **Fax:** 650-614-8301

**Toll-Free:** 800-737-8738

**Address:** 181 Constitution Dr., Menlo Park, CA 94025 US

**FINANCIALS:** Sales and profits are in thousands of dollars—add 000 to get the full amount. 2009 Note: Financial information for 2009 was not available for all companies at press time.

2009 Sales: \$	2009 Profits: \$
2008 Sales: \$65,219	2008 Profits: \$-3,655
2007 Sales: \$60,794	2007 Profits: \$-8,021
2006 Sales: \$54,030	2006 Profits: \$-2,426
2005 Sales: \$43,128	2005 Profits: \$-17,966

**U.S. Stock Ticker:** KANA  
**Int'l Ticker:** Int'l Exchange:  
Employees: 229  
Fiscal Year Ends: 12/31  
Parent Company:

**SALARIES/BENEFITS:**

Pension Plan:	ESOP Stock Plan:	Profit Sharing:	Top Exec. Salary: \$	Bonus: \$
Savings Plan: Y	Stock Purch. Plan:		Second Exec. Salary: \$	Bonus: \$

**OTHER THOUGHTS:**

**Apparent Women Officers or Directors:**  
**Hot Spot for Advancement for Women/Minorities:**

**LOCATIONS: ("Y" = Yes)**

West:	Southwest:	Midwest:	Southeast:	Northeast:	International:
Y	Y	Y	Y	Y	Y

**SYCAMORE NETWORKS INC**

www.sycamorenet.com

Industry Group Code: 334210 Ranks within this company's industry group: Sales: 14 Profits: 5

<b>Financial Services:</b> Stock Brokerage: Mortgages/Loans: Banking: Insurance: Credit Cards:	<b>Information:</b> Portal/News: Communities: Search Engine: Financial Data Pub.: Broadcasting/Music:	<b>Technology:</b> Hardware: Software: Specialty Equipment: Distributor:	<b>Services:</b> Payments/Markets: Consulting: Advertising/Mktg.: Outsourcing: Other:	<b>Retailing:</b> Retailer: Auctions: Tickets/Travel: Automobiles:	<b>Telecommunications:</b> Internet Service Provider: Web Site Services: Specialty Telecom:
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**TYPES OF BUSINESS:**

Optical Switching Products  
Optical Network Management Products  
Engineering & Support Services  
Design & Planning Tools

**BRANDS/DIVISIONS/AFFILIATES:**

SILVX  
SILVX InSight  
SN 3000  
SN 9000  
SN 16000  
Broadleaf Networking Software  
Universal Service Card

**CONTACTS:** *Note: Officers with more than one job title may be intentionally listed here more than once.*

Daniel E. Smith, CEO  
Daniel E. Smith, Pres.  
Paul F. Brauneis, CFO  
John Scully, VP-Worldwide Sales & Support  
Kevin J. Oye, VP-Tech. & Systems  
Paul F. Brauneis, VP-Admin.  
Alan R. Cormier, General Counsel/Sec.  
John E. Dowling, VP-Oper.  
Paul F. Brauneis, VP-Finance  
Gururaj Deshpande, Chmn.

<b>Phone:</b> 978-250-2900	<b>Fax:</b> 978-256-3434
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<b>Toll-Free:</b> 877-792-2667
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<b>Address:</b> 220 Mill Rd., Chelmsford, MA 01824 US
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**GROWTH PLANS/SPECIAL FEATURES:**

Sycamore Networks, Inc. develops and markets optical networking products and provides services associated with such products for telecommunications service providers worldwide. The company's product portfolio includes optical switching products, network management products and design and planning tools that enable network operators to manage optical network capacity to support a wide range of voice, video and data services. In addition, the firm offers complete network engineering, furnishing, installation and testing services. Sycamore's optical switches, including the SN 3000, SN 9000 and SN 16000, combine multiple functions in a single, highly compact system and address different capacity requirements within various segments of the network. These switches are powered by the Broadleaf Networking Software, which implements comprehensive network services. The SILVX optical network management system provides network management, planning and administration tools that communicate with existing network management systems through common standards. The combination of SILVX InSight and the company's networking software allows its optical switches to exchange real-time information about network traffic, enabling service providers to efficiently manage network capacity. In addition, SILVX allows service providers to model a broad range of optical network architectures, forecast and plan for capacity expansion and analyze network traffic. The installation of Sycamore's Universal Service Card (USC) bolsters reliability even in multi-vendor configurations. Customers include domestic and international wireline and wireless network service providers; and government entities with private fiber networks. During fiscal 2008, Sprint Corporation and Nokia Siemens accounted for 23% and 22% of revenue, respectively. In November 2008, the energy utility Arizona Public Service announced it would implement Sycamore Networks solutions into its infrastructure backbone. In April 2009, the company cut nearly 30% of its workforce, or about 150 jobs.

Sycamore offers its employees life, medical, dental and vision insurance; employee assistance programs; tuition reimbursement; and a 401(k) plan.

**FINANCIALS:** Sales and profits are in thousands of dollars—add 000 to get the full amount. 2009 Note: Financial information for 2009 was not available for all companies at press time.

2009 Sales: \$67,357	2009 Profits: \$-53,572
2008 Sales: \$115,496	2008 Profits: \$-114
2007 Sales: \$156,048	2007 Profits: \$-13,205
2006 Sales: \$87,395	2006 Profits: \$19,388
2005 Sales: \$65,434	2005 Profits: \$-29,916

**U.S. Stock Ticker:** SCMR**Int'l Ticker:** Int'l Exchange:

Employees: 405  
Fiscal Year Ends: 7/31  
Parent Company:

**SALARIES/BENEFITS:**

Pension Plan:	ESOP Stock Plan: Y	Profit Sharing:	Top Exec. Salary: \$260,692	Bonus: \$199,870
Savings Plan: Y	Stock Purch. Plan:		Second Exec. Salary: \$231,769	Bonus: \$208,744

**OTHER THOUGHTS:**

**Apparent Women Officers or Directors:**  
**Hot Spot for Advancement for Women/Minorities:**

**LOCATIONS:** ("Y" = Yes)

West:	Southwest:	Midwest:	Southeast:	Northeast:	International:
	Y	Y		Y	Y

**SYMANTEC CORP**

www.symantec.com

Industry Group Code: 511210E Ranks within this company's industry group: Sales: 1 Profits: 1

<b>Financial Services:</b> Stock Brokerage: Mortgages/Loans: Banking: Insurance: Credit Cards:	<b>Information:</b> Portal/News: Communities: Search Engine: Financial Data Pub.: Broadcasting/Music:	<b>Technology:</b> Hardware: Software: Specialty Equipment: Distributor:	<b>Services:</b> Payments/Markets: Consulting: Advertising/Mktg.: Outsourcing: Other:	<b>Retailing:</b> Retailer: Auctions: Tickets/Travel: Automobiles:	<b>Telecommunications:</b> Internet Service Provider: Web Site Services: Specialty Telecom:
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**TYPES OF BUSINESS:**

Software-Security  
Remote Management Products  
IT Consulting Services

**BRANDS/DIVISIONS/AFFILIATES:**

Norton Online Family  
Norton Utilities  
Norton AntiVirus  
Norton Internet Security  
AppStream Inc  
SwapDrive Inc  
Quorum  
MessageLabs

**CONTACTS:** *Note: Officers with more than one job title may be intentionally listed here more than once.*

Enrique T. Salem, CEO  
Enrique T. Salem, Pres.  
James Beer, CFO/Exec. VP  
Carine Clark, Chief Mktg. Officer/Sr. VP  
Rebecca Ranning, Chief Human Resources Officer/Exec. VP  
Deepak Mohan, Sr. VP-Info. Mgmt. Group  
Mark Bregman, CTO/Exec. VP  
Scott Taylor, General Counsel/Exec. VP/Sec.  
Ken Berryman, Sr. VP-Strategy  
Genevieve Haldeman, VP-Corp. Comm.  
Bill Robbins, Exec. VP-Worldwide Sales  
Janice Chaffin, Pres., Consumer Bus. Unit  
Bernard Kwok, Sr. VP-APAC & Japan  
Francis deSouza, Sr. VP-Enterprise Security Group  
John W. Thompson, Chmn.  
John Brigden, Sr. VP-EMEA

**Phone:** 650-527-8000**Fax:****Toll-Free:****Address:** 350 Ellis St., Mountain View, CA 94043 US**GROWTH PLANS/SPECIAL FEATURES:**

Symantec Corp. provides a range of software, appliances and services designed to secure and manage information technology (IT) infrastructure. The company provides customers worldwide with software and services that protect, manage and control information risks related to security, data protection, storage, compliance, and systems management. The firm has five operating segments: consumer products; security and compliance; storage and availability management; services; and other. The consumer products segment delivers Internet security, PC tuneup and backup products. The company's Norton brand provides protection for Windows and Macintosh platforms. Primary consumer products include Norton Antivirus and Norton Internet Security, which helps defend home and home office users by blocking online identity theft, detecting and eliminating spyware and protecting against hackers from entering a user's system. The security and compliance segment provides solutions for compliance and security management, endpoint security, messaging management and data protection management software solutions that allow customers to secure, provision, backup and remotely access laptops, PCs, mobile devices and servers. The storage and availability management division provides storage and server management, data protection, and application performance services that manage IT risk on an ongoing basis. Symantec's services division offers technical support, managed services, consulting, support and education. The other segment includes sunset products and products nearing the end of their life cycle. Recent acquisitions include AppStream, Inc., SwapDrive, Inc., and MessageLabs. In 2009, Symantec formed strategic online/offline security partnerships with both search engine Ask.com and identity theft protection specialist LifeLock, Inc. Also in 2009, the company released several new products, including the reintroduced Norton Utilities; Norton Online Family, an online safety service focused on educating parents and their children; software management tool Veritas CommandCentral Disaster Recovery Advisor; and Quorum, a new Internet security model.

The company offers employees life, medical, dental and vision insurance; stock options; and tuition reimbursement.

**FINANCIALS:** Sales and profits are in thousands of dollars—add 000 to get the full amount. 2009 Note: Financial information for 2009 was not available for all companies at press time.

2009 Sales: \$6,149,854	2009 Profits: \$-6,728,870
2008 Sales: \$5,874,419	2008 Profits: \$463,850
2007 Sales: \$5,199,370	2007 Profits: \$404,380
2006 Sales: \$4,143,392	2006 Profits: \$156,852
2005 Sales: \$2,582,849	2005 Profits: \$536,159

**U.S. Stock Ticker:** SYMC**Int'l Ticker:** Int'l Exchange:

Employees: 17,400

Fiscal Year Ends: 3/31

Parent Company:

**SALARIES/BENEFITS:**

Pension Plan:	ESOP Stock Plan:	Profit Sharing:	Top Exec. Salary: \$800,000	Bonus: \$2,430,000
Savings Plan: Y	Stock Purch. Plan: Y		Second Exec. Salary: \$660,000	Bonus: \$884,700

**OTHER THOUGHTS:**

Apparent Women Officers or Directors: 5  
Hot Spot for Advancement for Women/Minorities: Y

**LOCATIONS:** ("Y" = Yes)

West:	Southwest:	Midwest:	Southeast:	Northeast:	International:
Y					Y

**SYMPHONY TECHNOLOGY GROUP**

www.symphonytg.com

Industry Group Code: 5112 Ranks within this company's industry group: Sales: Profits:

<b>Financial Services:</b> Stock Brokerage: Mortgages/Loans: Banking: Insurance: Credit Cards:	<b>Information:</b> Portal/News: Communities: Search Engine: Financial Data Pub.: Broadcasting/Music:	<b>Technology:</b> Hardware: Software: Specialty Equipment: Distributor:	<b>Services:</b> Payments/Markets: Consulting: Advertising/Mktg.: Outsourcing: Other:	<b>Retailing:</b> Retailer: Auctions: Tickets/Travel: Automobiles:	<b>Telecommunications:</b> Internet Service Provider: Web Site Services: Specialty Telecom:
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**TYPES OF BUSINESS:**

Enterprise Management Software  
Retail Industry Software  
Analytic Services  
Outsourcing

**BRANDS/DIVISIONS/AFFILIATES:**

Information Resources, Inc. (IRI)  
Lawson Software, Inc.  
Aldata  
Symphony-Metreo  
Capco  
Teleca  
Symphony Services Corporation  
Symphony Marketing Solutions

**CONTACTS:** *Note: Officers with more than one job title may be intentionally listed here more than once.*

Romesh Wadhvani, CEO  
Brad MacMillin, CFO  
Herb Hunt, Exec. VP-Oper.  
Rob Heyvaert, CEO/Chmn.-Capco  
John Freeland, Pres./CEO-Information Resources, Inc.  
William Chisholm, Managing Dir.  
Jim Clayton, CEO-Metreo  
Romesh Wadhvani, Chmn.

<b>Phone:</b> 650-935-9500	<b>Fax:</b> 650-935-9501
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<b>Toll-Free:</b>
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<b>Address:</b> 2475 Hanover St., Palo Alto, CA 94304 US
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**GROWTH PLANS/SPECIAL FEATURES:**

Symphony Technology Group (STG) is a private equity firm that focuses its investments in the enterprise software and service markets. STG's major portfolio companies include Lawson Software, Inc.; Capco; Aldata; Symphony-Metreo; Netik; Symphony Marketing Solutions; Symphony Services; Information Resources, Inc. (IRI); MSC.Software; and Teleca. IRI provides market content applications, analytic services and business performance management solutions to the consumer goods and retail industries. Lawson is a global enterprise application provider serving mid-market companies in the manufacturing, maintenance and distribution industries. Its Movex application suite includes supplier relationship management, customer relationship management, value chain collaboration, e-business, enterprise asset management, enterprise performance management and supply chain management applications. Symphony-Metreo provides business performance, sales and operations planning, revenue management, promotional planning, and supplier and spend management solutions based on its SymphonyRPM platform for the high-tech, consumer products, financial services, industrial, automotive and publishing industries. Aldata is a global leader in supply chain software for retail, wholesale and logistics with over 300 customers across 50 countries. Capco is a provider of integrated transformation services and solutions for the financial services industry. Teleca supplies software solutions to the mobile device industry that assists in system design, hardware and software integration. Teleca has locations in over 11 countries. Netik provides data warehouse solutions, particularly in financial information automation. Symphony Marketing employs a multi-shore delivery model, combined with the data managed by other STG companies, to provide marketing solutions for companies worldwide. Symphony Services is a global business services outsourcing partner comprising three business groups: the commercial software group, which uses its proprietary development framework to provide increased productivity and faster time-to-market for commercial-grade software products and solutions; the cost management group, which provides a full suite of telecommunications and IT expense management outsourcing and software solutions; and the demand analytics group, which combines high-volume data factory services with analytic skills.

**FINANCIALS:** Sales and profits are in thousands of dollars—add 000 to get the full amount. 2009 Note: Financial information for 2009 was not available for all companies at press time.

2009 Sales: \$	2009 Profits: \$	<b>U.S. Stock Ticker:</b> Private <b>Int'l Ticker:</b> Int'l Exchange: Employees: Fiscal Year Ends: Parent Company:
2008 Sales: \$	2008 Profits: \$	
2007 Sales: \$	2007 Profits: \$	
2006 Sales: \$	2006 Profits: \$	
2005 Sales: \$1,100,000	2005 Profits: \$	

**SALARIES/BENEFITS:**

Pension Plan:	ESOP Stock Plan:	Profit Sharing:	Top Exec. Salary: \$	Bonus: \$
Savings Plan:	Stock Purch. Plan:		Second Exec. Salary: \$	Bonus: \$

**OTHER THOUGHTS:**

**Apparent Women Officers or Directors:**  
**Hot Spot for Advancement for Women/Minorities:**

**LOCATIONS:** ("Y" = Yes)

West:	Southwest:	Midwest:	Southeast:	Northeast:	International:
Y					

**SYSTEMAX INC**

www.systemax.com

Industry Group Code: 423430 Ranks within this company's industry group: Sales: 2 Profits: 2

<b>Financial Services:</b> Stock Brokerage: Mortgages/Loans: Banking: Insurance: Credit Cards:	<b>Information:</b> Portal/News: Communities: Search Engine: Financial Data Pub.: Broadcasting/Music:	<b>Technology:</b> Hardware: Software: Specialty Equipment: Distributor:	<b>Services:</b> Payments/Markets: Consulting: Advertising/Mktg.: Outsourcing: Other:	<b>Retailing:</b> Retailer: Auctions: Tickets/Travel: Automobiles:	<b>Telecommunications:</b> Internet Service Provider: Web Site Services: Specialty Telecom:
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**TYPES OF BUSINESS:**

Direct Marketing  
Computer Assembly

**BRANDS/DIVISIONS/AFFILIATES:**

TigerDirect, Inc.  
Systemax  
Ultra  
Wstore  
CircuitCity.com  
CompUSA, Inc.  
GlobalIndustrial.com  
Nexel

**CONTACTS:** *Note: Officers with more than one job title may be intentionally listed here more than once.*

Richard Leeds, CEO  
Lawrence Reinhold, CFO  
Gilbert Firoentino, CEO-Tech. Prod. Group  
Curt Rush, General Counsel/Sec.  
Thomas Axmacher, Controller/VP  
John Marrah, CEO-Software Solutions Group  
Richard Leeds, Chmn.

**Phone:** 516-608-7000      **Fax:** 516-608-7001

**Toll-Free:**

**Address:** 11 Harbor Park Dr., Port Washington, NY 11050 US

**GROWTH PLANS/SPECIAL FEATURES:**

Systemax, Inc. is a direct marketer of brand name and private label products with more than 100,000 product offerings. It operates in two segments: technology products and industrial products. The technology products segment sells computers, computer supplies and consumer electronics that are marketed in North America and Europe. The division assembles its own PCs and sells them under the trademarks Systemax and Ultra. In addition, it markets and sells computers manufactured by other companies. Products are sold in the U.S. through subsidiaries, TigerDirect and CompUSA. In Europe, the segment's primary brands are MISCO and WStore. The industrial products segment sells a wide array of material handling equipment, storage equipment and consumable industrial items that are marketed in North America. Products include storage equipment such as shelving, bins and lockers; light material handling equipment such as hand carts, forklifts and hand trucks; ladders; furniture, small office and related supplies; and consumable industrial products such as first aid items, safety items, protective clothing and OSHA compliance items. Certain products are marketed under the Global, GlobalIndustrial.com and Nexel brand names. In both the technology and industrial products segment, the firm offers customers a broad selection of products, prompt order fulfillment and extensive customer services. In March 2009, the company acquired Circuit City's e-commerce business and launched an updated version of CircuitCity.com. In September 2009, the firm acquired WStore Europe, SA, an IT products supplier. Also in 2009, Systemax exited its hosted software business.

Employees are offered medical and dental insurance; life insurance; a 401(k) plan; tuition reimbursement; and employee discounts.

**FINANCIALS:** Sales and profits are in thousands of dollars—add 000 to get the full amount. 2009 Note: Financial information for 2009 was not available for all companies at press time.

2009 Sales: \$	2009 Profits: \$
2008 Sales: \$3,032,961	2008 Profits: \$52,843
2007 Sales: \$2,779,875	2007 Profits: \$69,481
2006 Sales: \$2,345,165	2006 Profits: \$45,147
2005 Sales: \$2,115,518	2005 Profits: \$11,441

**U.S. Stock Ticker:** SYX

**Int'l Ticker:** Int'l Exchange:

Employees: 4,452

Fiscal Year Ends: 12/31

Parent Company:

**SALARIES/BENEFITS:**

Pension Plan:	ESOP Stock Plan:	Profit Sharing:	Top Exec. Salary: \$550,000	Bonus: \$550,000
Savings Plan: Y	Stock Purch. Plan:		Second Exec. Salary: \$476,875	Bonus: \$1,400,000

**OTHER THOUGHTS:**

Apparent Women Officers or Directors: 1  
Hot Spot for Advancement for Women/Minorities:

**LOCATIONS: ("Y" = Yes)**

West:	Southwest:	Midwest:	Southeast:	Northeast:	International:
		Y	Y	Y	Y



**TATA CONSULTANCY SERVICES (TCS)**

www.tcs.com

Industry Group Code: 541513 Ranks within this company's industry group: Sales: 8 Profits:

<b>Financial Services:</b> Stock Brokerage: Mortgages/Loans: Banking: Insurance: Credit Cards:	<b>Information:</b> Portal/News: Communities: Search Engine: Financial Data Pub.: Broadcasting/Music:	<b>Technology:</b> Hardware: Software: Specialty Equipment: Distributor:	<b>Services:</b> Payments/Markets: Consulting: Advertising/Mktg.: Outsourcing: Other:	<b>Retailing:</b> Retailer: Auctions: Tickets/Travel: Automobiles:	<b>Telecommunications:</b> Internet Service Provider: Web Site Services: Specialty Telecom:
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**TYPES OF BUSINESS:**

IT Consulting  
Software Engineering  
Business Process Outsourcing  
Research

**BRANDS/DIVISIONS/AFFILIATES:**

TATA Group  
Tata Research, Design and Development Centre  
Tata Consultancy Services (China) Co.  
Tata Infotech  
Comicro  
Tata Sons, Ltd.  
Tata Infotech, Ltd.  
Tata Consultancy Services Asia Pacific Pte

**CONTACTS:** *Note: Officers with more than one job title may be intentionally listed here more than once.*

Natarajan Chandrasekaran, CEO/Managing Dir.  
Seturaman Mahalingam, CFO/Exec. VP  
Ratan Tata, Chmn.  
Phiroz Vandrevala, Exec. Dir.-Global Affairs

<b>Phone:</b> 91-22-5668-9999	<b>Fax:</b> 91-22-5550-9333
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**Toll-Free:**

<b>Address:</b> Air India Bldg., 11th Fl., Nariman Point, Mumbai, 400021 India
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**GROWTH PLANS/SPECIAL FEATURES:**

Tata Consultancy Services (TCS) is one of India's largest consulting companies and one of Asia's largest independent software and services organizations, with a presence in 42 countries. TCS primarily provides IT consulting, services and business process outsourcing (BPO) for international businesses. The firm is a subsidiary of the TATA Group, one of Asia's largest conglomerates with interests in energy, telecommunications, financial services, chemicals, engineering and materials. TCS' services are divided into several divisions: consulting, IT services, asset based solutions, IT infrastructure, engineering and industrial services and BPO (transaction based IT enabled services). The company focuses on software engineering practices and standards, software quality assurance, software project management, software processes, and research and development in software engineering and technology. TCS operates the Tata Research, Design and Development Centre and the Advanced Technology Centre, both located in India. Core research areas are systems and software engineering, process engineering, embedded systems, VLSI, bioinformatics and security. The firm has formed alliances with some of the world's leading technology companies, academic institutions and consulting firms to provide customers with expertise in technology fields in which it does not specialize. Development of new strategies and technologies occurs in the firm's global centers of excellence, located in several nations. The firm has 50 offices in North America, with a regional headquarters in New York City, a performance engineering center in Minneapolis, Minnesota and an RFID lab in Chicago, Illinois. In September 2009, TCS opened a global delivery center in Argentina, strengthening its South American presence. In December 2009, the company partnered with Guangdong Rural Credit Union to begin offering several financial products in China.

The firm offers its employees holiday homes across India; on-site gym and recreation facilities; medical insurance for children and dependant parents; office banks; and personal loans for housing, computers and automobiles.

**FINANCIALS:** Sales and profits are in thousands of dollars—add 000 to get the full amount. 2009 Note: Financial information for 2009 was not available for all companies at press time.

2009 Sales: \$	2009 Profits: \$
2008 Sales: \$4,597,100	2008 Profits: \$
2007 Sales: \$4,320,000	2007 Profits: \$970,000
2006 Sales: \$4,300,000	2006 Profits: \$950,000
2005 Sales: \$2,970,000	2005 Profits: \$649,170

**U.S. Stock Ticker: Subsidiary**

Int'l Ticker: Int'l Exchange:

Employees: 140,000

Fiscal Year Ends: 3/31

Parent Company: TATA GROUP

**SALARIES/BENEFITS:**

Pension Plan:	ESOP Stock Plan:	Profit Sharing:	Top Exec. Salary: \$	Bonus: \$
Savings Plan:	Stock Purch. Plan:		Second Exec. Salary: \$	Bonus: \$

**OTHER THOUGHTS:**

Apparent Women Officers or Directors: 1  
Hot Spot for Advancement for Women/Minorities:

**LOCATIONS: ("Y" = Yes)**

West:	Southwest:	Midwest:	Southeast:	Northeast:	International:
Y	Y	Y	Y	Y	Y

**TD AMERITRADE HOLDING CORP**

www.amtd.com

Industry Group Code: 52312E Ranks within this company's industry group: Sales: 2 Profits: 1

<b>Financial Services:</b> Stock Brokerage: Y Mortgages/Loans: Banking: Insurance: Credit Cards:	<b>Information:</b> Portal/News: Communities: Search Engine: Financial Data Pub.: Broadcasting/Music:	<b>Technology:</b> Hardware: Software: Specialty Equipment: Distributor:	<b>Services:</b> Payments/Markets: Consulting: Advertising/Mktg.: Outsourcing: Other:	<b>Retailing:</b> Retailer: Auctions: Tickets/Travel: Automobiles:	<b>Telecommunications:</b> Internet Service Provider: Web Site Services: Specialty Telecom:
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**TYPES OF BUSINESS:**

Discount Stock Brokerage  
Online Brokerage  
Financial Planning  
Clearing Services

**BRANDS/DIVISIONS/AFFILIATES:**

tdameritrade.com  
TD Ameritrade Corporate Services  
TD Ameritrade Institutional  
thinkorswim Group, Inc.  
Amerinvest  
Investools, Inc.

**CONTACTS:** *Note: Officers with more than one job title may be intentionally listed here more than once.*

Fredric J. Tomczyk, CEO  
Dave Kelly, COO/Exec. VP  
Fredric J. Tomczyk, Pres.  
William J. Gerber, CFO/Exec. VP  
Laurine M. Garrity, Chief Mktg. Officer/Sr. VP  
Karen Ganzlin, Chief Human Resources Officer  
Ellen L. S. Koplou, General Counsel/Exec. VP  
Wayne Ferbert, VP-Bus. Dev.  
Kim Hillyer, Mgr.-Comm.  
Jeff Goesser, Dir.-Investor Rel.  
Michael D. Chochon, Treas./Managing Dir.-Finance  
John Bunch, Pres., Retail Dist.  
Tom Bradley, Pres., TD Ameritrade Institutional  
David Kimm, Chief Risk Officer  
Joseph H. Moglia, Chmn.

**Phone:** 402-331-7856**Fax:****Toll-Free:** 800-237-8692**Address:** 4211 S. 102nd St., Omaha, NE 68127 US**FINANCIALS:** Sales and profits are in thousands of dollars—add 000 to get the full amount. 2009 Note: Financial information for 2009 was not available for all companies at press time.

2009 Sales: \$2,407,926	2009 Profits: \$643,705
2008 Sales: \$2,537,356	2008 Profits: \$803,917
2007 Sales: \$2,176,946	2007 Profits: \$645,900
2006 Sales: \$1,803,531	2006 Profits: \$526,759
2005 Sales: \$1,003,153	2005 Profits: \$339,753

**U.S. Stock Ticker:** AMTD**Int'l Ticker:** Int'l Exchange:

Employees: 5,196

Fiscal Year Ends: 9/30

Parent Company:

**SALARIES/BENEFITS:**

Pension Plan:	ESOP Stock Plan:	Profit Sharing: Y	Top Exec. Salary: \$1,000,000	Bonus: \$15,150,000
Savings Plan: Y	Stock Purch. Plan:		Second Exec. Salary: \$650,000	Bonus: \$542,438

**OTHER THOUGHTS:**

Apparent Women Officers or Directors: 3  
Hot Spot for Advancement for Women/Minorities: Y

**LOCATIONS:** ("Y" = Yes)

West:	Southwest:	Midwest:	Southeast:	Northeast:	International:
Y	Y	Y		Y	Y

**GROWTH PLANS/SPECIAL FEATURES:**

TD Ameritrade Holding Corp. and its subsidiaries provide discount securities brokerage services and technology-based financial services to retail investors and business partners. The company provides these services primarily through the Internet, a national branch network and relationships with independent registered investment advisors (RIAs). Products and services include common and preferred stock, exchange-traded funds, option trades, futures and foreign exchange trades, mutual funds, fixed income services, margin lending and cash management services. The company's private client offerings include TD Ameritrade, a program designed for self-directed retail investors; TD Ameritrade Institutional, a provider of brokerage and custody services to RIAs and their clients; thinkorswim, Inc., which provides a suite of trading platforms serving self-directed and institutional traders and money managers; thinkorswim from TD Ameritrade, which delivers trading tools and investment analytics to a limited number of TD Ameritrade brokerage clients; thinkorswim's Investools, Inc., a subsidiary which offers investor education products and services for stock, option foreign exchange, futures, mutual fund and fixed income investors; Amerinvest, an online advisory service that develops portfolios of exchange-traded funds for long-term investors; and TD Ameritrade Corporate Services, which provides self-directed brokerage services to employees and executives of corporations, either directly or through joint marketing relationships with third-party administrators, such as 401(k) providers and employee benefit consultants. In June 2009, TD Ameritrade completed its acquisition of thinkorswim Group, Inc.

The firm offers its employees a 401(k) and profit-sharing plan.

**TECH DATA CORP**

www.techdata.com

Industry Group Code: 423430 Ranks within this company's industry group: Sales: 1 Profits: 1

<b>Financial Services:</b> Stock Brokerage: Mortgages/Loans: Banking: Insurance: Credit Cards:	<b>Information:</b> Portal/News: Communities: Search Engine: Financial Data Pub.: Broadcasting/Music:	<b>Technology:</b> Hardware: Software: Specialty Equipment: Distributor: Y	<b>Services:</b> Payments/Markets: Consulting: Y Advertising/Mktg.: Outsourcing: Y Other:	<b>Retailing:</b> Retailer: Auctions: Tickets/Travel: Automobiles:	<b>Telecommunications:</b> Internet Service Provider: Web Site Services: Specialty Telecom:
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**TYPES OF BUSINESS:**

Computer & Software Products, Distribution  
Training  
Assembly Services

**BRANDS/DIVISIONS/AFFILIATES:**

Cisco Solutions Group  
Network Security  
Unified Communications  
Symantec Solutions Center  
Apple Lab

**CONTACTS:** *Note: Officers with more than one job title may be intentionally listed here more than once.*

Robert M. Dutkowsky, CEO  
Jeffery P. Howells, CFO/Exec. VP  
John O'Shea, VP-Network Prod. Mktg.  
John Tonnison, CIO/Exec. VP  
David R. Vetter, General Counsel/Sr. VP/Sec.  
Charles V. Dannewitz, Treas./Sr. VP-Tax  
Joseph B. Trepani, Sr. VP/Controller  
Steven A. Raymund, Chmn.  
Nestor Cano, Pres., Europe

**Phone:** 727-539-7429**Fax:****Toll-Free:** 800-237-8931**Address:** 5350 Tech Data Dr., Clearwater, FL 33760 US**GROWTH PLANS/SPECIAL FEATURES:**

Tech Data Corp. is a worldwide distributor of information technology (IT) products, logistics management and other value-added services. The company serves more than 125,000 value-added resellers (VARs), direct marketers, retailers and corporate resellers in over 100 countries throughout Europe, Latin America and North America. It offers a variety of products from manufacturers and publishers including Fujitsu-Siemens, Apple, Autodesk, Symantec, Hewlett-Packard, Canon, Nortel Networks, Cisco Systems, Acer, Adobe, IBM, Intel, Kingston, Lexmark, Microsoft, Samsung, Sony, Toshiba, Western Digital and Xerox. Products are typically purchased directly from manufacturers or software publishers on a non-exclusive basis, and then shipped to customers from one of Tech Data's 24 regionally located logistics centers. The company's vendor agreements do not restrict it from selling similar products manufactured by competitors. The firm also provides resellers with extensive pre- and post-sale training, service and support, as well as configuration and assembly services and e-commerce tools. Tech Data provides products and services to the online reseller channel and does business with thousands of resellers via its web site. The firm's entire electronic catalog is available online, and its electronic software distribution initiative allows resellers and vendors to easily access software titles directly from a secure location on the web site. In February 2009, Tech Data formed new business unit Cisco Solutions Group, which supports the firm's entire solutions offering from networking firm Cisco Systems. In April 2009, the company acquired certain assets of Spain's Compumedi, certain Portuguese distribution operations of Investronica and certain assets of the German-based Autodesk distribution operations of Man and Machine. In 2009, Tech Data opened its new Apple Lab and Symantec Solutions Center at its technology solutions facility in California. In October 2009, the firm launched two new business units, Network Security and Unified Communications, both part of its product marketing operations.

**FINANCIALS:** Sales and profits are in thousands of dollars—add 000 to get the full amount. 2009 Note: Financial information for 2009 was not available for all companies at press time.

2009 Sales: \$24,080,484	2009 Profits: \$123,626
2008 Sales: \$23,423,078	2008 Profits: \$108,269
2007 Sales: \$21,440,445	2007 Profits: \$-96,981
2006 Sales: \$20,482,851	2006 Profits: \$26,586
2005 Sales: \$19,730,917	2005 Profits: \$162,460

**U.S. Stock Ticker:** TECD

Int'l Ticker: Int'l Exchange:

Employees: 8,000

Fiscal Year Ends: 1/31

Parent Company:

**SALARIES/BENEFITS:**

Pension Plan:	ESOP Stock Plan:	Profit Sharing:	Top Exec. Salary: \$948,461	Bonus: \$727,320
Savings Plan: Y	Stock Purch. Plan: Y		Second Exec. Salary: \$703,154	Bonus: \$377,454

**OTHER THOUGHTS:**

Apparent Women Officers or Directors: 1  
Hot Spot for Advancement for Women/Minorities:

**LOCATIONS: ("Y" = Yes)**

West:	Southwest:	Midwest:	Southeast:	Northeast:	International:
Y	Y	Y	Y	Y	Y

**TELECOMUNICACIONES DE PUERTO RICO INC** www.telefonicapr.com

Industry Group Code: 517110 Ranks within this company's industry group: Sales: Profits:

<b>Financial Services:</b> Stock Brokerage: Mortgages/Loans: Banking: Insurance: Credit Cards:	<b>Information:</b> Portal/News: Communities: Search Engine: Financial Data Pub.: Broadcasting/Music:	<b>Technology:</b> Hardware: Software: Specialty Equipment: Distributor:	<b>Services:</b> Payments/Markets: Consulting: Advertising/Mktg.: Outsourcing: Other:	<b>Retailing:</b> Retailer: Auctions: Tickets/Travel: Automobiles:	<b>Telecommunications:</b> Internet Service Provider: Y Web Site Services: Specialty Telecom:
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**TYPES OF BUSINESS:**

Local Exchange Carrier  
Telecommunications Equipment Rental, Sales & Billing  
Wireless Internet Services  
Cellular Service

**BRANDS/DIVISIONS/AFFILIATES:**

America Movil SAB de CV  
Puerto Rico Telephone Company  
PRT Larga Distancia, Inc.  
Coqui.net Corporation  
DMAX  
Claro

**CONTACTS:** *Note: Officers with more than one job title may be intentionally listed here more than once.*

Enrique Ortiz de Montellano Rangel, CEO  
Enrique Ortiz de Montellano Rangel, Pres.  
Luis Garcia, VP-Mktg. & Sales  
Hector Rosario, VP-Oper.  
Ileana Molina, Dir.-Corp Rel. & Advertising  
Adail Ortiz, VP-Finance  
Roberto A. Correa, VP-Wholesale Svcs.  
Nancy E. Haddock, Dir.-Billing & Customer Svc.

<b>Phone:</b> 787-792-6052	<b>Fax:</b> 787-282-0958
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<b>Toll-Free:</b> 800-781-1314
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<b>Address:</b> 1515 FD Roosevelt Ave., Guaynabo, 00968 Puerto Rico
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**FINANCIALS:** Sales and profits are in thousands of dollars—add 000 to get the full amount. 2009 Note: Financial information for 2009 was not available for all companies at press time.

2009 Sales: \$	2009 Profits: \$
2008 Sales: \$	2008 Profits: \$
2007 Sales: \$	2007 Profits: \$
2006 Sales: \$1,400,000	2006 Profits: \$240,600
2005 Sales: \$1,252,500	2005 Profits: \$79,400

**U.S. Stock Ticker: Subsidiary**

Int'l Ticker: Int'l Exchange:

Employees:

Fiscal Year Ends: 12/31

Parent Company: AMERICA MOVIL SA

**SALARIES/BENEFITS:**

Pension Plan:	ESOP Stock Plan:	Profit Sharing:	Top Exec. Salary: \$	Bonus: \$
Savings Plan:	Stock Purch. Plan:		Second Exec. Salary: \$	Bonus: \$

**OTHER THOUGHTS:**

Apparent Women Officers or Directors: 3  
Hot Spot for Advancement for Women/Minorities: Y

**LOCATIONS: ("Y" = Yes)**

West:	Southwest:	Midwest:	Southeast:	Northeast:	International:
					Y

**GROWTH PLANS/SPECIAL FEATURES:**

Telecomunicaciones de Puerto Rico, Inc. (TELPRI), a subsidiary of America Movil, S.A., is primarily a holding company for Puerto Rico Telephone Corporation (PRTC), a leading telecommunications services provider and one of the top local exchange carriers in the U.S. Other TELPRI subsidiaries include wholly-owned PRT Larga Distancia, Inc. (PRTLD), an international long distance service provider; and 67%-owned Coqui.net Corporation, which provides unlimited dial-up Internet access. PRTC's wireline services include basic voice, cellular, high-speed data and long distance services; prepaid calling cards; telephone and telecommunications equipment rentals and sales; and billing and collection services for competing long distance operators in Puerto Rico. Wireline services are also available for businesses and offer analog trunk lines, offered to customers with telephone switchboards; business lines, which consists of multiline systems that can combine lines, users and applications; and an optimized 800 services that allows free of charge incoming calls to the original caller. PRTC also owns DMAX, a DSL and wireless Internet service provider. It has around 1 million fixed line subscribers and 554,000 wireless customers. PRTC's wireless services are offered under the Claro brand.

**TELEFONICA O2 EUROPE PLC**

www.o2.com

Industry Group Code: 5172 Ranks within this company's industry group: Sales: 11 Profits: 5

<b>Financial Services:</b> Stock Brokerage: Mortgages/Loans: Banking: Insurance: Credit Cards:	<b>Information:</b> Portal/News: Communities: Search Engine: Financial Data Pub.: Broadcasting/Music:	<b>Technology:</b> Hardware: Software: Specialty Equipment: Distributor:	<b>Services:</b> Payments/Markets: Consulting: Advertising/Mktg.: Outsourcing: Other:	<b>Retailing:</b> Retailer: Auctions: Tickets/Travel: Automobiles:	<b>Telecommunications:</b> Internet Service Provider: Web Site Services: Specialty Telecom:	Y
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**TYPES OF BUSINESS:**

Mobile Communications Services  
PDAs & Mobile Handsets  
Emergency Radio Systems

**BRANDS/DIVISIONS/AFFILIATES:**

Tesco Mobile  
Tchibo Mobilfunk  
Manx Telecom  
Telefonica O2 UK  
iPhone  
Anschutz Entertainment Group  
O2 (The)  
Telefonica O2 Germany GmbH & Co. OHG

**CONTACTS:** *Note: Officers with more than one job title may be intentionally listed here more than once.*

Matthew Key, CEO  
Vivek Dev, COO  
Pilar Lopez Alvarez, CFO  
Andrew Harley, Dir.-Human Resources  
David (Dave) Williams, CTO  
Justine Campbell, General Counsel  
Richard Poston, Dir.-Corp. Affairs  
Danuta Gray, CEO-Telefonica O2 Ireland  
Jaime Smith Basterra, CEO-O2 Germany  
Matthew Key, Chmn.  
Salvador Anglada Gonzalez, CEO-Telefonica O2 Czech Republic

**Phone:** 44-113-272-2000**Fax:****Toll-Free:****Address:** Wellington St., Slough, SL1 1YP UK**GROWTH PLANS/SPECIAL FEATURES:**

Telefonica O2 Europe plc (doing business as O2), a subsidiary of Telefonica S.A., is a European telecommunications company with operations in the U.K., Ireland, the Isle of Man, Germany, the Czech Republic and Slovakia. O2 owns 50% of the Tesco Mobile joint venture business in the U.K. and Ireland as well as 50% of the Tchibo Mobilfunk joint venture in Germany. Subsidiary Manx Telecom, which was the first European company to launch 3G (third generation) mobile telephony communications protocol using HSDPA (high-speed downlink packet access) technology, provides mobile, fixed line and Internet services on the Isle of Man to roughly 71,000 customers. O2 has approximately 45.8 million fixed and mobile customers across Europe. Subsidiary Telefonica O2 UK serves 19.5 million mobile U.K. customers and over 340,000 fixed broadband customers. Subsidiary Telefonica O2 Germany GmbH & Co. OHG serves over 13 million mobile customers and is currently expanding its GSM and UMTS network coverage using a dual vendor strategy as part of a roughly \$5.4 billion investment program for 2007 to 2010. The company, along with the Anschutz Entertainment Group, transformed the former Millennium Dome in London into The O2, a music, sports and entertainment attraction featuring a 20,000-fan capacity arena, the 2,300 capacity indigO2 live music venue, an exhibition space, an 11-screen cinema complex and a variety of bars, restaurants and leisure facilities. The O2 is one of the official venues for the London 2012 Olympics.

Employees are offered dental and critical illness insurance, as well as retail and childcare vouchers.

**FINANCIALS:** Sales and profits are in thousands of dollars—add 000 to get the full amount. 2009 Note: Financial information for 2009 was not available for all companies at press time.

2009 Sales: \$	2009 Profits: \$
2008 Sales: \$20,101,600	2008 Profits: \$5,872,570
2007 Sales: \$18,879,090	2007 Profits: \$6,504,720
2006 Sales: \$17,687,300	2006 Profits: \$4,984,000
2005 Sales: \$12,555,400	2005 Profits: \$565,500

**U.S. Stock Ticker: Subsidiary**

Int'l Ticker: Int'l Exchange:

Employees:

Fiscal Year Ends: 3/31

Parent Company: TELEFONICA SA

**SALARIES/BENEFITS:**

Pension Plan:	ESOP Stock Plan:	Profit Sharing:	Top Exec. Salary: \$	Bonus: \$
Savings Plan:	Stock Purch. Plan:		Second Exec. Salary: \$	Bonus: \$

**OTHER THOUGHTS:**

Apparent Women Officers or Directors: 4  
Hot Spot for Advancement for Women/Minorities: Y

**LOCATIONS:** ("Y" = Yes)

West:	Southwest:	Midwest:	Southeast:	Northeast:	International:
					Y

**TELENOR ASA**

www.telenor.com

Industry Group Code: 5172 Ranks within this company's industry group: Sales: 12 Profits: 8

<b>Financial Services:</b> Stock Brokerage: Mortgages/Loans: Banking: Insurance: Credit Cards:	<b>Information:</b> Portal/News: Communities: Search Engine: Financial Data Pub.: Broadcasting/Music:	<b>Technology:</b> Hardware: Software: Specialty Equipment: Distributor:	<b>Services:</b> Payments/Markets: Consulting: Advertising/Mktg.: Outsourcing: Other:	<b>Retailing:</b> Retailer: Auctions: Tickets/Travel: Automobiles:	<b>Telecommunications:</b> Internet Service Provider: Web Site Services: Specialty Telecom:	Y
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**TYPES OF BUSINESS:**

Mobile Telephone Services  
Fixed-Line Telephone Services  
Cable Services  
Satellite Communications  
Satellite Television Broadcasting

**BRANDS/DIVISIONS/AFFILIATES:**

Canal Digital Group  
Telenor Satellite Broadcasting  
Norkring  
Tele2 Denmark  
VimpelCom  
Talkmore

**CONTACTS:** *Note: Officers with more than one job title may be intentionally listed here more than once.*

Jon Frederik Baksaas, CEO  
Jon Frederik Baksaas, Pres.  
Trond O. Westlie, CFO/Exec. VP  
Bjorn Magnus Kopperud, Exec. VP/Head-Human Resources  
Morten Karlsen Sorby, Exec. VP-R&D Div.  
Morten Karlsen, Exec. VP-Bus. Dev. & Research  
Hilde M. Tonne, Exec. VP/Head-Group Comm.  
Bjorg Ven, Vice Chmn.  
Jan Edvard Thygesen, Exec. VP/Head-Central & Eastern European Oper.  
Ragnar Holmen Korsaeht, Exec. VP/Head-Global Coordination  
Morten Karlsen Sorby, Exec. VP/Head-Nordic Mobile & Fixed Network Oper.  
Harald J. Norvik, Chmn.  
Sigve Brekke, Exec. VP/Head-Asia Oper.

**Phone:** 47-810-77-000**Fax:****Toll-Free:****Address:** Snaroyveien 30, Fornebu, 1331 Norway**GROWTH PLANS/SPECIAL FEATURES:**

Telenor ASA, based in Norway, is a national telecommunications operator and an international provider of mobile services. In addition, the company offers mobile services, fixed-line services and television distribution. Telenor's operations are focused in three major areas: mobile, fixed-line and broadcast. Mobile services are the firm's chief basis for internationalization and growth, accounting for almost half its external revenue. The company has majority shareholdings in mobile operations in Norway, Denmark, Sweden, Ukraine, Hungary, Serbia, Russia, Montenegro, Thailand, Malaysia, Bangladesh and Pakistan. Telenor provides fixed-line telecommunications services to residential and business markets, including data services; leased lines; analogue (PSTN), digital fixed-line telephony services (ISDN) and broadband voice services over Internet protocol (VoIP); and Internet access by means of PSTN/ISDN and digital subscriber lines (DSL). The company operates the national terrestrial broadcast network in Norway and is a leading provider of satellite broadcasting services in the Nordic region through its three geostationary satellites. Telenor's broadcast segment is comprised of the Canal Digital Group, which provides TV distribution services to more than 3 million homes and businesses; transmission and encryption, which provides transmission services for broadcasters through subsidiaries Telenor Satellite Broadcasting and Norkring; and other, which consists of corporate support functions. Canal Digital Group offers pay-TV services to subscribers with Direct To Home (DTH) satellite dishes throughout the Nordic region; pay-TV and Internet services to cable TV subscribers in Denmark, Norway and Sweden; and pay-TV services to subscribers with access to digital terrestrial television (DTT) in Finland. In March 2009, the company acquired a 33.5% stake in Unitech Wireless. In April 2009, the company created a new business unit to consolidate its research and development activities. That same month, the firm, partnering with Tele2 Sweden, announced plans to build and operate Sweden's first 4G network.

**FINANCIALS:** Sales and profits are in thousands of dollars—add 000 to get the full amount. 2009 Note: Financial information for 2009 was not available for all companies at press time.

2009 Sales: \$	2009 Profits: \$
2008 Sales: \$17,471,800	2008 Profits: \$3,540,880
2007 Sales: \$17,010,000	2007 Profits: \$3,310,000
2006 Sales: \$15,284,600	2006 Profits: \$2,671,710
2005 Sales: \$10,208,000	2005 Profits: \$1,352,000

**U.S. Stock Ticker:****Int'l Ticker:** TEL Int'l Exchange: Oslo-OBX

Employees:

Fiscal Year Ends: 12/31

Parent Company:

**SALARIES/BENEFITS:**

Pension Plan: Y	ESOP Stock Plan:	Profit Sharing:	Top Exec. Salary: \$	Bonus: \$
Savings Plan:	Stock Purch. Plan:		Second Exec. Salary: \$	Bonus: \$

**OTHER THOUGHTS:**

Apparent Women Officers or Directors: 5  
Hot Spot for Advancement for Women/Minorities: Y

**LOCATIONS:** ("Y" = Yes)

West:	Southwest:	Midwest:	Southeast:	Northeast:	International:
					Y

**TELEPHONE AND DATA SYSTEMS INC (TDS)**

www.teldta.com

Industry Group Code: 517110 Ranks within this company's industry group: Sales: 13 Profits: 15

<b>Financial Services:</b> Stock Brokerage: Mortgages/Loans: Banking: Insurance: Credit Cards:	<b>Information:</b> Portal/News: Communities: Search Engine: Financial Data Pub.: Broadcasting/Music:	<b>Technology:</b> Hardware: Software: Specialty Equipment: Distributor:	<b>Services:</b> Payments/Markets: Consulting: Advertising/Mktg.: Outsourcing: Other:	<b>Retailing:</b> Retailer: Auctions: Tickets/Travel: Automobiles:	<b>Telecommunications:</b> Internet Service Provider: Web Site Services: Specialty Telecom:
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**TYPES OF BUSINESS:**

Local Telephone Service  
Cellular Telephone Services  
Internet Access  
Printing Services  
Long-Distance Telephone Service  
Data Networks

**BRANDS/DIVISIONS/AFFILIATES:**

US Cellular  
TDS Telecom  
TDS Metrocom  
Suttle Straus Inc

**CONTACTS:** *Note: Officers with more than one job title may be intentionally listed here more than once.*

LeRoy T. Carlson, Jr., CEO  
LeRoy T. Carlson, Jr., Pres.  
Kenneth R. Meyers, CFO/Exec. VP  
C. Theodore Herbert, VP-Human Resources  
Kurt Thaus, CIO/Sr. VP  
Joseph R. Hanley, VP-Tech. Planning & Svcs.  
Kevin C. Gallagher, VP/Corp. Sec.  
Scott H. Williamson, Sr. VP-Corp. Dev. & Acquisitions  
Mark A. Steinkrauss, VP-Corp. Rel.  
Ljubica A. Petrich, Sr. VP/Corp. Controller  
Frieda E. Ireland, VP-Internal Audit  
Kenneth M. Kotylo, VP-Corp. Dev. & Acquisitions  
Peter L. Sereda, VP/Treas.  
James Twesme, VP-Corp. Finance  
Walter C. D. Carlson, Chmn.

**Phone:** 312-630-1900      **Fax:** 312-630-1908

**Toll-Free:**

**Address:** 30 N. LaSalle St., Ste. 4000, Chicago, IL 60602 US

**FINANCIALS:** Sales and profits are in thousands of dollars—add 000 to get the full amount. 2009 Note: Financial information for 2009 was not available for all companies at press time.

2009 Sales: \$	2009 Profits: \$
2008 Sales: \$5,092,000	2008 Profits: \$93,500
2007 Sales: \$4,829,000	2007 Profits: \$386,100
2006 Sales: \$4,364,500	2006 Profits: \$161,800
2005 Sales: \$3,953,000	2005 Profits: \$647,700

**U.S. Stock Ticker:** TDS  
**Int'l Ticker:** Int'l Exchange:  
Employees: 12,500  
Fiscal Year Ends: 12/31  
Parent Company:

**SALARIES/BENEFITS:**

Pension Plan: Y	ESOP Stock Plan:	Profit Sharing:	Top Exec. Salary: \$1,275,000	Bonus: \$950,000
Savings Plan: Y	Stock Purch. Plan: Y		Second Exec. Salary: \$855,000	Bonus: \$675,000

**OTHER THOUGHTS:**

**Apparent Women Officers or Directors:** 4  
**Hot Spot for Advancement for Women/Minorities:** Y

**LOCATIONS:** ("Y" = Yes)

West: Y	Southwest: Y	Midwest: Y	Southeast: Y	Northeast: Y	International:
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**GROWTH PLANS/SPECIAL FEATURES:**

Telephone and Data Systems, Inc. (TDS), a Fortune 500 company, is a diversified telecommunications service company with wireless telephone and wireline telephone operations. It has approximately 7.4 million customers in 36 states. TDS has three subsidiary companies through which it operates: U.S. Cellular (USM), which generates the majority of revenues; TDS Telecommunications Corporation (TDS Telecom); and Suttle-Strauss. The firm owns approximately 82% of USM, which is the nation's sixth-largest wireless telecommunications provider, with more than 5 million customers in four major regions of the U.S. TDS conducts substantially all its wireless operations through USM. TDS conducts its wireline telephone operations through wholly-owned subsidiary TDS Telecom. This branch offers local, long-distance, broadband and entertainment solutions. TDS Telecom serves rural and suburban communities in 30 states through its incumbent local exchange carrier (ILEC) business and its competitive local exchange carrier (CLEC) business, which operates under the brand TDS Metrocom. TDS Metrocom provides telecommunications services in a five-state footprint in the Midwest. Majority-owned subsidiary (80%) Suttle-Straus is a full-service printing and communications company that offers customers a wide range of services.

Employees are offered health insurance; flexible spending accounts; a pension plan; a 401(k) plan; a stock purchase plan; employee assistance and wellness programs; and product and entertainment discounts.

**TELLABS INC**

www.tellabs.com

Industry Group Code: 334210 Ranks within this company's industry group: Sales: 5 Profits: 11

<b>Financial Services:</b> Stock Brokerage: Mortgages/Loans: Banking: Insurance: Credit Cards:	<b>Information:</b> Portal/News: Communities: Search Engine: Financial Data Pub.: Broadcasting/Music:	<b>Technology:</b> Hardware: Software: Specialty Equipment: Distributor:	<b>Services:</b> Payments/Markets: Consulting: Advertising/Mktg.: Outsourcing: Other:	<b>Retailing:</b> Retailer: Auctions: Tickets/Travel: Automobiles:	<b>Telecommunications:</b> Internet Service Provider: Web Site Services: Specialty Telecom:
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**TYPES OF BUSINESS:**

Wireline & Wireless Products & Services  
Consulting

**BRANDS/DIVISIONS/AFFILIATES:**

Tellabs DynamicHome  
Tellabs MultiservicePLUS  
Tellabs IntegratedMobile  
Tellabs Assured-Ethernet

**CONTACTS:** *Note: Officers with more than one job title may be intentionally listed here more than once.*

Robert W. Pullen, CEO  
Robert W. Pullen, Pres.  
Timothy J. Wiggins, CFO/Exec. VP  
Rizwan Khan, Exec. VP-Global Mktg.  
Jean K. Holley, CIO/Exec. VP  
Vikram Saksena, CTO  
Daniel P. Kelly, Exec. VP-Prod. Dev.  
James M. Sheehan, Chief Admin. Officer  
James M. Sheehan, General Counsel/Exec. VP/Sec.  
John M. Brots, Exec. VP-Global Oper.  
Carl A. DeWilde, Exec. VP-Strategy  
Ariana Nikitas, Media Contact  
Tom Scottino, Investor Contact  
Thomas P. Minichiello, VP-Finance/Chief Acct. Officer  
Roger J. Heinz, Exec. VP-Sales & Svcs.  
Michael J. Birck, Chmn.

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**Toll-Free:**

**Address:** 1415 W. Diehl Rd., Naperville, IL 60563 US

**GROWTH PLANS/SPECIAL FEATURES:**

Tellabs, Inc. provides products and services that enable customers to deliver wireline and wireless voice, data and video services to business and residential customers. It operates in three segments: broadband, transport and services. Within the broadband segment, the company markets its products in three areas: access, marketed as the Tellabs DynamicHome solution, which includes products that enable service providers to deliver bundled voice, video and high-speed Internet/data services over copper or fiber networks; managed access, marketed as the Tellabs IntegratedMobile solution, which includes aggregation and transport products that deliver wireless and business services outside of the U.S.; and data, marketed as the Tellabs Assured-Ethernet solution, the Tellabs MultiservicePLUS solution and the Tellabs IntegratedMobile solution, which include packet-switched products that enable wireline and wireless carriers to deliver business services and wireless services to their customers. The transport segment, marketed as the Tellabs DynamicHome solution, the Tellabs Assured-Ethernet solution and the Tellabs Integrated Mobile solution, includes solutions that enable service providers to transport services and manage bandwidth by adding capacity when and where it is needed. Products include the Tellabs 3000 voice-quality enhancement products, the Tellabs 5000 series of digital cross-connect systems and the Tellabs 7100 optical transport system. The services segment delivers deployment, training, support services and professional consulting to Tellabs' customers. Through these offerings, the firm supports its customers through all phases of running a network: planning, building and operating. Tellabs' customers are primarily communication service providers, including local exchange carriers; national post, telephone and telegraph administrators; wireless service providers; multi system operators; and competitive service providers. The customer base also includes distributors, original equipment manufacturers, system integrators and government agencies.

In 2008, Tellabs was selected by Computerworld as one of the best places for IT professionals to work.

**FINANCIALS:** Sales and profits are in thousands of dollars—add 000 to get the full amount. 2009 Note: Financial information for 2009 was not available for all companies at press time.

2009 Sales: \$	2009 Profits: \$
2008 Sales: \$1,729,000	2008 Profits: \$-930,000
2007 Sales: \$1,913,400	2007 Profits: \$65,000
2006 Sales: \$2,041,200	2006 Profits: \$194,100
2005 Sales: \$1,883,000	2005 Profits: \$176,000

**U.S. Stock Ticker:** TLAB

**Int'l Ticker:** Int'l Exchange:

Employees: 3,228  
Fiscal Year Ends: 12/31  
Parent Company:

**SALARIES/BENEFITS:**

Pension Plan:	ESOP Stock Plan:	Profit Sharing:	Top Exec. Salary: \$574,066	Bonus: \$200,000
Savings Plan:	Stock Purch. Plan:		Second Exec. Salary: \$397,846	Bonus: \$100,000

**OTHER THOUGHTS:**

Apparent Women Officers or Directors: 3  
Hot Spot for Advancement for Women/Minorities: Y

**LOCATIONS:** ("Y" = Yes)

West: Y	Southwest: Y	Midwest: Y	Southeast: Y	Northeast: Y	International: Y
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**TENCENT HOLDINGS LTD**

www.tencent.com

Industry Group Code: 517110 Ranks within this company's industry group: Sales: 21 Profits: 10

<b>Financial Services:</b> Stock Brokerage: Mortgages/Loans: Banking: Insurance: Credit Cards:	<b>Information:</b> Portal/News: Communities: Search Engine: Financial Data Pub.: Broadcasting/Music:	<b>Technology:</b> Hardware: Software: Specialty Equipment: Distributor:	<b>Services:</b> Payments/Markets: Consulting: Advertising/Mktg.: Outsourcing: Other:	<b>Retailing:</b> Retailer: Auctions: Tickets/Travel: Automobiles:	<b>Telecommunications:</b> Internet Service Provider: Web Site Services: Specialty Telecom:
			Y		Y Y

**TYPES OF BUSINESS:**

Internet Service Provider  
Instant Messaging  
Games  
Value-added Services  
Software  
Advertising

**BRANDS/DIVISIONS/AFFILIATES:**

QQ  
Tencent Messenger  
Real Time eXchange  
Tencent Traveler  
QQDoctor  
QQMailbox  
QQDownload  
Qzone

**CONTACTS:** *Note: Officers with more than one job title may be intentionally listed here more than once.*

Ma Huateng, CEO  
Lau Chi Ping Martin, Pres.  
Xu Chenye, CIO  
Zhang Zhidong, Co-CTO  
Chen Yidan, Chief Admin. Officer  
Lau Seng Yee, Exec. VP-Online Media  
Jeff Xiongq, Co-CTO  
Ren Yuxin, Exec. VP-Interactive Entertainment Svcs.  
Wu Xiaoguang, Exec. VP-Internet Svcs.  
Liu Chenmin, Exec. VP-Wireless Svcs.  
Ma Huateng, Chmn.  
David Wallerstein, Sr. Exec. VP-Int'l Bus.

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**Toll-Free:**

**Address:** Fl. 3-10, FIYTA Hi-Tech Bldg., Gaoxinnanyi Ave., Shenzhen, 518057 China

**GROWTH PLANS/SPECIAL FEATURES:**

Tencent Holdings, Ltd. (Tencent) is a China-based Internet Service Portal (ISP). The company operates through seven primary lines of business: instant messaging services (IM); online media; mobile and telecommunications value-added services; interactive entertainment service; Internet value-added service; e-commerce; and online advertising services. The IM business segment is made up of a variety of different services for various applications. The flagship product is the QQ IM tool, which supports online messaging along with voice, video and file transmission capabilities. Other services include Tencent Messenger (TM), an office communication tool; Real Time eXchange (RTX), a business enterprise communication tool; Tencent Traveler, a webpage browser; QQDoctor, an anti-virus program; QQMailbox, an e-mail service; and QQ Download, a multi-task downloading agent. The online media segment focuses on two web sites: QQ.com, a news, entertainment, and basic service Internet portal; and Soso.com, a search web site. The mobile and telecommunications value added services include a 3G mobile Internet portal, information services, notification alerts and stylized SMS. The interactive entertainment service offers several games spanning a number of different genres, including role playing, fantasy, casual and racing games. The Internet value-added service makes up the majority of the company's revenue, and is comprised of social networking platforms such as Qzone, a multimedia personal user space; QQMusic, a music player that plays both online and offline music; and QQLive, a peer-to-peer distribution program. Tencent's e-commerce segment is made up of Paipai.com, an online trading platform; and Tenpay, an online payment service. Finally, the company's online advertising service provides marketing solutions for over 700 clients, including Coca-Cola, KFC, Nike and Ford.

**FINANCIALS:** Sales and profits are in thousands of dollars—add 000 to get the full amount. 2009 Note: Financial information for 2009 was not available for all companies at press time.

2009 Sales: \$	2009 Profits: \$
2008 Sales: \$1,046,800	2008 Profits: \$474,900
2007 Sales: \$	2007 Profits: \$
2006 Sales: \$	2006 Profits: \$
2005 Sales: \$	2005 Profits: \$

**U.S. Stock Ticker:**

**Int'l Ticker: 0700** Int'l Exchange: Hong Kong-HKE  
Employees:  
Fiscal Year Ends: 12/31  
Parent Company:

**SALARIES/BENEFITS:**

Pension Plan: ESOP Stock Plan: Profit Sharing: Top Exec. Salary: \$ Bonus: \$  
Savings Plan: Stock Purch. Plan: Second Exec. Salary: \$ Bonus: \$

**OTHER THOUGHTS:**

**Apparent Women Officers or Directors:**  
**Hot Spot for Advancement for Women/Minorities:**

**LOCATIONS: ("Y" = Yes)**

West:	Southwest:	Midwest:	Southeast:	Northeast:	International:
					Y

**TERACENT**

www.teracent.com

Industry Group Code: 541810E Ranks within this company's industry group: Sales: Profits:

<b>Financial Services:</b> Stock Brokerage: Mortgages/Loans: Banking: Insurance: Credit Cards:	<b>Information:</b> Portal/News: Communities: Search Engine: Financial Data Pub.: Broadcasting/Music:	<b>Technology:</b> Hardware: Software: Specialty Equipment: Distributor:	<b>Services:</b> Payments/Markets: Consulting: Advertising/Mktg.: Outsourcing: Other:	<b>Retailing:</b> Retailer: Auctions: Tickets/Travel: Automobiles:	<b>Telecommunications:</b> Internet Service Provider: Web Site Services: Specialty Telecom:
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**TYPES OF BUSINESS:**

Online Advertising Solutions  
Advertising Analytics

**BRANDS/DIVISIONS/AFFILIATES:**

Google Inc

**GROWTH PLANS/SPECIAL FEATURES:**

Teracent, a subsidiary is a creator of customized online display ads serving the automotive, retail, financial services and employment services markets. The company's core program, Intelligent Display Advertising, hosts an unlimited number of ad combinations, using clients' images, messages and catalogs through one ad unit. The company offers five solutions: Darwin, an ad development kit; Einstein, a decision engine; Warhol, for mobile optimization; DaVinci, for video ad optimization; Franklin, a digital endcap solution; and Analytics. The Analytics segment allows advertisers to track clicks, ad interaction, and order value. The Analytics segment also produces reports categorized by demographics and geography. The program also allows clients to create micro-sites within ad units, test ad variables in real-time, track performance and generate revenue streams. In November 2009, the firm was acquired by Google, Inc.

**CONTACTS:** Note: Officers with more than one job title may be intentionally listed here more than once.

Vikas Jha, CEO  
Chip Hall, Sr. VP-Sales & Mktg.  
Ernest Lam, Dir.-Eng.  
Nick Cherry, VP-Oper.  
Chip Scovic, VP-Sales

Phone: 650-525-9900 Fax: 650-475-5635

**Toll-Free:**

Address: 400 S. El Camino Real, Ste. 575, San Mateo, CA 94402 US

**FINANCIALS:** Sales and profits are in thousands of dollars—add 000 to get the full amount. 2009 Note: Financial information for 2009 was not available for all companies at press time.

2009 Sales: \$	2009 Profits: \$
2008 Sales: \$	2008 Profits: \$
2007 Sales: \$	2007 Profits: \$
2006 Sales: \$	2006 Profits: \$
2005 Sales: \$	2005 Profits: \$

**U.S. Stock Ticker: Subsidiary**

Int'l Ticker: Int'l Exchange:

Employees:

Fiscal Year Ends:

Parent Company: GOOGLE INC

**SALARIES/BENEFITS:**

Pension Plan:	ESOP Stock Plan:	Profit Sharing:	Top Exec. Salary: \$	Bonus: \$
Savings Plan:	Stock Purch. Plan:		Second Exec. Salary: \$	Bonus: \$

**OTHER THOUGHTS:**

Apparent Women Officers or Directors:

Hot Spot for Advancement for Women/Minorities:

**LOCATIONS: ("Y" = Yes)**

West:	Southwest:	Midwest:	Southeast:	Northeast:	International:
Y					

**TERADATA CORPORATION**

www.teradata.com

Industry Group Code: 511210J Ranks within this company's industry group: Sales: 1 Profits: 1

<b>Financial Services:</b> Stock Brokerage: Mortgages/Loans: Banking: Insurance: Credit Cards:	<b>Information:</b> Portal/News: Communities: Search Engine: Financial Data Pub.: Broadcasting/Music:	<b>Technology:</b> Hardware: Software: Specialty Equipment: Distributor:	<b>Services:</b> Payments/Markets: Consulting: Advertising/Mktg.: Outsourcing: Other:	<b>Retailing:</b> Retailer: Auctions: Tickets/Travel: Automobiles:	<b>Telecommunications:</b> Internet Service Provider: Web Site Services: Specialty Telecom:
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**TYPES OF BUSINESS:**

Data Warehousing  
Database & Data Mining Software  
Consulting Services

**BRANDS/DIVISIONS/AFFILIATES:**

Teradata Accelerate for Utilities Customer Mgmt.  
Teradata Accelerate for Healthcare

**CONTACTS:** *Note: Officers with more than one job title may be intentionally listed here more than once.*

Michael F. Koehler, CEO  
Bruce A. Langos, COO  
Michael F. Koehler, Pres.  
Stephen Scheppmann, CFO  
Darryl D. McDonald, Chief Mktg. Officer  
Saundra Davis, VP-Human Resources  
Stephen Brobst, CTO  
Laura Nyquist, General Counsel/Sec.  
Bob Young, VP-Oper.  
Scott Gnau, Chief Dev. Officer  
Bob Young, VP-Financial Planning  
Rocky J. Blanton, Pres., Americas Region  
Bob Fair, Exec. VP-Global Field Oper.  
Peter Hand, Pres., APAC & Japan Region  
Dan Harrington, Exec. VP-Tech. & Support Svcs.  
James R. Ringler, Chmn.  
Hermann Wimmer, Pres., EMEA Region

**Phone:** 937-445-5993**Fax:****Toll-Free:** 866-548-8348**Address:** 2835 Miami Village Dr., Dayton, OH 45342 US**GROWTH PLANS/SPECIAL FEATURES:**

Teradata Corp. is a provider of data warehousing services and analytical applications. It is managed along three geographic regions, which are also its operating segments: the North America and Latin America (Americas) region; the Europe, Middle East and Africa region; and the Asia Pacific and Japan region. The company's fully scalable warehousing services include hardware; database, data mining and application software; professional consulting services; and customer support. Data warehousing provides customers with a single, accurate view of their business, which allows for deeper analysis of detailed data and information delivery. The firm's professional service consultants aid in customer data delivery, while the company's customer services organization provides maintenance and support. Teradata's services are focused around major industries, including retail, financial services, telecommunications, travel, transportation, insurance, manufacturing and government entities. The company's data warehousing solutions are delivered through a combination of direct and indirect channels. The firm's revenue is primarily generated through direct sales, with the remaining revenues coming through indirect channels such as alliances with value-added resellers, distributors and original equipment manufacturers. Approximately 56% of Teradata's revenues are derived from the North America and Latin America segment; 26% from the Europe, Middle East and Africa region; and 18% from the Asia Pacific and Japan division. The firm has over 900 enterprise customers worldwide (more than half of which have at least one system over one terabyte in size) and operates offices in approximately 40 countries. In May 2009, the firm released Teradata Accelerate for Utilities Customer Management, which aims to help utilities more directly and effectively communicate with their customers about alternative energy options and energy consumption. In October 2009, Teradata and business intelligence strategist Claraview launched Teradata Accelerate for Healthcare, an analytical reporting solutions suite for healthcare providers.

Teradata offers benefits including medical, dental, vision, life and disability insurance.

**FINANCIALS:** Sales and profits are in thousands of dollars—add 000 to get the full amount. 2009 Note: Financial information for 2009 was not available for all companies at press time.

2009 Sales: \$1,709,000	2009 Profits: \$254,000
2008 Sales: \$1,762,000	2008 Profits: \$250,000
2007 Sales: \$1,702,000	2007 Profits: \$200,000
2006 Sales: \$1,547,000	2006 Profits: \$192,000
2005 Sales: \$1,467,000	2005 Profits: \$206,000

**U.S. Stock Ticker:** TDC**Int'l Ticker:** Int'l Exchange:

Employees: 6,400

Fiscal Year Ends: 12/31

Parent Company:

**SALARIES/BENEFITS:**

Pension Plan: Y	ESOP Stock Plan:	Profit Sharing:	Top Exec. Salary: \$700,000	Bonus: \$315,000
Savings Plan:	Stock Purch. Plan:		Second Exec. Salary: \$412,000	Bonus: \$139,050

**OTHER THOUGHTS:**

Apparent Women Officers or Directors: 3  
Hot Spot for Advancement for Women/Minorities: Y

**LOCATIONS:** ("Y" = Yes)

West: Y	Southwest:	Midwest: Y	Southeast: Y	Northeast:	International: Y
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**TERRA NETWORKS GROUP**

www.terra.es

Industry Group Code: 517110 Ranks within this company's industry group: Sales: Profits:

<b>Financial Services:</b> Stock Brokerage: Mortgages/Loans: Banking: Insurance: Credit Cards:	<b>Information:</b> Portal/News: Y Communities: Y Search Engine: Y Financial Data Pub.: Broadcasting/Music:	<b>Technology:</b> Hardware: Software: Specialty Equipment: Distributor:	<b>Services:</b> Payments/Markets: Consulting: Advertising/Mktg.: Y Outsourcing: Other:	<b>Retailing:</b> Retailer: Auctions: Tickets/Travel: Automobiles:	<b>Telecommunications:</b> Internet Service Provider: Y Web Site Services: Y Specialty Telecom:
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**TYPES OF BUSINESS:**

Online Portal-Global Search Engine  
 Internet Service Provider-Dial Up & Broadband  
 E-Mail  
 Internet Advertising & Marketing  
 Online Communities & Chat Groups  
 Instant Messaging Services  
 e-Commerce Services  
 Online Video Content

**BRANDS/DIVISIONS/AFFILIATES:**

Terra Lycos SA  
 Terra TV  
 Terra Radio  
 Terra.com

**CONTACTS:** *Note: Officers with more than one job title may be intentionally listed here more than once.*

Joaquin Faura Battle, Pres.  
 Elias Rodriguez-Vina Cancio, CFO  
 Alfonso V. Castillo, Exec. VP-Innovation  
 Alfonso V. Castillo, Exec. VP-Tech.  
 Alfonso V. Castillo, Exec. VP-Dev.  
 Joaquin Faura Battle, Chmn.

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**Toll-Free:**

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**GROWTH PLANS/SPECIAL FEATURES:**

Terra Networks Group (formerly Terra Lycos SA) is a global Internet media company under the Telefonica SA group of companies. Terra Networks operates independent web sites in 18 countries, including the U.S., Argentina, Brazil, Chile, Colombia, Costa Rica, Dominican Republic, Ecuador, El Salvador, Guatemala, Honduras, México, Nicaragua, Panama, Peru, Puerto Rico, Uruguay and Venezuela, with over 60 million unique users monthly. The company's content channels include autos, music, news, women, sports, health, entertainment, film and TV, travel, technology, house and home, food, gay and finance. In addition, Terra provides services including Terra TV, Terra Radio, online video programming, blogs, photo sharing, chat, forums, dating, diet, e-mail, money transfer, price comparison and travel booking. Terra TV, which has roughly 8 million unique visitors per month, is a Terra channel with video content produced specifically for the Internet, as well as traditional television content adapted for the Internet. Terra is also a leading broadband provider in the Spanish- and Portuguese-speaking world market, particularly in Spain, Brazil and Chile, with roughly 2 million broadband and dial-up clients. Terra.com, the U.S. arm of the Terra Networks group, provides content and value-added services to the U.S. Hispanic market through 29 channels in English and Spanish. In February 2009, Terra announced a partnership with Telemundo concerning soccer game sponsorship and custom content area opportunities for marketers.

**FINANCIALS:** Sales and profits are in thousands of dollars—add 000 to get the full amount. 2009 Note: Financial information for 2009 was not available for all companies at press time.

2009 Sales: \$	2009 Profits: \$
2008 Sales: \$	2008 Profits: \$
2007 Sales: \$	2007 Profits: \$
2006 Sales: \$	2006 Profits: \$
2005 Sales: \$	2005 Profits: \$

**U.S. Stock Ticker: Subsidiary**

Int'l Ticker: Int'l Exchange:

Employees:

Fiscal Year Ends: 12/31

Parent Company: TELEFONICA SA

**SALARIES/BENEFITS:**

Pension Plan:	ESOP Stock Plan:	Profit Sharing:	Top Exec. Salary: \$	Bonus: \$80,000
Savings Plan:	Stock Purch. Plan:		Second Exec. Salary: \$	Bonus: \$

**OTHER THOUGHTS:**

Apparent Women Officers or Directors:

Hot Spot for Advancement for Women/Minorities:

**LOCATIONS: ("Y" = Yes)**

West:	Southwest:	Midwest:	Southeast:	Northeast:	International:
Y			Y	Y	Y

**TERREMARK WORLDWIDE INC**

www.terremark.com

Industry Group Code: 517110 Ranks within this company's industry group: Sales: 29 Profits: 20

<b>Financial Services:</b> Stock Brokerage: Mortgages/Loans: Banking: Insurance: Credit Cards:	<b>Information:</b> Portal/News: Communities: Search Engine: Financial Data Pub.: Broadcasting/Music:	<b>Technology:</b> Hardware: Software: Specialty Equipment: Distributor:	<b>Services:</b> Payments/Markets: Consulting: Advertising/Mktg.: Outsourcing: Other:	<b>Retailing:</b> Retailer: Auctions: Tickets/Travel: Automobiles:	<b>Telecommunications:</b> Internet Service Provider: Web Site Services: Specialty Telecom:
			Y		Y Y Y

**TYPES OF BUSINESS:**

Internet Exchange Points  
Managed Services

**BRANDS/DIVISIONS/AFFILIATES:**

Infinistructure  
Enterprise Cloud  
Peering Service  
Cross-Connect Service  
Exchange Point Services Platform  
Data Return, LLC

**CONTACTS:** *Note: Officers with more than one job title may be intentionally listed here more than once.*

Manuel D. Medina, CEO  
Marvin Wheeler, COO  
Manuel D. Medina, Pres.  
Jose A. Segrera, CFO  
Adam T. Smith, Chief Legal Officer  
Joseph R. Wright, Jr., Vice Chmn.  
Jamie Dos Santos, CEO/Pres., Terremark Federal Group  
Barry Field, Sr. VP-U.S. Commercial Sales  
Nelson Fonseca, Pres., Public Sector Bus.  
Manuel D. Medina, Chmn.  
Herman Oggel, Pres., European Bus.

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**Toll-Free:**

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**GROWTH PLANS/SPECIAL FEATURES:**

Terremark Worldwide, Inc. is a global provider of managed IT infrastructure services leveraging data centers throughout the U.S., Europe and Latin America and access to carrier-neutral network connectivity. Terremark provides managed hosting, collocation, connectivity, disaster recovery, security and cloud computing services. As a carrier-neutral provider, the company does not own or operate its own network and consequently its interconnection services enable its customers to exchange network traffic through direct connection with each other or through peering connections with multiple parties. Terremark's managed services are designed to support complex, transaction-intensive, mission-critical, line-of-business and Internet facing applications. It provides managed hosting services on dedicated servers located within its facilities or virtualized servers through its Infinistructure and Enterprise Cloud platforms. Additionally, the company provides managed storage and tape backup services. Terremark's managed services include device management; operating system and application platform management; patch management; monitoring services; problem and incident management; data storage; backup and restoration; security services, such as managed firewalls, intrusion detection, anti-virus services and DDoS (distributed denial of service attack) protection and mitigation; database administration; application performance tuning; software installation and configuration; application testing; and deployment services. The firm hosts a number of high-profile clients, including Deutsche Telekom, the U.S. Department of Defense and Facebook. Terremark's Peering Services enable the secure exchange of data, deliver Internet Protocol- (IP) based services and provide content between networks. Its Cross-Connect Service enables customers to share data with any other client connected to its Exchange Point Services Platform. In January 2009, Terremark began construction on a second datacenter to meet unexpected demand.

Terremark offers its employees a 401(k) retirement plan; medical, dental, disability, life and vision insurance; transit and tuition reimbursement; an employee referral program; and access to a credit union.

**FINANCIALS:** Sales and profits are in thousands of dollars—add 000 to get the full amount. 2009 Note: Financial information for 2009 was not available for all companies at press time.

2009 Sales: \$250,470	2009 Profits: \$-10,569
2008 Sales: \$187,414	2008 Profits: \$-42,228
2007 Sales: \$100,948	2007 Profits: \$-14,952
2006 Sales: \$62,529	2006 Profits: \$-37,149
2005 Sales: \$48,148	2005 Profits: \$-9,859

**U.S. Stock Ticker:** TMRK

**Int'l Ticker:** Int'l Exchange:

Employees: 670  
Fiscal Year Ends: 3/31  
Parent Company:

**SALARIES/BENEFITS:**

Pension Plan:	ESOP Stock Plan:	Profit Sharing:	Top Exec. Salary: \$416,354	Bonus: \$356,664
Savings Plan: Y	Stock Purch. Plan:		Second Exec. Salary: \$415,163	Bonus: \$

**OTHER THOUGHTS:**

Apparent Women Officers or Directors: 1  
Hot Spot for Advancement for Women/Minorities:

**LOCATIONS:** ("Y" = Yes)

West: Y	Southwest:	Midwest:	Southeast: Y	Northeast: Y	International: Y
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**TERRESTAR CORP**

www.terrestarcorp.com

Industry Group Code: 517210 Ranks within this company's industry group: Sales: Profits: 2

<b>Financial Services:</b> Stock Brokerage: Mortgages/Loans: Banking: Insurance: Credit Cards:	<b>Information:</b> Portal/News: Communities: Search Engine: Financial Data Pub.: Broadcasting/Music:	<b>Technology:</b> Hardware: Software: Specialty Equipment: Distributor:	<b>Services:</b> Payments/Markets: Consulting: Advertising/Mktg.: Outsourcing: Other:	<b>Retailing:</b> Retailer: Auctions: Tickets/Travel: Automobiles:	<b>Telecommunications:</b> Internet Service Provider: Web Site Services: Specialty Telecom:
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**TYPES OF BUSINESS:**

Wireless Internet Services  
Wireless Network Solutions  
Satellite Communications Services

**BRANDS/DIVISIONS/AFFILIATES:**

Motient Corporation  
TerreStar Networks, Inc.  
TerreStar Global, Ltd.  
MVH Holdings, Inc.  
Motient Holdings, Inc.  
CCTV Wireless I LLC  
Port Merger Corporation  
TerraStar-1 & TerraStar-2

**CONTACTS:** *Note: Officers with more than one job title may be intentionally listed here more than once.*

Jeffrey Epstein, Pres.  
Douglas Brandon, General Counsel/Sec.  
Vincent Loiacono, Chief Acct. Officer  
William M. Freeman, Chmn.

<b>Phone:</b> 703-483-7993	<b>Fax:</b>
<b>Toll-Free:</b>	
<b>Address:</b> 12010 Sunset Hills Rd., Reston, VA 20190 US	

**GROWTH PLANS/SPECIAL FEATURES:**

TerreStar Corporation, formerly Motient Corporation, is in the integrated satellite wireless communications business via its controlling interests in TerreStar Networks, Inc. (88%) and TerreStar Global, Ltd. (86%). The firm has four wholly-owned subsidiaries: MVH Holdings, Inc.; Motient Holdings, Inc.; CCTV Wireless I LLC; and Port Merger Corporation. TerreStar Networks, the firm's primary operating unit, plans to launch a wireless communications system to provide mobile coverage throughout the U.S. and Canada integrating both satellite and terrestrial communications technologies. The network is intended to provide multiple communications applications, including voice, data and video services. To this end, TerreStar is building a next-generation (4G), all IP-based network. TerreStar's network strategy is comprised of three elements: the space segment, the terrestrial network and a universal chipset architecture. In its space segment, the company has two satellites in development: TerraStar-1 and TerraStar-2. After several delays, TerraStar-1 is set to launch by June 2009. The satellite will be equipped with an antenna approximately 60 feet in diameter, making it one of the most powerful two-way commercial communications geostationary satellites in orbit. TerraStar-2, intended to be a ground spare, is identical in design to TerraStar-1. The company plans to launch an integrated and flexible terrestrial network with a next-generation operational support system and business support system, which will increase the interoperability of the satellite and terrestrial networks, enabling TerreStar to prioritize the traffic of specific end users. The company has contracts with vendors to provide a universal chipset architecture that can be incorporated into a diverse variety of mobile devices. In June 2008, TerreStar acquired certain 1.4 GHz spectrum licenses from EchoStar Corporation and CCTV Wireless I, LLC. In September 2008, TerreStar sold the remainder of its non-controlling stake in SkyTerra Communications, Inc. for approximately \$123 million.

**FINANCIALS:** Sales and profits are in thousands of dollars—add 000 to get the full amount. 2009 Note: Financial information for 2009 was not available for all companies at press time.

2009 Sales: \$	2009 Profits: \$
2008 Sales: \$	2008 Profits: \$-277,692
2007 Sales: \$	2007 Profits: \$-239,141
2006 Sales: \$	2006 Profits: \$-133,634
2005 Sales: \$13,824	2005 Profits: \$-139,281

**U.S. Stock Ticker:** TSTR  
**Int'l Ticker:** Int'l Exchange:  
Employees: 89  
Fiscal Year Ends: 12/31  
Parent Company:

**SALARIES/BENEFITS:**

Pension Plan:	ESOP Stock Plan:	Profit Sharing:	Top Exec. Salary: \$	Bonus: \$
Savings Plan:	Stock Purch. Plan:		Second Exec. Salary: \$	Bonus: \$

**OTHER THOUGHTS:**

**Apparent Women Officers or Directors:**  
**Hot Spot for Advancement for Women/Minorities:**

**LOCATIONS:** ("Y" = Yes)

West:	Southwest:	Midwest:	Southeast:	Northeast:	International:
				Y	

**THESTREET.COM INC**

www.thestreet.com

Industry Group Code: 519130 Ranks within this company's industry group: Sales: 29 Profits: 19

<b>Financial Services:</b> Stock Brokerage: Mortgages/Loans: Banking: Insurance: Credit Cards:	<b>Information:</b> Portal/News: Communities: Search Engine: Financial Data Pub.: Broadcasting/Music:	<b>Technology:</b> Hardware: Software: Specialty Equipment: Distributor:	<b>Services:</b> Payments/Markets: Consulting: Advertising/Mktg.: Outsourcing: Other:	<b>Retailing:</b> Retailer: Auctions: Tickets/Travel: Automobiles:	<b>Telecommunications:</b> Internet Service Provider: Web Site Services: Specialty Telecom:
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**TYPES OF BUSINESS:**

Online Financial Information  
Securities Research

**BRANDS/DIVISIONS/AFFILIATES:**

RealMoney.com  
Action Alerts PLUS  
Chartman's Top Stocks (The)  
Daily Swing Trade (The)  
Stockpickr-The Stock Idea Network  
RealMoney Pro Advisor  
Street Insight  
MainStreet.com

**CONTACTS:** *Note: Officers with more than one job title may be intentionally listed here more than once.*

Daryl Otte, CEO  
Daniel Flax, CIO  
Gregory E. Barton, General Counsel/Sec./Exec. VP-Legal Affairs  
Rich Broitman, Chief Acct. Officer/VP-Finance  
David Morrow, Editor-in-Chief  
James J. Cramer, Chmn.

**Phone:** 212-321-5000 **Fax:** 212-321-5015

**Toll-Free:** 866-321-8726

**Address:** 14 Wall St., 15th Fl., New York, NY 10005 US

**GROWTH PLANS/SPECIAL FEATURES:**

TheStreet.com, Inc. is a web-based provider of financial news, stock analysis, commentary and information via its online network and web of conferences, books, wireless and broadband ventures. The firm owns web sites and newsletters, each designed to appeal to different market segments and types of investors, allowing TheStreet.com to earn additional revenue by repackaging and redistributing the same content to different audiences through separate products and distribution channels. In addition to its free, advertising-supported flagship site the firm offers other proprietary, subscription-based products, including its two subscription web sites: RealMoney.com, a provider of investing ideas, trading strategies, technical analysis and expert market commentary from over 60 analysts and traders; and RealMoney Silver, a compilation of three e-mail subscription services and the commentary from RealMoney. The firm's e-mail newsletters include Action Alerts Plus, the stock picks and portfolio strategies of markets commentator James J. Cramer; TheStreet.com Top Stocks, which contains stock ideas and technical analysis; The Dividend Stock Advisor, a model portfolio and analysis of high yield stocks and funds; and The Daily Swing Trade; which includes daily stock trading ideas based upon technical swing trading. The company's professional products, RealMoney Pro Advisor, RealMoney Pro, and TheStreet View for Hedge Funds help market participants whose careers depend on their investing performance, including hedge fund managers, financial planners, money managers, stockbrokers and financial consultants. RealMoney is also the firm's nationally syndicated financial radio program. The Street.com TV is the company's weekly compilation of financial news and commentary videos. TheStreet.com Mobile offers BlackBerry smart phone users a full array of TheStreet.com content. TheStreet.com also owns StockPickr.com, a free web site with offerings that combine financial and investing content with social networking; MainStreet.com, a personal finance and lifestyle website; and BankingMyWay.com, a provider of banking rates for more than 53,000 financial institutions.

**FINANCIALS:** Sales and profits are in thousands of dollars—add 000 to get the full amount. 2009 Note: Financial information for 2009 was not available for all companies at press time.

2009 Sales: \$	2009 Profits: \$
2008 Sales: \$71,900	2008 Profits: \$1,335
2007 Sales: \$65,406	2007 Profits: \$31,051
2006 Sales: \$50,889	2006 Profits: \$12,868
2005 Sales: \$33,744	2005 Profits: \$246

**U.S. Stock Ticker:** TSCM  
**Int'l Ticker:** Int'l Exchange:  
Employees: 310  
Fiscal Year Ends: 12/31  
Parent Company:

**SALARIES/BENEFITS:**

Pension Plan:	ESOP Stock Plan:	Profit Sharing:	Top Exec. Salary: \$410,000	Bonus: \$
Savings Plan: Y	Stock Purch. Plan:		Second Exec. Salary: \$312,000	Bonus: \$

**OTHER THOUGHTS:**

Apparent Women Officers or Directors: 1  
Hot Spot for Advancement for Women/Minorities:

**LOCATIONS:** ("Y" = Yes)

West:	Southwest:	Midwest:	Southeast:	Northeast:	International:
				Y	

**THOMSON REUTERS**

www.thomsonreuters.com

Industry Group Code: 519130 Ranks within this company's industry group: Sales: 2 Profits: 2

<b>Financial Services:</b> Stock Brokerage: Mortgages/Loans: Banking: Insurance: Credit Cards:	<b>Information:</b> Portal/News: Communities: Search Engine: Financial Data Pub.: Broadcasting/Music:	<b>Technology:</b> Hardware: Software: Specialty Equipment: Distributor:	<b>Services:</b> Payments/Markets: Consulting: Advertising/Mktg.: Outsourcing: Other:	<b>Retailing:</b> Retailer: Auctions: Tickets/Travel: Automobiles:	<b>Telecommunications:</b> Internet Service Provider: Web Site Services: Specialty Telecom:
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**TYPES OF BUSINESS:**

Information Services & Software  
 Legal & Regulatory Information Services  
 Financial Information & Technology  
 Health Care Information Tools  
 Scientific Data Tools

**BRANDS/DIVISIONS/AFFILIATES:**

Reuters Group PLC  
 Thomson Corporation  
 Reuters  
 Thomson Elite  
 Thomson Reuters Healthcare  
 Physicians' Desk Reference, Inc.  
 Thomson Reuters Group Limited  
 Breakingviews Limited

**CONTACTS:** *Note: Officers with more than one job title may be intentionally listed here more than once.*

Thomas H. Glocer, CEO  
 Robert D. Daleo, CFO/Exec. VP  
 Gustav Carlson, Chief Mktg. Officer/Exec. VP  
 Stephen Dando, Chief Human Resources Officer/Exec. VP  
 James Powell, CTO/Exec. VP  
 Deidre Stanley, General Counsel/Exec. VP  
 David Craig, Chief Strategy Officer  
 James C. Smith, CEO-Professional Div.  
 Devin Wenig, CEO-Markets Div.  
 Chris Ahearn, Pres., Reuters Media  
 Mark Redwood, Pres., Sales & Trading, Markets Div.  
 David Thomson, Chmn.

**Phone:** 646-223-4000**Fax:****Toll-Free:****Address:** 3 Times Square, New York, NY 10036 US**GROWTH PLANS/SPECIAL FEATURES:**

Thomson Reuters, formerly the Thomson Corporation, provides specialized information in digital and print formats, with employees in 93 countries. The company is organized in two divisions: Markets, which consists of the previous Reuters business combined with Thomson Financial; and Professional, which consists of Thomson's previous non-financial business segments. The Markets division includes four units: Sales & Trading, which provides information, trading and post-trade connectivity requirements of buy-side and sell-side customers in the foreign exchange, fixed income, equities and other exchange-traded instruments, and commodities and energy markets; Enterprise, which offers information and software supporting business automation within capital markets; Investment & Advisory, which provides information, decision support tools and integration services to portfolio managers, wealth managers, investment bankers, research analysts and corporate executives; and Media, which offers global information and news services to newspapers, television and cable networks, radio stations and web sites, as well as directly to consumers through Reuters-branded digital services online, mobile and IPTV platforms. The Professional division includes four units: Legal, providing information, decision support tools and services to legal, intellectual property, compliance, business and government professionals worldwide; Tax & Accounting, serving tax and accounting professionals in North America; Scientific, serving researchers, scientists and information professionals in the academic, scientific, corporate and government marketplaces; and Healthcare, serving physicians and other professionals in the healthcare, corporate and government marketplaces. Approximately 90% of the company's revenues are derived from electronic products, software and online services. Approximately 86% of revenues are derived from products and services that are recurring or subscription-based in nature. During 2008, Thomson Corporation completed its \$17.5 billion merger-acquisition of Reuters Group PLC, changing the name of the merged firm to Thomson Reuters. In December 2009, the company acquired Breakingviews, a financial commentary business with reporting staff based in London, Hong Kong, Paris, Moscow, Madrid, New York and Washington D.C.

**FINANCIALS:** Sales and profits are in thousands of dollars—add 000 to get the full amount. 2009 Note: Financial information for 2009 was not available for all companies at press time.

2009 Sales: \$	2009 Profits: \$
2008 Sales: \$11,707,000	2008 Profits: \$1,264,000
2007 Sales: \$7,296,000	2007 Profits: \$4,062,000
2006 Sales: \$6,641,000	2006 Profits: \$1,143,000
2005 Sales: \$8,703,000	2005 Profits: \$934,000

**U.S. Stock Ticker:** TRI**Int'l Ticker:** TRI Int'l Exchange: Toronto-TSX

Employees: 50,000

Fiscal Year Ends: 12/31

Parent Company:

**SALARIES/BENEFITS:**

Pension Plan:	ESOP Stock Plan:	Profit Sharing:	Top Exec. Salary: \$	Bonus: \$
Savings Plan:	Stock Purch. Plan:		Second Exec. Salary: \$	Bonus: \$

**OTHER THOUGHTS:**

**Apparent Women Officers or Directors:** 2  
**Hot Spot for Advancement for Women/Minorities:** Y

**LOCATIONS: ("Y" = Yes)**

West:	Southwest:	Midwest:	Southeast:	Northeast:	International:
Y	Y	Y	Y	Y	Y



**TIBCO SOFTWARE INC**

www.tibco.com

Industry Group Code: 511210H Ranks within this company's industry group: Sales: 5 Profits: 5

<b>Financial Services:</b> Stock Brokerage: Mortgages/Loans: Banking: Insurance: Credit Cards:	<b>Information:</b> Portal/News: Communities: Search Engine: Financial Data Pub.: Broadcasting/Music:	<b>Technology:</b> Hardware: Software: Specialty Equipment: Distributor:	<b>Services:</b> Payments/Markets: Consulting: Advertising/Mktg.: Outsourcing: Other:	<b>Retailing:</b> Retailer: Auctions: Tickets/Travel: Automobiles:	<b>Telecommunications:</b> Internet Service Provider: Web Site Services: Specialty Telecom:
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**TYPES OF BUSINESS:**

Software-Business Process  
Data Management Software  
Consulting & Support Services

**BRANDS/DIVISIONS/AFFILIATES:**

DataSynapse, Inc.  
Foresight Corporation

**CONTACTS:** *Note: Officers with more than one job title may be intentionally listed here more than once.*

Vivek Y. Ranadive, CEO  
Murray Rode, COO  
Sydney Carey, CFO/Exec. VP  
Ram Menon, Exec. VP-Worldwide Mktg.  
Tom Laffey, Exec. VP-Tech.  
Tom Laffey, Exec. VP-Prod. Dev.  
William Hughes, General Counsel/Exec. VP/Corp. Sec.  
Murat Sonmez, Exec. VP-Global Field Oper.  
Murray Rode, Exec. VP-Strategic Oper.  
Vivek Y. Ranadive, Chmn.

**Phone:** 650-846-1000 **Fax:** 650-846-1005

**Toll-Free:** 800-420-8450

**Address:** 3303 Hillview Ave., Palo Alto, CA 94304 US

**GROWTH PLANS/SPECIAL FEATURES:**

TIBCO Software, Inc. is a provider of infrastructure software, focused on creating and marketing software solutions for use in the integration of business information, processes and applications. The company offers a range of standards-based infrastructure software products that help customers to streamline business process management through reliable real-time access to information. TIBCO's software products are capable of instantly correlating information about an organization's operations and performance with information about expected behavior and business rules, allowing customers to anticipate and respond to business developments. While its products can be sold individually to address specific technical challenges, the overall emphasis of the firm's development and sales efforts is to create products that interoperate and can be sold together as a suite. TIBCO's products are designed to address three primary areas of operational efficiency: Service Oriented Architecture (SOA), Business Process Management (BPM) and Business Optimization. The firm's SOA offerings enable organizations to migrate their IT infrastructure to a common framework by turning information and functions into discrete and reusable components that can be invoked from across the business and aggregated with other such services to create composite applications. BPM products enable the automation and coordination of the assets and tasks that make up business processes. The firm's Business Optimization software automatically converts and analyzes data, and can also initiate appropriate notifications or adaptation of business processes. The firm also offers professional services, including consulting, planning, maintenance and support of information systems. In August 2009, the company acquired DataSynapse, Inc., which is involved in developing cloud computing software. In January 2010, the firm acquired Foresight Corporation, a company specializing in electronic data sharing.

TIBCO offers its employees medical, dental and vision coverage; life and AD&D insurance; a 401(k) program; short- and long-term disability; an employee assistance program; tuition reimbursement; commuter subsidies; and access to a credit union.

**FINANCIALS:** Sales and profits are in thousands of dollars—add 000 to get the full amount. 2009 Note: Financial information for 2009 was not available for all companies at press time.

2009 Sales: \$621,388	2009 Profits: \$62,302
2008 Sales: \$644,471	2008 Profits: \$52,411
2007 Sales: \$577,386	2007 Profits: \$51,888
2006 Sales: \$517,279	2006 Profits: \$72,864
2005 Sales: \$445,910	2005 Profits: \$72,555

**U.S. Stock Ticker:** TIBX

**Int'l Ticker:** Int'l Exchange:

Employees: 2,070

Fiscal Year Ends: 11/30

Parent Company:

**SALARIES/BENEFITS:**

Pension Plan:	ESOP Stock Plan:	Profit Sharing:	Top Exec. Salary: \$567,812	Bonus: \$233,623
Savings Plan: Y	Stock Purch. Plan:		Second Exec. Salary: \$365,640	Bonus: \$150,453

**OTHER THOUGHTS:**

Apparent Women Officers or Directors:

Hot Spot for Advancement for Women/Minorities:

**LOCATIONS:** ("Y" = Yes)

West: Y	Southwest: Y	Midwest: Y	Southeast: Y	Northeast: Y	International: Y
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**TICKETMASTER ENTERTAINMENT INC**

www.ticketmaster.com

Industry Group Code: 454113 Ranks within this company's industry group: Sales: 1 Profits: 4

<b>Financial Services:</b> Stock Brokerage: Mortgages/Loans: Banking: Insurance: Credit Cards:	<b>Information:</b> Portal/News: Y Communities: Y Search Engine: Financial Data Pub.: Broadcasting/Music: Y	<b>Technology:</b> Hardware: Software: Y Specialty Equipment: Distributor:	<b>Services:</b> Payments/Markets: Consulting: Advertising/Mktg.: Outsourcing: Other:	<b>Retailing:</b> Retailer: Auctions: Tickets/Travel: Y Automobiles:	<b>Telecommunications:</b> Internet Service Provider: Web Site Services: Specialty Telecom:
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**TYPES OF BUSINESS:**

Event Ticket Sales  
Talent Agents and Representatives  
Web-Based Ticketing Software  
Network Ticketing Services  
Artist Management

**BRANDS/DIVISIONS/AFFILIATES:**

Emma Entertainment  
Front Line Management Group  
BILLETNet  
Ticket Service  
Tic Tack Ticket  
TicketWeb  
TicketsNow  
Biletix

**CONTACTS:** *Note: Officers with more than one job title may be intentionally listed here more than once.*

Irving Azoff, CEO  
Eric Korman, Pres.  
Brian Regan, CFO/Exec. VP  
Brian Pike, CTO  
Chris Riley, Acting General Counsel/Exec. VP  
Mike McGee, Exec. VP-North American Bus. Oper.  
Dave Butler, Pres., Ticketmaster North America  
Tommy Higgins, Exec. VP-Ticketmaster Europe  
Marla Ostroff, Exec. VP-National Accounts  
Terry Barnes, Chmn.  
Roger Ames, CEO-Int'l

**Phone:** 310-360-2354**Fax:****Toll-Free:****Address:** 8800 W. Sunset Blvd, West Hollywood, CA 90069 US**GROWTH PLANS/SPECIAL FEATURES:**

Ticketmaster is a provider of ticketing and marketing services for live entertainment offering a variety of events such as live music, sports, arts and family entertainment events. Ticketmaster operates internationally in 20 global markets, providing ticket sales, ticket resale services, marketing and distribution through Ticketmaster.com, one of the largest e-commerce sites on the Internet; approximately 7,100 retail outlets; and 17 worldwide call centers. The company serves its clients worldwide, providing exclusive ticketing services for leading arenas, stadiums, professional sports franchises and leagues, college sports teams, performing arts venues, museums, and theaters. The company sold more than 141 million tickets in 2008. Additionally, the firm has several e-commerce businesses that generate revenue including Tickeweb.com; Slotix.com; Billettservice.no; Livedaily.com; Admission.com; and Ticktacticket.com, to name a few. Ticketmaster also offers regional web sites such as ReserveAmerica, a provider of campsite reservation services and campsite reservation software in North America, serving more than 100,000 campsites in approximately 48 states. It mainly works with U.S. state and federal agencies. TicketWeb is a provider of Internet-based box-office ticketing software and services, offering TicketWeb 2.0 Software that allows clients to perform box office functions, such as ticket and seating reservation, through a standard web browser. In 2008, the firm was spun off by former parent firm IAC/InterActiveCorp. In January 2008, Ticketmaster acquired Getmein.com, a web site marketplace for live entertainment in Europe. In February 2008, the company acquired TicketsNow.com, a web site that sells music, sports and other live entertainment events tickets. In October 2008, the firm acquired a controlling interest in Front Line Management, a leading artist management company. In 2009, Ticketmaster and Live Nation announced plans to merge, which would create a giant entertainment firm with Barry Diller as Chairman and Michael Rapino as CEO.

Ticketmaster offers its employees medical and dental coverage; tuition reimbursement; a 401(k) plan; a flexible spending plan; an employee assistance program; employee discounts; life insurance; and an employee assistance program.

**FINANCIALS:** Sales and profits are in thousands of dollars—add 000 to get the full amount. 2009 Note: Financial information for 2009 was not available for all companies at press time.

2009 Sales: \$	2009 Profits: \$
2008 Sales: \$1,454,525	2008 Profits: \$-1,005,499
2007 Sales: \$1,240,477	2007 Profits: \$169,351
2006 Sales: \$1,062,672	2006 Profits: \$176,701
2005 Sales: \$950,200	2005 Profits: \$218,700

**U.S. Stock Ticker:** TKTM**Int'l Ticker:** Int'l Exchange:

Employees: 5,800

Fiscal Year Ends: 12/31

Parent Company:

**SALARIES/BENEFITS:**

Pension Plan:	ESOP Stock Plan:	Profit Sharing:	Top Exec. Salary: \$611,538	Bonus: \$350,000
Savings Plan: Y	Stock Purch. Plan:		Second Exec. Salary: \$600,000	Bonus: \$300,000

**OTHER THOUGHTS:**

Apparent Women Officers or Directors: 1  
Hot Spot for Advancement for Women/Minorities:

**LOCATIONS: ("Y" = Yes)**

West:	Southwest:	Midwest:	Southeast:	Northeast:	International:
Y	Y	Y	Y	Y	Y

**TIME WARNER CABLE INC**

www.timewarnercable.com

Industry Group Code: 517110 Ranks within this company's industry group: Sales: 5 Profits: 28

<b>Financial Services:</b> Stock Brokerage: Mortgages/Loans: Banking: Insurance: Credit Cards:	<b>Information:</b> Portal/News: Communities: Search Engine: Financial Data Pub.: Broadcasting/Music:	<b>Technology:</b> Hardware: Software: Specialty Equipment: Distributor:	<b>Services:</b> Payments/Markets: Consulting: Advertising/Mktg.: Outsourcing: Other:	<b>Retailing:</b> Retailer: Auctions: Tickets/Travel: Automobiles:	<b>Telecommunications:</b> Internet Service Provider: Web Site Services: Specialty Telecom:
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**TYPES OF BUSINESS:**

Cable Television  
Internet Access  
Voice Services  
Video-On-Demand Service

**BRANDS/DIVISIONS/AFFILIATES:****CONTACTS:** *Note: Officers with more than one job title may be intentionally listed here more than once.*

Glenn Britt, CEO  
Landel C. Hobbs, COO  
Glenn Britt, Pres.  
Robert D. Marcus, CFO/Sr. VP  
Sam Howe, Exec. VP/Chief Mktg. Officer  
Tom Mathews, Exec. VP-Human Resources  
Mike L. LaJoie, CTO/Exec. VP  
Kevin Leddy, Exec. VP-Prod. Mgmt. & Tech. Policy  
Mike Hayashi, Exec. VP-Advanced Eng.  
Marc Lawrence-Apfelbaum, General Counsel/Exec. VP/Sec.  
Peter C. Stern, Chief Strategy Officer/Exec. VP  
Ellen East, Chief Comm. Officer/Exec. VP  
Thomas Robey, Sr. VP-Investor Rel.  
Carl U. J. Rossetti, Exec. VP/Pres., Time Warner Cable Ventures  
Gerry D. Campbell, Exec. VP-Commercial Svcs.  
James Ludington, Exec. VP-National Network Oper.  
Melinda Witmer, Chief Programming Officer/Exec. VP  
Glenn Britt, Chmn.

**Phone:** 203-324-8200**Fax:****Toll-Free:****Address:** 60 Columbus Cir., New York, NY 10023 US**GROWTH PLANS/SPECIAL FEATURES:**

Time Warner Cable, Inc. (TWC) is one of the largest cable operators in the U.S. The company owns and manages clustered cable television operations throughout five geographic areas, including New York, the Carolinas, southern California and Texas. The firm is a provider of new digital technology, including video, high-speed data, voice and transport services, to approximately 14.6 million residential and commercial subscribers. The company's subscribers are typically charged monthly subscription fees based on the level of service selected and, in some cases, equipment usage fees. TWC markets its services primarily in bundled packages of multiple services, with 56% of its customers subscribing to at least two primary services, including 23% of customers subscribing to all three primary services. The firm's systems offer basic, expanded and digital basic analog video service, which together provide approximately 70 channels on average; subscribers may purchase additional channels, such as spin-off and successor networks to national cable services, news networks, niche programming services, movies, sports and Spanish language, for an additional fee. In addition, the company sells advertising to various national, regional and local advertising customers. In March 2009, the company was spun off from Time Warner, Inc.

TWC offers its employees medical, dental and vision coverage; short and long-term disability; life insurance; an employee assistance program; adoption assistance; a 401(k) plan; a pension plan; educational assistance; flexible spending accounts; employee discounts; and courtesy services.

**FINANCIALS:** Sales and profits are in thousands of dollars—add 000 to get the full amount. 2009 Note: Financial information for 2009 was not available for all companies at press time.

2009 Sales: \$17,868,000	2009 Profits: \$3,317,000
2008 Sales: \$17,200,000	2008 Profits: \$-11,782,000
2007 Sales: \$15,955,000	2007 Profits: \$2,766,000
2006 Sales: \$11,767,000	2006 Profits: \$1,976,000
2005 Sales: \$9,498,000	2005 Profits: \$

**U.S. Stock Ticker:** TWC**Int'l Ticker:** Int'l Exchange:

Employees:

Fiscal Year Ends: 12/31

Parent Company:

**SALARIES/BENEFITS:**

Pension Plan: Y	ESOP Stock Plan:	Profit Sharing:	Top Exec. Salary: \$1,000,000	Bonus: \$6,434,270
Savings Plan: Y	Stock Purch. Plan:		Second Exec. Salary: \$895,192	Bonus: \$3,024,849

**OTHER THOUGHTS:**

Apparent Women Officers or Directors: 7  
Hot Spot for Advancement for Women/Minorities: Y

**LOCATIONS:** ("Y" = Yes)

West:	Southwest:	Midwest:	Southeast:	Northeast:	International:
Y	Y	Y	Y	Y	

**T-MOBILE INTERNATIONAL AG & CO KG** www.t-mobile-international.com

Industry Group Code: 5172 Ranks within this company's industry group: Sales: 4 Profits:

<b>Financial Services:</b> Stock Brokerage: Mortgages/Loans: Banking: Insurance: Credit Cards:	<b>Information:</b> Portal/News: Communities: Search Engine: Financial Data Pub.: Broadcasting/Music:	<b>Technology:</b> Hardware: Software: Specialty Equipment: Distributor:	<b>Services:</b> Payments/Markets: Consulting: Advertising/Mktg.: Outsourcing: Other:	<b>Retailing:</b> Retailer: Auctions: Tickets/Travel: Automobiles:	<b>Telecommunications:</b> Internet Service Provider: Web Site Services: Specialty Telecom:
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**TYPES OF BUSINESS:**

Mobile Telecommunications Provider  
Mobile Media Services

**BRANDS/DIVISIONS/AFFILIATES:**

Deutsche Telekom  
FreeMove  
HotSpots  
Mobile Access Portal  
Mobile Service Portal  
Blackberry Solution  
T-Mobile MDA

**CONTACTS:** *Note: Officers with more than one job title may be intentionally listed here more than once.*

Hamid Akhavan, CEO  
Katharina Hollender, CFO  
Philipp Humm, Dir.-Sales  
Steffen Roehn, CIO  
Christopher Schlaffer, Chief Prod. & Innovation Officer  
Robert Chvatal, Managing Dir.-T-Mobile Austria  
Niek Jan van Damme, Managing Dir.-T-Mobile Netherlands  
Michael Gunther, Chief Joint Venture Mgmt.  
Georg Polzl, Managing Dir.-T-Mobile Germany  
Hamid Akhavan, Chmn.

**Phone:** 49-228-936-0      **Fax:** 49-228-936-155-09

**Toll-Free:**

**Address:** Landgrabenweg 151, Bonn, 53227 Germany

**GROWTH PLANS/SPECIAL FEATURES:**

T-Mobile International AG & Co. KG (T-Mobile), a wholly-owned subsidiary of Deutsche Telekom, is one of the world's leading companies in mobile communications. As one of Deutsche Telekom's three business units, T-Mobile concentrates on the most dynamic markets in Europe and the U.S. T-Mobile has over 120 million consumer and business subscribers worldwide and owns network operations in the U.S., Great Britain, the Netherlands, Germany, Austria, the Czech Republic, Hungary, Croatia, Slovakia, Macedonia and Montenegro. The firm was the first operator to launch a trans-Atlantic mobile network based on global system for mobile communications (GSM). T-Mobile offers its service through a fully integrated network of circuit switched data (CSD), general packet radio service (GPRS), third generation (3G), universal mobile telecommunications system technologies (UMTS) and wireless local area network (WLAN) mobile access services. T-Mobile is a partner of FreeMove, an alliance formed by four of Europe's leading mobile companies (T-Mobile, Orange, TeliaSonera and Telecom Italia Mobile (TIM)) to help their customers communicate as easily while traveling abroad as they do at home. T-Mobile offers various business solutions to small- and medium-sized businesses and individual customers through Mobile Access Portal, Mobile Service Portal, BlackBerry Solution and T-Mobile MDA. The company provides residential and business customers with mobile voice and data services on prepay or contractual basis. Additionally, the firm offers its customers international roaming services, sells mobile devices to customers in conjunction with its service offerings and operates HotSpots in select locations. In October 2008, the company released the first smartphone to use Google's Android software.

**FINANCIALS:** Sales and profits are in thousands of dollars—add 000 to get the full amount. 2009 Note: Financial information for 2009 was not available for all companies at press time.

2009 Sales: \$	2009 Profits: \$
2008 Sales: \$55,467,600	2008 Profits: \$
2007 Sales: \$54,593,740	2007 Profits: \$
2006 Sales: \$50,356,500	2006 Profits: \$
2005 Sales: \$34,880,000	2005 Profits: \$

**U.S. Stock Ticker: Subsidiary**

**Int'l Ticker:** Int'l Exchange:

Employees:

Fiscal Year Ends: 12/31

Parent Company: DEUTSCHE TELEKOM AG

**SALARIES/BENEFITS:**

Pension Plan:	ESOP Stock Plan:	Profit Sharing:	Top Exec. Salary: \$	Bonus: \$
Savings Plan:	Stock Purch. Plan:		Second Exec. Salary: \$	Bonus: \$

**OTHER THOUGHTS:**

**Apparent Women Officers or Directors:** 1  
**Hot Spot for Advancement for Women/Minorities:**

**LOCATIONS: ("Y" = Yes)**

West:	Southwest:	Midwest:	Southeast:	Northeast:	International:
Y	Y	Y	Y	Y	Y

**T-MOBILE USA**

www.t-mobile.com

Industry Group Code: 5172 Ranks within this company's industry group: Sales: 10 Profits: 4

<b>Financial Services:</b> Stock Brokerage: Mortgages/Loans: Banking: Insurance: Credit Cards:	<b>Information:</b> Portal/News: Communities: Search Engine: Financial Data Pub.: Broadcasting/Music:	<b>Technology:</b> Hardware: Software: Specialty Equipment: Distributor:	<b>Services:</b> Payments/Markets: Consulting: Advertising/Mktg.: Outsourcing: Other:	<b>Retailing:</b> Retailer: Auctions: Tickets/Travel: Automobiles:	<b>Telecommunications:</b> Internet Service Provider: Web Site Services: Specialty Telecom:	Y
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**TYPES OF BUSINESS:**

PCS Cellular Telephone Service  
Wireless Internet Services

**BRANDS/DIVISIONS/AFFILIATES:**

Deutsche Telekom AG  
T-Mobile International AG  
T-Mobile HotSpot  
SunCom Wireless Holdings, Inc.  
T-Mobile webConnect USB Laptop Stick

**CONTACTS:** *Note: Officers with more than one job title may be intentionally listed here more than once.*

Robert Dotson, CEO  
Susan Nokes, COO/Chief Customer Officer  
Robert P. Dotson, Pres.  
Brian Kirkpatrick, CFO/Exec. VP  
Denny Post, Chief Mktg. Officer/Sr. VP  
Larry Myers, Chief People Officer/Sr. VP  
Rob Strickland, CIO/Sr. VP  
Cole Brodman, CTO/Chief Innovation Officer  
Neville Ray, Sr. VP-Eng. Oper.  
Dave Miller, General Counsel/Sr. VP  
John Birrer, Sr. VP-Customer Service  
John W. Stanton, Chmn.

**Phone:** 425-378-4000      **Fax:** 425-378-4040

**Toll-Free:** 800-318-9270

**Address:** 12920 SE 38th St., Bellevue, WA 98006 US

**GROWTH PLANS/SPECIAL FEATURES:**

T-Mobile USA (T-Mobile) is a national provider of wireless voice, messaging and data services. The company is the U.S. operating entity of T-Mobile International AG & Co., the mobile communications subsidiary of Deutsche Telekom AG & Co. K.G. T-Mobile uses GSM (global system for mobile communications) technology and is a member of the North American GSM Alliance, a group of U.S. and Canadian digital wireless carriers that provide seamless GSM wireless communications for its members in North America and internationally. The firm's nationwide rate plans offer complimentary long distance and digital GSM roaming, providing service to more than 268 million customers in the U.S. who are also able to connect to GSM networks in over 150 countries around the world. The company offers wireless Internet service to phones through its T-Mobile Internet program and high-speed wireless access through its T-Mobile HotSpot service. HotSpot locations can be found at airports, airline clubs and lounges of American Airlines, Delta Air Lines and United Airlines; Borders Books and Music; Kinko's; and Starbucks coffeehouses. With more than 10,000 locations, the T-Mobile HotSpot network is the largest public Wi-Fi network in the U.S. In March 2009, the firm launched the T-Mobile webConnect USB Laptop Stick. The laptop stick enables customers to connect to the Internet when a HotSpot is not available. In February 2008, the firm acquired SunCom Wireless. Through the acquisition, T-Mobile gained approximately 1.1 million customers in North Carolina, South Carolina, Tennessee, Georgia, Puerto Rico and the U.S. Virgin Islands.

The firm offers employees medical, dental and vision coverage; a performance recognition program; a phone and service discount program; an employee referral program; a wellness program; flexible spending accounts; an employee assistance and work/balance program; educational assistance; childcare subsidy; life and disability insurance; and a 401(k) plan.

**FINANCIALS:** Sales and profits are in thousands of dollars—add 000 to get the full amount. 2009 Note: Financial information for 2009 was not available for all companies at press time.

2009 Sales: \$	2009 Profits: \$
2008 Sales: \$21,885,000	2008 Profits: \$6,123,000
2007 Sales: \$19,288,000	2007 Profits: \$5,350,000
2006 Sales: \$17,138,000	2006 Profits: \$4,712,000
2005 Sales: \$14,806,000	2005 Profits: \$

**U.S. Stock Ticker: Subsidiary**

**Int'l Ticker:** Int'l Exchange:

Employees: 37,500

Fiscal Year Ends: 12/31

Parent Company: DEUTSCHE TELEKOM AG

**SALARIES/BENEFITS:**

Pension Plan:	ESOP Stock Plan:	Profit Sharing:	Top Exec. Salary: \$	Bonus: \$1,000,000
Savings Plan: Y	Stock Purch. Plan:		Second Exec. Salary: \$	Bonus: \$

**OTHER THOUGHTS:**

Apparent Women Officers or Directors: 1  
Hot Spot for Advancement for Women/Minorities:

**LOCATIONS: ("Y" = Yes)**

West:	Southwest:	Midwest:	Southeast:	Northeast:	International:
Y	Y	Y	Y	Y	

**TOCQUIGNY**

www.tocquigny.com

Industry Group Code: 541810E Ranks within this company's industry group: Sales: Profits:

<b>Financial Services:</b> Stock Brokerage: Mortgages/Loans: Banking: Insurance: Credit Cards:	<b>Information:</b> Portal/News: Communities: Search Engine: Financial Data Pub.: Broadcasting/Music:	<b>Technology:</b> Hardware: Software: Specialty Equipment: Distributor:	<b>Services:</b> Payments/Markets: Consulting: Advertising/Mktg.: Outsourcing: Other:	<b>Retailing:</b> Retailer: Auctions: Tickets/Travel: Automobiles:	<b>Telecommunications:</b> Internet Service Provider: Web Site Services: Specialty Telecom:
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**TYPES OF BUSINESS:**

Advertising Services  
Business-to-Business Advertising & Marketing  
Market Research  
Database Services  
Direct Marketing  
Creative Services  
Interactive Marketing

**BRANDS/DIVISIONS/AFFILIATES:****CONTACTS:** *Note: Officers with more than one job title may be intentionally listed here more than once.*

Yvonne Tocquigny, CEO  
Pedro Laboy, COO  
Renee Brandon, Partner-Research  
Peter Moosy, Dir.-New Bus.  
Rick Loconto, Sr. Dir.-Interactive  
Sheila Ferguson, Partner  
Valerie Tyson, Dir.-Acct. Svcs.  
Jason Reeves, Sr. Dir.-Creative  
Luke Bone, Dir.-Media

<b>Phone:</b> 512-532-2800	<b>Fax:</b> 512-328-5645
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<b>Toll-Free:</b>
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<b>Address:</b> 401 Congress Ave., 17th Fl., Austin, TX 78701 US
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**GROWTH PLANS/SPECIAL FEATURES:**

Tocquigny, headquartered in Austin, is an advertising company that specializes in business-to-business marketing and advertising. The firm helps blue chip companies increase the predictability of marketing success, and offers advice on how to minimize marketing investments. The company offers research to its clients in order to improve their marketing performance. The firm divides its services into different areas of focus. Its research and business insights services are involved with product optimization research; pricing research; brand and advertising tracking; and customer loyalty assessment. Its strategic planning services include brand and product positioning; loyalty program, customer acquisition program and customer retention program development; and business consulting. The firm's customer experience division specializes in interface design and technology research. Branding services include brand research; brand identity development; and design and packaging. The company's lead generation services focus on campaign strategies; tracking and measurement methods; maximizing return on market investment (ROMI); and communications auditing. Media planning and placement services include media mix modeling; buying; measurement; and analysis. The creative ideation division is involved with integrated campaigns; print and interactive design; rich-media advertising; flash demos; and sales and promotions. The company's digital marketing division includes e-mail and traffic generation; social, mobile and viral marketing; and online advertising and search engine marketing. Finally, Reporting and Analytics services include web site performance tuning; response analysis and forecasting; and data quality assessment.

**FINANCIALS:** Sales and profits are in thousands of dollars—add 000 to get the full amount. 2009 Note: Financial information for 2009 was not available for all companies at press time.

2009 Sales: \$	2009 Profits: \$
2008 Sales: \$	2008 Profits: \$
2007 Sales: \$	2007 Profits: \$
2006 Sales: \$	2006 Profits: \$
2005 Sales: \$	2005 Profits: \$

**U.S. Stock Ticker:** Private**Int'l Ticker:** Int'l Exchange:

Employees:

Fiscal Year Ends:

Parent Company:

**SALARIES/BENEFITS:**

Pension Plan:	ESOP Stock Plan:	Profit Sharing:	Top Exec. Salary: \$	Bonus: \$
Savings Plan:	Stock Purch. Plan:		Second Exec. Salary: \$	Bonus: \$

**OTHER THOUGHTS:**

Apparent Women Officers or Directors: 5  
Hot Spot for Advancement for Women/Minorities: Y

**LOCATIONS:** ("Y" = Yes)

West:	Southwest: Y	Midwest:	Southeast:	Northeast:	International:
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**TOTAL SYSTEM SERVICES INC (TSYS)**

www.tsys.com

Industry Group Code: 522320 Ranks within this company's industry group: Sales: 3 Profits: 3

<b>Financial Services:</b> Stock Brokerage: Mortgages/Loans: Banking: Insurance: Credit Cards:	<b>Information:</b> Portal/News: Communities: Search Engine: Financial Data Pub.: Broadcasting/Music:	<b>Technology:</b> Hardware: Software: Specialty Equipment: Distributor:	<b>Services:</b> Payments/Markets: Consulting: Advertising/Mktg.: Outsourcing: Other:	<b>Retailing:</b> Retailer: Auctions: Tickets/Travel: Automobiles:	<b>Telecommunications:</b> Internet Service Provider: Web Site Services: Specialty Telecom:
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**TYPES OF BUSINESS:**

Credit Card Processing  
Risk Management Tools  
Direct Mail Services  
Fraud Detection  
Printing Services  
Debt Collection Services  
Reward Programs  
Staffing Services

**BRANDS/DIVISIONS/AFFILIATES:**

Synovus Financial Corp.  
Columbus Depot Equipment Company  
Columbus Productions  
TSYS Canada Inc  
TSYS Total Debt Management Inc  
TSYS Technology Center Inc  
UnionPay Data Co Ltd  
TSYS Okinawa Data Center

**CONTACTS:** *Note: Officers with more than one job title may be intentionally listed here more than once.*

Philip W. Tomlinson, CEO  
M. Troy Woods, COO  
M. Troy Woods, Pres.  
James B. Lipham, CFO/Sr. Exec. VP  
Gaylon M. Jowers, Jr., Exec. VP-Sales  
Suzanne Kump, Group Exec.-Human Resources  
Kenneth L. Tye, CIO/Sr. Exec. VP  
Stephen W. Humber, CTO/Exec. VP  
Connie C. Dudley, Exec. VP-Prod. & Client Dev.  
Ryland L. Harrelson, Exec. VP-Admin. Svcs.  
G. Sanders Griffith, III, General Counsel/Sr. Exec. VP/Sec.  
Gaylon M. Jowers, Jr., Exec. VP-Strategy & Emerging Markets  
Virginia A. Holeman, Group Exec.-Corp Comm.  
Dorenda K. Weaver, Chief Acct. Officer/Exec. VP  
William A. Pruet, Chief Customer Officer/Sr. Exec. VP  
Colleen W. Kynard, Exec. VP-Customer Care  
Jim Cosgrove, Treas.  
Kelly Knutson, Exec. VP-Global Svcs.  
Philip W. Tomlinson, Chmn.  
David Duncan, Group Exec.-China & Southeast Asia

**Phone:** 706-649-2310 **Fax:** 706-644-8065**Toll-Free:****Address:** 1600 1st Ave., Columbus, GA 31901 US**GROWTH PLANS/SPECIAL FEATURES:**

Total System Services (TSYS) is one of the world's largest electronic payment processors of consumer credit, debit, commercial, stored-value, chip and retail cards. Its majority owner, Synovus Financial Corp., has an 81% stake in the firm. TSYS serves 300 clients throughout the U.S., Canada, Mexico, Honduras, the Caribbean and Europe. The company also offers value-added products and services, including risk management tools and techniques like credit evaluation, fraud detection and prevention and behavior analysis tools, as well as revenue enhancement tools, such as loyalty programs and bonus rewards. TSYS's operations are divided into three segments: North America Services, accounting for 68.7% of 2008 revenues; Global Services, accounting for 16.2%; and Merchant Services, accounting for 15.2%. The firm's subsidiaries include Columbus Depot Equipment Company, which sells and leases computer-related equipment; Columbus Productions, which provides full-service commercial printing and related services; TSYS Acquiring Solutions, a supplier of acquiring solutions, related systems and integrated support services; TSYS Canada, Inc., which provides programming support and assistance with conversion of card portfolios to TS2; and TSYS Total Debt Management, Inc., which provides debt collection and bankruptcy management services. TSYS Technology Center, Inc. provides flexible staffing solutions to help TSYS address its implementation and development pipeline of clients and prospective clients. The company also owns an equity interest in a joint venture company called Total System Services de Mexico, as well as a 45% interest in China UnionPay Data Co., Ltd. In 2008, the firm opened a new sales office in Warsaw, Poland and a data center, called TSYS Okinawa Data Center (TODC) in Nago City, Okinawa, Japan.

Employees are offered medical, dental and vision insurance; flexible spending accounts; long-term disability coverage; discounted banking services; a pension plan: a 401(k) plan; a profit sharing plan; and a stock purchase plan.

**FINANCIALS:** Sales and profits are in thousands of dollars—add 000 to get the full amount. 2009 Note: Financial information for 2009 was not available for all companies at press time.

2009 Sales: \$1,688,062	2009 Profits: \$215,213
2008 Sales: \$1,721,646	2008 Profits: \$250,100
2007 Sales: \$1,805,836	2007 Profits: \$237,443
2006 Sales: \$1,787,171	2006 Profits: \$249,163
2005 Sales: \$1,602,931	2005 Profits: \$194,520

**U.S. Stock Ticker:** TSS  
**Int'l Ticker:** Int'l Exchange:  
Employees: 7,620  
Fiscal Year Ends: 12/31  
Parent Company:

**SALARIES/BENEFITS:**

Pension Plan: Y	ESOP Stock Plan:	Profit Sharing: Y	Top Exec. Salary: \$827,774	Bonus: \$206,943
Savings Plan: Y	Stock Purch. Plan: Y		Second Exec. Salary: \$610,018	Bonus: \$152,504

**OTHER THOUGHTS:**

**Apparent Women Officers or Directors:** 7  
**Hot Spot for Advancement for Women/Minorities:** Y

**LOCATIONS: ("Y" = Yes)**

West:	Southwest:	Midwest:	Southeast:	Northeast:	International:
Y	Y	Y	Y	Y	Y

**TRACK DATA CORP**

www.trackdata.com

Industry Group Code: 519130 Ranks within this company's industry group: Sales: 33 Profits: 18

<b>Financial Services:</b> Stock Brokerage: Mortgages/Loans: Banking: Insurance: Credit Cards:	<b>Information:</b> Portal/News: Communities: Search Engine: Financial Data Pub.: Broadcasting/Music:	<b>Technology:</b> Hardware: Software: Specialty Equipment: Distributor:	<b>Services:</b> Payments/Markets: Consulting: Advertising/Mktg.: Outsourcing: Other:	<b>Retailing:</b> Retailer: Auctions: Tickets/Travel: Automobiles:	<b>Telecommunications:</b> Internet Service Provider: Web Site Services: Specialty Telecom:
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**TYPES OF BUSINESS:**

Online Financial Data  
Information Service-Market Quotes & Data  
Financial Software  
Research

**BRANDS/DIVISIONS/AFFILIATES:**

Track Data Securities Corp.  
opTrack  
proTrack  
myTrack  
FastTrack-MX  
Track ECN  
NewsWatch  
AIQ Systems

**CONTACTS:** *Note: Officers with more than one job title may be intentionally listed here more than once.*

Martin Kaye, CEO  
Martin Kaye, CFO  
Bill Olsen, VP-Sales  
Barbara Karol, Dir.-Human Resources  
Barry Hertz, CTO  
Laurel Louison, Dir.-Investor Rel.  
Stan Stern, Sr. VP  
David Drillick, COO-Track Data Securities Corp.  
Ray Foreman, Gen. Mgr.  
E. Bruce Fredrikson, Chmn.

**Phone:** 718-522-7373**Fax:****Toll-Free:****Address:** 95 Rockwell Pl., Brooklyn, NY 11217 US**GROWTH PLANS/SPECIAL FEATURES:**

Track Data Corp. is a financial services company that provides real-time financial market data, fundamental research, charting and analytical services to institutional and individual investors through dedicated telecommunication lines and the Internet. The company also disseminates news and third-party database information from more than 100 sources worldwide. Track Data's operations are separated into four business segments: market data services and trading for institutional professional investment customers; Internet-based online trading and market data services for individual investors; arbitrage trading; and real estate. The firm owns Track Data Securities Corp. (TDSC), a registered securities broker-dealer and member of the Financial Industry Regulatory Authority (FINRA). The company provides a proprietary, fully integrated Internet-based online trading and market data system, proTrack, for the professional institutional trader, and myTrack and myTrack Pro for the individual trader. TDSC operates an electronic communications network, Track ECN, that enables traders to display and match limit orders for stocks. The company's NewsWatch service includes a high-speed consolidated news ticker that continuously scans newswires and retrieves news by ticker symbol, keyword, topic and industry group. Other products include opTrack, an option strategy search and rank tool with custom filtering options; FastTrack-MX, an industrial-grade quote system tracking news from over 50 different sources; and Track Software Developers Kit (SDK), an organized Application Program Interface (API) that delivers real-time or delayed data capture on U.S. and foreign stocks, bonds, indices, mutual funds and commodities. Subsidiary AIQ Systems develops and markets artificial-intelligence-based stock market analysis and charting software for personal computers. Dial/Data is Track Data's Internet-based service that provides historical and end-of-day pricing data for U.S., Canadian and European exchange-traded equities and related instruments, futures, equity options, futures options, mutual funds, bonds, government issues, money markets and indexes.

**FINANCIALS:** Sales and profits are in thousands of dollars—add 000 to get the full amount. 2009 Note: Financial information for 2009 was not available for all companies at press time.

2009 Sales: \$	2009 Profits: \$
2008 Sales: \$30,659	2008 Profits: \$1,341
2007 Sales: \$34,080	2007 Profits: \$- 132
2006 Sales: \$41,986	2006 Profits: \$1,549
2005 Sales: \$36,094	2005 Profits: \$- 37

**U.S. Stock Ticker:** TRAC

Int'l Ticker: Int'l Exchange:

Employees: 115

Fiscal Year Ends: 12/31

Parent Company:

**SALARIES/BENEFITS:**

Pension Plan:	ESOP Stock Plan:	Profit Sharing:	Top Exec. Salary: \$363,600	Bonus: \$9,090
Savings Plan:	Stock Purch. Plan:		Second Exec. Salary: \$242,400	Bonus: \$6,060

**OTHER THOUGHTS:**

Apparent Women Officers or Directors: 2  
Hot Spot for Advancement for Women/Minorities: Y

**LOCATIONS:** ("Y" = Yes)

West:	Southwest:	Midwest:	Southeast:	Northeast:	International:
				Y	



**TRADESTATION GROUP INC**

www.tradestation.com

Industry Group Code: 52312E Ranks within this company's industry group: Sales: 3 Profits: 2

<b>Financial Services:</b> Stock Brokerage: Y Mortgages/Loans: Banking: Insurance: Credit Cards:	<b>Information:</b> Portal/News: Communities: Search Engine: Financial Data Pub.: Broadcasting/Music:	<b>Technology:</b> Hardware: Software: Y Specialty Equipment: Distributor:	<b>Services:</b> Payments/Markets: Consulting: Advertising/Mktg.: Outsourcing: Other:	<b>Retailing:</b> Retailer: Auctions: Tickets/Travel: Automobiles:	<b>Telecommunications:</b> Internet Service Provider: Web Site Services: Specialty Telecom:
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**TYPES OF BUSINESS:**

Online Stock Brokerage  
Financial Information  
Stock Trading Software

**BRANDS/DIVISIONS/AFFILIATES:**

TradeStation Securities, Inc.  
TradeStation Technologies, Inc.  
TradeStation Europe Ltd  
TradeStation Prime Services  
EasyLanguage

**CONTACTS:** *Note: Officers with more than one job title may be intentionally listed here more than once.*

Salomon Sredni, CEO  
John R. Roberts, COO  
David H. Fleischman, CFO  
T. Keith Black, VP-Prod. Dev., TradeStation Technologies  
Marc J. Stone, General Counsel/Sec.  
William P. Cahill, VP-Brokerage Oper.  
Marc J. Stone, VP-Corp. Dev.  
David H. Fleischman, VP-Finance/Treas.  
William P. Cahill, Pres./COO-TradeStation Securities, Inc.  
Lance Baraker, Sr. Managing Dir.-TradeStation Prime Svcs.  
William Katts, Sr. Managing Dir.-TradeStation Prime Svcs.  
Salomon Sredni, Chmn.

<b>Phone:</b> 954-652-7000	<b>Fax:</b> 954-652-7300
<b>Toll-Free:</b> 800-556-2022	
<b>Address:</b> 8050 SW 10th St., Ste. 4000, Plantation, FL 33324 US	

**GROWTH PLANS/SPECIAL FEATURES:**

TradeStation Group, Inc. is the parent company of two main subsidiaries which target the active stock trader market. TradeStation Securities, Inc., the firm's principal operating subsidiary, is an online brokerage firm with over 45,500 trading accounts. It offers the company's core product, the proprietary TradeStation direct market access electronic trading platform, which allows trading in equity options, futures and foreign currencies. The user has an option to automate trading, generating instant orders based on customizable buy or sell rules. While TradeStation Securities does not provide investment or trading advice or recommend the use of any particular strategy, it enables users to design, test and optimize strategies, utilizing historical data to test for profitability before officially trading. The company's EasyLanguage is the principal tools that allow the user to design and develop trading strategies. EasyLanguage is a computer language consisting of English-like statements and trading terms input by the trader to describe particular objective rules and criteria. In addition to strategy trading tools, real-time market data and direct-access order execution, TradeStation offers numerous advanced charting and analytics features. TradeStation Technologies, Inc., is the firm's trading technology subsidiary. It owns the intellectual properties of the company and provides subscription services for TradeStation. Aside from not including order execution or account management capabilities, the TradeStation subscription service offers the same services as the TradeStation electronic trading platform. The firm's other subsidiary, TradeStation Europe Ltd., is an introducing broker authorized and regulated by the U.K. Financial Services Authority. In September 2009, TradeStation Securities introduced a new division, TradeStation Prime Services, established to cater to registered investment advisers, start-up to mid-sized hedge funds, asset managers and professional traders.

TradeStation offers its employees benefits including stock options; dental and vision coverage; medical, life, disability, accident expense and AD&D insurance; an assistance program; and special perks.

**FINANCIALS:** Sales and profits are in thousands of dollars—add 000 to get the full amount. 2009 Note: Financial information for 2009 was not available for all companies at press time.

2009 Sales: \$	2009 Profits: \$
2008 Sales: \$160,432	2008 Profits: \$30,637
2007 Sales: \$151,555	2007 Profits: \$35,371
2006 Sales: \$128,546	2006 Profits: \$31,019
2005 Sales: \$96,999	2005 Profits: \$21,066

**U.S. Stock Ticker:** TRAD  
**Int'l Ticker:** Int'l Exchange:  
Employees: 363  
Fiscal Year Ends: 12/31  
Parent Company:

**SALARIES/BENEFITS:**

Pension Plan:	ESOP Stock Plan:	Profit Sharing:	Top Exec. Salary: \$515,000	Bonus: \$151,281
Savings Plan: Y	Stock Purch. Plan: Y		Second Exec. Salary: \$309,000	Bonus: \$72,615

**OTHER THOUGHTS:**

Apparent Women Officers or Directors: 2  
Hot Spot for Advancement for Women/Minorities: Y

**LOCATIONS: ("Y" = Yes)**

West:	Southwest:	Midwest:	Southeast:	Northeast:	International:
	Y	Y	Y		Y

**TRAPEZE NETWORKS INC**

www.trapezenetworks.com

Industry Group Code: 511210C Ranks within this company's industry group: Sales: Profits:

<b>Financial Services:</b> Stock Brokerage: Mortgages/Loans: Banking: Insurance: Credit Cards:	<b>Information:</b> Portal/News: Communities: Search Engine: Financial Data Pub.: Broadcasting/Music:	<b>Technology:</b> Hardware: Software: Specialty Equipment: Distributor:	<b>Services:</b> Payments/Markets: Consulting: Advertising/Mktg.: Outsourcing: Other:	<b>Retailing:</b> Retailer: Auctions: Tickets/Travel: Automobiles:	<b>Telecommunications:</b> Internet Service Provider: Web Site Services: Specialty Telecom:
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**TYPES OF BUSINESS:**

Wi-Fi Systems Software  
WLAN Products & Services  
Wi-Fi System Design

**BRANDS/DIVISIONS/AFFILIATES:**

Trapeze Mobility System  
Mobility Exchange  
Mobility Point  
Mobility System Software  
RingMaster  
Smart Mobile  
Belden Inc  
Newbury Networks

**CONTACTS:** *Note: Officers with more than one job title may be intentionally listed here more than once.*

James W. Vogt, CEO  
James W. Vogt, Pres.  
Kees van Veenendaal, VP-Worldwide Sales  
James Reeves, VP-R&D & Worldwide Customer Support  
Dan Simone, CTO/VP  
Ahmet Tuncay, VP-Prod. Mgmt. & Mktg.

**Phone:** 925-474-2200 **Fax:** 925-251-0642

**Toll-Free:** 877-359-8779

**Address:** 5753 W. Las Positas Blvd., Pleasanton, CA 94588 US

**GROWTH PLANS/SPECIAL FEATURES:**

Trapeze Networks, Inc., a subsidiary of Belden, develops and provides software to implement scalable wireless local area network (WLAN) infrastructures enterprise headquarters, campuses, multi-tenant facilities and branch offices. The company focuses on systems that demonstrate high levels of security by means of user identification; further, the systems typically integrate wireless mobile technology with existing wired infrastructure while still maintaining such security. The company supports services like high quality voice and data from any 802.11 wireless devices: personal digital assistants (PDAs), tablet PCs, laptops, handheld terminals and other such devices. The company's main product is the Trapeze Mobility System, which is composed of four elements: Mobility Exchange WLAN switch; Mobility Point wireless access point; Mobility System Software; and the RingMaster tool suite, which allows IT managers to perform pre- and post-deployment planning, configuration verification, management and optimization of the WLAN infrastructure. Trapeze's built-in security services detect intrusions, offer strong encryption and create Virtual Private Groups to protect trusted users and their guests. The company has supplied its networking products to CommHub, the Experience Music Project, Hella Behr, Independent Television News, Logitech, Ohlone College, San Antonio Community Hospital and the Tameside Metropolitan Borough Council. In July 2008, the company was acquired by Belden, Inc. for \$133 million. In December of the same year, the firm acquired Newbury Networks, a provider of WLAN location systems.

**FINANCIALS:** Sales and profits are in thousands of dollars—add 000 to get the full amount. 2009 Note: Financial information for 2009 was not available for all companies at press time.

2009 Sales: \$	2009 Profits: \$
2008 Sales: \$	2008 Profits: \$
2007 Sales: \$24,500	2007 Profits: \$
2006 Sales: \$	2006 Profits: \$
2005 Sales: \$	2005 Profits: \$

**U.S. Stock Ticker:** Subsidiary  
**Int'l Ticker:** Int'l Exchange:  
Employees:  
Fiscal Year Ends: 12/31  
Parent Company: BELDEN INC

**SALARIES/BENEFITS:**

Pension Plan:	ESOP Stock Plan:	Profit Sharing:	Top Exec. Salary: \$	Bonus: \$
Savings Plan:	Stock Purch. Plan:		Second Exec. Salary: \$	Bonus: \$

**OTHER THOUGHTS:**

**Apparent Women Officers or Directors:**  
**Hot Spot for Advancement for Women/Minorities:**

**LOCATIONS:** ("Y" = Yes)

West:	Southwest:	Midwest:	Southeast:	Northeast:	International:
Y					Y

**TRAVELocity.COM LP**

www.travelocity.com

Industry Group Code: 5615E Ranks within this company's industry group: Sales: 5 Profits:

<b>Financial Services:</b> Stock Brokerage: Mortgages/Loans: Banking: Insurance: Credit Cards:	<b>Information:</b> Portal/News: Communities: Search Engine: Financial Data Pub.: Broadcasting/Music:	<b>Technology:</b> Hardware: Software: Specialty Equipment: Distributor:	<b>Services:</b> Payments/Markets: Consulting: Advertising/Mktg.: Outsourcing: Other:	<b>Retailing:</b> Retailer: Auctions: Tickets/Travel: Automobiles:	<b>Telecommunications:</b> Internet Service Provider: Web Site Services: Specialty Telecom:
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**TYPES OF BUSINESS:**

Online Travel Services  
Online Reservations  
Retail Travel Service Kiosks  
Corporate Travel Agency

**BRANDS/DIVISIONS/AFFILIATES:**

Sabre Holdings Corp  
World Choice Travel  
Travelocity Partner Network  
LastMinute.com  
HolidayAutos.com  
ZUJI  
IgoUgo.com  
Travelocity Business

**CONTACTS:** *Note: Officers with more than one job title may be intentionally listed here more than once.*

Hugh Jones, CEO  
Hugh Jones, Pres.  
John Mills, CFO  
Victoria Treyger, Chief Mktg. Officer  
Tran Taylor, Chief People Officer  
Josh Hartmann, CTO  
Jonathan Perkel, General Counsel/Sr. VP  
Ginny Mahi, VP-Customer Service  
Noreen Henry, Sr. VP-Global Partner Mktg.  
Yannis Karnis, Pres., Travelocity Business  
Tracey Weber, Pres., North America  
Roshan Mendis, Pres., Travelocity Asia Pacific/Pres., ZUJI

**Phone:** 682-605-1000 **Fax:** 972-582-2346**Toll-Free:** 888-872-8356**Address:** 3150 Sabre Dr., Southlake, TX 76092 US**GROWTH PLANS/SPECIAL FEATURES:**

Travelocity.com L.P., a subsidiary of Sabre Holdings Corp., is a leading provider of travel services for the business and leisure traveler. Travelocity provides access to vacation packages, domestic and international flights, hotel accommodations, rental car companies and cruises as well as last minute packages at discounted prices. Additionally, Travelocity has a customer care unit staffed by representatives who are able to answer questions, change travel arrangements and handle travel-related emergencies 24-hours-a-day. The company also provides destination guides, trip advice and travel blogs. In addition to its main web site, travelocity.com, the firm also operates several additional web sites including HolidayAutos.co.uk; LastMinute.com; IgoUgo.com, CheapToTravel.com, Travelocity Business; World Choice Travel; and Zuji. HolidayAutos.co.uk allows customers to search for the lowest prices in rental cars, vans and RV's and make reservations. LastMinute.com is an online travel service that specializes in last minute discount travel and vacation packages. IgoUgo.com is an online community centered around world travel that features blogs, reviews and photo sharing. CheapToTravel.com offers discount travel and vacation packages. Travelocity Business focuses on corporate clients and offers an array of travel goods and services. World Choice Travel maintains a travel affiliate program that offers online booking engines to approximately 2,400 affiliates in 42 countries. Zuji is an online travel agency that concentrates on the Asia Pacific region.

Travelocity offers its employees health benefits; a 401(k) plan; flexible work arrangements such as telecommuting, flex-time, job sharing and reduced work schedules; travel discounts; employee discounts; and community volunteer events.

**FINANCIALS:** Sales and profits are in thousands of dollars—add 000 to get the full amount. 2009 Note: Financial information for 2009 was not available for all companies at press time.

2009 Sales: \$	2009 Profits: \$
2008 Sales: \$1,400,000	2008 Profits: \$
2007 Sales: \$1,230,000	2007 Profits: \$
2006 Sales: \$1,085,227	2006 Profits: \$4,784
2005 Sales: \$831,328	2005 Profits: \$-10,269

**U.S. Stock Ticker: Subsidiary**

Int'l Ticker: Int'l Exchange:

Employees:

Fiscal Year Ends: 12/31

Parent Company: SABRE HOLDINGS CORP

**SALARIES/BENEFITS:**

Pension Plan:	ESOP Stock Plan:	Profit Sharing:	Top Exec. Salary: \$	Bonus: \$
Savings Plan: Y	Stock Purch. Plan:		Second Exec. Salary: \$	Bonus: \$

**OTHER THOUGHTS:**

Apparent Women Officers or Directors: 5  
Hot Spot for Advancement for Women/Minorities: Y

**LOCATIONS: ("Y" = Yes)**

West:	Southwest:	Midwest:	Southeast:	Northeast:	International:
Y	Y		Y	Y	Y

**TRAVELPORT LIMITED**

www.travelport.com

Industry Group Code: 5615E Ranks within this company's industry group: Sales: 3 Profits: 1

<b>Financial Services:</b> Stock Brokerage: Mortgages/Loans: Banking: Insurance: Credit Cards:	<b>Information:</b> Portal/News: Communities: Search Engine: Financial Data Pub.: Broadcasting/Music:	<b>Technology:</b> Hardware: Software: Specialty Equipment: Distributor:	<b>Services:</b> Payments/Markets: Consulting: Advertising/Mktg.: Outsourcing: Other:	<b>Retailing:</b> Retailer: Auctions: Tickets/Travel: Automobiles:	<b>Telecommunications:</b> Internet Service Provider: Web Site Services: Specialty Telecom:
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**TYPES OF BUSINESS:**

Online Travel Services, Agencies & Reservation Systems  
Travel Distribution Services & Solutions  
Consumer Travel Reservation Sites

**BRANDS/DIVISIONS/AFFILIATES:**

Travelport GDS  
GTA (Gullivers Travel Associates)  
Rapid Reprice  
Worldspan  
THOR  
Travelport Meridian

**CONTACTS:** *Note: Officers with more than one job title may be intentionally listed here more than once.*

Jeff Clarke, CEO  
Jeff Clarke, Pres.  
Michael Rescoe, CFO/Exec. VP  
Jo-Anne Kruse, Exec. VP-Human Resources  
Eric J. Bock, Chief Admin. Officer  
Eric J. Bock, General Counsel/Corp. Sec./Exec. VP  
Ken Esterow, Pres./CEO-GTA Worldwide  
Gordon Wilson, Pres./CEO-GDS  
Terence P. Conley, Special Advisor  
Paul C. Schorr, Chmn.

**Phone:** 973-939-1000 **Fax:** 973-939-1096

**Toll-Free:** 800-861-2779

**Address:** 400 Interpace Parkway, Bldg. A, Parsipanny, NJ 07054  
US

**GROWTH PLANS/SPECIAL FEATURES:**

Travelport, Inc., one of the largest travel companies in the world, offers a wide variety of travel-related services to travelers, travel professionals and travel suppliers. Products and services include distribution technology, travel packaging and retail sales for both the business and consumer markets. The firm offers these services in more than 160 countries through a network of over 8,000 local travel agents. Travelport operates under three global businesses: Gullivers Travel Associates (GTA), a travel-content wholesaler; Global Distribution System (GDS), a global travel distribution system, consisting of its THOR sales support service and wholly-owned subsidiaries Galileo and Worldspan; and IT Services and Software, which offers IT and data intelligence solutions for airlines. The GTA division sources net rate accommodations, ground travel, sightseeing, and other destination travel services from travel suppliers and distributes the inventory to other travel wholesalers, tour operators and travel agents. GTA has partnerships with over 23,000 hotels worldwide, including over 180,000 destinations annually across 120 countries. The GDS division provides aggregation, search and transaction processing services to travel suppliers and travel agencies, allowing travel agencies to search, process and book tens of thousands of itinerary and pricing options across multiple travel suppliers. GDS provides services to more than 63,000 travel agencies. The IT Services and Software division provides data solutions for airline businesses. Features include passenger management, online ticketing and intelligence services. The Travelport Meridian service provides reservations, inventory and departure control systems. The company is owned by private equity firm The Blackstone Group.

Travelport offers its employees medical, dental and vision coverage; travel, life and AD&D insurance; employee assistance; flexible work arrangements; employee discounts; and retirement plans.

**FINANCIALS:** Sales and profits are in thousands of dollars—add 000 to get the full amount. 2009 Note: Financial information for 2009 was not available for all companies at press time.

2009 Sales: \$	2009 Profits: \$
2008 Sales: \$2,527,000	2008 Profits: \$616,000
2007 Sales: \$2,780,000	2007 Profits: \$230,000
2006 Sales: \$2,550,000	2006 Profits: \$-2,321,000
2005 Sales: \$2,411,000	2005 Profits: \$-43,000

**U.S. Stock Ticker:** Private**Int'l Ticker:** Int'l Exchange:

Employees:

Fiscal Year Ends: 12/31

Parent Company: BLACKSTONE GROUP LP (THE)

**SALARIES/BENEFITS:**

Pension Plan:	ESOP Stock Plan:	Profit Sharing:	Top Exec. Salary: \$	Bonus: \$
Savings Plan: Y	Stock Purch. Plan:		Second Exec. Salary: \$	Bonus: \$

**OTHER THOUGHTS:**

**Apparent Women Officers or Directors:** 1  
**Hot Spot for Advancement for Women/Minorities:**

**LOCATIONS:** ("Y" = Yes)

West:	Southwest:	Midwest:	Southeast:	Northeast:	International:
Y		Y		Y	Y

**TRAVELZOO**

www.travelzoo.com

Industry Group Code: 5615E Ranks within this company's industry group: Sales: 8 Profits: 4

<b>Financial Services:</b> Stock Brokerage: Mortgages/Loans: Banking: Insurance: Credit Cards:	<b>Information:</b> Portal/News: Communities: Search Engine: Financial Data Pub.: Broadcasting/Music:	<b>Technology:</b> Hardware: Software: Specialty Equipment: Distributor:	<b>Services:</b> Payments/Markets: Consulting: Advertising/Mktg.: Outsourcing: Other:	<b>Retailing:</b> Retailer: Auctions: Tickets/Travel: Automobiles:	<b>Telecommunications:</b> Internet Service Provider: Web Site Services: Specialty Telecom:
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**TYPES OF BUSINESS:**

Travel Services-Online

**BRANDS/DIVISIONS/AFFILIATES:**

Travelzoo Top 20  
Newsflash  
SuperSearch  
Travelzoo Network  
fly.com

**CONTACTS:** *Note: Officers with more than one job title may be intentionally listed here more than once.*

Holger Bartel, CEO  
Wayne Lee, CFO  
Max Rayner, CIO  
Shirley Tafoya, Pres., North America  
Jason Yap, Exec. VP-Asia Pacific  
Ralph Bartel, Chmn.  
Christopher Loughlin, Exec. VP-Europe

**Phone:** 212-484-4900**Fax:****Toll-Free:****Address:** 590 Madison Ave., 37th Fl., New York, NY 10022 US**GROWTH PLANS/SPECIAL FEATURES:**

Travelzoo, Inc. is a global Internet media company that publishes travel and entertainment offers from hundreds of travel and entertainment companies. Its publications and products include the Travelzoo web sites, the Travelzoo Top 20 e-mail newsletter and the Newsflash e-mail alert service. The firm operates SuperSearch, a pay-per-click travel search tool, and the Travelzoo Network, a network of third-party web sites that lists deals published by Travelzoo. Over 1,000 companies purchase Travelzoo's advertising services, sales of which generate all of the company's revenue. It provides versions of its web site for the U.S., Australia, Canada, China, France, Germany, Hong Kong, Japan, Spain, Taiwan and the U.K., which together reach roughly 5.1 million unique visitors per month. The firm has approximately 14.1 million subscribers to its Travelzoo Top 20 newsletter and 12 million subscribers to its Newsflash e-mail alert service. Approximately 4.8 million searches are conducted per month on Travelzoo's SuperSearch tool. The firm's European segment, which consists of its operations in France, Germany, Spain and the U.K., generated approximately 12% of its 2008 revenue. Its Asia Pacific segment, which consists of its operations in Australia, China, Hong Kong, Japan and Taiwan, generated approximately 1% of its 2008 revenue. In January 2009, Travelzoo acquired the Internet domain name fly.com for approximately \$1.7 million. Fly.com launched as a travel search engine, enabling users to find and compare flight options from multiple sources in beta in February 2009.

**FINANCIALS:** Sales and profits are in thousands of dollars—add 000 to get the full amount. 2009 Note: Financial information for 2009 was not available for all companies at press time.

2009 Sales: \$93,973	2009 Profits: \$8,618
2008 Sales: \$80,817	2008 Profits: \$-4,116
2007 Sales: \$78,911	2007 Profits: \$9,109
2006 Sales: \$69,525	2006 Profits: \$16,803
2005 Sales: \$50,772	2005 Profits: \$7,693

**U.S. Stock Ticker:** TZOO

Int'l Ticker: Int'l Exchange:

Employees: 48

Fiscal Year Ends: 12/31

Parent Company:

**SALARIES/BENEFITS:**

Pension Plan:	ESOP Stock Plan:	Profit Sharing:	Top Exec. Salary: \$518,010	Bonus: \$175,000
Savings Plan: Y	Stock Purch. Plan:		Second Exec. Salary: \$450,000	Bonus: \$190,000

**OTHER THOUGHTS:**

Apparent Women Officers or Directors: 2  
Hot Spot for Advancement for Women/Minorities: Y

**LOCATIONS:** ("Y" = Yes)

West:	Southwest:	Midwest:	Southeast:	Northeast:	International:
Y		Y	Y	Y	Y

**TREND MICRO INC**

www.trendmicro.com

Industry Group Code: 511210E Ranks within this company's industry group: Sales: 3 Profits: 3

<b>Financial Services:</b> Stock Brokerage: Mortgages/Loans: Banking: Insurance: Credit Cards:	<b>Information:</b> Portal/News: Communities: Search Engine: Financial Data Pub.: Broadcasting/Music:	<b>Technology:</b> Hardware: Software: Specialty Equipment: Distributor:	<b>Services:</b> Payments/Markets: Consulting: Advertising/Mktg.: Outsourcing: Other:	<b>Retailing:</b> Retailer: Auctions: Tickets/Travel: Automobiles:	<b>Telecommunications:</b> Internet Service Provider: Web Site Services: Specialty Telecom:
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**TYPES OF BUSINESS:**Software-Security  
Antivirus Software**BRANDS/DIVISIONS/AFFILIATES:**Third Brigade  
Smart Protection Network  
Worry Free Business Security  
InterScan**CONTACTS:** *Note: Officers with more than one job title may be intentionally listed here more than once.*Eva Chen, CEO  
Mahendra Negi, COO  
Eva Chen, Pres.  
Mahendra Negi, CFO  
Susan Orbuch, Sr. VP-Corp. Mktg.  
Connie Ma, Sr. VP-Global Human Resources  
Cliff Liang, VP-Research  
Raimund Genes, CTO  
Max Cheng, Exec. VP-Corp. Strategy Planning  
Punit Minocha, VP-Corp. Dev. & Software-as-a-Service  
Oscar Chang, Chief Dev. Officer  
John Maddison, VP-Core Tech./Alliances/Service Provider Bus. Unit  
Akihiko Omikawa, Exec. VP/Gen. Mgr.-Japan Region  
Steve Chang, Chmn.  
Gustavo Moroni, Regional VP-Sales & Mktg., Latin America**Phone:** 81-3-5334-3600 **Fax:** 81-3-5334-4874**Toll-Free:****Address:** Shinjuku Maynds Tower, 2-1-1 Yoyogi, Shibuya, Tokyo, 151-0053 Japan**FINANCIALS:** Sales and profits are in thousands of dollars—add 000 to get the full amount. 2009 Note: Financial information for 2009 was not available for all companies at press time.

2009 Sales: \$	2009 Profits: \$
2008 Sales: \$1,101,890	2008 Profits: \$208,520
2007 Sales: \$1,081,290	2007 Profits: \$255,260
2006 Sales: \$804,800	2006 Profits: \$181,700
2005 Sales: \$660,784	2005 Profits: \$168,928

**U.S. Stock Ticker: TMICY**Int'l Ticker: 4704 Int'l Exchange: Tokyo-TSE  
Employees: 4,120  
Fiscal Year Ends: 12/31  
Parent Company:**SALARIES/BENEFITS:**

Pension Plan:	ESOP Stock Plan:	Profit Sharing:	Top Exec. Salary: \$	Bonus: \$
Savings Plan:	Stock Purch. Plan:		Second Exec. Salary: \$	Bonus: \$

**OTHER THOUGHTS:**Apparent Women Officers or Directors: 5  
Hot Spot for Advancement for Women/Minorities: Y**LOCATIONS:** ("Y" = Yes)

West:	Southwest:	Midwest:	Southeast:	Northeast:	International:
Y					Y

**GROWTH PLANS/SPECIAL FEATURES:**

Trend Micro, Inc. develops and markets endpoint, messaging and web security software and services to protect against threats such as viruses, spam, phishing, spyware and other malware. The company offers a broad range of applications for enterprises, small and medium businesses, individuals, service providers and original equipment manufacturers (OEMs). The firm's premier security solution, the Trend Micro Smart Protection Network, is a cloud-client content security infrastructure product that combines cloud-based reputation technology, feedback loops and Trend Micro threat research, product services and support centers to provide real-time protection and prevent threats from reaching the target network or endpoint. The Smart Protection Network infrastructure powers the company's enterprise products for endpoint, datacenter, web, messaging, data protection and central management security, as well as its threat discovery, remediation and proactive planning solutions. For small business customers, Trend Micro offers Worry Free Business Security antivirus and anti-spam solutions; InterScan Messaging hosted security for email protection; and the SecureSite web site vulnerability scanning service. The firm also offers Internet security, anti-spam and antivirus and home network defense products for home and home office customers. Large enterprises account for approximately 32% of the company's sales, with small and medium business and independent consumers accounting for 38% and 30%, respectively. In April 2009, Trend Micro agreed to acquire Third Brigade, a security and compliance software company based in Canada.

**TRX INC**

www.trx.com

Industry Group Code: 518210 Ranks within this company's industry group: Sales: 14 Profits: 10

<b>Financial Services:</b> Stock Brokerage: Mortgages/Loans: Banking: Insurance: Credit Cards:	<b>Information:</b> Portal/News: Communities: Search Engine: Financial Data Pub.: Broadcasting/Music:	<b>Technology:</b> Hardware: Software: Specialty Equipment: Distributor:	<b>Services:</b> Payments/Markets: Consulting: Advertising/Mktg.: Outsourcing: Other:	<b>Retailing:</b> Retailer: Auctions: Tickets/Travel: Automobiles:	<b>Telecommunications:</b> Internet Service Provider: Web Site Services: Specialty Telecom:
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**TYPES OF BUSINESS:**

Data Processing Services  
Travel Transaction Processing  
Financial Transaction Processing

**BRANDS/DIVISIONS/AFFILIATES:**

BCD Technology, S.A.  
RESX  
CORREX  
TRAVELTRAX  
COA Solutions, Ltd.  
SERKO  
Hotel Analytics  
ExpenseWire

**CONTACTS:** *Note: Officers with more than one job title may be intentionally listed here more than once.*

Shane Hammond, CEO  
Vic Pynn, COO  
Shane Hammond, Pres.  
David Cathcart, CFO  
Tom Tulloch, VP-Sales  
Kevin Austin, Exec. VP-IT & Prod. Architecture  
David Jackson, VP-Prod. Dev.  
Gail Gunnells, General Counsel  
Scott Gillespie, VP-Strategic Initiatives  
Tom Tulloch, VP-Client Svcs.  
Kevin Knight, VP-European Bus. Oper.  
Aaron Aycock, VP-IT Oper. & Enterprise Application Dev.  
Dan Pirnat, VP/Gen. Mgr.-TRX Travel Analytics  
Darrin Deck, VP-Prod. Oper.  
Trip Davis, Chmn.  
Srinath Devireddy, Pres., TRX Asia

Phone: 404-929-6100

Fax:

Toll-Free:

Address: 2970 Clairmont Rd., Ste. 300, Atlanta, GA 30329 US

**GROWTH PLANS/SPECIAL FEATURES:**

TRX, Inc. is a global technology company. The firm develops and hosts software applications to automate manual processes and track transaction data. The company is a provider to the travel industry, currently in the process of expanding into healthcare and financial services markets. TRX delivers its technology application as a service over the Internet to travel agencies, corporations, travel suppliers, government agencies, credit card associations, credit card issuing banks and third-party administrators. The company offers a collection of five hosted technology application suites: RESX for online booking, CORREX for automated processing, TRAVELTRAX for corporate travel data reporting, TRX Travel Analytics for packaged spend management services and TRX Professional Services for fixed-cost technical and operational assessments. The firm's primary clients and prospective clients include large online and offline travel agency distributors such as American Airlines, Inc.; American Express Travel Related Services Company, Inc.; Citibank, N.A.; MasterCard Incorporated; BCD Travel and affiliates; Opodo Limited; Carlson Wagonlit Travel, Inc.; Hogg Robinson plc; Oracle, UAL Corporation; BCD Travel and affiliates; and Expedia, Inc. Expedia, Inc. and its affiliates accounted for 36% percent of 2008 revenues. The firm served more than 280 clients in 2008. The company has European ventures, jointly owned with Hogg Robinson International Benefits, Ltd. and Kuoni Reisen Holding AG, to support travel distribution throughout Europe. TRX is majority-owned by BCD Technology, S.A. In March 2008, the firm partnered with COA Solutions, Ltd., to offer a joint Card Management Services solution. In May 2008, the company and SERKO announced the launch of a global sales and marketing alliance for online booking. In July 2008, TRX released Hotel Analytics, a diagnostic product for hotel bid list optimization. That same month, the firm announced a partnership with ExpenseWire to offer an integrated expense and travel management solution for customers using RESX.

**FINANCIALS:** Sales and profits are in thousands of dollars—add 000 to get the full amount. 2009 Note: Financial information for 2009 was not available for all companies at press time.

2009 Sales: \$	2009 Profits: \$
2008 Sales: \$96,223	2008 Profits: \$3,702
2007 Sales: \$92,102	2007 Profits: \$-8,043
2006 Sales: \$116,340	2006 Profits: \$7,300
2005 Sales: \$118,616	2005 Profits: \$-6,664

**U.S. Stock Ticker: TRXI**

Int'l Ticker: Int'l Exchange:  
Employees: 830  
Fiscal Year Ends: 12/31  
Parent Company:

**SALARIES/BENEFITS:**

Pension Plan:	ESOP Stock Plan:	Profit Sharing:	Top Exec. Salary: \$402,515	Bonus: \$
Savings Plan:	Stock Purch. Plan:		Second Exec. Salary: \$315,000	Bonus: \$

**OTHER THOUGHTS:**

Apparent Women Officers or Directors: 1  
Hot Spot for Advancement for Women/Minorities:

**LOCATIONS:** ("Y" = Yes)

West:	Southwest:	Midwest:	Southeast:	Northeast:	International:
	Y		Y	Y	Y

**TUCOWS INC**

www.tucowsinc.com

Industry Group Code: 518210 Ranks within this company's industry group: Sales: 16 Profits: 11

<b>Financial Services:</b> Stock Brokerage: Mortgages/Loans: Banking: Insurance: Credit Cards:	<b>Information:</b> Portal/News: Communities: Search Engine: Financial Data Pub.: Broadcasting/Music:	<b>Technology:</b> Hardware: Software: Specialty Equipment: Distributor:	<b>Services:</b> Payments/Markets: Consulting: Advertising/Mktg.: Outsourcing: Other:	<b>Retailing:</b> Retailer: Auctions: Tickets/Travel: Automobiles:	<b>Telecommunications:</b> Internet Service Provider: Web Site Services: Specialty Telecom:
		Y	Y		Y

**TYPES OF BUSINESS:**

Domain Name Registry Services  
Digital Web Certificates  
Software

**BRANDS/DIVISIONS/AFFILIATES:**

OpenSRS  
Platypus ISP Billing Solution  
YummyNames  
Tucows.com  
Hover.com  
ButterScotch.com

**CONTACTS:** *Note: Officers with more than one job title may be intentionally listed here more than once.*

Elliot Noss, CEO  
Elliot Noss, Pres.  
Michael Cooperman, CFO  
Dave Woroch, VP-Sales  
Carla Goertz, VP-Human Resources  
Ross Rader, Dir.-Research & Innovation  
Ken Schafer, VP-Prod. Mgmt.  
Leona Hobbs, Dir.-Comm.  
Ken Schafer, VP-Mktg.  
Bill Sweetman, Gen. Mgr.-Domains Portfolio  
Ross Rader, Gen. Mgr.-Hover  
Andy Walker, Gen. Mgr.-Tucows.com & ButterScotch.com  
Stanley Stern, Chmn.

**Phone:** 416-535-0123      **Fax:** 416-531-5584

**Toll-Free:** 800-371-6992

**Address:** 96 Mowat Ave., Toronto, ON M6K 3M1 Canada

**GROWTH PLANS/SPECIAL FEATURES:**

Tucows, Inc. is an Internet services company focusing on domain name registration and related services. It operates four product and service related groups: Reseller Services, Retail Services, Domain Portfolio and Content. Reseller services, or OpenSRS, manages more than 8 million domain names, has six main service offerings: Domain services, allowing resellers to register domain names on behalf of their end-users; e-mail service, which provides e-mail hosting for resellers; a personal names service, built off the firm's portfolio of over 30,000 domain names related to popular international surnames, allowing resellers to offer users personalized web site and e-mail addresses; secure socket layer (SSL) security certificate services; and other services, including the Platypus ISP Billing Solution, a Windows-based payment service. OpenSRS operates through a network of over 9,000 web hosts, Internet service providers (ISPs), and other resellers around the world. Retail services offers consumers and small businesses domain registration, e-mail and other Internet services through Hover.com, which provides customers with bundled versions of OpenSRS domain, email and personal names services. The domain portfolio business, operated by YummyNames, manages four categories of domain names: Gems, those names perceived to have the highest potential resale value in the portfolio; premium names, those seen as potential business brand names; direct navigational names, which typically generate traffic from Internet users typing the domain name directly into their web browser, generating pay-per-click revenue; and surnames, domain names related to last names which form the basis of the personal names service mentioned above. Lastly, the content services group operates Tucows.com, a directory site offering reviews of and links to approximately 40,000 shareware, freeware and demo software packages available for download on the Internet, and ButterScotch.com, which offers television-like shows and video tutorials designed to teach users about technology and the internet.

**FINANCIALS:** Sales and profits are in thousands of dollars—add 000 to get the full amount. 2009 Note: Financial information for 2009 was not available for all companies at press time.

2009 Sales: \$	2009 Profits: \$
2008 Sales: \$78,468	2008 Profits: \$2,045
2007 Sales: \$74,638	2007 Profits: \$2,676
2006 Sales: \$65,030	2006 Profits: \$2,160
2005 Sales: \$48,517	2005 Profits: \$2,773

**U.S. Stock Ticker:** TCX  
**Int'l Ticker:** Int'l Exchange:  
Employees: 150  
Fiscal Year Ends: 12/31  
Parent Company:

**SALARIES/BENEFITS:**

Pension Plan:      ESOP Stock Plan:      Profit Sharing:      Top Exec. Salary: \$      Bonus: \$  
Savings Plan:      Stock Purch. Plan:      Second Exec. Salary: \$      Bonus: \$

**OTHER THOUGHTS:**

**Apparent Women Officers or Directors:** 1  
**Hot Spot for Advancement for Women/Minorities:** Y

**LOCATIONS:** ("Y" = Yes)

West: Y	Southwest:	Midwest:	Southeast: Y	Northeast:	International: Y
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**TWITTER INC**

www.twitter.com

Industry Group Code: 519130 Ranks within this company's industry group: Sales: Profits:

<b>Financial Services:</b> Stock Brokerage: Mortgages/Loans: Banking: Insurance: Credit Cards:	<b>Information:</b> Portal/News: Communities: Search Engine: Financial Data Pub.: Broadcasting/Music:	<b>Technology:</b> Hardware: Software: Specialty Equipment: Distributor:	<b>Services:</b> Payments/Markets: Consulting: Advertising/Mktg.: Outsourcing: Other:	<b>Retailing:</b> Retailer: Auctions: Tickets/Travel: Automobiles:	<b>Telecommunications:</b> Internet Service Provider: Web Site Services: Specialty Telecom:
		Y	Y		Y

**TYPES OF BUSINESS:**

Real-Time Short Messaging

**BRANDS/DIVISIONS/AFFILIATES:**

Union Square Ventures  
Digital Garage  
Spark Capital  
Bezos Expeditions  
Institutional Venture Partners  
Benchmark Capital

**CONTACTS:** *Note: Officers with more than one job title may be intentionally listed here more than once.*

Evan Williams, CEO  
Abdur Chowdhury, Chief Scientist  
Santosh Jayaram, VP-Global Oper.  
Evan Williams, Co-Founder  
Biz Stone, Co-Founder  
Jack Dorsey, Chmn.

Phone: 415-963-2357

Fax:

Toll-Free:

Address: 539 Bryant St., Ste. 402, San Francisco, CA 94107 US

**GROWTH PLANS/SPECIAL FEATURES:**

Twitter, Inc. is a privately funded Internet startup company based in San Francisco, California. The company operates a social networking web site, Twitter.com, that encourages users to post a constant stream of updates, or Tweets, to their profile page answering the question, What are you doing? Each message is limited to 140 characters, the size of one SMS text message. Users can send and receive tweets via the Twitter web site, text message or external applications. Users of Twitter, known as Twitterers, can make their profile page public or private, and can include hash tags around certain words to make their public posts searchable. Twitterers can elect to follow the tweets of family, friends, co-workers, celebrities, news organizations and many others via Twitter's messaging service. Twitter makes the Twitter API (application programming interface) publicly available on its web site, providing developers with all the tools necessary to create new Twittering applications for a variety of operating systems and platforms, including Windows, Mac OSX, Google Desktop iPhone and iPod Touch. Twitter is backed by Union Square Ventures; Digital Garage; Spark Capital; and Bezos Expeditions. Institutional Venture Partners and Benchmark Capital invested an additional \$35 million backed Twitter in 2009. The firm plans to double its workforce in 2009.

**FINANCIALS:** Sales and profits are in thousands of dollars—add 000 to get the full amount. 2009 Note: Financial information for 2009 was not available for all companies at press time.

2009 Sales: \$	2009 Profits: \$
2008 Sales: \$	2008 Profits: \$
2007 Sales: \$	2007 Profits: \$
2006 Sales: \$	2006 Profits: \$
2005 Sales: \$	2005 Profits: \$

U.S. Stock Ticker: Private

Int'l Ticker: Int'l Exchange:

Employees: 45

Fiscal Year Ends:

Parent Company:

**SALARIES/BENEFITS:**

Pension Plan:	ESOP Stock Plan:	Profit Sharing:	Top Exec. Salary: \$	Bonus: \$
Savings Plan:	Stock Purch. Plan:		Second Exec. Salary: \$	Bonus: \$

**OTHER THOUGHTS:**

Apparent Women Officers or Directors:

Hot Spot for Advancement for Women/Minorities:

**LOCATIONS:** ("Y" = Yes)

West:	Southwest:	Midwest:	Southeast:	Northeast:	International:
Y					

**UNITED INTERNET AG**

www.unitedinternet.de

Industry Group Code: 517110 Ranks within this company's industry group: Sales: Profits:

<b>Financial Services:</b> Stock Brokerage: Mortgages/Loans: Banking: Insurance: Credit Cards:	<b>Information:</b> Portal/News: Y Communities: Search Engine: Financial Data Pub.: Broadcasting/Music:	<b>Technology:</b> Hardware: Software: Specialty Equipment: Distributor:	<b>Services:</b> Payments/Markets: Consulting: Advertising/Mktg.: Outsourcing: Other:	<b>Retailing:</b> Retailer: Auctions: Tickets/Travel: Automobiles:	<b>Telecommunications:</b> Internet Service Provider: Y Web Site Services: Y Specialty Telecom:
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**TYPES OF BUSINESS:**

Internet Service Provider  
Online Advertising Services

**BRANDS/DIVISIONS/AFFILIATES:**

GMX  
WEB.DE  
1&1  
InterNetX  
Fasthosts  
Sedo  
Affilinet

**CONTACTS:** *Note: Officers with more than one job title may be intentionally listed here more than once.*

Ralph Dommermuth, CEO  
Norbert Lang, CFO  
Marcus Schaps, VP-Comm. Affairs  
Kurt Dobitsch, Chmn.

**Phone:** 49-2602-96-1100 **Fax:** 49-2602-96-1013

**Toll-Free:**

**Address:** Elgendorfer Strabe 57, Montabaur, D-56410 Germany

**GROWTH PLANS/SPECIAL FEATURES:**

United Internet AG, a German company, is an international Internet Service Provider (ISP). The firm operates in three main divisions: information management, webhosting and internet access. The firm's information management segment includes Pocket Web, which allows mobile customers access to e-mail on their phones; address management, e-mail solutions, messaging and 0700 numbers. The firm's webhosting segment includes webhosting with domains, homepages, e-shops and virtual servers. Other web hosting services include the brands, InterNetX (German ISPs) and Fasthosts (U.K. ISPs), generating revenue from subscriptions and online advertising. The firm's internet access segment includes narrowband connections and DSL connections (with internet telephony). Brand names from United Internet Media are GMX, which provides e-mail and other communication products; Web.de, a German portal; 1&1, which offers information management, web hosting and internet access; and united-domains, which offers domain names and webhosting. The firm has a new shopping portal called SmartShopping.de. In its online marketing division, United Internet offers customers affiliate marketing via affilinet, which provides advertising, and Sedo, which provides domain marketing. The company's primary customers are private individuals, home offices, small offices, and small to mid-sized companies. The company operates facilities in Germany, Spain, Great Britain and the U.S. United Internet has 9.17 million customers currently, with 4 million using webhosting and 2.14 million in Germany. The DSL business has 1.7 million customers. In March 2009, the firm acquired United Domains for \$47 million from Lycos Europe, which provides domain registration. In May 2009, the firm purchased Freenet's DSL business. In August 2009, the firm sold its Display Marketing business (AdLINK Media) to Hi-media SA for an equity stake.

**FINANCIALS:** Sales and profits are in thousands of dollars—add 000 to get the full amount. 2009 Note: Financial information for 2009 was not available for all companies at press time.

2009 Sales: \$	2009 Profits: \$
2008 Sales: \$	2008 Profits: \$
2007 Sales: \$2,008,000	2007 Profits: \$297,300
2006 Sales: \$1,585,100	2006 Profits: \$152,900
2005 Sales: \$1,082,000	2005 Profits: \$77,100

**U.S. Stock Ticker:**

**Int'l Ticker:** UTDI Int'l Exchange: Paris-Euronext

Employees:  
Fiscal Year Ends: 12/31  
Parent Company:

**SALARIES/BENEFITS:**

Pension Plan:	ESOP Stock Plan:	Profit Sharing:	Top Exec. Salary: \$408,840	Bonus: \$287,550
Savings Plan:	Stock Purch. Plan:		Second Exec. Salary: \$408,840	Bonus: \$257,569

**OTHER THOUGHTS:**

**Apparent Women Officers or Directors:**  
**Hot Spot for Advancement for Women/Minorities:**

**LOCATIONS: ("Y" = Yes)**

West:	Southwest:	Midwest:	Southeast:	Northeast:	International:
				Y	Y

**UNITED ONLINE INC**

www.unitedonline.net

Industry Group Code: 517110 Ranks within this company's industry group: Sales: 24 Profits: 22

<b>Financial Services:</b> Stock Brokerage: Mortgages/Loans: Banking: Insurance: Credit Cards:	<b>Information:</b> Portal/News: Communities: Search Engine: Financial Data Pub.: Broadcasting/Music:	<b>Technology:</b> Hardware: Software: Specialty Equipment: Distributor:	<b>Services:</b> Payments/Markets: Consulting: Advertising/Mktg.: Outsourcing: Other:	<b>Retailing:</b> Retailer: Auctions: Tickets/Travel: Automobiles:	<b>Telecommunications:</b> Internet Service Provider: Web Site Services: Specialty Telecom:
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**TYPES OF BUSINESS:**

Internet Service Provider  
Social Networking Web Sites  
Online Loyalty Marketing  
Floral Delivery Services

**BRANDS/DIVISIONS/AFFILIATES:**

Juno  
NetZero  
ClassMates.com  
MyPoints.com  
Trombi  
StayFriends  
FTD Group Inc

**CONTACTS:** *Note: Officers with more than one job title may be intentionally listed here more than once.*

Mark R. Goldston, CEO  
Mark R. Goldston, Pres.  
Scott H. Ray, CFO/Exec. VP  
Jeremy Helfand, Chief Sales Officer/Exec. VP  
Paul E. Jordan, Chief Personnel Officer/Exec. VP  
Frederic A. Randall, Jr., General Counsel/Exec. VP  
Robert Taragan, Pres., Comm. Segment  
Robert S. Apatoff, Pres., FTD Segment  
Steven B. McArthur, Pres., Classmates Media Segment  
Mark R. Goldston, Chmn.

**Phone:** 818-287-3000**Fax:** 818-287-3001**Toll-Free:****Address:** 21301 Burbank Blvd., Woodland Hills, CA 91367 US**GROWTH PLANS/SPECIAL FEATURES:**

United Online, Inc. is a nationwide provider of consumer Internet and media services formed from the merger of NetZero, Inc. and Juno Online Services, Inc. The company divides its business into two primary segments: Classmates Media and Communications. The Classmates Media segment offers online social networking through its web site ClassMates.com and through four international social networking services including StayFriends web sites in Austria, Germany and Sweden and the Trombi web site in France. Through the social networking web sites, the company serves 50 million registered accounts, including 4.3 million pay accounts. This segment also provides online loyalty marketing through MyPoints.com. The MyPoints program provides consumers with points-based rewards for responding to e-mail offers, completing online surveys, shopping online and completing other online activities. The rewards points can be traded in for third-party gift cards and benefits from over 70 merchants. The communications segment is primarily comprised of dial-up Internet and e-mail access through NetZero and Juno. The company's dial-up services, which are available in more than 11,000 cities nationwide, consist in accelerated dial-up Internet access, standard dial-up Internet access and a free dial-up Internet access service that is subject to hourly limitations. This segment also offers DSL services in certain areas that are purchased from third-parties and resold under the NetZero and Juno brands. In addition to billable accounts, United Online derives revenues from selling online advertising space and services on its web sites and in e-mails. During 2008, United Online completed its acquisition of FTD Group, Inc., a leading provider of floral products and services in the U.S., Canada, the U.K. and Ireland.

United Online offers employees medical, dental and vision coverage; life and disability insurance; and employee assistance program; a 529 college savings plan; an employee stock purchase plan; and a 401(k) savings plan.

**FINANCIALS:** Sales and profits are in thousands of dollars—add 000 to get the full amount. 2009 Note: Financial information for 2009 was not available for all companies at press time.

2009 Sales: \$	2009 Profits: \$
2008 Sales: \$669,403	2008 Profits: \$-94,657
2007 Sales: \$513,503	2007 Profits: \$57,777
2006 Sales: \$522,654	2006 Profits: \$42,272
2005 Sales: \$525,061	2005 Profits: \$47,127

**U.S. Stock Ticker:** UNTD**Int'l Ticker:** Int'l Exchange:

Employees:

Fiscal Year Ends: 12/31

Parent Company:

**SALARIES/BENEFITS:**

Pension Plan:	ESOP Stock Plan:	Profit Sharing:	Top Exec. Salary: \$952,750	Bonus: \$
Savings Plan: Y	Stock Purch. Plan:		Second Exec. Salary: \$515,000	Bonus: \$

**OTHER THOUGHTS:**

Apparent Women Officers or Directors: 1  
Hot Spot for Advancement for Women/Minorities:

**LOCATIONS:** ("Y" = Yes)

West:	Southwest:	Midwest:	Southeast:	Northeast:	International:
Y		Y		Y	Y

**UNIVERSITY OF PHOENIX INC**

www.phoenix.edu

Industry Group Code: 611410 Ranks within this company's industry group: Sales: Profits:

<b>Financial Services:</b> Stock Brokerage: Mortgages/Loans: Banking: Insurance: Credit Cards:	<b>Information:</b> Portal/News: Communities: Search Engine: Financial Data Pub.: Broadcasting/Music:	<b>Technology:</b> Hardware: Software: Specialty Equipment: Distributor:	<b>Services:</b> Payments/Markets: Consulting: Advertising/Mktg.: Outsourcing: Other:	<b>Retailing:</b> Retailer: Auctions: Tickets/Travel: Automobiles:	<b>Telecommunications:</b> Internet Service Provider: Web Site Services: Specialty Telecom:
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**TYPES OF BUSINESS:**

Education-University  
Online Education  
Adult & Continuing Education

**BRANDS/DIVISIONS/AFFILIATES:**

University of Phoenix Online, Inc.  
Apollo Group Inc  
FlexNet  
rEsource

**CONTACTS:** *Note: Officers with more than one job title may be intentionally listed here more than once.*

Joseph L. D'Amico, COO  
William J. Pepicello, Co-Pres.  
Joseph L. D'Amico, Co-Pres.  
Jay Goin, Exec. VP  
Jorge Klor de Alva, Sr. VP-Academic Excellence  
Adam Honea, Sr. VP-Academic Affairs/Provost  
Richard Bond, Chmn.

<b>Phone:</b>	<b>Fax:</b>
<b>Toll-Free:</b> 866-766-0766	
<b>Address:</b> 4615 E. Elwood St., Phoenix, AZ 85040 US	

**GROWTH PLANS/SPECIAL FEATURES:**

The University of Phoenix, Inc., a unit of the Apollo Group, Inc., is an institution of higher learning for working adults seeking to continue their education while holding a full-time job. The university is accredited by the Higher Learning Commission, the National League for Nursing Accrediting Committee and the Council for Accreditation of Counseling and Related Educational Programs, and is a member of the North Central Association of Colleges and Schools. The school is a leader in developing education models that recognize the dedication and determination working adults bring to continuing their education, as well as the time constraints placed on them. It offers bachelors, masters and doctoral degree programs in business, technology, management, education, nursing, counseling and criminal justice. Along with its nearly 200 locations across the U.S., it also offers Internet-based courses as University of Phoenix Online using its rEsource subscription-based electronic portal, which requires students to access organize and utilize digital learning resources in the manner required in professional practice. The company offers more than 100 different degree programs at various educational levels including associate's degrees, bachelor's degrees, master's degrees, and doctoral degrees. In its continuing efforts to accommodate the working professional, the university offers FlexNet, a class format that allows students to complete their degrees by combining face-to-face interaction with online convenience by spending a third of class time on campus and the other two-thirds on the Internet.

The firm offers employees medical, dental and vision coverage; a college savings plan; an online fitness program; a 401(k) plan; an employee stock purchase plan; flexible spending accounts; a college saving plan for children of employees; and an employee assistance programs. Employees and their dependants also receive free or discounted tuition for classes at Apollo institutions.

**FINANCIALS:** Sales and profits are in thousands of dollars—add 000 to get the full amount. 2009 Note: Financial information for 2009 was not available for all companies at press time.

2009 Sales: \$	2009 Profits: \$	<b>U.S. Stock Ticker:</b> Subsidiary <b>Int'l Ticker:</b> Int'l Exchange: Employees: Fiscal Year Ends: 8/31 Parent Company: APOLLO GROUP INC
2008 Sales: \$	2008 Profits: \$	
2007 Sales: \$	2007 Profits: \$	
2006 Sales: \$	2006 Profits: \$	
2005 Sales: \$	2005 Profits: \$	

**SALARIES/BENEFITS:**

Pension Plan:	ESOP Stock Plan:	Profit Sharing:	Top Exec. Salary: \$	Bonus: \$
Savings Plan: Y	Stock Purch. Plan: Y		Second Exec. Salary: \$	Bonus: \$

**OTHER THOUGHTS:**

Apparent Women Officers or Directors: 1  
Hot Spot for Advancement for Women/Minorities:

**LOCATIONS:** ("Y" = Yes)

West:	Southwest:	Midwest:	Southeast:	Northeast:	International:
Y	Y	Y	Y	Y	Y

**US INTERACTIVE INC**

www.usinteractive.com

Industry Group Code: 541512 Ranks within this company's industry group: Sales: Profits:

<b>Financial Services:</b> Stock Brokerage: Mortgages/Loans: Banking: Insurance: Credit Cards:	<b>Information:</b> Portal/News: Communities: Search Engine: Financial Data Pub.: Broadcasting/Music:	<b>Technology:</b> Hardware: Software: Specialty Equipment: Distributor:	<b>Services:</b> Payments/Markets: Consulting: Advertising/Mktg.: Outsourcing: Other:	<b>Retailing:</b> Retailer: Auctions: Tickets/Travel: Automobiles:	<b>Telecommunications:</b> Internet Service Provider: Web Site Services: Specialty Telecom:
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**TYPES OF BUSINESS:**IT & Communications Consulting  
Customer Management Solutions**BRANDS/DIVISIONS/AFFILIATES:**USI Customer Management Platform  
eViews  
e2e Hub  
Connectors  
IVL Methodology**CONTACTS:** *Note: Officers with more than one job title may be intentionally listed here more than once.*Sunil Mathur, CEO  
Sunil Mathur, Pres.  
Satish Parchure, VP/Gen. Mgr.-India**Phone:** 408-863-7611 **Fax:** 408-863-7501**Toll-Free:****Address:** 20863 Stevens Creek Blvd., Cupertino, CA 95014 US**GROWTH PLANS/SPECIAL FEATURES:**

U.S. Interactive, Inc. (USI) is a software and services organization that develops and deploys Internet-based customer management solutions for communications and next generation service providers. The company has domestic and international offices, with locations in Cupertino and Santa Clara, California; London, U.K.; Munich, Germany; and Mumbai, India. The company currently operates through its offices in Cupertino, California. The USI Customer Management Platform is an integrated technology platform developed by the company and its affiliates, including Portal, Commerce One and IBM. The platform is made up of three components: eViews, e2e Hub and Connectors. eViews are the applications component of the U.S. Interactive platform for customer management solutions. These applications deliver a single, unified web-based view of the customer across order management, billing and customer service. e2e Hub is the infrastructure that supports eViews. Connectors are the USI applications that integrate the commercial software of its affiliates. USI provides solutions to five different segments within the communications industry: ISPs/ASPs (Internet service providers/application service providers), CLECs (competitive local exchange carriers), broadband service providers, wireless service providers and digital media/entertainment service providers. To clients within these business areas, USI provides on- and off-line solutions, from point-of-sale (POS) systems to web design, as well as telecommunications solutions for dial-up, broadband and wireless systems. USI has completed projects including setting up the customer management infrastructure for Asia Online, one of the world's largest ISPs, and creating a complete customer management infrastructure for the Massive Media Group.

**FINANCIALS:** Sales and profits are in thousands of dollars—add 000 to get the full amount. 2009 Note: Financial information for 2009 was not available for all companies at press time.

2009 Sales: \$	2009 Profits: \$
2008 Sales: \$	2008 Profits: \$
2007 Sales: \$	2007 Profits: \$
2006 Sales: \$	2006 Profits: \$
2005 Sales: \$	2005 Profits: \$

**U.S. Stock Ticker:** USITQ.PK**Int'l Ticker:** Int'l Exchange:

Employees:

Fiscal Year Ends: 12/31

Parent Company:

**SALARIES/BENEFITS:**

Pension Plan:	ESOP Stock Plan:	Profit Sharing:	Top Exec. Salary: \$	Bonus: \$
Savings Plan:	Stock Purch. Plan:		Second Exec. Salary: \$	Bonus: \$

**OTHER THOUGHTS:**

Apparent Women Officers or Directors:

Hot Spot for Advancement for Women/Minorities:

**LOCATIONS: ("Y" = Yes)**

West:	Southwest:	Midwest:	Southeast:	Northeast:	International:
Y					Y

**UTSTARCOM INC**

www.utstar.com

Industry Group Code: 334210 Ranks within this company's industry group: Sales: 6 Profits: 10

<b>Financial Services:</b> Stock Brokerage: Mortgages/Loans: Banking: Insurance: Credit Cards:	<b>Information:</b> Portal/News: Communities: Search Engine: Financial Data Pub.: Broadcasting/Music:	<b>Technology:</b> Hardware: Software: Specialty Equipment: Distributor:	<b>Services:</b> Payments/Markets: Consulting: Advertising/Mktg.: Outsourcing: Other:	<b>Retailing:</b> Retailer: Auctions: Tickets/Travel: Automobiles:	<b>Telecommunications:</b> Internet Service Provider: Web Site Services: Specialty Telecom:
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**TYPES OF BUSINESS:**

Telecommunications Equipment  
Voice, Data & Broadband Networking Equipment  
Network Access Systems  
Wireless Network Equipment  
Handsets  
Telecommunications Software & Hardware  
Optical Products

**BRANDS/DIVISIONS/AFFILIATES:**

mSwitch  
RollingStream

**CONTACTS:** *Note: Officers with more than one job title may be intentionally listed here more than once.*

Peter Blackmore, CEO  
Peter Blackmore, Pres.  
Viraj Patel, Interim CFO  
Luis Dominguez, Sr. VP-Int'l Sales & Mktg.  
Mark Green, Sr. VP-Worldwide Human Resources & Real Estate  
Ari Bose, CIO/Sr. VP-Bus. Transformation Office  
Craig Samuel, CTO  
Susan Marsch, General Counsel/Sec./Chief Ethics Officer  
Craig Samuel, Sr. VP-Bus. Strategy & Innovation  
Viraj Patel, Chief Acct. Officer/Controller  
Moon Song, Pres., Terminal Bus. Unit  
Yanya Sheng, Sr. VP/Gen. Mgr.-Broadband Bus. Unit  
Baijun Zhao, Sr. VP/Gen. Mgr.-Multimedia Bus. Unit  
K.P. Lim, Chief Quality Officer/VP  
Hong Liang Lu, Chmn.  
Robert Wu, CEO/Sr. VP-China  
Goh Hin Tiang, Sr. VP-Global Supply Chain Oper.

**Phone:** 510-864-8800 **Fax:** 510-864-8802

**Toll-Free:**

**Address:** 1275 Harbor Bay Pkwy., Alameda, CA 94502 US

**GROWTH PLANS/SPECIAL FEATURES:**

UTStarcom, Inc. designs, manufactures and sells telecommunications infrastructure, handsets and customer premise equipment. It also provides services associated with their installation, operation and maintenance. The company operates in six segments: broadband infrastructure; multimedia communications; personal communications; handsets; services; and other, which includes the mobile solutions and custom solutions business units. The broadband infrastructure segment is responsible for software and hardware products that enable end users to access high-speed wireless data, voice and media communications. Products within each of these categories include multiple hardware and software subsystems that can be offered in various combinations to suit individual carrier needs. The multimedia communications segment develops and manages the IPTV and related technologies (such as surveillance) plus the core NGN software. The RollingStream IPTV solution includes storage and streaming device products for combining different video signals onto a unified distribution system. The mSwitch NGN solution provides voice communications over an IP network. The personal communications division markets, sells and supports handsets. The handsets segment designs, builds and sells consumer handset devices that allow customers to access wireless services. The services division assists customers with activities ranging from network planning, circuit-to-packet network migration planning, systems integration, program management, operations management and knowledge transfer. The other segment's mobile solutions unit is responsible for the development, sales and service of the wireless IPCDMA/IPGSM product line and the packet data services node product line that connects CDMA cellular network infrastructure equipment to IP networks. The customer solutions unit develops, sells and services non-core products such as IP messaging, transaction gateways and remove access server, which enables users to access network data and services from remote locations.

Employees are offered medical, dental and vision insurance; flexible spending accounts; life insurance; an employee assistance plan; a stock purchase plan; a 401(k) program; tuition reimbursement; business travel accident and medical insurance; and credit union membership.

**FINANCIALS:** Sales and profits are in thousands of dollars—add 000 to get the full amount. 2009 Note: Financial information for 2009 was not available for all companies at press time.

2009 Sales: \$	2009 Profits: \$
2008 Sales: \$1,640,449	2008 Profits: \$-150,316
2007 Sales: \$2,466,970	2007 Profits: \$-195,575
2006 Sales: \$2,458,861	2006 Profits: \$-117,345
2005 Sales: \$2,929,343	2005 Profits: \$-487,359

**U.S. Stock Ticker:** UTSI

**Int'l Ticker:** Int'l Exchange:

Employees: 4,400

Fiscal Year Ends: 12/31

Parent Company:

**SALARIES/BENEFITS:**

Pension Plan: ESOP Stock Plan: Profit Sharing: Top Exec. Salary: \$800,000 Bonus: \$  
Savings Plan: Y Stock Purch. Plan: Y Second Exec. Salary: \$700,000 Bonus: \$

**OTHER THOUGHTS:**

**Apparent Women Officers or Directors:** 2  
**Hot Spot for Advancement for Women/Minorities:** Y

**LOCATIONS:** ("Y" = Yes)

West:	Southwest:	Midwest:	Southeast:	Northeast:	International:
Y		Y	Y	Y	Y

**VALUECLICK INC**

www.valueclick.com

Industry Group Code: 541810E Ranks within this company's industry group: Sales: 1 Profits: 3

<b>Financial Services:</b> Stock Brokerage: Mortgages/Loans: Banking: Insurance: Credit Cards:	<b>Information:</b> Portal/News: Communities: Search Engine: Financial Data Pub.: Broadcasting/Music:	<b>Technology:</b> Hardware: Software: Specialty Equipment: Distributor:	<b>Services:</b> Payments/Markets: Consulting: Advertising/Mktg.: Outsourcing: Other:	<b>Retailing:</b> Retailer: Auctions: Tickets/Travel: Automobiles:	<b>Telecommunications:</b> Internet Service Provider: Web Site Services: Specialty Telecom:
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**TYPES OF BUSINESS:**

Internet-Based Advertising Services  
Direct Marketing  
E-Mail Marketing  
Affiliate Marketing  
Software & Technical Services  
Application Service Provider

**BRANDS/DIVISIONS/AFFILIATES:**

Mediaplex Inc  
Mediaplex Systems Inc  
Commission Junction  
CJ Marketplace  
PriceRunner  
MeziMedia

**CONTACTS:** *Note: Officers with more than one job title may be intentionally listed here more than once.*

Tom A. Vadnais, CEO  
John P. Pitstick, CFO  
Peter J. Wolfert, CTO  
Scott P. Barlow, General Counsel/VP/Sec.  
John Ardis, VP-Corp. Strategy  
Bill Todd, Gen. Mgr.-ValueClick Media  
Kerri Pollard, Gen. Mgr.-Commission Junction  
Ann Hoey, Gen. Mgr.-Mediaplex  
James R. Zarley, Exec. Chmn.  
Carl J. White, CEO-Europe

<b>Phone:</b> 818-575-4500	<b>Fax:</b> 818-575-4501
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<b>Toll-Free:</b> 877-825-8323
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<b>Address:</b> 30699 Russell Ranch Rd., Ste. 250, Westlake Village, CA 91362 US
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**GROWTH PLANS/SPECIAL FEATURES:**

ValueClick, Inc. is an online marketing services company. The firm sells targeted and measurable online advertising campaigns and programs for advertisers and advertising agency customers, generating qualified customer leads, online sales and increased brand recognition on their behalf with large numbers of online consumers. The company operates in four segments: media; affiliate marketing; comparison shopping and search; and technology. The media segment provides a suite of online marketing services and tailored programs that help marketers create and increase awareness for their products and brands, attract visitors and generate leads and sales through the Internet. The division offers products in categories such as display advertising, which reaches 159 million unique Internet users in the U.S. through a network of 15,000 active online publisher relationships in the U.S. and 20,000 worldwide; lead generation marketing, which manages online campaigns that generate customer inquiries for an advertiser's product or service; and e-commerce. The firm's affiliate marketing segment enables advertisers to develop their own online sales force comprised of third-party affiliate publishers. Through subsidiary Commission Junction, the segment offers CJ Marketplace, an advertising network where advertisers upload their offers, making them available for placement by affiliates; and search marketing, which allows advertisers to find customers who are engaged in researching and buying products and services online. The comparison shopping and search division, consisting primarily of subsidiaries Pricerunner and MeziMedia, enables consumers to research and compare products from among thousands of online and offline merchants. The technology segment provides advertisers, advertising agencies, web site publishers and other companies with tools to manage their business operations and marketing program. This division operates through subsidiaries Mediaplex, Inc. and Mediaplex Systems, Inc. In January 2010, ValueClick sold its Web Clients, LLC subsidiary.

Employees receive benefits including medical, dental, and vision insurance; flexible spending accounts; and an employee assistance program.

**FINANCIALS:** Sales and profits are in thousands of dollars—add 000 to get the full amount. 2009 Note: Financial information for 2009 was not available for all companies at press time.

2009 Sales: \$	2009 Profits: \$
2008 Sales: \$625,806	2008 Profits: \$-218,636
2007 Sales: \$616,508	2007 Profits: \$70,612
2006 Sales: \$545,616	2006 Profits: \$63,129
2005 Sales: \$304,007	2005 Profits: \$40,644

**U.S. Stock Ticker:** VCLK  
**Int'l Ticker:** Int'l Exchange:  
Employees:  
Fiscal Year Ends: 12/31  
Parent Company:

**SALARIES/BENEFITS:**

Pension Plan:	ESOP Stock Plan:	Profit Sharing:	Top Exec. Salary: \$450,000	Bonus: \$458,327
Savings Plan: Y	Stock Purch. Plan: Y		Second Exec. Salary: \$450,000	Bonus: \$458,327

**OTHER THOUGHTS:**

**Apparent Women Officers or Directors:** 2  
**Hot Spot for Advancement for Women/Minorities:**

**LOCATIONS:** ("Y" = Yes)

West: Y	Southwest:	Midwest: Y	Southeast:	Northeast: Y	International: Y
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**VASCO DATA SECURITY INTERNATIONAL INC**

www.vasco.com

Industry Group Code: 511210E Ranks within this company's industry group: Sales: 7 Profits: 6

<b>Financial Services:</b> Stock Brokerage: Mortgages/Loans: Banking: Insurance: Credit Cards:	<b>Information:</b> Portal/News: Communities: Search Engine: Financial Data Pub.: Broadcasting/Music:	<b>Technology:</b> Hardware: Software: Y Specialty Equipment: Y Distributor:	<b>Services:</b> Payments/Markets: Y Consulting: Advertising/Mktg.: Outsourcing: Y Other:	<b>Retailing:</b> Retailer: Auctions: Tickets/Travel: Automobiles:	<b>Telecommunications:</b> Internet Service Provider: Web Site Services: Specialty Telecom:
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**TYPES OF BUSINESS:**

Security Software  
Authentication Devices  
Banking Transaction Support Products  
Credit Card Verification Products  
Remote Verification Products  
Anti-Fraud Services

**BRANDS/DIVISIONS/AFFILIATES:**

Digipass  
VACMAN Controller  
Cryptech  
VACMAN  
Identikey  
VACMAN RADIUS Middleware

**CONTACTS:** *Note: Officers with more than one job title may be intentionally listed here more than once.*

T. Kendall Hunt, CEO  
Jan Valcke, COO  
Jan Valcke, Pres.  
Clifford K. Bown, CFO/Exec. VP  
T. Kendall Hunt, Chmn.

**Phone:** 630-932-8844      **Fax:** 630-932-8852

**Toll-Free:**

**Address:** 1901 S. Meyers Rd., Ste. 210, Oakbrook Terrace, IL 60180 US

**GROWTH PLANS/SPECIAL FEATURES:**

VASCO Data Security International, Inc. designs, develops, markets and supports open-standards-based hardware and software security systems that manage and secure access to information assets. The company's products provide mission-critical security to corporate customers' internal and external infrastructures. The firm also secures financial transactions made over private enterprise networks and public networks such as the Internet. VASCO's primary product line is the VACMAN Controller, which supports all VASCO authentication technologies including passwords, dynamic password technology (Digipass), certificates and biometrics. VASCO's product line includes VACMAN, which includes VACMAN Controller and VACMAN Middleware security software; aXs GUARD; Digipass, a suite of over 50 multi-application client e-signature software products based on the world's most widely spread electronic client platforms; DigipassPlus, an authentication service that combines all VASCO products in an outsourced service offering; and IdentiKey. With IdentiKey, a credit card customer is given a small token on which a password constantly changes. The password can be used to securely authorize ATM transactions or credit card purchases, including online purchases. Targeted markets are the applications that use fixed passwords as security. Digipass is used in a wide variety of applications, the largest of which is banking, both corporate and retail banking. Another application of the Digipass is to secure access to corporate networks for home-based, traveling and other remote users. Digipass 110, the zero-footprint e-signature solution aimed at the large volume e-commerce and retail e-banking markets. VASCO has major financial institution customers globally, such as HSBC and ING. In 2008, the company's top 10 customers accounted for 44% of worldwide revenue. In April 2008, VASCO launched Digipass 905, allowing consumers to protect themselves from attempted Internet fraud when conducting online transactions by connecting the Digipass to a PC via USB.

**FINANCIALS:** Sales and profits are in thousands of dollars—add 000 to get the full amount. 2009 Note: Financial information for 2009 was not available for all companies at press time.

2009 Sales: \$	2009 Profits: \$
2008 Sales: \$132,977	2008 Profits: \$24,291
2007 Sales: \$119,980	2007 Profits: \$20,963
2006 Sales: \$76,062	2006 Profits: \$12,587
2005 Sales: \$54,579	2005 Profits: \$7,701

**U.S. Stock Ticker:** VDSI  
**Int'l Ticker:** Int'l Exchange:  
Employees: 310  
Fiscal Year Ends: 12/31  
Parent Company:

**SALARIES/BENEFITS:**

Pension Plan:	ESOP Stock Plan:	Profit Sharing:	Top Exec. Salary: \$455,460	Bonus: \$211,247
Savings Plan:	Stock Purch. Plan:		Second Exec. Salary: \$350,000	Bonus: \$162,230

**OTHER THOUGHTS:**

**Apparent Women Officers or Directors:**  
**Hot Spot for Advancement for Women/Minorities:**

**LOCATIONS:** ("Y" = Yes)

West:	Southwest:	Midwest: Y	Southeast:	Northeast: Y	International: Y
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**VERIFONE HOLDINGS INC**

www.verifone.com

Industry Group Code: 522320 Ranks within this company's industry group: Sales: 5 Profits: 6

<b>Financial Services:</b> Stock Brokerage: Mortgages/Loans: Banking: Insurance: Credit Cards:	<b>Information:</b> Portal/News: Communities: Search Engine: Financial Data Pub.: Broadcasting/Music:	<b>Technology:</b> Hardware: Software: Specialty Equipment: Distributor:	<b>Services:</b> Payments/Markets: Consulting: Advertising/Mktg.: Outsourcing: Other:	<b>Retailing:</b> Retailer: Auctions: Tickets/Travel: Automobiles:	<b>Telecommunications:</b> Internet Service Provider: Web Site Services: Specialty Telecom:
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**TYPES OF BUSINESS:**

Payment & Transaction Processing  
Electronic Payment Devices  
Wireless Payment Systems  
Specialty Payment Services

**BRANDS/DIVISIONS/AFFILIATES:**

VeriFone Global Security Solutions  
VeriShield Protect  
VeriShield Retain

**CONTACTS:** *Note: Officers with more than one job title may be intentionally listed here more than once.*

Douglas G. Bergeron, CEO  
Robert Dykes, CFO/Sr. VP  
Paul Rasori, Sr. VP-Mktg.  
Dawn LaPlante, VP-Human Resources  
Dave Turnbull, Sr. VP-R&D  
Albert Liu, General Counsel/Sr. VP  
Patrick McGivern, Sr. VP-Oper.  
Jeff Dumbrell, Exec. VP-Growth Initiatives  
Lazy Yanay, Pres., VeriFone Israel/Exec. VP-Europe  
Elmore Waller, Exec. VP-Integrated Solutions  
Jeff Wakefield, VP/Gen. Mgr.-Global Security Solutions  
Jennifer Miles, VP/Gen. Mgr.-Integrated Systems Retail  
Charles R. Rinehart, Chmn.  
Zvi Mitlanski, VP/Gen. Mgr.-VeriFone Asia  
Patrick McGivern, Sr. VP-Global Supply Chain

**Phone:** 408-232-7800 **Fax:** 408-232-7811**Toll-Free:** 800-837-4366**Address:** 2099 Gateway Place, Ste. 600, San Jose, CA 95110  
US**GROWTH PLANS/SPECIAL FEATURES:**

VeriFone Holdings, Inc. is a designer and marketer of electronic payment technologies and services. The company focuses on point of sale payment systems for global financial institutions, payment processors, petroleum companies, large retailers, hospitality providers, government organizations and healthcare companies, as well as independent sales organizations. VeriFone's payment system consists of point of sale electronic payment devices that run the firm's proprietary and third party operating systems, security and encryption software and certified payment software as well as some third party applications. The payment systems are able to process a wide range of payment types including signature and PIN-based debit cards, credit cards, radio frequency identification (RFID) cards and tokens, near field communication (NFC), enabled mobile phones, smart cards, pre-paid gift and other stored-value cards, electronic bill payment, check authorization and conversion, signature capture and electronic benefits transfer. The firm's electronic payment systems are available in several distinctive modular configurations, including wireline, wireless, countertop, integrated and stand-alone payment terminals models. Customers are also offered support for installed systems, consulting and project management services for system deployment and customization of integrated software applications. In September 2009, VeriFone launched its new Global Security Solutions business unit, focused on deploying data encryption and other transaction security measures, in particular the company's VeriShield Protect and VeriShield Retain products.

VeriFone provides its employees with benefits including medical, dental and vision insurance; life insurance; AD&D insurance; financial protection benefits; short and long term disability coverage; flexible spending accounts; a 401(k) plan; an employee assistance program; and education reimbursement.

**FINANCIALS:** Sales and profits are in thousands of dollars—add 000 to get the full amount. 2009 Note: Financial information for 2009 was not available for all companies at press time.

2009 Sales: \$844,714	2009 Profits: \$-137,836
2008 Sales: \$921,931	2008 Profits: \$-425,322
2007 Sales: \$902,892	2007 Profits: \$-34,016
2006 Sales: \$581,070	2006 Profits: \$59,511
2005 Sales: \$485,367	2005 Profits: \$33,239

**U.S. Stock Ticker:** PAY**Int'l Ticker:** Int'l Exchange:

Employees: 2,249

Fiscal Year Ends: 10/31

Parent Company:

**SALARIES/BENEFITS:**

Pension Plan:	ESOP Stock Plan:	Profit Sharing:	Top Exec. Salary: \$700,000	Bonus: \$
Savings Plan: Y	Stock Purch. Plan:		Second Exec. Salary: \$364,101	Bonus: \$

**OTHER THOUGHTS:**

**Apparent Women Officers or Directors:** 3  
**Hot Spot for Advancement for Women/Minorities:** Y

**LOCATIONS:** ("Y" = Yes)

West:	Southwest:	Midwest:	Southeast:	Northeast:	International:
Y			Y		Y

**VERIO INC**

www.verio.com

Industry Group Code: 518210 Ranks within this company's industry group: Sales: Profits:

<b>Financial Services:</b> Stock Brokerage: Mortgages/Loans: Banking: Insurance: Credit Cards:	<b>Information:</b> Portal/News: Communities: Search Engine: Financial Data Pub.: Broadcasting/Music:	<b>Technology:</b> Hardware: Software: Specialty Equipment: Distributor:	<b>Services:</b> Payments/Markets: Consulting: Advertising/Mktg.: Outsourcing: Other:	<b>Retailing:</b> Retailer: Auctions: Tickets/Travel: Automobiles:	<b>Telecommunications:</b> Internet Service Provider: Web Site Services: Specialty Telecom:	Y Y Y
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**TYPES OF BUSINESS:**

Internet Service Provider  
Domain Name Registration  
Web Site Hosting  
Virtual Private Networks  
e-Commerce Services

**BRANDS/DIVISIONS/AFFILIATES:**

NTT Communications  
PowerPlatform  
Verio Tier1 Global IP Network

**CONTACTS:** *Note: Officers with more than one job title may be intentionally listed here more than once.*

Kiyoshi Maeda, CEO  
Kiyoshi Maeda, Pres.  
Steve Renda, VP-Mktg. & Sales  
Toshi Yamasaki, Sr. VP-Prod.  
Toshi Yamasaki, Sr. VP-Global Dev.  
Wendy St. Clair Pearson, Sr. Dir.-Comm. & Mktg.  
Taro Nagaoka, VP-Corp. Svcs.  
Gus Salamoun, Sr. VP-Global Service Delivery

**Phone:** 303-645-1900      **Fax:** 303-792-5644

**Toll-Free:** 800-438-8374

**Address:** 8005 S. Chester St., Ste. 200, Englewood, CO 80112  
US

**GROWTH PLANS/SPECIAL FEATURES:**

Verio, Inc., a wholly-owned subsidiary of NTT Communications, is an operator of web sites for businesses and a provider of global Internet Protocol (IP) network products and services to over 500,000 customers and in more than 200 countries around the world. The company offers an assortment of services, including shared web hosting, virtual private server (VPS) and managed private server hosting, e-commerce applications and domain name registration. These services, which compose the firm's hosting services and make up the bulk of the company's business, help clients develop a web presence. Managed private services are offered through the firm's PowerPlatform and include backup and recovery, managed security, enhanced monitoring, storage, global load balancing, bandwidth management and applications management. The firm's VPS technology divides a single physical server into multiple private virtual servers with their own file system, processes, users, applications, and resource allocations. In addition to hosting services, Verio also offers IT infrastructure services designed for business customers, including business e-mail accounts; automate billing and invoicing plans; customer support applications; anti-virus and anti-spyware security devices; PC data back-up; and encrypting. Finally, the company offers network access and services through the NTT/Verio Tier1 Global IP Network. Verio provides dedicated Internet access over leased line connections providing a point-to-point connection from location to an NTT/Verio point of presence or via Ethernet connection, which provides high-speed Internet access that integrates with a customer's existing local area network (LAN) technology. Although Verio is a leader in hosting services for small to mid-sized business, the firm also targets hosting and business services for large global enterprises and multi-national corporations.

Employees of the firm are offered medical, dental and vision coverage; life insurance; flexible spending accounts; an employee assistance program; a 401(k) plan; tuition reimbursement; and discounted property insurance on automobiles, homes, boats and more.

**FINANCIALS:** Sales and profits are in thousands of dollars—add 000 to get the full amount. 2009 Note: Financial information for 2009 was not available for all companies at press time.

2009 Sales: \$	2009 Profits: \$
2008 Sales: \$	2008 Profits: \$
2007 Sales: \$384,900	2007 Profits: \$
2006 Sales: \$	2006 Profits: \$
2005 Sales: \$	2005 Profits: \$

**U.S. Stock Ticker: Subsidiary**

**Int'l Ticker:** Int'l Exchange:

Employees:

Fiscal Year Ends:

Parent Company: NIPPON TELEGRAPH AND TELEPHONE CORP (NTT)

**SALARIES/BENEFITS:**

Pension Plan:	ESOP Stock Plan:	Profit Sharing:	Top Exec. Salary: \$	Bonus: \$
Savings Plan: Y	Stock Purch. Plan:		Second Exec. Salary: \$	Bonus: \$

**OTHER THOUGHTS:**

**Apparent Women Officers or Directors:**  
**Hot Spot for Advancement for Women/Minorities:**

**LOCATIONS: ("Y" = Yes)**

West:	Southwest:	Midwest:	Southeast:	Northeast:	International:
Y	Y	Y	Y	Y	Y

**VERISIGN INC**

www.verisign.com

Industry Group Code: 511210E Ranks within this company's industry group: Sales: 4 Profits: 8

<b>Financial Services:</b> Stock Brokerage: Mortgages/Loans: Banking: Insurance: Credit Cards:	<b>Information:</b> Portal/News: Communities: Search Engine: Financial Data Pub.: Broadcasting/Music:	<b>Technology:</b> Hardware: Software: Specialty Equipment: Distributor:	<b>Services:</b> Payments/Markets: Consulting: Advertising/Mktg.: Outsourcing: Other:	<b>Retailing:</b> Retailer: Auctions: Tickets/Travel: Automobiles:	<b>Telecommunications:</b> Internet Service Provider: Web Site Services: Specialty Telecom:
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**TYPES OF BUSINESS:**

Software-Security  
Telecommunications Services  
Network & e-Mail Security  
Managed Security Services  
Digital Brand Management  
Wireless Content Services  
Wireless & Wireline Billing Services  
Domain Name Registration

**BRANDS/DIVISIONS/AFFILIATES:**

SSL

**CONTACTS:** *Note: Officers with more than one job title may be intentionally listed here more than once.*

Jim Bidzos, Interim CEO  
Mark D. McLaughlin, COO  
Mark D. McLaughlin, Pres.  
Brian G. Robins, Acting CFO/Sr. VP  
Anne-Marie Law, Sr. VP-Global Human Resources  
Kenneth J. Silva, CTO/Sr. VP  
Grant L. Clark, Chief Admin. Officer/Sr. VP  
Richard H. Goshorn, General Counsel/Sr. VP/Corp. Sec.  
Kevin A. Werner, Sr. VP-Corp. Dev. & Strategy  
Russell S. Lewis, Sr. VP-Strategic Dev.  
D. James Bidzos, Chmn.  
Teruhide Hashimoto, Pres./CEO-VeriSign Japan

<b>Phone:</b> 650-961-7500	<b>Fax:</b> 650-961-7300
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<b>Toll-Free:</b>
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<b>Address:</b> 487 E. Middlefield Rd., Mountain View, CA 94043 US
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**GROWTH PLANS/SPECIAL FEATURES:**

VeriSign, Inc. operates infrastructure services that enable and protect billions of interactions every day across worldwide voice, video and data networks. It offers a variety of Internet and communications-related service that are marketed through web site sales, direct field sales, channel sales, telesales and member organizations in its global affiliate network. The company operates in two segments: the Internet services group and the communications services group. The Internet services group consists of the information/security and Naming services business. The information/security services business provides products and services that protect online and network interactions, enabling companies to manage reputational, operational and compliance risks. Offerings include SSL certificate services, which enable enterprises and Internet merchants to implement secure networks and web sites that utilize SSL protocol; identity and authentication services, which include the Managed PKI service, the Unified Authentication services and the VeriSign Identity Protection service; and real-time publisher services, which allow organizations to obtain access to and organize large amounts of constantly updated content and distribute it to enterprises, web-portal developers, application developers and consumers. The Naming services business is the authoritative directory provider of all .com, .net, .cc and .tv domain names. In April 2008, the company sold its Self-Care and Analytics business unit to Globys, Inc., provider of online analytic solutions, for an undisclosed amount. In May 2008, VeriSign released its Broadband Content Services assets, which have been reclaimed by the company's former acquisition, Kontiki, Inc. In June 2008, the firm extended its infrastructure, opening new Internet sites in Belgium, Paris, France and Brussels. In October 2008, VeriSign sold its minority share of a joint venture with News Corporation to that company for approximately \$200 million. In March 2009, the company agreed to sell its Communication Services Group to TNS, Inc., a global communications company, for \$230 million cash.

**FINANCIALS:** Sales and profits are in thousands of dollars—add 000 to get the full amount. 2009 Note: Financial information for 2009 was not available for all companies at press time.

2009 Sales: \$1,030,619	2009 Profits: \$249,239
2008 Sales: \$964,748	2008 Profits: \$-390,260
2007 Sales: \$847,457	2007 Profits: \$-149,328
2006 Sales: \$982,734	2006 Profits: \$382,930
2005 Sales: \$1,612,574	2005 Profits: \$428,978

**U.S. Stock Ticker:** VRSN**Int'l Ticker:** Int'l Exchange:

Employees: 3,297

Fiscal Year Ends: 12/31

Parent Company:

**SALARIES/BENEFITS:**

Pension Plan:	ESOP Stock Plan:	Profit Sharing:	Top Exec. Salary: \$475,458	Bonus: \$
Savings Plan:	Stock Purch. Plan:		Second Exec. Salary: \$415,385	Bonus: \$

**OTHER THOUGHTS:**

Apparent Women Officers or Directors: 2  
Hot Spot for Advancement for Women/Minorities: Y

**LOCATIONS:** ("Y" = Yes)

West:	Southwest:	Midwest:	Southeast:	Northeast:	International:
Y	Y	Y	Y	Y	Y

**VERIZON COMMUNICATIONS**

www22.verizon.com

Industry Group Code: 517110 Ranks within this company's industry group: Sales: 2 Profits: 2

<b>Financial Services:</b> Stock Brokerage: Mortgages/Loans: Banking: Insurance: Credit Cards:	<b>Information:</b> Portal/News: Communities: Search Engine: Financial Data Pub.: Broadcasting/Music:	<b>Technology:</b> Hardware: Software: Specialty Equipment: Distributor:	<b>Services:</b> Payments/Markets: Consulting: Advertising/Mktg.: Outsourcing: Other:	<b>Retailing:</b> Retailer: Auctions: Tickets/Travel: Automobiles:	<b>Telecommunications:</b> Internet Service Provider: Web Site Services: Specialty Telecom:	Y Y Y
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**TYPES OF BUSINESS:**

Local Telephone Service  
Telecommunications Services  
Wireless Services  
Long-Distance Services  
High-Speed Internet Access  
Video-on-Demand Services  
e-Commerce & Online Services

**BRANDS/DIVISIONS/AFFILIATES:**

Verizon Wireless  
Verizon Business  
Verizon Telecom  
Alltel Corporation  
Rural Cellular Corporation

**CONTACTS:** *Note: Officers with more than one job title may be intentionally listed here more than once.*

Ivan G. Seidenberg, CEO  
Dennis F. Strigl, COO  
Dennis F. Strigl, Pres.  
John F. Killian, CFO/Exec. VP  
John G. Stratton, Chief Mktg. Officer/Exec. VP  
Marc C. Reed, Exec. VP-Human Resources  
Shaygan Kheradpir, CIO/Exec. VP  
Richard J. Lynch, CTO/Exec. VP  
Randal S. Milch, General Counsel/Exec. VP  
John W. Dierksen, Exec. VP-Strategy, Dev. & Planning  
Thomas J. Tauke, Exec. VP-Public Affairs, Policy & Comm.  
Ronald H. Lataille, Sr. VP-Investor Rel.  
Robert J. Barish, Controller/Sr. VP  
Lowell C. McAdam, Exec. VP/Pres./CEO-Verizon Wireless  
Francis J. Shammo, Pres., Verizon Bus.  
Marianne Drost, Sr. VP/Corp. Sec.  
Catherine T. Webster, Sr. VP/Treas.  
Ivan G. Seidenberg, Chmn.

<b>Phone:</b> 212-395-1000	<b>Fax:</b> 212-571-1897
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<b>Toll-Free:</b> 800-621-9900
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<b>Address:</b> 140 West St., New York, NY 10007 US
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**GROWTH PLANS/SPECIAL FEATURES:**

Verizon Communications, Inc. and its subsidiaries form one of the world's largest providers of communications services. It operates in two segments: wireline and domestic wireless. The wireline segment, operating in 150 countries, comprises two units: Verizon Telecom and Verizon Business. Verizon Telecom provides voice, video and data services to residential and small business customers in 28 states and Washington, D.C. It is organized in three marketing units: mass markets, offering services to residential and small businesses; wholesale, offerings long distance and local exchange network facilities for resale to interexchange carriers, competitive local exchange carriers, wireless carriers and Internet identification; and other, whose offerings include operator services, public telephone and dial around services. Verizon Business provides voice, data, Internet communications, next-generation Internet protocol (IP) networking and IT products and service to medium and large businesses and government customers, both domestically and internationally. It is organized in three units: enterprise business; wholesale; and international & other. The domestic wireless segment's products and services include wireless voice, data products and other value added services and equipment sales across the U.S. The division includes Verizon Wireless, in which Verizon holds a 55% controlling interest, with Vodafone controlling the rest. Verizon Wireless operations encompass over 30 countries in the Americas, Europe and Asia Pacific. Verizon's Internet growth strategy is centered on FiOS, delivering a choice of TV via IP, VoIP phone service and Internet access at speeds up to 50 Mbps. By October 2008, 2.2 million customers were subscribing to FiOS services. In August 2008, Verizon Wireless acquired Rural Cellular Corporation (operating as Unicel) for \$2.66 billion. In January 2009, Verizon Wireless acquired Alltel Corporation from Atlantis Holdings LLC for \$5.9 billion and \$22.2 billion in debt acquisition.

**FINANCIALS:** Sales and profits are in thousands of dollars—add 000 to get the full amount. 2009 Note: Financial information for 2009 was not available for all companies at press time.

2009 Sales: \$	2009 Profits: \$
2008 Sales: \$97,354,000	2008 Profits: \$6,428,000
2007 Sales: \$93,469,000	2007 Profits: \$5,521,000
2006 Sales: \$88,182,000	2006 Profits: \$6,197,000
2005 Sales: \$69,518,000	2005 Profits: \$7,397,000

**U.S. Stock Ticker:** VZ  
**Int'l Ticker:** Int'l Exchange:  
Employees: 223,900  
Fiscal Year Ends: 12/31  
Parent Company:

**SALARIES/BENEFITS:**

Pension Plan:	ESOP Stock Plan:	Profit Sharing:	Top Exec. Salary: \$2,100,000	Bonus: \$3,740,625
Savings Plan: Y	Stock Purch. Plan:		Second Exec. Salary: \$1,319,231	Bonus: \$1,888,125

**OTHER THOUGHTS:**

**Apparent Women Officers or Directors:** 6  
**Hot Spot for Advancement for Women/Minorities:** Y

**LOCATIONS: ("Y" = Yes)**

West:	Southwest:	Midwest:	Southeast:	Northeast:	International:
Y	Y	Y	Y	Y	Y

**VERTICAL RESPONSE INC**

www.verticalresponse.com

Industry Group Code: 541810E Ranks within this company's industry group: Sales: Profits:

<b>Financial Services:</b> Stock Brokerage: Mortgages/Loans: Banking: Insurance: Credit Cards:	<b>Information:</b> Portal/News: Communities: Search Engine: Financial Data Pub.: Broadcasting/Music:	<b>Technology:</b> Hardware: Software: Specialty Equipment: Distributor:	<b>Services:</b> Payments/Markets: Consulting: Advertising/Mktg.: Outsourcing: Other:	<b>Retailing:</b> Retailer: Auctions: Tickets/Travel: Automobiles:	<b>Telecommunications:</b> Internet Service Provider: Web Site Services: Specialty Telecom:
		Y	Y		Y

**TYPES OF BUSINESS:**

Direct Marketing Software  
E-Mail & Postcard Marketing  
E-Mail Management  
Design Services

**BRANDS/DIVISIONS/AFFILIATES:**

VR Lounge (The)

**CONTACTS:** *Note: Officers with more than one job title may be intentionally listed here more than once.*

Janine Popick, CEO  
David Shiba, COO  
Janine Popick, Pres.  
Anthony Ginn, VP-Mktg. & Sales  
Joshua Feinberg, VP-Prod. Mgmt.  
Jonathan Clay, VP-Eng.  
Alan Keller, VP-Bus. Dev.  
Jo Large, Mgr.-Public Rel.

<b>Phone:</b> 415-905-6880	<b>Fax:</b> 415-808-2480
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<b>Toll-Free:</b> 866-683-7842
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<b>Address:</b> 501 2nd St., Ste. 700, San Francisco, CA 94107 US
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**FINANCIALS:** Sales and profits are in thousands of dollars—add 000 to get the full amount. 2009 Note: Financial information for 2009 was not available for all companies at press time.

2009 Sales: \$	2009 Profits: \$
2008 Sales: \$	2008 Profits: \$
2007 Sales: \$	2007 Profits: \$
2006 Sales: \$	2006 Profits: \$
2005 Sales: \$	2005 Profits: \$

**U.S. Stock Ticker:** Private  
**Int'l Ticker:** Int'l Exchange:  
Employees:  
Fiscal Year Ends: 12/31  
Parent Company:

**SALARIES/BENEFITS:**

Pension Plan:	ESOP Stock Plan:	Profit Sharing:	Top Exec. Salary: \$	Bonus: \$
Savings Plan: Y	Stock Purch. Plan:		Second Exec. Salary: \$	Bonus: \$

**OTHER THOUGHTS:**

Apparent Women Officers or Directors: 1  
Hot Spot for Advancement for Women/Minorities: Y

**LOCATIONS:** ("Y" = Yes)

West: Y	Southwest:	Midwest:	Southeast:	Northeast:	International:
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**GROWTH PLANS/SPECIAL FEATURES:**

VerticalResponse, Inc., based in San Francisco, provides self-service e-mail marketing, online survey and direct mail solutions to over 70,000 customers, primarily small and medium-sized businesses. The firm designs its software to help build, control and measure corporate direct marketing campaigns. The company's products and services allow its customers to deliver highly sophisticated and easy-to-deploy e-mail marketing campaigns, as well as printed postcard campaigns for delivery through the U.S. Postal Service. Other services include custom e-mail templates, online survey design, e-mail social sharing capabilities, image hosting, deliverability services, real-time tracking and reporting, e-mail reporting and statistics, mailing list management and segmentation, education and training and customer support. The firm also offers self-service direct marketing and customer relationship management integrated solutions, through partnership with Salesforce.com; and QuickBooks, direct e-mail marketing and customer contact integration solutions, through partnership with Intuit Workplace. The firm also operates The VR Lounge, its social networking web site, which allows customers to network with one another, as well as with company partners and staff, and features e-mail marketing campaign and other informational videos. In March 2009, VerticalResponse announced a partnership with Palo Alto Software to combine the company's e-mail marketing solution with Palo Alto Software's email response management tool. In June 2009, the firm launched VerticalResponse for Intuit Workplace.

**VIBRANT MEDIA INC**

www.vibrantmedia.com

Industry Group Code: 541810E Ranks within this company's industry group: Sales: Profits:

<b>Financial Services:</b> Stock Brokerage: Mortgages/Loans: Banking: Insurance: Credit Cards:	<b>Information:</b> Portal/News: Communities: Search Engine: Financial Data Pub.: Broadcasting/Music:	<b>Technology:</b> Hardware: Software: Specialty Equipment: Distributor:	<b>Services:</b> Payments/Markets: Consulting: Advertising/Mktg.: Outsourcing: Other:	<b>Retailing:</b> Retailer: Auctions: Tickets/Travel: Automobiles:	<b>Telecommunications:</b> Internet Service Provider: Web Site Services: Specialty Telecom:
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**TYPES OF BUSINESS:**

Online Advertising

**BRANDS/DIVISIONS/AFFILIATES:**

Vibrant In-Text Solutions  
 Vibrant Video  
 Vibrant InterestAD  
 SmartAD  
 IntelliTXT  
 Vibrant Video (Expandable)

**CONTACTS:** *Note: Officers with more than one job title may be intentionally listed here more than once.*

Doug Stevenson, CEO  
 Paul Joachim, Sr. VP-Sales  
 Bob Hammond, Sr. VP-Tech.  
 Paul Joachim, Sr. VP-Oper.  
 Gavin McCloskey, Sr. VP-Finance & Oper.  
 Martin Forbes, Sr. VP-Corp. Oper.  
 Craig Gooding, Chief Commercial Officer  
 Anna Kassoway, Sr. VP-Global Mktg. & Creative Solutions  
 Doug Stevenson, Chmn.

**Phone:** 646-312-6100 **Fax:** 212-867-4925**Toll-Free:** 888-321-8427268**Address:** 565 5th Ave., 15th Fl., New York, NY 10017 US**GROWTH PLANS/SPECIAL FEATURES:**

Vibrant Media, Inc. offers video and contextual advertising services. The firm's core offering consists of Vibrant In-Text Solutions, which includes Vibrant Video and Vibrant InterestADs. The firm's SmartAD software uses Vibrant's IntelliTXT technology to scan and double-underline web page key words, and customer advertisements appear when moved over with a cursor. Vibrant Video allows customers to deliver video, movie trailers, TV ads or music videos through the In-Text link, while Vibrant InterestADs allows customers to deliver static images, flash animation, MPU (Message Plus Unit) or animated .gif files. The In-Text ads usually provide a link that users may follow to learn more about, or in some cases actually purchase a customer's product. Vibrant has a creative department, media account planners and an optimization team to assist customers in designing their In-Text ad, including converting flash to video and choosing key words. After a customer has purchased and installed an In-Text service, Vibrant provides continuous, web-based reports on the campaign's performance. The firm's Vibrant Video (Expandable), which expands a video advertisement when a user moves their mouse cursor over the image. The company also offers Vibrant Related Content, which lists links similar to a user's target destination with the goal of keeping visitors within a client's page. The firm only serves customers with sites receiving over 500,000 page views per month and has strict content standards, refusing to offer In-Text ads for sites containing, promoting or linking directly to gambling, violent content, drugs or pornography, for example. It currently provides ads only in the U.S., Canada, U.K., Sweden, Germany, France, Spain, Denmark, Finland, Italy, Norway, China and Japan.

**FINANCIALS:** Sales and profits are in thousands of dollars—add 000 to get the full amount. 2009 Note: Financial information for 2009 was not available for all companies at press time.

2009 Sales: \$	2009 Profits: \$
2008 Sales: \$	2008 Profits: \$
2007 Sales: \$	2007 Profits: \$
2006 Sales: \$	2006 Profits: \$
2005 Sales: \$	2005 Profits: \$

**U.S. Stock Ticker:** Private**Int'l Ticker:** Int'l Exchange:

Employees:

Fiscal Year Ends: 12/31

Parent Company:

**SALARIES/BENEFITS:**

Pension Plan:	ESOP Stock Plan:	Profit Sharing:	Top Exec. Salary: \$	Bonus: \$
Savings Plan:	Stock Purch. Plan:		Second Exec. Salary: \$	Bonus: \$

**OTHER THOUGHTS:**

Apparent Women Officers or Directors: 1  
 Hot Spot for Advancement for Women/Minorities:

**LOCATIONS:** ("Y" = Yes)

West:	Southwest:	Midwest:	Southeast:	Northeast:	International:
Y				Y	Y

**VIMPEL-COMMUNICATIONS**

www.vimpelcom.com

Industry Group Code: 5172 Ranks within this company's industry group: Sales: 14 Profits: 12

<b>Financial Services:</b> Stock Brokerage: Mortgages/Loans: Banking: Insurance: Credit Cards:	<b>Information:</b> Portal/News: Communities: Search Engine: Financial Data Pub.: Broadcasting/Music:	<b>Technology:</b> Hardware: Software: Specialty Equipment: Distributor:	<b>Services:</b> Payments/Markets: Consulting: Advertising/Mktg.: Outsourcing: Other:	<b>Retailing:</b> Retailer: Auctions: Tickets/Travel: Automobiles:	<b>Telecommunications:</b> Internet Service Provider: Web Site Services: Specialty Telecom:	Y Y
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**TYPES OF BUSINESS:**

Cellular Phone Service  
Wireless Internet Service  
Wireless Media Content

**BRANDS/DIVISIONS/AFFILIATES:**

VimpelCom  
Beeline Business  
K-Mobile  
EXCESS  
Armentel  
Goldman Telecom  
GTEL-Mobile Joint Stock Company  
Closed Joint Stock Company Corte

**CONTACTS:** *Note: Officers with more than one job title may be intentionally listed here more than once.*

Boris Nemsic, CEO  
Peter Covell, COO/VP  
Alexander Torbakhov, Gen. Dir.  
Elena A. Shmatova, CFO/Exec. VP  
Kent McNeley, Chief Mktg. Officer/VP  
Marina V. Novikova, VP-Human Resources & Organizational Dev.  
Vladimir A. Filippov, VP-IT  
Sergei M. Avdeev, CTO  
Jeffrey D. McGhie, General Counsel/VP  
Vladimir V. Riabokon, Exec. VP-Corp. Dev.  
Alexey Subbotin, Dir.-Investor Rel.  
Jean-Pierre Vandromme, CEO-Golden Telecom  
Dmitry A. Pleskonos, Exec. VP-Bus. Dev., CIS  
Alexey M. Reznikovich, Chmn.  
Vladimir V. Riabokon, Exec. VP-Int'l Bus. Dev.

**Phone:** 7-495-725-0700 **Fax:** 7-909-991-7903**Toll-Free:****Address:** 4 Krasno proletarskaya St., Moscow, 127006 Russia**GROWTH PLANS/SPECIAL FEATURES:**

Vimpel-Communications, or VimpelCom, an open joint stock firm, is a telecommunications operator, providing voice and data services through a range of wireless, fixed and broadband technologies. The VimpelCom group of companies operates in Russia, Kazakhstan, Vietnam, Cambodia, Ukraine, Uzbekistan, Armenia, Tajikistan and Georgia. In total, the firm's territory coverage has a total population of about 340 million. The firm offers wireless telecommunications services in Kazakhstan under the K-Mobile and EXCESS brand names. In Armenia, the company provides wireless telecommunications services under the Armentel brand name. VimpelCom offers voice telephony service and value added services (e.g. messaging and mobile Internet) that use such technologies as cell broadcast, WAP, GRPS, MMS and EDGE technology; and access to both national and international roaming services. The firm has roughly 57.8 million subscribers. VimpelCom's prepaid scratch cards can be purchased at over 158,000 locations throughout Russia. The firm also offers Trusted Payment, a service that provides prepaid subscribers with a short-term credit in the event they are unable to top up the balance. In February 2008, VimpelCom, through its wholly-owned indirect subsidiary Lillian Acquisition, Inc., acquired Goldman Telecom, Inc.; upon the acquisition's completion, VimpelCom merged the two companies under the Goldman Telecom name. In June 2008, the firm agreed to purchase 49% interest of Closed Joint Stock Company Corte (a VimpelCom subsidiary owns the other 51%). In July 2008, the company acquired a 25% interest in Limnotex Developments Ltd., increasing its ownership of the company to 75%; agreed to partner with Global Telecommunications Corporation to form a Vietnamese joint venture, GTEL-Mobile Joint Stock Company; and acquired 90% interest in Cambodian firm Sotelco. In September 2008, VimpelCom combined the products/services of subsidiaries Golden Telecom and Corbina Telecom into a new brand name, Beeline Business. In October 2008, VimpelCom purchased 49.9% ownership of Morefront Holdings Ltd.

**FINANCIALS:** Sales and profits are in thousands of dollars—add 000 to get the full amount. 2009 Note: Financial information for 2009 was not available for all companies at press time.

2009 Sales: \$	2009 Profits: \$	<b>U.S. Stock Ticker: VIP</b> <b>Int'l Ticker: RTS.VIMP</b> Int'l Exchange: Moscow-RTS Employees: 38,403 Fiscal Year Ends: 12/31 Parent Company:
2008 Sales: \$10,124,986	2008 Profits: \$524,334	
2007 Sales: \$7,174,880	2007 Profits: \$1,462,706	
2006 Sales: \$4,869,857	2006 Profits: \$811,489	
2005 Sales: \$3,211,118	2005 Profits: \$615,131	

**SALARIES/BENEFITS:**

Pension Plan: ESOP Stock Plan: Profit Sharing: Top Exec. Salary: \$ Bonus: \$  
Savings Plan: Stock Purch. Plan: Second Exec. Salary: \$ Bonus: \$

**OTHER THOUGHTS:**

Apparent Women Officers or Directors: 3  
Hot Spot for Advancement for Women/Minorities: Y

**LOCATIONS: ("Y" = Yes)**

West:	Southwest:	Midwest:	Southeast:	Northeast:	International:
					Y

**VITACOST.COM INC**

www.vitacost.com

Industry Group Code: 446191E Ranks within this company's industry group: Sales: Profits:

<b>Financial Services:</b> Stock Brokerage: Mortgages/Loans: Banking: Insurance: Credit Cards:	<b>Information:</b> Portal/News: Communities: Search Engine: Financial Data Pub.: Broadcasting/Music:	<b>Technology:</b> Hardware: Software: Specialty Equipment: Distributor:	<b>Services:</b> Payments/Markets: Consulting: Advertising/Mktg.: Outsourcing: Other:	<b>Retailing:</b> Retailer: Auctions: Tickets/Travel: Automobiles:	<b>Telecommunications:</b> Internet Service Provider: Web Site Services: Specialty Telecom:
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**TYPES OF BUSINESS:**

Online Nutritional Supplement Sales

**BRANDS/DIVISIONS/AFFILIATES:**

Best of All  
Cosmeceutical Sciences Institute  
Nutraceutical Sciences Institute  
Smart Basics  
Walker Diet  
MyVitacost Community

**CONTACTS:** *Note: Officers with more than one job title may be intentionally listed here more than once.*

Ira P. Kerker, CEO  
Richard P. Smith, CFO  
Sonya L. Lambert, VP-Mktg.  
David N. Ilfeld, Chief Science Officer  
Robert D. Hirsch, VP-IT/CIO  
John Young, Dir.-Mfg.  
Mary L. Marbach, General Counsel  
JoJo Carter, Dir.-Oper.  
Kathleen Reed, Dir.-Investor Rel.  
Richard P. Smith, Chief Acct. Officer  
Jason Henne, Dir.-Customer Service  
Stewart L. Gitler, Chmn.  
Bobby Brar, VP-Supply Chain

**Phone:** 561-982-4180**Fax:****Toll-Free:****Address:** 5400 Broken Sound Blvd. NW, Ste. 500, Boca Raton, FL 33487-3521 US**GROWTH PLANS/SPECIAL FEATURES:**

VitaCost.com, Inc. is an online retailer and direct marketer of health and wellness products. The firm's products, which are priced on average 30% to 60% lower than manufacturers' suggested retail prices, include herbs, dietary supplements, organic body/personal care products, sports nutrition foods, vitamins, minerals, anti-oxidants and health foods. The company sells more than 20,000 items from roughly 800 third-party brands, including Nature's Way, Burt's Bees, New Chapter, Atkins, Twinlab, and Kashi. Vitacost.com also sells items under its own brand names: Best of All, Cosmeceutical Sciences Institute, Nutraceutical Sciences Institute, Smart Basics and Walker Diet. The company markets through its web site as well as through mail catalogs. The firm has over 1 million active customers, who typically make a purchase 2-3 times per year. VitaCost.com's average order amount is between \$72 and \$77. In December 2009, the company launched a mobile version of its web site. In January 2010, Vitacost.com launched MyVitacost Community, a web site at Community.Vitacost.com, that features an interactive chat room, customizable profile tool, and more than 125,000 articles of free health tips and information.

The firm offers employees benefits including medical, dental, vision, life, AD&D and disability insurance; a 401(k); paid time off; product discounts; and bereavement leave.

**FINANCIALS:** Sales and profits are in thousands of dollars—add 000 to get the full amount. 2009 Note: Financial information for 2009 was not available for all companies at press time.

2009 Sales: \$	2009 Profits: \$
2008 Sales: \$	2008 Profits: \$
2007 Sales: \$	2007 Profits: \$
2006 Sales: \$	2006 Profits: \$
2005 Sales: \$	2005 Profits: \$

**U.S. Stock Ticker:** VTCT**Int'l Ticker:** Int'l Exchange:

Employees:

Fiscal Year Ends: 12/31

Parent Company:

**SALARIES/BENEFITS:**

Pension Plan:	ESOP Stock Plan:	Profit Sharing:	Top Exec. Salary: \$	Bonus: \$
Savings Plan: Y	Stock Purch. Plan:		Second Exec. Salary: \$	Bonus: \$

**OTHER THOUGHTS:**

Apparent Women Officers or Directors: 4  
Hot Spot for Advancement for Women/Minorities: Y

**LOCATIONS:** ("Y" = Yes)

West:	Southwest:	Midwest:	Southeast:	Northeast:	International:
			Y		



**VODAFONE GROUP PLC**

www.vodafone.com

Industry Group Code: 5172 Ranks within this company's industry group: Sales: 5 Profits: 3

<b>Financial Services:</b> Stock Brokerage: Mortgages/Loans: Banking: Insurance: Credit Cards:	<b>Information:</b> Portal/News: Communities: Search Engine: Financial Data Pub.: Broadcasting/Music:	<b>Technology:</b> Hardware: Software: Specialty Equipment: Distributor:	<b>Services:</b> Payments/Markets: Consulting: Advertising/Mktg.: Outsourcing: Other:	<b>Retailing:</b> Retailer: Auctions: Tickets/Travel: Automobiles:	<b>Telecommunications:</b> Internet Service Provider: Web Site Services: Specialty Telecom:	Y
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**TYPES OF BUSINESS:**

Cellular Telephone Service  
Paging & Messaging Services  
Mobile Data Services  
Internet Service

**BRANDS/DIVISIONS/AFFILIATES:**

Vodafone AirTouch  
Verizon Wireless  
Vodafone Simply  
Polkomtel  
ZYB  
Tele2 Italia SpA  
Tele2 Telecommunication Services SLU  
Arcor AG & Co. KG

**CONTACTS:** *Note: Officers with more than one job title may be intentionally listed here more than once.*

Vittoria Colao, CEO  
Andy Halford, CFO  
Frank Rovekamp, Chief Mktg. Officer  
Ronald Schellekens, Dir.-Group Human Resources  
Steve Pusey, CTO  
Stephen Scott, Group General Counsel/Sec.  
Warren Finegold, CEO-Global Bus. Dev.  
Matthew Kirk, Dir.-Group External Affairs  
Pieter Uys, CEO-Vodacom Group  
Morten Lundal, CEO-Central Europe & Africa Region  
Nick Read, CEO-Asia-Pacific & Middle East Region  
John Bond, Chmn.  
Michael Coombs, CEO-Europe Region

**Phone:** 44-1635-33-251**Fax:****Toll-Free:****Address:** Vodafone House, The Connection, Newbury, Berkshire RG14 2FN UK**GROWTH PLANS/SPECIAL FEATURES:**

Vodafone Group PLC is one of the world's largest mobile telecommunications companies, providing a range of voice and data mobile telecommunications services. Through its subsidiaries, joint ventures and related undertakings, it has a significant presence in continental Europe, the U.K., the U.S., the Asia-Pacific region and South America. Its mobile subsidiaries operate under the Vodafone brand and, in the U.S., the company's associated undertaking operates as Verizon Wireless. Vodafone serves over 260 million proportionate customers in more than 25 countries and five continents. It operates 2G networks in all its mobile operating subsidiaries, principally through GSM networks, offering customers services such as voice, text messaging and basic data services, which include Internet and e-mail access. The company's 3G networks provide customers with mobile broadband data access, allowing data download speeds of up to seven times faster than a dial-up modem. Some of Vodafone's products include Vodafone live!, which allows services such as video calling, video messaging, picture messaging and mobile TV; and Vodafone Simply, which was developed to help customers who are less comfortable with mobile technology but would still like to access the mobile experience. In 2008, the firm acquired the remaining 26.4% interest in Arcor AG & Co. KG, a leading German alternative fixed-line carrier, from Deutsche Bahn AG and Deutsche Bank AG for \$737 million. Other recent acquisitions include ZYB, an operator of a social networking and online management tool for mobile phone users; a 4.8% stake in Polkomtel, a Polish telecommunications operator; and Tele2 Italia SpA and Tele2 Telecommunication Services SLU, both alternative telecommunication operators. In November 2008, Vodafone acquired a 15% stake in Vodacom Group. The transaction will increase Vodafone's shareholding to 65%.

**FINANCIALS:** Sales and profits are in thousands of dollars—add 000 to get the full amount. 2009 Note: Financial information for 2009 was not available for all companies at press time.

2009 Sales: \$66,904,500	2009 Profits: \$5,023,910
2008 Sales: \$53,571,800	2008 Profits: \$10,056,600
2007 Sales: \$46,967,000	2007 Profits: \$-8,193,300
2006 Sales: \$44,318,500	2006 Profits: \$-33,093,200
2005 Sales: \$40,283,800	2005 Profits: \$9,679,100

**U.S. Stock Ticker:** VOD**Int'l Ticker:** VOD Int'l Exchange: London-LSE

Employees: 79,097

Fiscal Year Ends: 3/31

Parent Company:

**SALARIES/BENEFITS:**

Pension Plan:	ESOP Stock Plan:	Profit Sharing:	Top Exec. Salary: \$1,530,880	Bonus: \$1,446,914
Savings Plan:	Stock Purch. Plan:		Second Exec. Salary: \$1,093,885	Bonus: \$1,067,460

**OTHER THOUGHTS:**

Apparent Women Officers or Directors: 1

Hot Spot for Advancement for Women/Minorities:

**LOCATIONS:** ("Y" = Yes)

West:	Southwest:	Midwest:	Southeast:	Northeast:	International:
Y	Y	Y	Y	Y	Y

**VONAGE HOLDINGS CORP**

www.vonage.com

Industry Group Code: 517919 Ranks within this company's industry group: Sales: 1 Profits: 2

<b>Financial Services:</b> Stock Brokerage: Mortgages/Loans: Banking: Insurance: Credit Cards:	<b>Information:</b> Portal/News: Communities: Search Engine: Financial Data Pub.: Broadcasting/Music:	<b>Technology:</b> Hardware: Software: Specialty Equipment: Distributor:	<b>Services:</b> Payments/Markets: Consulting: Advertising/Mktg.: Outsourcing: Other:	<b>Retailing:</b> Retailer: Auctions: Tickets/Travel: Automobiles:	<b>Telecommunications:</b> Internet Service Provider: Web Site Services: Specialty Telecom: Y
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**TYPES OF BUSINESS:**

Broadband Telephone Services

**BRANDS/DIVISIONS/AFFILIATES:**

Vonage Network, Inc.  
Vonage America, Inc.  
Vonage U.K.  
Vonage Canada

**CONTACTS:** *Note: Officers with more than one job title may be intentionally listed here more than once.*

Marc Lefar, CEO  
John S. Rego, CFO/Exec. VP  
Jamie Haenggi, Chief Mktg. Officer  
Louis A. Mamakos, CTO/Exec. VP  
Ross Dauer, Sr. VP-Prod. Dev.  
Sharon O'Leary, Chief Legal Officer/Exec. VP/Sec.  
Jeffrey A. Citron, Chief Strategist  
John R. Rego, Treas.  
Mike Sear, Sr. VP-Customer Care  
C. William Rainey, Pres., Vonage Canada  
Martin Hakim Din, Sr. VP-Vonage Broadband  
Jeffrey A. Citron, Chmn.  
Kerry Ritz, Managing Dir.-Vonage UK

<b>Phone:</b> 732-528-2600	<b>Fax:</b> 732-231-6783
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**Toll-Free:****Address:** 23 Main St., Holmdel, NJ 07733 US**GROWTH PLANS/SPECIAL FEATURES:**

Vonage Holdings Corp. provides broadband telephone services. The company uses its Voice over Internet Protocol (VoIP) technology platform to offer communications services. Customers can make and receive calls using a standard telephone plugged into a portable Vonage-enabled device almost anywhere a broadband Internet connection is available. Vonage offers a variety of service plans with fixed monthly fees, which include features such as call waiting, caller ID and call forwarding; code selection; web- and e-mail-based voice-mail; and an account management web site that allows customers to change features online. The company also offers premium services, such as toll-free, fax, and virtual phone numbers, for an additional fee. The firm's plug-and-play devices permit customers to take equipment to different locations where broadband service is available, as well as switch between Internet service providers and continue to make and receive calls on the Vonage phone numbers. Vonage's network operations are conducted through Vonage Network, Inc., a wholly-owned subsidiary. Vonage America, Inc., a wholly-owned subsidiary, provides VoIP services to the firm's U.S. customers. Services are sold online and throughout the U.S. via national retailers such as Wal-Mart; RadioShack; Best Buy; Staples; and Target. The company also sells its services in the U.K. and Canada. The firm has 2.6 million subscriber lines in 150 markets, 95% of which are located in the U.S. In July 2008, Vonage received its first internally developed patent for an invention allowing customers to use a virtual number to contact distant parties without incurring long distant fees.

The company offers employees medical, vision, dental and life insurance; short- and long-term disability; voluntary home and auto insurance; and a 529 college saving plan.

**FINANCIALS:** Sales and profits are in thousands of dollars—add 000 to get the full amount. 2009 Note: Financial information for 2009 was not available for all companies at press time.

2009 Sales: \$	2009 Profits: \$
2008 Sales: \$900,120	2008 Profits: \$-64,576
2007 Sales: \$828,228	2007 Profits: \$-267,428
2006 Sales: \$607,397	2006 Profits: \$-338,573
2005 Sales: \$269,196	2005 Profits: \$-261,334

**U.S. Stock Ticker:** VG  
**Int'l Ticker:** Int'l Exchange:  
Employees: 1,491  
Fiscal Year Ends: 12/31  
Parent Company:

**SALARIES/BENEFITS:**

Pension Plan:	ESOP Stock Plan:	Profit Sharing:	Top Exec. Salary: \$369,231	Bonus: \$350,000
Savings Plan: Y	Stock Purch. Plan:		Second Exec. Salary: \$340,000	Bonus: \$865,000

**OTHER THOUGHTS:**

Apparent Women Officers or Directors: 1  
Hot Spot for Advancement for Women/Minorities: Y

**LOCATIONS:** ("Y" = Yes)

West: Y	Southwest: Y	Midwest: Y	Southeast: Y	Northeast: Y	International: Y
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**WALT DISNEY COMPANY (THE)**

corporate.disney.go.com

Industry Group Code: 515210 Ranks within this company's industry group: Sales: Profits:

<b>Financial Services:</b> Stock Brokerage: Mortgages/Loans: Banking: Insurance: Credit Cards:	<b>Information:</b> Portal/News: Communities: Search Engine: Financial Data Pub.: Broadcasting/Music:	<b>Technology:</b> Hardware: Software: Specialty Equipment: Distributor:	<b>Services:</b> Payments/Markets: Consulting: Advertising/Mktg.: Outsourcing: Other:	<b>Retailing:</b> Retailer: Auctions: Tickets/Travel: Automobiles:	<b>Telecommunications:</b> Internet Service Provider: Web Site Services: Specialty Telecom:
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**TYPES OF BUSINESS:**

Cable TV Networks, Broadcasting & Entertainment  
 Filmed Entertainment  
 Merchandising  
 Television Networks  
 Music & Book Publishing  
 Online Entertainment Programs  
 Theme Parks, Resorts & Cruise Lines

**BRANDS/DIVISIONS/AFFILIATES:**

Walt Disney Parks & Resorts  
 ESPN Inc  
 ABC Inc  
 Walt Disney Studios (The)  
 Walt Disney World Resort  
 Miramax Film Corp  
 Walt Disney Pictures  
 ABC Entertainment Group

**CONTACTS:** *Note: Officers with more than one job title may be intentionally listed here more than once.*

Robert A. Iger, CEO  
 Robert A. Iger, Pres.  
 Jay Rasulo, CFO/Sr. Exec. VP  
 Dennis W. Shuler, Chief Human Resources Officer/Exec. VP  
 Kevin Mayer, Exec. VP-Tech. Group  
 Alan Braverman, General Counsel/Sr. Exec. VP/Corp. Sec.  
 Kevin Mayer, Exec. VP-Corp. Strategy & Bus. Dev.  
 Zenia Mucha, Exec. VP-Corp. Comm.  
 Christine M. McCarthy, Exec. VP-Corp. Finance & Real Estate/Treas.  
 Ronald L. Iden, Sr. VP-Security  
 Preston Padden, Exec. VP-Worldwide Gov't Rel.  
 Brent Woodford, Sr. VP-Planning & Control  
 Thomas Staggs, Chmn.-Walt Disney Parks & Resorts  
 Rich Ross, Chmn.  
 Diego Lerner, Pres., EMEA

**Phone:** 818-560-1000      **Fax:** 818-560-1930

**Toll-Free:**

**Address:** 500 S. Buena Vista St., Burbank, CA 91521 US

**GROWTH PLANS/SPECIAL FEATURES:**

The Walt Disney Company is an international entertainment company operating in four major business segments: media networks; studio entertainment; consumer products; and parks and resorts. The media networks segment, which operates ABC Television Network, is involved in domestic broadcast television networks and stations; cable/satellite networks; international broadcast operations; television production and distribution; domestic broadcast radio networks and stations; and Internet operations. The company also owns interest in and/or operates many cable networks, including ESPN, ABC Family, the History Channel and A&E. The studio entertainment segment produces and acquires live action and animated motion pictures, direct-to-video programming, musical recordings and live stage plays. The consumer products segment designs, promotes and sells merchandise based on the firm's intellectual property. The parks and resorts segment owns/operates Florida's Walt Disney World Resort and the Disney Cruise Line; the Disneyland resort in California; ESPN Zone facilities in several states; and the Disney Vacation Club. It also holds interest in the Disneyland Resort Paris and Hong Kong Disneyland, and licenses the Tokyo Disney Resort in Japan. The Walt Disney World Resort includes Magic Kingdom, Epcot, Disney's Hollywood Studios and Disney's Animal Kingdom. It also owns/operates hotels, the Wide World of Sports complex and more. The firm operates eight ESPN Zones, located in California, Georgia, Maryland, Illinois, Colorado, Nevada, New York and Washington, D.C. In December 2008, the company signed a joint venture agreement with Russian firm Media-One Holdings Limited to launch a Disney-branded television channel in Russia. That same month, Disney acquired all outstanding shares of Jetix Europe. In January 2009, the company combined the operations of its ABC Entertainment and ABC Studios subsidiaries, which now operate as ABC Entertainment Group. In March 2009, Disney's media networks division and YouTube agreed to launch ad-supported channels which will show clips from the Disney/ABC Television Group and ESPN. In January 2010, Disney agreed to acquire comic book publisher Marvel Entertainment for \$4.3 billion.

**FINANCIALS:** Sales and profits are in thousands of dollars—add 000 to get the full amount. 2009 Note: Financial information for 2009 was not available for all companies at press time.

2009 Sales: \$36,149,000	2009 Profits: \$3,307,000
2008 Sales: \$37,843,000	2008 Profits: \$4,427,000
2007 Sales: \$35,510,000	2007 Profits: \$4,687,000
2006 Sales: \$33,747,000	2006 Profits: \$3,374,000
2005 Sales: \$31,374,000	2005 Profits: \$2,533,000

**U.S. Stock Ticker:** DIS

Int'l Ticker: Int'l Exchange:

Employees: 144,000

Fiscal Year Ends: 9/30

Parent Company:

**SALARIES/BENEFITS:**

Pension Plan: Y	ESOP Stock Plan:	Profit Sharing:	Top Exec. Salary: \$2,000,000	Bonus: \$13,945,493
Savings Plan: Y	Stock Purch. Plan:		Second Exec. Salary: \$1,187,019	Bonus: \$4,100,000

**OTHER THOUGHTS:**

Apparent Women Officers or Directors: 6  
 Hot Spot for Advancement for Women/Minorities: Y

**LOCATIONS:** ("Y" = Yes)

West: Y	Southwest: Y	Midwest: Y	Southeast: Y	Northeast: Y	International: Y
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**WATCHGUARD TECHNOLOGIES INC**

www.watchguard.com

Industry Group Code: 511210E Ranks within this company's industry group: Sales: Profits:

<b>Financial Services:</b> Stock Brokerage: Mortgages/Loans: Banking: Insurance: Credit Cards:	<b>Information:</b> Portal/News: Communities: Search Engine: Financial Data Pub.: Broadcasting/Music:	<b>Technology:</b> Hardware: Software: Y Specialty Equipment: Y Distributor:	<b>Services:</b> Payments/Markets: Consulting: Advertising/Mktg.: Outsourcing: Y Other:	<b>Retailing:</b> Retailer: Auctions: Tickets/Travel: Automobiles:	<b>Telecommunications:</b> Internet Service Provider: Web Site Services: Specialty Telecom:
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**TYPES OF BUSINESS:**

Internet Security Software  
Firewall & VPN Appliances  
Training & Technical Support  
Online Services

**BRANDS/DIVISIONS/AFFILIATES:**

LiveSecurity  
Firebox  
Firebox X Peak  
Firebox X Core  
Firebox X Edge  
ServerLock  
Francisco Partners  
Vector Capital

**CONTACTS:** *Note: Officers with more than one job title may be intentionally listed here more than once.*

Joe Wang, CEO  
Bob Chamberlain, CFO  
Bill Smith, VP-Sales, Americas  
Thom Linden, VP-Eng.  
Matt Deichman, VP-Bus. Dev.  
Eric Aarrestad, VP-Mktg.  
Shari McLaren, VP-Customer Svcs. & Support  
Edward J. Borey, Chmn.  
Terry Haas, VP-Int'l Sales

<b>Phone:</b> 206-613-6600	<b>Fax:</b> 206-521-8342
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<b>Toll-Free:</b>
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<b>Address:</b> 505 5th Ave. S., Ste. 500, Seattle, WA 98104 US
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**GROWTH PLANS/SPECIAL FEATURES:**

WatchGuard Technologies, Inc. develops and implements network security solutions designed to protect small- to medium-sized enterprises that use the Internet for e-commerce and secure communications. WatchGuard has offices located in Europe, Africa, Latin America, North America and the Middle East. The company's subscription-based LiveSecurity Service provides multi-layered defenses including information and virus alerts, threat responses, software updates, support flashes, expert editorials, training and technical support, over the Internet directly to subscribers and service provider partners. WatchGuard's principal product is its high-performance Firebox suite of protection with five models available. Firebox services include firewall and VPN appliances for access control, virtual private networking for secure communications, content and spam filtering, gateway and desktop anti-virus protection and vulnerability assessment services. The Firebox line of products, including the Gateway, SOHO, X Peak, X Core and X Edge models, is designed to be fully upgradeable and expandable, operating as integrated and intelligent layered security appliances. Some of the upgradable subscriptions for the Firebox line include the WebBlocker, SpamBlocker, SpamScreen and VirusScan ASaP (developed in partnership with McAfee). WatchGuard's ServerLock anti-virus and security product provides host-based intrusion protection for servers and desktops. The company was recently acquired by California-based private equity firms Francisco Partners and Vector Capital. In January 2010, the company announced a new remote management feature that will be integrated into its Firebox line of products; the new feature will allow users to monitor their systems from any location.

**FINANCIALS:** Sales and profits are in thousands of dollars—add 000 to get the full amount. 2009 Note: Financial information for 2009 was not available for all companies at press time.

2009 Sales: \$	2009 Profits: \$
2008 Sales: \$	2008 Profits: \$
2007 Sales: \$	2007 Profits: \$
2006 Sales: \$	2006 Profits: \$
2005 Sales: \$75,191	2005 Profits: \$-8,197

**U.S. Stock Ticker:** Private**Int'l Ticker:** Int'l Exchange:

Employees:

Fiscal Year Ends: 12/31

Parent Company: FRANCISCO PARTNERS

**SALARIES/BENEFITS:**

Pension Plan:	ESOP Stock Plan:	Profit Sharing:	Top Exec. Salary: \$	Bonus: \$
Savings Plan: Y	Stock Purch. Plan: Y		Second Exec. Salary: \$	Bonus: \$

**OTHER THOUGHTS:**

Apparent Women Officers or Directors: 1  
Hot Spot for Advancement for Women/Minorities:

**LOCATIONS:** ("Y" = Yes)

West:	Southwest:	Midwest:	Southeast:	Northeast:	International:
Y					Y

**WATERFRONT MEDIA INC**

www.waterfrontmedia.com

Industry Group Code: 519130 Ranks within this company's industry group: Sales: Profits:

<b>Financial Services:</b> Stock Brokerage: Mortgages/Loans: Banking: Insurance: Credit Cards:	<b>Information:</b> Portal/News: Communities: Search Engine: Financial Data Pub.: Broadcasting/Music:	<b>Technology:</b> Hardware: Software: Specialty Equipment: Distributor:	<b>Services:</b> Payments/Markets: Consulting: Advertising/Mktg.: Outsourcing: Other:	<b>Retailing:</b> Retailer: Auctions: Tickets/Travel: Automobiles:	<b>Telecommunications:</b> Internet Service Provider: Web Site Services: Specialty Telecom:
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**TYPES OF BUSINESS:**

Online Health Information Services

**BRANDS/DIVISIONS/AFFILIATES:**

Revolution Health Network  
 MayoClinic.com  
 LocateADoc.com  
 Everyday Health Network (The)  
 WhatToExpect.com  
 SouthBeachDiet.com  
 CarePages.com  
 HealthTalk.com

**CONTACTS:** *Note: Officers with more than one job title may be intentionally listed here more than once.*

Benjamin Wolin, CEO  
 Michael Keriakos, Pres.  
 Brian Cooper, CFO/Exec. VP  
 Greg Jackson, Exec. VP-Mktg. & Sales Oper.  
 David Perlman, CTO/Sr. VP  
 Alan Shapiro, General Counsel/Sr. VP  
 Marjorie L. Martin, Sr. VP/Gen. Mgr.-Everyday Health  
 Scott Wolf, Exec. VP-Sales  
 Doug McCormick, Chmn.

<b>Phone:</b> 718-797-0722	<b>Fax:</b> 718-797-0582
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**Toll-Free:****Address:** 45 Main St., Ste. 830, Brooklyn, NY 11201 US**GROWTH PLANS/SPECIAL FEATURES:**

Waterfront Media, Inc., is a web-based health company. The firm operates The Everyday Health Network, which offers a group of approximately 29 health related web sites that maintain over 25 million combined monthly visitors. These sites offer advice, products and services related to pharmaceuticals, weight management, psychological treatment, sexual health, vision care, back pain, endocrine disorders and pregnancy. The Everyday Health Network includes the web links to six celebrity spokes-persons and/or specialists: sexual health and intimacy expert Dr. Laura Berman; general health advisor Dr. Andrew Weil; video fitness celebrity Denise Austin; Ellie Krieger, a Food Network host who specializes in preparing healthy, low-fat meals; celebrity personal trainer Jillian Michaels; and diet-book author Joy Bauer. Other web sites in the network include locateadoc.com, drugs.com, visiondirect.com, whattoexpect.com, medhelp.org and psychcentral.com; as well as the web sites for South Beach Diet, Revolution Health and Sonoma Diet. Waterfront Media is funded by eight investors: BEV Capital, Foundation Capital, Revolution, Rho Ventures, NeoCarta Ventures, Scale Venture Partners, Time Warner Investors and Village Ventures. In June 2008, the company acquired natural research firm Netramind. In October 2008, Waterfront Media agreed to merge with Revolution Health Network, an online health information firm. As part of the agreement, revolutionhealth.com, carepages.com and healthtalk.com became part of the Everyday Health Network. In July 2009, the firm added the Mayo Clinic (mayoclinic.com) to its online portfolio.

**FINANCIALS:** Sales and profits are in thousands of dollars—add 000 to get the full amount. 2009 Note: Financial information for 2009 was not available for all companies at press time.

2009 Sales: \$	2009 Profits: \$
2008 Sales: \$	2008 Profits: \$
2007 Sales: \$	2007 Profits: \$
2006 Sales: \$	2006 Profits: \$
2005 Sales: \$	2005 Profits: \$

**U.S. Stock Ticker:** Private**Int'l Ticker:** Int'l Exchange:

Employees:

Fiscal Year Ends:

Parent Company:

**SALARIES/BENEFITS:**

Pension Plan:	ESOP Stock Plan:	Profit Sharing:	Top Exec. Salary: \$	Bonus: \$
Savings Plan:	Stock Purch. Plan:		Second Exec. Salary: \$	Bonus: \$

**OTHER THOUGHTS:**

Apparent Women Officers or Directors: 2

Hot Spot for Advancement for Women/Minorities:

**LOCATIONS:** ("Y" = Yes)

West:	Southwest:	Midwest:	Southeast:	Northeast:	International:
				Y	Y

**WEB.COM GROUP INC**

www.web.com

Industry Group Code: 518210 Ranks within this company's industry group: Sales: 12 Profits: 14

<b>Financial Services:</b> Stock Brokerage: Mortgages/Loans: Banking: Insurance: Credit Cards:	<b>Information:</b> Portal/News: Communities: Search Engine: Financial Data Pub.: Broadcasting/Music:	<b>Technology:</b> Hardware: Software: Specialty Equipment: Distributor:	<b>Services:</b> Payments/Markets: Consulting: Advertising/Mktg.: Outsourcing: Other:	<b>Retailing:</b> Retailer: Auctions: Tickets/Travel: Automobiles:	<b>Telecommunications:</b> Internet Service Provider: Web Site Services: Specialty Telecom:
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**TYPES OF BUSINESS:**

Web Hosting Products & Services  
Web Design Services

**BRANDS/DIVISIONS/AFFILIATES:**

Website Pros, Inc.  
eWorks! XL  
SmartClicks  
NetObjects Fusion  
1ShoppingCart.com  
Renex  
LEADS.com  
Web.com Search Agency

**CONTACTS:** *Note: Officers with more than one job title may be intentionally listed here more than once.*

David L. Brown, CEO  
Jeffrey M. Stibel, Pres.  
Kevin Carney, CFO  
Roseann Duran, Chief Mktg. Officer  
Chris Nowlin, Sr. VP-Human Resources  
Vikas Rijisinghani, CTO  
Matthew P. McClure, In-House Counsel  
Joel Williamson, Sr. VP-Oper.  
Tobias Dengel, Sr. VP-Bus. Dev.  
Gonzalo Troncoso, Pres., Web Svcs.  
Peter Delgrosso, Sr. VP-Corp. Comm.  
William H. Borzage, Sr. VP-Mktg.  
Gregory Wong, Sr. VP-Corp. Dev.  
David L. Brown, Chmn.

**Phone:** 904-680-6600 **Fax:** 904-880-0350

**Toll-Free:**

**Address:** 12808 Gran Bay Pkwy. W., Jacksonville, FL 32258 US

**GROWTH PLANS/SPECIAL FEATURES:**

Web.com, Inc., formerly web site Pros, Inc., is a provider of Do-It-For-Me and Do-It-Yourself web site building, Internet marketing, lead generation and technology solutions that enable small and mid-sized businesses to build and maintain an Internet presence. Web.com's primary service offerings, eWorks! XL and SmartClicks, include web site design and publishing; Internet marketing and advertising; search engine optimization; search engine submission; lead generation; logo design and web analytics. In addition to its primary service offerings, Web.com provides a variety of services to customers who desire more advanced capabilities, such as e-commerce solutions and other sophisticated Internet marketing services and online lead generation. Through its Web.com product, the company offers a variety of Do-It-Yourself web site building and marketing solutions for small and mid-sized businesses that are more technically savvy. It offers standardized, scalable managed hosting services that place numerous customers on a single shared server. Web.com offers complete custom web site design services that provide sophisticated functionality and interactivity beyond those available under eWorks! XL and SmartClicks. NetObjects Fusion, the firm's desktop web authoring software, is designed for businesses that want to design web sites either for themselves or for others. Through 1ShoppingCart.com, Web.com offers a set of sales and marketing tools for businesses selling products and services online. It offers targeted lead generation services through Renex, matching homeowners in need of remodeling services with qualified contractors, and LEADS.com, offering leads in other home services categories. Web.com Search Agency (formerly Submitaweb site.com) offers search engine optimization and placement services. Another service, LogoYes, allows users to create do-it-yourself design logos. In April 2009, Web.com acquired the e-Commerce web site resource Solid Cactus.

Web.com offers its employees a 401(k) plan; a health and dependent care flexible spending account; and life, medical, dental, vision and disability insurance.

**FINANCIALS:** Sales and profits are in thousands of dollars—add 000 to get the full amount. 2009 Note: Financial information for 2009 was not available for all companies at press time.

2009 Sales: \$106,489	2009 Profits: \$2,609
2008 Sales: \$122,488	2008 Profits: \$-96,210
2007 Sales: \$82,521	2007 Profits: \$1,358
2006 Sales: \$52,041	2006 Profits: \$8,597
2005 Sales: \$37,770	2005 Profits: \$ 827

**U.S. Stock Ticker:** WWWW  
**Int'l Ticker:** Int'l Exchange:  
Employees: 700  
Fiscal Year Ends: 12/31  
Parent Company:

**SALARIES/BENEFITS:**

Pension Plan: ESOP Stock Plan: Profit Sharing: Top Exec. Salary: \$372,323 Bonus: \$  
Savings Plan: Y Stock Purch. Plan: Y Second Exec. Salary: \$325,000 Bonus: \$306,250

**OTHER THOUGHTS:**

Apparent Women Officers or Directors: 1  
Hot Spot for Advancement for Women/Minorities:

**LOCATIONS: ("Y" = Yes)**

West:	Southwest:	Midwest:	Southeast:	Northeast:	International:
Y	Y		Y	Y	Y

**WEBEX COMMUNICATIONS INC**

www.webex.com

Industry Group Code: 561499 Ranks within this company's industry group: Sales: Profits:

<b>Financial Services:</b> Stock Brokerage: Mortgages/Loans: Banking: Insurance: Credit Cards:	<b>Information:</b> Portal/News: Communities: Search Engine: Financial Data Pub.: Broadcasting/Music:	<b>Technology:</b> Hardware: Software: Specialty Equipment: Distributor:	<b>Services:</b> Payments/Markets: Consulting: Advertising/Mktg.: Outsourcing: Other:	<b>Retailing:</b> Retailer: Auctions: Tickets/Travel: Automobiles:	<b>Telecommunications:</b> Internet Service Provider: Web Site Services: Specialty Telecom:
		Y	Y		Y

**TYPES OF BUSINESS:**

Online Collaboration Services  
Online Conferencing Services & Software

**BRANDS/DIVISIONS/AFFILIATES:**

Cisco Systems Inc  
Cisco WebEx Meeting Center  
Cisco WebEx Event Center  
Cisco WebEx Training Center  
Cisco WebEx Remote Support  
Cisco WebEx Remote Access  
Cisco WebEx System Management

**CONTACTS:** *Note: Officers with more than one job title may be intentionally listed here more than once.*

Ismael Hassa, Dir.-WebEx Oper., Cisco  
Frank Calderoni, CFO/Exec. VP  
Joe Schwartz, Dir.-Mktg.

**Phone:** 408-435-7048      **Fax:** 408-496-4353

**Toll-Free:** 877-509-3239

**Address:** 3979 Freedom Cir., Santa Clara, CA 95054 US

**GROWTH PLANS/SPECIAL FEATURES:**

WebEx Communications, Inc., a subsidiary of Cisco Systems, Inc., provides conferencing services that allow users to share presentations, applications, documents and desktops, including video and audio content, online using a standard web browser. The company's flagship product is Cisco WebEx Meeting Center, a multimedia communications service that allows users to make presentations, share applications, update spreadsheets, share desktops, conduct training sessions and record meetings between multiple participants using variable platforms and browsers. Advanced options and other products include Cisco WebEx Event Center, which allows customers to host and management multimedia events for up to 3,000 participants; Cisco WebEx Training Center, an online classroom that allows presentation sharing, multimedia streaming and live video delivery to remote employees, customers, partners and students; Cisco WebEx Remote Support, which facilitates internal IT support to reduce company downtime; Cisco WebEx Remote Access, for the provision of support services to unattended computers; Cisco WebEx System Management, for remote IT infrastructure control; and additional WebEx Voice and Unified Communication solutions for enterprises. WebEx provides services to customers in the financial services, high-tech, healthcare, pharmaceutical, communications, manufacturing, government and management consulting industries.

**FINANCIALS:** Sales and profits are in thousands of dollars—add 000 to get the full amount. 2009 Note: Financial information for 2009 was not available for all companies at press time.

2009 Sales: \$	2009 Profits: \$
2008 Sales: \$	2008 Profits: \$
2007 Sales: \$	2007 Profits: \$
2006 Sales: \$380,012	2006 Profits: \$48,574
2005 Sales: \$308,422	2005 Profits: \$53,002

**U.S. Stock Ticker:** Subsidiary

Int'l Ticker: Int'l Exchange:

Employees:

Fiscal Year Ends: 12/31

Parent Company: CISCO SYSTEMS INC

**SALARIES/BENEFITS:**

Pension Plan:	ESOP Stock Plan:	Profit Sharing:	Top Exec. Salary: \$	Bonus: \$
Savings Plan:	Stock Purch. Plan:		Second Exec. Salary: \$	Bonus: \$

**OTHER THOUGHTS:**

Apparent Women Officers or Directors:

Hot Spot for Advancement for Women/Minorities: Y

**LOCATIONS:** ("Y" = Yes)

West:	Southwest:	Midwest:	Southeast:	Northeast:	International:
Y					

**WEBLOYALTY.COM INC**

www.webloyalty.com

Industry Group Code: 541810E Ranks within this company's industry group: Sales: Profits:

<b>Financial Services:</b> Stock Brokerage: Mortgages/Loans: Banking: Insurance: Credit Cards:	<b>Information:</b> Portal/News: Communities: Search Engine: Financial Data Pub.: Broadcasting/Music:	<b>Technology:</b> Hardware: Software: Specialty Equipment: Distributor:	<b>Services:</b> Payments/Markets: Consulting: Advertising/Mktg.: Outsourcing: Other:	<b>Retailing:</b> Retailer: Auctions: Tickets/Travel: Automobiles:	<b>Telecommunications:</b> Internet Service Provider: Web Site Services: Specialty Telecom:
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**TYPES OF BUSINESS:**

Direct Marketing Services  
Customer Membership Programs

**BRANDS/DIVISIONS/AFFILIATES:**

ReservationRewards  
BuyerAssurance  
TravelValuesPlus  
Shopper Discounts & Rewards  
WalletShield  
Official NASCAR Membership Club  
CheckoutFree

**CONTACTS:** *Note: Officers with more than one job title may be intentionally listed here more than once.*

Richard Fernandes, CEO  
Bart Catalane, CFO  
Martin Isaac, Sr. VP-Mktg.  
Sloane Levy, General Counsel/Sr. VP  
David Lynch, Sr. VP-Strategic Initiatives  
Gina Carey, Sr. VP-Finance  
Martin Child, Managing Dir.-Europe

**Phone:** 203-846-3300 **Fax:** 203-846-4100

**Toll-Free:**

**Address:** 101 Merritt 7, 4th Fl., Norwalk, CT 06851 US

**GROWTH PLANS/SPECIAL FEATURES:**

Webloyalty.com, Inc. offers direct marketing in conjunction with retail and other consumer sites on the Internet. The company's programs, which are designed to increase repeat transactions, consist of rewards packages that Webloyalty arranges and fulfills for its clients. These rewards take the form of \$10 worth of the clients' services or products, discounts on entertainment, travel or retail purchases and other services, such as consumer protection, insurance and credit monitoring. Specific packages include Reservation Rewards (entertainment and travel protection), Buyer Assurance (shopping protection), Travel Values Plus (travel discounts), Shopper Discounts and Rewards (online shopping savings and protection), Wallet Shield (credit monitoring and identity theft protection), Official NASCAR Membership Club (VIP treatment and savings) and CheckoutFree, (free or discounted online shopping). All of Webloyalty's programs offer these savings and services under the retail client's brand name and come with a free 30-day trial and a satisfaction guarantee. The company claims that its services add earnings of approximately \$.50 to \$2 per transaction. Members can cancel at anytime and request a refund of the current month's fee. Any program can be co-branded with the retailer's logo and graphics, allowing the client to offer valuable programs that add value to their web experience and increase brand awareness. The firm is owned by private equity company, General Atlantic LLC. In November 2009, the firm introduced a new gift card program that offers members a 20% discount off of the purchase of the cards. The gift card program also includes shopping discounts of up to 50% and discounts of up to 50% at family restaurants; as well as attraction and leisure discounts; travel protection and shopping protection benefits.

**FINANCIALS:** Sales and profits are in thousands of dollars—add 000 to get the full amount. 2009 Note: Financial information for 2009 was not available for all companies at press time.

2009 Sales: \$	2009 Profits: \$
2008 Sales: \$	2008 Profits: \$
2007 Sales: \$193,000	2007 Profits: \$
2006 Sales: \$143,900	2006 Profits: \$
2005 Sales: \$108,600	2005 Profits: \$

**U.S. Stock Ticker:** Private

**Int'l Ticker:** Int'l Exchange:

Employees:

Fiscal Year Ends: 12/31

Parent Company: GENERAL ATLANTIC LLC

**SALARIES/BENEFITS:**

Pension Plan:	ESOP Stock Plan:	Profit Sharing:	Top Exec. Salary: \$	Bonus: \$
Savings Plan:	Stock Purch. Plan:		Second Exec. Salary: \$	Bonus: \$

**OTHER THOUGHTS:**

Apparent Women Officers or Directors: 2  
Hot Spot for Advancement for Women/Minorities:

**LOCATIONS:** ("Y" = Yes)

West:	Southwest:	Midwest:	Southeast:	Northeast:	International:
Y				Y	Y



**WEBMD HEALTH CORP**

www.webmd.com

Industry Group Code: 519130 Ranks within this company's industry group: Sales: 16 Profits: 12

<b>Financial Services:</b> Stock Brokerage: Mortgages/Loans: Banking: Insurance: Credit Cards:	<b>Information:</b> Portal/News: Communities: Search Engine: Financial Data Pub.: Broadcasting/Music:	<b>Technology:</b> Hardware: Software: Specialty Equipment: Distributor:	<b>Services:</b> Payments/Markets: Consulting: Advertising/Mktg.: Outsourcing: Other:	<b>Retailing:</b> Retailer: Auctions: Tickets/Travel: Automobiles:	<b>Telecommunications:</b> Internet Service Provider: Web Site Services: Specialty Telecom:
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**TYPES OF BUSINESS:**Health Care Internet Portals  
Publishing**BRANDS/DIVISIONS/AFFILIATES:**WebMD Health Holdings, Inc.  
WebMD Health Network  
Medscape  
Little Blue Book (The)  
WebMD Magazine  
QualityHealth.com  
HLTH Corp.  
Marketing Technology Solutions, Inc.**CONTACTS:** *Note: Officers with more than one job title may be intentionally listed here more than once.*Wayne T. Gattinella, CEO  
Anthony Vuolo, COO  
Wayne T. Gattinella, Pres.  
Mark D. Funston, CFO/Exec. VP  
William Pence, CTO/Exec. VP  
Douglas W. Wamsley, General Counsel/Exec. VP/Corp. Sec.  
Nan-Kirsten Forte, Exec. VP-Consumer Svcs.  
Steven Zatz, Exec. VP-Professional Svcs.  
Craig Froude, Exec. VP/Gen. Mgr.-WebMD Health Svcs.  
Martin J. Wygood, Chmn.**Phone:** 212-624-3700**Fax:****Toll-Free:****Address:** 111 8th Ave., New York, NY 10011 US**GROWTH PLANS/SPECIAL FEATURES:**

WebMD Health Corp., formerly a unit of Emdeon Corp. known as WebMD Health Holdings, Inc., provides health information services to consumers; physicians and healthcare professionals; employers; and health plans. The public online service, the WebMD Health Network, offers WebMD Health, the company's primary public portal, and Medscape from WebMD, a public portal for physicians and health care professionals. WebMD Health provides health and wellness articles and features, and decision-support services to help consumers make informed decisions about health care providers, health risks and treatment options. Available information and interactive tools include detailed data on specific diseases or conditions, physician location and individual health care data storage. Medscape from WebMD assists physicians and health care professionals in improving clinical knowledge with original content such as daily news, commentary, conference coverage and continuing medical education. The WebMD Health Network has an approximate monthly average of 51 million unique users per month. The firm generates revenue from its public offerings primarily through advertising sales and sponsorships. Private portals offered by WebMD enable employees and health plan members to learn about benefits, providers and treatment decisions, customized to a user's health insurance plan. The company also provides personalized telephonic health coaching. Revenue is generated from the private side through content and technology licensed to employers and health plans, either directly or through distributors. In addition, the company has a publishing segment that produces The Little Blue Book, a physician directory, and WebMD the Magazine, a consumer magazine distributed free of charge to physician office waiting rooms. In July 2008, the company sold ViPS for \$225 million. In September 2008, the firm agreed to acquire QualityHealth.com and its owner, Marketing Technology Solutions, Inc. In June 2009, WebMD and its majority equity owner, HLTH Corporation, announced plans to merge, with WebMD continuing as the surviving company.

**FINANCIALS:** Sales and profits are in thousands of dollars—add 000 to get the full amount. 2009 Note: Financial information for 2009 was not available for all companies at press time.

2009 Sales: \$	2009 Profits: \$
2008 Sales: \$382,777	2008 Profits: \$26,702
2007 Sales: \$331,954	2007 Profits: \$65,884
2006 Sales: \$248,776	2006 Profits: \$2,536
2005 Sales: \$168,938	2005 Profits: \$7,745

**U.S. Stock Ticker:** WBMD**Int'l Ticker:** Int'l Exchange:

Employees:

Fiscal Year Ends: 12/31

Parent Company:

**SALARIES/BENEFITS:**

Pension Plan:	ESOP Stock Plan:	Profit Sharing:	Top Exec. Salary: \$	Bonus: \$
Savings Plan:	Stock Purch. Plan:		Second Exec. Salary: \$	Bonus: \$

**OTHER THOUGHTS:**Apparent Women Officers or Directors: 1  
Hot Spot for Advancement for Women/Minorities:**LOCATIONS:** ("Y" = Yes)

West:	Southwest:	Midwest:	Southeast:	Northeast:	International:
Y		Y	Y	Y	

**WEBMEDIA BRANDS INC**

www.webmediabrands.com

Industry Group Code: 519130 Ranks within this company's industry group: Sales: 24 Profits: 26

<b>Financial Services:</b> Stock Brokerage: Mortgages/Loans: Banking: Insurance: Credit Cards:	<b>Information:</b> Portal/News: Communities: Search Engine: Financial Data Pub.: Broadcasting/Music:	<b>Technology:</b> Hardware: Software: Specialty Equipment: Distributor:	<b>Services:</b> Payments/Markets: Consulting: Advertising/Mktg.: Outsourcing: Other:	<b>Retailing:</b> Retailer: Auctions: Tickets/Travel: Automobiles:	<b>Telecommunications:</b> Internet Service Provider: Web Site Services: Specialty Telecom:
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**TYPES OF BUSINESS:**

Business & Technology News Portal  
Online Image Library  
Market Research  
Trade Shows

**BRANDS/DIVISIONS/AFFILIATES:**

Jupitermedia Corporation  
MediaBistro.com  
Graphics.com  
Social Times Incorporated  
AllFacebook.com  
SocialTimes.com  
LearnNetwork.com  
FreelanceConnect.com

**CONTACTS:** *Note: Officers with more than one job title may be intentionally listed here more than once.*

Alan M. Meckler, CEO  
Donald J. O'Neil, CFO/VP  
Alan M. Meckler, Chmn.

**Phone:** 203-662-2800      **Fax:** 203-655-4686

**Toll-Free:**

**Address:** 23 Old Kings Hwy. S., Darien, CT 06820 US

**GROWTH PLANS/SPECIAL FEATURES:**

WebMedia Brands, Inc., formerly Jupitermedia Corporation, is a global provider of original information, job boards and events for information technology (IT), business and creative professionals. WebMediaBrands currently includes two distinct online networks: MediaBistro.com for media professionals; and Graphics.com for design and creative professionals. Mediabistro.com is dedicated to anyone who creates or works with content, or who is a professional working in a content/creative industry. This includes editors, writers, producers, graphic designers, book publishers and others in industries such as magazines, television, film, radio, newspapers, book publishing, online media, advertising, public relations and design. Graphics.com provides creative professionals with news, resources, online courses and community information. The firm's other Internet properties include LearnNetwork.com, FreelanceConnect.com and SemanticWeb.com. In February 2009, the company sold its online images business to Getty Images, Inc. Following this transaction, the firm changed its name from Jupitermedia Corporation to WebMedia Brands, Inc. In November 2009, the company sold the assets its Internet.com business to QuinStreet, Inc. In December 2009, WebMedia Brands acquired Social Times Incorporated, including two social media blogs, AllFacebook.com and SocialTimes.com.

WebMedia Brands offers its employees flexible spending accounts, tuition reimbursement and a 401(k) plan, in addition to medical, dental, life and AD&D insurance.

**FINANCIALS:** Sales and profits are in thousands of dollars—add 000 to get the full amount. 2009 Note: Financial information for 2009 was not available for all companies at press time.

2009 Sales: \$	2009 Profits: \$
2008 Sales: \$128,394	2008 Profits: \$-116,681
2007 Sales: \$140,334	2007 Profits: \$-82,275
2006 Sales: \$137,530	2006 Profits: \$11,489
2005 Sales: \$113,754	2005 Profits: \$78,399

**U.S. Stock Ticker: WEBM**

**Int'l Ticker:** Int'l Exchange:

Employees: 652

Fiscal Year Ends: 12/31

Parent Company:

**SALARIES/BENEFITS:**

Pension Plan:	ESOP Stock Plan:	Profit Sharing:	Top Exec. Salary: \$	Bonus: \$
Savings Plan: Y	Stock Purch. Plan:		Second Exec. Salary: \$	Bonus: \$

**OTHER THOUGHTS:**

Apparent Women Officers or Directors:

Hot Spot for Advancement for Women/Minorities:

**LOCATIONS: ("Y" = Yes)**

West: Y	Southwest:	Midwest:	Southeast:	Northeast: Y	International: Y
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**WESTELL TECHNOLOGIES INC**

www.westell.com

Industry Group Code: 334210 Ranks within this company's industry group: Sales: 12 Profits: 9

<b>Financial Services:</b> Stock Brokerage: Mortgages/Loans: Banking: Insurance: Credit Cards:	<b>Information:</b> Portal/News: Communities: Search Engine: Financial Data Pub.: Broadcasting/Music:	<b>Technology:</b> Hardware: Software: Specialty Equipment: Distributor:	<b>Services:</b> Payments/Markets: Consulting: Advertising/Mktg.: Outsourcing: Other:	<b>Retailing:</b> Retailer: Auctions: Tickets/Travel: Automobiles:	<b>Telecommunications:</b> Internet Service Provider: Web Site Services: Specialty Telecom:
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**TYPES OF BUSINESS:**

Telecommunications Equipment-High-Speed Data Transmission  
Broadband & DSL Solutions  
Modems, Switches, Routers & Gateways  
Home Networking Equipment  
Data Conferencing Services

**BRANDS/DIVISIONS/AFFILIATES:**

Customer Networking Equipment  
OSPlant Systems  
LiteLine  
ProLine  
VersaLink Gateway  
TriLink IMS Gateway  
UltraLine Series3 Wireless Broadband Home Router  
Noran Tel

**CONTACTS:** *Note: Officers with more than one job title may be intentionally listed here more than once.*

Richard S. Gilbert, CEO  
Brian S. Cooper, CFO/Sr. VP/Treas.  
Brian S. Cooper, Sec.  
Amy Forster, Chief Acct. Officer/Sr. VP  
Timothy J. (Tim) Reedy, CEO/Pres., Conference Plus  
Christopher J. (Chris) Shaver, VP/Gen. Mgr.-CNS Division  
Brian Powers, VP/Mgr.-OSPlant Systems Div.  
John W. Seazholtz, Chmn.  
Mark Skowronski, VP-Supply Chain Oper. & Quality

<b>Phone:</b> 630-898-2500	<b>Fax:</b> 630-375-4940
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<b>Toll-Free:</b>
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<b>Address:</b> 750 N. Commons Dr., Aurora, IL 60504 US
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**GROWTH PLANS/SPECIAL FEATURES:**

Westell Technologies, Inc. provides broadband access products to carriers, service providers and business enterprises. The company operates through two business segments: telecom equipment and telecom services. In the telecom segment, Westell designs, distributes, markets and services a range of digital and legacy analog products used by telephone companies and other telecommunications service providers to deliver broadband services over existing copper telephone wires, fiber optic networks, hybrid fiber-coax networks and wireless infrastructures. The telecom equipment segment consists of two product lines: Customer Networking Equipment (CNE) products and Outside Plant Systems (OSPlant Systems) products. The CNE product line includes networking and high-speed transmissions products that allow service providers to deliver broadband services over existing copper, fiber, coax or wireless infrastructures. Products include LiteLine and ProLine ADSL2+ Modems, enabling residential and small office/home office (SOHO) customers to connect one or more PCs and networking equipment to the ADSL (Asymmetric Digital Subscriber Line) service; VersaLink Gateway, enabling residential, SOHO and small businesses to network their broadband service to multiple PCs and other networked devices with wired and wireless access; TriLink IMS Gateway, supporting Fixed Mobile Convergence and Fixed-to Mobile Substitution applications in addition to VoIP (Voice over Internet Protocol) and networking features; and UltraLine Series3 Wireless Broadband Home Router, supporting a variety of wired and wireless broadband applications. Westell's OSPlant Systems, formerly known as Network Service Access, is a leading provider of next generation outdoor cabinets, enclosures, power distribution, edge connectors, remote monitoring and ancillary network protection solutions. The power distribution and remote monitoring solutions are provided through Westell's Noran Tel subsidiary. The firm's telecom service segment is comprised of a 91.5%-owned subsidiary, ConferencePlus, Inc., a provider of audio, video and web conferencing services.

**FINANCIALS:** Sales and profits are in thousands of dollars—add 000 to get the full amount. 2009 Note: Financial information for 2009 was not available for all companies at press time.

2009 Sales: \$161,204	2009 Profits: \$-16,684
2008 Sales: \$205,729	2008 Profits: \$-76,230
2007 Sales: \$256,533	2007 Profits: \$8,694
2006 Sales: \$283,171	2006 Profits: \$12,847
2005 Sales: \$270,263	2005 Profits: \$39,694

**U.S. Stock Ticker:** WSTL  
**Int'l Ticker:** Int'l Exchange:  
Employees: 402  
Fiscal Year Ends: 3/31  
Parent Company:

**SALARIES/BENEFITS:**

Pension Plan:	ESOP Stock Plan:	Profit Sharing:	Top Exec. Salary: \$450,000	Bonus: \$225,000
Savings Plan: Y	Stock Purch. Plan: Y		Second Exec. Salary: \$271,869	Bonus: \$216,000

**OTHER THOUGHTS:**

Apparent Women Officers or Directors: 1  
Hot Spot for Advancement for Women/Minorities:

**LOCATIONS:** ("Y" = Yes)

West:	Southwest:	Midwest: Y	Southeast:	Northeast:	International: Y
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**WHITTMANHART**

www.whittmanhart.com

Industry Group Code: 541512 Ranks within this company's industry group: Sales: Profits:

<b>Financial Services:</b> Stock Brokerage: Mortgages/Loans: Banking: Insurance: Credit Cards:	<b>Information:</b> Portal/News: Communities: Search Engine: Financial Data Pub.: Broadcasting/Music:	<b>Technology:</b> Hardware: Software: Specialty Equipment: Distributor:	<b>Services:</b> Payments/Markets: Consulting: Advertising/Mktg.: Outsourcing: Other:	<b>Retailing:</b> Retailer: Auctions: Tickets/Travel: Automobiles:	<b>Telecommunications:</b> Internet Service Provider: Web Site Services: Specialty Telecom:
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**TYPES OF BUSINESS:**

IT Consulting  
Interactive Marketing  
Performance Management  
Managed Hosting

**BRANDS/DIVISIONS/AFFILIATES:**

WHITTMANHART Interactive  
WHITTMANHART Interactive Application Development  
WHITTMANHART Knowledge Performance Service

**CONTACTS:** *Note: Officers with more than one job title may be intentionally listed here more than once.*

David Skinner, CEO  
Chad Ciesil, Pres.  
Dave Pardun, CFO  
Chip Weinstein, Pres., WhittmanHart Healthcare  
Alyssia Legget, Gen. Mgr.-New York & Atlanta  
Julie Adams, Dir.-Creative  
Arlene Tee, Dir.-Project Mgmt.

**Phone:** 312-981-6000      **Fax:** 312-981-6100

**Toll-Free:**

**Address:** 550 W. Adams St., Ste. 500, Chicago, IL 60661 US

**FINANCIALS:** Sales and profits are in thousands of dollars—add 000 to get the full amount. 2009 Note: Financial information for 2009 was not available for all companies at press time.

2009 Sales: \$	2009 Profits: \$
2008 Sales: \$	2008 Profits: \$
2007 Sales: \$	2007 Profits: \$
2006 Sales: \$	2006 Profits: \$
2005 Sales: \$	2005 Profits: \$

**U.S. Stock Ticker:** Private  
**Int'l Ticker:** Int'l Exchange:  
Employees:  
Fiscal Year Ends: 12/31  
Parent Company:

**SALARIES/BENEFITS:**

Pension Plan:	ESOP Stock Plan:	Profit Sharing:	Top Exec. Salary: \$	Bonus: \$
Savings Plan:	Stock Purch. Plan:		Second Exec. Salary: \$	Bonus: \$

**OTHER THOUGHTS:**

Apparent Women Officers or Directors: 3  
Hot Spot for Advancement for Women/Minorities: Y

**LOCATIONS:** ("Y" = Yes)

West: Y	Southwest:	Midwest: Y	Southeast: Y	Northeast: Y	International:
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**GROWTH PLANS/SPECIAL FEATURES:**

WHITTMANHART is a privately held Internet advertising and marketing company. The firm provides digital communications services, process improvement and enabling technologies to middle-market companies and Fortune 1000 businesses. The company has offices in California, Illinois, Georgia, Pennsylvania and New York. WHITTMANHART offers several interactive services through its one operating segment, WHITTMANHART Interactive. The firm provides strategic planning aimed at aiding clients to maximize their interactive effectiveness in their respective markets. The company's Knowledge Performance Service provides a continuing measurement of a company's interactive effectiveness based on site, online media, e-mail, sales and customer data. The firm's Interactive Application Development solution offers e-commerce, configurators, visualizers, dashboards, interactive mapping and content management. WHITTMANHART also designs and develops web sites, and offers marketing campaign development services. In recent years, the firm sold its consulting services segment, which offered corporate performance management, technology architecture, managed hosting, enterprise applications and business technology optimization consultation services, to Rolta TUSC, Inc.

**WIKIMEDIA FOUNDATION**

www.wikimediafoundation.org

Industry Group Code: 519130 Ranks within this company's industry group: Sales: 36 Profits:

<b>Financial Services:</b> Stock Brokerage: Mortgages/Loans: Banking: Insurance: Credit Cards:	<b>Information:</b> Portal/News: Communities: Search Engine: Financial Data Pub.: Broadcasting/Music:	<b>Technology:</b> Hardware: Software: Specialty Equipment: Distributor:	<b>Services:</b> Payments/Markets: Consulting: Advertising/Mktg.: Outsourcing: Other:	<b>Retailing:</b> Retailer: Auctions: Tickets/Travel: Automobiles:	<b>Telecommunications:</b> Internet Service Provider: Web Site Services: Specialty Telecom:
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**TYPES OF BUSINESS:**

Online Dictionary  
Online Encyclopedia  
Online Educational Content

**BRANDS/DIVISIONS/AFFILIATES:**

Wikipedia  
Wikiversity  
Wikibooks  
Wiktionary  
Wikisource  
Wikiquote  
Wikinews  
Wikimania

**CONTACTS:** *Note: Officers with more than one job title may be intentionally listed here more than once.*

Sue Gardner, Exec. Dir.  
Veronique Kessler, COO  
Veronique Kessler, CFO  
Rob Halsell, Mgr.-IT  
Danese Cooper, CTO  
Mike Godwin, General Counsel  
Kul Wadhwa, Head-Bus. Dev.  
Jay Walsh, Head-Comm.  
Erik Moller, Deputy Dir.  
Frank Schulenburg, Head-Public Outreach  
Rebecca Handler, Head-Major Gifts  
Rand Montoya, Head-Community Giving  
Michael Snow, Chmn.

**Phone:** 415-839-6885      **Fax:** 415-882-0495

**Toll-Free:**

**Address:** 149 New Montgomery St., 3rd Fl., San Francisco, CA 94105 US

**GROWTH PLANS/SPECIAL FEATURES:**

Wikimedia Foundation is a non-profit charitable organization that operates the free online, multi-lingual encyclopedia, Wikipedia, as well as other free knowledge databases such as Wikiversity, a source for tutorials and learning development; Wikibooks, a source for free content textbooks; Wiktionary, an online dictionary; Wikisource, a collection of published texts; Wikiquote, a collection of quotations; Wikinews, a source for news entries written as in the style of news stories; Wikispecies, a comprehensive catalog of species aimed at scientists; Mediawiki, a software application that manages content; and Wikimedia Commons, a collection of images and multimedia. The aim of the foundation is to foster the collection and development of educational content by people all over the world, and to provide a free and public domain for the issuing of information. Because Wikipedia owns all of the servers that run each project, the sites feature no advertisements. Wikimedia is run by a staff with the help of numerous volunteers either contributing content, participating through committees; or acting as interns. The foundation relies heavily on donations from individuals, but also receives money from grants, gifts of servers and fundraising. Wikimedia has chapters in 21 countries, which are autonomous organizations. The chapters support the aims of Wikimedia but do not share control of Wikimedia sites.

**FINANCIALS:** Sales and profits are in thousands of dollars—add 000 to get the full amount. 2009 Note: Financial information for 2009 was not available for all companies at press time.

2009 Sales: \$8,658	2009 Profits: \$
2008 Sales: \$5,033	2008 Profits: \$
2007 Sales: \$2,734	2007 Profits: \$
2006 Sales: \$1,508	2006 Profits: \$
2005 Sales: \$	2005 Profits: \$

**U.S. Stock Ticker: Nonprofit****Int'l Ticker:** Int'l Exchange:

Employees: 23

Fiscal Year Ends: 6/30

Parent Company:

**SALARIES/BENEFITS:**

Pension Plan:	ESOP Stock Plan:	Profit Sharing:	Top Exec. Salary: \$	Bonus: \$
Savings Plan:	Stock Purch. Plan:		Second Exec. Salary: \$	Bonus: \$

**OTHER THOUGHTS:**

Apparent Women Officers or Directors: 9  
Hot Spot for Advancement for Women/Minorities: Y

**LOCATIONS: ("Y" = Yes)**

West:	Southwest:	Midwest:	Southeast:	Northeast:	International:
Y					Y

**WINDSTREAM CORPORATION**

www.windstream.com

Industry Group Code: 517110 Ranks within this company's industry group: Sales: 15 Profits: 6

<b>Financial Services:</b> Stock Brokerage: Mortgages/Loans: Banking: Insurance: Credit Cards:	<b>Information:</b> Portal/News: Communities: Search Engine: Financial Data Pub.: Broadcasting/Music:	<b>Technology:</b> Hardware: Software: Specialty Equipment: Distributor:	<b>Services:</b> Payments/Markets: Consulting: Advertising/Mktg.: Outsourcing: Other:	<b>Retailing:</b> Retailer: Auctions: Tickets/Travel: Automobiles:	<b>Telecommunications:</b> Internet Service Provider: Web Site Services: Specialty Telecom:	Y
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**TYPES OF BUSINESS:**

Telephone Service--Local Exchange Carrier & Diversified  
Network Access Services  
High-Speed Internet Access

**BRANDS/DIVISIONS/AFFILIATES:**

Alltel  
Valor Communications Group  
D&E Communications

**CONTACTS:** *Note: Officers with more than one job title may be intentionally listed here more than once.*

Jeffrey R. Gardner, CEO  
Jeffrey R. Gardner, Pres.  
Brent Whittington, CFO/Exec. VP  
Ric Crane, Chief Mktg. Officer/Exec. VP  
Susan Bradley, Sr. VP-Human Resources  
Cindy Nash, Sr. VP-IT  
John P. Fletcher, General Counsel/Exec. VP  
Mary Michaels, Dir.-Investor Rel. & Capital Markets  
Robert G. Clancy, Treas./Sr. VP  
Anthony W. Thomas, Controller  
Mike Rhoda, Sr. VP-Governmental Affairs  
Frank Schueneman, Sr. VP-Network Svcs.  
Grant Raney, Exec. VP-Network Oper.  
Francis X. Frantz, Chmn.

Phone: 501-748-7000

Fax:

Toll-Free:

Address: 4001 Rodney Parham Rd., Little Rock, AR 72212 US

**GROWTH PLANS/SPECIAL FEATURES:**

Windstream Corporation is a large provider of telecommunications services in rural communities in the U.S. Windstream was formed through Alltel's spin-off of its wireline telecommunications business and the merger of that wireline business with Valor. As a result of the merger, Windstream is one of the largest local telecommunications carriers in the U.S. and the largest local telecommunications carrier primarily focused on rural markets. Windstream has approximately 3 million access lines and 1 million Internet customers spanning Alabama, Arkansas, Florida, Georgia, Kentucky, Mississippi, Missouri, Nebraska, New Mexico, New York, North Carolina, Ohio, Oklahoma, Pennsylvania, South Carolina and Texas. The company offers local telephone, high-speed Internet, long distance, network access and video services. Voice services consist of traditional telephone services, as well as enhanced services such as call waiting, call forwarding, caller identification, three-way calling, no-answer transfer and voicemail. Long distance services include switched interstate, intrastate and international long distance as well as operator services. Data and special access services primarily consist of high-speed Internet services and the provision of special access dedicated circuits. The company also offers enhanced Internet services to business customers, which include obtaining Internet protocol addresses, web site design and hosting. Windstream also has a co-branded agreement with DISH networks through which it offers cable television services. In November 2008, the firm completed the sale of its wireless properties in North Carolina to AT&T for approximately \$60 million. In May 2009, Windstream agreed to acquire D&E Communications, an integrated communications provider based in Pennsylvania. This acquisition will nearly double Windstream's presence in Pennsylvania with the addition of approximately 165,000 access lines and 44,000 high-speed Internet customers.

Windstream offers employees medical, dental and vision coverage; paid time off; a United States Bond Program; education and adoption assistance programs; discounts; and a referral program.

**FINANCIALS:** Sales and profits are in thousands of dollars—add 000 to get the full amount. 2009 Note: Financial information for 2009 was not available for all companies at press time.

2009 Sales: \$	2009 Profits: \$
2008 Sales: \$3,172,000	2008 Profits: \$1,132,000
2007 Sales: \$3,260,800	2007 Profits: \$917,100
2006 Sales: \$3,033,300	2006 Profits: \$545,300
2005 Sales: \$2,923,500	2005 Profits: \$374,300

**U.S. Stock Ticker:** WIN  
**Int'l Ticker:** Int'l Exchange:  
Employees:  
Fiscal Year Ends: 12/31  
Parent Company:

**SALARIES/BENEFITS:**

Pension Plan:	ESOP Stock Plan:	Profit Sharing:	Top Exec. Salary: \$984,000	Bonus: \$1,787,554
Savings Plan: Y	Stock Purch. Plan: Y		Second Exec. Salary: \$492,308	Bonus: \$631,326

**OTHER THOUGHTS:**

Apparent Women Officers or Directors: 2  
Hot Spot for Advancement for Women/Minorities:

**LOCATIONS: ("Y" = Yes)**

West:	Southwest:	Midwest:	Southeast:	Northeast:	International:
	Y	Y	Y	Y	

**WINE.COM INC**

www.wine.com

Industry Group Code: 445310 Ranks within this company's industry group: Sales: Profits:

<b>Financial Services:</b> Stock Brokerage: Mortgages/Loans: Banking: Insurance: Credit Cards:	<b>Information:</b> Portal/News: Communities: Search Engine: Financial Data Pub.: Broadcasting/Music:	<b>Technology:</b> Hardware: Software: Specialty Equipment: Distributor:	<b>Services:</b> Payments/Markets: Consulting: Advertising/Mktg.: Outsourcing: Other:	<b>Retailing:</b> Retailer: Auctions: Tickets/Travel: Automobiles:	<b>Telecommunications:</b> Internet Service Provider: Web Site Services: Specialty Telecom:
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**TYPES OF BUSINESS:**

Online Retail-Wine & Accessories  
Flowers & Gifts  
Gourmet Foods

**BRANDS/DIVISIONS/AFFILIATES:**

eVineyard  
WineShopper.com  
Baker Capital

**CONTACTS:** *Note: Officers with more than one job title may be intentionally listed here more than once.*

Rich Bergsund, CEO  
Geoffrey Smaling, CTO  
Michael Osborn, VP-Merch.  
David Do, VP-Oper.

**Phone:** 415-291-9500      **Fax:** 415-291-9599

**Toll-Free:** 877-289-6886

**Address:** 114 Sansome St., 6th Fl., San Francisco, CA 94104 US

**GROWTH PLANS/SPECIAL FEATURES:**

Wine.com, Inc., formed when eVineyard acquired the assets of its larger Napa Valley competitors, Wine.com and WineShopper.com, is one of the nation's largest online wine retailers, offering more than 14,000 domestic and imported premium wines. The firm markets wine, champagne, gift baskets, gift certificates, flowers and gourmet foods such as cookies, cheeses, cakes, chocolates, coffee and candied fruits from Harry & David. Wine.com sells wine to customers in Alaska, California, Colorado, Connecticut, Florida, Idaho, Illinois, Louisiana, Michigan, Missouri, Nebraska, Nevada, New Hampshire, New Jersey, New Mexico, New York, North Carolina, North Dakota, Ohio, Oregon, Texas, Virginia, Washington, Washington, D.C., West Virginia and Wyoming. Customers who live in any of the states in which the firm does not have a liquor license can still order products from the web site's catalog of wine accessories and gourmet foods. The company sells its goods to Japanese e-shoppers as well, with the help of a local distribution partner. Through its web site, Wine.com offers customers the opportunity to join several different wine clubs, make business purchases through its corporate gift-giving center or subscribe to any of its newsletters. In addition, the web site has a comprehensive reference area where customers can research and learn about topics related to wine and wine production. This reference area includes notes and recommendations from some of the most respected winemakers in the world. Wine.com is owned by Baker Capital. The company expanded its operations into Connecticut with the acquisition of Chatham Spirits & Fine Wines in East Hampton, Connecticut. In June 2009, the firm launched a new division, Wine.com Logistics, offering direct-to-customer service to wineries. In November 2009, the firm collaborated with Petrossian.com to sell French wines in the U.S.

**FINANCIALS:** Sales and profits are in thousands of dollars—add 000 to get the full amount. 2009 Note: Financial information for 2009 was not available for all companies at press time.

2009 Sales: \$	2009 Profits: \$
2008 Sales: \$	2008 Profits: \$
2007 Sales: \$	2007 Profits: \$
2006 Sales: \$	2006 Profits: \$
2005 Sales: \$	2005 Profits: \$

**U.S. Stock Ticker:** Private  
**Int'l Ticker:** Int'l Exchange:  
Employees:  
Fiscal Year Ends: 12/31  
Parent Company:

**SALARIES/BENEFITS:**

Pension Plan:	ESOP Stock Plan:	Profit Sharing:	Top Exec. Salary: \$	Bonus: \$
Savings Plan:	Stock Purch. Plan:		Second Exec. Salary: \$	Bonus: \$

**OTHER THOUGHTS:**

Apparent Women Officers or Directors:  
Hot Spot for Advancement for Women/Minorities:

**LOCATIONS:** ("Y" = Yes)

West: Y	Southwest:	Midwest:	Southeast:	Northeast: Y	International:
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**WIPRO LTD**

www.wiprocorporate.com

Industry Group Code: 541513 Ranks within this company's industry group: Sales: 7 Profits: 4

<b>Financial Services:</b> Stock Brokerage: Mortgages/Loans: Banking: Insurance: Credit Cards:	<b>Information:</b> Portal/News: Communities: Search Engine: Financial Data Pub.: Broadcasting/Music:	<b>Technology:</b> Hardware: Software: Specialty Equipment: Distributor:	<b>Services:</b> Payments/Markets: Consulting: Advertising/Mktg.: Outsourcing: Other:	<b>Retailing:</b> Retailer: Auctions: Tickets/Travel: Automobiles:	<b>Telecommunications:</b> Internet Service Provider: Web Site Services: Specialty Telecom:
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**TYPES OF BUSINESS:**

IT Consulting & Outsourcing  
Computer Hardware & Software Design  
Hydraulic Equipment  
Medical Electronics  
Lighting Equipment  
Soaps & Toiletries

**BRANDS/DIVISIONS/AFFILIATES:**

Wipro Technologies  
Wipro Infotech  
Wipro Consumer Care and Lighting  
Wipro Infrastructure Engineering  
Wipro GE Medical Systems Ltd  
Yardley

**CONTACTS:** *Note: Officers with more than one job title may be intentionally listed here more than once.*

Azim Premji, CEO  
Suresh C. Senapaty, CFO  
Pratik Kumar, Exec. VP-Human Resources  
Suresh Vaswani, Joint CEO/Exec. Dir.-IT Business  
Anurag Behar, CEO-Infrastructure & Eng.  
T.K. Kurien, Pres., Global Programs & Strategic Initiatives  
Pratik Kumar, Exec. VP-Brand & Corp. Comm.  
Girish S. Paranipe, Joint CEO/Exec. Dir.-IT Business  
Anurag Behar, Corp. VP-Community Initiatives  
Azim Premji, Chmn.

**Phone:** 91-80-2844-0055      **Fax:** 91-80-2844-0104

**Toll-Free:**

**Address:** Doddakannelli, Sarjapur Rd., Bangalore, 560035 India

**GROWTH PLANS/SPECIAL FEATURES:**

Wipro, Ltd. is a leading global IT services company. The company provides software programs; IT consulting; business process outsourcing (BPO) services; and research and development services in the areas of hardware and software design to companies around the world. Additional offerings include IT products and consumer care and lighting which account for a small percentage of its business. Wipro operates through multiple subsidiaries, including Wipro Technologies; Wipro Infotech; Wipro Consumer Care Limited; Wipro Infrastructure Engineering Limited; and Wipro GE Medical Systems, Ltd. Wipro Technologies is a premier technology company and one of the world's first SEI CMM Level 5 certified IT services firms, a certification given by the Software Engineering Institute in association with Carnegie Mellon University that is widely accepted as an industry standard of software maturity and effectiveness. Wipro Technologies and Wipro Infotech are responsible for the firm's IT, BPO, R&D and Consulting services. Wipro Infotech operates in India and the Middle-East and Wipro Technologies serves customers in the U.S., Europe, Japan, Australia and South-East Asia. Wipro Consumer Care and Lighting focuses on niche markets and offers a mix of consumer products, including soaps and toiletries; baby care products; light bulbs, fluorescent tubes and other lighting accessories; furniture; and hydrogenated oil. Wipro Infrastructure Engineering Limited, formerly Wipro Fluid Power, Ltd., develops and delivers hydraulic cylinders, water treatment systems and clean energy systems to original equipment manufacturers (OEMs) worldwide. Wipro GE Medical Systems, a joint venture with General Electric (GE) provides South-Asian markets with GE products and after-sales services for all GE medical products sold to them. In November 2009, the company acquired Yardley businesses in Asia, Middle East, Australasia and certain African markets for \$45.5 million. Yardley is a brand of personal care products and its operations will become part of Wipro's Consumer Care and Lighting business.

**FINANCIALS:** Sales and profits are in thousands of dollars—add 000 to get the full amount. 2009 Note: Financial information for 2009 was not available for all companies at press time.

2009 Sales: \$5,004,000	2009 Profits: \$677,000
2008 Sales: \$4,933,000	2008 Profits: \$806,000
2007 Sales: \$3,467,000	2007 Profits: \$677,000
2006 Sales: \$2,385,500	2006 Profits: \$455,710
2005 Sales: \$1,863,000	2005 Profits: \$363,000

**U.S. Stock Ticker:** WIT  
**Int'l Ticker:** 507685 Int'l Exchange: Bombay-BSE  
Employees: 100,000  
Fiscal Year Ends: 3/31  
Parent Company:

**SALARIES/BENEFITS:**

Pension Plan:	ESOP Stock Plan:	Profit Sharing:	Top Exec. Salary: \$	Bonus: \$
Savings Plan:	Stock Purch. Plan:		Second Exec. Salary: \$	Bonus: \$

**OTHER THOUGHTS:**

**Apparent Women Officers or Directors:**  
**Hot Spot for Advancement for Women/Minorities:**

**LOCATIONS:** ("Y" = Yes)

West:	Southwest:	Midwest:	Southeast:	Northeast:	International:
Y	Y	Y	Y	Y	Y



**XO HOLDINGS INC**

www.xo.com

Industry Group Code: 517110 Ranks within this company's industry group: Sales: 19 Profits: 21

<b>Financial Services:</b> Stock Brokerage: Mortgages/Loans: Banking: Insurance: Credit Cards:	<b>Information:</b> Portal/News: Communities: Search Engine: Financial Data Pub.: Broadcasting/Music:	<b>Technology:</b> Hardware: Software: Specialty Equipment: Distributor:	<b>Services:</b> Payments/Markets: Consulting: Advertising/Mktg.: Outsourcing: Other:	<b>Retailing:</b> Retailer: Auctions: Tickets/Travel: Automobiles:	<b>Telecommunications:</b> Internet Service Provider: Web Site Services: Specialty Telecom:	Y Y Y
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**TYPES OF BUSINESS:**

Corporate Telecommunications-Broadband Networks  
Web Site Hosting  
Internet Services  
Virtual Private Networks  
Commercial Networking Services  
Local & Long-Distance Voice Services  
Wireless Services  
VOIP Service

**BRANDS/DIVISIONS/AFFILIATES:**

XO Communications, LLC  
XO Business Services  
XO Carrier Services  
Nextlink Wireless, Inc.

**CONTACTS:** *Note: Officers with more than one job title may be intentionally listed here more than once.*

Carl J. Grivner, CEO  
Wayne Rehberger, COO  
Carl J. Grivner, Pres.  
Gregory W. Freiberg, CFO/Sr. VP  
Terri Burke, VP-Human Resources  
Robert Geller, CIO  
Randy Nicklas, CTO  
Simone Wu, General Counsel/Sr. VP/Sec.  
Chad Couser, Sr. Mgr.-Public Rel.  
Ernie Ortega, Pres., XO Carrier Sales  
Heather B. Gold, Sr. VP-External Affairs  
Dan Wagner, Pres., XO Business Svcs.  
Steve Nocella, Sr. VP-Network Svcs.  
Carl C. Icahn, Chmn.

<b>Phone:</b> 703-547-2000	<b>Fax:</b> 703-547-2881
<b>Toll-Free:</b> 866-349-0134	
<b>Address:</b> 13865 Sunrise Valley Dr., Herndon, VA 20171 US	

**GROWTH PLANS/SPECIAL FEATURES:**

XO Holdings, Inc. provides a comprehensive array of facilities-based national and local telecommunications services to small businesses, large enterprises, government customers and telecommunications companies. The company operates through two subsidiaries: XO Communications, LLC and Nextlink Wireless, Inc. XO Communications, the firm's supplier of wireline services, is composed of two business units: XO Business Services, which provides businesses and large enterprises with managed Internet Protocol (IP), data and end-to-end voice communications services, and XO Carrier Services, which delivers a broad range of IP, data and wholesale voice services to carriers and other telecommunications customers. Together these units utilize over 1 million miles of metro fiber in order to supply a variety of products and services including Voice over Internet Protocol (VoIP) services, mid-band Ethernet Internet access, managing services and hosting services. The firm's wireline services also include Internet access offerings from dial-up to DSL to dedicated Internet access; private data networking, including virtual private network (VPN) and Ethernet services; hosting services, including web site traffic management tools, e-commerce services and server collocation; and voice services, including bundled local and long-distance, interactive voice response systems and shared tenant services. Nextlink Wireless, Inc., markets high-speed wireless alternatives using broadband radio signals. Nextlink's services include wireless backhaul, network extensions, network redundancy and diversity services. In February 2008, the firm announced plans to build new metro network facilities in Charlotte, North Carolina. In April 2009, the firm's IP-based voice and data communications services became available to businesses in Raleigh, North Carolina. XO offers employees a 401(k); flexible spending accounts; medical, vision and dental coverage; life, AD&D and disability insurance; educational assistance; and an employee assistance program.

**FINANCIALS:** Sales and profits are in thousands of dollars—add 000 to get the full amount. 2009 Note: Financial information for 2009 was not available for all companies at press time.

2009 Sales: \$	2009 Profits: \$
2008 Sales: \$1,477,610	2008 Profits: \$-75,281
2007 Sales: \$1,428,665	2007 Profits: \$-117,355
2006 Sales: \$1,416,834	2006 Profits: \$-131,890
2005 Sales: \$1,433,622	2005 Profits: \$-146,505

**U.S. Stock Ticker:** XOHO  
**Int'l Ticker:** Int'l Exchange:  
Employees: 4,062  
Fiscal Year Ends: 12/31  
Parent Company:

**SALARIES/BENEFITS:**

Pension Plan: Y	ESOP Stock Plan:	Profit Sharing:	Top Exec. Salary: \$700,000	Bonus: \$770,000
Savings Plan: Y	Stock Purch. Plan:		Second Exec. Salary: \$400,000	Bonus: \$288,000

**OTHER THOUGHTS:**

**Apparent Women Officers or Directors:** 3  
**Hot Spot for Advancement for Women/Minorities:** Y

**LOCATIONS:** ("Y" = Yes)

West:	Southwest:	Midwest:	Southeast:	Northeast:	International:
Y	Y	Y	Y	Y	

**YAHOO! INC**

www.yahoo.com

Industry Group Code: 519130 Ranks within this company's industry group: Sales: 3 Profits: 3

<b>Financial Services:</b> Stock Brokerage: Mortgages/Loans: Banking: Insurance: Credit Cards:	<b>Information:</b> Portal/News: Communities: Search Engine: Financial Data Pub.: Broadcasting/Music:	<b>Technology:</b> Hardware: Software: Specialty Equipment: Distributor:	<b>Services:</b> Payments/Markets: Consulting: Advertising/Mktg.: Outsourcing: Other:	<b>Retailing:</b> Retailer: Auctions: Tickets/Travel: Automobiles:	<b>Telecommunications:</b> Internet Service Provider: Web Site Services: Specialty Telecom:
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**TYPES OF BUSINESS:**

Online Portal-Search Engine  
Broadcast Media  
Job Placement Services  
Paid Positioning Services  
Advertising Services  
Online Business & Consumer Information  
Search Technology Licensing  
E-Commerce

**BRANDS/DIVISIONS/AFFILIATES:**

Yahoo.com  
Yahoo! Hotjobs  
Yahoo! Japan Corp  
Yahoo! Search Marketing group  
Yahoo! News  
HotJobs.com, Ltd.  
Yahoo! Finance  
Yahoo! Sports

**CONTACTS:** *Note: Officers with more than one job title may be intentionally listed here more than once.*

Carol Bartz, CEO  
Timothy R. Morse, CFO/Exec. VP  
Elisa Steele, Chief Mktg. Officer/Exec. VP  
David Windley, Chief Human Resources Officer/Exec. VP  
Aristotle Balogh, CTO  
Aristotle Balogh, Exec. VP-Prod.  
David Dibble, Exec. VP-Service Eng.  
Michael J. Callahan, General Counsel/Exec. VP/Sec.  
David Dibble, Exec. VP-Oper.  
Eric C. Brown, Sr. VP-Global Comm.  
Michael A. Murray, Sr. VP-Finance/Chief Acct. Officer  
Penny Baldwin, Sr. VP-Global Integrated Mktg. & Brand Mgmt.  
Hilary Schneider, Exec. VP-North America  
Jeff Russakow, Exec. VP-Customer Advocacy  
Joanne K. Bradford, Sr. VP-U.S. Revenue & Market Dev.  
Roy J. Bostock, Chmn.  
Rich Riley, Sr. VP-Europe & Canada

**Phone:** 408-349-3300 **Fax:** 408-349-3301

**Toll-Free:**

**Address:** 701 First Ave., Sunnyvale, CA 94089 US

**GROWTH PLANS/SPECIAL FEATURES:**

Yahoo!, Inc. is a provider of online products and services to consumers and businesses worldwide. For users, the company's offerings fall into six categories: Front Doors, such as Yahoo! Front Page and Yahoo! Toolbar; Search through Yahoo! Search, Yahoo! Yellow Pages, Yahoo! Maps and Yahoo! Local; Communications through Yahoo! Mail, Zimbra Mail, and Yahoo! Messenger; Communities such as Yahoo! Groups and Yahoo! Answers; Audience, including Yahoo! News, Yahoo! Finance and Yahoo! Sports; and Connected Life through Yahoo! Mobile and Yahoo! Connected TV. The majority of these offerings are available in over 30 languages. For advertisers and publishers, Yahoo! provides a range of marketing solutions and tools that enable businesses to reach users who visit Yahoo! Properties and its Affiliate sites. For developers, Yahoo provides an innovative and easily accessible array of Web Services and Application Programming Interfaces (APIs), technical resources, tools, and channels to market. Yahoo! is present in over 30 markets in Europe, Latin America, Asia Pacific and North America. The company has entered into relationships with business partners that offer content, technology and distribution capabilities, which permit the company to bring Yahoo!-branded, targeted media products to the market more quickly. The company also operates HotJobs.com, Ltd., a leading Internet job placement and recruiting company. In June 2009, the firm released Yahoo! Distribution of Hadoop, a distributed file program that allows for the processing of massive amounts of data, and released Yahoo! Mobile experience in nine additional countries. In July 2009, Yahoo! launched Search Pad beta, a program that aids those doing extensive online research by capturing, organizing, saving and sharing information during searches. Also in July 2009, the firm and Microsoft Corp. agreed to a deal by which Microsoft's Bing search engine will replace the Yahoo! Search Engine on all Yahoo! web pages, while Yahoo! will handle all of the search advertising for both firms.

**FINANCIALS:** Sales and profits are in thousands of dollars—add 000 to get the full amount. 2009 Note: Financial information for 2009 was not available for all companies at press time.

2009 Sales: \$6,460,315	2009 Profits: \$605,289
2008 Sales: \$7,208,502	2008 Profits: \$424,298
2007 Sales: \$6,969,274	2007 Profits: \$660,000
2006 Sales: \$6,425,679	2006 Profits: \$751,391
2005 Sales: \$5,257,668	2005 Profits: \$1,896,230

**U.S. Stock Ticker:** YHOO  
**Int'l Ticker:** Int'l Exchange:  
Employees: 13,600  
Fiscal Year Ends: 12/31  
Parent Company:

**SALARIES/BENEFITS:**

Pension Plan:	ESOP Stock Plan:	Profit Sharing:	Top Exec. Salary: \$815,000	Bonus: \$611,250
Savings Plan: Y	Stock Purch. Plan: Y		Second Exec. Salary: \$487,500	Bonus: \$250,000

**OTHER THOUGHTS:**

Apparent Women Officers or Directors: 6  
Hot Spot for Advancement for Women/Minorities: Y

**LOCATIONS:** ("Y" = Yes)

West: Y	Southwest:	Midwest:	Southeast:	Northeast:	International: Y
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**YAHOO! SEARCH MARKETING GROUP**

searchmarketing.yahoo.com

Industry Group Code: 541810E Ranks within this company's industry group: Sales: Profits:

<b>Financial Services:</b> Stock Brokerage: Mortgages/Loans: Banking: Insurance: Credit Cards:	<b>Information:</b> Portal/News: Communities: Search Engine: Y Financial Data Pub.: Broadcasting/Music:	<b>Technology:</b> Hardware: Software: Specialty Equipment: Distributor:	<b>Services:</b> Payments/Markets: Consulting: Advertising/Mktg.: Y Outsourcing: Other:	<b>Retailing:</b> Retailer: Auctions: Tickets/Travel: Automobiles:	<b>Telecommunications:</b> Internet Service Provider: Web Site Services: Specialty Telecom:
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**TYPES OF BUSINESS:**

Online Marketing &amp; Advertising

**BRANDS/DIVISIONS/AFFILIATES:**Sponsored Search  
Content Match  
Ambassador Directory**CONTACTS:** *Note: Officers with more than one job title may be intentionally listed here more than once.*Penny Baldwin, Sr. VP-Global Integrated Mktg., Yahoo Inc.  
Susan Decker, Head-Advertiser & Publisher Group, Yahoo Inc.  
Elisa Steele, Exec. VP/Chief Mktg. Officer-Yahoo Inc.**Phone:** 818-524-3000 **Fax:** 818-524-3001**Toll-Free:** 888-811-4686**Address:** 3333 Empire Ave., Burbank, CA 91504 US**FINANCIALS:** Sales and profits are in thousands of dollars—add 000 to get the full amount. 2009 Note: Financial information for 2009 was not available for all companies at press time.

2009 Sales: \$	2009 Profits: \$
2008 Sales: \$	2008 Profits: \$
2007 Sales: \$111,900	2007 Profits: \$
2006 Sales: \$	2006 Profits: \$
2005 Sales: \$	2005 Profits: \$

**U.S. Stock Ticker: Subsidiary**  
**Int'l Ticker:** Int'l Exchange:  
 Employees:  
 Fiscal Year Ends: 12/31  
 Parent Company: YAHOO! INC
**SALARIES/BENEFITS:**

Pension Plan:	ESOP Stock Plan:	Profit Sharing:	Top Exec. Salary: \$	Bonus: \$37,500
Savings Plan: Y	Stock Purch. Plan: Y		Second Exec. Salary: \$	Bonus: \$

**OTHER THOUGHTS:**Apparent Women Officers or Directors: 3  
Hot Spot for Advancement for Women/Minorities: Y**LOCATIONS:** ("Y" = Yes)

West: Y	Southwest:	Midwest:	Southeast:	Northeast:	International:
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**GROWTH PLANS/SPECIAL FEATURES:**

Yahoo! Search Marketing Group (YSMG), a subsidiary of Yahoo! Inc., offers search results advertising services. The Sponsored Search option allows businesses to create ads that appear alongside search results, activated by particular key words. When a Yahoo! user runs a search containing those keywords, corresponding advertisements appear alongside the algorithmic search results. The client business pays only when a customer clicks their ad. Complementing the Sponsored Search is Content Match, in which company ads appear alongside algorithmic search results that include related content. The firm's targeting services are designed to let customers target more specific demographics and choose the times of day their ads will be displayed. Headquartered in Burbank, California, the company serves clients in the U.S. and Europe.

Employee benefits include medical, dental and vision coverage; employee stock purchase plan; 401(k) with company match; and tuition reimbursement.

**YELP**

www.yelp.com

Industry Group Code: 519130 Ranks within this company's industry group: Sales: Profits:

<b>Financial Services:</b> Stock Brokerage: Mortgages/Loans: Banking: Insurance: Credit Cards:	<b>Information:</b> Portal/News: Communities: Search Engine: Financial Data Pub.: Broadcasting/Music:	<b>Technology:</b> Hardware: Software: Specialty Equipment: Distributor:	<b>Services:</b> Payments/Markets: Consulting: Advertising/Mktg.: Outsourcing: Other:	<b>Retailing:</b> Retailer: Auctions: Tickets/Travel: Automobiles:	<b>Telecommunications:</b> Internet Service Provider: Web Site Services: Specialty Telecom:
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**TYPES OF BUSINESS:**

Online Community-Business Reviews  
Advertising Services  
Users Ratings

**BRANDS/DIVISIONS/AFFILIATES:****CONTACTS:** *Note: Officers with more than one job title may be intentionally listed here more than once.*

Jeremy Stoppelman, CEO  
Geoff Donaker, COO  
Russel Simmons, CTO

**Phone:** 415-908-3801      **Fax:** 415-462-0506

**Toll-Free:**

**Address:** 706 Mission St., San Francisco, CA 94103 US

**GROWTH PLANS/SPECIAL FEATURES:**

Yelp is a web-based company operating a number of online city guides, each consisting of user-generated review content covering the local area. The firm began with a single site focused on San Francisco; the company has grown to offer extensive coverage for a number of major metropolitan areas throughout North America, including Atlanta, Austin, Boston, Chicago, Dallas, Denver, Detroit, Honolulu, Houston, Los Angeles, Miami, Minneapolis, New York, Philadelphia, Portland, Sacramento, San Diego, San Jose, Seattle and Washington D.C., as well as smaller sites covering many other areas. Yelp positions itself as a cross between a review service and a community-based site, drawing some of its inspiration from popular social networking sites such as Facebook and MySpace. To write reviews, users must register on Yelp and create a profile page, which can include photos and personal information, as well as links to all reviews written by a particular user. Reviews cover a wide variety of categories, including restaurants, shopping, nightlife, arts and entertainment, spas and salons, doctors and hospitals, auto mechanics, hotels, plumbers and other home services, veterinarians, schools, banks, public services such as buses and trains, real estate and religious organizations, with users encouraged to create reviews for new categories. The site earns revenues through advertising, and local business owners are encouraged to create their own profiles, allowing them to track and respond to customer-generated reviews. Yelp currently has an average of 20 million visitors per month across its various local sites. During 2008, the firm launched a free application for the Apple iPhone, allowing iPhone users to search for businesses near their current location. In January 2009, Yelp launched its first overseas site, focused specifically on London.

Yelp offers its employees benefits which include medical, dental and vision coverage; a 401(k) plan; and gym membership reimbursement.

**FINANCIALS:** Sales and profits are in thousands of dollars—add 000 to get the full amount. 2009 Note: Financial information for 2009 was not available for all companies at press time.

2009 Sales: \$  
2008 Sales: \$  
2007 Sales: \$  
2006 Sales: \$  
2005 Sales: \$

2009 Profits: \$  
2008 Profits: \$  
2007 Profits: \$  
2006 Profits: \$  
2005 Profits: \$

**U.S. Stock Ticker:** Private

**Int'l Ticker:** Int'l Exchange:

Employees:

Fiscal Year Ends:

Parent Company:

**SALARIES/BENEFITS:**

Pension Plan:  
Savings Plan: Y

ESOP Stock Plan:  
Stock Purch. Plan:

Profit Sharing:

Top Exec. Salary: \$

Second Exec. Salary: \$

Bonus: \$

Bonus: \$

**OTHER THOUGHTS:**

**Apparent Women Officers or Directors:**

**Hot Spot for Advancement for Women/Minorities:**

**LOCATIONS: ("Y" = Yes)**

West: Y	Southwest:	Midwest:	Southeast:	Northeast:	International:
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**YESMAIL.COM INC**

www.yesmail.com

Industry Group Code: 541810E Ranks within this company's industry group: Sales: Profits:

<b>Financial Services:</b> Stock Brokerage: Mortgages/Loans: Banking: Insurance: Credit Cards:	<b>Information:</b> Portal/News: Communities: Search Engine: Financial Data Pub.: Broadcasting/Music:	<b>Technology:</b> Hardware: Software: Specialty Equipment: Distributor:	<b>Services:</b> Payments/Markets: Consulting: Advertising/Mktg.: Outsourcing: Other:	<b>Retailing:</b> Retailer: Auctions: Tickets/Travel: Automobiles:	<b>Telecommunications:</b> Internet Service Provider: Web Site Services: Specialty Telecom:
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**TYPES OF BUSINESS:**

Online Advertising & Marketing Services  
E-Mail Marketing Services

**BRANDS/DIVISIONS/AFFILIATES:**

InfoUSA Inc  
YesMail.com  
YesMail Enterprise  
YesMail Direct  
YesMail Data Boost  
YesMail Prospector  
YesMail Conversion Optimizer

**CONTACTS:** *Note: Officers with more than one job title may be intentionally listed here more than once.*

Mike Hilts, Pres./Gen. Mgr.  
Tim Price, Sr. VP-Sales & Mktg.  
John Ching, VP-Applied Research  
Grant Roholt, CTO/Sr. VP  
John Harrison, Pres./Gen. Mgr.-Platform Solutions

**Phone:** 503-241-4185 **Fax:** 503-241-4279

**Toll-Free:** 877-286-6232

**Address:** 309 SW 6th Ave., Portland, OR 97204 US

**GROWTH PLANS/SPECIAL FEATURES:**

YesMail.com, Inc., a subsidiary of InfoGROUP, Inc., is an Internet-based marketing company, specializing in e-mail marketing. The firm's e-mail campaigns target likely prospects and deliver personalized e-mail containing offers, promotions and information about products and services that match the recipient's interests. Clients purchase the firm's direct marketing services to match their products with YesMail.com member interests. YesMail.com offers e-mail marketing platforms for large and small businesses. YesMail Enterprise, for large companies, provides personalized, permission-based e-mail marketing with a high capacity for data uploading, appending and integration. YesMail Direct is offers small businesses a simple, self-service e-mail marketing platform. YesMail also offers modules such as the YesMail Prospector, which provides selection and targeting in one application, based on databases of millions of opt-in email addresses; YesMail Data Boost, an application that allows clients to narrow down targets utilizing data such as income level, marital status and home value; YesMail Conversion Optimizer, designed to increase the effectiveness of message targeting by using transaction history, demographic, psychographic and behavioral attributes to predict whether subscribers will perform activities specified by the client. The firm also provides interactive services for social media, mobile application development, Web-based widget development, landing page development and micro site development. The company has seven major offices located in California, Oregon, New York, Chicago, Nebraska, Georgia, Canada, the U.K. and Singapore. In October 2009, YesMail added two new features to its e-mail marketing platform, Mobile e-mail and short message service (SMS) campaign management.

**FINANCIALS:** Sales and profits are in thousands of dollars—add 000 to get the full amount. 2009 Note: Financial information for 2009 was not available for all companies at press time.

2009 Sales: \$  
2008 Sales: \$  
2007 Sales: \$  
2006 Sales: \$  
2005 Sales: \$

2009 Profits: \$  
2008 Profits: \$  
2007 Profits: \$  
2006 Profits: \$  
2005 Profits: \$

**U.S. Stock Ticker: Subsidiary**

**Int'l Ticker:** Int'l Exchange:

Employees:

Fiscal Year Ends: 12/31

Parent Company: INFOGROUP INC

**SALARIES/BENEFITS:**

Pension Plan:  
Savings Plan: Y

ESOP Stock Plan:  
Stock Purch. Plan:

Profit Sharing:

Top Exec. Salary: \$

Bonus: \$

Second Exec. Salary: \$

Bonus: \$

**OTHER THOUGHTS:**

**Apparent Women Officers or Directors:**

**Hot Spot for Advancement for Women/Minorities:**

**LOCATIONS: ("Y" = Yes)**

West:	Southwest:	Midwest:	Southeast:	Northeast:	International:
Y		Y	Y	Y	Y

**YOUTUBE LLC**

www.youtube.com

Industry Group Code: 519130 Ranks within this company's industry group: Sales: 26 Profits:

<b>Financial Services:</b> Stock Brokerage: Mortgages/Loans: Banking: Insurance: Credit Cards:	<b>Information:</b> Portal/News: Communities: Y Search Engine: Financial Data Pub.: Broadcasting/Music: Y	<b>Technology:</b> Hardware: Software: Specialty Equipment: Distributor:	<b>Services:</b> Payments/Markets: Consulting: Advertising/Mktg.: Y Outsourcing: Other:	<b>Retailing:</b> Retailer: Auctions: Tickets/Travel: Automobiles:	<b>Telecommunications:</b> Internet Service Provider: Web Site Services: Specialty Telecom:
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**TYPES OF BUSINESS:**

Online Video Services

**BRANDS/DIVISIONS/AFFILIATES:**

Google Inc

**CONTACTS:** *Note: Officers with more than one job title may be intentionally listed here more than once.*

Chad Hurley, CEO  
Chris Di Cesare, Sr. Dir.-Mktg.  
Salar Kamangar, VP-Prod. Dev.  
Suzie Reider, Dir.-Sales  
Hunter Walk, Dir.-Prod. Mgmt.

<b>Phone:</b> 650-253-0000	<b>Fax:</b> 650-253-0001
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**Toll-Free:**

<b>Address:</b> 901 Cherry Ave., San Bruno, CA 94066 US
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**GROWTH PLANS/SPECIAL FEATURES:**

YouTube, LLC, a subsidiary of Google, Inc., is a leading online video site, featuring significant amounts of user-generated content. It has partnered with major content providers such as CBS, Time Magazine, Associated Press, NBA, Lionsgate, Food Network, MGM and Martha Stewart. Each month, the site receives over 70 million unique visitors. The firm estimates that, by age, people under the age of 18 represent approximately 23% of its users; those 18-34, 37%; 35-44, 19%; and 45 and older, 13%. Demographically, 55% of its users are male, 45% female. YouTube derives most of its revenue through advertising, with several different available variations. Display advertising allows firms to place ads in a variety of different sizes and layouts, choosing placements based on demographics, interests, content or video popularity. Advertisers may add sponsored videos; video ads; engagement content aggregation programs, which utilize partner videos; linear ads and video overlays; and click-to-buy links. The company offers nonprofit organizations a free channel to display content and collect donations through Google Checkout for Non-Profits. YouTube is also available through Apple TV, iTunes iPhone and iPod touch. The firm is developing a number of potential additional features, including a searchable comments, user generated captions, video annotations and a low-latency page option. In March 2009, the company reached an agreement with The Walt Disney Company and ESPN to host short-form, ad-supported content on YouTube. The agreement includes the ABC family of television networks, such as ABC Entertainment, ABS News and ABC Family. In April 2009, the firm, in conjunction with Universal Music Group (UMG), announced a premium music and video service called VEVO to host and stream UMG content. Employees are offered medical and dental insurance.

**FINANCIALS:** Sales and profits are in thousands of dollars—add 000 to get the full amount. 2009 Note: Financial information for 2009 was not available for all companies at press time.

2009 Sales: \$	2009 Profits: \$
2008 Sales: \$110,000	2008 Profits: \$
2007 Sales: \$80,000	2007 Profits: \$
2006 Sales: \$	2006 Profits: \$
2005 Sales: \$	2005 Profits: \$

**U.S. Stock Ticker: Subsidiary**

Int'l Ticker: Int'l Exchange:

Employees:

Fiscal Year Ends: 12/31

Parent Company: GOOGLE INC

**SALARIES/BENEFITS:**

Pension Plan:	ESOP Stock Plan:	Profit Sharing:	Top Exec. Salary: \$	Bonus: \$
Savings Plan:	Stock Purch. Plan:		Second Exec. Salary: \$	Bonus: \$

**OTHER THOUGHTS:**

Apparent Women Officers or Directors: 1  
Hot Spot for Advancement for Women/Minorities:

**LOCATIONS: ("Y" = Yes)**

West: Y	Southwest:	Midwest:	Southeast:	Northeast:	International:
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**ZAPPOS.COM INC**

www.zappos.com

Industry Group Code: 448210E Ranks within this company's industry group: Sales: 1 Profits:

<b>Financial Services:</b> Stock Brokerage: Mortgages/Loans: Banking: Insurance: Credit Cards:	<b>Information:</b> Portal/News: Communities: Search Engine: Financial Data Pub.: Broadcasting/Music:	<b>Technology:</b> Hardware: Software: Specialty Equipment: Distributor:	<b>Services:</b> Payments/Markets: Consulting: Advertising/Mktg.: Outsourcing: Other:	<b>Retailing:</b> Retailer: Auctions: Tickets/Travel: Automobiles:	<b>Telecommunications:</b> Internet Service Provider: Web Site Services: Specialty Telecom:
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**TYPES OF BUSINESS:**

Online Shoe Retail  
Online Handbags & Accessories Retail  
Online Consumer Products Sales  
Outlet Sales

**BRANDS/DIVISIONS/AFFILIATES:**

Couture.Zappos.com  
Rideshop.Zappos.com  
Running.Zappos.com  
Outdoor.Zappos.com  
Zappos Outlet

**CONTACTS:** *Note: Officers with more than one job title may be intentionally listed here more than once.*

Tony Hsieh, CEO  
Alfred Lin, COO  
Alfred Lin, CFO  
Brent Cromley, Dir.-Dev.  
Alfred Lin, Chmn.

**Phone:** 702-943-7777 **Fax:** 702-943-7778

**Toll-Free:** 800-927-7671

**Address:** 2280 Corporate Cir., Ste. 100, Henderson, NV 89074  
US

**GROWTH PLANS/SPECIAL FEATURES:**

Zappos.com, Inc. is an online retailer of shoes, handbags and other accessories. The firm carries more than 3.6 million pairs of shoes, handbags, clothing items and accessories in inventory. These include 1,251 brands that are difficult to find in mainstream shopping malls. Zappos sells a wide variety of moderately priced to high end footwear, including shoes with wide, narrow, athletic, couture and designer specifications. The two company warehouses are continually stocked with about 2 million items and total more than 1 million square feet of storage space; this helps to guarantee that anything listed for sale is in stock. Shipping and return shipping are offered free of charge. Zappos breaks down its immense product offerings into more manageable sub-section searches, such as the office, the park, after hours, and the gym. In addition to its main site, the company offers several specialty sites that cater to different trends and lifestyles. The company's couture section offers high end designer shoes, fragrances, and accessories from such designer brands as Cavalli and Givenchy. The Rideshop section offers products marketed towards the 15-28 age demographic, immersed in the skater/snowboarding pop culture. An integral part of Zappos' business plan is insuring that orders are delivered as quickly as possible; the company claims 90% of orders arrive the next business day. In addition to shoes, Zappos also stocks a wide variety of backpacks and an assortment of other accessories, such as socks, belts, leather goods, luggage, eyewear, watches and shoe paraphernalia. The company has one outlet store located in its Shepherdsville, Kentucky warehouse. In November 2009, Amazon.com, Inc. acquired Zappos.

**FINANCIALS:** Sales and profits are in thousands of dollars—add 000 to get the full amount. 2009 Note: Financial information for 2009 was not available for all companies at press time.

2009 Sales: \$	2009 Profits: \$
2008 Sales: \$960,000	2008 Profits: \$
2007 Sales: \$700,000	2007 Profits: \$
2006 Sales: \$400,000	2006 Profits: \$
2005 Sales: \$200,000	2005 Profits: \$

**U.S. Stock Ticker: Subsidiary**

**Int'l Ticker:** Int'l Exchange:

Employees: 1,600

Fiscal Year Ends: 12/31

Parent Company: AMAZON.COM INC

**SALARIES/BENEFITS:**

Pension Plan:	ESOP Stock Plan:	Profit Sharing:	Top Exec. Salary: \$	Bonus: \$
Savings Plan:	Stock Purch. Plan:		Second Exec. Salary: \$	Bonus: \$

**OTHER THOUGHTS:**

**Apparent Women Officers or Directors:**  
**Hot Spot for Advancement for Women/Minorities:**

**LOCATIONS: ("Y" = Yes)**

West:	Southwest:	Midwest:	Southeast:	Northeast:	International:
Y			Y		

**ZYNGA INC**

www.zynga.com

Industry Group Code: 519130 Ranks within this company's industry group: Sales: Profits:

<b>Financial Services:</b> Stock Brokerage: Mortgages/Loans: Banking: Insurance: Credit Cards:	<b>Information:</b> Portal/News: Communities: Search Engine: Financial Data Pub.: Broadcasting/Music:	<b>Technology:</b> Hardware: Software: Specialty Equipment: Distributor:	<b>Services:</b> Payments/Markets: Consulting: Advertising/Mktg.: Outsourcing: Other:	<b>Retailing:</b> Retailer: Auctions: Tickets/Travel: Automobiles:	<b>Telecommunications:</b> Internet Service Provider: Web Site Services: Specialty Telecom:
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**TYPES OF BUSINESS:**

Internet Social Gaming

**BRANDS/DIVISIONS/AFFILIATES:**

FarmVille  
Mafia Wars  
CafeWorld  
FishVille  
Zynga Poker  
Vampires

**CONTACTS:** *Note: Officers with more than one job title may be intentionally listed here more than once.*

Mark Pincus, CEO  
Mark Vranesh, CFO  
Colleen McCreary, Chief People Officer/VP  
Michael Luxton, CTO  
Eric Schiermeyer, Sr. VP-Prod.  
Scott Dale, VP-Eng.  
Marcus Segal, VP-Oper.  
Robert Goldberg, Sr. VP-Bus. Oper.  
Vish Makhijani, Sr. VP-Casual & Mobility Div.  
Steve Schoettler, VP-Platform  
Andrew Trader, VP-Partnerships & Studio Svcs.  
Mike Verdu, VP-Game Dev.

**Phone:** 415-252-9555**Fax:****Toll-Free:****Address:** 365 Vermont St., San Francisco, CA 94107 US**FINANCIALS:** Sales and profits are in thousands of dollars—add 000 to get the full amount. 2009 Note: Financial information for 2009 was not available for all companies at press time.

2009 Sales: \$  
2008 Sales: \$  
2007 Sales: \$  
2006 Sales: \$  
2005 Sales: \$

2009 Profits: \$  
2008 Profits: \$  
2007 Profits: \$  
2006 Profits: \$  
2005 Profits: \$

**U.S. Stock Ticker:** Private**Int'l Ticker:** Int'l Exchange:

Employees:

Fiscal Year Ends:

Parent Company:

**SALARIES/BENEFITS:**

Pension Plan:  
Savings Plan:

ESOP Stock Plan:  
Stock Purch. Plan:

Profit Sharing:

Top Exec. Salary: \$

Second Exec. Salary: \$

Bonus: \$

Bonus: \$

**OTHER THOUGHTS:**

Apparent Women Officers or Directors: 1

Hot Spot for Advancement for Women/Minorities:

**LOCATIONS:** ("Y" = Yes)

West: Y	Southwest:	Midwest:	Southeast:	Northeast:	International:
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**GROWTH PLANS/SPECIAL FEATURES:**

Zynga, Inc. is a leading developer of online social games for social media sites, online networks and mobile devices such as the Apple iPhone. The company's games, including casino games, word games, board games, role playing games and party games, are hosted on a variety of social networks, including Facebook, MySpace, Bebo, Hi5, Friendster, Tagged and My Yahoo. Zynga's most successful games include FarmVille, Mafia Wars, CafeWorld, FishVille, Zynga Poker and Vampires. The firm's initial investors include Keline Perkins Caufield & Byers, Foundry Group, Union Square Ventures, LinkedIn, Institutional Venture Partners, Avalon Ventures, Clarium Capital and The Pilot Group. Approximately 100 million unique visitors play Zynga's games each month, with 200 million monthly active users across all games. In December 2009, Digital Sky Technologies, a global investment group, agreed to invest approximately \$180 million in the company.



# ADDITIONAL INDEXES

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Index by Subsidiaries, Brand Names and Selected Affiliations	554

**INDEX OF FIRMS NOTED AS HOT SPOTS  
FOR ADVANCEMENT FOR WOMEN &  
MINORITIES**

3COM CORP  
ABOUT INC  
ACCENTURE PLC  
ACTIVE MEDIA SERVICES INC  
ACXIOM CORP  
ADC TELECOMMUNICATIONS INC  
ADOBE SYSTEMS INC  
ADSTAR INC  
AFFILIATED COMPUTER SERVICES INC  
AG INTERACTIVE INC  
AKAMAI TECHNOLOGIES INC  
ALCATEL-LUCENT  
ALIBABA.COM LTD  
ALIBRIS INC  
ALLTEL CORP  
AMADEUS IT GROUP SA  
AMAZON.COM INC  
AMERICA MOVIL SA  
AMERICAN GREETINGS CORP  
AOL INC  
APOLLO GROUP INC  
ART TECHNOLOGY GROUP INC  
AT&T INC  
ATTACHMATE CORPORATION  
AUDIBLE INC  
AUTHORIZE.NET HOLDINGS INC  
AUTOMATIC DATA PROCESSING INC  
BARNESANDNOBLE.COM INC  
BIDZ.COM INC  
BLACKBOARD INC  
BLOOMBERG LP  
BLUE COAT SYSTEMS INC  
BLUE DINGO DIGITAL  
BLUE NILE INC  
BLUEFLY INC  
BMC SOFTWARE INC  
BRIDGEPOINT EDUCATION INC  
CA INC  
CABLEEUROPA SAU  
CABLEVISION SYSTEMS CORP  
CAREERBUILDER INC  
CDNOW INC  
CELLCO PARTNERSHIP (VERIZON WIRELESS)  
CENTURYTEL INC  
CHARLES SCHWAB CORP (THE)  
CHARTER COMMUNICATIONS INC  
CHECK POINT SOFTWARE TECHNOLOGIES LTD  
CHEETAHMAIL INC  
CHINA MOBILE LIMITED  
CIENA CORP  
CISCO SYSTEMS INC  
CLEARWIRE CORP  
COGNOS INC  
COMCAST CORP  
COREMETRICS INC  
COREY MCPHERSON NASH  
CORNING INC  
COVAD COMMUNICATIONS GROUP INC  
COX COMMUNICATIONS INC  
CRAIGSLIST INC  
CRITICAL MASS INC  
CTRIP.COM  
CYBERSOURCE CORP  
DIALOG  
DIGITAL INSIGHT CORP  
DIGITAS INC  
DOUBLECLICK INC  
DOW JONES & CO INC  
DRUGSTORE.COM INC  
DUN & BRADSTREET CORP (THE, D&B)  
EARTHLINK INC  
EBAY INC  
ECI TELECOM LTD  
EDGAR ONLINE INC  
ELAVON INC  
ELECTRONIC ARTS INC  
ELECTRONIC DATA SYSTEMS CORP (EDS)  
ELOYALTY CORPORATION  
EMBARCADERO TECHNOLOGIES INC  
EMBARQ CORP  
EMC CORP  
EMUSIC.COM INC  
ENABLE HOLDINGS INC  
EPALS INC  
EQUINIX INC  
ESCALATE RETAIL  
EXPEDIA INC  
FACEBOOK  
FANDANGO INC  
FISERV INC  
FORRESTER RESEARCH INC  
FRONTIER COMMUNICATIONS CORPORATION  
GARTNER INC  
GENEX  
GLAM MEDIA INC  
GLOBAL PAYMENTS INC  
GO DADDY GROUP INC  
GOOGLE INC  
GSI COMMERCE INC  
HOMEAWAY INC  
HOOVER'S INC  
HOTWIRE INC  
IAC/INTERACTIVECORP  
IBM GLOBAL SERVICES  
ICROSSING INC  
IMC2  
INFOSPACE INC  
INTERACTIVE DATA CORPORATION  
INTERACTIVE VIDEO TECHNOLOGIES  
INTERNATIONAL BUSINESS MACHINES CORP  
(IBM)

INTERNET BRANDS INC  
INTERNET CAPITAL GROUP INC  
INTUIT INC  
IVILLAGE INC  
J2 GLOBAL COMMUNICATIONS INC  
JDS UNIPHASE CORPORATION  
JUNIPER NETWORKS INC  
KEWILL SYSTEMS PLC  
KEYNOTE SYSTEMS INC  
KNOT INC (THE)  
LEVEL 3 COMMUNICATIONS INC  
LIBERTY GLOBAL INC  
LINDEN LAB  
LINKSHARE CORPORATION  
LIONBRIDGE TECHNOLOGIES INC  
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LYRIS INC  
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MKTG INC  
MOLECULAR INC  
MONSTER WORLDWIDE INC  
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MOVE INC  
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 Banksys; **ATOS ORIGIN SA**  
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 Barnes & Noble Inc; **BARNESANDNOBLE.COM INC**  
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 Beauty.com; **DRUGSTORE.COM INC**  
 Bebo; **AOL INC**  
 Beeline Business; **VIMPEL-COMMUNICATIONS**  
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 BellSouth Corp; **AT&T INC**  
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 BestInsuranceMatch.com; **INSWEB CORP**  
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 Bid2Action; **ICROSSING INC**  
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