



# CI Technology Database Profile

## Enhanced Profile

Updated 8/01/2001

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<b>SITE</b>	<b>Sample Company</b>	<b>513/555-5555</b>	<b>ENHANCED</b>
	987 NE First Street	P O Box 2001	102012345
	Dayton, OH 45402-1909	Dayton, OH 45401-2001	
	United States	www.sample-corp.com	

### Information On This Site's Parent

<b>ENTERPRISE</b>	Sample Global Headquarters	Sales (\$M):	1,097,900
	Enterprise Corp Code: 0025	Enterprise Employees:	8,217
	Country Of Origin: United States	Linked Sites:	25
	Fortune 1000 Rank: 601	US/Canada Linked Sites:	21
	Enterprise Metro: Chicago, IL	www.sample-corp.com	
<b>ENTERPRISE TOTALS- SITES INTERVIEWED</b>	Personal Computers: 3,412	Mainframe Systems:	7
	Total LANs: 123	Midrange Systems:	64
	Total LAN Nodes: 2,981	High Performance Workstations:	31
	Total Storage Capacity: 5,690	Servers:	41

### Information On This Site

<b>ECONOGRAPHICS</b>	Employees: 752	ASP	No
	IT Employee Range 50-99	Channel	No
	Estimated Revenue (\$M): 11	CLEC	No
	Fiscal Year End: October	Colocation	No
	Metro/Code: Dayton 2000	CRM	No
	Enterprise Status: Divisional HQ	E-Business	No
	Industry (SIC): TRANS-RAILROADS 4011	ISP	No
	Industry (NAICS): 48211		

<b>SITE UPDATES</b>	Demographics/Contacts Update: May 01	Computer/Internet Update:	Jun 01
	LAN Update: Mar 01	Network/Comm Equip. Update:	Jul 01

### TECHMODELS

Industry averages based on the following technology profile:

<b>Employees:</b>	<b>752</b>	<b>SIC/Industry:</b>	<b>40</b>
<b>Modeled Network Environment:</b>		<b>Modeled Printer/Storage Environment:</b>	
Est. LANs	4	Est. Total Printers	39
Est. LAN Nodes	689	Est. Page Printers	2
Est. Hubs	10	Est. Total Storage Capacity (GB)	1853
Est. Routers	6	Est. Total Disk Capacity (GB)	741
<b>Modeled Computing Environment:</b>		<b>Modeled Telecom Environment:</b>	
Est. Personal Computers	361	Est. Extensions	601
Est. Pentiums	122	Est. Network Dial Lines	124
Est. Servers	12	Est. T1 Lines	3
Est. Web Servers	5	Est. T3 Lines	1
Est. Midrange Systems	5	Est. Monthly Long Dist(\$)	11,606
Est. Workstations	26	Est. Telecallers	56
		Est. Company Cell Phones	9
		Est. ISDN Lines	2

<b>EXTERNAL REFERENCES</b>	DUNS#: 987654321 123456789	infoUSA#: 006366587
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### Site Summary Totals Information

<b>PC</b>	Total PC's	429	PC Purchasing Decisions:	Local
	Desktop PC's	400	Primary Desktop Vendor:	Dell
	Portable PCs:	29	Primary Portable Vendor:	IBM
	*Total Planned PCs:	110		
<b>SYSTEMS/SERVERS</b>	Total Servers:	38	Mainframes:	2
	LAN Servers:	36	High Performance Workstations:	39
	PC Servers	14	AS/400 Systems:	3
	IT Purchasing Decisions:	Local	Other Midrange Systems:	1
	Primary Server Vendors:	Compaq, HP	Operating Systems:	MVS, OS/400, Unix
	*Total Planned Servers:	19		
<b>SOFTWARE</b>	RDBMS:	Oracle	Languages:	C++, COBOL, JAVA
<b>STORAGE</b>	Total Storage Capacity (GB):	2200		
<b>PERIPHERALS</b>	Total Printers:	49	Total System Printers:	6
<b>E-BUSINESS</b>	Internet Users:	101-250	Access Type:	T1
	Web Servers:	2	Applications:	Cust. Service, Intranet
<b>LAN</b>	Primary Technology:	Ethernet	Nodes:	850
	NOS:	Netware-4, W2000-SERVER	Applications:	Accounting, ERP
<b>NETWORKS</b>	Private Network Remote Locations:	21	Long Distance Provider:	AT&T Network
	Monthly Long Distance:	\$47,000	Primary Line Carriers:	QWEST, AT&T
	Network Purchasing Decisions:	Local	Dial Lines:	146
	Host or Remote Site Status	Host	Number of Remote Locations	20
	Tie/Lease Dedicated Access Lines:	0	T1 Lines:	3
	Tie/Lease Private Net Lines:	1	ISDN Lines:	2
	800/Wats Lines:	24	Total Data Lines:	26
	Maximum Data Line Speed:	1.54Mbps	Long Dist Purchase Decisions:	Local
<b>COMM EQUIP</b>	Prim. Phone System Vendor:	NORTEL	Phone Extensions:	735
	Call Center:	Inbound	*Planned Phone System:	Avaya
	Telco: QWEST TELCOMM - OH	5183	LATA: DAYTON OH	486
	Phone System Purchase Decisions:	Parent		

\*Available with Plans Option with purchase of enhanced module on continuous contracts only



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## CONTACTS / FUNCTIONS

<b>CONTACT/FUNCTIONS</b>	Mr. Todd Woodbridge MIS Director 513/555-6100	Senior Information Systems
	Ms. Karin Carlington Controller 513/555-6100	Senior Financial Executive E-Business Manager
	Mr. Bill Lumberg Operations Manager 513/555-6100	Personal Computer Manager Software/Applications Manager
	Ms. Kathleen Brown Manager of LAN and WAN 513/555-6106	Data Communications Manager LAN/Networks Administrator
	Mr. Salvador Bando President 513/555-6100	President/General Manager
	Ms. Judith Wood Senior VP of Marketing and Sales 513/555-6101	Senior Sales/Marketing Executive
	Mr. George Golding Workstation Manager 513/555-8649	Workstations Manager Midrange Systems Manager
	Ms. Gretchen Staatz Supervisor of Telecommunications 513/555-6164	Telecommunications Manager
	Mr. Carl Spackler Manager Telesales 513/555-6105	Call Center Manager

### FUNCTIONAL CONTACT SUMMARY:

#### Business Functions:

General Manager/President \*  
Human Resources Manager  
Purchasing Manager

Senior Financial Executive  
Senior Sales/Marketing Executive

#### Technical Functions:

Senior Information Systems Manager \*  
E-business Manager  
Data Communications Manager \*  
Call Center Manager  
LAN/Networks Administrator \*  
Midrange Systems Manager

Operations Technical Support  
Manager  
Personal Computer Manager \*  
Software/Applications Manager  
Telecommunications Manager \*  
Webmaster/Internet App Manager \*  
Engineering Manager  
Workstations Manager



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### PERSONAL COMPUTERS MODULE (non-Server)

	STAT	MANUF	TYPE	CHIP	QTY	DATE
<b>PCs</b>		ACER	DESKTOP	X86-DESK	14	
		APPLE	DESKTOP	G4-DESK	10	
		APPLE	PORTABLE	G3-DESK	3	
		COMPAQ	DESKTOP	P3-DESK	27	
		DELL	DESKTOP	P3-DESK	139	
		HP	DESKTOP	P3-DESK	120	
		GATEWAY	DESKTOP	386	25	
		IBM	DESKTOP	X86-DESK	65	
		IBM	PORTABLE	X86-PORT	21	
		TOSHIBA	PORTABLE	P2-PORT	5	
<b>PCs</b>	PLAN	DELL	DESKTOP	P4-DESK	50	Feb 02
	PLAN	COMPAQ	DESKTOP	P4-DESK	20	Feb 02
	PLAN	TOSHIBA	PORTABLE	P3-PORT	40	Feb 02

### STORAGE MODULE

	STAT	MANUF	MODEL	TYPE	CAPACITY	QTY	DATE
<b>DISK</b>		HP	9100	DISK ARRAY			
		EMC	5300	DISK RAID ARRAY			
		PINNACLE	OPDISK	OPTICAL DISK DRIVE			
<b>TAPE</b>		STORAGETEK	9000 SERIES	TAPE DRIVE		7	
		EXABYTE	AUTO	TAPE AUTOLOADER		2	
		ADIC	TAPELIB	TAPE LIBRARY		1	
<b>NAS</b>		SNAPSERVER	DISK-NAS	NETWORK ATTACHED STORAGE		2	
		DELL	DISK-NAS	NETWORK ATTACHED STORAGE		3	
<b>SAN</b>		EMC	SAN	STORAGE AREA NETWORK			
<b>CAPACITY</b>			TOTAL DASD CAPACITY		600GB		
			TOTAL NETWORK STORAGE CAPACITY		1,200GB		
			TOTAL WEB SERVER STORAGE CAPACITY		1,000GB		
<b>DISK</b>	PLAN	SUN	STOREDGE	DISK RAID ARRAY			DEC 02
<b>TAPE</b>	PLAN	IBM	TAPELIB	TAPE LIBRARY		1	DEC 02
<b>NAS</b>	PLAN	DELL	DISK	NETWORK ATTACHED STORAGE		3	DEC 02
<b>SAN</b>	PLAN	COMPAQ	SAN	STORAGE AREA NETWORK			DEC 02
	PLAN			50% EXPANSION NEXT 12 MONTHS			DEC 02
<b>CAPACITY</b>	PLAN		WEB SERVER STORAGE CAPACITY		1,000GB		DEC 02
	PLAN		NETWORK STORAGE CAPACITY		2,000GB		DEC 02



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### SYSTEMS & SERVERS MODULE

	STAT	MANUF	MODEL/GROUP	TYPE	QTY	DATE
<b>MAINFRAME</b>		IBM	9672-R11	IBM/PCM	1	
		AMDAHL	MILENIUM-415	IBM/PCM	1	
<b>MAINFRAME OS</b>		IBM	MVS/ESA	OPR-SYS		
		<b>MAINFRAME APPLICATIONS:</b>		GENERAL BUSINESS		
				ACCOUNTING		
				ERP		
<b>MIDRANGE</b>		COMPAQ	VAX	MINI	1	
		IBM	AS/400-D	MINI	3	
<b>MIDRANGE OS</b>		COMPAQ	VMS	OPR-SYS		
		IBM	OS/400	OPR-SYS		
		<b>MIDRANGE APPLICATIONS:</b>		DATA/ANALYSIS		
				DISTRIBUTION		
<b>WORKSTATION</b>		INTERGRAPH	INTERPRO	TRADITIONAL WORKSTATN	27	
		COMPAQ	ALPHA-AXP	TRADITIONAL WORKSTATN	12	
<b>WORKSTATION OS</b>		COMPAQ	UNIX	OPR-SYS		
		SCO	UNIX	OPR-SYS		
		<b>WORKSTATION APPLICATIONS:</b>		CAD/CAM/CAE		
				ENGINEERING		
<b>LAN SERVERS</b>		IBM	RS/6000	LAN SERVER	6	
		SUN-MICRO	ENTPR-6000	LAN SERVER	4	
		HP	9000	LAN SERVER	12	
		COMPAQ	PRESARIO-P2	PC SERVER	14	
<b>LAN SERVER OS</b>		MICROSOFT	WIN/NT	OPR-SYS		
		SUN-SOFT	SOLARIS	OPR-SYS		
		HP	HP-UX	OPR-SYS		
		<b>LAN SERVER APPLICATIONS:</b>		COMMUNICATIONS		
				NETWORK MANAGEMENT		
				HELP DESK		
<b>WEB SERVERS</b>		DELL	P3-DESK	WEB SERVER	2	
<b>WEB SERVER OS</b>		MICROSOFT	WIN/NT	OPR-SYS		
		<b>WEB SERVER APPLICATIONS:</b>		CUSTOMER SERVICE		
				INTRANET		
<b>LAN SERVER</b>	PLAN	IBM	RS/6000	LAN SERVER	3	Feb 02
<b>WEB SERVER</b>	PLAN	COMPAQ	PROLIANT-P3	WEB SERVER	15	Nov 02
<b>MIDRANGE</b>	PLAN			RESOURCE MANAGEMENT	1	Nov 02
<b>WORKSTATION</b>	PLAN			DATA/ANALYSIS	1	Nov 02
<b>LAN SERVER</b>	PLAN			ACCOUNTING	1	Nov 02
<b>WEB SERVER</b>	PLAN			E-COMMERCE	1	Nov 02

Shading Indicates Planned Purchase



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### SOFTWARE MODULE

MAINFRAME	STAT	VENDOR	PACKAGE	DESCRIPTION	DATE
		COM-ASSOC	CA-ACF2	SECURITY	
		IBM	DB2	DATA BASE MANAGEMENT	
		IBM	ISPF	INTERACTIVE PROGRAMMING	
		IBM	NETVIEW	NETWORK CONTROL	
		IN-HOUSE	ORDER-ENTRY	ORDER PROCESSING	
<b>MIDRANGE</b>		IN-HOUSE	DISTRIBUTION	DISTRIBUTION	
		ORACLE	RDB/VMS	DATA BASE MANAGEMENT	
		SAS	SAS	DATA ANALYSIS & SIMULATION	
<b>WORKSTATION</b>		COGNOS	POWERHOUSE	APPLICATION DEVELOPMENT	
		COM-ASSOC	CA-UNICENTER	SYSTEM SOFTWARE MGMT	
		HP	OPENVIEW	NETWORK CONTROL	
		LOTUS	NOTES	GROUPWARE	
		ORACLE	ORACLE	DATA BASE MANAGEMENT	
<b>WEB SERVER</b>		JAVASOFT	JAVAWORKSHOP	WEB DEVELOPMENT	
		NETSCAPE	ENTERPRSE-SVR	WEB SERVER SOFTWARE	
<b>PC SOFTWARE</b>		MICROSOFT	OFFICE2000	PRIMARY SUITE	
		LOTUS	NOTES	PRIMARY GROUPWARE CLIENT	
		SYMANTEC	NORTON-ANTI	PRIMARY ANTI-VIRUS	
		MICROSOFT	WIN/98	PRIMARY PC OPERATING SYSTEM	
<b>ASP</b>			<b>ASP PROVIDERS:</b>	CORIO	
				IBM-GLOBAL	
				REMEDY	
				GOAMERICA	
			<b>ASP APPLICATIONS:</b>	CRM/SFA	
				HUMAN RESOURCES MGMT SYSTEM	
				WIRELESS SOLUTION	
				SUPPLY CHAIN MANAGEMENT	
<b>DATA WAREHOUSE</b>		DATA WAREHOUSE		SOFTWARE ARCHITECTURE	
<b>DEVELOPMENT</b>			<b>NUMBER OF DEVELOPERS:</b>	10-24	
			<b>PROGRAMMING LANGUAGES:</b>	COBOL	
				C++	
				JAVA	
<b>LAN SERVER</b>	PLAN	LOTUS	DOMINO	GROUPWARE	Nov 02
<b>WEB SERVER</b>	PLAN	OPEN-MARKET	MERCH-SOLUTN	WEB SERVER SOFTWARE	Apr 02



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### PERIPHERALS MODULE

	STAT	MANUF	MODEL	TYPE/COLOR	CAPACITY/SPEED	QTY	DATE
<b>PRINTERS</b>		HP	INKJET	COLOR		28	
		HP	LASER			7	
		CANON	LASER	COLOR		2	
		APPLE	LASER	COLOR		1	
		HP	MULTIFUNCTION	MONO		2	
		OCE-IND	LASER		50+PPM	2	
		IBM	3800		50+PPM	2	
		IBM	3900		50+PPM	1	
		XEROX	LASER			1	
		XEROX	4050		50+PPM	1	
		COMPAQ	LASER			2	
	<b>UPS</b>		TELEDYNE	UPS			1
		AMER-POWER	UPS			3	
BEST POWER		UPS-3PHASE			2		
<b>PRINTERS</b>	PLAN	XEROX	3800		50+PPM	1	DEC 02
	PLAN	HP	LASER			7	DEC 02
	PLAN	TECTRONIX	LASER			4	DEC 02
<b>UPS</b>	PLAN	BEST-POWER	UPS			1	DEC 02
	PLAN	LIEBERT	UPS-3PHASE			1	DEC 02

### OUTSOURCING MODULE

	STAT	TYPE	VENDOR/DESCRIPTION	DATE
<b>COMMUNICATION</b>		LAN IMPLEMENTATION	IND-CONTRCT	
		WAN SERVICES	NORTEL	
<b>IT SERVICES</b>		CONTRACT PROGRAMMING	ORACLE	
		APPLICATION DESIGN	UNSPECIFIED	
		IT HELP DESK	UNSPECIFIED	
<b>DISASTER RECOVERY</b>		DISASTER RECOVERY	INTERNAL FACILITIES	
	<b>COMPUTER MAINT</b>		MAINFRAME MAINTENANCE	FCS
		MIDRANGE MAINTENANCE	COMPAQISION ONE	
		WORKSTATION MAINTENANCE	COMPAQ	
		LAN SERVER MAINTENANCE	COMPAQ	
<b>INTERNET</b>		FIREWALL	QWEST	
		HOSTING INET/WEB SERVERS	DIGEX	
		HOSTED STORAGE PROVIDER	EXODUS	
		MANAGED STORAGE PROVIDER	STORAGENETWORKS	
<b>IT SERVICES</b>	PLAN	IT SYSTEMS TUNING	IBM	Apr 02
<b>COMMUNICATION</b>	PLAN	WAN SERVICE	MCI-WORLDCM	Jan 02
<b>INTERNET</b>	PLAN	PROVIDE WEB SITE MGMT	UNSPECIFIED	Nov 02



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### LOCAL AREA NETWORKS MODULE

TECHNOLOGY	STAT	MANUF	MODEL	DESCRIPTION	QTY	DATE
		ETHERNET	LAN		600	
		TOKEN-RING	LAN		200	
		WIRELESS	LAN		50	
<b>NETWORK OS</b>		NOVELL	NETWARE-4	OPERATING SYSTEM		
		MICROSOFT	WIN2K-SVR	OPERATING SYSTEM		
<b>LAN SOFTWARE</b>		NTWRK-ASSOC	NETSHIELD	ANTIVIRUS		
		SYMANTEC	NORTON-ANTI	ANTIVIRUS		
		COM-ASSOC	UNICENTR-TNG	SYSTEM/SOFTWARE MANAGEMENT		
		HP	OPENVIEW	NETWORK CONTROL		
		SUN-CONNECT	NFS	NETWORK CONTROL		
<b>LAN COMMUNICATION</b>		3COM		HUB	14	
		NORTEL		SWITCH	5	
		CISCO		ROUTER	3	
		ROUTER PROTOCOL:		IPX/SPX		
				TCP/IP		
				NETBIOS		
<b>REMOTE ACCESS SERVER</b>	IBM	REM-ACC-SVR	REMOTE ACCESS SERVER		2	
<b>LAN DEVICES</b>	PLAN	NODES			200	DEC 02
<b>TECHNOLOGY</b>	PLAN	ETHER100	LAN			DEC 02
	PLAN	WIRELESS	LAN			DEC 02
<b>NETWORK OS</b>	PLAN	NOVELL	NETWARE-5	OPERATING SYSTEM	8	DEC 02
<b>LAN COMMUNICATION</b>	PLAN	CISCO	ROUTER	LOC/REM ROUTER	3	DEC 02
<b>LAN SOFTWARE</b>	PLAN	SYMANTEC	NORTON-ANTI	ANTIVIRUS	1	DEC 02

### E-BUSINESS MODULE

INTERNET PROVIDER	STAT	VENDOR/DESCRIPTION	QTY	DATE
		QWEST		
<b>INTERNET APPS</b>		CUSTOMER SERVICE		
		HOME PAGE		
<b>INTRANET APPS</b>		HR		
		DIRECTORY		
<b>INTERNET USERS</b>		TOTAL INTERNET USERS AT SITE	101-250	
<b>WEB DEVELOPERS</b>		TOTAL WEB DEVELOPERS AT SITE	6-10	
<b>INTERNET APPS</b>	PLAN	ELECTRONIC COMMERCE		Nov 02
	PLAN	EXTRANET		Nov 02



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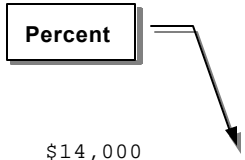
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### NETWORKS MODULE

NETWORK LINES	STAT	PROVIDER	CATEGORY	TYPE / DESCRIPTION	AMT	QTY / PCT	DATE
		AT&T		TIE-LINE-PRIV		1	
		QWEST		DIAL		146	
		AT&T		800/WATS		24	
<b>NETWORK TECH</b>		AT&T		T1		3	
		QWEST		T3		1	
<b>CELLULAR PROVIDER</b>		SPRINT		CELLULAR PHONE		18	
<b>WAN SERVICES</b>		AT&T		SWITCHED-56			
		AT&T		ATM-SERV			
		AT&T		FRAME-RELAY			
		QWEST		FDDI-SERV			
		QWEST		SONET-SERV			
		AT&T		X25-SERV			
<b>LONG DISTANCE</b>			EXPENSE	MONTHLY LONG DISTANCE	\$14,000		
			TRAFFIC	PERCENT OUTBOUND			65
			TRAFFIC	PERCENT INTERNATIONAL			10
<b>L D PROVIDER</b>		AT&T	LONG-DIST	PROVIDER			
			CONTRACT END	DATE			2002
<b>NETWORK LINES</b>	PLAN	OTHER		DIAL		50	Nov 02
<b>NETWORK TECH</b>	PLAN	OTHER		ISDN-PRI		24	Nov 02
<b>WAN SERVICES</b>	PLAN	AT&T		ATM-SERV			Nov 02
<b>MOVE/RENOVATION</b>	PLAN			MAJOR MOVE OR RENOVATION			Apr 02



### TELECOMMUNICATIONS EQUIPMENT MODULE

PHONE SYSTEM	STAT	MANUF	MODEL	DESCRIPTION	QTY	EXTNS	DATE
		NORTEL	PBX	PBX		735	Nov99
<b>TELECOMM EQUIP</b>		NEC	VOICE MAIL	NETWORK			
<b>ACD SYSTEM</b>		NORTEL	ACD	INTEGRATED MULTI	100	AGENT	
<b>CALL CENTERS</b>		CALL CENTER	INCOMING		50	CALLERS	
<b>PHONE SYSTEM</b>	PLAN	AVAYA	ACS	PBX	1	1000	Jun 02
<b>VOICE EQUIPMENT</b>	PLAN	VOICE MAIL	LOCAL	VOICE-MAIL SYSTEM			Jun 02
<b>ACD SYSTEM</b>	PLAN	NORTEL	ACD	INTEGRATED MUTLI	100	AGENTS	Apr 02