

**Sample Company UK**

Moor Mill Road
Lancaster
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United Kingdom
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Mailing Address:
Moor Mill Road
Lancaster
Lancashire
LA4 5GF
United Kingdom

Site ID: 134004413
<http://www.samplecompany.co.uk>
Enhanced Site

****THIS IS A FICTITIOUS SITE AND IS FOR DEMONSTRATION PURPOSES ONLY****

Information on this Site

ECONOGRAPHICS	Employees:	750	Turnover (\$M):	1,774
	IT Employee Range:	10-24	Fiscal Year End:	DEC
	Sales Force Employees:	50	Enterprise Status:	ULTIMATE HQ
	Mobile Employees:	100	NUTS/Code:	R7830
	> Travel Internationally:	Yes	Industry (SIC):	6022
			Industry (NAICS):	522110
				FIN-COMMERCIAL BANKS FIN-Commercial Banking

SITE UPDATES	Demographics/Contacts Update:	JAN 2007	Technology Infrastructure Update:	MAY 2006
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EUROPEAN ECONOGRAPHICS	Total Other Sites in Country:	6	Turnover Qualifier Code:	SA
	Total Employees in Company:	2,800	Turnover Local Currency:	1,002
	VAT Code:	GB123456789012	NAF Code:	0000
	Registration Code:	33937532100033		

Business Functions Performed at this Site

BUSINESS ACTIVITIES	Accounting:	Yes	Customer Support:	Yes
	Sales:	Yes	Call Center:	Yes
	Marketing:	Yes	Manufacturing:	No
	Human Resources:	Yes	Engineering:	No
	Purchasing:	Yes		

Summary of Technology at this Site

Total PC's:	729	Total Servers:	19
> Desktop PC's:	400	Total Printers:	103
> Portable PC's:	329	Phone System Installed:	NORTEL
Primary Desktop Vendor:	DELL	Presence of Wireless LAN:	Yes
Primary Portable Vendor:	HP		
Source for Management of Computers and Systems:			CORPORATE
Planning a Major Move / Renovation Next 12 Months:			No

Site Technology Totals

PC	Total PC's:	729	Total PCs in Company in Country:	1500
	> Desktop PC's:	400	PC Purchasing Decisions:	Local
	> Portable PC's:	329	Primary Desktop Vendor:	DELL
	Planned PC's:	110	Primary Portable Vendor:	HP

SYSTEMS/SERVERS	Total Servers:	19	Planned Servers:	4
	➢ Intel/AMD Servers:	6	Primary Server Vendors:	IBM, SUN-MICRO
	➢ Unix/RISC Servers:	5	Server Operating Systems:	Z/OS, LINUX, OS/400
	➢ IBM Midrange Servers - iSeries/AS400:	5	Server Purchasing Decisions:	Local
	➢ Other Proprietary Servers:	2		
	➢ IBM/PCM Mainframes:	1		

SOFTWARE	RDBMS:	ORACLE	Development Tools:	JAVA
	Accounting Vendor:	ORACLE	CRM Vendor:	SIEBEL
	Groupware Vendor:	LOTUS	Open Source Used at Site:	Yes

STORAGE	Total Site Storage Capacity:	2 to 3 TB	Primary Storage Vendor:	BROCADE
	Storage Area Network Presence:	Yes	Network Attached Storage Presence:	Yes
	Direct-Attached Storage Presence:	Yes	Tape Library Presence:	Yes
	Planned Storage Area Network:	Yes		

PERIPHERALS	Total Printers:	103	Total High Speed Production Printers:	1
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NETWORK INFRASTRUCTURE	Wireless LAN Presence:	Yes	Router Presence:	Yes
	Wireless LAN Users:	50	LAN Switch Presence:	Yes
	Nodes:	832		

NETWORK SERVICES	Host or Remote Site Status:	Host	Cellular Provider:	SPRINT
	# of Locations Connected Nationally:	1	Primary Line Carrier:	AT&T
	# of Locations Connected Internationally:	5	T1 Lines:	10
	Voice Over IP Presence:	Yes	T3 Lines:	2
	Network Purchasing Decisions:	Local	OCx Lines:	1
			ISDN Lines:	3
			xDSL Lines:	1
		Dial Lines:	50	

TELECOMM EQUIP	Prim. Phone System Vendor:	NORTEL	Phone System Type	
	Phone Extensions:	775	➢ Single Line:	
	Planned Phone System Vendor:	AVAYA	➢ Key System:	
	Call Center:	Yes	➢ Centrex:	
	Phone System Purchasing Decisions:	Parent	➢ IP-Centrex:	Installed
			➢ PBX:	Installed
		➢ IP-PBX:	Installed & Planned	

Contacts / Functions

CONTACT/FUNCTIONS	Mr. Robert S. McCoy	Senior Financial Executive
	Ms. Jean Davis	Senior Information Systems Telecommunications Manager
	Mr. Ken Thompson	President/General Manager
	Mr. Paul George	Human Resources Manager
	Mr. Jim Garrity	Senior Sales/Marketing Exec
	Mr. George Mattingly	Network/Security Manager
	Mr. John White	Storage Manager

Information on this Site's Parent

ENTERPRISE	Concordia Corporation Enterprise Corp Code: 08039 Country of Origin: United States Fortune 1000 Rank: 73 Enterprise Metro: CLT	Sales (\$M): 24,474 Enterprise Employees: 8,217 NA/Europe Linked Sites: 5 US/Canada Linked Sites: 200 www.concordia.com
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ENTERPRISE INTELLIGENCE	Enterprise Summary Enterprise Contacts Revenue / Employee Growth Technology Totals	Enterprise Structure Enterprise Site List Technology Vendor Share within Company Sales Pipeline and Custom Fields
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Personal Computing

	STAT	MANUF	TYPE/MODEL	QTY	DATE
DESKTOP PC's		APPLE	DESKTOP	10	
		DELL	DESKTOP	340	
		IBM	DESKTOP	50	
PORTABLE PC's		HP	PORTABLE	300	
		IBM	PORTABLE	29	

PC SOFTWARE

Operating Systems:	MICROSOFT APPLE	XP OSX
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PCs	PLAN PLAN	HP DELL	DESKTOP DESKTOP	50 60	MAY 2007 MAY 2007
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TIME TREND

Category	Annualized Growth
Total PC's at Site:	20%
Total Desktop PC's at Site:	10%
Total Portable PC's at Site:	1%

INDUSTRY TREND

This site has 76% more Total Personal Computers than other sites of this size in this industry.
 This site has 10% fewer Total Portable Personal Computers than other sites of this size in this industry.



Storage

CAPACITY

Total Storage Capacity

2 to 3 TB

HARDWARE

	STAT	MANUF	MODEL	TYPE	QTY	DATE
Direct Attached:		HP	DISK	DIRECT ATTACHED	2	
		EMC	RAID	DIRECT ATTACHED	1	
		EMC	OPDISK	DIRECT ATTACHED	1	
Network Attached:		SNAPSERVER	NAS	NETWORK ATTACHED STORAGE	5	
Storage Area Network:		BROCADE	SAN	STORAGE AREA NETWORK	2	
Tape Library:		ADIC	TAPE-LIBRARY	TAPE LIBRARY	10	

SOFTWARE

Storage Management:EMC STORAGEWORKS

Backup & Recovery: VERITAS BACKUP-EXEC

DISASTER RECOVERY STATUS:

Commercial Service

PLANNED CHANGE IN CAPACITY – OVER NEXT 12 MONTHS:

Direct Attached: No Change
 Network Attached: Increase
 Storage Area Network: Increase
 Tape Library: Decrease

NAS	PLAN	DELL		NETWORK ATTACHED STORAGE	3	MAY 2007
SAN	PLAN	HP		STORAGE AREA NETWORK	1	MAY 2007

INDUSTRY TREND This site has 10% less Total Storage than other sites of this size in this industry



Systems & Servers

	STAT	MANUF	MODEL/GROUP	CHIP	CATEGORY	QTY	DATE
INTEL/AMD-BASED		DELL	PWREDGE-2600	XEON	LOW-END	5	
		IBM	XSERIES455	XEON-MP	LOW-END	1	
Operating System:		RED-HAT	LINUX				
UNIX/RISC-BASED		SUN-MICRO	NETRA-BLADE	SPARC	HIGH-END	5	
Operating System:		SUN-MICRO	SOLARIS				

IBM MIDRANGE-iSeries/AS400	IBM	ISERIES-I400	PROP	MIDRANGE	5
Operating System:	IBM	OS/400			

OTHER PROPRIETARY	APPLE	XSERVE-G5	G5	LOW-END	2
Operating System:	MAC-OSX				

IBM/PCM MAINFRAME	IBM	ZSERIES-Z900	S390	HIGH-END	1
Operating System:	IBM	Z/OS			

SERVER PURCHASE DECISIONS: Local

NETWORK MANAGEMENT SOFTWARE

	MANUF	MODEL
Enterprise Mgmt:	IBM	TIVOLI

INTEL/AMD SERVER	PLAN	DELL	PWREDGE 750	1	MAY 07
UNIX/RISC SERVER	PLAN	SUN-MICRO	SUNFIRE 6800	1	MAY 07
MIDRANGE SERVER	PLAN	IBM	I400-I5	1	MAY 07
IBM/PCM MAINFRAME	PLAN	IBM	Z890	1	MAY 07
ENTEPRISE MGMT	PLAN	CA	UNICENTER		MAY 07

TIME TREND

Category	Annualized Growth
Total Servers at Site:	10%
Total Intel/AMD Servers at Site:	5%
Total Unix/RISC Servers at Site:	0%
Total IBM Midrange – iSeries/AS400 Servers at Site:	1%
Total IBM/PCM Mainframe Servers at Site:	25%

INDUSTRY TREND

- This site has 5% more Total Servers than other sites of this size in this industry.
- This site has 2% more Total IBM/PCM Mainframes than other sites of this size in this industry.
- This site has 10% fewer Total IBM Midrange Servers than other sites of this size in this industry.
- This site has 8% more Total Intel/AMD Servers than other sites of this size in this industry.
- This site has 3% fewer Total Unix/RISC Servers than other sites of this size in this industry.



Software

STAT	VENDOR	PACKAGE	DESCRIPTION	DATE
DBMS AT SITE	ORACLE	ORACLE-9I	DATABASE MANAGEMENT	
	IBM	DB2	DATABASE MANAGEMENT	
	MICROSOFT	SQL-SERVER	DATABASE MANAGEMENT	

ENTERPRISE APPLICATIONS

Accounting/Financial

ORACLE FINANCIALS ACCOUNTING

Human Resources

ORACLE HR HR MGMT

Supply Chain Management

ORACLE SCM SUPPLY CHAIN MGMT

CRM/SFA

SIEBEL CRM CUSTOMER/SALES MGMT

SERVER BASED COMPUTING

CITRIX MICROSOFT METAFRAME
TERMINAL SERVER

DATA WAREHOUSING

Status: Deployed From This Office

BI & Reporting Tools: HYPERION BI BUSINESS INTELLIGENCE

GROUPWARE

LOTUS MICROSOFT NOTES EXCHANGE2000 GROUPWARE
GROUPWARE

BUSINESS PROCESS MANAGEMENT

BPM Status: Deployed

Application Server: IBM BEA WEBSHERE
WEB-LOGIC

EAI Tools: BUS-OBJECTS

Document Mgmt:

APPLICATION DEVELOPMENT

Number of Developers: 5 - 9

Development Tools: JAVA

Configuration Mgmt: CA ALLFUSION
IBM RATIONAL

Web Services Platform: MICROSOFT .NET

DBMS	PLAN	ORACLE	ORACLE-10G	DATABASE MANAGEMENT	MAY 2007
SCM	PLAN	MANUGISTICS		SUPPLY CHAIN MANAGEMENT	MAY 2007
DOCUMENT MGMT	PLAN	FILE-NET		DOCUMENT MANAGEMENT	MAY 2007
OPEN SOURCE	PLAN		OPEN SOURCE		MAY 2007
WEB SERVICES	PLAN		WEB SERVICES		MAY 2007
BPM	PLAN		BUSINESS PROCESS MANAGEMENT		MAY 2007
DATA WAREHOUSE	PLAN		DATE WAREHOUSE		MAY 2007



Peripherals

	STAT	MANUF	MODEL	TYPE/COLOR	QTY	DATE
PRINTERS						
Desktop Laser		HP		COLOR	20	
		HP		BLACK&WHITE	50	
Multifunction		CANON		COLOR	10	
Ink Jet		XEROX		COLOR	5	
		XEROX		BLACK&WHITE	2	
Dot Matrix		XEROX		COLOR	5	
		XEROX		BLACK&WHITE	2	
Production		IBM	INFOPRINT 3000		1	
Network Copiers		XEROX		COLOR	5	
		XEROX		BLACK&WHITE	2	
Wide Format		CANON			1	

UPS		AMER-POWERUPS			3	
		BEST POWER	UPS-3PHASE		2	

PRINTERS	PLAN	HP	LASER		7	MAY 07
UPS	PLAN	LIEBERT	UPS-3PHASE		1	MAY 07

TIME TREND

Category

Total Printers at Site:	-10%
Total Production Printers at Site:	-10%
Total Laser Printers at Site:	15%
Total Multi-Function Printers at Site:	-5%
Total Wide Format Printers at Site:	-10%
Total Network Copiers at Site:	-10%
Total Color Printers at Site:	-10%

Annualized

Growth

INDUSTRY TREND

This site has 5% fewer Total Printers than other sites of this size in this industry.
 This site has 10% fewer Total Productions Printers than other sites of this size in this industry.



Managed Services

	STAT	VENDOR	SERVICES PROVIDED	DATE
SOFTWARE RELATED & PROGRAMMING		UNSPECIFIED	Programming Services Application Integration Application Support Document Management E-Business Platform	
HARDWARE RELATED		UNSPECIFIED	Help Desk	

		UNSPECIFIED	Capacity Planning Systems Integration Infrastructure / Datacenter Management	
		UNSPECIFIED	Managed Storage Provider	
MAINTENANCE		UNSPECIFIED	PBX Maintenance – Within 7-12 Months	
NETWORK RELATED		UNSPECIFIED	LAN - Design / Integration LAN - Network Management / Support	
		UNSPECIFIED	WAN – Network Convergence	
		UNSPECIFIED	WAN – Unified Messaging	
		UNSPECIFIED	WAN – Design & Integration WAN – Management & Support	
SOFTWARE	PLAN	UNSPECIFIED	DOCUMENT MANAGEMENT	MAY 2007
HARDWARE	PLAN	UNSPECIFIED	DATACENTER MGMT	MAY 2007
NETWORK	PLAN	UNSPECIFIED	WAN NETWORK MGMT SUPPORT	MAY 2007



Network Infrastructure Module

	STAT	MANUF	MODEL	DESCRIPTION	QTY	DATE
WIRELESS NETWORK				# of Users # of Access Points	50 5	
NETWORK SECURITY SOFTWARE						
		NTWRK-ASSOC SYMANTEC	NETSHIELD NORTON-ANTI	ANTIVIRUS ANTIVIRUS		
NETWORK COMMUNICATIONS EQUIPMENT						
		NORTEL CISCO	SWITCH ROUTER	LAN-SWITCH ROUTER	5 3	
NETWORK USER MANAGEMENT						
Network Directories:		MICROSOFT	ACTIVE-DIR	DIRECTORY SERVICES		
WLAN	PLAN		WLAN USERS		25	MAY 2007
NET COMM EQUIP	PLAN	3COM	ROUTER		3	MAY 2007
	PLAN	BROCADE	SWITCH		2	MAY 2007

TIME TREND

Category	Annualized Growth
Total LAN Nodes at Site:	5%
Total Routers at Site:	5%
Total LAN Switches at Site:	5%
Total WLAN Users at Site:	5%

INDUSTRY TREND

This site has 10% fewer LAN Nodes than other sites of this size in this industry.
 This site has 10% fewer WLAN Users than other sites of this size in this industry.



E-Business Module

	DESCRIPTION	QTY	DATE
E-COMMERCE	B-to-B or B-to-C Focus:	B to B	

E-COMMERCE	PLAN	E-COMMERCE	MAY 2007
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Network Services Module

STAT	PROVIDER	CATEGORY	TYPE / DESCRIPTION	AMT/QTY	DATE	
NETWORK LINES	AT&T	OCX	OPTICAL CARRIER LINE	1		
	AT&T	T3	T3 LINE	2		
	AT&T	T1	T1 LINE	10		
	AT&T	ISDN	ISDN LINE	1		
	AT&T	ISDN-BRI	ISDN-BRI LINE	1		
	AT&T	ISDN-PRI	ISDN-PRI LINE	1		
	AT&T	XDSL	XDSL LINE	1		
	AT&T	DIAL	DIAL-UP LINE	50		
	WAN SERVICES	AT&T	ATM	ATM SERVICE		
		AT&T	FRAME RELAY	FRAME RELAY SERVICE		
AT&T		SONET	SONET SERVICE			
AT&T		MPLS	MULTIPROTOCOL LABEL SWITCHING			
IP SERVICES						
	VPN	AT&T	VPN	VIRTUAL PRIVATE NETWORK		
			Number or Mobile Workers Using VPN:	50		
VoIP	AT&T	VOICEOVERIP	VOICE OVER INTERNET			
CELLULAR SERVICE	SPRINT	CELLULAR PROVIDER				
		Monthly Cellular Service Expenditure:		\$5,000		

NETWORK LINES	PLAN	SPRINT	OCX	MAY 2007
WAN SERVICES	PLAN	SPRINT	MPLS	MAY 2007
MOVE/RENOVATION	PLAN		MAJOR MOVE OR RENOVATION	MAY 2007

TIME TRENDCategory

Total OCx Lines at Site:
 Total T3 Lines at Site:
 Total T1 Lines at Site:
 Total xDSL Lines at Site:
 Total ISDN Lines at Site:
 Total Direct Dial Lines at Site:

Annualized Growth

5%
 5%
 10%
 10%
 10%
 10%

INDUSTRY TREND

This site has 5% more Total T1 Lines than other sites of this size in this industry.
 This site has 10% more Total T3 Lines than other sites of this size in this industry.
 This site has 5% fewer Total ISDN Lines than other sites of this size in this industry.
 This site has 5% fewer Total Direct Dial Lines than other sites of this size in this industry.



Telecommunications Equipment Module

	STAT	MANUF	MODEL	DESCRIPTION	QTY	EXTNS	DATE
PHONE SYSTEM		NORTEL NORTEL NORTEL		PBX IP-PBX IP-CENTREX		775	

CALL CENTERS

Type of Call Center:
Number of Call Center Agents:

Inbound
 50

PHONE SYSTEMSEM	PLAN	AVAYA	IP-PBX		1	800	MAY 2007
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TIME TRENDCategory

Total Extensions at Site:

Annualized Growth

10%

INDUSTRY TREND

This site has 5% more Total Extensions than other sites of this size in this industry.

External Site References

DUNs Number

929707255 048463400

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