

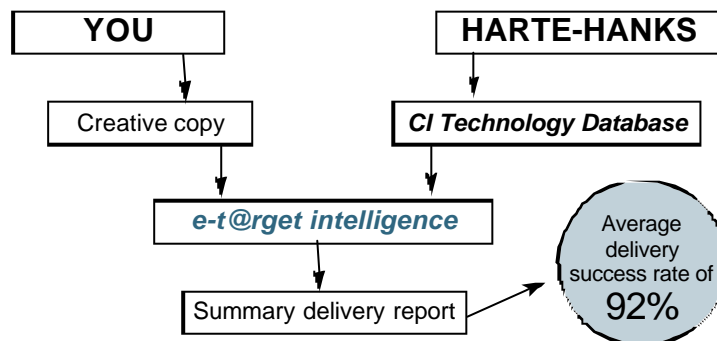
## e-Marketing, safe, simple, smart with e-t@rget intelligence

*Harte-Hanks are owners of the CI Technology Database. We have profiles on over 135,000 European sites and more than 550,000 contacts. Since the beginning of 2002, we have been collecting e-mail addresses and are now able to offer e-t@rget intelligence; a permission-based (opt-in) e-mail fulfilment service which will enable you to specifically target IT end-user companies and their IT & business decision makers.*

e-t@rget intelligence enables you to launch targeted e-mailings across fourteen European countries

If you sell IT or Telecomms technology in to the business-to-business arena, Harte-Hanks can help you. Through *e-t@rget intelligence*, we will enable you to reach the right companies and contacts with precision and confidence.

*e-t@rget intelligence* combines the possibility of segmenting your market very precisely using our 200+ IT and business criteria, with sophisticated fulfilment services that will help you deliver your message to the right people in 18 European countries: Belgium, Czech Republic, Denmark, Finland, France, Germany, Hungary, Ireland, Italy, Luxembourg, Netherlands, Norway, Poland, Portugal, Slovakia, Spain, Sweden, UK.



*e-t@rget intelligence is a safeguard against e-mail saturation and SPAM...*

As prospects have agreed to receive e-mailings from IT and Telecomms products or service providers, they will be receptive to your messages. The more receptive they are, the greater impact. The greater impact, the higher your ROI.

*e-t@rget intelligence* protects your prospects by limiting the number of e-mails a specific contact can receive to a maximum of five per month.

### Ready for action?

Using the tool is one thing, knowing what to do to maximise revenue, is another. Harte-Hanks can help here too! Whether you wish to follow your e-mail campaign by an outbound lead generation telephone campaign or a complete contact campaign using e-mail, Web and direct mail we have the resources across Europe for all the necessary development and implementation.

For more information about our services, please contact one of our European offices listed on the right.



### Our offices and contacts in Europe

**UK:** Pawendip Hunjan  
Tel: 0800 960 216  
[hartehankseuro@harte-hanks.com](mailto:hartehankseuro@harte-hanks.com)

**Belgium:** Ger Schuivens  
Tel: +32 (0)11 30 03 00  
[hartehankseuro@harte-hanks.com](mailto:hartehankseuro@harte-hanks.com)

**Germany:** Beate Kogel  
Tel: 0800 1800 284  
[beate\\_kogel@harte-hanks.com](mailto:beate_kogel@harte-hanks.com)

**France:** Thérèse Kah  
Tel: +33 (0)1 46 23 64 81  
[hartehankseuro@harte-hanks.com](mailto:hartehankseuro@harte-hanks.com)

**Spain:** Eduardo Horcajo  
Tel: +34 914 13 24 95  
[eduardo\\_horcajo@harte-hanks.com](mailto:eduardo_horcajo@harte-hanks.com)

**Italy:** Mirella Rigaudie  
Tel: 800 87 51 67  
[hartehankseuro@harte-hanks.com](mailto:hartehankseuro@harte-hanks.com)

[www.europe.hartehanksmi.com](http://www.europe.hartehanksmi.com)  
[www.harte-hanks.com/europe](http://www.harte-hanks.com/europe)



We make it happen.