

**Sample Company**

Moor Hill Road  
LANCASTER  
LANCASHIRE  
LA4 5GF  
United Kingdom  
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Mailing Address:  
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LANCASHIRE  
LA4 5GF

Site ID: 123456789  
[www.samplecompany.co.uk](http://www.samplecompany.co.uk)  
Enhanced Site

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

**Information on this Site**

**ECONOGRAPHICS**

Employees:	752	Fiscal Year End:	DEC
IT Employee Range:	10-24	Enterprise Status:	ULTIMATE HQ
Mobile Employees:	100	NUTS/Code: LANCASHIRE	R7830
➤ Travel Internationally:	Yes		
Industry (SIC):	3629		MFG-ELEC APPARATUS
Channels Database Site:	No		

**SITE UPDATES**

Demographics/Contacts Update:	OCT 2007	Technology Infrastructure Update:	OCT 2007
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**EUROPEAN ECONOGRAPHICS**

Total Number of Sites in Country for Company:	5	IT Employees:	20
Total Employees in Company in Country:	1000	Turnover Qualifier Code:	TA
Turnover Local Currency:	40,397	Turnover Euros:	59,184
VAT Code:	GB123456789012	European Site ID:	123456
Registration Code:	33937532100033	NAF Code:	0000

**Business Functions Performed at this Site**

**BUSINESS ACTIVITIES**

Accounting:	Yes	Customer Support:	No
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		
Primary Desktop Vendor:	DELL	Phone System Installed:	NORTEL
Primary Portable Vendor:	DELL		
Total PCs in Company in Country	1000	Total Thin Clients at Site	100
		Presence of Wireless LAN:	Yes

Source for Management of Computers and Systems: CORPORATE

**Site Technology Totals**

<b>PC</b>	Total PC's:	729	PC Purchasing Decisions:	Local
	➤ Desktop PC's:	400	Primary Desktop Vendor:	DELL
	➤ Portable PC's:	329	Primary Portable Vendor:	DELL
	Planned PC's:	110	Total High Performance Workstations:	10
	Thin Clients:	100		
<b>SYSTEMS/SERVERS</b>	Total Servers:	19	Planned Servers:	2
	➤ Intel/AMD Servers:	6	Primary Server Vendors:	IBM, SUN-MICRO
	➤ Unix/RISC Servers:	5	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		
<b>SOFTWARE</b>	RDBMS:	ORACLE	Development Tools:	JAVA
	Accounting Vendor:	ORACLE	CRM Vendor:	SALESFORCE
	Groupware Vendor:	LOTUS	Open Source Used at Site:	Yes
<b>STORAGE</b>	Total Site Storage Capacity:	1 TO 2 TB	Primary Storage Vendor:	EMC
	Storage Area Network Presence:	Yes	Network Attached Storage Presence:	Yes
	Direct-Attached Storage Presence:	Yes	Tape Library Presence:	Yes
	Planned Storage Area Network:	Yes		
<b>PERIPHERALS</b>	Total Printers:	103	Total High Speed Production Printers:	1
<b>E-BUSINESS</b>	Internet Users:	500 - 999	Access Type:	T1/T3
<b>NETWORK INFRASTRUCTURE</b>	Wireless LAN Presence:	Yes	Router Presence:	Yes
	Wireless LAN Users:	329	LAN Switch Presence:	Yes
	Nodes:	842		
<b>NETWORK SERVICES</b>			Long Distance Provider:	BT
			Cellular Provider:	ORANGE
			Primary Line Carriers:	BT
			T1 Lines:	1
			T3 Lines:	1
			OCx Lines:	1
			ISDN Lines:	1
			xDSL Lines:	1
	Host or Remote Site Status:	Host		
	# of Locations Connected Nationally:	4		
# of Locations Connected Internationally:	200			
Voice Over IP Presence:	Yes	Network Purchasing Decisions:	Local	
<b>TELECOMM EQUIP</b>	Prim. Phone System Vendor:	NORTEL	<u>Phone System Type</u>	
	Phone Extensions:	735		
	Planned Phone System Vendor:	AVAYA		
	Call Center:	Yes		
	Phone System Purchasing Decisions:	Parent	➤ PBX:	Installed

**Contacts / Functions**

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

**Personal Computing**

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

**PC SOFTWARE**

<b>Operating Systems:</b>	MICROSOFT	WIN2000
	MICROSOFT	XP
	APPLE	OSX

**THIN CLIENT:** HP

<b>HIGH PERFORMANCE WORKSTATIONS</b>	IBM	INTELISTN APRO-244	OPTERON	8
	SUN-MICRO	SUN-BLADE 1500	ULTRA-SPARC	2

<b>Operating Systems:</b>	RED-HAT	LINUX
	SUN-SOFT	SOLARIS



PCs	PLAN	HP	DESKTOP		50	OCT 2007
HIGH PERFORMANCE WORKSTATIONS	PLAN	SUN-MICRO	SUN-BLADE 2500	ULTRASPARC	50	OCT 2007

## TIME TREND

Category

Total PC's at Site:

AnnualizedGrowth

20%

Total Desktop PC's at Site:

10%

Total Portable PC's at Site:

10%

Total High Performance Workstations at Site:

20%



## Storage

## CAPACITY

Total Storage Capacity

1 TO 2 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	1	
Tape Library:		ADIC	TAPE-LIBRARY	TAPE LIBRARY	1	

## 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	OCT 2007
SAN	PLAN	HP	STORAGE AREA NETWORK	1	OCT 2007

**Systems & Servers**

	STAT	MANUF	MODEL/GROUP	CHIP	CATEGORY	QTY	DATE
<b>INTEL/AMD-BASED</b>		IBM	XSERIES-X382	ITANIUM2	HIGH-END	1	
		IBM	XSERIES455	XEON-MP	LOW-END	5	
<b>Operating System:</b>		RED-HAT	LINUX				
<hr/>							
<b>UNIX/RISC-BASED</b>		SUN-MICRO	NETRA-BLADE	SPARC	HIGH-END	5	
<b>Operating System:</b>		SUN-MICRO	SOLARIS				
<hr/>							
<b>IBM MIDRANGE- iSeries/AS400</b>		IBM	ISERIES-I400	PROP	MIDRANGE	5	
<b>Operating System:</b>		IBM	OS/400				
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<b>OTHER PROPRIETARY</b>		APPLE	XSERVE-G5	G5	LOW-END	2	
<b>Operating System:</b>		MAC-OSX					
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<b>IBM/PCM MAINFRAME</b>		IBM	ZSERIES-Z900	S390	HIGH-END	1	
<b>Operating System:</b>		IBM	Z/OS				
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<b>SERVER PURCHASE DECISIONS:</b>			Made Locally				
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**NETWORK MANAGEMENT SOFTWARE**

	MANUF	MODEL
<b>Enterprise Mgmt:</b>	IBM	TIVOLI

INTEL/AMD SERVER	PLAN	DELL	PWREDGE 750	1	OCT 08
UNIX/RISC SERVER	PLAN	SUN-MICRO	SUNFIRE 6800	1	OCT 08
MIDRANGE SERVER	PLAN	IBM	I400-I5	1	OCT 08
IBM/PCM MAINFRAME	PLAN	IBM	Z890	1	OCT 08

**TIME TREND**

<u>Category</u>	<u>Annualized Growth</u>
Total Servers at Site:	10%
Total Intel/AMD Servers at Site:	5%
Total Unix/RISC Servers at Site:	3%
Total IBM Midrange – iSeries/AS400 Servers at Site:	10%
Total IBM/PCM Mainframe Servers at Site:	25%

**Software**

STAT	VENDOR	PACKAGE	DESCRIPTION	DATE		
<b>DBMS AT SITE</b>						
	MICROSOFT	SQL-SERVER	DATABASE MANAGEMENT			
	ORACLE	ORACLE-9I	DATABASE MANAGEMENT			
	IBM	DB2	DATABASE MANAGEMENT			
	MICROSOFT	SQL-SERVER	DATABASE MANAGEMENT			
<hr/>						
<b>ENTERPRISE APPLICATIONS</b>						
				<b>INSTALL STATUS</b>	<b>WEB BASED</b>	<b># LOCAL USERS</b>
<b>Accounting/Financial</b>						
	ORACLE	FINANCIALS	ACCOUNTING	ON-SITE	NO	10
<hr/>						
<b>Human Resources</b>						
	ORACLE	HR	HR MGMT	ON-SITE	YES	5
<hr/>						
<b>Supply Chain Management</b>						
	ORACLE	SCM	SUPPLY CHAIN MGMT	ON-SITE	NO	10
<hr/>						
<b>CRM/SFA</b>						
	SALESFORCE	CRM	CUSTOMER/SALES MGMT	HOSTED	YES	50
<hr/>						
<b>SERVER BASED COMPUTING</b>						
	CITRIX	METAFRAME				
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<b>DATA WAREHOUSING</b>						
<b>Status:</b>	Deployed From This Office					
<b>BI &amp; Reporting Tools:</b>	HYPERION	BI	BUSINESS INTELLIGENCE			
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<b>GROUPWARE</b>						
	LOTUS	NOTES	GROUPWARE			
	MICROSOFT	EXCHANGE	GROUPWARE			
<hr/>						
<b>BUSINESS PROCESS MANAGEMENT</b>						
<b>BPM Status:</b>	Formal BPM Framework In Place					
<b>Application Server:</b>	IBM	WEBSPHERE				
<b>EAI Tools:</b>	BUS-OBJECTS					
<b>Document Mgmt:</b>	DOCUMENTUM					

**APPLICATION DEVELOPMENT**

**Number of Developers:** 10 – 24

**Development Tools:** JAVA

**Configuration Mgmt:** CA ALLFUSION  
IBM RATIONAL

**Web Services Platform:** MICROSOFT .NET

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



**Peripherals**

	STAT	MANUF	MODEL	TYPE/COLOR	QTY	DATE
<b>PRINTERS</b>						
Desktop Laser		HP		COLOR	20	
		HP		BLACK&WHITE	50	
Multifunction		CANON		COLOR	10	
Production		IBM	INFOPRINT 3000		1	
Network Copiers		XEROX		COLOR	5	
		XEROX		BLACK&WHITE	2	
Wide Format		CANON			1	
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UPS		AMER-POWERUPS			3	
		BEST POWER	UPS-3PHASE		2	
<b>PRINTERS</b>	PLAN	HP	LASER		7	DEC 07
<b>UPS</b>	PLAN	LIEBERT	UPS-3PHASE		1	DEC 07



## TIME TREND

<u>Category</u>	<u>Annualized Growth</u>
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%


**Managed Services**

	VENDOR	SERVICES PROVIDED
<b>SOFTWARE RELATED &amp; PROGRAMMING</b>	UNSPECIFIED	<b>Programming Services</b> <b>Application Integration</b> <b>Application Support</b> <b>Document Management</b> <b>E-Business Platform</b>
<b>HARDWARE RELATED</b>	UNSPECIFIED	<b>Help Desk</b> <b>Capacity Planning</b> <b>Systems Integration</b> <b>Infrastructure / Datacenter Management</b>
<b>MAINTENANCE</b>	UNSPECIFIED	<b>Managed Storage Provider</b> <b>Mainframe Maintenance</b> <b>Server Maintenance</b> <b>PBX Maintenance – Within 7-12 Months</b>
<b>NETWORK RELATED</b>	UNSPECIFIED	<b>Network Router Management / Support</b> <b>LAN/WAN - Design / Integration</b> <b>LAN/WAN - Network Management / Support</b> <b>LAN/WAN – Network Convergence</b> <b>LAN/WAN – Unified Messaging</b>


**Network Infrastructure Module**

	STAT	MANUF	MODEL	DESCRIPTION	QTY	DATE
<b>WIRELESS NETWORK</b>				<b># of Users</b>	329	
				<b># of Access Points</b>	10	

**NETWORK SECURITY SOFTWARE**

NETWRK-ASSOC	NETSHIELD	ANTIVIRUS
SYMANTEC	NORTON-ANTI	ANTIVIRUS

**NETWORK COMMUNICATIONS EQUIPMENT**

NORTEL	SWITCH	LAN-SWITCH	5
CISCO	ROUTER	ROUTER	3

**NETWORK USER MANAGEMENT**

<b>Network Directories:</b>	MICROSOFT	ACTIVE-DIR	DIRECTORY SERVICES
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WLAN	PLAN	ACCESS POINTS	3	OCT 08
WLAN	PLAN	WLAN USERS	25	OCT 08
NET COMM EQUIP	PLAN 3COM	ROUTER	3	OCT 08
	PLAN BROCADE	SWITCH	2	OCT 08

**TIME TREND**

<u>Category</u>	<u>Annualized Growth</u>
Total LAN Nodes at Site:	5%
Total Routers at Site:	5%
Total LAN Switches at Site:	5%
Total WLAN Access Points at Site:	5%
Total WLAN Users at Site:	5%

**E-Business Module**

	DESCRIPTION	QTY	DATE
<b>E-COMMERCE</b>	<b>B-to-B or B-to-C Focus:</b> B to B		
E-COMMERCE	PLAN E-COMMERCE		OCT 08

**Network Services Module**

	STAT	PROVIDER	CATEGORY	TYPE / DESCRIPTION	AMT/QTY	DATE
<b>NETWORK LINES</b>		AT&T	OCX	OPTICAL CARRIER LINE	1	
		AT&T	T3	T3 LINE	1	
		AT&T	T1	T1 LINE	1	
		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	1	

**IP SERVICES**

<b>VPN</b>	AT&T	VPN	VIRTUAL PRIVATE NETWORK
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Number of Mobile Workers Using VPN:

50

VoIP AT&amp;T VOICEOVERIP VOICE OVER INTERNET

CELLULAR SERVICE ORANGE CELLULAR PROVIDER 75

NETWORK LINES	PLAN	AT&T	OCX		DEC 07
MOVE/RENOVATION	PLAN			MAJOR MOVE OR RENOVATION	DEC 07

## TIME TREND

Category

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

Annualized Growth

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



## Telecommunications Equipment Module

STAT	MANUF	MODEL	DESCRIPTION	QTY	EXTNS	DATE
PHONE SYSTEM	NORTEL		PBX		735	
	NORTEL		CENTREX			
	NORTEL		KEY-SYSTEM			
	NORTEL		IP-PBX			
	NORTEL		IP-CENTREX			

CALL CENTERS	Type of Call Center:	Inbound			
	Number of Call Center Agents:		50		

PHONE SYSTSEM	PLAN	AVAYA	IP-PBX	1	1000	DEC 07
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## TIME TREND

Category

Total Extensions at Site:

Annualized Growth

10%

## External Site References

DUNs Number

929707255 048463400