



### Metro Inc

4889 Emerson Way  
Charlotte, NC 28288-1001  
UNITED STATES  
Phone: (704) 555-9999

SIC: 3532 MFG-HEAVY EQUIPMENT  
NAICS: 333131 MFG-Mining Machinery and Equipment Manufacturing  
Estimated Revenue (M\$): 11  
Fiscal Year End: FEB

Site ID: 1340004413  
<http://www.metro123.com>  
DUNS:

Employees: 60  
IT Employees: 1-4  
Sales Force: 5  
Developers: 1-4

### Key IT and Business Decision Makers

Mr. Keith Jones, Director Industrial Relations	Purchasing Manager	kjones@metro123.com
Mr. Doug Franklin, Network Administrator	Senior IT Executive	dfranklin@metro123.com
Mr. Kirk Johnson, Contoller	CEO/Managing Director	kjohnson@metro123.com
Ms. Barbara Sanders, HR and Payroll Administrator	Human Resources Manager	bsanders@metro123.com
Mr. William Schmidt, Product Line Manager	E-business Manager	wschmidt@metro123.com

### Summary of Technology at this Site

Hardware	Communications	IT Spend
Servers: 5	Network Lines: 5	IT Budget: \$154,995
Personal Computers: 34	Phone Extensions: 49	Hardware Budget: \$52,101
Desktop PCs: 28	Wireless Users: 8	Communications Budget: \$17,946
Portable PCs: 6	Internet Users: 25-49	Services Budget: \$21,165
Printers: 10		Software Budget: \$19,574
Storage Space: 1 to 3 TB		Storage Budget: \$15,192
		Other IT Budget: \$29,017
		IT Replacement Ratio: 27

### Technology Manufacturers Present at this Location

Hardware	Software	Storage
Primary Server: <b>HP SERVER</b> Other Servers: <b>SUN SERVER, HP SERVER</b> Primary Desktop: <b>HP</b> Primary Laptop: <b>HP</b> Other Laptops: <b>DELL</b> Primary Workstation: <b>HP</b> Primary Network Printer: <b>HP</b> Copier: <b>CANON</b> UPS: <b>AMER-POWER</b>	Primary Operating System: <b>MICROSOFT WIN/NT</b> Other Operating Systems: <b>MICROSOFT NT-SERVER, MICROSOFT WIN/XP, MICROSOFT WIN2000, RED-HAT LINUX</b> Asset Management: <b>UNSPECIFIED</b> Enterprise Management: <b>MICROSOFT</b> ID Access: <b>UNSPECIFIED</b> Storage Management: <b>SYMANTEC</b> Document Management: <b>IRON-MOUNT</b> ERP: <b>OTHER</b> Accounting: <b>OTHER</b> Human Resources: <b>OTHER</b> DBMS: <b>ORACLE</b> Datawarehouse: <b>UNSPECIFIED</b> Email Messaging: <b>LOTUS</b> Development Tool: <b>VISUALSTUDIO</b>	NAS: <b>HP</b> Tape Library: <b>UNSPECIFIED</b>



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Networking	
Network Lines:	<b>AT&amp;T</b>
Routers:	<b>CISCO</b>
Switches:	<b>3COM</b>
VPN:	<b>UNSPECIFIED</b>
ISP:	<b>AT&amp;T</b>
Network Service:	<b>UNSPECIFIED</b>

Telecom	
PBX:	<b>AVAYA</b>
Long Distance:	<b>AT&amp;T</b>
Cellular Service:	<b>CINGULAR</b>

IT Related	
Host/Remote:	<b>Remote</b>
Ethernet Technology:	<b>ETHERNET100</b>

## ILS and PLS Scores

Installed Likelihood Scores (ILS)			
Workstation:	5	Wireless LAN:	4
Server		Router:	4
Virtualization:	4	ATM Frame Relay:	3
DAS:	4	MPLS:	3
NAS:	4	Metro:	4
SAN:	5	WAN:	3
Tape:	5	VoIP:	2
Storage		T1/T3:	5
Mgmt SW:	4	OCX:	2

Purchase Likelihood Scores (PLS)			
Laptop:	1	Wireless LAN:	3
Servers:	2	Router:	3
Server		VPN:	2
Virtualization:	3	UCS:	2
Multifunction		Security SW:	4
Printer:	1	VoIP:	4
Storage Capacity		Antivirus SW:	4
Expansion:	3	Software As	
Storage		Service:	3
Virtualization:	4	Outsource	
Storage		SW Service:	3
Mgmt SW:	4		
Network Line:	3		

Please refer to the ILS and PLS scoring Legend below.

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- Tier 5** – 75% more likely than average to have installed or be in purchase cycle for the stated category
- Tier 4** – 25% more likely than average to have installed or be in purchase cycle for the stated category
- Tier 3** – Average to slightly above average likelihood to have installed or purchase cycle of the stated category
- Tier 2** – 50% less likely than average to have installed or be in purchase cycle for the stated category
- Tier 1** – Over 50% less likely than average to have installed or be in purchase cycle for the stated category

## Information on Location's Parent - Metro Parent Company

Hardware	
Personal Computers:	2500 to 4999
Desktop PCs:	1000 to 2499
Portable PCs:	500 to 999
Servers:	250 to 499
Printers:	500 to 999
Storage Space:	100 to 249 TB

Communications	
Network Lines:	364
Phone Extensions:	2500 to 4999
Wireless Users:	500 to 999
Internet Users:	1000 to 2499

IT Spend	
IT Budget:	\$10 to \$24 million
Hardware Budget:	<\$5 million
Communications Budget:	<\$5 million
Services Budget:	<\$5 million
Software Budget:	<\$5 million
Storage Budget:	<\$5 million
Other IT Budget:	<\$5 million
IT Replacement Ratio:	17

## Harte-Hanks Market Intelligence: (800) 854-8409