

### ABC BancCorp – Corporate Headquarters

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 28288-0001  
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### Information on this Enterprise

<b>ECONOGRAPHICS</b>	<b>Global HQ Country:</b>	United States	<b>Fortune / Forbes Rank:</b>
	<b>Sales (\$M):</b>	24,474	<b>Total DUNs Linked Sites - Global:</b>
	<b>Enterprise Employees:</b>	8,217	<b>Total CiTDB Linked Sites - NA Only:</b>
	<b>Industry (SIC):</b>	6022	<b>Total CiTDB Data Center Sites:</b>
	<b>Industry (NAICS):</b>	522110	<b>Total CiTDB Large IT Installs Sites:</b>
			FIN-COMMERCIAL BANKS FIN-Commercial Banking

### ENTERPRISE INTELLIGENCE

<u>Enterprise Technology Footprint (Estimated)</u>	<u>Technology Initiatives and Priorities</u>
<u>Enterprise IT Budget</u>	<u>Historical IT Trends</u>
<u>Technology Standards (Primary Vendors)</u>	<u>Technology Buying Decision Structure</u>
<u>Installed Technology Vendors within Enterprise</u>	<u>Corporate Contacts/Functions</u>

### Enterprise Technology Footprint (Estimated)

<b>Total Enterprise IT Employees:</b>	249	<b>Total Network Lines:</b>	50
<b>Total Servers:</b>	500	<b>Total Wireless Subscriptions:</b>	352
<b>Total PC's:</b>	8,125	<b>Total Phone Extensions:</b>	7825
➤ <b>Desktop PC's:</b>	7,675	<b>Total Monthly LD Expenditure:</b>	\$50,000
➤ <b>Portable PC's:</b>	450		
<b>Total Enterprise Storage Capacity:</b>	50+ TB		
<b>Total Printers:</b>	825		

### Enterprise IT Budget (Estimated)

<b>IT Budget Change – Next 12 Months:</b>	Increase 10% or More		
<b>Total Est. IT Budget:</b>	xxxxxx		
<b>Est. Comm Equipment Budget:</b>	xxxxxx	<b>Est. Computer Equipment Budget:</b>	xxxxxx
<b>Est. IT Staffing Budget:</b>	xxxxxx	<b>Est. Software Budget:</b>	xxxxxx
<b>Est. Storage Equipment Budget:</b>	xxxxxx	<b>Est. Services &amp; Outsourcing Budget:</b>	xxxxxx

**Technology Standards (Primary Vendors)**

<b>Server Vendor:</b>	Dell
<b>Server Operating System:</b>	Windows2003
<b>Open Source Penetration:</b>	2.6%
<b>Desktop PC Vendor:</b>	Dell
<b>Portable PC Vendor:</b>	HP
<b>Storage Vendor:</b>	Dell
<b>Laser Printer Vendor:</b>	Xerox
<b>Production Printer Vendor:</b>	IBM
<b>Enterprise Application Vendor:</b>	SAP
<b>DBMS Vendor:</b>	Oracle
<b>Groupware Vendor:</b>	Microsoft
<b>Web Development Platform:</b>	Microsoft
<b>Long Distance Provider:</b>	AT&T
<b>Phone System Vendor:</b>	Avaya
<b>Network Line Provider:</b>	AT&T
<b>VoIP Provider:</b>	AT&T
<b>VPN Provider:</b>	AT&T
<b>Cellular Phone Service Provider :</b>	Nextel

**Installed Technology Vendors within Enterprise**

**PERSONAL COMPUTING**

<b>Desktop PC Vendors:</b>	<ul style="list-style-type: none"> <li>➤ Dell</li> <li>➤ HP</li> </ul>	<ul style="list-style-type: none"> <li>➤ Lenovo</li> </ul>
<b>Portable PC Vendors:</b>	<ul style="list-style-type: none"> <li>➤ Acer</li> <li>➤ Dell</li> </ul>	<ul style="list-style-type: none"> <li>➤ HP</li> <li>➤ Lenovo</li> </ul>
<b>High Performance Workstation Vendors:</b>	<ul style="list-style-type: none"> <li>➤ Sun</li> </ul>	

**SYSTEMS & SERVERS**

<b>Server Vendors:</b>	<ul style="list-style-type: none"> <li>➤ Dell</li> <li>➤ HP</li> </ul>	<ul style="list-style-type: none"> <li>➤ IBM</li> <li>➤ Sun</li> </ul>
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**STORAGE**

<b>Storage Vendors:</b>	<ul style="list-style-type: none"> <li>➤ Dell</li> <li>➤ EMC</li> </ul>	<ul style="list-style-type: none"> <li>➤ IBM</li> <li>➤ HP</li> </ul>
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**PERIPHERIALS**

<b>Printer Vendors:</b>	<ul style="list-style-type: none"> <li>➤ IBM</li> <li>➤ HP</li> </ul>	<ul style="list-style-type: none"> <li>➤ Xerox</li> </ul>
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**NETWORK SERVICES**

<b>Network Line Providers:</b>	<ul style="list-style-type: none"> <li>➤ AT&amp;T</li> </ul>
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➤ BellSouth

**VPN Providers:**

- AT&T
- BellSouth

➤ NETIFICE

**Long Distance Providers:**

- AT&T
- COX

**VoIP Providers:**

- AT&T
- BellSouth

**TELECOM  
EQUIPMENT**

**Phone System Vendors:**

- Avaya
- Cisco

➤ Siemens

**ENTERPRISE  
SOFTWARE**

**Enterprise Application Vendors:**

- Microsoft
- Oracle

- SAP
- Siebel

**DBMS Vendors:**

- IBM
- Oracle

**Groupware Vendors:**

- Microsoft

**Development Languages:**

- Microsoft Visual Basic
- Oracle Oracle9i-Dev

**Web Development Platform Vendors:**

- Microsoft

## Technology Initiatives and Priorities

<b>Server Virtualization:</b>	High	<b>Compliance Tracking:</b>	Low
<b>Voice Over IP:</b>	Medium	<b>Storage Virtualization;</b>	High
<b>Open Source Adoption or Expansion:</b>	Medium	<b>SOA Implementation;</b>	Low
<b>WAN Acceleration or Bandwidth Mgmt:</b>	High	<b>Security Upgrades- Firewalls/IDS/IPS/VPN:</b>	High
<b>Lowering Power Consumption:</b>	Medium		

## Historical IT Trends

<b>Total Desktop PCs Trend:</b>	Increase 10% or More	<b>Total T1 Lines Trend:</b>	Increase 10% or More
<b>Total Portable PCs Trend:</b>	No Change	<b>Total Printers Trend:</b>	Decrease 10% or More
<b>WLAN User Trend:</b>	No Change		

## Technology Buying Decision Structure

<b>Server Purchasing Decisions:</b>	Centralized	<b>LAN Purchasing Decisions:</b>	Local
<b>PC Purchasing Decisions:</b>	Blended	<b>Network Purchasing Decisions:</b>	Local
		<b>Telecomm Purchasing Decisions:</b>	Local

### Corporate Contacts / Functions

#### Corporate Level Contacts

<u>Company Name</u>	<u>Contact Name</u>	<u>Title</u>	<u>City, State ZIP</u>	<u>Phone</u>
ABC BancCorp	Mr. Robert McCoy	CEO/Chairman	Charlotte, NC 28288-0001	(704) 374-6161
ABC BancCorp	Mr. Ken Thompson	Sr. VP / CFO	Charlotte, NC 28288-0001	(704) 374-6161
ABC BancCorp	Ms. Jean Davis	CIO	Charlotte, NC 28288-0001	(704) 374-6161

#### Linked Site Level Contacts

<u>Company Name</u>	<u>Contact Name</u>	<u>Title</u>	<u>City, State ZIP</u>	<u>Phone</u>
ABC Mortgage	Mr. Jim Reed	VP Operations	Raleigh, NC 27601	(919) 839-8596
ABC Mortgage	Ms. Judith Wood	Manager IT	Raleigh, NC 27601	(919) 839-8596
ABC Bank	Mr. John Nichols	Sr Vice President	Tampa, FL 33602	(813) 793-5236
ABC Bank	Mr. Zack Collins	IT Director	Tampa, FL 33602	(813) 793-5236
ABC Leasing	Ms. Gretchen Staatz	General Manager	Atlanta, GA 30341-3518	(770) 234-5276
ABC Leasing	Mr. Todd Woodbridge	Network Administrator	Atlanta, GA 30341-3518	(770) 234-5276

### Linked CiTDB Sites

<u>Company Name</u>	<u>City, State ZIP</u>
ABC Mortgage	Raleigh, NC 27601
ABC Bank	Tampa, FL 33602
ABC Leasing	Atlanta, GA 30341-3518