

Spencer Consulting Inc

630 Swenson Rd.
Irvine, CA 92614-0001
UNITED STATES
Phone: (949)260-5446

Mailing Address:
630 Swenson Rd.
Irvine, CA 92614-0001
UNITED STATES

Site ID: 134004413
www.spencerconsulting.com
Basic Site

THIS IS A FICTITIOUS SITE AND IS FOR DEMONSTRATION PURPOSES ONLY

Information on this Site

ECONOGRAPHICS	Employees:	752	Estimated Revenue (\$M):	973
	IT Employee Range:	10-24	Fiscal Year End:	DEC
	Sales Force Employees:	50	Enterprise Status:	ULTIMATE HQ
	Mobile Employees:	100		
	➤ Travel Internationally:	Yes	Metro/Code: Charlotte NC-SC	1520
	Industry (SIC):	6022	FIN-COMMERCIAL BANKS	
	Industry (NAICS):	522110	FIN-Commercial Banking	
Channels Database Site:	No			

SITE UPDATES	Demographics/Contacts Update:	OCT 2006	Technology Infrastructure Update:	NOV 2006
	Network/Comm Equipment Update:	AUG 2006	Application Software Update:	DEC 2006

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:	3010	Total Servers:	54
➤ Desktop PC's:	2890	Total Printers:	100
➤ Portable PC's:	120	Phone System Installed:	Avaya
Primary Desktop Vendor:	HP	Toll-free Number at this Location:	Yes
Primary Portable Vendor:	HP	Presence of Wireless LAN:	Yes
Internet Users:	500 - 999		
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	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
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: Accounting Vendor: Groupware Vendor:	ORACLE ORACLE LOTUS	Development Tools: CRM Vendor: Open Source Used at Site:	JAVA SIEBEL Yes
STORAGE	Total Site Storage Capacity: Storage Area Network Presence: Direct-Attached Storage Presence: Planned Storage Area Network:	2 to 3 TB Yes Yes Yes	Primary Storage Vendor: Network Attached Storage Presence: Tape Library Presence:	BROCADE Yes Yes
PERIPHERALS	Total Printers:	103	Total High Speed Production Printers:	1
E-BUSINESS	Internet Users:	500 - 999	Access Type:	T1/T3
NETWORK INFRASTRUCTURE	Wireless LAN Presence: Wireless LAN Users: Nodes:	Yes 1000 1027	Router Presence: LAN Switch Presence: Lease Router/LAN Switch:	Yes Yes Yes
NETWORK SERVICES	Monthly Long Distance: Dial Lines: 800/Wats Lines: Tie Trunk Lines: Host or Remote Site Status: # of Locations Connected Nationally: # of Locations Connected Internationally: Voice Over IP Presence:	\$7,000 50 24 5 Host 200 5 Yes	Long Distance Provider: Cellular Provider: Cellular Provisioning: Primary Line Carriers: T1 Lines: T3 Lines: OCx Lines: ISDN Lines: xDSL Lines: Network Purchasing Decisions: Long Distance Purchasing Decisions:	AT&T SPRINT Company Provided AT&T 10 2 1 3 1 Local Local
TELECOMM EQUIP	Prim. Phone System Vendor: Phone Extensions: Planned Phone System Vendor: Call Center: Phone System Purchasing Decisions: Telco: VERIZON NEW YORK INC - NY	NORTEL 735 AVAYA Yes Parent 5193	<u>Phone System Type</u> ➤ Single Line: ➤ Key System: ➤ Centrex: ➤ IP-Centrex: ➤ PBX: ➤ IP-PBX: ➤ Remote Phone System:	 Installed Installed Installed & Planned 422

Contacts / Functions

CONTACT/FUNCTIONS	Mr. Robert S. McCoy CEO/Chairman 704/374-6161	General Manager/President
	Ms. Jean Davis Head of Operation/Technology 704/374-6161	Senior Information Systems Telecommunications Manager Personal Computer Manager
	Mr. Ken Thompson CFO 704/374-6161	Senior Financial Executive

Basic Functional Contact Summary

Business Functions:

General Manager/President

Senior Financial Executive

Technical Functions

Senior Information Systems Manager
Data Communications Manager

Telecommunications Manager

Information on this Site's Parent

ENTERPRISE	Concordia Corporation		Sales (\$M):	24,474
	Enterprise Corp Code:	08039	Enterprise Employees:	8,217
	Country of Origin:	United States	NA/Europe Linked Sites:	5
	Fortune 1000 Rank:	73	US/Canada Linked Sites:	200
	Enterprise Metro:	CLT	www.concordia.com	

ENTERPRISE	Enterprise Summary	Enterprise Structure
INTELLIGENCE	Enterprise Contacts	Enterprise Site List
	Revenue / Employee Growth	Technology Vendor Share within Company
	Technology Totals	Sales Pipeline and Custom Fields

ENTERPRISE TOTALS- SITES INTERVIEWED	Total Servers:	938	Total LAN Nodes:	7,967
	➤ Intel/AMD Servers:	357	Total Wireless LAN Users:	300
	➤ Unix/RISC Servers:	187	Planned Wireless LAN Users:	500
	➤ IBM Midrange Servers - iSeries/AS400:	187		
	➤ Other Proprietary Servers:	187	Total Routers:	250
	➤ IBM/PCM Mainframes:	2	Total LAN Switches:	300
	Planned Servers:	6		
	Total PC's:	27,031	Total OCx Lines:	2
	➤ Desktop PC's:	25,000	Total T3 Lines:	5
	➤ Portable PC's:	2,031	Total T1 Lines:	30
	Planned PC's:	500	Total ISDN Lines:	10
	Total High Performance Workstations:	166	Total xDSL Lines:	10
	Total Enterprise Storage Capacity:	5+ TB	Total Direct Dial Lines:	80
	Total UPS Systems:	50	Total 800/WATS Lines:	75
	Total Printers:	2867	Total Tie Trunk Lines:	20
	➤ Laser Printers:	2500	Monthly Long Distance Expenditure:	\$50,000
	➤ Ink Jet Printers:	10	Total Installed Phone Extensions:	8000
	➤ Dot Matrix Printers:	100	Planned Phone Systems:	5
	➤ Multifunction Printers:	200		
	➤ Network Copiers:	50		
	➤ Wide Format Printers:	5		
	➤ Production Printers:	2		
	Planned Printers:	20		
	Total Installed Phone Extensions:	5000		
	Total Direct Dial Lines:	5000		
	Total Installed 800 Lines:	10		
	Monthly Long Distance Expenditure:	\$500,000		

Modeled Technology Totals

TECHMODELS

Modeled technology totals based on site size and industry:

Employees:	752	SIC/Industry:	60
Modeled Computing Environment:		Modeled Telecom Environment:	
Est. Servers	12	Est. Extensions	601
Est. IBM/PCM Mainframes	5	Est. Network Dial Lines	124
Est. Intel/AMD-Based Servers	5	Est. T1 Lines	3
Est. Unix/RISC-Based Servers	5	Est. T3 Lines	1
Est. IBM Midrange Systems	5	Est. ISDN Lines	2
Est. High Performance Workstations	26	Est. 800 Lines	1
Est. Personal Computers	361	Est. Monthly Long Dist(\$)	11,606
Est. Portables	122		
Modeled Network Environment:		Modeled Printer/Storage Environment:	
Est. LAN Nodes	689	Est. Printers	39
Est. Wireless LAN Users :	50	Est. Production Printers	2
		Est. Total Storage Capacity (GB)	1853
Modeled Network Infrastructure			
(based on collected PCs, LAN, Internet Users, and Enterprise status)			
WAN Presence Est.	Yes		
Broadband Presence Est.	Yes		

External Site References

DUNs Number

929707255 048463400