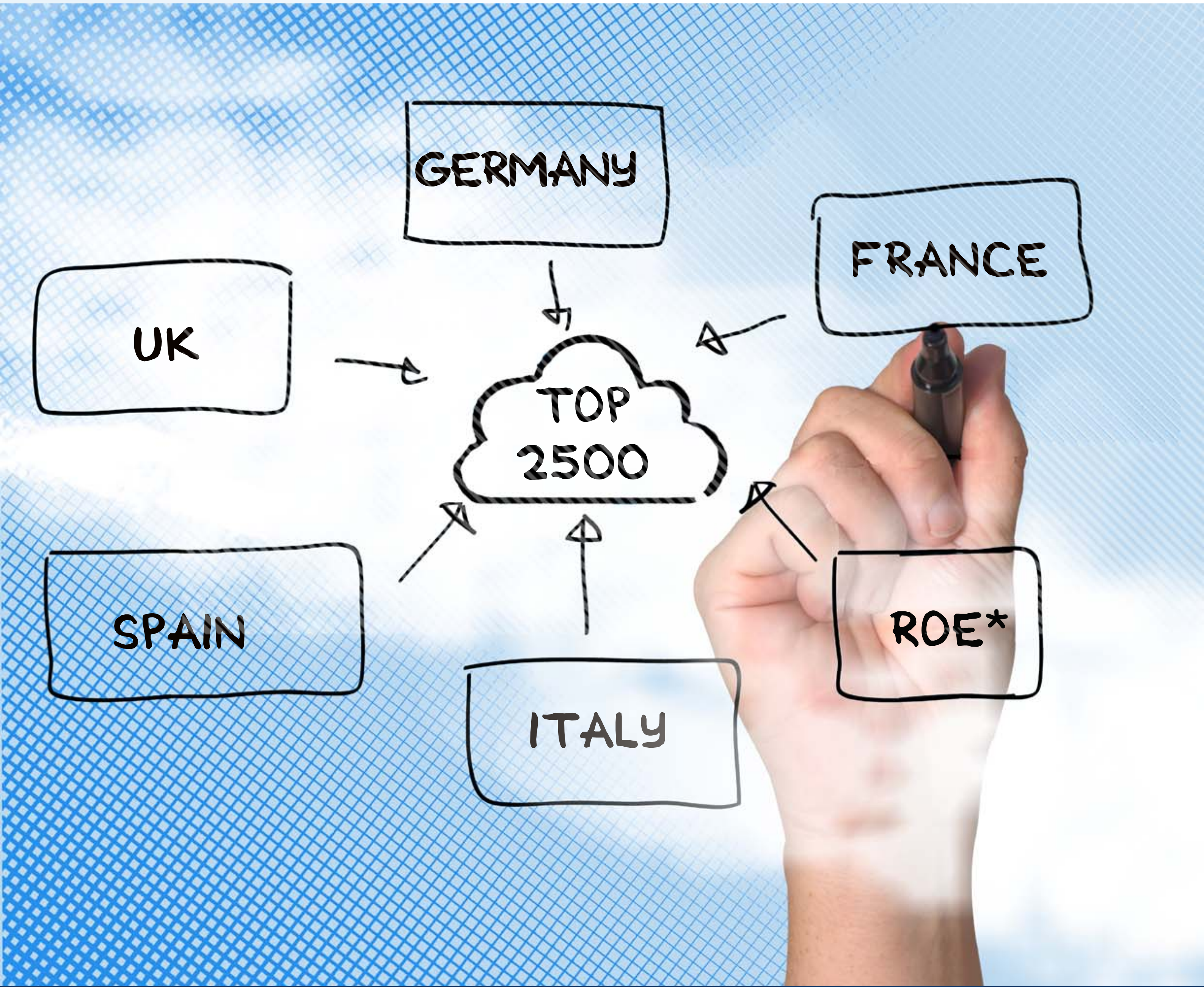
compuBase consulting

SUMMARY

Top 2500 Cloud Partners in Europe



* REST OF EUROPE

Foreword

This study was carried out by compuBase Consulting from June to October 2012.

Its purpose is to better identify IT and telecom partners currently active in Cloud computing, to determine which are the most important players, and to distinguish those whose profile means they have the greatest potential to become key industry players in the short term.

Acknowledgements

The compuBase Consulting team would like to thank all the IT and telecom partners for their time and for agreeing to participate in this study. We hope our study sheds new light on the challenges facing this industry.

We would also like to thank:

Excerpts of this study have already been distributed to the companies who participated in the survey.

Methodology

To perform this study, compuBase Consulting used its database of IT & Telecom partners which currently contains profiles of over 120,000 IT and Telecoms companies.

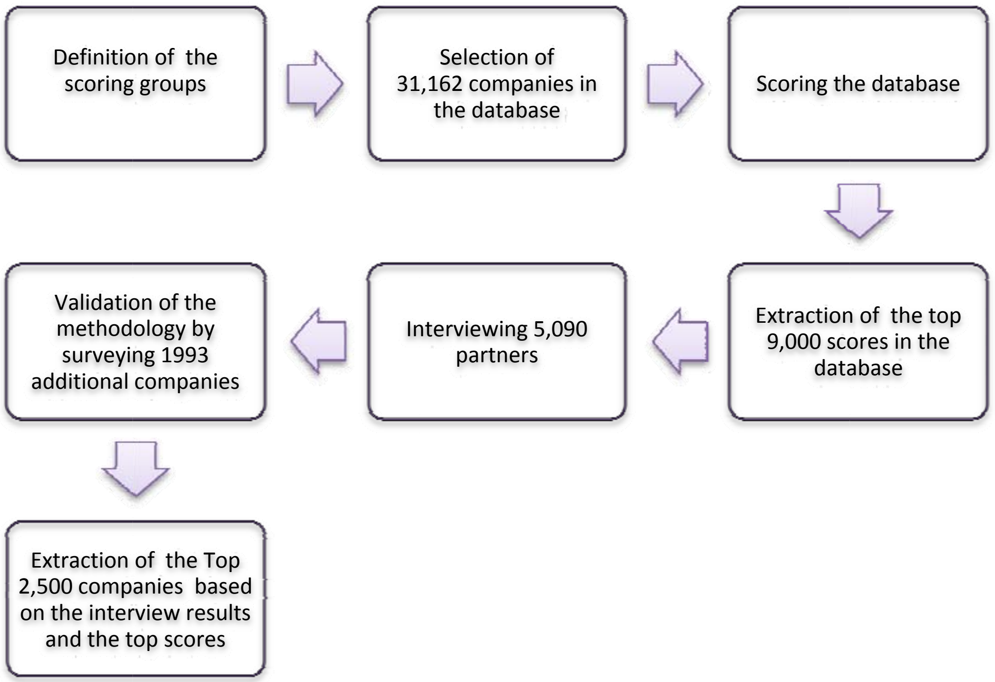
Although this study covers all of Europe, interviews were carried out in the five largest European countries: Germany, France, the United Kingdom, Italy and Spain.

compuBase Consulting interviewed 5,090 partners in all, and also completed an additional 1,933 surveys in order to validate the methodological approach.

This is the largest Cloud computing and distribution study to date.

Country	Number of surveys completed
DE	1,226
SP	725
FR	1,322
UK	1,092
IT	724
Total	**5,090**

To select the companies, compuBase Consulting proceeded as follows:



Step 1: Scoring

We studied the profiles of companies that had previously been identified in our database as Cloud players, and we identified certain interesting characteristics. These characteristics were used to set up scoring groups, with a certain number of points attributed per group.

Below are the groups and the number of points assigned to each:

1. Companies marketing service solutions with demonstrated Cloud capabilities – 25 points
2. Facilities management company – 15 points
3. Companies providing data hosting or back-up services – 50 points
4. Companies reselling services provided by a third party – 15 points
5. Resellers of storage or network solutions - 5 points
6. Companies addressing promising Cloud markets– 6 points
7. Companies with the technical expertise required for the Cloud – 6 points
8. SaaS publishers – 15 points

The maximum total score is 137 points.

Step 2: Selecting the scoring base

To define the scoring base, we extracted all companies from our database with an activity likely, in the broadest sense, to be able to sell Cloud or SaaS solutions. For example, we excluded consumer-only activities, companies whose primary activity is “manufacturer or importer”, and also very small businesses. In the end the database for the target countries (Europe) included 31,162 companies with a potential candidate's profile. We calculated scores for each of these 31,162 companies.

Step 3: Scoring the database and extracting the interview database

We compared the available attributes for these 31,162 companies with our scoring groups in order to assign a score to each company. We ranked all companies in decreasing order by score.

We then extracted from this list the companies with the top scores in each country. The number of companies extracted varied from 500 to 1,500, according to each country's interview requirements. Overall we extracted over 9,000 companies for our interview database.

Note: Although this methodology is ideal for finding top partners, it does not provide a representative sample of the entire industry. Results in the remainder of this study are representative only of a panel of companies with a strong Cloud orientation. All results should be preceded by the phrase, “Among companies with a strong orientation to move to the Cloud...”

Step 4: Interviews

We developed a 20 minute survey for use in our interviews. The response rate was of the order of 55%.

Most of the interviews were carried out in September 2012.

a) Segmentation by activity

Cloud Segmentation *	Total
Cloud Technology Provider	246
Cloud Infrastructure & Resource Provider	583
Cloud Builder	227
Cloud Service Provider / MSP	849
Cloud Application Provider	355

*See definitions below.

b) Segmentation by country

Country	Number of completed questionnaires
D	1,226
ES	725
F	1,322
GB	1,092
IT	724
Total	**5,090**

The following table shows the weight by activity and the interviewee's propensity to have or to develop a Cloud or SaaS activity.

As mentioned earlier, the panel had been scored previously. The results cannot therefore be used as a reference for evaluating whether an activity has a greater Cloud tendency than the overall average. That would require comparing the relative importance of each activity group in the interview panel against the overall weight of that activity in the industry (see the overall results for the study).

Activity of interviewees	Total Sample	Active in the Cloud now or later	Active in the Cloud today	Active in the next 12 months
Software publisher	3,16%	42,99%	34,39%	8,60%
Publisher of software for a specific activity	5,69%	44,72%	33,42%	11,31%
Publisher of software for a specific process of companies	6,03%	50,47%	40,52%	9,95%
Software solutions integrator (developed by third parties)	2,56%	**59,22%**	47,49%	11,73%
IT services, Software development (hosting, maintenance, training, bespoke software development....)	**52,39%**	**58,55%**	44,80%	13,81%
Telecom services (Telecom operator, ISP...)	5,25%	**77,11%**	66,21%	11,44%
Telecom & network infrastructure integrator	4,86%	51,47%	42,06%	9,41%
IT infrastructure integrator	3,95%	**79,35%**	58,33%	21,01%
Reselling to enterprises (hardware, software & services & assemblers)	14,15%	40,91%	29,80%	11,11%
Wholesaler (resale of IT and Telecom products to resellers)	1,96%	27,01%	19,71%	7,30%

Step 5: Validating the compuBase Consulting scoring methodology

In order to validate the scoring method used, we carried out additional interviews of companies belonging to the lower scoring brackets.

These interviews were intended to define for each bracket the propensity of players to have or to develop a Cloud activity in the short term. If the scoring method was fair, this rate would drop along with the assigned score. The table below shows that our method is valid.

# Scoring Segment	Weight of the scoring segment	Yes	No, not yet but planned	No & Not Planned	Total « Yes » or « No but we are planning to » (A+B)
1 (Top scored companies) Total scored 134 to 55	16,13%	56,89%	15,61%	27,51%	72,49%
2 Total scored 55 to 25	17,64%	44,88%	14,83%	40,29%	59,71%
3 Scored 25 to 12	17,04%	26,26%	7,89%	65,85%	34,15%
4 Scored 15 to 6	18,88%	27,33%	7,81%	64,86%	35,14%
5 Scored 4 to 5	15,93%	13,93%	3,72%	82,35%	17,65%
6 (Lowest scored companies) Less than 5	14,39%	13,53%	5,05%	81,42%	18,58%

The rate in the last column is clearly declining.

Step 6: Final data extraction and delivery

For our clients, we then extracted the top 2,500 partners based on both the interview results and the scoring.

Definitions

Defining companies by their Cloud activity is an important task, but it is also somewhat subjective since many companies have mixed or multiple activities.

For example, IBM could be assigned to every industry segment.

Nevertheless, we attempted to create distinct groups for this study using each company's most significant activity. (The name of each study group is shown in brackets).

A vendor (not a reseller) that provides hardware or software solutions to build Datacenters (A)	➔	**Cloud Technology Provider**
A hosting company that provides hosting resources for other companies (not SaaS) (B)	➔	**Cloud Infrastructure & Resource Provider**
A company that helps the final client build a data center (C)]	➔	**Cloud Builder**
A company that provides managed services in the Cloud (D)	➔	**Cloud Service Provider**
A SaaS publisher that provides solutions (E)	➔	**Cloud Application Provider**

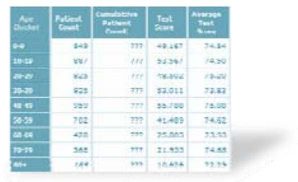
Deliverables:

There are two versions of this study: a 15-page Executive Summary providing key data extracts used to promote the study, and a full report with a detailed analysis of over 50 pages.

compuBase Consulting has developed various offers based on this study to help IT & Telecom companies seeking to develop an indirect approach to their service distribution.

The comprehensive offer includes:

Excel file and pivot tables



– Providing access to the top 2,500 list in Excel format, with specific contacts for Cloud and hosting activities. This list includes the email address and detailed information on each company. It also includes various tables listing the top partners by country, activity, vertical markets sector, etc.

Online access to company records with export and update functions

– Provides online access to detailed profiles of each company in the top 2,500.
– Targeting tools with segmentation criteria to help you make selections based on specific Cloud-related information, as well as traditional criteria such as revenue, the number of employees, sales methods, service types offered, reseller brands, etc. Over 250 criteria available.
– Export of your chosen information or contacts; in just minutes you receive the results in Excel format sent by email. You can then perform your own analysis or generate sales or marketing files with the right contacts (and email addresses).

– Finally, we update the company records for the duration of your access period (12 months in the standard offer).

Study and PowerPoint summary

The standard offer also provides:
– The comprehensive version of the study
– An Executive Summary in PowerPoint format (40 slides)

II. Executive Summary extract

compuBase Consulting Conclusion: The Cloud universe is far from being a mature market. It is growing due to the conjunction of different types of players, each with an important and differentiated role depending on the maturity of their market and clients and on the different constraints for each type of activity.

Cloud Builders are introducing the virtualization concept within the enterprise, followed by the Private Cloud. Subsequently their role will be to counsel their clients on the best solution: a Private Cloud, a Hybrid Cloud, or a Public Cloud.

Cloud Resource Providers are in the center of the chessboard; their business will change constantly. Competition in this market may well be very intense; to remain competitive small players will either need to develop special skills or to consolidate.

Players in Managed Services, who represent a natural evolution of outsourcing, will need to choose their strategic orientation and focus either on vertical integration (Service+Hosting) or on horizontal development (Services+Distribution).

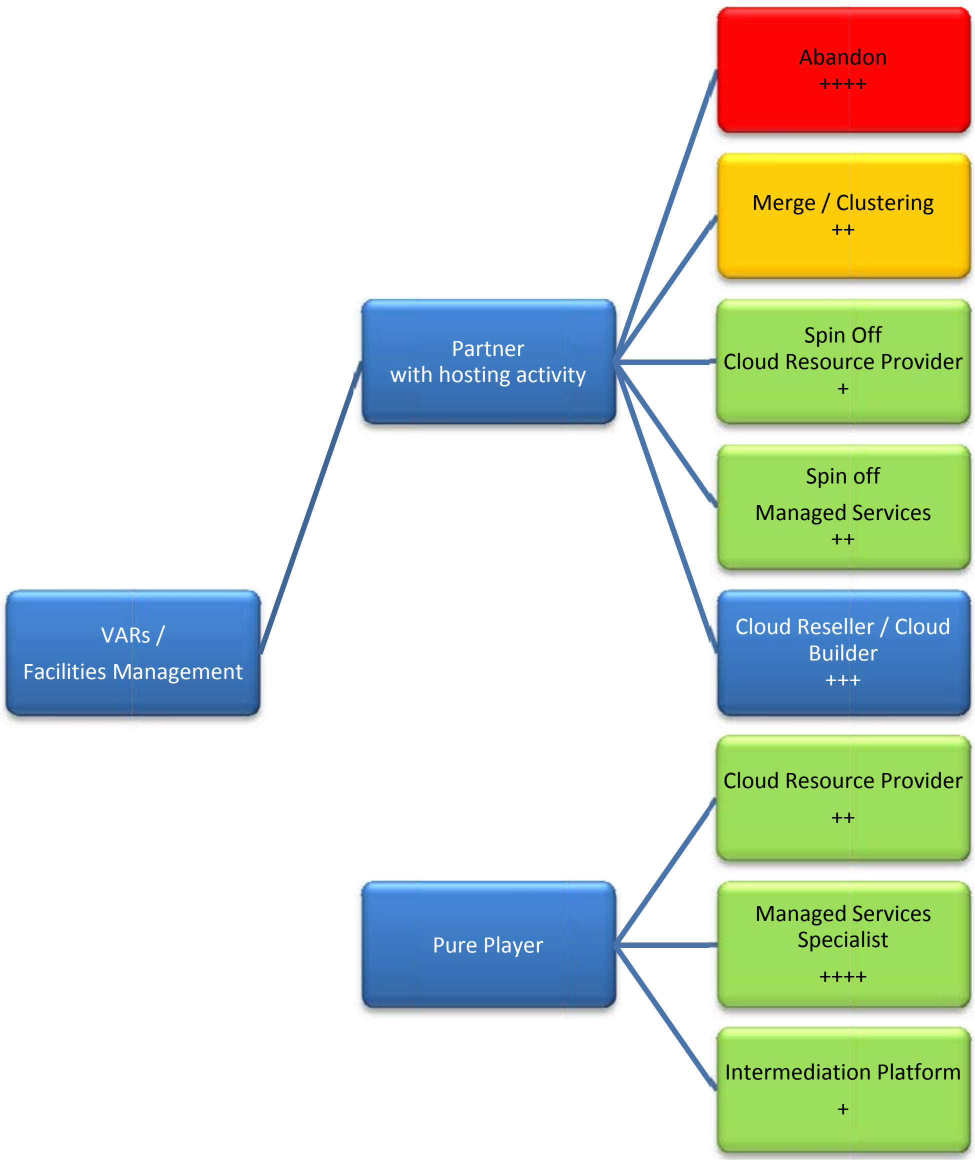
Publishers of SaaS solutions will become key players in this transformation. They are attractive to all players:

– Manufacturers will need them to generate usage requirements and therefore infrastructure requirements (Hardware, Networks, Security, Paas, etc.).
– Cloud Aggregators and marketplaces will need them to strengthen their own offers.
– Cloud Resource Providers may sell them hosting services.

With regard to the distribution network whose members are bound to become either Cloud Builders or Managed Services Providers, manufacturers must keep in mind that those members will only be a driving force if new offers arriving on the market preserve the customer capital they managed to build, both in value and in customer relations.

This is not a homogeneous market: it will evolve at different speeds in different countries and even in different regions of a given country. This will justify differentiated programs and value proposals based on the maturity of each business and the types of players involved.

Channel Transformation from IT industry to Cloud Industry



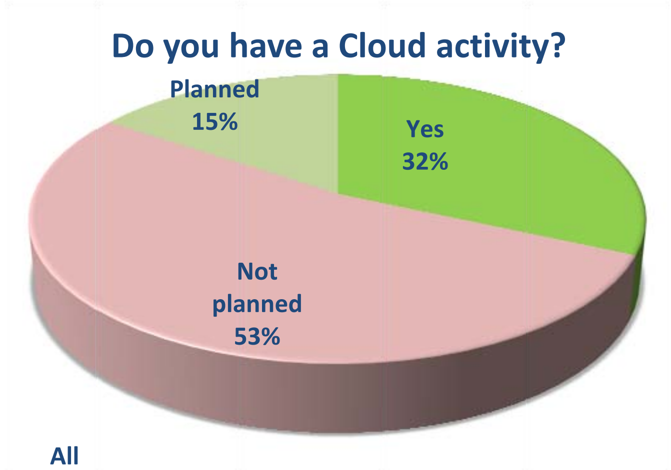
III. Results of the Study

Partners and the Cloud

Thirty-two percent of the companies surveyed claim they already have a Cloud activity and 15% plan to develop one.

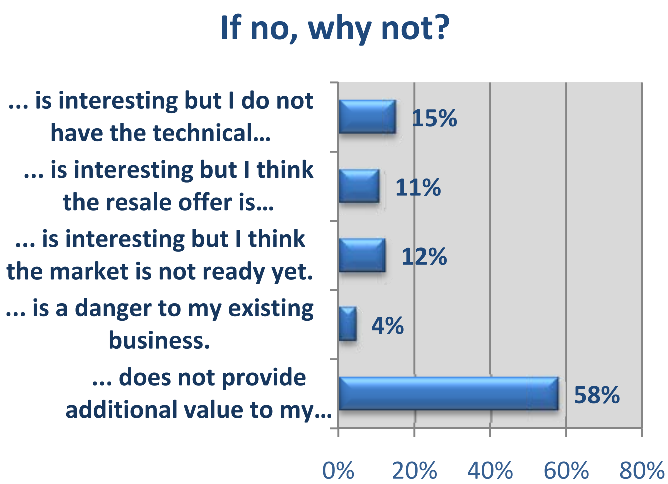
It is important to put these percentages into perspective since the definition of the term Cloud varies considerably from one company to the next. For some, providing a simple service over the Internet is enough to say they have a Cloud activity, while others would call this a basic remote back-up service using the Internet as a means of transmission.

Ultimately this desire to declare a present or future activity in the Cloud demonstrates that the Cloud has become a very important concern for IT partners, and that it represents a real change in perception concerning the use of IT resources.



Reasons for not having a Cloud Activity

For companies that do not yet have a Cloud activity, the first reason cited is they do not perceive the added value provided by this type of solution. The second reason is the lack of resources and technical knowledge.

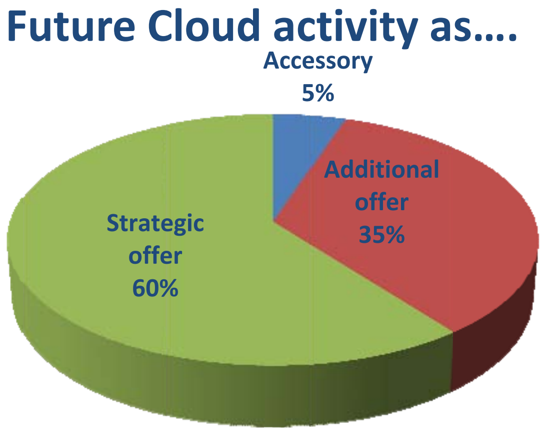


Question asked
Q.1.1.1) Which one of the following sentences would be the most accurate response for you? Number of respondents: **2404** Respondents segment: « No to previous question » Multiple responses possible

If planned, how do the partners consider the Cloud offer?

Another factor reinforcing the importance of the Cloud in partners' minds: 60% of them without a Cloud activity but hoping to develop one in the near future believe it is strategic to their activity.

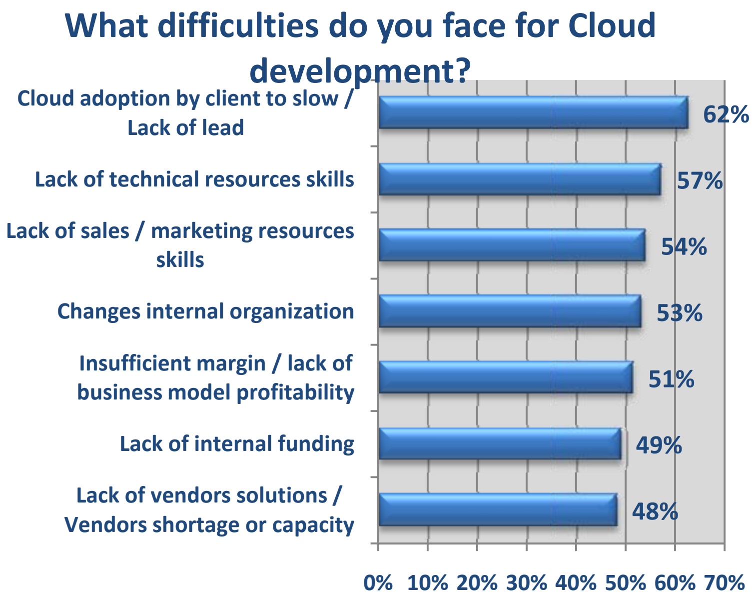
Ultimately, only 5% consider this offer accessory to their future activity.



Main Difficulties in enlarging a Cloud activity

Companies already active in the Cloud face various difficulties in expanding their business. The challenge most often cited, besides the perpetual requests for leads, is the lack of technical or commercial resources, followed by internal organization issues.

This understanding of the need for resources and a different organization clearly indicates awareness that the Cloud is a considerable break with their traditional activities.

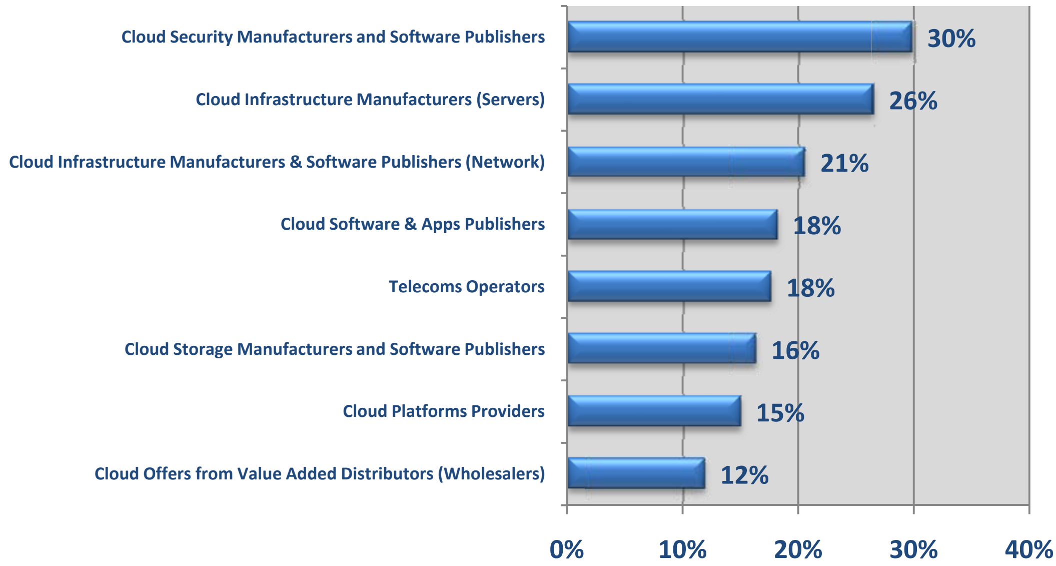


Q15) In the next 12 months what will be the biggest difficulty you will face to develop your Cloud Activity (Rank 1 to 5)
Total number of respondents 2062

Who could help the partners to develop their activity?

Partners rely more on manufacturers of hardware solutions and security software than on any other type of player.
Note that VADs are in last place. They still have a way to go to differentiate themselves from pure providers of logistics and financial services. Time will tell if their repositioning as Cloud Aggregators will be enough to satisfy a network that prefers direct contact with suppliers.

Who could help you?



Question: Q6) Respondents Yes to Q1
Regarding your Cloud / SaaS / Managed Services, which are the types of vendors you need most to develop your business (rank them 1 to 5) - Number of respondents: **1295** Multiple responses possible

IV. Get the full version

V. Purchase order

Full Study of Top 2 500 Cloud Partners in Europe

To order your copy of the complete study , please fill in the following order form and return it to compuBase with your payment or visit www.compubase.biz to purchase the study on line *.

The complete survey **Top 2 500 Cloud Partners in Europe**
Including a 40 page PPT report and on line Proplus access to
125 company profiles of your choice : …………………………………… 2 500 € (exc.VAT) ☐

* Online purchase requires the creation of an account on www.compuBase.biz and payment by credit card

Validation

Company name:______________________	Signature:______________________
Postal address: ______________________	Date: ______________________
______________________	Telephone : ______________________
______________________	
Contact name:______________________	Email : ______________________ (this address will be used to send the study and the list of company profiles)
For European purchases excluding VAT: Intra VAT N°: ______________________ For international purchase excluding VAT: ☐	☐ The client has read and accepts compuBase’s General Sales Terms and Conditions
A copy of the invoice and receipt will be delivered with the study.	

Our contact details
TECH COM - compuBase
1 rue de Terre Neuve - 91940 LES ULIS France

Any questions? Please feel free to contact us, we will gladly reply to any questions you may have

- By phone on + 33 1 69 18 34 34
- By fax on + 33 169 18 34 44
- By email contact@compubase.biz

Means of payment available : Payment should be made at time of order

- By bank transfer: IBAN : FR76 1820 6000 0514 2916 6700 113 BIC SWIFT : AGRIFRPP882
- By credit card via a secure on line service

VI. Top 2500 Cloud – Offers for Vendors

Offers available in the Top 2500 Cloud Operation

Top Cloud Partners	Full Survey & PPT	Full Operation Data & Pivot Table and specific Cloud contact	Online Access ProPlus Profile & Special Cloud classification Export all contacts	Update during one year	One shot Data delivery with Advanced + telemarketing module + Cloud classification	Pricing (€)*
Top 2500 Survey and PPT report, includes online access to 125 ProPlus profiles of your choice.	●					**2.500**
Europe Top 2500 * Full operation (4500 delivered)	●	●	●	●		**75.000**
Europe 2500 * Data & Survey only (4500 delivered)	●				●	**45.000**
UK Top 500 Cloud – Full operation (1000 delivered)	●	●	●	●		**18 000**
UK Top 500 Cloud – Data & Survey only (1000 delivered)	●				●	**9 000**
Germany Top 500 Cloud – Full operation (1000 delivered)	●	●	●	●		**18 000**
Germany Top 500 Cloud - Data & Survey only (1000 delivered)	●				●	**9 000**
France Top 500 Cloud - Full operation (1000 delivered)	●	●	●	●		**18 000**
France Top 500 Cloud - Data & Survey only (1000 delivered)	●				●	**9 000**
Italy Top 250 Cloud - Full operation (400 delivered)	●	●	●	●		**9 000**
Italy Top 250 Cloud - Data & Survey only (400 delivered)	●				●	**6 000**
Spain Top 250 Cloud - Full operation (400 delivered)	●	●	●	●		**9 000**
Spain Top 250 Cloud - Data & Survey only (400 delivered)	●				●	**6 000**
BNL,NOR,P,IRL,CH,A – 1.000 Cloud ** Full Data	●		●	●		**9.000**
BNL,NOR,P,IRL,CH,A – 1.000 Cloud ** Data & Survey only	●				●	**6.000**
EUROPE 20.000 Potential Cloud Europe: Cloud/SaaS partners or potential – 20.000 records – All Europe * **	●				●	**65.000**
TOP 5 country: 17.500 Potential Cloud- All Cloud/SaaS partners or potential partner - 17.500 records* **	●				●	**55.000**

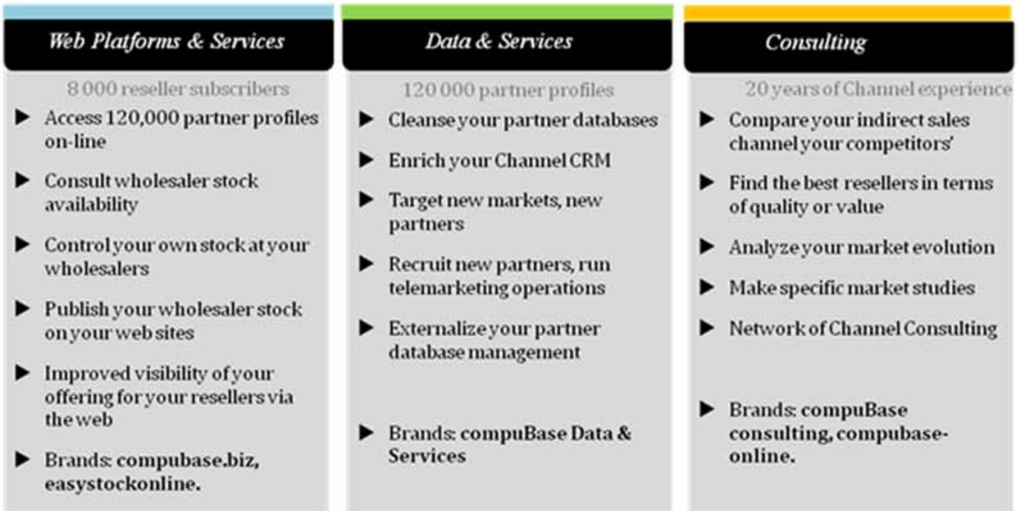
Advanced offer includes: company name, address, tel. and when available fax number, web and general e-mail addresses, plus one contact per profile (including email address when available)"
ProPlus offer includes: Advanced +, markets and skills, detailed activity, turnover and number of employees, types & brand names of resold products, revenue split by activity: resale, services & Software, vendor, other, revenue split by sales target: Individuals / Enterprise)
* The top 2500 in Europe in addition to the above countries will include 500 Cloud partners originating from the following countries: the Nordics, Switzerland, Ireland, Austria and Portugal.
**These 500 companies will have been selected and classified by deskwork. They will be available in the pivot table and online access, but will not be part of the specific Cloud survey and associated results.
*** These companies have been selected using compuBase scoring methods only, the companies who have declared not having or not planning to have a cloud activity have been removed.

VII. Appendix

a. About compuBase Consulting

compuBase Consulting is a business line of compuBase, a European company providing research, analysis, and assistance in developing indirect distribution channels.
With 23 years experience in this sector, compuBase Consulting's key strength comes from two decades working with the largest database of information on IT partners. The database currently contains the profiles of 120,000 partners in the IT industry, including computer service companies, resellers, integrators, software vendors, and manufacturers. It is based on data gleaned from distributors' sales out reports. compuBase Consulting publishes numerous studies on distribution and the changing economic models.

www.compubase.net



EMEA compuBase Partner Database Statistics

Main Activity	Germany	France	United Kingdom	Italy	Spain
Manufacturer	1903	1151	998	371	426
Software publisher	720	691	390	427	167
Publisher of software for a specific activity	1629	1635	483	284	334
Publisher of software for a specific process of companies	1921	1298	421	282	339
Software solutions integrator (developed by third parties)	685	213	244	147	140
IT services, Software development (hosting, maintenance, training, bespoke software development....)	7592	6964	5779	3846	2148
Telecom services (Telecom operator, ISP...)	535	410	296	265	235
Telecom & network infrastructure integrator	711	1046	907	120	297
IT infrastructure integrator	1087	193	111	211	130
Consulting	1000	847	436	170	304
Reselling to individuals	1027	2166	1906	908	820
Reselling to enterprises (hardware, software & services & assemblers)	3331	4864	1704	2441	1543
Wholesaler (resale of IT and Telecom products to resellers)	975	792	426	457	511
Large System Builders	7	8	1	8	11
Other IT and Telecom connected activities	386	647	259	111	327
Main activity non qualified	0	0	1	0	0
Total	23509	22925	14362	10048	7732

Main Activity	Netherlands	Belgium	Luxembourg	Switzerland	Austria
Manufacturer	269	224	8	177	139
Software publisher	91	62	4	57	21
Publisher of software for a specific activity	358	184	5	182	97
Publisher of software for a specific process of companies	244	104	7	271	229
Software solutions integrator (developed by third parties)	147	75	2	136	70
IT services, Software development (hosting, maintenance, training, bespoke software development....)	1350	525	28	662	661
Telecom services (Telecom operator, ISP...)	104	69	3	127	105
Telecom & network infrastructure integrator	127	50	7	121	64
IT infrastructure integrator	122	59	1	128	129
Consulting	343	158	4	96	77
Reselling to individuals	440	357	7	120	162
Reselling to enterprises (hardware, software & services & assemblers)	289	275	12	274	334
Wholesaler (resale of IT and Telecom products to resellers)	319	175	2	191	141
Large System Builders	11	8	0	4	0
Other IT and Telecom connected activities	291	96	1	26	26
Main activity non qualified	0	0	0	2	0
Total	4505	2421	91	2574	2255

Main Activity	Portugal	Ireland	Denmark	Finland	Norway	Sweden
Manufacturer	47	64	206	173	98	244
Software publisher	26	51	43	170	39	260
Publisher of software for a specific activity	59	49	141	185	69	203
Publisher of software for a specific process of companies	18	29	115	143	73	199
Software solutions integrator (developed by third parties)	26	19	82	72	70	78
IT services, Software development (hosting, maintenance, training, bespoke software development....)	264	316	419	569	337	811
Telecom services (Telecom operator, ISP...)	35	28	73	113	30	146
Telecom & network infrastructure integrator	12	24	17	35	34	72
IT infrastructure integrator	8	4	10	16	19	42
Consulting	48	23	135	154	198	458
Reselling to individuals	56	17	402	366	244	400
Reselling to enterprises (hardware, software & services & assemblers)	271	75	270	220	169	349
Wholesaler (resale of IT and Telecom products to resellers)	49	67	112	158	74	155
Large System Builders	0	0	1	0	1	1
Other IT and Telecom connected activities	16	11	35	50	35	98
Main activity non qualified	0	0	0	45	2	0
Total	935	777	2061	2469	1492	3516

Main Activity	Poland	Russia	Czech Republic	Hungary	Africa	Middle East	Other EMEA	Total
Manufacturer	140	105	86	57	74	70	7	7349
Software publisher	170	160	65	9	174	89	23	4070
Publisher of software for a specific activity	136	71	129	30	74	20	26	6480
Publisher of software for a specific process of companies	212	30	63	67	50	14	9	6242
Software solutions integrator (developed by third parties)	43	10	19	1	61	20	11	2418
IT services, Software development (hosting, maintenance, training, bespoke software development....)	891	1062	336	402	1223	489	96	38492
Telecom services (Telecom operator, ISP...)	187	250	32	34	109	31	5	3461
Telecom & network infrastructure integrator	68	47	19	43	199	104	26	4410
IT infrastructure integrator	124	11	18	11	58	47	14	2636
Consulting	23	10	16	29	81	17	1	4883
Reselling to individuals	316	789	114	91	350	647	45	12539
Reselling to enterprises (hardware, software & services & assemblers)	1311	826	386	346	1039	364	483	21716
Wholesaler (resale of IT and Telecom products to resellers)	119	93	52	86	269	284	271	5937
Large System Builders	1	0	3	0	3	0	1	77
Other IT and Telecom connected activities	42	39	11	12	131	9	5	2800
Main activity non qualified	0	0	0	0	6	0	0	96
Total	3782	3503	1349	1218	3901	2205	1023	118737

How to access the 120.000 ICT profiles for EMEA

Various offers exist to match the different requirements of IT vendors for the development of their indirect sales channel.

a) Rental – Single Usage

Advantages of this solution:
-Tailored for e-mailing campaigns with a limited budget
- Reach the desired contacts by selecting specific job functions
To realize an emailing campaign the following elements are required:

- Excel file containing the target contacts (1 file per country)
- Client HTML document
- Name of the sender to appear in the email
- Email address and contact name for “reply to” fields
- Subject line for the email (one per language for the different countries targeted)
- Surname, first name, title and email address for test receivers (we always run a test mail first to check deliverability and good presentation of the mail – the campaign is only programmed once the client company testers have validated the test mail)
- Link to unsubscribe document if specific to client (one document per language if different countries targeted)
- Requested date and time for emailing(s) to be sent - NB: All information must be provided to compuBase **at least three working days prior to the send date requested**
- Requested date for statistical report following email campaign (please allow at least 7 days after the campaign has been sent)

b) Basic Module – Purchase of Chosen contact details

Advantages of this solution:

- Chosen contact details
- Quality guarantee on postal & phone addresses
- Unlimited data usage
- Best for mailing campaigns

c) Advanced Module – Purchase of chosen contact details with email addresses

Advantages of this solution:

- Chosen contact details with personalized email when available
- Company email (about 95 %) and direct email addresses (average of 60% of the contacts)
- Quality guarantee on postal & phone addresses
- Unlimited data usage
- Adapted for all types of direct marketing campaigns

d) Advanced Module – Purchase of All Contacts with online access to manage data & Extract

Advantages of this solution:

- Chosen contact details with personalized email when available
- Company email (about 95 %) and direct email addresses (average of 60% of the contacts)
- Quality guarantee on postal & phone addresses
- Unlimited data usage
- Adapted for all types of direct marketing campaigns
- Deleted companies are replaced by new creations
- Online access enabling you to export updated information for your targeted companies directly to your email address

e) Short Profile: Data & Web (1 year access including updates)

Advantages of this solution:

- Detailed company profiles with all contact details
- Company email (about 95 %) and direct email addresses (average of 60% of the contacts)
- Quality guarantee on postal & phone addresses
- Unlimited data usage
- Adapted for all types of direct marketing campaigns
- Online access enabling you to export updated data export (excel) for your targeted companies directly to your email address
- Deleted companies are replaced by new creations
- Flexible segmentation of your target group with our criteria selection
- Multiple user licenses possible

f) Pro + Level – Data Only

Advantages of this solution:

- Highly detailed company profiles with all contact details
- Company email (about 95 %) and direct email addresses (average of 60% of the contacts)
- Quality guarantee on postal & phone addresses
- Unlimited data usage
- Adapted for all types of direct marketing campaigns

g) Pro + Level – Data & Web (1 year online access including updates)

Advantages of this solution:

- Highly detailed company profiles with all contact details
- Company email (about 95 %) and direct email addresses (average of 60% of the contacts)
- Quality guarantee on postal & phone addresses
- Unlimited data usage
- Adapted for all types of direct marketing campaigns
- Online Access enabling you to conduct updated data export (excel) for your targeted companies directly to your email address
- Deleted companies are replaced by new creation.
- Flexible segmentation of your target group with our criteria selection
- Multiple user licenses possible

h) Company Profiles in Expert Level – Data Only

Advantages of this solution:

- Full company profiles with all contact details
- Company email (about 95%) and direct email addresses (average of 60% of the contacts)
- Quality guarantee on postal & phone addresses
- Unlimited data usage
- Adapted for all types of direct marketing campaigns
- Temporary online access (1 month) to download all selected information for your targeted companies

i) Expert Level – Data & Web (1 year online access including updates)

Specific advantages of this solution all year long:

- Full company profiles with all contact details
- Company email (about 95%) and direct email addresses (average of 60% of the contacts)
- Quality guarantee on postal & phone addresses
- Unlimited data usage
- Deleted companies are replaced by new creation.
- Adapted for all types of direct marketing campaigns

- Online Access enabling you to conduct updated data export (excel) for your targeted companies directly to your email address
- Flexible segmentation of your target group with our criteria selection
- Multiple user licenses possible.

j) compuBase PASS offer

The PASS offers you online access to a pre-defined number of full company profiles for one year. With our online-tool www.compubase-online.com you can: *

- Define your target group and redefine it at any time.
- Search any company in our database of over 120 000 ICT companies EMEA
- Export basic information with the name of the MD (not the email)
- View and print full PRO level records.
- Viewed companies remain credited during one year
- Credit possible from 100 up to 500

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