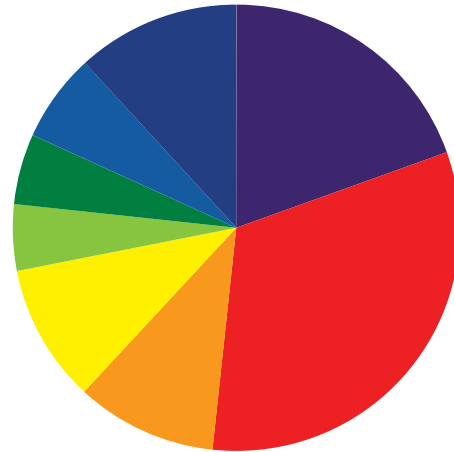


Industry

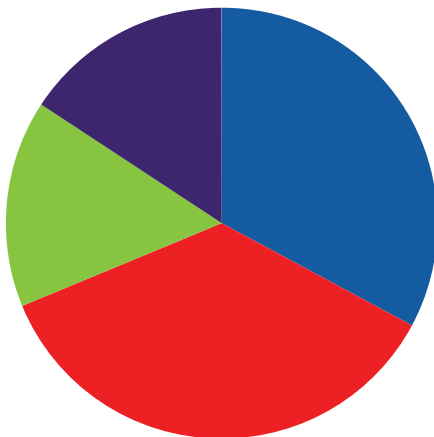
Oil & Gas	26%
Services (Profit)	14%
Other	12%
Health	7%
Manufacturing (Durable Goods)	5%
Services (Non-profit)	4%
Government	4%
Finance	4%
Manufacturing (Nondurable Goods)	4%
Construction & Mining	3%
Educational Services	3%
Transportation	3%
Wholesale/Retail Trade	3%
Real Estate	2%
Utilities	2%
High Tech	2%
Insurance	2%
Independent Consultant	1%

Company Size



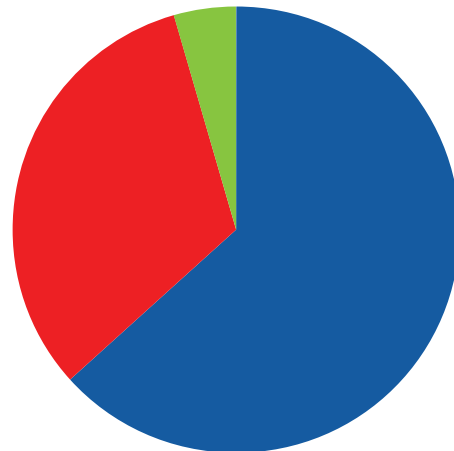
■ < 100	17%	■ 2500 - 4999	9%
■ 100 - 499	31%	■ 5000 - 9000	6%
■ 500 - 999	11%	■ 10000 - 24999	7%
■ 1000 - 2499	11%	■ > 25000	7%

Title



■ Director/VP/Mgmt Team	21%
■ Mgr/Supervisor/Consultant	31%
■ Rep/Special/General/Analyst	32%
■ Admin/Assist/Students/Other	15%

Decision Making Authority



■ Authorizes Purchases	61%
■ Recommends Purchases	36%
■ Specific Products / Services	3%