

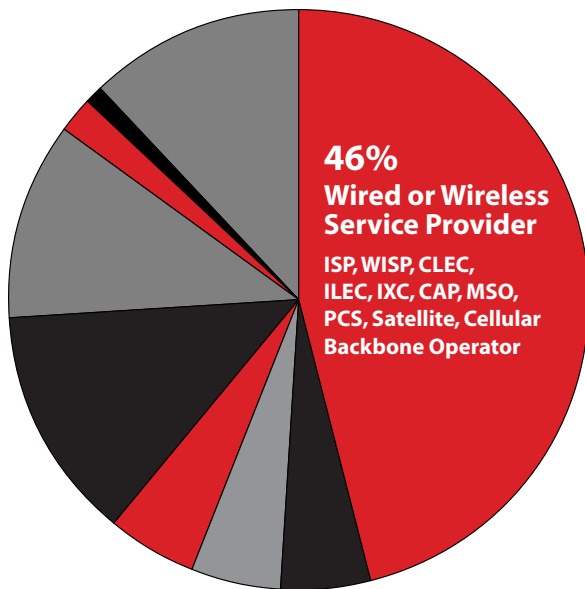


DEMOGRAPHIC PROFILE OF ATTENDEES

ISPCON Spring 2004 • Washington, DC • April 14-16, 2004

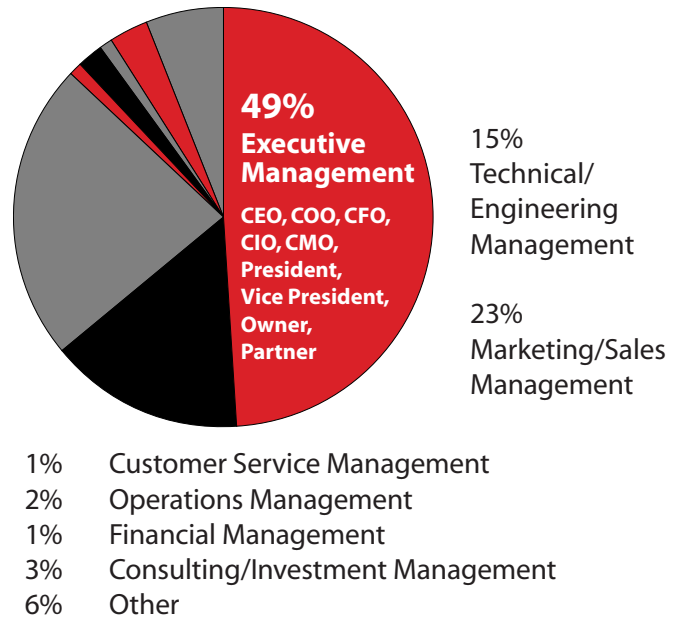
As an exhibitor at ISPCON you will meet the industry's biggest players, innovators and all-around forward thinkers. Million dollar deals are made right on the show floor, with the people who make the decisions.

Q1: What is your company's primary business activity?



- 5% Application Service Provider: ASP, BSP, CSP, FSP, MSP, TSP
- 5% Web Hosting/Data Center/Co-location Service Provider
- 5% Systems Integrator/VAR serving the service provider industry
- 13% Supplier of hardware, software or services to the service provider industry
- 11% Consultant serving the service provider industry
- 2% Investment Banking/Venture Capital serving the service provider industry
- 1% Regulation or Policy Setting serving the service provider industry
- 12% Other

Q2: Which best describes your primary function?



Q3: In what ways are you involved in the specifying, recommending, purchasing influencing or approving the purchase of technology and services used for providing communication and/or hosting services?

- 30% For use in my company
- 17% For resale to other companies, including as a consultant or systems integrator
- 40% Both of the above
- 13% None of the above

Q4: Amount your company will spend in the next 12 months on the purchase of technology and services used for providing communications and/or hosting services?

- | | | | |
|----|--------------------------|-----|------------------------|
| 4% | \$1 billion or more | 20% | \$1 to \$9.9 million |
| 1% | \$500 to \$999.9 million | 11% | \$500,000 to \$999,999 |
| 2% | \$100 to \$499.9 million | 26% | \$100,000 to \$499,999 |
| 3% | \$50 to \$99.9 million | 29% | Less than \$100,000 |
| 4% | \$10 to \$49.9 million | | |