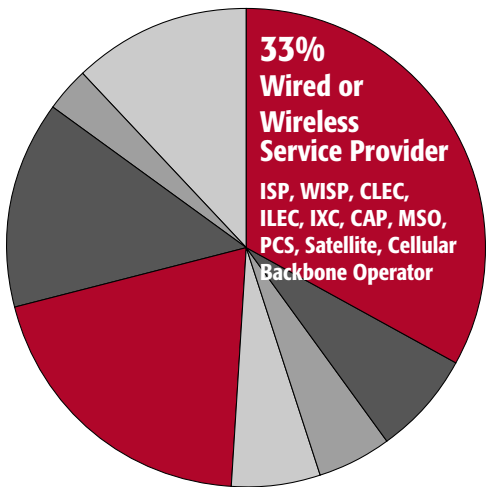


DEMOGRAPHIC PROFILE OF ATTENDEES

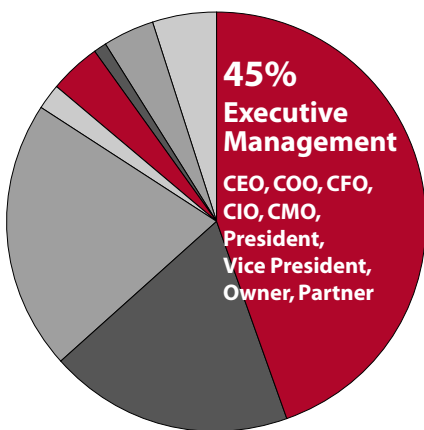
As an exhibitor at ISPCON you will meet the industry's biggest players, innovators and all-around forward thinkers. Million dollar deals are made right on the show floor, with the people who make the decisions.

Q1: Your company's primary business activity?



- 7% Application Service Provider: ASP, BSP, CSP, FSP, MSP, TSP
- 5% Web Hosting/Data Center/Co-location Service Provider
- 6% Systems Integrator/VAR serving the service provider industry
- 20% Supplier of hardware, software or services to the service provider industry
- 14% Consultant serving the service provider industry
- 3% Investment Banking/Venture Capital serving the service provider industry
- 12% Other

Q2: Your primary job function?



- 19% – Technical/Engineering Mgmt.
- 21% – Marketing/Sales Management
- 2% – Customer Service Management
- 4% – Operations Mgmt.
- 1% – Financial Mgmt.
- 4% – Consulting/Investment Mgmt.
- 5% – Other

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
- 16% For resale to other companies, including as a consultant or systems integrator
- 39% Both 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?

- | | | | |
|----|--------------------------|-----|------------------------|
| 2% | \$1 billion or more | 16% | \$1 to \$9.9 million |
| 1% | \$500 to \$999.9 million | 10% | \$500,000 to \$999,999 |
| 2% | \$100 to \$499.9 million | 2% | \$100,000 to \$499,999 |
| 2% | \$50 to \$99.9 million | 40% | Less than \$100,000 |
| 5% | \$10 to \$49.9 million | | |

Q5: What technologies/initiatives are you looking to investigate or deploy in the next 12-24 months?

- 52% – Wireless Internet service, WiMAX, licensed or unlicensed
- 52% – VoIP ISP, MGCP, hosted IP-PBX, IP-Centrex
- 6% – Planning to sell out, exit, be acquired
- 11% – M&A growth, looking to acquire other providers, raise funding
- 7% – Becoming a CLEC, rural telco or other carrier
- 19% – Hosting, colo, datacenters and ASP services
- 29% – Email, anti-spam, security and anti-virus services
- 14% – Triple Play services, video on demand over IP
- 16% – Storage, remote backup, SAN integration services
- 13% – Reselling DSL, satellite or cable from an incumbent
- 18% – E-commerce, web and database development/design
- 13% – Vertical market services (SOHO, associations, industrial, etc.)