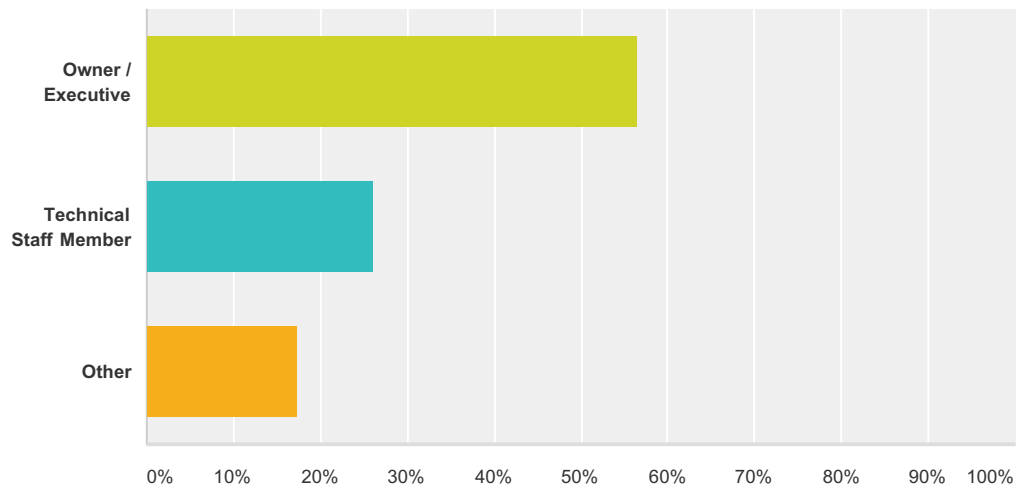
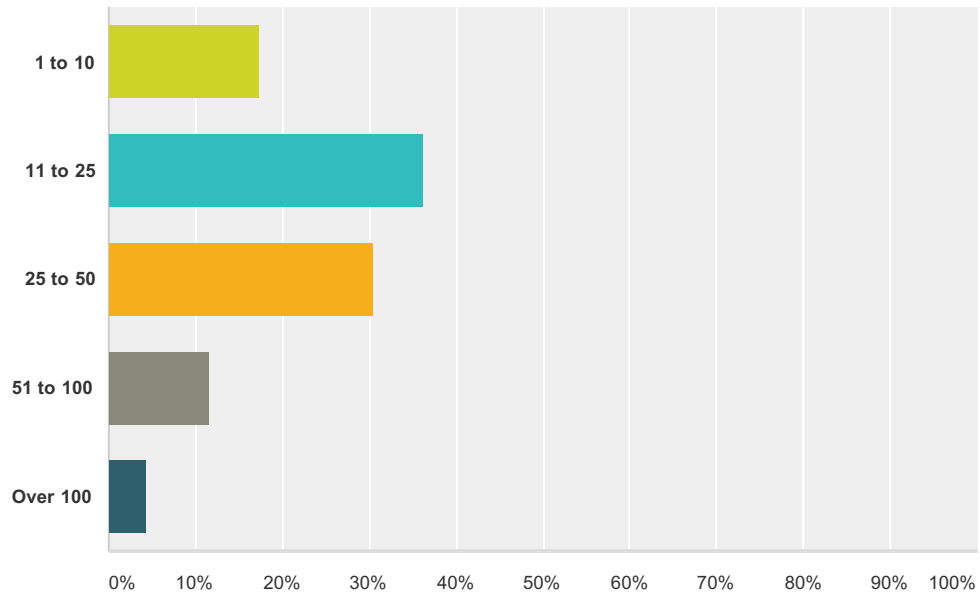


Q1 What is your role within your organization?



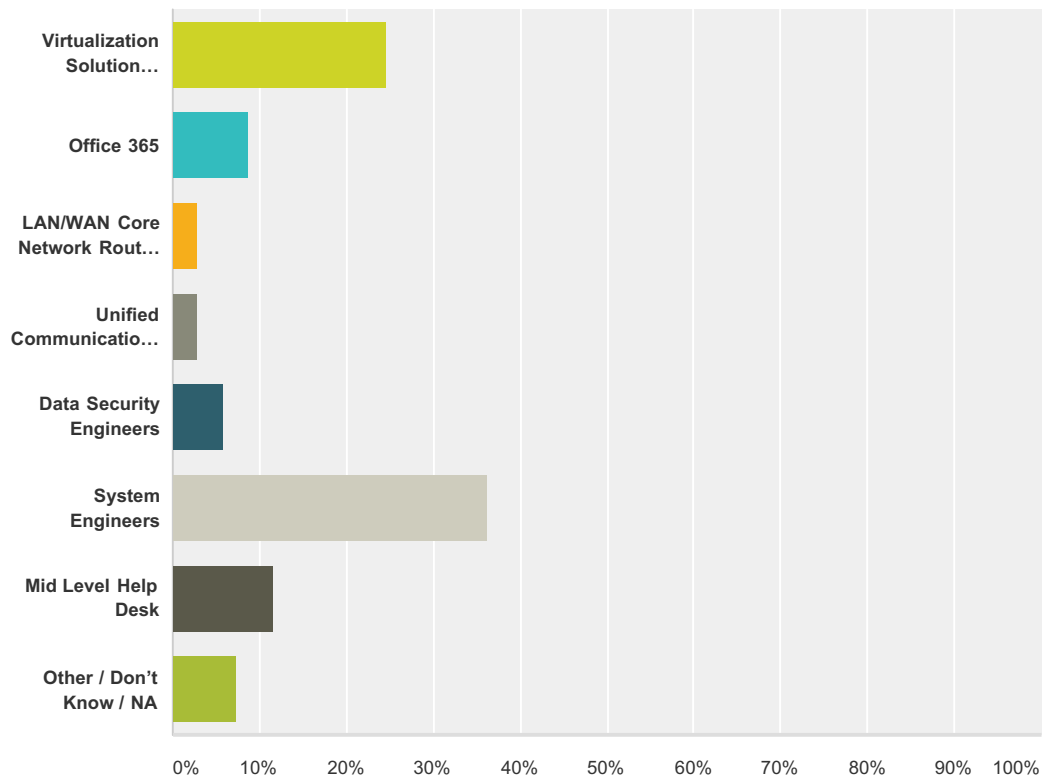
Answer Choices	Responses
Owner / Executive	56.52%
Technical Staff Member	26.09%
Other	17.39%
Total	100%

Q2 How many employees are in your organization?



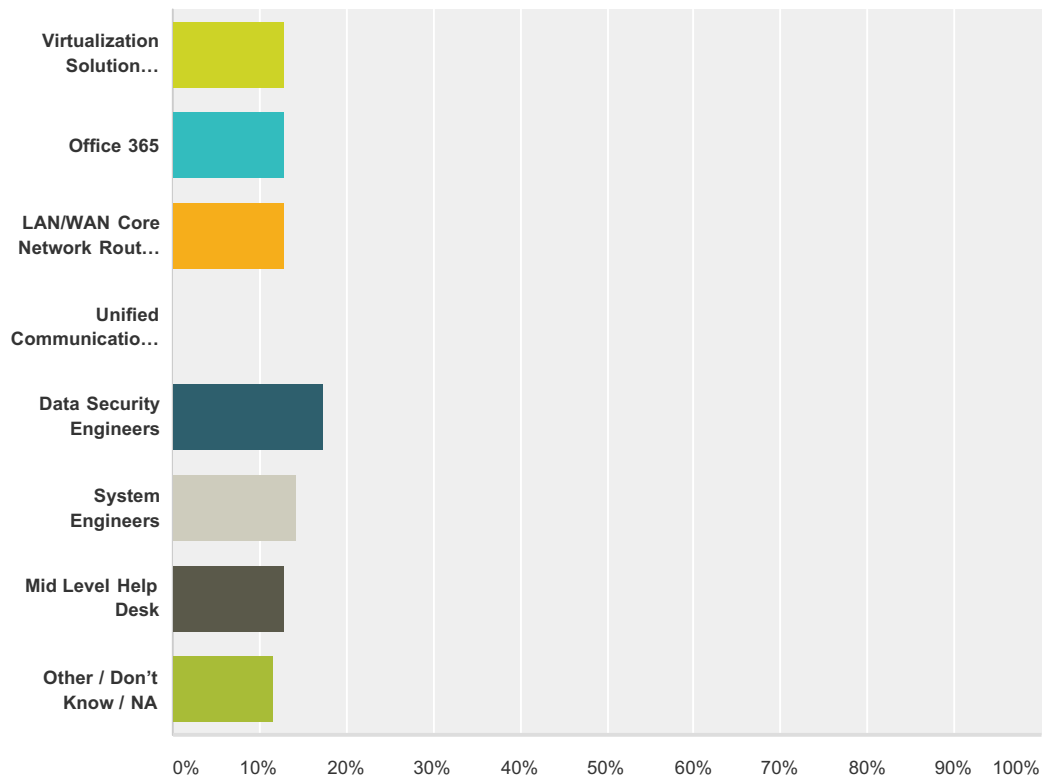
Answer Choices	Responses
1 to 10	17.39%
11 to 25	36.23%
25 to 50	30.43%
51 to 100	11.59%
Over 100	4.35%
Total	100%

Q3 In 2016, what is the most desired skill set for expanding your technical staff?



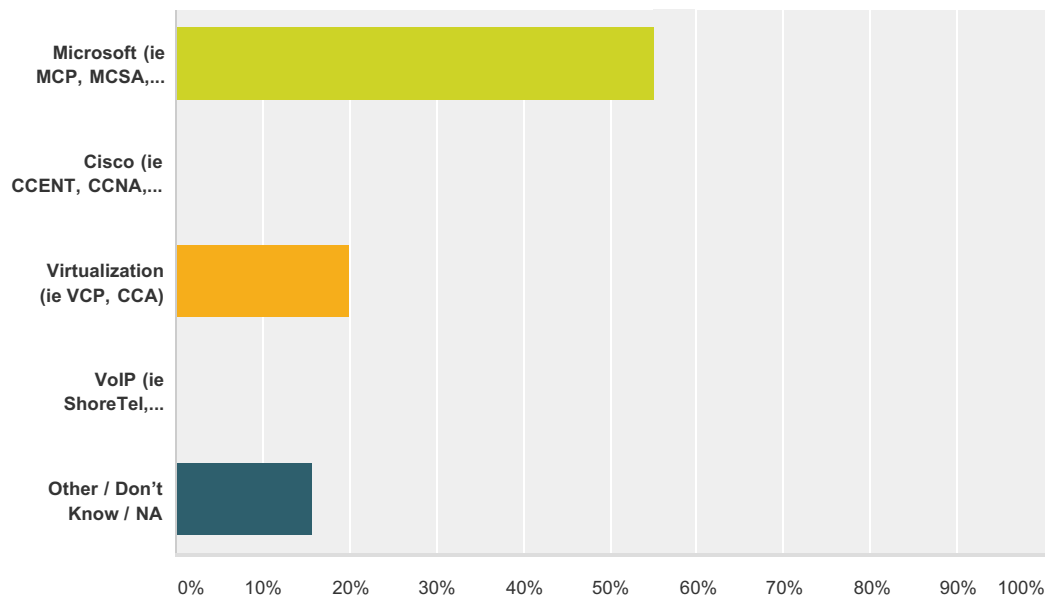
Answer Choices	Responses
Virtualization Solution (Vmware, Citrix, Hyper-V)	24.64%
Office 365	8.70%
LAN/WAN Core Network Route and Switch	2.90%
Unified Communication/Collaboration	2.90%
Data Security Engineers	5.80%
System Engineers	36.23%
Mid Level Help Desk	11.59%
Other / Don't Know / NA	7.25%
Total	100%

Q4 In 2016, what is the second most desired skill set for expanding your technical staff?



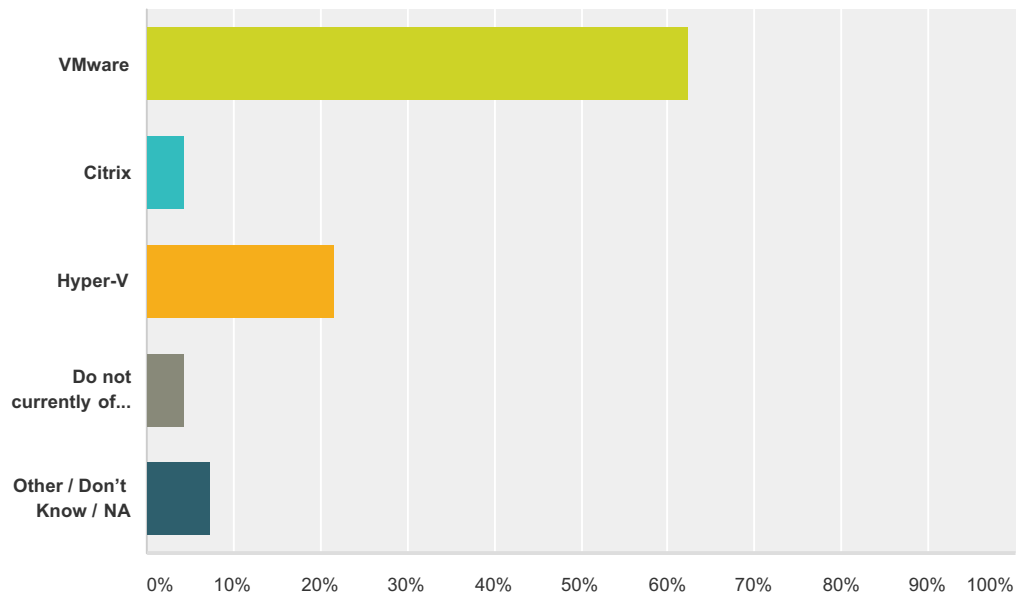
Answer Choices	Responses
Virtualization Solution (Vmware, Citrix, Hyper-V)	13.04%
Office 365	13.04%
LAN/WAN Core Network Route and Switch	13.04%
Unified Communication/Collaboration	4.35%
Data Security Engineers	17.39%
System Engineers	14.49%
Mid Level Help Desk	13.04%
Other / Don't Know / NA	11.59%
Total	100%

Q5 In 2016, which OEM/ Vendor Certification will be MOST important to you / your firm?



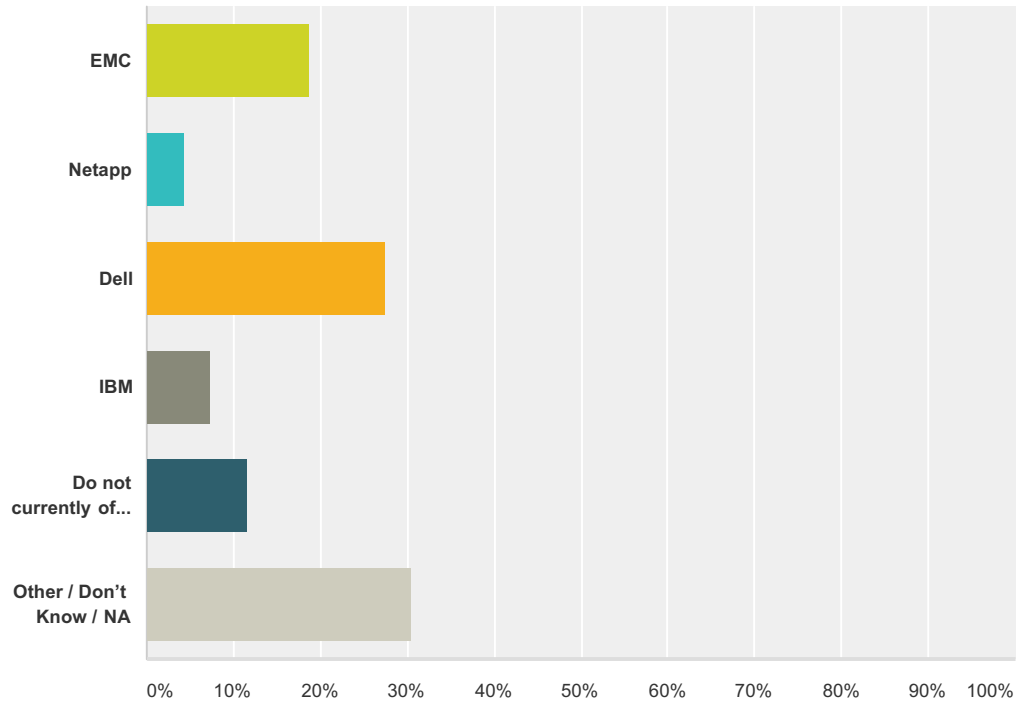
Answer Choices	Responses
Microsoft (ie MCP, MCSA, MCSE)	55.07%
Cisco (ie CCENT, CCNA, CCNP)	4.35%
Virtualization (ie VCP, CCA)	20.29%
VoIP (ie ShoreTel, Polycomm, Avaya)	4.35%
Other / Don't Know / NA	15.94%
Total	100%

Q6 If you offer a Cloud Solution offering, what is your preferred virtualization tool?



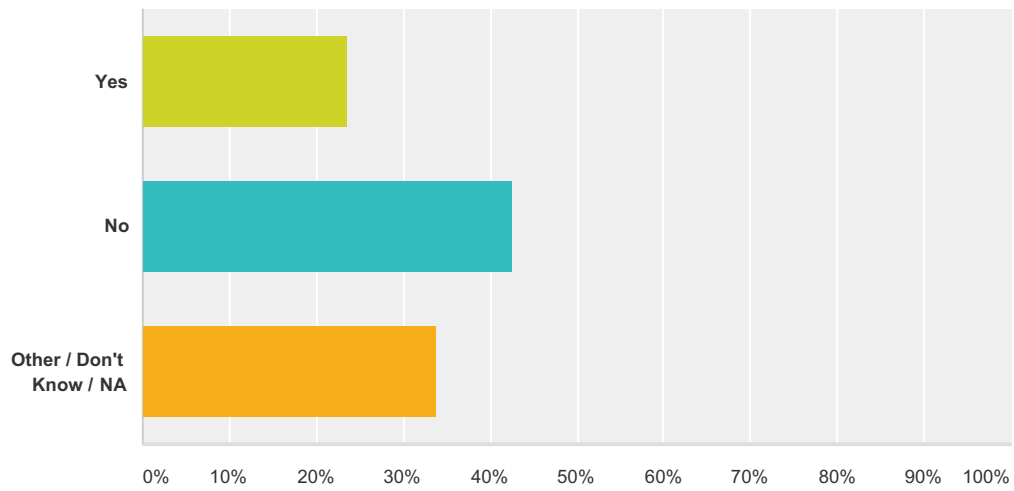
Answer Choices	Responses
VMware	62.32%
Citrix	4.35%
Hyper-V	21.74%
Do not currently offer a Cloud based solution	4.35%
Other / Don't Know / NA	7.25%
Total	100%

Q7 If you offer a Cloud Solution offering, what is your preferred storage solution offering?



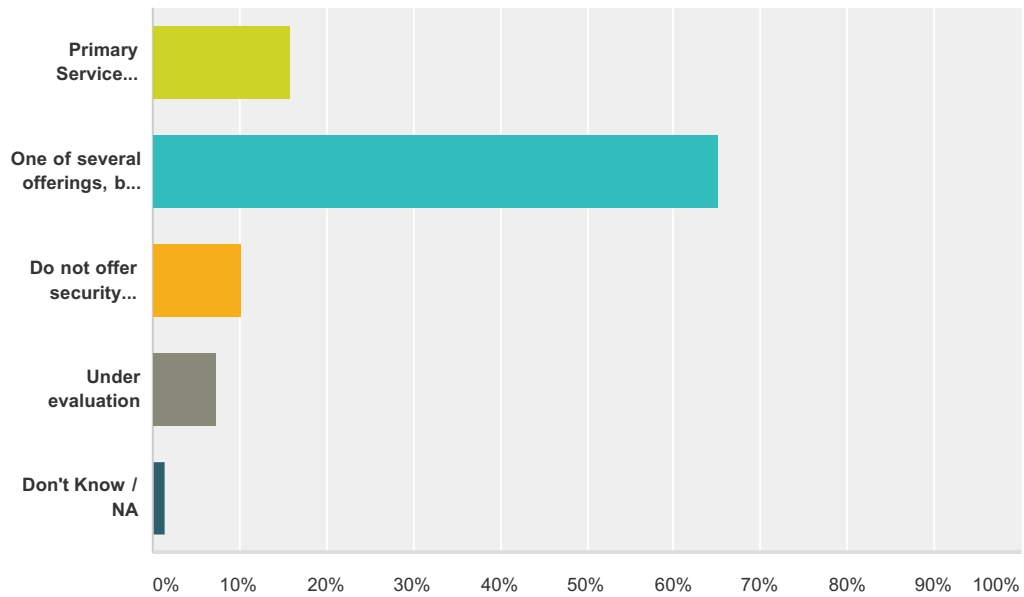
Answer Choices	Responses
EMC	18.84%
Netapp	4.35%
Dell	27.54%
IBM	7.25%
Do not currently offer a Cloud based solution	11.59%
Other / Don't Know / NA	30.43%
Total	100%

Q8 In 2016, do you intend to utilize Open Stack solutions?



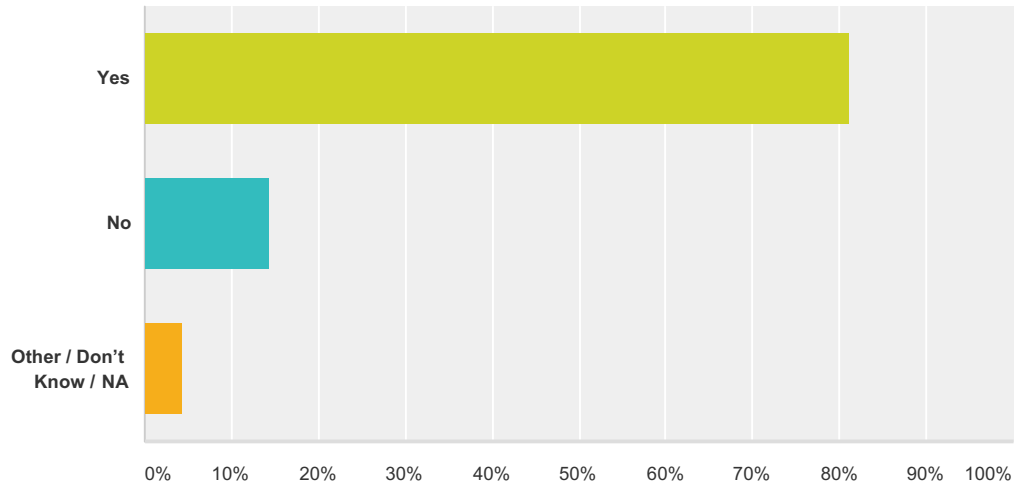
Answer Choices	Responses
Yes	23.53%
No	42.65%
Other / Don't Know / NA	33.82%
Total	100%

Q9 Is IT Security / Cyber Security service offering your primary service offering, or one of several offerings?



Answer Choices	Responses
Primary Service Offering	15.94%
One of several offerings, but non-primary	65.22%
Do not offer security services	10.14%
Under evaluation	7.25%
Don't Know / NA	1.45%
Total	100%

Q10 In 2016, is migrating customers to Office 365 considered strategically important?



Answer Choices	Responses
Yes	81.16%
No	14.49%
Other / Don't Know / NA	4.35%
Total	100%