



IT AND TELECOM LIAISONS

B-to-B International

This database consists of key decision makers in companies that produce, distribute and sell IT and Telecom products and services. It also includes professionals that develop IT and Telecom products and services in companies of all sizes in the fields of IT and Telecom, as well as independent resource persons in IT and Telecom. Mailers can reach these professionals now in more than 50 countries worldwide.

Sourced from IT and Telecom industries associations and publishers of IT and Telecom literature.

SEGMENTS

59,956	Mailing List	\$210/M
55,762	Telemarketing List	\$210/M
38,372	Fax List	\$210/M
13,790	Email List	\$210/M

GEOGRAPHY

Worldwide

MINIMUM ORDER

Quantity: 3,000

METHOD OF ADDRESSING

Email Delivery *FREE of charge to mail house*
Floppy disc 15.00/F each
CD-ROM 50.00/F each
Labels 15.00 / M
Courier charges: at cost, Key Coding available

RECOMMENDED USAGE

IT trade fair participation
IT books and magazines

SELECTS

Geography, Job Title, Language,
Products and Services

All Selects: *FREE of charge*

UPDATE FREQUENCY

Every 3 months

DELIVERY

48 hours

COMMISSION

Broker: 20%
Agency: 15%

UNIT OF SALE

n/a

SAMPLE REQUIRED



GEOGRAPHICAL BREAKDOWN OF POSTAL ADDRESSES as of June 01.2003

297	Argentina	1,704	Thailand
1,408	Australia	470	Turkey
940	Austria	797	United Arab Emirates
960	Belgium	1,668	United Kingdom
1,200	Brazil	4,011	United States
575	Bulgaria	939	Venezuela
2,179	Canada	959	OTHERS
726	Chile		
1,200	China (excl. Hong Kong)		
191	Colombia		
809	Czech Republic		
939	Denmark		
251	Egypt		
960	Finland		
3,046	France		
3,315	Germany		
825	Greece		
2,317	Hong Kong		
306	India		
940	Indonesia		
340	Iran		
949	Ireland		
938	Israel		
1,408	Italy		
3,635	Japan		
823	Malaysia		
959	Mexico		
1,408	Netherlands		
1,258	New Zealand		
245	Nigeria		
939	Norway		
339	Peru		
948	Philippines		
934	Poland		
735	Portugal		
463	Romania		
1,108	Russia		
831	Saudi Arabia		
822	Singapore		
958	South Africa		
1,206	South Korea		
797	Spain		
1,362	Sweden		
822	Switzerland		
1,797	Taiwan		

Products or Services

personal computers
 minicomputers
 mainframes
 microchips
 operating systems
 application software's
 IT peripherals – printers, scanners, networking gadgets
 Internet connection
 web site development
 telephone equipment
 fax machines
 mobile phones
 videoconferencing equipment
 telecommunication services
 IT and telecom books and magazines
 IT and telecom seminars and conference organizers

For countries not listed above, please contact us for counts.