

<u>MTG Vertical Market Segmentation</u> www.MentorTechGroup.com	# Contacts Rev. 7/29/09
Aerospace/Defense	266
Automotive & Transport	438
Banking	703
Beverages	205
Biotechnology	80
Chemicals	497
Computer Hardware	502
Computer Software & Services	1,197
Conglomerates	58
Consumer Products	905
Diversified Services	1,591
Drugs	616
Electronics	790
Energy	600
Financial Services	869
Food	868
Health Products & Services	1,770
Insurance	892
Leisure	1,034
Manufacturing	1,454
Materials & Construction	801
Media	666
Metals & Mining	330
Real Estate	494
Retail	1,283
Schools & Educational Services	248
Specialty Retail	548
Telecommunications	682
Tobacco Products	36
Transportation	692
Utilities	702
Total Contacts	21,817

<u>MTG Job Code Segmentation</u> www.MentorTechGroup.com	# Contacts Rev. 7/29/09
B Benefits	73
C Corporate Communications VP/Dir	1,077
CC Call Center Training	39
CR Customer Service Training	226
EL E-learning	342
EX External Training	829
F Finance	35
H Human Resources - general (VP/Dir/Mgr)	7,015

IT Information Technology - general (CIO, VP/Dir IT, etc)	2,460
ITT Information Technology Training	1,546
J Safety Training/Compliance Training	809
M Marketing VP's/Directors/Mgr.	2,042
P Purchasing	8
PR Public Relations	19
R Recruiting	798
S Sales VP's/Directors/Mgr.	1,855
ST Sales Training Dir/Mgr	1,068
T General Training (Chief Learning Officer, VP Training, Director of Training & Development, Director of Organization Development, VP Education, etc., etc. There are <u>many</u> different titles within this group)	9,586
TM Talent Management VP/Dir	1,460
U Corporate University	335
V Vendor	14
Total	31,636

NOTE: Some contacts have dual roles (i.e. job codes) and thus, are counted in more than one job code

MTG State Segmentation	# Contacts
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AK	23
AL	199
AR	131
AZ	266
CA	2,655
CO	368
CT	413
DC	152
DE	67
FL	906
GA	739
HI	17
IA	164
ID	65
IL	1,252
IN	345
KS	144
KY	153
LA	134
MA	911
MD	391
ME	55
MI	623
MN	630
MO	460
MS	64
MT	24
NC	511
ND	20
NE	121

NH	54
NJ	924
NM	19
NV	127
NY	1,702
OH	911
OK	129
OR	214
PA	986
RI	98
SC	158
SD	21
TN	419
TX	1,818
UT	164
VA	581
VT	40
WA	364
WI	440
WV	34
WY	4
CANADA	666
PUERTO RICO	6
EUROPE	1
CHINA	0
TOTAL U.S., CANADA & P. RICO, EUROPE & CHINA	21,883

<u>MTG Revenue Ranges</u> www.MentorTechGroup.com	# Contacts Rev. 7/29/09
\$1B+	11,463
\$500MM - \$999.9MM	3,072
\$50MM - \$499.9MM	6,500
\$0 - \$49.9MM	713
TOTALS	21,748

<u>MTG Employee Size Ranges</u> www.MentorTechGroup.com	# Contacts Rev. 7/29/09
10,000+	6,775
1000 - 9999	9,982
500 -999	2,245
100 -499	2,443
1 to 99	241
TOTALS	21,686