

**NOTE:** Some contacts have multiple decision making roles (i.e. Job Codes) and thus, are counted in more than one job code below.

<b>MTG Job Code Segmentation</b> <a href="http://www.MentorTechGroup.com">www.MentorTechGroup.com</a>	<b># Contacts</b>
<b>TRAINING CONTACTS</b>	<b>22,525</b>
<b>T</b> Training/Leadership/Organizational Development (CLO, VP Training, Director of Training & Development, VP Education, Culture There are <u>many</u> different titles within this group)	14,117
<b>CC</b> Call Center Training	107
<b>CR</b> Customer Service Training	456
<b>EL</b> E-learning	724
<b>EX</b> External Training	927
<b>ITT</b> IT Training	2,704
<b>J</b> Safety/Compliance Training	1,524
<b>ST</b> Sales Training	1,966
<b>HR CONTACTS</b>	<b>20,747</b>
<b>H</b> Human Resources (CHRO, Director, EVP, Chief People Officer There are <u>many</u> different titles within this group)	10,172
<b>B</b> Benefits/Total Rewards	1,017
<b>R</b> Recruiting/Talent Acquisition	3,844
<b>TM</b> Talent Manager	5,714
<b>MEETING &amp; EVENT PLANNING</b>	<b>3,025</b>
<b>MP</b> Meeting Planner	2,802
<b>TS</b> Trade Show Mgr/Planner/Specialist	223
<b>SUSTAINABILITY/SOCIAL RESPONSIBILITY</b>	<b>1,222</b>
<b>SR</b> Corporate Sustainability/ Social Responsibility (*NEW)	1,222
<b>OTHER</b>	<b>13,756</b>
<b>C</b> Communications	2,120
<b>IT</b> Information Technology CIO/Dir IT	4,285
<b>M</b> Marketing	3,531
<b>S</b> Sales VP's/Directors/Mgr.	2,382
<b>U</b> University	1,438
<b>NOTE:</b> MTG Total Solution database includes all job codes except MP, TS, SR	

<b>MTG Revenue Ranges</b> <a href="http://www.MentorTechGroup.com">www.MentorTechGroup.com</a>	<b># Contacts</b>
\$1B+	18,704
\$500MM - \$999.9MM	4,763
\$50MM - \$499.9MM	8,632
\$0 - \$49.9MM	1,086

<b>MTG Employee Size Ranges</b> <a href="http://www.MentorTechGroup.com">www.MentorTechGroup.com</a>	<b># Contacts</b>
10,000+	11,194
1000 - 9999	16,160
500 -999	3,076
100 -499	2,484
1 to 99	181

<b>MTG Vertical Market Segmentation</b> <a href="http://www.MentorTechGroup.com">www.MentorTechGroup.com</a>	<b># Contacts</b>
Aerospace/Defense	401
Automotive & Transport	640
Banking	944
Beverages	325
Biotechnology	98
Chemicals	796
Computer Hardware	630
Computer Software & Services	1,576
Conglomerates	91
Consumer Products	1,506
Diversified Services	2,772
Electronics	1,097
Energy	881
Financial Services	1,296
Food	1,299
Health Products & Services	3,072
Insurance	1,391
Leisure	1,530
Manufacturing	2,275
Materials & Construction	1,290
Media	990
Metals & Mining	507
Pharma/Drugs	859
Real Estate	648
Retail	1,964
Schools & Educational Services	500
Specialty Retail	797
Telecommunications	879
Tobacco Products	62
Transportation	1,000
Utilities	1,068
<b>Total Contacts</b>	<b>33,184</b>

<b>MTG State Segmentation</b> <a href="http://www.MentorTechGroup.com">www.MentorTechGroup.com</a>	<b># Contacts</b>
AK	53
AL	301
AR	173
AZ	447
CA	3,642
CO	647
CT	574
DC	261
DE	67
FL	1,204
GA	1,232
HI	39
IA	238
ID	73
IL	1,993
IN	557
KS	249
KY	259
LA	175
MA	1,420
MD	488
ME	92
MI	933
MN	920
MO	752
MS	84
MT	24
NC	802
ND	32
NE	212
NH	97
NJ	1,415
NM	34
NV	144
NY	2,554
OH	1,391
OK	206
OR	334
PA	1,533
RI	152
SC	254
SD	49
TN	691
TX	2,761
UT	251
VA	905
VT	56
WA	542
WI	676
WV	35
WY	6
CANADA	1,192
<b>TOTAL U.S. &amp; CANADA</b>	<b>33,221</b>