

**Mentor Tech Group**  
2015 Data Card

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>24,949</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)	14,349
<b>CC</b> Call Center Training	129
<b>CR</b> Customer Service Training	519
<b>EL</b> E-learning	828
<b>EX</b> External Training	1,035
<b>ITT</b> IT Training	2,822
<b>J</b> Safety/Compliance Training	1,530
<b>ST</b> Sales Training	2,153
<b>U</b> Corporate University	1,584
<b>HR CONTACTS</b>	<b>23,224</b>
<b>H</b> Human Resources (CHRO, VP, EVP, Director, Chief People Officer, etc.) There are many different titles within this group.	10,611
<b>B</b> Benefits/Total Rewards	1,237
<b>R</b> Recruiting/Talent Acquisition	4,573
<b>TM</b> VP/Dir Talent Management	6,803
<b>MEETING &amp; EVENT PLANNING</b>	<b>2,904</b>
<b>MP*</b> Meeting Planner	2,904
<b>SUSTAINABILITY/SOCIAL RESPONSIBILITY</b>	<b>1,224</b>
<b>SR*</b> Corporate Sustainability/Social Responsibility	1,224
<b>OTHER</b>	<b>12,879</b>
<b>C</b> Communications (VP, Dir, etc.)	2,266
<b>IT</b> Information Technology (CIO/VP IT, Dir IT, etc.)	4,468
<b>M</b> Marketing (VP, Dir, etc.)	3,711
<b>S</b> Sales (VP, Dir, etc.)	2,434
<b>*NOTE:</b> The MTG Total Solution database includes all job codes except MP and SR.	<b>34,594</b>

<b>MTG Revenue Ranges</b> <a href="http://www.MentorTechGroup.com">www.MentorTechGroup.com</a>	<b># Contacts</b>
\$1B+	19,965
\$500MM - \$999.9MM	4,857
\$50MM - \$499.9MM	8,746
\$0 - \$49.9MM	979
N/A	47

<b>MTG Employee Size Ranges</b> <a href="http://www.MentorTechGroup.com">www.MentorTechGroup.com</a>	<b># Contacts</b>
10,000+	12,002
1000 - 9999	16,874
500 - 999	2,927
1 - 499	2,647
N/A	144

<b>MTG Vertical Market Segmentation</b> <a href="http://www.MentorTechGroup.com">www.MentorTechGroup.com</a>	<b># Contacts</b>
Aerospace/Defense	415
Automotive & Transport	688
Banking	977
Beverages	349
Biotechnology	104
Chemicals	838
Computer Hardware	642
Computer Software & Services	1,600
Conglomerates	101
Consumer Products	1,551
Diversified Services	2,870
Drugs	883
Electronics	1,323
Energy	758
Financial Services	1,365
Food	1,368
Health Products & Services	3,205
Insurance	1,521
Leisure	1,606
Manufacturing	2,405
Materials & Construction	1,347

Media	1,018
Metals & Mining	503
Real Estate	675
Retail	2,071
Schools & Educational Services	523
Specialty Retail	807
Telecommunications	891
Tobacco Products	74
Transportation	996
Utilities	1,107
N/A	13
<b>Total Contacts</b>	<b>34,594</b>

<b>MTG State Segmentation</b> <a href="http://www.MentorTechGroup.com">www.MentorTechGroup.com</a>	<b># Contacts</b>
AK	55
AL	309
AR	190
AZ	477
CA	3,713
CO	715
CT	609
DC	278
DE	61
FL	1,268
GA	1,291
HI	39
IA	247
ID	72
IL	2,078
IN	590
KS	254
KY	265
LA	188
MA	1,520
MD	489
ME	104
MI	784
MN	987
MO	790
MS	89
MT	22

NC	862
ND	36
NE	236
NH	99
NJ	1,465
NM	36
NV	139
NY	2,620
OH	1,473
OK	218
OR	300
PA	1,597
RI	166
SC	271
SD	47
TN	701
TX	2,859
UT	262
VA	941
VT	54
WA	556
WI	711
WV	40
WY	4
PR	5
Canada	1,208
N/A	4
<b>TOTAL U.S. &amp; CANADA **</b>	<b>34,594</b>

\* MP & SR contacts are not included in the "Total Solution"

\*\* Canadian contacts do not contain an email address.

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