

# Directory of Top Computer Executives

## U.S. Database Demographics for 2011

30,114 Total U.S. Sites

CLASS	SITES	NAMES	TCE	SYS	OPS	COM	SUP	MIC	WEB	OTH
Manuf/Service	14,927	22,980	15,090	1,808	2,306	1,502	603	604	115	952
Banking	439	899	448	77	156	75	34	34	16	59
Diversified Finance	727	1,256	737	105	158	85	40	44	9	78
Insurance	810	1,848	832	233	303	154	96	65	24	141
Retail	2,848	4,295	2,874	349	469	270	104	77	28	124
Transportation	715	1,226	724	104	136	95	48	40	7	72
Utilities	629	1,279	645	135	191	102	53	49	6	98
Education	2,357	9,184	2,474	1,270	1,415	1,355	697	941	195	837
Health Care	2,847	4,898	2,891	502	584	425	185	128	3	180
Federal Govt	579	1,252	603	145	199	83	50	50	7	115
State Govt	1,380	3,195	1,408	441	439	253	217	166	16	255
Local Govt	1,227	2,727	1,247	368	324	281	148	160	22	177
Miscellaneous	629	993	631	77	102	72	34	24	7	46
<b>Total</b>	<b>30,114</b>	<b>56,032</b>	<b>30,604</b>	<b>5,614</b>	<b>6,782</b>	<b>4,752</b>	<b>2,309</b>	<b>2,382</b>	<b>455</b>	<b>3,134</b>

### Sites by System Manufacturer or OS

MFR	Sites	Names
Amdahl/Fujitsu	120	319
Compaq	2,202	4,679
Data General	115	203
Dell	8,683	18,123
Digital Equipment Corp	822	2,321
Gateway	172	376
Hewlett-Packard	7,748	17,083
Hitachi Data Systems	78	203
IBM Corp	10,936	23,948
Linux	3,793	10,352
Sun Systems	2,693	7,708
Tandem	93	270
Unisys	396	1,036
UNIX	10,716	26,402
Windows Server OS	21,555	44,690

### IBM/Compatible Mainframe Systems

2278	Sites in the U.S.
2402	Top IS Execs
1056	SWR Development Managers
1332	Data Center Managers
683	Data Comm Managers
514	Technical Support Managers
402	Microcomputer Managers
98	e-Commerce Managers
719	Other Managers

### IBM AS/400 or iSeries

5149	Sites in the U.S.
5241	Top IS Execs
1031	SWR Development Managers
1195	Data Center Managers
862	Data Comm Managers
390	Technical Support Managers
324	Microcomputer Managers
38	e-Commerce Managers
414	Other Managers

### Unix, H-P 9000, IBM RS/6000, pSeries, Sun or

Alpha	Names
10979	Sites in the U.S.
11318	Top IS Execs
3469	SWR Development Managers
4009	Data Center Managers
2763	Data Comm Managers
1487	Technical Support Managers
1589	Microcomputer Managers
332	e-Commerce Managers
2083	Other Managers

### LINUX

3787	Sites in the U.S.
3924	Top IS Execs
1402	SWR Development Managers
1550	Data Center Managers
1173	Data Comm Managers
624	Technical Support Managers
693	Microcomputer Managers
133	e-Commerce Managers
853	Other Managers

### Windows Server OS

21537	Sites in the U.S.
22006	Top IS Execs
4979	SWR Development Managers
5918	Data Center Managers
4281	Data Comm Managers
2129	Technical Support Managers
2191	Microcomputer Managers
417	e-Commerce Managers
2769	Other Managers

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## U.S. Counts by State for 2011

30,114 Total Sites

STATE	SITES	NAMES	TCE	SYS	OPS	COM	SUP	MIC	WEB	OTH
AK	101	188	101	21	23	14	8	9	0	12
AL	440	863	446	96	99	110	41	37	3	31
AR	247	488	249	56	57	52	17	25	7	25
AZ	501	906	508	89	92	74	36	37	6	64
CA	3,276	5,620	3,324	551	661	379	191	183	41	290
CO	539	932	543	89	102	67	32	42	6	51
CT	486	854	493	70	107	67	34	31	9	43
DC	354	790	365	104	119	46	35	29	10	82
DE	101	181	103	17	22	12	5	12	1	9
FL	1,230	2,291	1,257	225	289	202	84	84	30	120
GA	823	1,546	840	157	191	123	62	62	10	101
HI	120	201	122	15	29	15	7	4	0	9
IA	356	690	358	79	84	65	28	30	8	38
ID	113	245	116	30	30	21	13	13	3	19
IL	1,638	2,947	1,664	297	358	229	126	117	14	142
IN	643	1,318	660	132	148	151	61	77	14	75
KS	325	589	328	57	58	62	26	23	5	30
KY	351	675	356	70	73	65	35	31	4	41
LA	306	549	311	50	59	52	29	18	6	24
MA	985	1,933	996	211	247	172	78	90	23	116
MD	577	1,065	590	98	129	93	45	40	6	64
ME	151	270	152	26	31	21	6	15	4	15
MI	940	1,761	956	170	204	159	77	82	11	102
MN	734	1,259	747	114	130	92	41	53	10	72
MO	656	1,286	667	125	165	138	52	57	11	71
MS	229	435	235	48	49	37	13	26	5	22
MT	90	200	91	24	26	27	9	9	1	13
NC	754	1,505	769	167	177	123	72	66	15	116
ND	90	158	90	13	19	11	5	10	2	8
NE	250	466	251	49	55	36	26	17	4	28
NH	149	253	149	22	31	18	7	9	2	15
NJ	1,027	1,843	1,042	186	254	124	60	72	15	90
NM	111	223	114	25	23	20	7	14	3	17
NV	235	417	240	35	52	27	17	20	2	24
NY	2,017	3,697	2,057	341	476	331	134	151	41	166
OH	1,244	2,338	1,266	248	289	193	106	100	22	114
OK	291	570	296	53	75	56	25	26	5	34
OR	379	749	383	97	85	59	45	25	7	48
PA	1,365	2,630	1,381	266	317	248	133	114	25	146
PR	249	347	252	17	38	18	9	8	2	3
RI	118	238	119	21	30	21	17	9	1	20
SC	351	647	354	73	72	65	25	24	4	30
SD	95	176	96	18	21	19	8	8	1	5
TN	574	1,163	586	129	159	101	55	60	7	66
TX	1,921	3,618	1,957	340	482	293	140	155	24	227
UT	233	492	237	49	56	58	27	31	5	29
VA	808	1,503	823	151	156	125	59	76	9	104
VT	86	167	89	22	23	14	5	9	0	5
WA	565	1,045	570	88	123	89	49	47	5	74
WI	718	1,378	728	156	144	127	70	76	6	71
WV	127	244	131	18	35	24	10	16	0	10
WY	45	83	46	9	8	7	7	3	0	3

Sites = Number of Locations; TCE = Top Computer Executive; SYS = Manager of Software Development; OPS = Manager of Data Center; COM = Manager of Data Communications; SUP = Manager of Technical Support; MIC = Manager of Microcomputers & LANs; WEB=Manager of e-Commerce; OTH = Miscellaneous.

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## Canada Demographics for 2011

4,495 Total Sites

CLASS	SITES	NAMES	TCE	SYS	OPS	COM	SUP	MIC	WEB	OTH
Manuf/Service	2,418	3,535	2,428	266	327	214	83	83	6	128
Banking	43	75	44	8	9	2	2	1	1	8
Diver Finance	187	300	189	18	37	18	12	6	0	20
Insurance	140	290	141	40	44	16	21	12	1	15
Retail	244	401	247	36	40	30	16	6	3	23
Transportation	131	231	131	26	24	22	12	3	0	13
Utilities	105	217	106	21	28	18	13	9	0	22
Education	285	738	287	86	100	89	52	65	13	46
Health Care	149	278	150	20	40	32	14	10	0	12
Federal Govt	312	998	331	143	149	79	73	103	11	109
Provincial Govt	292	691	293	106	95	47	48	43	2	57
Local Govt	129	298	134	34	39	22	27	17	2	23
Miscellaneous	60	97	61	5	10	7	2	5	1	6
<b>Total</b>	<b>4,495</b>	<b>8,149</b>	<b>4,542</b>	<b>809</b>	<b>942</b>	<b>596</b>	<b>375</b>	<b>363</b>	<b>40</b>	<b>482</b>

Province	SITES	NAMES	TCE	SYS	OPS	COM	SUP	MIC	WEB	OTH
AB	525	911	530	86	106	71	37	30	3	48
BC	617	995	625	72	106	53	45	40	3	51
MB	186	326	189	27	44	26	14	9	0	17
NB	76	196	77	34	25	15	17	17	2	9
NL	57	127	58	14	10	12	9	13	0	11
NS	129	254	131	18	33	26	13	16	2	15
NT	25	36	20	1	5	2	1	4	0	3
NU	5	8	5	0	1	0	0	1	0	1
ON	2,089	3,752	2,107	370	430	278	159	166	24	218
PE	35	81	36	15	11	5	4	6	1	3
QC	634	1,191	646	135	139	82	58	43	4	84
SK	96	226	97	29	28	20	14	18	1	19
YT	20	41	20	7	3	6	3	0	0	2

### Unix, RS/6000, pSeries, H-P 9000, Sun or Alpha

1775	Sites in Canada
1804	Top IS Execs
450	SWR Development Managers
508	Data Center Managers
293	Data Comm Managers
216	Technical Support Managers
207	Microcomputer Managers
23	e-Commerce Managers
272	Other Managers

### IBM AS/400 or iSeries

757	Sites in Canada
764	Top IS Execs
133	SWR Development Managers
147	Data Center Managers
111	Data Comm Managers
48	Technical Support Managers
34	Microcomputer Managers
5	e-Commerce Managers
73	Other Managers

### IBM/Compatible Mainframe Systems

235	Sites in Canada
242	Top IS Execs
93	SWR Development Managers
95	Data Center Managers
37	Data Comm Managers
37	Technical Support Managers
28	Microcomputer Managers
2	e-Commerce Managers
50	Other Managers

### WINDOWS Server OS or LINUX

3800	Sites in Canada
3847	Top IS Execs
735	SWR Development Managers
835	Data Center Managers
540	Data Comm Managers
340	Technical Support Managers
322	Microcomputer Managers
30	e-Commerce Managers
433	Other Managers

Sites = Number of Locations; TCE = Top Computer Executive; SYS = Manager of Software Development; OPS = Manager of Data Center; COM = Manager of Data Communications; SUP = Manager of Technical Support; MIC = Manager of Microcomputers & LANs; WEB=Manager of e-Commerce; OTH = Miscellaneous.

# Directory of Top Computer Executives

## Organization Size Demographics 2011

The *Directory of Top Computer Executives* does not encourage the use of gross revenue or number of company employees for demographic market segmentation. Although good organization size indicators, they are not necessarily good indicators of technology adoption or deployment. To create a database or list of organizations based on information technology adoption and/or deployment, ACR can use any combination of the following: the size of an organizations IS staff, the number of desktop systems deployed throughout the organization, the type of server systems installed, or sites for companies that are listed on the Fortune 1000, or InformationWeek 500, or Canada Post 500. Following are some examples to illustrate how you might pick a set of selection criteria. There is a loose correlation to company size: example one = \$1 billion or larger in gross revenue; example two is \$500 million or larger, and example three is \$250 million or larger.

### In United States

1. Organizations belonging to the Fortune 1000, or with 120+ IS employees, or with 3000+ desktop systems deployed throughout the organization.

SITES= 3517; NAMES= 11614

TCE= 3752; SYS= 1716; OPS= 2122; COM= 1082; SUP= 771; MIC= 720; WEB= 152; OTH= 1299

2. Organizations belonging to the Fortune 1000, or the InformationWeek 500, or with 60+ IS employees or with 1500+ desktop systems deployed throughout the organization.

SITES= 7555; NAMES= 20707

TCE= 7872; SYS= 2882; OPS= 3449; COM= 1913; SUP= 1260; MIC= 1195; WEB= 235; OTH= 1901

3. Organizations belonging to the Fortune 1000, or the InformationWeek 500, or with and IBM/compatible mainframe system, or with 30+ IS employees, or with 750+ desktop systems deployed throughout the organization.

SITES= 10904; NAMES= 28748

TCE= 11305; SYS= 3905; OPS= 4568; COM= 2793; SUP= 1728; MIC= 1678; WEB= 336; OTH= 2435

### In Canada

1. Organizations belonging to the Canada Post 500, or with an IBM/compatible mainframe system, or with 30+ IS employees, or with 750+ desktop systems deployed throughout the organization.

SITES= 1690; NAMES= 4020

TCE= 1731; SYS= 521; OPS= 603; COM= 311; SUP= 257; MIC= 225; WEB= 22; OTH= 350

### Number of Desktop Systems USA

5000+	1,181
1000-4999	4,656
500-999	3,794
100-499	10,793
< 100	3,056

### Number of Desktop Systems Canada

5000+	161
1000-4999	537
500-999	480
100-499	1,758
< 100	1,053

### Number of IT Employees USA

1000+	187
500-999	234
100-499	2,206
50-99	1,934
25-49	2,952
< 25	15,746

### Number of IT Employees Canada

1000+	24
500-999	30
100-499	257
50-99	229
25-49	366
< 25	2,863

Sites = Number of Locations; TCE = Top Computer Executive; SYS = Manager of Software Development; OPS = Manager of Data Center; COM = Manager of Data Communications; SUP = Manager of Technical Support; MIC = Manager of Microcomputers & LANs; WEB=Manager of e-Commerce; OTH = Miscellaneous.

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