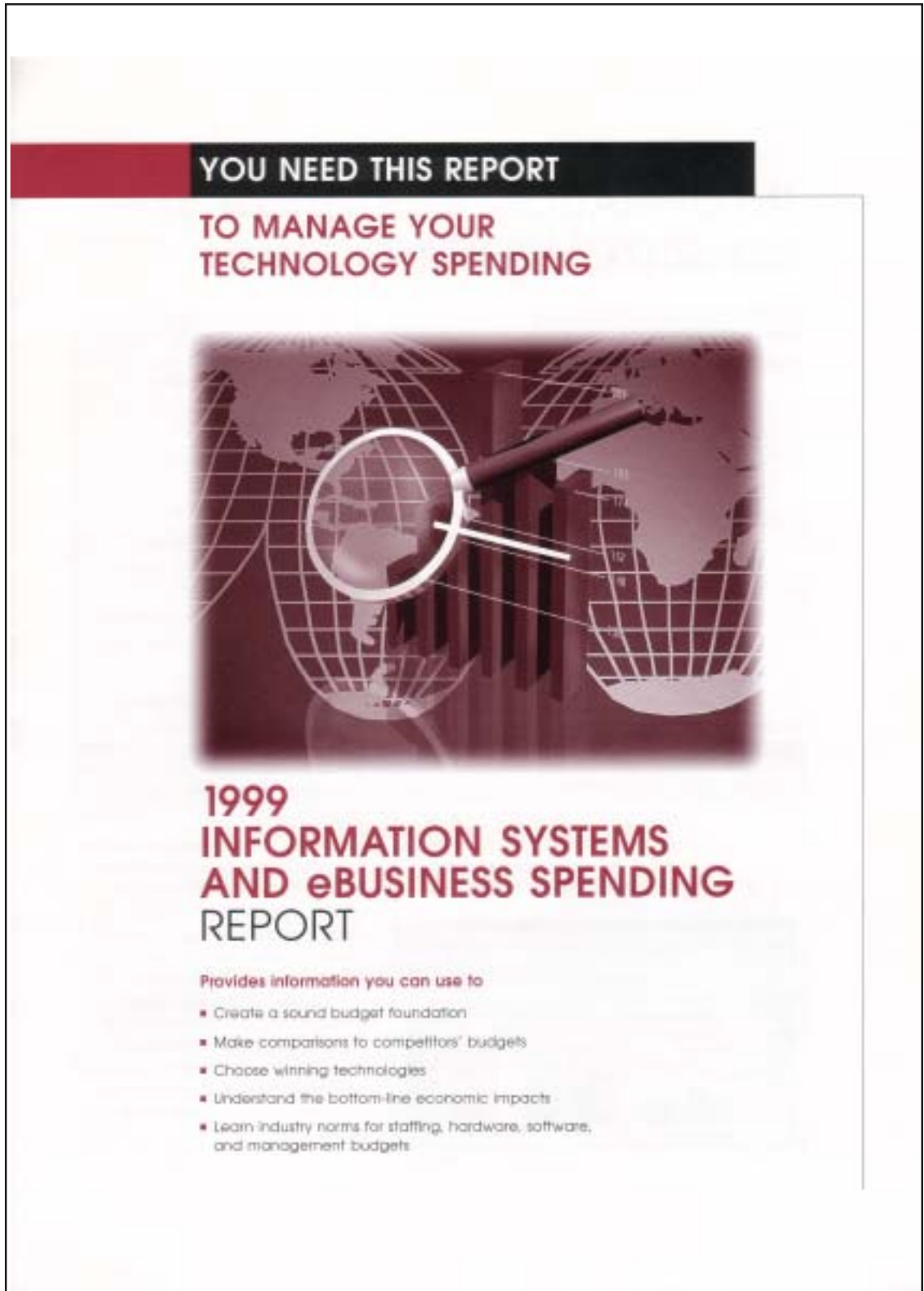



COMPUTER ECONOMICS--1999 Information Systems and eBusiness Spending Report

This four-page brochure was designed to highlight the benefits of a yearly researched report for both former and new clients. The brochure included an order form that could be filled out and returned.



YOU NEED THIS REPORT

TO MANAGE YOUR TECHNOLOGY SPENDING



**1999
INFORMATION SYSTEMS
AND eBUSINESS SPENDING
REPORT**

Provides information you can use to

- Create a sound budget foundation
- Make comparisons to competitors' budgets
- Choose winning technologies
- Understand the bottom-line economic impacts
- Learn industry norms for staffing, hardware, software, and management budgets

INFORMATION IS YOUR COMPETITIVE LEVER

Get inside information from managers like yourself, facing the same challenges you are.

To stay on top of your industry you need information, and finding the time to get it is tough. You don't have the hours it takes to contact hundreds of your peers to find answers. *1999 Information Systems and eBusiness Spending* provides you with a shortcut to the valuable data you need. Comprehensive analyses, indices, charts, and graphs show the budget outlooks, trends, and benchmarks of your colleagues and competitors.

In today's environment of mergers, acquisitions, and downsizing, successful financial strategies are the metrics by which management is judged.

Whether validating your existing budget, justifying new expenditures, verifying the effectiveness of cost management, or identifying areas

Analyses contained in *1999 Information Systems and eBusiness Spending*:

- IT Spending Trends and Budget Benchmarks
- eBusiness Practices and Spending
- Staffing and Salary Trends

Industry sectors included:

- Process Industries and Discrete Manufacturing
- Retail and Wholesale Distribution
- Banking, Finance, and Insurance
- Healthcare
- Trade and Professional Services
- Utilities and Transportation
- Government Agencies

with the highest return on investment, *1999 Information Systems and eBusiness Spending* provides the authoritative documentation you need to plan and support your technology budget. If you want budget comparisons and cost drivers that will help you plan, present, and sell strategies to top management, you need this valuable tool. Order the *1999 Information Systems and eBusiness Spending* report today or call us for information about how you can gain access to historical data online.



sample data

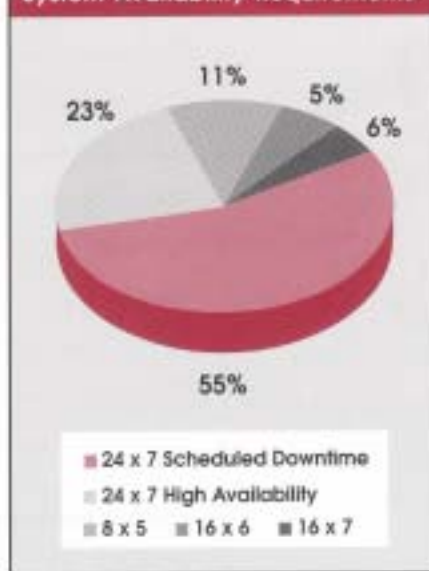
MAKE CONFIDENT TECHNOLOGY BUDGET DECISIONS

1999 Information Systems and eBusiness Spending is your in-house industry intelligence expert.

Created from a nationwide survey of public and private companies and government organizations, case studies, analyses from our extensive database, interviews, and focus groups, *1999 Information Systems and eBusiness Spending* provides you with the critical data you need to substantiate your technology budget.

Level the playing field and learn the survival skills you need to prosper in today's fast-paced competitive environment.

System Availability Requirements



sample data

IS Staffing Mix—Average Percentages of Staff by Job Category

Job Category	Composite	East	Central	Mountain	Pacific
Data Entry	4%	7%	3%	2%	5%
System Operators	7	10	5	9	9
Network Administrators Including Internet/Intranets	5	5	4	9	10
PC Technical Support	8				
End-User Support, Training, & Help Desk	6				
System Engineers & Technical Specialists	5				
System Programmers	6				
Database Administrators	7				
Application Programmers & System Analysts	35				
Documentation	2				
Quality Assurance/Control	1				
Clerical Support	3				
Administrative Specialists	2	2	2	3	2
Top IS Managers	3	4	2	5	4
Other	6	4	7	3	7

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