



NEEDS ASSESSMENT:

To assist us in understanding your company's needs and the solution best suited to your business, please complete the following questions as thoroughly as possible and return this assessment to your Cebic sales rep.

What type of work does your company produce?

- Accountants Edu/Government Graphic Arts
 Architects Engineering Oil & Gas
 Consultants Financial Pharma/Doctors

Do you currently outsource your IT technology?

- Yes, since _____ Plan to within the next 24 months Yes, partially since _____
 Plan to within the next 12 months

Number of in house IT staff:

- none 1+ 5+

Number of Macintosh/Unix computers in the graphics department:

- 0 5-15 _____#
 0-5 15+

Number of PC's in the business:

- Less than 5 10-30 30-100
 5-10 100-200
 _____#

Current PC operating systems include:

- Windows XP Pro Lunix Other _____
 Windows 2000 VMS
 Windows XP Home Windows 98 or older

Number of remote users in the business:

- Less than 5 10-30 30-100
 5-10 100-200
 _____#

Current servers on the network

- 1 3-4 10 or more
 2 5-10

Current usable storage space on all servers combined:

- Less than 90 GB 350-1 Terabyte 20-100 Terabytes
 90-200 GB 1-5 Terabytes 100-
 200-350 GB 5-20 Terabytes _____ Terabytes



Current operating systems include:

- SUN
- Microsoft NT
- Microsoft 200X
- Other Unix
- Lunix
- VMS
- AIX
- Other _____

Current networking

- 10/100 Base T
- Gigabit FC/ Copper
- ATM
- Other _____

Do you have firewalls in place?

Yes, _____ brand

- DMZ
- VPN tunnels # _____
- Remote Desktop
- Citrix
- Terminal services

Current switches

- CISCO
- Extreme
- 3COM
- Asante
- Other _____

Amount of data processed or generated per week (in GB):

- Less than 50 GB
- 50-100 GB
- 100-300 GB
- 300-500 GB
- more than 500 GB

Current equipment or workflow at your company:

- Peachtree
- Quickbooks
- MAS
- Bus Works
- _____
- Exchange 200_
- Goldmine
- Act
- _____
- _____
- CAD
- Quark
- Proprietary Workflow: _____

Current workflow includes (please give us a brief description of your workflow):

What are your current transfer rates:

- Are you happy with your access speeds? Yes ----- No
- _____ Don't know Average file size: _____

Do you have broadband access? Yes No Service Provider: _____

of locations:

- 1
- # at _____



Is your company using an alternative Network protocols?

- Yes No

With respect to BACKUPS, does your company currently do:

- Full Backups ___ daily ___ weekly ___ never
 Incremental Back ups ___ daily ___ weekly ___ never

Currently archive to:

- CD's Tape Disk

Current backup and archiving EQUIPMENT includes:

- Single CD writers Single DLT/LTO Single AIT/VXA
 CD Jukebox ___ Jukeboxes ___ Jukeboxes
___ slots ___ slots ___ slots
___ drives ___ drives ___ drives

Current backup and archiving SOFTWARE includes:

- Retrospect Legato Veritas
 Arcserve Arkeia Other _____

Storage area networks technology

- Currently installed
 Not currently implemented
 Plan to implement within 12 months
 Don't know enough about technology to identify whether or not it would benefit our operation

Power sources:

- Conditioned power in the entire building
 Universal power supplies on some equipment
 Universal power supplies on all critical equipment
 Conditioning power supplies on all critical equipment
 Other _____

Location power issues:

- Established location with not much "remodeling" or growth
 New location with considerable growth in the area
 Established location with considerable building and restructuring
 Power black outs or lightening storms in spring or fall are common
 Have not experienced any power fluctuations

What major changes are you experiencing in your organization?

- Expansion due to online ordering or Web delivery
 Expansion due to one or two new large accounts
 Expansion due to continuous moderate growth
 Expansion due to replacement of outdated equipment
 Expansion due to new product offerings
 No expansion expected



Would your company be interested in equipment financing options?

- Yes
- No

What is your position in the company?

- System Administrator
- IT Professional
- Operation Manager
- Financial Manager
- Owner
- Other _____

When looking at electronic equipment, what is most important to you? (Please rate from 1 through 4 with 1 being most important)

- Quality
- Performance
- Service
- Price

How did you hear about Cebic Technologies Inc.?

- Tradeshow
- Reseller
- Referral
- Other manufacturer
- Internet _____
- Magazine
- Telemarketing

Are you currently running Virus Management?

- Yes, Brand: _____
- No
- Sometimes (employees may turn updates off)

Are your servers all up to date on patches on all programs not just operating systems?

- Yes, Brand: _____
- No
- Sometimes we get to it

Are you currently working with another IT firm?

- Yes, who: _____
- No

What are your current issues and what are your expectations?
