

SOLUTION VARs IN EUROPE – THE TOP 1000

One of the most important segments in this complex solutions-driven world is those companies specializing in horizontal and vertical market solutions. IT Europa’s Solution VARs in Europe – The Top 1000 database report profiles Europe’s leading solution sales organisations and contains all the information you need to identify potential partners and get in-depth knowledge on this key channel.

INFORMATION INCLUDED IN THE MARKET INTELLIGENCE DATABASE REPORT

- Turnover – revenue details by year
- Key Director Contact information – address, telephone, individual emails etc.
- Staff Breakdown – Service/development/sales
- Sales Breakdown – End-user type/services
- Target Markets – Sales by country

VERTICAL MARKETS

- Architecture / Engineering / Construction
- Automotive
- Banking / Finance / Insurance
- Education / Training
- Healthcare
- Hospitality / Leisure
- Human Resources
- Legal
- Manufacturing Industry
- Media / Information / Publishing
- Non Profit Organisations
- Pharmaceutical
- Public Sector
- Retail
- Telecommunications
- Transport / Logistics
- Utilities
- Other Verticals
- Other Verticals Specified

HORIZONTAL FUNCTIONALITY

- Accountancy
- Application Infrastructure
- CAD / CAM / GIS
- Content Management
- Convergence
- CRM / PRM / Helpdesk / Front Office
- Doc / Image Management
- e-commerce/internet
- e-procurement
- ERP
- Human Resources
- Mobility
- Portals
- Security
- Supply Chain Management (SCM)
- Other Horizontal

PLATFORMS

- Hardware, Software, Database & programming languages

SALES BY PRODUCT AREA HARDWARE & SOFTWARE

HARDWARE CATEGORIES BY VENDOR

- PCs/ Notebooks / Macs
- Servers / Storage
- Peripherals / Accessories/Consumables
- Components
- Network/Telecom

SOFTWARE CATEGORIES BY SOFTWARE

- Database
- Office
- Network/Security
- ERP
- CRM
- Accountancy
- Storage
- Internet

CUSTOMER REFERENCES

Ownership & Overview – including future strategy plans

OUR MARKET INTELLIGENCE REPORTS INCLUDE THE FOLLOWING

MSPs / Systems Integrators / Solution VARs / ISVs / Distributors / Communication Resellers / Cloud & Hosting Providers

THIS DATABASE REPORT IS AVAILABLE VIA IT EUROPA'S ON-LINE PORTAL IN SILVER AND GOLD LICENCE VERSIONS

A **Silver licence** gives view access to the market intelligence with contact details supplied separately in Excel.

Gold Licence users can perform advanced searches and can download all profile information which is constantly updated. All contact details can be used for indefinite sales & marketing purposes.

Data can also be provided by country, region or on a bespoke basis such as Storage, security, vertical, size etc.

| | First Year | Annual Renewal |
|----------------|------------|----------------|
| SILVER LICENCE | £4,350 | £2,000 |
| GOLD LICENCE | £5,950 | £3,000 |

Over 5,000 C-Level contacts available

*Additional user licence costs available on request.

IF YOU WOULD LIKE TO RECEIVE A SAMPLE OR ANY FURTHER INFORMATION ABOUT IT EUROPA'S RANGE OF MARKET INTELLIGENCE DATABASE REPORTS, PLEASE CONTACT THE SALES TEAM:

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