



.comercis

**Promotion Plan and Budget
May, 2000**

Overview

This document describes the goals, budget, and plan for implementing promotions for Comercis Managed Data Center Services.

For planning purposes, the direct sales component of the promotion mix has been excluded from this document. Direct sales is the largest component of the general promotion mix, however its budget and structure are detailed in the Comercis Sales and Marketing Plan.

The mission of promotions is to generate interest in, and leads for, Comercis offerings through cost-effective use of media vehicles and other promotional channels. For the year 2000, Comercis' focus is offering managed hosting services. This plan is organized in the following sections:

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1. Target Market Analysis

Comercis Managed Data Center Services provides the application infrastructure:

- servers
- security
- connectivity
- bandwidth
- services

For critical web commerce, software application Internet distribution, and data vault storage solutions.

1.1. Target customer types

What we do	For whom	How...	...and Why
Provide the launching platform (application infrastructure provider) for Internet delivery of web-enabled software	Software Companies and ASP's (Application Service Providers)	Comercis manages the infrastructure to deliver the software over the Web, leaving our clients to focus on their application and end-customers, plus Comercis supplies advanced billing software for metering.	Whether licensed directly by the software publisher, or provided by an Application Service Provider (ASP), business customers are choosing to rent their software and use it via the Web to decrease costs.
Provide the data center mortar for "brick and click" web merchants.	Web Merchants	Comercis' specialization and economies of scale give better service, for less money than clients managing in-house web server infrastructure.	For either an existing retailer expanding on-line sales or a pure-play Web merchant, outsourcing the data center eliminates the large capital outlay and I/T staffing problems.
Provide secure, outsourced hosting of collaborative and critical software applications, plus data vault and archival services	Corporate I/T Departments	From the data center to the desktop, Comercis supplies a more cost-effective browser-based solution for accessing enterprise applications than in-house procurement and installation.	Gives affordable access to complex and specialized applications with a predictable monthly cost per end-user, plus real-time off-site data vault protects data against server failures and natural disasters.
Provide cost-effective storage for e-mail and users' homepages, mail server hosting, and web page building tool.	ISP's	Comercis supplies "pay by the drink" mass storage solutions	End-user homepages and e-mail messages are expensive to maintain for an ISP without the economies of scale Comercis offers.

1.2. Common examples:

- Companies launching a new E-commerce website, or adding E-commerce functionality to a website
- Companies whose websites have outgrown internal hardware or support resources
- Software developers who give access to their product via web
- High volume and/or data transfer sites for product information or evaluation download
- Growing companies with limited I/T resources, or those who choose to outsource much of their I/T infrastructure
- Website hosting companies (such as Cyber Movers or small-medium size ISP's)

1.3. Indicators of Pain:

- Have slow websites?
- Victim of denial of service attacks?
- Press releases indicate new initiative or partnerships for E-commerce?
- Have trouble recruiting and keeping I/T staff?

1.4. Decision Makers

Decision makers for target customers generally occupy the following positions:

- VP of I/T
- CIO
- Director of Internet Commerce for large company
- President of start up Internet company

1.5. Demographic Profile

- 88% male/12% female
- average age-43
- average income in 1998--\$120,120
- 29% go online for 10 to 20 hours a week
- 20% go online for more than 20 hours
- Spend an average of 12 hours online each work week

Source: CIO Magazine

1.6. Geographic Targets

While managed hosting opportunities and customers are not contained to any particular geography due to Internet technology, nonetheless Comercis will focus on markets with a data center and remote sales office presence. This will facilitate personal contact with prospective customers plus added reassurance of a “touchable” product. Geographic targets, in order, are:

- Dallas – Open now
- Austin – September 1, 2000
- Santa Clara – September 1, 2000
- Houston – October 1, 2000
- Atlanta – December 2000
- Reston, VA - December 2000

2. Promotions Objectives

The objective of promotions is to facilitate the revenue goals for Comercis that appear below. The quantifiable objective of promotions is generating sufficient interest and number of leads to capture the targeted customers and sales.

Promotion can be viewed from both perspectives of finding the sales leads, and reinforcing the sales message through promotion.

2.1. Goals per Data Center

Number of Customers	532
Revenue per month	\$1.68 M
Average \$ p/Customer p/month	\$3,157.00

The target is to realize the revenue goals within 24 months of the opening each data center. Assuming Comercis opens six data centers by the end of 2000 with a total of 22 by the end of 2001, and each data center is allowed 24 months to reach the optimum capacity level (above) and stays at the optimum capacity, then the total revenue goal within 48 months from managed hosting is \$36.96 Million per month, or \$443.5 Million annually

2.2. Monthly Sales Goals by Model

Sales Model	% of Sales	Total Monthly \$	Total Customers	New Rev./ Month	New Customers / Month
Direct	50.00%	\$840,000	266	\$35,000	11
Web	15.00%	\$252,000	80	\$10,500	3
Channel	25.00%	\$420,000	133	\$17,500	6
Internal (Comercis)	10.00%	\$168,000	53	\$7,000	2
Monthly Totals	100.00%	\$1,680,000	532	\$70,000	22

The chart above refers to monthly revenue goals per data center, per the different sales models. The monthly total revenue and customers columns are divided by the respective percentage of sales targeted to the different sale models, and equals \$1.68 M per month as previously stated.

Given that each data center is expected to take 24 months to reach the optimum capacity for managed server hosting, then **the new revenue and new customers are the monthly targets to reach the total revenue goal.** Upon reaching the target capacity level, the monthly new revenue and customer targets allow for only a 5% customer turnover. Therefore, customer retention through account maintenance is very important.

In the case of internal hosting to Comercis' other divisions, the growth in revenue and customers can be equated to incremental growth of website hosting, higher volume of E-Tradeshaw exhibitors, and expanded and new vertical communities.

2.3. Contacts, Leads and Prospects

For promotional purposes, a "contact" is any person receiving a promotional message (impression) from or about Comercis. A "lead" is any potential direct or indirect decision maker contacted within the target market who takes some action such as requesting more information. A "prospect" is a decision maker who has been engaged by Comercis and is interested in the services.

2.4. Targeted Contacts, Leads, Prospects, and Customers

Working in reverse from the targeted number of customers to reach the revenue goal, and using the conversion percentage assumptions below, the total number of contacts through promotional activities is derived. Goals are for calendar year 2000.

Potential Customer Status	% Conversion	# Potential Customers
Contact	100%	61600
Lead	10%	6160
Prospect	50%	3080
Customer	20%	616

Therefore, the first objective of Comercis promotions is to contact 61,600 people, with 10% taking some type of action to become sales leads. Once identified as a lead the direct sales force is engaged to begin the sales process.

The second and parallel objective of promotions is to achieve the objectives above, while maintaining cost-effectiveness within the promotion budget described in that section of this plan.

3. Promotions Platform

The platform is the main product attributes and the competitive differentiators on which the promotion plan is based.

Core Competency Focus – outsourcing the application infrastructure free clients to focus on their respective core competency and customer service.

Better Service For Less Money – specialization and economies of scale give better service for less money than in-house or collocated solutions.

Cost effective Outsourcing – “renting” enterprise applications and accessing via web is more cost effective than buying and implementing them internally.

Premium Infrastructure – data centers are built from the ground up to deliver application infrastructure provider services.

Virtual Fortune 500 – the I/T resources of a Fortune 500 without the expense or hassle.

Reduce I/T Staffing Woes – outsourcing the application infrastructure reduces the cost and trouble of recruiting and maintaining scarce I/T staff.

4. Promotion Message

See appendix for a sampling of the copy, images, selling points, geographic variations, and etc.

5. Promotion Campaign

The campaign focuses on the integration, reinforcement and timing of the various promotional vehicles. There are two categories of the promotional campaign; direct response and brand awareness. Brand awareness is promotion not specifically designed to elicit a direct action from the viewer, but rather reinforce and offer credibility to the direct promotion efforts.

7.3. Direct Response Campaign

The direct response campaign will follow the geographic schedule of data center openings. The campaign uses the following elements:

- Targeted mailing (and telephone) lists
- Telemarketing survey (disguised/soft solicitation)
 - (Reference brand awareness advertising in local magazine or website)
- E-mail follow up linking to URL for on-line registration
- Register to win a promotional give away in return for answering telemarketing survey and registering on the website.
- Physical mailing of collateral to confirm registration and give more information on managed hosting offerings.

7.4. Brand Awareness Campaign

There are two subsets of the brand awareness campaign; targeted local ads designed to reinforce and coincide with the direct campaign, and national mass media.

Targeted Local Advertisements

Advertisements will be placed in local media to coincide with the direct telemarketing campaign. Examples include such media as *The Dallas Business Journal*, *Computer Currents*, *Computer Bytes*, a special technology section of local newspapers, and etc. These are fairly low cost vehicles that are geographically well targeted, with local name recognition. Other local vehicles may be events such as tournaments, races, fairs, conventions, and etc.

National Mass Media

- Sponsored Mailings
 - (Such as the CIO.com monthly newsletter, as opposed to unsolicited spam)
- Web Banner Ads
- Trade Shows
- Relevant Periodicals and Trade Journals
 - *PC Week*
 - *Inter Active*
 - *CIO Magazine*
 - *Wired*
- Targeted Industry Association Memberships

6. Promotion Budget

6.1. Budget Appropriation

The promotion budget is 10% of projected revenue. The budget for year 2000 is \$588,000. This assumes that six data centers have been opened, with a revenue target of \$5.88 Million, and a total of 616 customers.

7. Media Plan

The promotion budget includes the promotional vehicles:

Media Vehicle / Channel	Percentage of Budget	Budget \$ Allocated
Specialized Local (Regional) Publications	18%	\$ 105,840.00
General Magazine Ads	10%	\$ 58,800.00
Internet Promotions	15%	\$ 88,200.00
Collateral (signs, brochures, flyers)	5%	\$ 29,400.00
Direct Mailings	12%	\$ 70,560.00
Customer Retention / Loyalty Program	4%	\$ 23,520.00
Industry Associations – Web Listings	1%	\$ 5,880.00
Lead Sheets / Mailing Lists	5%	\$ 29,400.00
Public Relations / Publicity	2%	\$ 11,760.00
Telemarketing	3%	\$ 17,640.00
Trade Shows	18%	\$ 105,840.00
Marketing Research	2%	\$ 11,760.00
Other Misc.	5%	\$ 29,400.00
Total	100%	\$ 588,000.00

7.1. Schedule and Budget by Media

Media Vehicle / Channel	Q2 2000	Q3 2000	Q4 2000	Total
Specialized Local (Regional) Publications	\$ 43,120.00	\$ 43,120.00	\$ 43,120.00	\$129,359.99
General Magazine Ads			\$ 88,200.00	\$ 88,200.00
Internet Promotions		\$ 22,050.00	\$ 66,150.00	\$ 88,200.00
Collateral (signs, brochures, flyers)	\$ 41,160.00			\$ 41,160.00
Direct Mailings		\$ 38,220.00	\$ 38,220.00	\$ 76,440.00
Customer Retention / Loyalty Program			\$ 23,520.00	\$ 23,520.00
Industry Associations – Web Listings	\$ 1,959.80	\$ 1,959.80	\$ 1,960.57	\$ 5,880.18
Lead Sheets / Mailing Lists	\$ 14,700.00	\$ 14,700.00		\$ 29,400.00
Public Relations / Publicity	\$ 3,919.61	\$ 3,919.61	\$ 3,921.14	\$ 11,760.35
Telemarketing		\$ 8,820.00	\$ 8,820.00	\$ 17,640.00
Trade Shows		\$ 19,598.04	\$ 39,201.83	\$ 58,799.87
Marketing Research	\$ 3,919.96	\$ 3,919.96	\$ 3,920.11	\$ 11,760.04
Other Misc.	\$ 1,959.98	\$ 1,959.98	\$ 1,960.59	\$ 5,880.55
Total	\$110,739.35	\$158,267.39	\$318,994.23	\$588,000.97

8. Promotion Evaluation

Using the 2000 promotion budget and the targeted number of customers, the initial benchmark of cost-effectiveness per sale is shown below. This benchmark is based only on assumptions as no historical data exists, but as a benchmark is still useful for comparison between different media vehicles, and for future planning purposes.

Potential Customer Status	% Conversion	# Potential Customers	Cost Per Status
Contact	100%	61600	\$9.55
Lead	10%	6160	\$95.45
Prospect	50%	3080	\$190.91
Customer	20%	616	\$954.55

Appendix – Media Plan Detail

Direct Response

Mailing Lists

Texas Business Leads

Searchable and downloadable listings by industry of companies established or relocated in Texas in the last six months.

- Dallas – 770 leads in Dallas, Tarrant, Denton, and Collin counties in data storage, computer services, and programming industries. Cost is \$86.00
- Austin – 200 records for cost of \$35.00
- Houston – 432 records for cost of \$50.00

OneSource Explore Gold Database List

An annual subscription of \$6,000.00 gives a searchable and exportable list of 50,000 profiles of high tech companies. Profiles include address, telephone, URL, executives' names, revenue, and description of products and services. List is updated quarterly and includes both CD and hard cover list. List is searchable by sixteen fields including sales volume, number of employees, location, and phrases for targeted mailings and telemarketing. Quarterly billing is available.

Telemarketing

Telemarketing will be conducted by internal staff, and augmented by temporary workers. Assuming one telemarketer can conduct 50 calls per day, then approximately 20 labor days are expected at the cost of approximately \$15.00 per hour or \$2,400.00 per market campaign.

Web Development

The Comercis website plays a central role in sales and promotions. For the direct response campaign the website will feature an on-line registration form. E-mail (and snail mail) will direct viewers to register at the site to be eligible to win a promotional give away item. Development of the Comercis website is internal, and no cost estimate has been provided.

Promotional Items

Prospects who register will have the chance to win their choice one of the following items. A drawing will be held each month during the promotional campaign.

Palm Pilot \$499.00

Cigar of the Month Club Membership \$300.00 cigardom.com

Golf Club – Big Bertha Driver \$379.00

Collateral Mailings

Based on assumptions of converting contacts to leads, assume 3080 mailings are sent out during the promotion period.

Collateral Production

Brochure inserts

One-page flyer

Multimedia (CD) collateral

Signage for trade shows

Brand Awareness

Local Ads

Texas Technology

More than 405,000 business executives and information technology professionals use *Texas Technology* magazine each month. Distributed in Dallas/Fort Worth, Austin, and Houston, *Texas Technology* is not only the largest tech magazine in the state, but one of the most comprehensive. The magazine features columnists and writers who are keyed into the latest trends, products, and laws affecting technology. They provide informative and entertaining stories, as well as in-depth analyses of topics in telecommunications, careers, connectivity, law, wireless, high-speed internet communications, consumer products, and more.

Advertising is available for all three regions, Dallas/Houston/Austin, or each region individually. At this time, I suggest advertising only in the Dallas region because of the location of our data center. When our data center in Austin opens, we should consider advertising in this region. The following rates are for the Dallas region.

Ad Size	1x	3x	6x	12x
Full Page	3660	3350	3020	2750
Junior Page	3110	2825	2570	2340
Half Page	2375	2160	1970	1785
Quarter Page	1475	1325	1200	1085
Eighth Page	895	820	735	680

Effective Circulation: 180,000

Color Charges: Spot Color \$200; 4-Color Process \$450

My recommendation is to run a half page, 4-color ad for a six month time period starting in July and ending in December.

Cost = \$ 14,520 (\$1970 x 6 + \$450 x 6)

Dallas Business Journal

TBD

Web Promotion

TBD

Sponsored Mailings

CIO.com CIO Insider and the Web Business Insider e-mail newsletters are sent to 35,000 subscribers. The Insider is sent twice weekly, and the Web Business letter twice per month to coincide with the magazine. Only one sponsor per mailing for the cost of \$3,750.00. Sponsor can have a fifty word description and URL link.

Dates that are currently available:

CIO Insider	Web Business Insider
6/29	6/27
7/7	7/3
7/10	9/25
7/13	

National Magazine Ads

Computerworld

Innovative IT Leaders make *Computerworld* their primary information resource. *Computerworld* is a complete decision-making toolkit that delivers the most credible news and analysis on technology's bottom-line business impact.

Computerworld advocates the user perspective of industry trends while providing a platform for IT leaders to speak to their peers. IT Leaders find best practices, case studies, ROI analysis and surveys that help them make mission-critical decisions every day. *Computerworld* also helps IT Leaders succeed by offering essential guidance for staffing their departments and for preparing for the next

steps in their careers. *Computerworld* reaches more than 250,000 IT Leaders, including 120,000 qualified non-paid subscribers with an annual IT purchasing authority of \$100,000 each – four times better than the competition’s known qualification standards.

Computerworld Black & Rates Effective January 1, 2000

Ad Size	1x	6x	13x	26x	39x	52x
Tab Page	34750	33710	32665	30580	28500	26065
Junior	24335	23605	22875	21415	19955	18250
½ Page	20845	20220	19590	18345	17090	15630
1/3 Page	13910	13495	13070	12240	11405	10430
¼ Page	11485	11140	10795	10100	9415	8610
1/6 Page	8690	8435	8175	7650	7130	6520
1/8 Page	6960	6750	6545	6125	5705	5220

Effective Circulation: 250,869

Color Charges: 4-Color Process: \$6995 per page

2-Color Process: \$3519 per color, per page

2-Color Matched: \$4102 per color, per page

Frequency: Monthly

Internet Week

InternetWeek is the news and analysis source for IS/network managers applying Internet technologies to transform enterprise networks. *InternetWeek's* 215,000 subscribers are network/IS professionals and corporate managers 100% qualified as buyers of information technology products and services for their corporate network, intranet, extranet or the Internet.

Internet Week Color Rates

Ad Size	1x	7x	13x	26x	39x	52x
Tab Page	28835	27635	26435	25840	25485	25125
Junior Page	24285	23315	22345	21865	21570	21280
½ Page	21345	20520	19690	19285	19040	18795
1/3 Page	17355	16735	16120	15795	15610	15425
¼ Page	12475	12095	11725	11530	11415	11300
2 Col x 10	16565	15975	15400	15105	14930	14755
2 Col x 5	12010	11650	11295	11120	11010	10905
1 Col x 12	12240	11875	11505	11315	11210	11100

Internet Week Black & White Rates

Ad Size	1x	7x	13x	26x	39x	52x
Tab Page	23945	22745	21545	20950	20595	20235
Junior Page	19395	18425	17455	16975	16680	16390
½ Page	16455	15630	14800	14395	14150	13905
1/3 Page	12465	11845	11225	10905	10720	10530
¼ Page	7585	7210	6835	6640	6525	6410
2 Col x 10	11675	11085	10510	10215	10040	9865
2 Col x 5	7120	6760	6405	6230	6125	6015
1 Col x 12	7350	6985	6615	6430	6320	6210

Effective Circulation: 215,000

Frequency: Weekly

Industry Listings

1. Web Harbor – Free
2. ASP Connection – Free
3. GTE Super Pages – Free Basic Listing
4. ASP News – Free
5. ASP Island – Free Silver Partnership
6. CIO.com – Free
 - a. \$50 / month we can respond to RFP's
7. ASP Street – Free
 - a. Need finalized logo

Trade Shows

**Websourcing Conference and Exposition
September 28-29, 2000
Boston, Massachusetts**

Websourcing is the blanket term used to describe the emergent new generation of outsourcing services, or combinations of services and applications, that are specifically designed to capitalize on the low cost and global reach that defines the Internet/Web. With the current IT labor squeeze, combined with draconian time-to-market imperatives, the overwhelming majority of business and technology managers now view Websourcing as the best mechanism for their organizations to exploit the full potential of the Web, quickly, less costly and more thoroughly than their competitors. Intermedia Group's *Websourcing Conference and Exposition* is the only conference dedicated to providing IT and business executives the complete range of Websourcing strategies and options available for meeting their business needs. *Websourcing Conference and Exposition* is an executive level event that brings together key industry participants around the issue of Websourcing in a forum that fosters information exchange, honest discussion and collaborative problem solving.

Gold Co-Sponsorship Program

The *Gold Integrated Marketing Co-sponsorship Program* provides your company with an excellent marketing program for positioning your firm as one of the leaders in the Websourcing marketplace. This co-sponsorship program includes the following benefits:

Before the Event:

- **National Advertising:** Have your corporate name displayed on all advertisements used to promote the conference (reach over 450,000 IT and Business professionals nationwide),
- **Conference Brochure Advertising:** Have your corporate logo displayed on the cover of all lead generators and conference brochures, and mission statement and logo included within the brochure (over 200,000 direct mail brochures),
- **Internet Advertising:** Your corporate banner will be on the conference website and your company's logo and 50 word mission statement will appear on the co-sponsor webpage.
- **Cooperative Brochure Mailing:** Intermedia Group will pay for the cost and manage the mailing of conference brochures to your database of prospects who will be offered special pricing to attend.
- **Executive VIP Conference Passes:** Your company will receive 5 complimentary full conference passes for your Executive staff, VIP candidates, customers and prospects (\$4,975 value).

During the Event:

- **Exhibit Space:** Receive an 8' x 20' or 8' by 10' exhibit booth in the co-sponsor showcase
- **Conference Proceedings Advertising:** Receive your logo on the cover of the proceedings and 5 pages of corporate literature in the conference proceedings.

After the Event:

- **Attendee List Access:** Mail your company's marketing pieces to all conference leads and attendees (one-time mailing via a third party mailhouse).

GOLD CO-SPONSORSHIP FEE (with an 8' x 20' exhibit booth) ...\$ 15,000

*GOLD CO-SPONSORSHIP FEE (with an 8' x 10' exhibit booth).....
\$ 12,500*

ASP World Conference and Expo

October 3-6, 2000

San Jose, California

ASPWorld Conference and Expo show floor will showcase providers from all markets - pure play ASP's, Internet Service Providers, telco's, software vendors and developers, and original equipment manufacturers. ASPWorld Conference and Expo will be the first event to provide company executives with comprehensive education, training, peer-to-peer networking, and service evaluation opportunities of all providers of web-enabled services and applications.

Booth Space = \$39.95 / sq. ft x 10x10 booth = \$3995

Booth Services (phone, electric, internet, etc.)= \$1700

Equipment & Accessories (monitors, tables, chairs, etc...) = \$2000

Travel Expenses = \$1200/ person x3 = \$3600
Miscellaneous = \$500
Total = \$11,795

Comdex Fall 2000
November 13-17, 2000
Las Vegas, Nevada

"COMDEX/Fall represents every major and emerging technology, and we focus on five key technology themes in 2000," said Bill Sell, VP and General Manager. COMDEX Fall represents every major and emerging technology. Last year, COMDEX/Fall hosted more than 200,000 industry players, including 32,000 international attendees from some 150 countries. The industry's global nature was also underscored by the 26 pavilions sponsored by individual countries.

Booth Space = \$39.95 / sq. ft x 10x10 booth = \$3995
Booth Services (phone, electric, internet, etc.)= \$1700
Equipment & Accessories (monitors, tables, chairs, etc...) = \$2000
Travel Expenses = \$1200/ person x3 = \$3600
Miscellaneous = \$500
Total = \$11,795

ASPEC 2000
December 7-9, 2000
Atlanta, Georgia

ASPEC 2000 is a one-of-a-kind trade show drawing both technology users and manufacturers for the purpose of showcasing the benefits of Internet delivered business solutions. We're presenting business-to-business solutions explained in laymen's language. For the first time critical business solutions will be reduced to a simple three-letter acronym, ASPs or Application Service Providers. You don't have to be computer scientist or engineer to understand them. This premiere event will deliver business solutions for critical functions such as sales and marketing, human resources and administration. Virtually all industries can benefit from ASPs, but especially health care, hospitality, education and financial service companies and government organizations. The Internet has taken technology to a new plateau. Thanks to ASP delivered business solutions cutting-edge technology is both accessible and affordable to all companies irrespective of size. ASPEC 2000 is a technology forum you can't afford to miss. Attendees (corporate executives to small business owners) can learn firsthand how ASPs can solve their business problems. We're debuting technology that can transform your business and take it to new heights.

Booth Space = \$34.50 / sq. ft x 10x10 booth = \$3450
Booth Services (phone, electric, internet, etc.)= \$1700
Equipment & Accessories (monitors, tables, chairs, etc...) = \$2000
Travel Expenses = \$1200/ person x3 = \$3600
Miscellaneous = \$500
Total = \$11,250

Appendix – Promotional Message

Different themes will be placed in different media and geographic markets to test effectiveness. A series of ads based on the same theme will portray different selling points or benefits of the offerings such as outsourcing, cost savings, and security. Below are examples of images and copy under consideration.

Website and multimedia collateral

Using the tag line “The Internet Runs Through It”, a running man in a business suit with a computer monitor for a head will run into a whirlpool representing the Internet, and emerge as a dot of electricity traveling through fiber optic cable. The dot carries over to the Comercis logo, and will be used as a “tour guide” through the web site and animated virtual tour. This theme can also be used in print media.



Nice Rack!

Now who's going to manage it?

Comercis Comercis provides the data center infrastructure for web-enabled solutions and E-commerce leaving our clients to focus on their applications and end-customers. Carrier-class, fully managed data centers on a fiber-optic backbone gives you the resources of a Fortune 500 I/T department on a start-up budget.

Dedicated Servers

Dedicated Clustered Solutions

Geographically Redundant

Shared Clustered Servers

Storage Solutions

Telephony Provisioning

www.Comercis.com

Toll free 877-202-7268 X4268



The mock up above focuses on the problem of I/T staffing to support internal operations, and gives the outsourcing solution of Comercis.