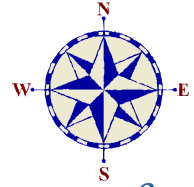


December 2005

The NAVIGATOR



Holiday Greetings from The Computer Merchant, Ltd.

As we approach the conclusion of 2005, it is difficult not to look back on the year's events like Hurricane Katrina, the London bombings, as well as last December's Tsunami and not reflect on how fortunate we all are to be celebrating another holiday season.

With such a turbulent year not only worldwide, but nationally, it has made us aware of how vulnerable we are in our own backyard. It has also made us aware of how effective we are in numbers and how powerful we are as individuals. People, who thought they had nothing to give, gave what they had to help those who had even less or nothing at all. We suddenly took stock of those things we might have taken for granted each and every day... our loved ones, food, our home, running water, the unconditional love of a family pet, our simple human rights and the value of afforded dignity.

For those of us not *directly* affected by the tragedies of the last year, it has still left us wondering how we will feel the effects in our lives in the way of the economy and in the industry we have made our careers.

The economy is looking brighter and in the past year, TCM has celebrated some major wins with new and exciting opportunities awarded by new clients and some providing the pleasure of working with some old friends and established clients.

In this issue, not only will you read important fact, figures and stories regarding the industry as a whole, but also about our exciting placement in the VARBusiness 500.

After a brief hiatus, "The Navigator" is now returning to publication on a quarterly basis. It is our pleasure to be able to return to bringing you valuable news and tips to keep you up to date on what is new and exciting at TCM and within the industry. Look for our next issue, April 2006.

With that said, we at The Computer Merchant would like to wish you safe and happy holiday season and a healthy and prosperous 2006.



Deployed over 1.5 million desktops in North America!

Real time news.....

REAL TIME UPDATES

TCM is now delivering our most advanced project management tool,

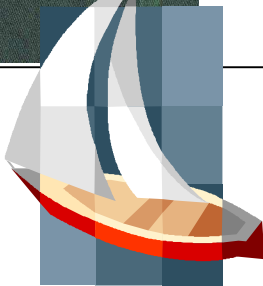
TCMProjectDeploy®

Finally, the significant effort of managing all your projects effectively can be minimized. Your delivery team, your executive team and even your customer can see all of your project milestones via their web browser. **TCMProjectDeploy®** is TCM's proprietary application designed to track the details inherent in IT infrastructure deployment projects.

TCMProjectDeploy® is integrated into our Service Delivery Model allowing TCM to deliver high-quality deployment services at competitive prices and allows your organization to better manage each project. Organizations may now utilize a multi-functional web portal to manage the lifecycle of IT Projects.

TCMProjectDeploy®

- **Accessible Anytime – Anywhere!** Can be viewed from any internet connected PC with a browser.
- Allows for communication, coordination, coverage and consistency your organization demands, from project to project.
- Executive level team members may view all milestones and schedules, both achieved and past-due, online.
- TCM will configure **TCMProjectDeploy®** to meet the personality of your organization and provide the critical fields for your team to input project data you wish to capture.
- Efficient, timely reporting of issues resulting in a quicker remedy time.
 - Canned & Customized Reports
 - Better overall project productivity.



Greatness is not in where we stand, but in what direction we are moving. We must sail sometimes with the wind and sometimes against it -- but sail we must and not drift, nor lie at anchor.

-OLIVER WENDELL HOLMES-

You Can't Polish a Sneaker....



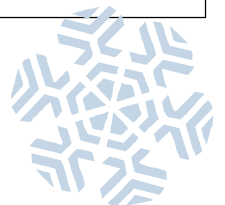
In other words, don't waste effort putting the finishing touches on something that has little substance to begin with.

The above excerpt is one of the many rules of management and words of wisdom shared with us by the author, Raytheon chief executive, William H. Swenson. This little gray book titled "**Swenson's Unwritten Rules of Management**" contains 76 pages of management wisdom gathered during his three decades at Raytheon. About 76,000 copies have been distributed free to people outside and inside the company.

To obtain a copy or for more information on the web, type in the following link:
http://wwwxt.raytheon.com/communications/whs_rules/

Seventy-Two

Percent of IT jobs are in businesses with 99 or fewer people
- Information Technology Association of America



THE VARBUSINESS 500

Not only did TCM jump from 268 to 222 in VAR's Business Ranking in just the past year (a jump of 46 places), but TCM was named by VARBusiness Magazine as one of the 50 fastest growing companies in the United States and the fastest growing (IT staffing specific) firms in the U.S. Additionally, at an awards ceremony in New York, John R. Danieli, TCM's President and CEO, was presented with a Lifetime Achievement Award by guest speaker Rudy Giuliani.

To say the least, this is a major accomplishment and could not have been accomplished it were not for all of the highly-trained and knowledgeable consultants and core employees we have on board!

Other exciting facts.....

- ⇒ TCM is the fastest growing privately held IT Staffing company over the period from 2003 to 2005 (among companies above \$100mm in 2005 revenue)
- ⇒ TCM is the 5th largest privately held IT Staffing company in the US (by total US IT Staffing revenue)
- ⇒ TCM is the second fastest growing IT Staffing company over the period from 2003 to 2005 (including both public and private companies)
- ⇒ TCM is the 23rd largest IT Staffing company in the US (including both public and private companies)



Don't forget about TCM's exciting referral program. Referral of a new contract employee that works a minimum of 320 hours can earn you \$250.00!! If you have any questions or require further details, please contact Cheryl Danieli at 781-878-1070, x4305.

Do you have what they're looking for?

Changes in every industry are inevitable, especially in IT professions. Skills in demand don't always fit everyone's resume, but according to a survey conducted with 53 IT Executives, the following areas are ones to watch for:

The skills most in demand?

- Strategists
- Business Analysts
- Project and Program Managers

IT skills most difficult to obtain or retain.....

- I.T. Architects
- Programmers
- Security Experts

Twenty Five percent of those interviewed anticipate a shortage in the next two years.

Of that same survey:

- Twenty-five percent say 55% of staffing needs are outsourced.
- Thirty-Six percent plan to increase IT outsourcing
- One in five report 25% to 50% of staff are outsourced.



Diamonds are

Forever.....

And now so are you...

Looking for new and different ways to preserve your legacy? Try this one on for size.....

After your loved ones ship 8 oz. of your cremation dust to LifeGem, the company first filters out the calcium, turns your carbon into graphite and puts you in an oven for six months (hey, why not...you're not going anywhere). With lots of heat and pressure (1.6 million PSI), the carbon atoms realign into a diamond.

Results: Ten 1-carat you-stones that captures your special sparkle!

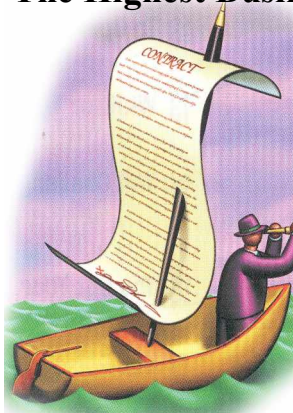


Do you know of any industry or TCM related news that you think may make a great "Navigator" story? If so, e-mail your thoughts and ideas to cfahringher@tcml.com



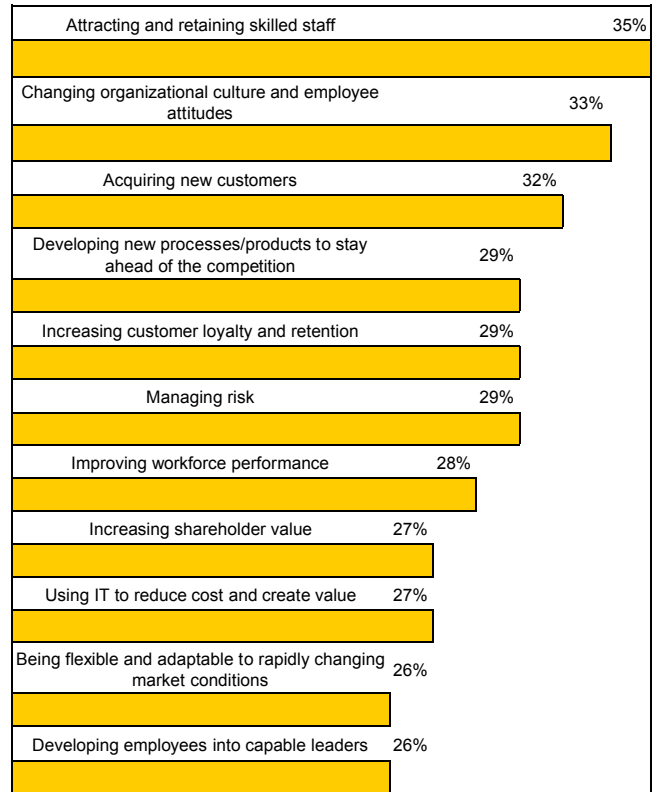
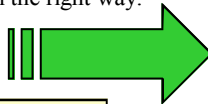
The Highest Business Priorities for Senior

Staffing Executives



In a recent 2005 study, workforce related issues dominated the highest priorities, including the top two: attracting and retaining skilled staff, and changing organizational culture and employee attitudes. Researchers asked more than 400 senior staffing executives at large companies in Canada, United States, Europe and Japan to select their top ten business issues from a list of 45. Thirty-five percent, the highest proportion, chose attracting and retaining skilled staff, up from 29 percent who gave that response in a comparable study in 2004.

The most powerful theme emerging this year is a strong and consistent focus on people. Even though the business conversations have centered on global competition and the need for execution, business leaders are increasingly aware that nothing happens unless people talent is engaged in the right way.



Facts and Figures

- ⇒ IT temporary employment is estimated at 108,000 people each day.
- ⇒ The penetration rate is high – about 3.4% of total IT employment is temporary.
- ⇒ The District of Columbia, Virginia and Maryland have the highest ratios of IT employment to local government.
- ⇒ There are about 1,400 IT staffing firms in the U.S.
- ⇒ The average IT staffing firm has \$11.3 million in revenue.

IT staffing's long-term prospects are rosy. The prediction of a bright future for U.S. IT staffing and solutions companies is found in a new report titled "IT Services Growth Assessment." This report was part of a research series from Staffing Industry Analyst Inc., the publisher of Staffing Industry Report. The report forecasts growth of 9% a year through 2012, which is faster than the temporary help industry as a whole. The market for temporary and contract personnel rebounded last year and has stayed strong, buoyed by a talent shortage and acute needs from the finance and insurance industries and the government.

THE NAVIGATOR is published Quarterly by the Computer Merchant, Ltd.
 Editor/Design & Layout: Carol Fahringer
 The material in this publication is subject to change without notice and is informal in nature.



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