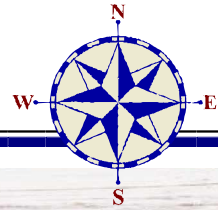


July 2006
Volume 3

The NAVIGATOR



It's that time of year again....

TCM's company President & CEO, John Danieli, just returned from New York City where he was a participant in several events surrounding this year's *VARBusiness 500* conducted by *VARBusiness Magazine*. As you may be aware, every year *VARBusiness* recognizes the top 500 solutions providers, integrators and IT consulting firms in North America. We are happy to announce that TCM has jumped from number 222 to 214! (for more statistics and information on the VAR500 go to www.varbusiness.com)

There were excellent meetings and roundtable discussions at this event. Along with John, Doug Edwards and Nancy Pugliese, Directors of Client Development and John Krall, Director of Regional Accounts, all attended the event. From this event, *VARBusiness* will be doing an article on TCM that will appear on our website within the next several months. George Ross, Donald Trump's right-hand man on the hit show "The Apprentice," was the headline speaker at the VIP welcome reception and discussed the art of business negotiation. Ross currently serves as Trump's legal adviser.

We are very close to breaking the Top 200 and this should be the year!

Other exciting news appearing in this quarter's *NAVIGATOR*: TCM's relocation of the New York office to a new office at 100 Wall Street in lower Manhattan, the annual JPMorgan Chase Corporate Challenge and three new outstanding clients brought on board by our sales staff. We have also developed a new section in the *NAVIGATOR* honoring one of our hard working consultants. This is a person who really stood out and grabbed our attention. When you read more about him, I think you will see why.

Once again, we hope you enjoy this edition of the *NAVIGATOR*. Since our next edition won't be coming out until October 2006, we at TCM would like to wish you and your families a safe and enjoyable summer!

Don't forget to check out TCM's new website at www.tcml.com

TCM has been awarded Primary Vendor Status (1of 3 vendors) supporting the Infrastructure Group within a highly esteemed global insurance and financial company which will bring an estimated \$1+ million per year in revenue. Once we demonstrate our best-in-class capabilities, this win will lead to other opportunities in the future within this organization. This has been a year and a half of hard work by Senior Account Executive, Larry Leff (with assistance from Angelo Simao - Director, National Accounts).

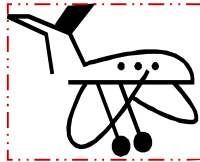


Congratulations on a great win!

A multinational technology and services firm has selected TCM as their "go to" partner. TCM provides printer upgrade services to this customer as part of an overall printer services program. Technicians were selected based on prior TCM performance, experience and A+/Printer Certification. This phase of the project requires new system installation and break-fix support to 8,000 sites/office locations throughout all 50 states. TCM's web based tool, **TCMProjectDeploy®** will be utilized for this project. This tool manages all scheduling as well as pre-deployment activities and emails so that the complex scheduling and data gathering required by this program can be run efficiently and with minimum client manpower. Thanks to Lee McCartney, Account Executive, and his team, Jen Billikas and Catherine Blaser, *Project Delivery Managers* and Mike Goodwin and Amy Savage from our *Resource* team.

Outstanding work, guys!

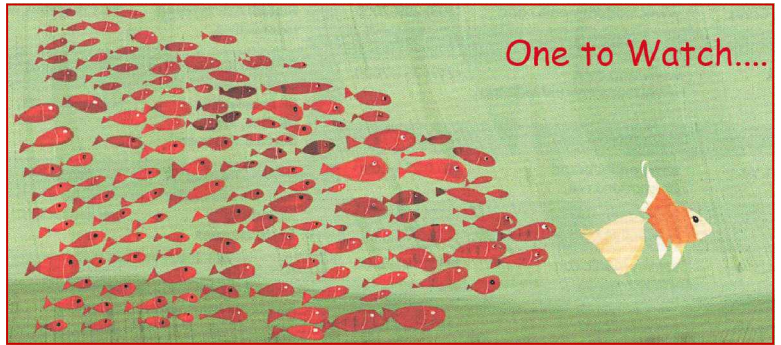
**Upgrade to 1st Class....
Go Ahead, "Q" Deserve It!**



Did you know that you can sometimes purchase first class seats for the price of coach? By asking an airline to "Q-up" or "Y-up" *, you may be able to upgrade your accommodations to first class for less than last minute coach seat pricing. Why would airlines allow for passengers to slip into first class on the cheap? Well, most people who are sitting in first class don't usually pay first class prices. They usually cash in frequent flier miles or buy upgrades, generating very little revenue for the airline. "Q-up" passengers help carriers increase the number of paying passengers in first class. Not all airlines offer this option and generally airlines won't disclose exactly how many of these fares are available, so you will have to ask when booking, but wouldn't this be a better way to start your next vacation!

**~ This travel tip was supplied by Jill Froio,
TCM Travel Coordinator**

*** The above travel tip is available for personal travel only, as TCM employees already receive special discounted corporate fares and are subject to certain restrictions.**



One to Watch....

Ralph Dunmire, Network Engineer

One of our consultants, Ralph Dunmire, has made quite an impression on our Recruiting staff. In addition to always being available and willing to help us at a moment's notice, Ralph has set himself apart with his tremendous organizational and leadership skills. He has even been termed "one of the best techs we have ever worked with".

Ralph is a 2004 graduate of ITT Technical Institute, and holds an Associates Degree in Computer Network Systems. Ralph currently lives in Pennsylvania and has worked as a consultant with TCM for almost a year. In the past 10 months Ralph has worked 82 assignments at 36 locations. In that time, he has driven approximately 16,953 miles, covering 4 states including MD, PA, DE and DC.

**Thanks for your dedication, Ralph -
We at TCM have certainly noticed and
appreciate all of your hard work!**

*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
cfahringner@tcml.com*

Best Jobs in America !!

No. 1

**Software
Engineer**

No. 7

**Computer/
IT Analyst**

Look who came out on top when Money Magazine and Salary.com ranked the 50 best jobs in the U.S. Of the software engineer job title, the surveyors had this to say: "The profession's strong growth prospects, average pay of \$80,000 and potential for creativity puts it at the top of the list."

The two organizations looked at approximately 250 jobs in 19 industry groups, analyzing government and private sector data on industry growth and compensation levels. But with the employment market improving and workers looking for more than just a paycheck, they went further, surveying 26,000 workers about their job satisfaction. They graded careers based on factors such as stress level, flexibility, creativity and ease of entry and advancement in the field.

The Computer Merchant Continues Expansion in the Retail Industry Supporting Network Equipment Upgrades at Retail Outlets

TCM has also become the "go to" deployment partner for one of the largest telecommunications providers in the U.S. Our unique centralized recruiting and project management process is now in high demand, supporting technology equipment installations across multi-state geographies. The very nature of the retail business makes it difficult to support these widespread projects and the TCM Project Management Office creates a single and consistent interface for our partner and the end customer.

"TCM is enthusiastic about expanding our presence in the retail technology business and more so with such a marquis partner" states Bob Schindelar, TCM Director – PMO. "By applying our knowledge and experience from other retail engagements, TCM is ideally positioned to help our partners deliver unparalleled retail network solutions in an efficient and cost effective package. No retail IT project has as much at stake as a new network infrastructure project. If the network equipment doesn't work, there is no network. A new network platform has the potential to enable a number of consumer-facing initiatives that will help retailers compete and win".

*"Small opportunities are often the beginning of great enterprises" ~
Demosthenes, Greek Orator, 336 B.C.*



Once again, TCM's employees participated in The JPMorgan Chase Corporate Challenge in Boston Thursday, June 15th, 2006. There were approximately 12,000 participants and JPMorgan Chase made a donation for each entry to the Boston Arts Festival. This donation contributes to the projected \$500,000 JPMorgan Chase will donate in Corporate Challenge events around the world in 2006. The Boston Arts Festival was also the beneficiary in 2005. Other past beneficiaries from this event in Boston include the Bay State Games (2004), The Fund for Boston Neighborhoods (2003) and the Friends of the Boston Common (2002).

TCM had 30 participating runners/walkers, and many cheering from the sidelines. **TCM's top runners were Kyle Brady, Kristina Berian, Michelle Woodford and Kevin Newell.**

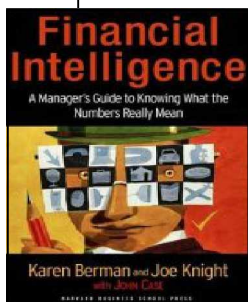
Stockbrokers, Bulls and Bears ... OH MY!

TCM Relocates their New York Office to 100 WALL STREET



Last month TCM opened its brand new NY office in a Class A building located in lower Manhattan at 100 Wall St. The new office is on the 6th floor. Interview rooms have been appropriately named The Babe Ruth Room and the Tom Seaver Suite. Would that be Red Sox Babe Ruth or Yankees Babe Ruth? Hmmmm??

Recommended Reads.....



Managers in every business are expected to use financial data to make decisions, allocate resources, and budget expenses. But the truth is, many are uncomfortable applying the most basic financial tools in their day-to-day work. Even managers who consider themselves financially savvy may not understand what goes into a financial statement, and so may take the numbers as gospel when they should be questioning them.

In Financial Intelligence, Karen Berman and Joe Knight present the essentials of finance, but with an extra dimension. Succinct, easy-to-read chapters teach the fundamentals in a way that everyone can understand and put to work right away. But the authors also take you behind the scenes, to show where the numbers come from. Since nobody can quantify everything, accountants and finance executives always rely on estimates, assumptions, and judgment calls, which can skew the numbers in one direction or another. This book helps you recognize and understand those biases, challenge or correct for them when necessary, and use this information to be a better manager.

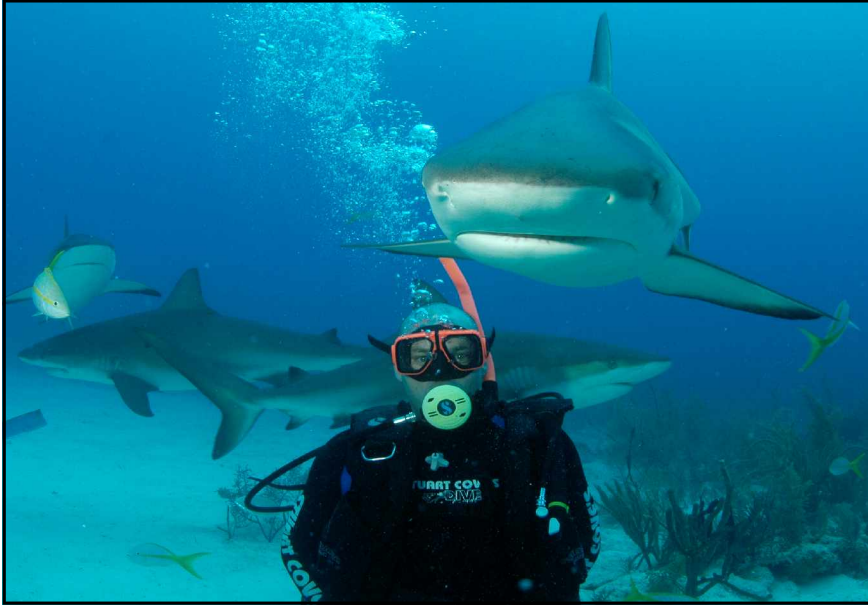
Accessible, jargon-free, and filled with entertaining stories from real companies, Financial Intelligence will help non-financial managers add substantially more to their companies'—and their own—success. If you have ever wanted to "talk numbers" confidently with your colleagues, this is the book for you.

Don't Forget ...

About TCM's 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 your Account Executive or Recruiter.



When we told Account Executive, Sean Sullivan to be on the lookout for “killer opportunities”, we never knew he would “dive right in” and take us so literally.....



**Atlantis Resort, Paradise Island, Bahamas
March, 2006**

Our readers will be happy to know that Sean is alive, well and still working at TCM!

YOU KNOW YOU ARE LIVING IN 2006 when...

- You accidentally enter your password on the microwave.
- You haven't played solitaire with real cards in years.
- You have a list of 15 phone numbers to reach your family of three.
- You e-mail the person who works at the desk next to you.
- Your reason for not staying in touch with friends and family is that they don't have e-mail addresses.
- You pull up in your own driveway and use your cell phone to see if anyone is home to help you carry in the groceries.
- Every commercial on television has a web site at the bottom of the screen.
- Leaving the house without your cell phone, which you didn't have the first 20 or 30 (or 60) years of your life, is now a cause for panic and you turn around to go and get it.
- You get up in the morning and go on line before getting your coffee.

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