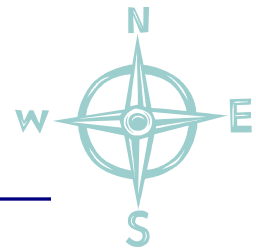


# THE

# NAVIGATOR

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*The race is on....  
and not just in politics.*



The Computer Merchant, Ltd. (TCM) has experienced exceptional growth over the years and has won many awards and earned some impressive rankings. Most recently, **Inc. Magazine** ranked TCM on its first-ever Inc. 5,000 list of the fastest-growing private companies in the country.

The Inc. 5,000, an extension of Inc. magazine's annual Inc. 500 list, catches many businesses that are too big to grow at the pace required to make the Inc. 500, as well as a host of smaller firms. Taken as a whole, these companies represent the backbone of the U.S. economy.

"The Inc. 5,000 provides the most comprehensive look ever at the most important part of the economy – the entrepreneurial part," said Inc. 5,000 Project Manager, Jim Melloan. "The expansion of the list has allowed us to tell the stories of larger companies, older companies, and a wealth of companies in industries like Manufacturing and Construction that are underreported in the business media."

Complete information on this year's Inc. 5,000, (including TCM's ranking) can be found at [www.inc.com/inc5000](http://www.inc.com/inc5000).

This is the second award TCM has received this year. We were also ranked as one of the region's "Fastest Growing Private Companies" by Boston Business Journal in April.

The analysts forecasted moderate growth for the staffing industry in 2007 and 2008. The overall slowdown of the U.S. economy has been reflective in the second half of 2007 and will continue into 2008.

Nonetheless, TCM continues to beat growth forecasts in the IT Staffing Industry. This year we are performing at an impressive 23.7% over last year's gross revenue, beating ten other top industry player's by 10%.

Our forecast through 2008 continues to show superior growth for TCM in the U.S., Canada and South America.

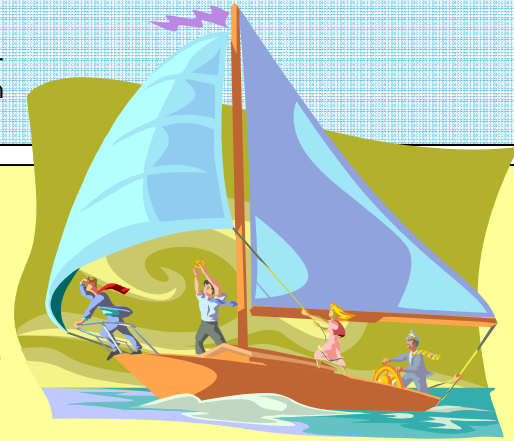


### **The Computer Merchant, Ltd. (TCM) Continues Push to Support Retail Markets with Large Back Office Computer Upgrade Project for Major Discount Clothing Retailer**

TCM has won a project from a national discount clothing and home products retailer to manage and perform the conversion from their existing serial port, PC based Cash office systems to a thin client, Ethernet based set up for processing cash receipts. TCM has project management, scheduling, and performance responsibilities on installing these devices at 1,000 sites across the U.S. TCM was chosen because of their vast geography of coverage and best-in-class project management services. Key to TCM's delivery is the use of **TCMProjectDeploy®** (Patent Pending) to support the technology upgrade project. This project shows the diversity in both geographic coverage and technology capabilities in TCM Project Services' portfolio.

### **Major IT Product and Services Provider Selects TCM to Expand Partnership in the Retail Markets with Large PC Refresh Upgrade Project for Regional Grocery Retailer**

A leading provider of a broad range of top name-brand IT computing products, software, and advanced IT services expands its partnership with TCM by awarding this project. This international technology services company chose TCM to provide technology resources and project management for this well known grocery retailer. "TCM has steadily expanded our service partnerships to new partners", said John Danieli, President & CEO of TCM. "The project win is in line with our strategy to provide quality professional services, staffing and project solutions through an ever-growing list of integration partners."



### **Direct Hire Project**

In June of 2007, TCM set sail to expand its current service offerings to one of the largest international hospitality chains worldwide. TCM partnered with this client's HR division to hire the best full-time technologists available. The technology focus was widely spread from Project Management to Application Development. Since the direct hire project kicked off in June, the client has identified close to a dozen new full-time hires. Currently, TCM continues to be part of this initiative and we are searching for the best IT talent from coast to coast. TCM also continues to support all clients with contract-to-hire and full-time hiring.

***Hats off to the TCM Recruiting/Account team, as well as our client's HR/Hiring teams in partnering effectively and making this possible!***

***SANDRA DAY O'CONNOR:*** "We don't accomplish anything in this world alone ... and whatever happens is the result of the whole tapestry of one's life and all the weavings of individual threads from one to another that creates something."

TCM recently won a contract to provide IT staff augmentation services to one of the 10-largest commercial bank holding companies in the United States. Our success was a result of hard work and close coordination between sales, recruiting, and accounting. It was truly a Company-wide effort. TCM competed with over 150 firms for 10 weeks in order to win this contract. TCM will begin its new two year relationship with this large institution on November 1, 2007. This contract will require Project Managers, Business Analysts, Project Analysts, Application Developers, and Help Desk consultants on a regular basis. As a result, TCM expects a large increase on job orders in the last quarter of this year and over the next several years.

**Thank you to all of those who contributed to this fantastic win!**

### **OTHER WINS!!**

**In September, TCM put 200 Contractors to work in Cobol, Java, BA, DBA and QA roles throughout the West Coast and Northeast.....**

### **News from one of our Managed Staffing Programs:**

In February of 2007, our major system integrator client (MSIC) signed a contract with a major non-profit healthcare administrator (MNPHA) to transform their IT infrastructure. This included creating IT enhancements for their disaster recovery response system as well as their complex US blood supply system. TCM has worked closely with our client throughout the last quarter to provide consultants supporting their IT infrastructure in the MNPHA's Virginia facility. TCM has provided nearly a dozen consultants ranging from Sr. level Unix/Wintel System Administrators to Computer Operators. In most cases these high level consultants were provided to our client within their budget parameters with very little lead time.

A major success story has been TCM's work at one of our key clients, a major pharmaceutical company (MPC) for MSIC. MSIC signed a data center migration deal with MPC to move data center operations from NJ to MA. The MSIC needed TCM to not only supply consultants, but to quickly cutover existing contractors and get their employers in line with our client's policy. To date, TCM has placed 3 Wintel Administrators, and processed 4 firms through our MSP process, and we've consistently met deadlines and allowed our client to quickly recognize revenue and profitability.

## Just like the Stock Exchange...TCM is One Step Ahead...or Two...or Three

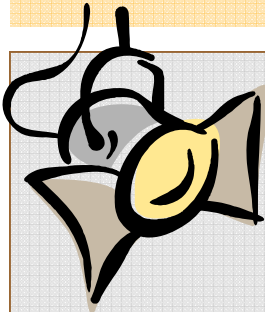
In the summer of 2007, The Computer Merchant, Ltd. (TCM) introduced key technological advances focused on improving workforce efficiency.

All recruiters and sales staff are now using state-of-the-art wireless telephone headsets with hand set lifters as well as dual, twenty-four inch LCD displays. The wireless headset solution allows TCM staff the ability to answer incoming calls while being within a two hundred foot radius of their desk. This feature, as well as the ability to perform push-button call answering, significantly increases their productivity and availability.

Special, custom made video switches were built to allow up to four screens, including the laptop, permitting our recruiters and sales staff to multitask by having many different applications open at a time. This drastically reduces the previous requirement to minimize active information displayed, reactivate the application and import the data again.

In September, we completed the first of three phases pertaining to the implementation of a new web native CRM application that has maximized and streamlined our ability to bring job opportunities to our contract and direct hire base of candidates at an accelerated rate. This application hosts our jobs at the TCM web site and permits all TCM technologists an enhanced web experience when registering and viewing all open available contract or direct hire positions. In addition, technologists will be able to securely maintain their profile and multiple resumes by registering with a unique user ID and password. Our new CRM application considerably augments TCM's ability to efficiently recruit technologists through the qualification and hiring process with our customers.

Lastly, in order to provide the fastest user experience for all involved, we have implemented a DS3 circuit in order to maximize our new CRM solution across the internet.



### TCM New Partner Spotlight

TechPath is a Microsoft Certified Systems Integrator with strong relationships in the Southern California market. Formed in May of 2007 and built on business contacts from the founding partners, TechPath has the connections and skills to win large development projects.

Technicolor, one of TechPath's early clients, had been looking to re-platform and upgrade their existing order processing, element tracking, and workflow management systems for the past year. Although they knew what they needed, they did not have the deep-rooted architectural knowledge to perform these tasks themselves. They had chosen the Microsoft platform leveraging Microsoft tools, but were not sure on how to proceed with such a large undertaking.

Enter TechPath. TechPath, working with Technicolor executives, has delivered a technical roadmap solving the business problems leveraging the latest Microsoft technologies. Using SOA technologies such as WCF, WPF, BizTalk, and LINQ, the platform will solve the business needs for one LA facility first, and then standardize fifteen disparate facilities around the globe on this solution. The new system will also introduce a data warehouse based on SQL Server 2005, a portal system based on SharePoint Portal Server 2007 and a Business Intelligence Platform based on Microsoft's new Performance Point 2007 product.

The vision was secured, the technologies leading-edge, now TechPath needed to fill numerous consulting positions with seasoned engineers capable of supporting the latest or even pre-release technologies. At this point, TechPath lacked the consulting staff to actually implement this leading edge technology. As a new consultancy, TechPath initially tried leveraging numerous recruiting firms to assist. In July, TechPath had screened or interviewed over 100 technology consultants with minimal success in finding qualified candidates.

TechPath needed a partner rather than a vendor. This is where The Computer Merchant's (TCM) and TechPath's relationship began. TCM worked hand-in-hand with TechPath to understand the technical and business needs for this project. TCM is now involved with TechPath's long term business needs. The number of submissions has been focused and selective. The quality has been exactly what TechPath has required. To date TechPath has placed a number of consultants from TCM and in short order will have many more positions to fill.

***TechPath and The Computer Merchant, Ltd. have partnered to succeed for their mutual benefit and ultimate client satisfaction.***

## Cash Wind-Fall

### Contract Employee or Subcontractor Referral:

A referral bonus of \$250 will be paid to the sponsor of a new TCM consultant (W2 or corp-to-corp) upon completion of the first 320 hours of work by the new consultant, and a second referral bonus of \$250 will be paid upon completion of 640 hours of work. This is now double what was offered previously!!

### Direct Hire/Permanent Placement:

A referral bonus of \$750 will be paid to the sponsor of a full-time placement candidate. Certain guidelines and restrictions apply. Please contact your Account Executive or Recruiter for complete details.



## Driven To Distraction

### What managers say is the most distracting:

Email	67%
Crisis of the day	42%
Personal interruptions	31%
Changing priorities	30%

### And how they cope:

Get to work early	46%
Focus	41%
Close the door	37%
Work at home	37%
Stay at work late	37%

## Job Jargon and Buzzwords

If you're a slave to the hottest lingo and need simpler wording, or one who's often caught off guard by new slang, mumbo jumbo and gobble-dygook, here's a list of some of today's most popular work terms:

**Baked In:** Included.

**Bandwidth:** Time you can spend on a project.

**Best Practices:** Best techniques or methods in an industry or successful company; often mistaken for the latest and trendiest ways of doing things.

**C-Level:** The head honchos of a company: CEO, CFO, CSO, CTO, etc.

**Core Competency:** What a company does best.

**Outcomes and Outputs:** Fancy way of saying results and tactics.

**Ping:** Send an instant message and wait for acknowledgement.

**Ramp Up:** Really get going or move forward fast and furiously; used externally to impress clients and internally to motivate colleagues.

**Takeaways:** Key points of a meeting or presentation; Can result in action items, deliverables or next steps.



### REMINDER:

*Daylight Savings Time  
Ends November 4th,  
2007. One week later  
than last year!*



### **Tips for Handling Long-Haul Flights:**

Get out of your seat! Casual exercise is the key to staying healthy on long plane rides. Walk the aisle or get up and stretch in the back of the plane to stay limber and avoid deep vein thrombosis, a rare but real hazard on long flights.

Water, Water, Water: Avoid alcohol and drink as much water as you can handle, take two aspirin and eat fruit instead of sweets.

Power Up: What good is a dead laptop? When you book your seat, request a row with power outlets. To plug in you will need a special adapter; buy one and keep it with your laptop. Other tactics: Bring extra battery packs or plan a layover that will allow you to time to recharge in the airport.

**The most important piece of advice for having a comfortable and pleasant flight is not getting off on the wrong foot. For instance:**

**Running late.** For heaven's sake, allow enough time to go through all the necessary airport procedures, including check-in, security and arriving at the gate at the required time before boarding. When you leave everything to the last minute, not only do you become stressed and irritable, but there's less chance your checked-in baggage will make the flight. Who has ever had a pleasant flight when running late from the start?

**Cutting it too close.** Tempting as it may be, booking connecting flights with less than an hour between them is just asking for trouble. Yes, if you miss your connecting flight you can go on standby for the next flight, but if that flight is full, you are out of luck.

**Flying sick.** It's one thing to fly with a case of the sniffles but another to fly with full-blown flu. If you are truly sick, then stay home. Flying sick is not only uncomfortable and dangerous to your health, it is downright inconsiderate of your fellow passengers and the crew.

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The Computer Merchant, Ltd.  
95 Longwater Circle  
Norwell, MA 02061-1616

Voice: 800-617-6172  
781-871-1070  
Fax: 781-878-4712  
E-mail: RESUME@TCML.COM

