



Security Client Deployment Strategies and Vendor Ratings: North American Enterprise Survey

January 25, 2010

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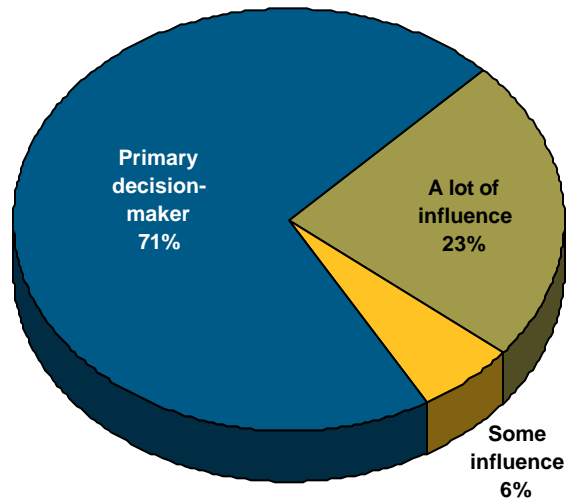
METHODOLOGY

Using a panel of qualified IT decision-makers, we conducted a web survey in January 2010 with 103 organizations with at least 20 employees that use security client software.

Respondents must have detailed knowledge of the client security products used by their organizations, and they must have at least some influence in the purchase decision. The majority of respondents (94%) are the primary decision-maker or have a lot of influence. This is a key part of the screening process to ensure that we're talking to knowledgeable decision-makers in the buying process.

Exhibit 1

Respondents Have Strong Purchase Influence n=103



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