

## Converge, Inc.

Corporate Technology  
Information Services, ...

CORPORATE TECHNOLOGY  
INFORMATION ...

## The Investext Group

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## Name, Address and Telephone

\*\*\*\*\*  
Converge, Inc.  
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### PROFILE

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ALT. NAMES: - Converge, Inc.  
                  FKA - eHITEX, Inc.  
                  PMW - NECX.com LLC  
ADDRESS: 4 Technology Dr.  
          Peabody, MA 01960-0704  
TELEPHONE: Toll Free: (800) 922-6327  
FAX: (978) 538-8700  
INTERNET: <http://www.converge.com>  
          [info@converge.com](mailto:info@converge.com)

## Sales and Employees

SALES: Estimated annual sales of \$67 million (12 months ending December 31, 2001); over 25% of sales are from international business.  
EMPLOYEES: 500 - 999 employees (as of September 16, 2002).

## Executives

EXECUTIVES: Mr. Kevin Harney - Senior VP/CAO (Administration, C.E.O.)  
              Mr. John O'Connor - Executive VP of Product Development (R&D)  
              Mr. Paul Swartz - Executive VP of World Wide Sales (Sales, Int'l Sales & Mktg.)  
              Mr. Robert Kramich - VP of Marketing (Marketing)  
              Mr. Peter Robinson - VP/Legal Counsel (Legal)  
              Ms. Wendy Caswell - Executive VP of Strategy and Corporate Development (Corporate Dev., Strategic Planning)  
              Mr. Larry Marshall - Executive VP of Global Operations ()  
              Mr. Frank Cavallaro - COO ()  
              Mr. Tom Albitz - GM of Operations and Logistics ()

## Ownership and Description

OWNERSHIP: Independent private U.S. company. Formed in 2000. Provider of an independent online marketplace designed to increase inventory efficiencies and reduce costs for the global high-technology industry by building collaborative, industry-standard supply-chain processes on the web, and improving operating costs of procuring direct materials for buyers, suppliers and their communities of contractors and distributors. Services include an online industry-wide product pricing and availability tracking service for electronic components, computer

products and networking equipment; and online computer hardware retail/wholesale services featuring price comparison, specification analysis and price tracking. Products include printers, servers, video conferencing equipment, audio and video equipment, cables, CD and DVD drives, desktop PCs, digital cameras, graphic accelerators, hard drives, LCD projectors, motherboards, scanners and more. Products and services are sold to the computer and electronics industries.

## Products

PRIM. IND: Telecommunications & Internet (TEL)

PRIM. SIC: 7375

### PRODUCTS:

CORPTECH	SIC	DESCRIPTION
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TEL-IF-D	7375	Online procurement transaction services
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TEL-IZ-E	7375	Online product and information tracking services
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TEL-IZ-E	7375	Online computer hardware retail/wholesale services
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TEL-IZ-N	8742	Internet marketing services
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## Corporate History

### CORPORATE HISTORY

The following corporate changes have been recorded since January 2001.

#### Family

May 2002

- o Change indicated subsidiary NECX.com LLC (MA) was acquired from VerticalNet, Inc. (PA) and was merged into other operations.

April 2002

- o Change indicated subsidiary NECX Home & Office Technology Store (MA) was acquired from VerticalNet, Inc. (PA) and was merged into other operations.

April 2002

- o Change indicated subsidiary NECX Global Exchange (MA) was acquired from VerticalNet, Inc. (PA) and was merged into other operations.

First listed on January 2001 as an independent private company

## Executive History

### EXECUTIVE HISTORY

Currently Listed Executives for whom changes have been recorded since January 2001, sorted as above, reflecting changes in the profile listing in the months indicated.

Kevin Harney, Senior VP/CAO

- o September 2002: Listing changed to Senior VP/CAO (C.E.O., Administration).

- o First listed as Senior VP/CAO (Administration) in September 2002.

Paul Swartz, Executive VP of World Wide Sales

- o First listed as Executive VP of World Wide Sales (Sales, Int'l Sales & Mktg.) in September 2002.

Peter Robinson, VP/Legal Counsel

- o First listed as VP/Legal Counsel (Legal) in September 2002.

Frank Cavallaro, COO

- o First listed as COO in September 2002.

Tom Albitz, GM of Operations and Logistics

- o First listed as GM of Operations and Logistics in September 2002.

Previously Listed Executives for whom changes have been recorded since January 2001, sorted alphabetically by last name, and reflecting changes in the profile listing in the months indicated.

George Dozlin

- o Listing deleted: September 2002.

Listed in or before January 2001 as President (C.E.O., Manufacturing).

Bob Lewis

- o Listing deleted: September 2002.

Listed in or before January 2001 as CEO (C.E.O.).

Keith Melbourne

- o Listing deleted: September 2002.

Listed in or before January 2001 as Executive VP of World Wide Sales &

Marketing (Sales, Marketing, Int'l Sales & Mktg.).

Lynn Wilson

o Listing deleted: September 2002.

Listed in or before January 2001 as Executive VP of Technology and I.S.

(M.I.S. or Data Proc., Tech Transfer).

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## Sales and Employment Performance Analysis

### PERFORMANCE ANALYSIS

Sales and employment figures have not necessarily been adjusted for mergers, acquisitions or divestitures.

Sales(1)	2000	2001
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Date:	Dec 31	Dec 31
Sales (\$m):	\$50.0(2)	\$66.5(3)
Year-to-year change:	-	+33.0%

- 1 Most recent years for which data are available ("-" indicates data not provided).
- 2 Estimated. Calculation:(actual employment) x (industry average sales per employee).
- 3 Approximated from sales range provided by the company.

Employees(1)	2001	2002
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Date:	Jan 10	Sep 16
Employees:	600	665(2)
Annualized rate of change:	-	+6.4%
Compound (1.7-year):	+6.3%	

- 1 As of the most recent updates ("-" indicates data not provided).
- 2 Approximated from employee range provided by the company.

## Peer Group Comparison

Rankings(1)	National	Region	Industry
(as of Nov 4, 2002)	All U.S.	Northern New England States	Telecomm & Internet
Ranked out of	46,680	4,816	10,551
Annual Sales:	4,718	313	575
Employees:	3,554	232	418
Employees Growth:			
-Last Year	590	52	311
-Projected	23,906	2,524	5,368
Sales/Employee:	35,294	3,733	7,522

- 1 Figures selected from all companies providing relevant data. Companies who did not provide data receive the lowest ranking.

### Data Currency

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\* DATA CURRENCY: \*

\* o The PROFILE data were confirmed by telephone on Sep. 16, 2002. \*

\* o The data contained in the HISTORY and PERFORMANCE sections were \*

\* collected when CorpTech updated this profile in the indicated \*

\* months (between January 2001 and September 2002). \*

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From the OneSource CorpTech Profiles database (URI: 139M9W).

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