

## Partminer, Inc.

Corporate Technology  
Information Services, ...

CORPORATE TECHNOLOGY  
INFORMATION ...

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### The Investext Group

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Boston, MA 02210  
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Client Services: US & Canada 800-662-7878,  
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## Name, Address and Telephone

\*\*\*\*\*  
Partminer, Inc.  
\*\*\*\*\*

### PROFILE

ALT. NAMES: - Partminer, Inc.  
FKA - Microcom Technologies  
ADDRESS: 80 Ruland Rd.  
Melville, NY 11747-4206  
TELEPHONE: (631) 501-2800 Toll Free: (800) 969-2000  
FAX: (631) 501-2830  
INTERNET: <http://www.partminer.com>  
[info@partminer.com](mailto:info@partminer.com)

## Sales and Employees

SALES: Estimated annual sales of \$100 million (12 months ending December 31, 2001); over 25% of sales are from international business.  
EMPLOYEES: 225 employees (as of July 10, 2002); company reported 36% employment reduction in the year prior to interview.

## Executives

EXECUTIVES: Mr. Dan Nissanoff - COB (Chairman)  
Mr. L. Christopher Meyer - President/CEO (C.E.O.)  
Mr. Carsten Helt - Senior Director of International Sales  
(Int'l Sales & Mktg., Sales)  
Mr. Michael Manley - General Counsel (Legal)  
Mr. Stan Kurtz - VP ()

## Ownership and Description

OWNERSHIP: Independent private U.S. company. Formed in 1990. Provider of Internet services for the e-commerce marketplace. Provider of web site building and hosting services for electronic commerce marketplaces. Parent/holding company with a high-tech unit which develops software. Products and services are sold to multiple industries. This company was capitalized by private investment.

## Products

PRIM. IND: Telecommunications & Internet (TEL)  
PRIM. SIC: 7375

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### PRODUCTS:

CORPTECH	SIC	DESCRIPTION
TEL-IF-D	7375	Digital transaction-based Internet services
TEL-IW-D	7375	Web page design services
TEL-IW-H	7375	Internet hosting services

## Corporate History

### CORPORATE HISTORY

The following corporate changes have been recorded since March 1998.

#### Family

August 2002

- o Change indicated subsidiary Partminer CSD (GA) was merged into the operations of Manugistics Group, Inc. (MD).

April 1998

- o Change indicated company became an independent private company.

First listed on April 1998 as an independent private company

#### Name

- o June 1999: Changed to "Partminer, Inc.".

First Listed as "Microcom Technologies" in April 1998.

#### Location

February 2002

- o Location changed to Melville, NY

First listed on April 1998 in New York, NY

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## Executive History

### EXECUTIVE HISTORY

Currently Listed Executives for whom changes have been recorded since March 1998, sorted as above, reflecting changes in the profile listing in the months indicated.

Dan Nissanoff, COB

- o March 2002: Listing changed to COB (Chairman).

- o First listed as President (C.E.O.) in April 1998.

L. Christopher Meyer, President/CEO

- o First listed as President/CEO (C.E.O.) in March 2002.

Carsten Helt, Senior Director of International Sales

- o March 2002: Listing changed to Senior Director of International Sales (Sales, Int'l Sales & Mktg.).

- o First listed as Senior Director of International Sales (Int'l Sales & Mktg.) in July 2001.

Michael Manley, General Counsel

- o First listed as General Counsel (Legal) in July 2001.

Stan Kurtz, VP

- o First listed as VP in March 2002.

Previously Listed Executives for whom changes have been recorded since March 1998, sorted alphabetically by last name, and reflecting changes in the profile listing in the months indicated.

William Barron

- o Listing deleted: March 2002.

- o First listed as Director of Sales and Marketing/CMO (Sales, Marketing) in July 2001.

Bill Barron

- o Listing deleted: July 2001.

- o First listed as CMO (Marketing) in June 1999.

Barry J. Coffey

- o Listing deleted: March 2002.

- o First listed as Chief Personnel Officer (Personnel) in July 2001.

Tom Egan

- o Listing deleted: March 2002.

- o March 2000: Listing changed to VP of Planning and Administration (Administration, Strategic Planning).

- o June 1999: Listing changed to Chief Operations Officer.

- o First listed as Chief Financial Officer (Finance) in April 1998.

William Engles

- o Listing deleted: March 2002.

- o First listed as CFO (Finance) in March 2000.

Bruce Freedman

- o Listing deleted: July 2001.

- o June 1999: Listing changed to Director of Sales and Marketing (Sales).

- o First listed as Director of Sales and Marketing (Sales, Marketing) in April 1998.

Linda Goodspeed

- o Listing deleted: March 2002.

- o First listed as President/COO in July 2001.

Patrick Nilsson

- o Listing deleted: July 2001.

- o March 2000: Listing changed to Director of International Operations (Int'l Sales & Mktg.).

- o First listed as VP of Operations in April 1998.

Richard Sobel

- o Listing deleted: March 2002.

- o First listed as SVP of Strategic Planning and Development (Strategic Planning) in July 2001.

Darold Stackner

- o Listing deleted: March 2000.

- o First listed as Chief Financial Officer (Finance) in June 1999.

Earl Zucht

- o Listing deleted: July 2001.

- o First listed as COO in March 2000.

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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)	1998	1999	2000	2001
Date:	Dec 31	Dec 31	Dec 31	Dec 31
Sales (\$m):	\$30.0	\$50.0(2)	\$5.000(2)	\$100.0(2)
Year-to-year change:	+50.0%	+66.7%	-90.0%	+1,900.0%
Compound (4.0-year):	+49.5%			

1 Most recent years for which data are available ("-" indicates data not provided).

2 Estimated. Calculation:(actual employment) x (industry average sales per employee).

Employees(1)	2000	2001	2002	2002
Date:	Mar 30	Jul 12	Mar 05	Jul 10
Employees:	450	45	225	225
Annualized rate of change:	+421.6%	-70.0%	+618.6%	+0.0%
Compound (3.1-year):	+29.8%			

1 As of the most recent updates ("-" indicates data not provided).

Sales per Empl.(1)	1998	1999	2000	2001
Date:	Dec 31	Dec 31	Dec 31	Dec 31
Sales (\$m):	\$30.0	-	-	-
Employees:(2)	89	-	-	-
Sales/Employee (\$):	\$338,276.4	-	-	-
Industry Norm (TEL):	\$162,517	-	-	-
Sales/Emp v. Ind Norm:	208.1%	-	-	-

1 Most recent years for which actual sales data are available("-" indicates data could not be calculated. Actual sales data are not available).

2 Normalized to sales date.

### Data Currency

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 \* DATA CURRENCY: \*  
 \* o The PROFILE data were confirmed by telephone on Jul. 10, 2002. \*  
 \* o The data contained in the HISTORY and PERFORMANCE sections were \*  
 \* collected when CorpTech updated this profile in the indicated \*  
 \* months (between March 1998 and July 2002). \*  
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From the OneSource CorpTech Profiles database (URI: 11ZW75).

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