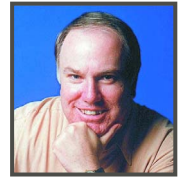


ANALYST PROFILE



GARY BURGESS

SVP, Research and Operations



Australia

YEARS OF EXPERIENCE

- » Twenty years at Ideas International
- » Twenty-eight years of industry experience

COVERAGE AREAS

- » IT Infrastructure Support Services
- » Servers
- » Storage

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Gary oversees the entire Competitive Profiles operation for IDEAS, with responsibility for both the production and development aspects of the Competitive Profiles offering. In addition, Gary specializes in IT hardware research, including features, performance, Green IT, and pricing. He also leads the IT Infrastructure Support Services research for IDEAS.

Gary contributes articles and commentary to Ideas International's various communications, including IDEAS **Tech Trends Monthly**, a free online newsletter, and the IDEAS Insights Blog (ideasint.blogs.com/), which is read by Fortune 1000 users. He provides background and insight for technology journalists and has been quoted in the technology press in Australia and the United States. Gary also provides commentary via **Twitter**.

Competitive Profiles is a comprehensive web-based service detailing the features, pricing, and performance characteristics of server and storage hardware, software, and associated services. It is used by thousands of users including IT Architects, IT Purchasing, Datacenter Management, Vendor and Supplier Management and Sales, Capacity and Performance Management as well as Server and Storage Product Management in Fortune 1000 companies.

Having started at IDEAS in 1989, Gary draws on 20 years of experience at IDEAS and 28 years of experience in the IT industry overall. His tenure at IDEAS has included extended assignments in both the US and the UK, in addition to his native Australia. Gary is the architect of the Competitive Profiles CPService module. Introduced in 1998, CPService was, and remains, a unique services-focused research offering that has been used by thousands of users to help them better understand the complex services offerings available.

Prior to joining IDEAS, Gary worked at Prime Computer, where he held management and engineering positions in the company's support organization. Gary worked as a field service technician and software support analyst for Prime's national call center, and so draws on direct experience for his research and analysis of the services marketplace.

Gary has an academic background in Electronics Engineering.

About Ideas International

Ideas International (IDEAS) is the leading global supplier of comparative intelligence on enterprise IT infrastructure. Servicing both IT vendors and large-scale IT users, IDEAS' products focus on: servers; storage; virtualization and consolidation; and software and infrastructure services.

IDEAS' online products are backed up by expert industry analysts who can also deliver specialized advisory and consulting services.

For more information about Ideas International, please visit:

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