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**GIGA
WORLD
IT FORUM
2003**

.....
MAY 13-16, 2003 • JW MARRIOTT DESERT RIDGE RESORT & SPA • PHOENIX, ARIZONA

JUNE 2-4, 2003 • HOTEL NEW YORK • MARNE LA VALLEE, FRANCE

Now in its 7th year, GigaWorld IT Forum, Giga Information Group's flagship conference, delivers high-value content on up-to the minute issues addressing the full range of technology and IT management challenges. The creative combination of presentation, learning and networking formats offered at GigaWorld, coupled with the small, intimate number of attendees offers a fresh, stimulating approach to information exchange.

GigaWorld IT Forum (GWITF) is a comprehensive conference specifically designed for IT and Business Executives to help them:

- Make informed tactical and strategic IT decisions
- Understand future trends in business and IT
- Overcome challenges and leverage business opportunities

GigaWorld offers a unique format with:

- Close to 100 presentations focusing on the most pressing business and technology issues
- Dynamic keynote presentations addressing business -critical leadership challenges
- Unparalleled networking opportunities with business and technology peers
- "Lessons from the Real World" case study presentations delivered by "practitioners"
- IT Solutions Showcase to solve your business and technology challenges

Who Will Attend GigaWorld IT Forum 2003

Attendance at GigaWorld IT Forum is one of the many benefits of a Giga Client Membership. In addition to client enrollment, extensive marketing initiatives are directed toward non-client business leaders with "purchase power". Last year's audience was comprised of:

- Chief Information Officers
- Chief Technology Officers
- Information Security Officers
- Business Information Officers
- General Manager Information Systems
- Senior Vice Presidents of IT, E-Business and Marketing
- Vice President and General Manager, iBusiness
- Directors of E-Business Infrastructure
- Directors of Information Technology from Fortune 1000 Companies
- IT Directors and Managers from State, Local and Federal Government
- Senior Relationship Managers
- Business Development Managers



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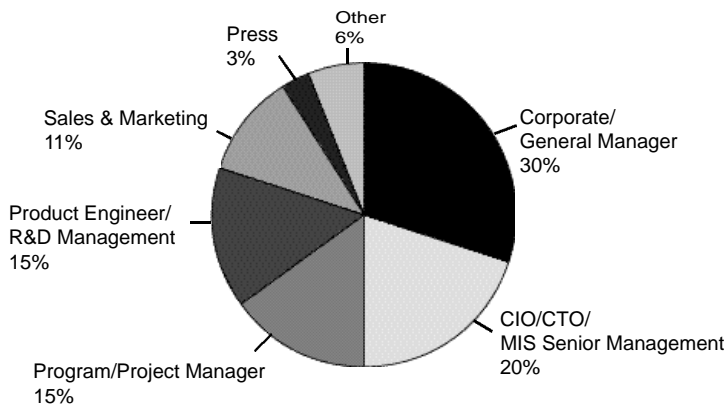
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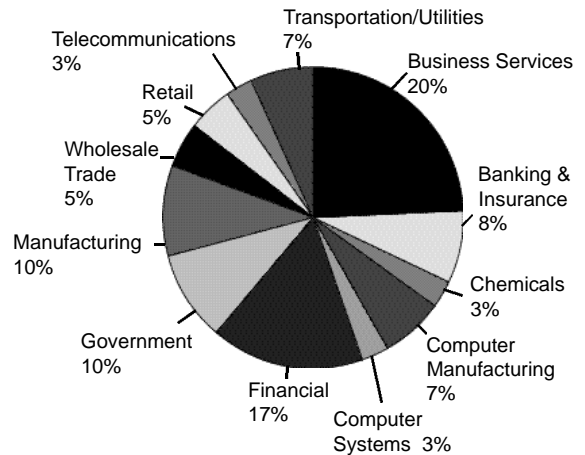
GigaWorld IT Forum 2002 Demographics

With over 1000 participants at GigaWorld IT Forum 2002, the audience was comprised of the following:

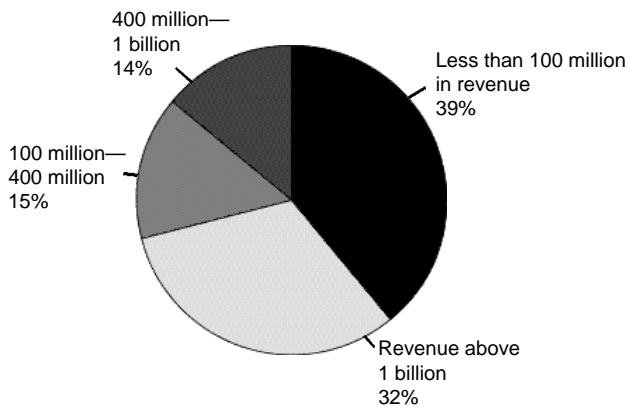
Title



Industry



Size of Company's Revenue



The Voice of GigaWorld IT Forum

Conversations with analysts yielded provocative ideas to help me resolve key pain points in our corporate e-evolution.
- Steve Pozgaj, Senior VP and CIO, MacKenzie Financial Corporation

Overall it was great!! I really like the half hour sessions with breakouts afterward.

- Randy Wiens, TransCanada Pipelines, Ltd.

Good conference. Great sessions on E-Commerce, outsourcing, legacy systems.

- Ron Dempsey, Director of MIS, Johns Hopkins University

Good overview of what's happening in Information Technology.

- Dan Murphree, Relationship Manager Information Technology Service, Texas Instruments, Inc.

It's a relief to find out that the problems we have are ubiquitous! Giga helps isolate the problem areas and suggests viable solutions.

- Gary Muldoon, Team Leader Web Support, Alliant Energy



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Platinum Sponsorship

Limited to 3 sponsorships in US and 2 in Europe

Keynote Executive Panel Your CEO/CTO/CIO may participate in a keynote panel moderated by a Giga Analyst to discuss the challenges facing CIOs today. This keynote session takes place in front of the entire general session audience.

GigaWorld Executive Club Network with attendees and promote your company via 15' x 20' Space in the GigaWorld Executive Club that will function as a high level meeting area in addition to a space for product demonstrations. Space will include: FOUR (4) Chairs, ONE (1) Coffee Table, TWO (2) Literature Racks, TWO (2) Demonstration Stands for monitors and equipment, TWO (2) Stools, Lighting, 2 x 4 Company Identification Banner, Wastebasket, Cleaning, 500w Electrical Drop, and Plants

Facilitate and brand a breakfast roundtable discussion. This roundtable will be promoted as an event feature. The topic and content will be developed in concert with and approved by Giga analysts.

Profile attendees prior to arriving onsite! Giga Information group solicits information from attendees on specific topics of interest, organizational challenges, purchase power and many other attributes during the registration process. Two weeks prior to the event, Giga will provide its Platinum Sponsors with this aggregated information.

Logo branding and advertising visibility in Giga Information Group promotional and advertising materials (print and multimedia).

Giga-issued Press Release announcing your special status as a Platinum sponsor of the conference.

Hot link from GigaWorld IT Forum 2003 site. Your company logo on the Giga conference website will link back to your company's homepage or any sponsor-provided URL.

ONE HUNDRED (100) conference brochures will be provided to you for distribution to your clients and prospects.

Exclusive to Platinum Sponsor: Networking Dinner with 2 key analysts, your Giga Account Manager and 3 executives from your organization.

Meet One-on-One with conference attendees via Giga-provided scheduling capability. Your CIO/CTO/CEO will be added to the GigaWorld online one-on-one scheduling program giving attendees the option of scheduling one-on-one meetings. Attendees will be invited to visit Network Central at any point throughout the conference to schedule a 20-minute meeting with your senior level executive.

Meet One-on-One with Giga Information Group Analysts. Each full conference pass included in your package offers an attendee from your company the opportunity to schedule up to 3 one-on-one meetings with Giga analysts to discuss a specific technology issue or challenge. (Please note that these meetings should not be used for briefings.)

ONE (1) Complimentary Door Drop to all hotel rooms within the Giga room block.

FIVE (5) Complimentary Full Conference passes for your organization - a \$9,975 value that equates to a total of fifteen 20-minute one-on-one meetings with Giga analysts (scheduling rules apply).

FIVE (5) VIP Full Conference passes exclusively for your clients and prospects to attend - a \$9,975 value! Each of your VIP clients or prospects will also have the opportunity to schedule up to 3 one-on-one 20-minute meetings with Giga Analysts.

FOUR (4) Complimentary Solution Showcase Staff passes (conference sessions and documentation not included) - a \$2,380 value!

A Special Rate of \$595 for additional Showcase Staff to attend.

Discounts of 20% off the regular full conference price for additional employees to attend the full conference.

ONE (1) Full Page Advertisement in the onsite conference guide distributed to all attendees.

ONE (1) Company Profile and Product Description in the onsite guide distributed to all attendees.

ONE (1) Priority Placement of Literature in a turnkey rack within the registration area.

Extended Hot link from the Giga conference website to a sponsor-produced and hosted website, to enable you to reach attendees, Giga clients and prospects with your products and/or services even after the conference has ended. Your hot link will remain active on the Giga site for 3 weeks post-conference, enabling you to extend your promotions and drive conference attendees and other Giga prospects and clients to your homepage or to a customized URL you've created for post-conference follow-up.

TWO (2) post-conference mailings to the full attendee list through Giga's mail house (marketing piece is subject to approval by Giga Information Group). Sponsors are responsible for mailing and postage costs. Mailings must be completed within 60 days of the conference.

For more information about GigaWorld IT Forum US or Europe, contact Mike Healy, Sponsorship Sales at:

Giga Information Group, 139 Main St., 5th Floor, Cambridge, MA 02142 • Tel: 617 577 4765 • Fax: 617 577 4901 • E-Mail: mhealy@gigaweb.com



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Premier Sponsorship

This select sponsorship distinguishes the players from the rest of the crowd.

GigaWorld Executive Club Network with attendees and promote your company via a 10' x 20' Space in the GigaWorld Executive Club that will function as a high level meeting area in addition to a space for product demonstrations. Space will include: THREE (3) Chairs, ONE (1) Coffee Table, TWO (2) Literature Racks, ONE (1) Demonstration Stands for monitors and equipment, ONE (1) Stool, Lighting, 2 x 4 Company Identification Banner, Wastebasket, Cleaning, 500w Electrical Drop, and Plants

Guest Executive Forum One 30-minute session featuring a representative from the sponsoring company. This executive forum should be an educational session that can take the form of a client case study or an interactive discussion between the presenter and the audience. In either case, a Giga Analyst will be assigned to facilitate the session. A full description of the content of this session is due February 28, 2003 and is subject to Giga approval.

Logo branding and advertising visibility in Giga Information Group promotions and advertising materials (print and multimedia).

Passport Program Participation to provide your company with increased exposure as well as to drive the greatest number of attendees possible to your exhibit space in the GigaWorld IT Forum Executive Club.

Hot link from GigaWorld IT Forum 2003 site.

ONE HUNDRED (100) conference brochures will be provided to you for distribution to your clients and prospects.

ONE (1) Full Page Advertisement in the On-site conference guide distributed to all attendees.

ONE (1) Company Profile and Product Description in the On-site guide distributed to all attendees.

ONE (1) Priority Placement of Literature in a turnkey rack within the Registration Area

Opportunity to Meet One-on-One with Giga Information Group Analysts - Each full conference pass included in your package offers a company attendee the opportunity to schedule up to 3 one-on-one meetings with Giga analysts to discuss a specific technology issue or challenge.

FIVE (5) Complimentary Full Conference passes for your organization - a \$9,975 value that equates to a total of fifteen 20-minute one-on-one meetings with Giga analysts (scheduling rules apply).

FIVE (5) VIP Full Conference passes exclusively for your clients and prospects to attend - a \$9,975 value! Each of your VIP clients or prospects will also have the opportunity to schedule up to 3 one-on-one 20 minute meetings with Giga Analysts.

FOUR (4) Complimentary Solution Showcase Staff passes (conference sessions and documentation not included) - a \$2,380 value!

A Special Rate of \$595 for additional Showcase Staff to attend.

Discounts of 20% off the regular full conference price for additional employees to attend the full conference.

TWO (2) post-conference mailings to the full attendee list through Giga's mail house (marketing piece is subject to approval by Giga Information Group). Sponsors are responsible for mailing and postage costs. Mailings must be completed within 60 days of the conference



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Featured Sponsorship

GigaWorld Executive Club Network with attendees and promote your company via a 10' x 10' Space in the GigaWorld Executive Club that will function as a high level meeting area in addition to a space for product demonstrations. Space will include: **THREE (3) Chairs, ONE (1) Coffee Table, TWO (2) Literature Racks, ONE (1) Demonstration Stands for monitors and equipment, ONE (1) Stool, Lighting, 2 x 4 Company Identification Banner, Wastebasket, Cleaning, 500w Electrical Drop, Plants.**

Logo branding and advertising visibility in Giga Information Group promotions and advertising materials (print and multimedia).

Passport Program Participation to provide your company with increased exposure as well as to drive the greatest number of attendees possible to your exhibit space in the GigaWorld IT Forum Executive Club.

Hot link from GigaWorld IT Forum 2003 site.

ONE HUNDRED (100) conference brochures will be provided to you for distribution to your clients and prospects.

ONE (1) Company Profile and Product Description listing as Featured Sponsor in the On-site guide distributed to all attendees.

Opportunity to Meet One-on-One with Giga Information Group Analysts Each full conference pass included in your package offers your company attendee the opportunity to schedule up to 3 one-on-one meetings with Giga analysts to discuss a specific technology issue or challenge.

THREE (3) Complimentary Full Conference passes for your organization - a \$5,985 value! Three passes offer your company a total of nine 20-minute one-on-one meetings with Giga analysts (scheduling rules apply).

THREE (3) VIP Full Conference passes exclusively for your clients and prospects to attend - a \$5,985 value! Each of your VIP clients or prospects will also have the opportunity to schedule up to 3 one-on-one 20-minute meetings with Giga Analysts.

FOUR (4) Complimentary Solution Showcase Staff passes (conference sessions and documentation not included) - a \$2,380 value!

A Special Rate of \$595 for additional Showcase Staff to attend.

Discounts of \$300 off the regular full conference price for additional employees to attend the full conference.

TWO (2) post-conference mailings to the full attendee list through Giga's mail house (marketing piece is subject to approval by Giga Information Group). Sponsors are responsible for mailing and postage costs. Mailings must be completed within 60 days of the conference.



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Conference Visibility Sponsorship Opportunities

Global Sourcing Strategies Seminar Sponsor

Whether applications, infrastructure, business processes, or services, there are more innovative sourcing options today than ever before. This seminar will focus on best practices in global sourcing allowing attendees to understand the state of the art in global sourcing and how to translate offshore and near shore vendor relationships into business value. Sponsor the Global Sourcing Seminar and your company will be prominently placed in front of a precise group of people and organizations currently considering utilizing sourcing products and solutions to achieve their various business objectives. Please see the attached Global Sourcing Seminar Sponsorship Packet for further details about this opportunity

Golf Tournament Sponsor

18 holes on a beautiful golf course is a great venue to advocate your company. Organize a golf tournament sponsored by your company. Gain access to the registered list of attendees before the event to create the perfect foursomes composed of your company representatives and key attendees. Giga Information Group and Sponsoring Company will determine specific details of this sponsorship.

NETWORKING SPONSORSHIPS

Opening Night Cocktail Reception Station

The welcome reception is the introductory event for all GigaWorld participants. The networking reception will feature selected beverages and snacks to enhance the lively atmosphere at each venue.

- This sponsorship opportunity includes all food and beverage, signage during the reception, invitation featuring your logo to attend the reception in the conference padfolios. (Limited availability)
- Reception will take place on Tuesday, May 13, 2003 for GigaWorld US or Monday, June 3, 2003 for GigaWorld Europe.

Exclusive GigaWorld IT Forum Breakfast and Lunch Functions

Host a conference breakfast or lunch and dine with the attendees. This highly visible opportunity is a great way to raise your profile as an industry leader.

Sponsorship includes: signage, opportunity to distribute promotional items or flyers on dining tables, demonstration table in the function area for the duration of the lunch or breakfast and a write-up in conference onsite guide.

Refreshment Break

Co-sponsor one of the several refreshment breaks throughout the conference. Sponsorship includes: signage, opportunity to distribute promotional items or flyers at the break, demonstration table in the function area for the morning or afternoon during which the break occurs.

Registration Sponsorship

Be the first sponsor that attendees see as they arrive to register for the event. Every time an attendee schedules a 1:1 session or checks his/her personal agenda, they'll see your company name and logo.

Sponsorship includes signage in the registration area, mousepad with your corporate logo at each terminal, and your corporate banner (provided by you) hanging in the registration area.

Evaluation Station

As the "official" conference sponsor of the Evaluation Station giveaway (T-shirt or other item), your staff can personally interact with all conference attendees as they submit their completed evaluation form. A big hit at all past GigaWorlds, these stations are located in a high traffic area! TWO (2) Sponsorships available: One (1) for T-shirts and one (1) for a similarly priced item.

Sponsorship includes: logo on item and a demo area for the last two days of the conference, signage, and write-up in conference guide distributed to all attendees.



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Sponsorship Reservation Form

- Platinum Sponsorship US \$70,000* Europe \$45,000/£30,000/€45,000
Premier Sponsorship US \$45,000* Europe \$30,000/£20,000/€30,000
Featured Sponsorship US \$25,000* Europe \$15,000/£10,000/€15,000
Golf Tournament Sponsor US \$30,000* Europe \$30,000/£20,000/€30,000
Global Sourcing Strategies Seminar Sponsor Only in the US \$15,000/ \$10,000 (Discount price if a GigaWorld Sponsorship is also purchased)
Opening Night Cocktail Reception US \$5,000 Europe \$5,000/£3,500/€5,000
Registration Sponsorship US \$25,000 Europe \$20,000/£13,750/€20,000
Evaluation Station US \$12,000 Europe \$10,000/£7,000/€10,000

- Luncheon - US \$12,000 (Please select one) Wednesday, May 14, 2003 Thursday, May 15, 2003 Friday, May 16, 2003
Luncheon - Europe \$10,000/£7,000/€11,000 (Please select one) Monday, June 2, 2003 Tuesday, June 3, 2003 Wednesday, June 4, 2003
Breakfast - US \$6,500 (Please select one) Wednesday, May 14, 2003 Thursday, May 15, 2003 Friday, May 16, 2003
Breakfast - Europe \$5,000/£3,500/€5,500 (Please select one) Monday, June 2, 2003 Tuesday, June 3, 2003 Wednesday, June 4, 2003

While every effort will be made to accommodate your first choice, all exclusive meal functions will be sold on a first-come, first-served basis.

Sales Contact _____

Title _____

Signature _____ Date _____

Company Name (as you would like it to appear in all marketing collateral) _____

Address _____

City/State/Zip _____

Telephone _____ Fax _____ E-Mail _____

Company URL Address (for creating link) _____

Name of Sponsor Coordinator _____ Title _____

Address (if different) _____

Telephone _____ Fax _____ E-Mail _____

Enclosed is my check or money order for \$ _____ made payable to Giga Information Group

Please bill my credit card: MasterCard VISA American Express Diners Club

Card number: _____ Exp. Date _____ Signature: _____

Please send me an invoice, I understand sponsorship fees must be prepaid

Purchase Order Number _____ Signature _____

Please complete this form and return it to Wendy James at:
Giga Information Group, 101 Merritt 7, 5th Floor, Norwalk, CT 06851
Tel: 203 845 6919 • Fax: 203 840 8923 • E-Mail: wjames@gigaweb.com



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Terms and Conditions

1. Cancellation or Change of GWITF. If Giga, in its sole discretion, changes the Event Date or the Event Site, or cancels the Event, Giga's sole liability to Participating Company shall be to notify Participating Company as far in advance as feasible of such changes or cancellation. In the event that GWITF 2003 is canceled, or the Participating Company cannot attend GWITF 2003 during the re-scheduled time period or at the rescheduled site, Giga's sole responsibility shall be to refund all deposits previously paid by Participating Company. Should Giga terminate this agreement pursuant to the provisions of this section, Participating Company waives claims for damage arising there from.

2. Cancellation by Participating Company. Giga must receive written notification from the Participating Company of any cancellation. The sponsoring company will have a 50% cancellation fee upon signing the contract if they then cancel their participation in that event. This fee is non-refundable. If written notice of cancellation is not received by Giga by March 1, 2003 the Participating Company shall pay a cancellation fee equal to 100% of the canceled space rental fee. This cancellation policy includes reduction in sponsorship fee. If Participating Company does not notify Giga of cancellation and fails to set up by 5 p.m. on Sunday, May 12, 2003 Giga will consider the space canceled and Participating Company will be responsible for all fees according to the cancellation policy. Giga may use the allocated space in any way it deems appropriate.

3. Liability of Participating Company.

(a) Participating Company's Property. Participating Company is solely responsible for its own demonstration materials and products, and should insure products from all loss or damage. Participating Company acknowledges that all of its property is in its care, custody, and control in transit to and from, or within the confines of, the demonstration hall. Participating Company agrees not to make any claims against Giga for loss, theft, damage, or destruction of property, or injury, including death, to itself, its employees, agents, or representatives, unless caused by the sole negligence or willful misconduct of Giga.

(b) Property of Others. Participating Company is liable for any damage caused to building floors, walls, or columns, or to standard booth equipment, or to other Participating Company's property, including, without limitation any injury or damage resulting from Participating Company's failure to distribute the demonstration material and products in conformity with the maximum floor load specifications or to comply with any of the Event Rules and Regulations.

4. Indemnification. Participating Company agrees to indemnify and hold harmless Giga, its directors, officers, employees, and agents from and against all claims, losses, expenses, liabilities and damages arising out of or relating to any breach of this Agreement (including any rules and regulations set forth in the Addendum) by Participating Company or the negligence or willful misconduct of Participating Company, its employees, agents or representatives in performing this Agreement or otherwise in connection with GWITF 2003. The Participating Company agrees to protect, indemnify, defend and save harmless, Giga and JW Marriott Desert Ridge Resort & Spa and Hotel New York, and their respective employees, officers, directors and agents, against all claims, losses, and damages to persons or property, governmental charges or fines and attorneys fees arising out of or caused by exhibitor's installation, removal, maintenance, occupancy, or use of the demonstration hall or a part thereof, excluding any such liability caused by the sole negligence of Giga, JW Marriott Desert Ridge Resort & Spa and Hotel New York or their respective employees, and agents.

5. Limitation of Liability. GIGA'S ENTIRE LIABILITY TO PARTICIPATING COMPANY ARISING OUT OF OR RELATING TO THIS AGREEMENT SHALL BE LIMITED TO THE PARTICIPATION FEE PAID HEREUNDER. IN NO EVENT SHALL GIGA BE LIABLE TO PARTICIPATING COMPANY FOR ANY CONSEQUENTIAL, INCIDENTAL, SPECIAL, RELIANCE OR INDIRECT DAMAGES ARISING OUT OF OR RELATING TO GWITF 2003, ITS CANCELLATION OR ANY CHANGES THERETO IN LOCATION, DATE OR OTHERWISE, WHETHER SUCH CLAIM IS BASED IN CONTRACT OR TORT, AND WHETHER OR NOT GIGA HAS BEEN ADVISED OF THE POSSIBILITY OF SUCH DAMAGES. GIGA MAKES NO REPRESENTATIONS OR WARRANTIES TO THE PARTICIPATING COMPANY INCLUDING, WITHOUT LIMITATION, THE NUMBER OF PARTICIPANTS WHO WILL ATTEND GWITF 2003, OR WHETHER GWITF 2003 IS AN EFFECTIVE METHOD OF MARKETING FOR PARTICIPATING COMPANY.

6. Insurance. Participating Company agrees to maintain Comprehensive General Liability insurance covering Participating Company's participation in GWITF 2003, which coverage shall include personal property damage and bodily injury coverage, with limits of at least \$1,000,000 for each occurrence, and shall name Giga as an additional insured. Participating Company shall furnish Giga with evidence of such insurance prior to the Event.

7. Exhibit Coordination. Participating Company agrees to coordinate all aspects of participating and exhibiting at GWITF 2003 through Giga's designated Show Management Company (Management) including but not limited to, equipment shipments, power and electrical requirements and signage. Management will send the Participating Company a copy of the participant's manual at least 12 weeks prior to GWITF 2003, or if later, upon Giga's receipt of full payment.

8. Relocation and Floor Plan Revisions. Management retains the exclusive right to revise the demonstration hall floor plan and/or move Participating Company to another location as Management deems necessary.

For contracts received after March 1, 2003 payment in full is due within 30 days of execution, or prior to show move-in, whichever comes first. Participating Company will not be permitted to move-in/set-up unless all fees have been paid.

Authorized Signature

The person signing this document expressly represents and warrants to Giga that he/she is authorized by Participating Company to execute this Agreement and bind the Participating Company to the terms set forth herein. Participating Company represents that its representative has read the Show Rules and Regulations on the reverse side of this contract. Participating Company understands that this contract shall be legally binding between Giga and the Participating Company only upon acceptance in writing by Giga. IN WITNESS WHEREOF, the parties have executed this Agreement as of the date first written above.

Participating Company: _____ Print name: _____

Signature: _____ Date: _____

Please complete this form and return it to Wendy James at:
Giga Information Group, 101 Merritt 7, 5th Floor, Norwalk, CT 06851
Tel: 203 845 6919 • Fax: 203 840 8923 • E-Mail: wjames@gigaweb.com