

# CONSULTANTS & CONSULTING ORGANIZATIONS DIRECTORY

Direct your next sales message to consulting firms and individuals arranged into 14 general fields of consulting through *Gale's Consultants & Consulting Organizations Directory*. These professionals are always looking to learn about new products, services and seminars to help keep them on top.



- ◆ Reach consultants & consulting organizations in a variety of businesses including:
  - ◆ Human Resources
  - ◆ Engineering, Science & Technology
  - ◆ Business & Finance
  - ◆ Computer Technology, Telecommunications & Information Services
  - ◆ Management
  - ◆ Marketing & Sales

*Consultants & Consulting Organizations Directory* is updated regularly. Contact a DM2 Account Executive for up-to-the-minute counts.

**Postal List Size: 87,361**

**Postal Price: \$110/M**

**E-list Size: 22,390**

**E-list Price: \$370/M**

## SELECTIONS (ADDITIONAL COST / M)

Business Type	\$20/M
Canadian Names	\$20/M
Company Name Match/Omit	\$50/M
Employee Size	\$20/M
Geographic Analysis	\$10/M
One Per Location	\$20/M
Sales Volume	\$20/M
SIC/NAICS Code	\$20/M
Telephone Numbers	\$30/M

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DecisionMaker® Management Marketplace Database

### Multi-Channel Pricing

Mailing/Telemarketing:	\$210/M
Mailing/E-Mail:	\$470/M
E-Mail/Telemarketing:	\$495/M
Mailing/E-Mail/Telemarketing:	\$570/M

*Minimum Order: 5,000 Names  
1 year unlimited usage available  
Prices subject to change without notice  
Call for any additional costs, conditions and terms.*

## GEOGRAPHIC ANALYSIS

State	SCF	Individuals
ME	039-049	306
NH	030-038	569
VT	050-059	240
MA	010-027	4,375
RI	028-029	262
CT	060-069	2,193
<b>New England</b>		<b>9.1% 7,945</b>
NY	100-149	6,591
NJ	070-089	3,188
PA	150-196	3,816
<b>Middle Atlantic</b>		<b>15.6% 13,595</b>
OH	430-458	2,368
IN	460-479	1,157
IL	600-629	4,555
MI	480-499	2,443
WI	530-549	1,245
<b>East North Central</b>		<b>13.5% 11,768</b>
MN	550-567	1,701
IA	500-528	487
MO	630-658	1,244
ND	580-588	69
SD	570-577	61
NE	680-693	360
KS	660-679	580
<b>West North Central</b>		<b>5.2% 4,502</b>
DE	197-199	227
MD	206-219	2,822
DC	200-205	2,249
VA	220-246	2,666
WV	247-268	142
NC	270-289	1,495
SC	290-299	471
GA	300-319	2,202
FL	320-349	3,340
<b>South Atlantic</b>		<b>17.9% 15,614</b>
KY	400-427	400
TN	370-385	898
AL	350-369	454
MS	386-397	170
<b>East South Central</b>		<b>2.2% 1,922</b>
AR	716-729	159
LA	700-714	610
OK	730-749	356
TX	750-799	4,831
<b>West South Central</b>		<b>6.8% 5,956</b>
MT	590-599	212
ID	832-838	141
WY	820-831	108
CO	800-816	2,204
NM	870-884	321
AZ	850-865	1,080
UT	840-847	513
NV	889-898	346
<b>Mountain</b>		<b>5.6% 4,925</b>
AK	995-999	119
WA	980-994	1,864
OR	970-979	853
CA	900-961	12,200
HI	967-968	237
<b>Pacific</b>		<b>17.5% 15,273</b>
<b>United States</b>	93.3%	81,500
<b>U.S. Territories</b>	0.1%	49
<b>Canada</b>	6.7%	5,812
<b>Mexico</b>	0.0%	0
<b>Other International</b>	0.0%	0
<b>APO/FPO</b>	0.0%	0
<b>Total</b>	<b>100.0%</b>	<b>87,361</b>

# CONSULTANTS & CONSULTING ORGANIZATIONS DIRECTORY

<b>BUSINESS TYPE</b>	Postal	Email
Agriculture, Forestry, and Landscaping	2,266	663
Architecture, Construction & Interior Design	4,515	1,032
Art, Graphics & Communications Media	2,184	579
Business & Finance	9,455	2,874
Computer Technology, Telecommunication & Information Services	10,954	2,417
Education and Personal Development	1,805	515
Engineering, Science & Technology	14,453	3,499
Environment, Geology & Land Use	7,824	2,052
Health, Medicine & Safety	4,229	949
Human Resources Development	7,748	2,154
Management	8,431	2,318
Manufacturing/Industrial/Transportation Operations	3,399	768
Marketing and Sales	7,724	1,831
Politics and Social Issues	2,374	739

<b>EMPLOYEE SIZE</b>	Postal	Email
Less than 20	24,235	6,637
20-49	10,619	2,873
50-99	5,923	1,444
100-249	6,133	1,272
250-499	2,875	597
500-999	1,753	346
More than 1,000	3,901	436

<b>SALES VOLUME</b>	Postal	Email
Less than \$1 Million	11,652	3,462
\$1 Million to \$9 Million	16,806	5,504
\$10 Million to \$49 Million	8,842	3,054
\$50 Million to \$249 Million	4,175	1,353
\$250 Million to \$1 Billion	1,005	344
More than \$1 Billion	1,220	507

<b>YEAR FOUNDED</b>	Postal	Email
Before 1900	961	222
1901-1925	1,644	403
1926-1950	3,627	833
1951-1975	16,788	4,160
1976-2005	51,170	13,328

*Source: Publisher's own data  
‡ Call a DM2 Account Executive  
for the latest counts.*