



I am very pleased to announce that United Business Media, CMP's parent company, has created four independent market-focused businesses from CMP. The creation of these independent businesses is the next step in the strategic transformation into a next-generation company. The CMP Channel has been renamed Everything Channel. As the center of the Channel - the global leader in Channel execution - our new business will continue to meet the changing needs of the Channel.

For over 25 years we have been the number one source helping Solution Providers and the hardware and software suppliers that engage with the indirect sales Channel run their businesses more profitably and effectively. We will continue to assist Solution Providers find new ideas that help generate sales, learn best practices for business operations, identify new technology opportunities, stay on top of emerging trends and ultimately look to for guidance on the right technology to recommend and buy and assist high-tech suppliers gain access to and influence the Solution Provider audience, develop strategy, obtain market intelligence and execute sales, recruitment and Channel enablement objectives. As the global leader in Channel execution, Everything Channel delivers the tools that touch the Solution Providers at every point of contact in the purchasing process.

We have restructured our business to align more closely with your needs. Now as a separate and distinct business of United Business Media, we have created a smaller and more agile business that will be even better able to respond you as well as the varying needs of our market.

We are more than a media company. We are a Channel company with media, events, services, tools, research, recruiting, analytics and training. We recently broadened our portfolio with the acquisition of Gartner Vision Events and added a variety of business tools to help you accelerate sales and grow your businesses. These services include a workflow tool that helps create efficiencies in Request for Proposals (RFPs) and proposal building with configuration technology solutions (eXalt's multi-vendor workflow tool); a promotions tool to manage incentives (MTC Performance's spiff solutions); and a business growth and management tool (M&A Forum). As an independent business we will continue to grow our company and offerings for those that buy and sell through the channel.

We are very excited to embark on this unique opportunity and create this world-class company dedicated to the growth of the Channel. We have a very clear strategic vision for our business that will not change: Everything Channel - The Global Leader in Channel Execution. This change will allow us to accelerate our business to continue to be the leader in the Channel driving innovation and fast growth.

I look forward to your feedback and working closely with you to deliver you the right products with the right return on your investment.

Sincerely,

Robert Faletra  
CEO  
Everything Channel