

# 2010 Small and Medium Businesses Routes to Market Study

## *Executive Summary*

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July 2010

### **SMB Group**

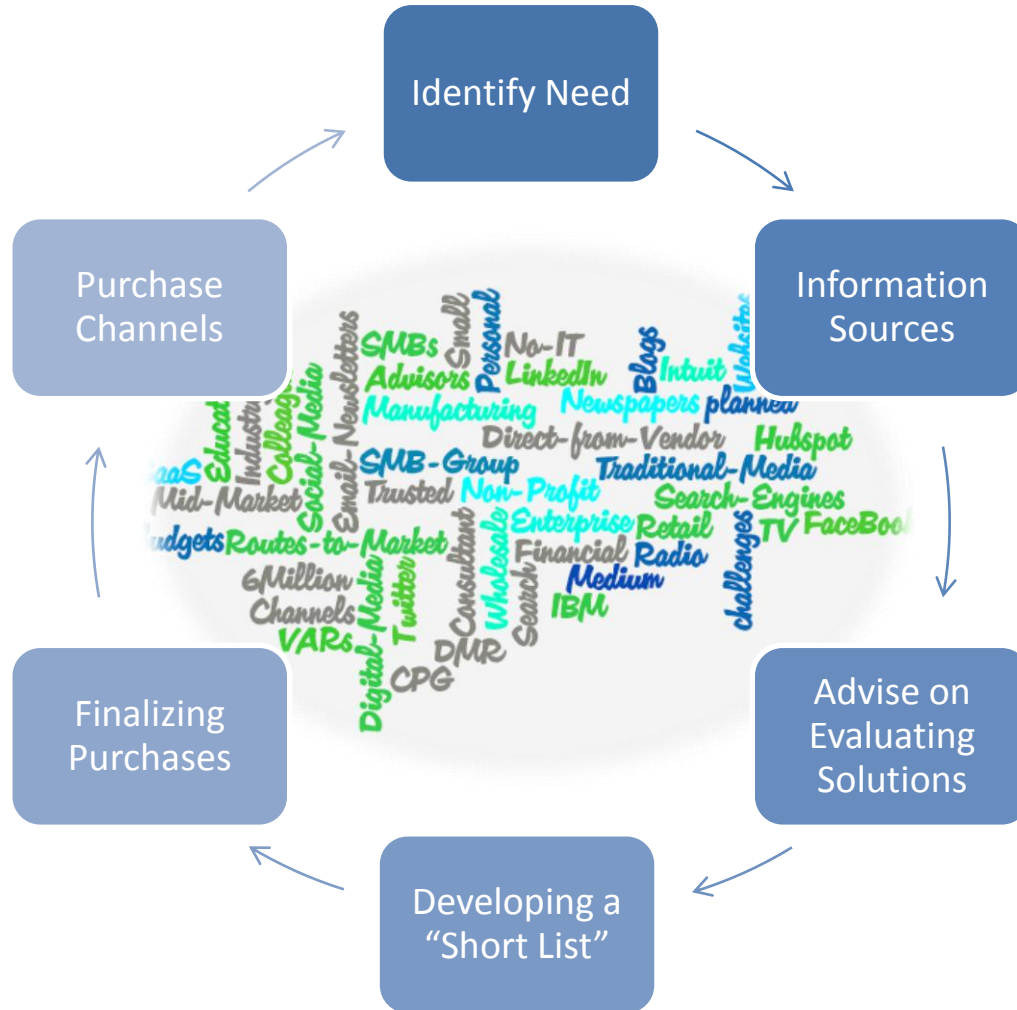
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Source: SMB Group 2010 Small & Medium Business Routes To Market Study, July 2010

# SMB Technology Solution Purchase Process



# Purchases in Last 24 Months and Plans for Next 12 Months (Medium Business)

## Last 24 Months

## Next 12 Months

■ 100-249 empl. ■ 250-499 empl. ■ 500-1,000 empl.

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