

COMPUTER RETAILERS

Ranking: Total Valley retail¹ employees

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Insight
6820 S. Harl Ave.
Tempe 85283

480-333-3000
Fax 480-760-8598
www.insight.com

Valley retail¹ employees: total 1,106; computer sales 630; support staff 350
Software specialties²: B, P, V, Ed
Type of business client: business, corporate, educational, professional
Major brands of hardware in stock: more than 1,500 manufacturers, including Hewlett Packard, IBM, Microsoft, Cisco, Toshiba and Sony
Services offered: financing available, on-site service, leasing
Year established: 1986

Richard Fennessy,
CEO

2006 Rank: 1



Hughes-Calihan Corp.
4730 N. 16th St.
Phoenix 85016

602-264-9631
Fax 602-234-2406
www.hughes-calihan.com

Valley retail¹ employees: total 250; computer sales 45; support staff 205
Software specialties²: B, P, V, Ed
Type of business client: business, corporate, educational, home, professional
Major brands of hardware in stock: Microsoft, Novell, Hewlett Packard, Hummingbird, Compaq, Citrix, Cisco, ImageTag, Trend Micro, BMC Software
Services offered: financing available, on-site service, leasing
Year established: 1918

Peter Cahlan,
president

2006 Rank: 2

Rank 2007	Firm Name	Telephone	Valley retail ¹ employees	Software specialties ²	Type of business client	Major brands of hardware in stock	Services offered	Top local officer(s), title	Year estab.
2006	Address	Web or e-mail	Total Computer sales Support staff						
3	GHA Technologies Inc. 8998 E. Raintree Drive Scottsdale 85260	480-951-6865 Fax 480-951-6956 www.gha-associates.com	110 85 25	B, P, V, Ed	business, corporate, educational, home, professional	DND	DND	George Hertzberg, president	1990
4	Data Doctors Computer Services 2082 E. University Drive Tempe 85281	480-921-2444 www.datadoctors.com	65 55 10	B, P, V	business, corporate, educational, home, professional	DND	on-site service	Ken Colburn, president	1988
5	InterTech Computer Products Inc. 5225 S. 39th St. Phoenix 85040	602-437-0035 Fax 602-437-0076 www.itcomputers.com	63 13 50	B, P, V, Ed	business, corporate, educational, professional, home	Hewlett Packard, IBM, Lenovo, Fujitsu, Okidata, Lexmark, Xerox, Microsoft, Cisco, Shorlalt, VODavi, Linksys, NEC	on-site learning center, financing available, on-site service, leasing	Michael Novotny, president	1988
6	Elontec LLC 2205 W. Lone Cactus Drive, Ste. 1 Phoenix 85027	623-445-0055 Fax 623-445-0056 www.elontec.com	50 9 36	B, P, V, Ed	business, corporate, educational, professional	HP/Compaq, IBM, Cisco, Microsoft, 2Com, Novell, Linux, Trend Micro and many more major manufacturers	financing available, on-site service, leasing	Ginger Clayton, president	1998
6	Ryzex 5225 S. 37th St., Ste. 4 Phoenix 85040	602-454-9844 Fax 602-454-9845 www.ryzex.com	50 15 40	B	business, corporate, professional	Symbol, Motorola, Intermec, PSC, Metrologic, Zebra, Datamax, Sato, Telxon, Norand, Percon, Glacier, Epson, HHP	on-site service	Phillip Pease, president, Ryzex Repair	1994
8	Enterprise Technology Services 730 N. 52nd St., Ste. 100 Phoenix 85008	602-426-8600 Fax 602-426-8606 www.etechnologies.com	41 6 35	B	business, corporate	Cisco, Lenovo, Hewlett Packard, Compaq, IBM, Lexmark, Toshiba	on-site service, leasing	Jim Siragusa, president	1998
9	MacMedia Inc. 6928 E. Fifth Ave., Ste. 1 Scottsdale 85251	480-964-6352 www.macmediainc.com	25 18 8	B, P, V	DND	DND	financing available, on-site service, leasing	Louis Georges, Brian Georges, Mike Elser	2000
10	CS&S Computer Systems Inc. 1440 W. University Drive Tempe 85281	480-968-8585 Fax 480-968-9544 www.css-computers.com	22 6 16	B, Ed	business, corporate, educational, professional, gov't	IBM, HP/Compaq, Watchguard, Cisco, Symantec, Extreme Network	financing available, on-site service, leasing	M.D. Dbeis, owner	1987
11	Micro Symplex 2333 E. University Drive Phoenix 85034	602-244-0080 Fax 602-244-0344 www.mxic.com	19 2 15	B, P, V	business, corporate, professional	HP, IBM, Toshiba, Cisco, NEC, Viewsonic, 3COM	financing available, on-site service, leasing	Steve Preston, director	1986
12	CLH International Inc. 1333 E. University Drive Tempe 85281	480-829-1350 Fax 480-829-1582 www.clh.com	16 4 5	B, P	business, corporate, educational, home, professional	Viewsonic, NEC, Intel, Sony, Hitachi, Western Digital, Kingston memory, Buffalo memory, Untangle Servers	on-site service	Cyndi Huang	1991
13	MacMedia Inc. 8215 W. Bell Road Peoria 85382	623-850-8000 Fax 623-850-8005 www.macmediainc.com	12 6 9	B, P, V	DND	DND	financing available, on-site service, leasing	Louis Georges, Brian Georges, Mike Elser	1991
13	NeedThese 600 E. Baseline Road, Ste. C-5 Tempe 85283	480-460-5199 Fax 480-460-5099 www.needthese.com	12 4 8	B, P, V, Ed	business, corporate, educational, professional	Intel, Microsoft, 3Com, HP, IBM, Viewsonic, Acer	on-site service, leasing	Tony Riggs, CEO	1991
13	RedSeven³ 1855 E. Guadalupe Road Phoenix 85283	602-296-1200 www.redsevenlinux.com	12 6 6	B	business, corporate, home, professional	AMD, Intel, ASUS, Sony, Viewsonic, IBM, Logitech, JBL	financing available, on-site service	Michael Cad, Nick Cooris	2002
16	Compworld 4636 E. McDowell Road Phoenix 85008	602-275-1500 Fax 602-275-7400	6 2 4	NA	business, corporate, professional, home	Hewlett Packard, Compaq, Epson, IBM, Minolta, Oki, Samsung	on-site service	Nicky Patel, owner	1987
17	Emerald Computers 4494 W. Peoria Ave. Glendale 85345	602-889-3100 Fax 602-296-0494 www.emeraldcomputers.com	5 DND 4	B, P, V, Ed	business, educational, home, professional	IBM, AMD, nVidia, ATI, Western Digital, Linksys, ViewSonic	financing available, on-site service	Fred Coit, Jason Dragon	1991
18	Information & Communication Systems 10812 N. Scottsdale Road Scottsdale 85254	480-905-0024 www.managelites.com	5 2 3	B, P, V	business	HP, Citrix, Vision, SonicWall, Asus, Western Digital	financing available, on-site service, leasing	Robert Dolgarbino, CTO	1991

Source: Representatives of the computer retailers.
In case of ties, firms are listed alphabetically.
If you wish to be considered for this list in the future, or any of our other lists, please visit bizjournals.com/phoenix/bol_survey/ to complete a nomination form.
DND - did not disclose; NL - not listed in 2006
¹ Companies that do a minimum of 50 percent of their business in computer hardware or software

sales: 2 B - business (multitask, networked, database mgmt.); P - productivity (word processing, spreadsheets); V - vertical mktg. (Gov't, special applications, customized); Ed - educational
² Red Seven is three companies listed as one in 2007 by The Business Journal. All rights reserved. This material may not be reproduced by any method, in whole or in part, without written permission of The Business Journal. It is not the intent of this list to endorse the participants or to imply that the ranking of a firm indicates its quality. While

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