

No attempt has been made to rank the information contained in this report in order of importance, since BPA Worldwide believes this is a judgment which must be made by the user of the report.

Jameson Publishing
 5340 Fryling Road, Ste 300
 Erie, PA 16510-4672
 Tel.: (814) 897-9000
 Fax: (814) 899-5580
 www.bsminfo.com
 jamesonpublishing@
 jamesonpublishing.com



Scan for Publisher's contact information

BUSINESS SOLUTIONS magazine is a B2B brand intended for business leaders who resell and support IT solutions in industries such as retail, healthcare, education, government, and manufacturing. The brand content and editorial scope of the publication includes peer-to-peer features, news and industry commentary, and in-depth technical and business acumen articles. The content of every issue is also available via the magazine's Web site.

FIELD SERVED

BUSINESS SOLUTIONS serves Software Developers/ISVs; VARs, Resellers, Dealers, Systems/Network/Software or Web Integrators, VAR consultants; Distributors, Wholesalers, OEMs, Vendors, Manufacturers, Master VARs; Managed Service Providers, ASPs, Managed Hosts, Web Hosts, ISPs, ISOs; and Others Allied to the Field.

DEFINITION OF RECIPIENT QUALIFICATION

Qualified recipients are presidents, owners, partners, VPs, corporate officers, general managers, and managers of: branches/divisions or departments, sales managers, sales staff, technical managers, technical staff and other titled and non-titled personnel.

CHANNELS

BUSINESS SOLUTIONS MAGAZINE



6 Issues in the period
 40,000 average circulation

EXECUTIVE SUMMARY

Below are the Average contacts per occurrence, including frequency per period reported

	Non-Paid	Paid	Average
BUSINESS SOLUTIONS MAGAZINE (6 issues in the period)	40,000	-	40,000

AVERAGE NON-QUALIFIED CIRCULATION

NON-QUALIFIED Not Included Elsewhere	Copies
Other Paid Circulation	4
Advertiser and Agency	578
Allocated for Trade Shows and Conventions	517
All Other	460
TOTAL	1,559

1. AVERAGE QUALIFIED CIRCULATION BREAKOUT FOR PERIOD

	Total Qualified		Qualified Non-Paid		Qualified Paid	
QUALIFIED CIRCULATION	Copies	Percent	Copies	Percent	Copies	Percent
Individual	40,000	100.0	40,000	100.0	-	-
Sponsored Individually Addressed	-	-	-	-	-	-
Membership Benefit	-	-	-	-	-	-
Multi-Copy Same Addressee	-	-	-	-	-	-
Single Copy Sales	-	-	-	-	-	-
TOTAL QUALIFIED CIRCULATION	40,000	100.0	40,000	100.0	-	-

2. QUALIFIED CIRCULATION BY ISSUES FOR PERIOD

2016 Issue	Total Qualified
January	40,000
February	40,000
March	40,000
April	40,000
May	40,000
June	40,000

3a. BUSINESS/OCCUPATION BREAKOUT OF QUALIFIED CIRCULATION FOR ISSUE OF MAY 2016

This issue is equal to the average of the other 5 issues reported in Paragraph 2.

BUSINESS AND INDUSTRY	TOTAL QUALIFIED	PERCENT OF TOTAL	President, Owner, Partner, VP, Corporate Officer	General Manager, Manager of: Branch, Division, Dept.	Sales Management/ Staff	Technical Management/ Staff	Other Titled and Non-Titled Personnel
Software Developer/ISV	10,404	26.0	5,900	1,295	1,086	2,031	92
VAR, Reseller, Dealer, Systems/Network/Software or Web Integrator, VAR Consultant	18,030	45.1	11,252	2,288	1,814	2,545	131
Managed Services Provider, ASP, Managed Host, Web Host, ISP, ISO	6,388	16.0	3,458	1,098	814	967	51
Distributor, Wholesaler, OEM, Vendor, Manufacturer, Master VAR	3,131	7.8	1,256	652	642	543	38
Others Allied to the Field	2,047	5.1	791	502	124	451	179
TOTAL QUALIFIED CIRCULATION	40,000	100.0	22,657	5,835	4,480	6,537	491
PERCENT	100.0		56.7	14.6	11.2	16.3	1.2

3b. QUALIFICATION SOURCE BREAKOUT OF QUALIFIED CIRCULATION FOR ISSUE OF MAY 2016

QUALIFICATION SOURCE	Qualified Within			Total Qualified	Percent
	1 Year	2 Years	3 Years		
I. Direct Request:	22,437	13,026	-	35,463	88.7
II. Request from recipient's company:	-	206	-	206	0.5
III. Membership Benefit:	-	-	-	-	-
IV. Communication from recipient or recipient's company (other than request):	-	-	-	-	-
V. *Sources other than above, including: Association rosters and directories; Business directories; Manufacturer's, distributor's and wholesaler's lists; and Other sources:	4,331	-	-	4,331	10.8
VI. Single Copy Sales:	-	-	-	-	-
TOTAL QUALIFIED CIRCULATION	26,768	13,232	-	40,000	100.0
PERCENT	66.9	33.1	-	100.0	

*See Additional Data

AVERAGE ANNUAL AUDITED QUALIFIED CIRCULATION AND CURRENT UNAUDITED CIRCULATION STATEMENTS

	Audited Data	Audited Data	Audited Data	Audited Data	Circulation Claim	Circulation Claim
6-Month Period Ended:	July – December 2013	January – June 2014	July – December 2014	January – June 2015	July – December 2015*	January – June 2016*
Total Audit Average Qualified:	40,000	40,000	40,000	40,000	40,000	40,000
Qualified Non-Paid:	40,000	40,000	40,000	40,000	40,000	40,000
Qualified Paid:	-	-	-	-	-	-
Post Expire Copies included in Total Qualified Circulation:	**NC	**NC	**NC	**NC	**NC	**NC
Average Annual Order Price:	**NC	**NC	**NC	**NC	**NC	**NC

*NOTE: July 2015 – June 2016 data is unaudited. With each successive period, new data will be added until six 6-month periods are displayed.

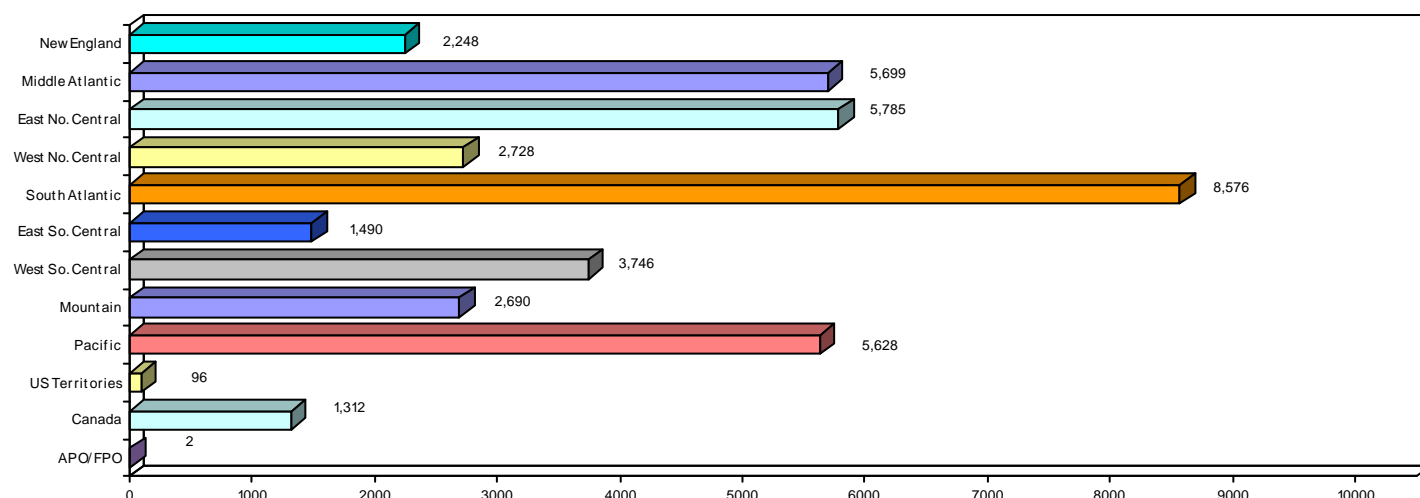
**NC = None Claimed.

GEOGRAPHICAL BREAKOUT OF QUALIFIED CIRCULATION FOR ISSUE OF MAY 2016

State	Total Qualified	Percent
Maine	130	
New Hampshire	281	
Vermont	64	
Massachusetts	1,094	
Rhode Island	137	
Connecticut	542	
NEW ENGLAND	2,248	5.6
New York	2,360	
New Jersey	1,758	
Pennsylvania	1,581	
MIDDLE ATLANTIC	5,699	14.3
Ohio	1,388	
Indiana	629	
Illinois	1,976	
Michigan	1,042	
Wisconsin	750	
EAST NO. CENTRAL	5,785	14.5
Minnesota	890	
Iowa	311	
Missouri	652	
North Dakota	118	
South Dakota	88	
Nebraska	277	
Kansas	392	
WEST NO. CENTRAL	2,728	6.8
Delaware	104	
Maryland	1,176	
Washington, DC	168	
Virginia	1,569	
West Virginia	122	
North Carolina	1,021	
South Carolina	460	
Georgia	1,335	
Florida	2,621	
SOUTH ATLANTIC	8,576	21.4

State	Total Qualified	Percent
Kentucky	401	
Tennessee	550	
Alabama	382	
Mississippi	157	
EAST SO. CENTRAL	1,490	3.7
Arkansas	209	
Louisiana	307	
Oklahoma	297	
Texas	2,933	
WEST SO. CENTRAL	3,746	9.4
Montana	116	
Idaho	161	
Wyoming	39	
Colorado	888	
New Mexico	165	
Arizona	720	
Utah	348	
Nevada	253	
MOUNTAIN	2,690	6.7
Alaska	59	
Washington	756	
Oregon	391	
California	4,341	
Hawaii	81	
PACIFIC	5,628	14.1
UNITED STATES	38,590	96.5
U.S. Territories	96	
Canada	1,312	
Mexico	-	
Other International	-	
APO/FPO	2	
TOTAL QUALIFIED CIRCULATION	40,000	100.0

GEOGRAPHICAL BREAKOUT OF QUALIFIED CIRCULATION



ADDITIONAL DATA

PARAGRAPH 3b:

Other sources include 4 sources of circulation for quantities of 12 copies or -% to 3,964 copies or 9.9%.

PUBLISHER'S AFFIDAVIT

We hereby make oath and say that all data set forth in this statement are true.

Tim Ulrich, Publisher

Melinda Fadden, Director of Audience Development

(At least one of the above signatures must be that of an officer of the publishing company or its authorized representative.)

IMPORTANT NOTE:

This unaudited brand report has been checked against the previous audit report. It will be included in the annual audit made by BPA Worldwide.

Date signed	July 7, 2016
State	Pennsylvania
County	Erie
Received by BPA Worldwide	July 7, 2016
Type	BJ
ID Number	B120B0J6

About BPA Worldwide:

A not-for-profit organization since 1931, BPA Worldwide is governed by a tripartite board comprised of media owners, advertising agencies and advertisers. Headquartered in Shelton, Connecticut, USA, BPA has the largest membership of any media-auditing organization in the world, spanning more than 30 countries. Globally, BPA audits media properties including consumer magazines, newspapers, web sites, events, email newsletters, databases, wireless, social media and other advertiser-supported media—as well as advertiser and agency members. Visit www.bpaww.com for the latest audit reports, membership information and publishing and advertising industry news.