



# INTERNET RESEARCH GROUP

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BRANCH OFFICE IT MARKET LANDSCAPE REPORT

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**About The Internet Research Group**

[www.irg-intl.com](http://www.irg-intl.com)

The Internet Research Group (IRG) provides market research and market strategy services to product and service vendors. IRG services combine the formidable and unique experience and perspective of its principal: John Katsaros an experienced industry veteran. The overarching mission of IRG is to help clients make faster and better decisions about product strategy, market entry, and market development. Katsaros co-authored a book on high tech business strategy *Getting It Right the First Time* – Praeger, 2005 [www.gettingitrightthefirsttime.com](http://www.gettingitrightthefirsttime.com) and a book on high tech sales – *"Selling High Tech"* McGraw Hill, 1993.

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