

|   | Overall  | Corporate         |                |                   | Government       |               |       |       |         |     |
|---|--|-------------------|----------------|-------------------|------------------|---------------|-------|-------|---------|-----|
|   |  | Overall Corporate | 1-99 Employees | 100-999 Employees | 1,000+ Employees | Overall Gov't | Local | State | Federal |     |
| <b>How important is implementing Green IT</b>   | Very important   | 42%               | 43%            | 27%               | 45%              | 56%           | 34%   | 31%   | 39%     | 34% |
|   | Somewhat important   | 38%               | 38%            | 43%               | 41%              | 33%           | 41%   | 41%   | 40%     | 43% |
|   | Not too important  | 14%               | 13%            | 19%               | 12%              | 10%           | 19%   | 24%   | 14%     | 15% |
|   | Not at all important   | 5%                | 5%             | 11%               | 2%               | 1%            | 6%    | 4%    | 6%      | 9%  |
| <b>Has your company implemented or does it plan to implement Green IT in the next two years</b>   | Implemented  | 46%               | 48%            | 27%               | 47%              | 64%           | 35%   | 28%   | 38%     | 46% |
|   | Plan to implement  | 27%               | 27%            | 30%               | 26%              | 25%           | 26%   | 25%   | 29%     | 23% |
|   | No plans to implement  | 27%               | 25%            | 43%               | 27%              | 11%           | 39%   | 47%   | 34%     | 31% |
| <b>(If already implemented) Percentage of IT infrastructure and operations considered "green"</b> | 10% and less   | 16%               | 14%            | 9%                | 11%              | 16%           | 41%   | 43%   | 44%     | 34% |
|   | 11% - 25%  | 34%               | 33%            | 37%               | 27%              | 34%           | 37%   | 33%   | 36%     | 45% |
|   | 26% - 50%  | 28%               | 30%            | 36%               | 40%              | 25%           | 9%    | 5%    | 13%     | 9%  |
|   | 50% and more   | 22%               | 23%            | 19%               | 22%              | 25%           | 13%   | 19%   | 8%      | 13% |
| <b>The "champion" of Green IT within company</b>  | CEO, President, Partner, Owner, Chair*                                 | 43%               | 46%            | 73%               | 38%              | 34%           | 21%   | 22%   | 20%     | 18% |
|   | Other C-Suite, including CFO, CIO, COO, etc                            | 17%               | 17%            | 5%                | 14%              | 25%           | 19%   | 17%   | 19%     | 23% |
|   | IT department  | 27%               | 26%            | 15%               | 32%              | 29%           | 38%   | 38%   | 41%     | 34% |
|   | Communications/PR/Marketing department                                 | 7%                | 7%             | 1%                | 9%               | 10%           | 5%    | -     | 10%     | 6%  |
|   | Finance department   | 2%                | 2%             | 3%                | 4%               | 0%            | 4%    | 5%    | 3%      | 4%  |
|   | Other  | 3%                | 2%             | 3%                | 2%               | 1%            | 9%    | 12%   | 6%      | 10% |
|   | Don't know/None  | 1%                | 0%             | -                 | 1%               | 0%            | 4%    | 5%    | 1%      | 6%  |
| <b>Biggest barriers to implementing Green IT (multiple select)</b>                                | Costs of implementing and maintaining Green IT                         | 51%               | 50%            | 47%               | 50%              | 53%           | 59%   | 63%   | 59%     | 49% |
|   | Lack of support/resistance from management                             | 14%               | 13%            | 3%                | 20%              | 18%           | 21%   | 21%   | 22%     | 19% |
|   | Lack of support/resistance from employees                              | 12%               | 12%            | 3%                | 14%              | 18%           | 14%   | 13%   | 14%     | 17% |
|   | Disruption to current IT systems, negative impact on productivity      | 22%               | 23%            | 13%               | 22%              | 31%           | 17%   | 17%   | 13%     | 21% |
|   | Lack of IT initiatives that truly have a positive environmental impact | 21%               | 21%            | 18%               | 24%              | 21%           | 26%   | 25%   | 26%     | 26% |
|   | Complexity of implementing and maintaining Green IT                    | 25%               | 25%            | 14%               | 27%              | 32%           | 22%   | 19%   | 25%     | 26% |
|   | Lack of appropriate expertise within company                           | 23%               | 22%            | 15%               | 24%              | 26%           | 32%   | 31%   | 34%     | 32% |
|   | Other  | 3%                | 3%             | 4%                | 2%               | 2%            | 5%    | 5%    | 4%      | 8%  |
|   | None   | 12%               | 13%            | 25%               | 10%              | 6%            | 6%    | 5%    | 5%      | 12% |
| <b>Biggest potential benefits from implementing Green IT (multiple select)</b>                    | Cost savings   | 36%               | 36%            | 23%               | 37%              | 46%           | 37%   | 35%   | 43%     | 33% |
|   | Positive impact on the environment                                     | 61%               | 60%            | 50%               | 62%              | 66%           | 67%   | 69%   | 70%     | 57% |
|   | Positive reputation for company  | 49%               | 48%            | 26%               | 53%              | 63%           | 56%   | 57%   | 54%     | 54% |
|   | Greater operational efficiency of IT systems                           | 29%               | 30%            | 14%               | 33%              | 43%           | 22%   | 17%   | 28%     | 23% |
|   | Easier maintenance of IT systems                                       | 19%               | 20%            | 9%                | 24%              | 27%           | 16%   | 16%   | 16%     | 15% |
|   | Reduced office space   | 17%               | 18%            | 9%                | 20%              | 24%           | 14%   | 11%   | 18%     | 12% |
|   | Other  | 0%                | 0%             | 1%                | -                | -             | 1%    | -     | 3%      | 1%  |
|   | None   | 13%               | 14%            | 30%               | 7%               | 5%            | 7%    | 8%    | 5%      | 10% |

\* For government, includes political leader