

COMPUTER RETAILERS

Ranked by Number of Employees

	COMPANY	NO. OF EMPLOYEES	OWNER/MANAGER	PRODUCTS/SERVICES
1	WHALLEY COMPUTER ASSOCIATES One Whalley Way, Southwick, MA 01077 (413) 569-4200; Fax: (413) 569-4377; www.wca.com	120	Paul Whalley	Sales, service, repairs, and networking of all computer and telephony products; print management; services for small businesses; managed services; staff augmentation; software training; national deployments; recycling; virtualization; exchange and product storage; national service through more than 10,000 affiliated technicians
2	FANDOTECH 78 Interstate Dr., West Springfield, MA 01089 (413) 452-0445; www.fandotech.com	26	John Boyd Jr.	IT solutions from desktop to data center, including on-site and remote help-desk support; co-location; managed servers; data backup and storage; virtualization; complete business hosting solutions
3	ENTRE COMPUTER/BAYSTATE COMPUTER SERVICES 138 Memorial Ave., West Springfield, MA 01089 (413) 736-2112; www.go2entre.com	21	Norman Fiedler	Certified Dell, Hewlett Packard, Lenovo, Microsoft sales and service provider; sell and service desktops, notebooks, servers, and more than 40,000 accessories, including toner and ink; on-site service for repairs, network support, and installation; end-of-life asset removal and data removal services; ITC16A/MHEC vendor
3	INNOVATIVE BUSINESS SYSTEMS INC. 161 Northampton St., Easthampton, MA 01027 (413) 584-4274; www.for-ibs.com	21	Dave DelVecchio	Computer-services company supporting small to medium-sized businesses, community banks, and credit unions; project planning; implementation; software services
5	VALLEY COMPUTERWORKS INC. 84 Russell St., Hadley, MA 01035 (413) 587-2666; www.valleycomputerworks.com	18	Delcie Bean	Computer sales and support; EMR implementation specialists; outsourced IT consulting; training; data recovery and forensics; remote backup; 24/7 server monitoring; telecom consulting
6	YES COMPUTERS 196 Pleasant St., Northampton, MA 01060 (413) 731-0007; Fax: (413) 586-7505; www.yescomputers.com	16	Mark Wineburg	Authorized Apple dealer and service center; HP-authorized; business and home office systems; publishing and design video systems; on-site training and service
7	NETLOGIX INC. 181 Notre Dame St., Westfield, MA 01085 (413) 568-2777; www.netlgx.com	8	Marco Liquori	Network hardware sales; installation and support; PC, workstations, servers, PDAs; complete IT solutions for SMB market; HP and Dell authorized
8	US NORTH NETWORKS LLC 3 Bigelow St., P.O. Box 6267, Holyoke, MA 01041 (413) 536-9170; www.usnorth.net	7	Bruce Plate	Complete commercial network services; support contracts; Web and e-mail hosting; systems integration; hardware sales and service
9	ONLINE COMPUTERS INC. 638 Springfield St., Feeding Hills, MA 01030 (413) 789-1030; www.onlinecom.com	5	Paul Byrne	WAN, LAN, VPN, and wireless network installation and service; servers, workstations, laptops, and peripheral sales and service; network security and firewalls; e-mail servers; virus and spyware solutions; remote video monitoring; VoIP phone systems
10	BLOO SOLUTIONS 621 Grattan St., Chicopee, MA 01020 (413) 536-5044; www.bloosolutions.com	4	Jeremiah Beaudry	Computer sales, upgrades, repairs; wireless networking; network security; virus removal and prevention; data recovery; software installation and tutorials; Web site design and hosting
10	CYBER EXCHANGE 1267 Riverdale St., West Springfield, MA 01089 (413) 732-6300; www.cyberexchangeonline.com	4	Steve Buynicki	Business networking, sales, service, and support; Dell registered partner; all brands of laptops repaired; full line of new and used computers and servers; certified recycling services; HIPAA- and DOD-certified