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; www.wca.com	144	Paul Whalley	Sales, service, repairs, and networking of all computer and IT products; print management; managed services; staff augmentation; software training; national deployments; recycling; virtualization; exchange and product storage; 10,000 affiliated technicians nationally
2	**ENTRE COMPUTER/BAYSTATE COMPUTER SERVICES** 138 Memorial Ave., West Springfield, MA 01089 (413) 736-2112; www.go2entre.com	30	Norman Fiedler	Certified Dell, HP, Lenovo, Microsoft sales and service provider; sell and service desktops, notebooks, servers; 40,000 accessories; on-site repair service; network support; installation; end-of-life asset/data removal services; Mass. and Conn. contractor; ITC47/MHEC vendor
3	**FANDOTECH** 78 Interstate Dr., West Springfield, MA 01089 (860) 533-5120; 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	**PARAGUS STRATEGIC IT** 112 Russell St., Hadley, MA 01035 (413) 587-2666; www.paragusit.com	26	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
5	**INNOVATIVE BUSINESS SYSTEMS INC.** 161 Northampton St., Easthampton, MA 01027 (413) 584-4274; www.for-ibs.com	23	Dave DelVecchio	Computer-services company supporting small to medium-sized businesses, community banks, and credit unions; project planning; implementation; cloud services
6	**YES COMPUTERS** 196 Pleasant St., Northampton, MA 01060 (413) 731-0007; www.yescomputers.com	16	Mark Wineburg	Authorized Apple dealer and service center; 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; PCs; workstations, servers, PDAs; complete IT solutions for SMB market; HP- and Dell-authorized
8	**CYBER EXCHANGE** 1267 Riverdale St., West Springfield, MA 01089 (413) 732-6300; www.cyberexchangeonline.com	4	Steve Buynicki	Full-service laptop-repair headquarters; screens; power jacks; batteries; power supplies; emergency service available; complete computer recycling and data destruction
9	**BLOO SOLUTIONS** 621 Grattan St., Chicopee, MA 01020 (413) 536-5044; www.bloosolutions.com	3	Jeremiah Beaudry	Computer sales, upgrades, repairs; networking, wireless, security; small-business IT support, managed services; IT support desk call center; printers, scanners, peripherals; IT-purchase consulting