

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	143	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	PARAGUS STRATEGIC IT 112 Russell St., Hadley, MA 01035 (413) 587-2666; www.paragusit.com	45	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
3	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; Massachusetts and Connecticut contractor; ITC47/MHEC vendor
4	INNOVATIVE BUSINESS SYSTEMS INC. 161 Northampton St., Easthampton, MA 01027 (413) 584-4274; www.for-ibs.com	27	Dave DelVecchio	Proactive and reactive IT services and support; turn-key project installations; staff augmentation; virtualization; cloud services; network infrastructure and security; data recovery for small businesses and mid-market companies; mobility solutions; storage solutions; backup and disaster recovery
5	YES COMPUTERS 196 Pleasant St., Northampton, MA 01060 (413) 585-0007; 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
6	NETLOGIX INC. 48 Court St., Westfield, MA 01085 (413) 568-2777; www.netlogix.com	10	Marco Liquori	Network hardware sales; installation and support; PCs, workstations, servers, PDAs; complete IT solutions for SMB market; HP- and Dell-authorized
7	BLOO SOLUTIONS 621 Grattan St., Chicopee, MA 01020 (413) 536-5044; www.bloosolutions.com	6	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
8	CYBER EXCHANGE 1267 Riverdale St., West Springfield, MA 01089 (413) 732-6300; www.cyberexchangeonline.com	5	Steve Buynicki	Full-service laptop-repair headquarters; screens; power jacks; batteries; power supplies; emergency service available; complete computer recycling and data destruction