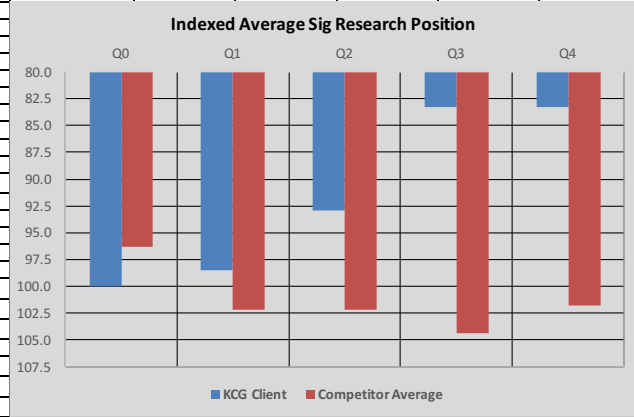


**KCG Client Signature Research - Sample**

**Positions**

| Report Level                        | Business Unit   | KCG Client |           |           |           |           | Competitor Average |           |           |           |           |
|-------------------------------------|-----------------|------------|-----------|-----------|-----------|-----------|--------------------|-----------|-----------|-----------|-----------|
|                                     |                 | Baseline   | Q1        | Q2        | Q3        | Q4        | Baseline           | Q1        | Q2        | Q3        | Q4        |
| Hosted Virtual Desktops WV          | Desktop         |            | 1.00      | 1.00      | 1.00      | 1.00      | 2.25               | 2.25      | 2.25      | 2.25      | 2.25      |
| Virtual Client Computing MS         | Desktop         | 3.00       | 2.00      | 2.00      | 2.00      | 2.00      | 1.50               | 2.80      | 2.80      | 2.80      | 2.80      |
| File Sync and Share WV              | Collaboration   | 2.00       | 2.00      | 2.00      | 2.00      | 2.00      | 1.75               | 1.75      | 1.75      | 1.75      | 1.75      |
| Enterprise Sync and Share MQ        | Collaboration   | 4.00       | 4.00      | 4.00      | 3.00      | 3.00      | 2.50               | 2.50      | 2.50      | 3.20      | 3.20      |
| Enterprise Mobile Management WV     | Mobility        | 3.00       | 3.00      | 3.00      | 1.00      | 1.00      | 2.32               | 2.32      | 2.32      | 2.10      | 2.10      |
| Enterprise Mobile Management MQ     | Mobility        | 1.00       | 1.00      | 1.00      | 1.00      | 1.00      | 2.60               | 2.80      | 2.80      | 2.80      | 2.80      |
| Enterprise Mobile Management MS     | Mobility        | 1.00       | 1.00      | 1.00      | 1.00      | 1.00      | 2.50               | 2.50      | 2.50      | 2.70      | 2.70      |
| Hosted Private Cloud WV             | Hybrid          | 3.00       | 3.00      | 3.00      | 3.00      | 2.00      | 1.90               | 1.90      | 1.90      | 1.90      | 1.80      |
| Public Cloud Platforms WV           | Hybrid          |            | 2.00      | 2.00      | 2.00      | 2.00      | 2.65               | 2.65      | 2.65      | 2.65      | 2.65      |
| Cloud IaaS MQ                       | Hybrid          | 3.00       | 3.00      | 3.00      | 3.00      | 3.00      | 3.25               | 2.95      | 2.95      | 2.95      | 2.95      |
| DRaaS MQ                            | Hybrid          |            | 3.00      | 3.00      | 3.00      | 3.00      | 2.66               | 2.66      | 2.66      | 2.66      | 2.66      |
| X86 Server Virtualization MQ        | SDDC            | 2.00       | 2.00      | 2.00      | 2.00      | 3.00      | 3.10               | 3.10      | 3.10      | 3.10      | 2.60      |
| Worldwide Hyperconverged Systems MS | SDDC            | 2.00       | 2.00      | 2.00      | 2.00      | 2.00      | 1.70               | 1.70      | 1.70      | 1.70      | 1.50      |
| <b>Business Unit level</b>          | <b>Totals</b>   | <b>Q0</b>  | <b>Q1</b> | <b>Q2</b> | <b>Q3</b> | <b>Q3</b> | <b>Q0</b>          | <b>Q1</b> | <b>Q2</b> | <b>Q3</b> | <b>Q3</b> |
|                                     | Desktop         | 3.00       | 2.00      | 3.00      | 3.00      | 3.00      | 1.50               | 2.80      | 5.05      | 5.05      | 5.05      |
|                                     | Collaboration   | 6.00       | 6.00      | 6.00      | 5.00      | 5.00      | 4.25               | 4.25      | 4.25      | 4.95      | 4.95      |
|                                     | Mobility        | 5.00       | 5.00      | 5.00      | 3.00      | 3.00      | 7.42               | 7.62      | 7.62      | 7.60      | 7.60      |
|                                     | Hybrid          | 6.00       | 9.00      | 11.00     | 11.00     | 10.00     | 5.15               | 7.51      | 10.16     | 10.16     | 10.06     |
|                                     | SDDC            | 4.00       | 4.00      | 4.00      | 4.00      | 5.00      | 4.80               | 4.80      | 4.80      | 4.80      | 4.10      |
| <b>Grand</b>                        | <b>Totals</b>   | <b>Q0</b>  | <b>Q1</b> | <b>Q2</b> | <b>Q3</b> | <b>Q3</b> | <b>Q0</b>          | <b>Q1</b> | <b>Q2</b> | <b>Q3</b> | <b>Q3</b> |
|                                     |                 | 24.00      | 26.00     | 29.00     | 26.00     | 26.00     | 23.12              | 26.98     | 31.88     | 32.56     | 31.76     |
|                                     | Index           | 100.0      | 108.3     | 120.8     | 108.3     | 108.3     | 96.3               | 112.4     | 132.8     | 135.7     | 132.3     |
| <b>Overall</b>                      | <b>Averages</b> | <b>Q0</b>  | <b>Q1</b> | <b>Q2</b> | <b>Q3</b> | <b>Q3</b> | <b>Q0</b>          | <b>Q1</b> | <b>Q2</b> | <b>Q3</b> | <b>Q3</b> |
|                                     |                 | 2.40       | 2.36      | 2.23      | 2.00      | 2.00      | 2.31               | 2.45      | 2.45      | 2.50      | 2.44      |
|                                     | Index           | 100.0      | 98.5      | 92.9      | 83.3      | 83.3      | 96.3               | 102.2     | 102.2     | 104.4     | 101.8     |

|                    | Q0    | Q1    | Q2    | Q3    | Q4    |
|--------------------|-------|-------|-------|-------|-------|
| KCG Client         | 100.0 | 98.5  | 92.9  | 83.3  | 83.3  |
| Competitor Average | 96.3  | 102.2 | 102.2 | 104.4 | 101.8 |



Key:  
 MQ = Magic Quadrant  
 WV = Wave™  
 MS = Marketscape