

# IMPACT

## INFORMATION MARKET



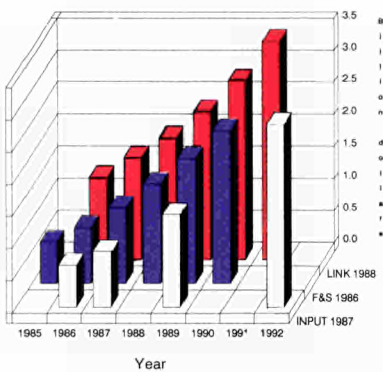
Published by the Commission of the European Communities  
Directorate General XIII: Telecommunications, Information  
Industries and Innovation.

Issue No. 56

Feb. 1989—April 1989

### EUROPEAN ONLINE DATABASE MARKET

Market Research Forecasts



Source: Information Market Observatory

**The different estimates and forecasts of the European information market, from Link, Frost and Sullivan and Input, all show strong growth. This is confirmed by Information Market Observatory user panel surveys (p 4). Online information makes up only one quarter of information market expenditure. Some analysts anticipate that the global professional information market will be of the magnitude of 40 to 100 Billion US dollars towards the year 2000.**

### Europe rebounds

Vice-President Pandolfi inherits the responsibilities of Information Technologies, Information Industries and Innovation at a time when these Commission services are becoming of increasing importance in the lives of Europeans.

We publish in this issue, a summary of the positive turnaround experienced by the Information Technology sector, thanks in large measure to ESPRIT (p 9). The results of the Melbourne International Telecommunications Union conference, WATTC-88, are also reported (p 8). The positive results of that treaty meeting mean that information service providers and alternative network services

## Language Industry hearing calls for Community action

Some 100 million pages of text, it is estimated, are translated every year in the European Community. That corresponds to a workforce of 100,000 and an annual turnover of 10 billion ECU.

Presently the traditional sectors such as agriculture and manufacturing constitute no more than 40 per cent of the economy and the rest is heavily centred on information handling, where translation of documents is increasingly important. Whereas our principal competitors require translation principally for global exports, the Community's own internal market is linguistically divided by nine official and several more regional languages in current use. This could be considered a barrier or a creative challenge to give the Community a head start in a future global market.

now have a better environment in which to work. The Commission's Green Paper on Telecommunications succeeded in opening up a broad consensus among network users of just what they want in the 1990s.

Information technology and new telecommunications channels are no use to the average European unless adequate services are being provided. The new IMPACT programme has provoked a wide range of companies and others who want to participate in the emerging stronger European market.

Europeans have reason to have more confidence in their step today than the early 1980s. But they still have more of the same exciting paths to tread.

A high level hearing was held by the Commission on 14 December 1988 to consider the emerging autonomous economic sector: the Language Industry for Europe. Already language technologies are sufficiently advanced to offer new products and services. But the sector is by its very nature international and there are few clear policies at national level.

Some 25 university and industrial experts were present including members of the Panenborg panel which reported on the Eurotra research and development programme for simultaneous multilingual translation.

On the demand side the needs for rapid and accurate translation covers all sectors of life. The move to 1992 will uncover hidden demands across the economy. The economic activities where languages are the principal object of activity would include: information services, office automation, publishing and printing, communication, advertising, production of documentation, translation, interpreting, language teaching and learning, besides an undefined large population of end users of such services.

The supply side is more difficult to identify. This is not surprising as entrepreneurial opportunities are just emerging. It is composed of the traditional linguistic sector plus publishers of dictionaries and text books, and new areas like computer software and artificial intelligence.

The experts answered specific questions posed by the Commission on technical feasibility, estimation of basic

resources, lexicographical needs for written and spoken languages, and software needs for non numerical data.

The chairman, Dr H Coltof concluded that it was now evident for the Commission to undertake action in this field.

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### Sr. Pandolfi takes on IT



Al Vicepresidente della Commissione, Filippo Maria Pandolfi, è stata attribuita la responsabilità delle telecomunicazioni, industrie dell'informazione e innovazione ed inoltre della ricerca e sviluppo.

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## Senior officials favour IMPACT actions 2000 requests for information packages on Call for Proposals

Following the initiation of the IMPACT programme established by Council decision of 26 July 1988 (Official Journal: L 288, 21 October 1988), the Senior Officials Advisory Group was renamed Senior Officials Advisory Committee. In its first meeting on 24 October 1988, SOAC gave a favourable opinion on the work plan. Subsequently, the Commission issued a Call for

Proposals for implementing pilot/demonstration projects in the following areas: intelligent interfaces, image banks, tourism information, information on standards and patent information. The deadline for submission of proposals for information on standards was 31 March 1989 and for the other areas, 28 February. Some 2000 information packages on the call have al-

ready been sent out.

At its second meeting on 24 November 1988, SOAC gave the Commission favourable opinions on:

1. the IMPACT programme of horizontal activities as laid down in Article 2 of the Council Decision and which the Commission will undertake in accordance the plan of action contained in the Annex of the Decision;

2. the draft work plan for the launch of pilot/demonstration projects in the area of information on standards;

3. the revised version of draft guidelines for improving the synergy between the public and private sectors in the information market.

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## Nato finds SYSTRAN a "valuable and effective tool"

In its first full year of application of SYSTRAN, the NATO translation department has already found computer translation system an invaluable help. Following an agreement with the Commission, which has SYSTRAN rights in the public sector, the system has been modified to NATO needs. The terminology database was enriched with NATO-specific entries from a growing number of fields. In return the Commission received suggestions for software enhancement and dictionary improvements.

Albert Cox, head of NATO's translation service, admits that customization, the key to an acceptable end-product, was a slow and time consuming business. "The results, however, amply justify the effort," he says.

In the first half of 1988, 243,750 words were translated. In the second half up to

the beginning of December, the figure was 450,250. But by the end of the year it was just under 900,000.

"In some cases," says Cox, "the clients were content with rapid post-editing; in other cases texts were post-edited to normal standards of readability."

A high priority was set on involving the translators in the project. The advantages and peculiarities of translating with SYSTRAN were explained in detail to each translator individually. "The system cannot, on its own, resolve the relational and semantic ambiguities which are a feature of NATO documents," he admits. Short, clear sentences are easier both for humans and SYSTRAN. "The willingness of translators to be involved in pre-editing and post-editing and to make constructive suggestions for improvement was

undoubtedly a positive factor. Widespread hostility would have been inimical to the project", says Cox.

"SYSTRAN's usefulness cannot be measured by statistics alone. Its speed and stencil-crunching ability allow it to cope with certain emergencies and urgent requests for long documents. Our recent Defence Ministers' Meeting was

a case in point. A certain series of documents amounting to 192,000 words quite literally could not have been translated in time but for SYSTRAN. Although not fully operational, SYSTRAN has already proved its worth."

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## Five millions words translated by SYSTRAN

Some five million words are regularly being translated each year using a computer automated translation and editing system for Commission services. Some 626149 lines of information in 1337 documents were processed in 1988. That works out at an average of 468 lines for each document. The SYSTRAN computer can on average furnish a translation of such a document in 16 minutes. That's a line translated every two seconds.

The services regularly using SYSTRAN to help speed up translations vary widely. They include the Secretary General's office for the translation of minutes of Council of Ministers and the Commission meetings, information for businesses on BCNet, agriculture, industry and various information technology services of DG XIII, such as ESPRIT and TEDIS. Secretaries can

use SYSTRAN from their own word processor or personal computer.

Depending on the end use, the text can be pre-edited to remove ambiguities and typing mistakes, and post-edited to remove imperfections in the translated text. For each domain specialized dictionaries have to be created. Minutes of meetings are ideal for translation by SYSTRAN. The original has to be clear and precise and employ a limited vocabulary. In other specialized areas such as agriculture and certain industries, well established vocabularies have been created for the computer through wide experience of translating and correcting documents. SYSTRAN has been finely honed over the years to respond to these specific tasks.

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Information Market  
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Informationsmarkt  
Mercado de la Información

Published by Directorate General XIII Commission of the European Communities

incorporating **DIANE NEWS**

This newsletter (formerly Euronet News) is published by the Directorate General for Telecommunications, Information Industries and Innovation, Commission of the European Communities, Luxembourg, and is available on request from the address given here. Opinions expressed are not necessarily those of the Commission. Reproduction is authorised, but the CEC is not responsible for the use which might be made of the information.

Editor: David J. Price.  
Luxembourg. ISSN 0256-5066

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Fragen und Bemerkungen an:



# Audition sur l'Industrie de la Langue devant la Commission

Extrait du discours de M. André Danzin, conseiller auprès de la CCE, "La linguistique computationnelle et les industries de la langue".

Nous subissons une métamorphose de civilisation. Nous quittons la civilisation industrielle pour entrer dans une civilisation de l'information et de la communication. On voit déjà par les déplacements de main-d'oeuvre et d'activités et par les spécialisations surtout dans les pays les plus développés, que la matière première essentielle est l'information...

Autrefois, on pouvait penser que l'économie restait enfermée dans les frontières nationales ou dans une région. Aujourd'hui, pour la plupart des techniques et la plupart des services qui peuvent s'exécuter à distance, le seul marché qui arbitre la sélection véritable est le marché mondial...

Et, nous, Européens, nous allons créer un marché unique, le 1er janvier 1993. Il faut que les barrières linguistiques n'interrompent pas ou ne constituent pas des obstacles trop graves aux échanges de biens ou de connaissances entre les personnes, et ne limitent pas la circulation des personnes, tout en gardant la richesse de la diversité culturelle de l'Europe.

Après avoir vécu les révolutions de transistors des années 1950s et de la naissance de l'informatique des années 1960s, je me demande aujourd'hui si nous ne sommes pas dans la troisième phase d'une révolution qui se présente d'une manière analogue, et qui concerne la capacité que nous allons avoir d'utiliser l'ensemble des possibilités des systèmes experts et de l'intelligence artificielle. Je me demande si nous ne sommes pas dans la même situation, avec la même difficulté, de faire prendre conscience à ceux qui ont des responsabilités d'attribution de crédits, ou de définition des objectifs de recherche ou de dotation de moyens de déve-

loppement industriels. le même scepticisme, la même difficulté à comprendre que nous avons reconstruit lorsque les transistors sont apparus, et lorsque l'informatique est née...

Je ne crois pas qu'on puisse parvenir à une traduction automatique qui soit capable de faire respecter toutes les subtilités de la langue. Mais en revanche, il y a des domaines dans lesquels le langage ne doit pas être ambigu. Un premier domaine d'application, urgent, est l'apprentissage des langues pour les jeunes européens qui devraient connaître très bien leur langue maternelle et devraient aussi connaître au moins une ou deux langues pratiquées par un autre pays de la Communauté.

Il y a aussi des quantités de domaines pratiques où le langage doit perdre toute ambiguïté et où on peut admettre qu'il pourrait être rédigé dans un vocabulaire restreint de 3000 ou 5000 mots, avec une syntaxe restreinte, qui serait contrôlée à l'entrée par la machine de traitement de textes. Si l'on peut l'imaginer les textes de l'UNESCO ou des Nations Unies, de la Commission des Communautés européennes, ou du Conseil de l'Europe, il y a déjà un marché des centres d'applications qui sont probablement considérables.

Des notices commerciales ou des notices d'emploi d'un produit devraient aussi être écrites sans ambiguïté et avec syntaxe simple, même dans le cas d'une fourniture complexe comme un avion, un système d'armement, un système informatique compliqué. Par conséquent elles pourraient être préparées pour la traduction automatique et les systèmes de traduction automatiques qui sont nécessaires, en particulier pour le marché des Douze. Il est concevable que l'on prenne dès l'origine des mesures qui permettront des facilités de traduction automatique. Il en va de même pour les banques de données, ainsi que pour les normes, les

brevets, les informations scientifiques, les informations pour le tourisme, le transport, la météorologie, les informations financières etc... Sans aller jusqu'à la traduction automatique on peut concevoir que l'assistance à la traduction par ordinateur soit peu à peu généralisée. L'aide sera médiocre au départ puis s'améliorera par le perfectionnement progressif du vocabulaire et de la base syntaxique...

Pour la première fois, sans doute, c'est la Commission, c'est à dire, l'Europe qui propose des objectifs et qui monte la voie à l'acquisition des connaissances. Ce n'est plus au niveau national que l'initiative se prend. Je ne sens pas que dans aucun de nos Etats aujourd'hui il y ait une véritable politique des industries de l'information ni des industries de la langue. Ce sont des techniques transver-

sales qui intéressent la culture, l'éducation, la recherche et beaucoup d'autres sujets... Nous savons combien il est difficile de prendre des décisions chaque fois qu'un problème devient inter-ministériel.

En animant ces projets-pilotes du domaine des industries de l'information et si c'est possible, des projets pilotes dans le domaine des industries de la langue, la Commission des Communautés va obliger les Etats à prendre conscience du problème et j'espère à définir des groupes de réflexion... Bien entendu, cet effort doit être prélevé sur les moyens propres des universités, sur les moyens propres des industries et des Etats, la Commission ne pouvant intervenir que comme un catalyseur de ces volontés et également des coopérations intra-européennes.

## Call CATE for multilingual publications



Information Technology (IT) is helping in a number of ways to create a Language Industry for Europe. Computer Aided or Assisted Translation (CAT) includes the word processing packages which supply multi-lingual dictionaries, automatic hyphenating instructions on the computer. Machine Translation (MT) includes a number of systems such as SYSTRAN used by the Commission which will take input and produce a translation from the computers memory and software containing instructions for parsing and bilingual dictionaries. Eurotra is a Community research and development programme whose aim is to be able to translate a text from one language into all eight

other Community languages. Once a text is in machine (that is computer) readable form, text processing of the initial text or translated product is rendered that much easier. Computer Automated Translation and Editing (CATE) describes the process where and editor can create a text, have it translated automatically by SYSTRAN, for example, and then manipulate the translation for printing or publishing. Coding for EDI (Electronic Document Interchange) would be left unchanged by computer translation. Thus an invoice or confirmation of delivery notice, sent in one language, could arrive in another with the same format.



## User panel

# Steady growth for 1989

Three out of four members of the Commission's user panel expect steady growth in use of information systems and services. In the latest survey of the User Panel, which is carried out for the Information Market Observatory, 73 per cent of the panel anticipate growth at more than 5 per cent and one in two users put next year's increase at over 10 per cent. Sixteen per cent expect growth at more than 15 per cent. Only one in five expect constant expenditure and a mere six per cent expect decreases in budgets.

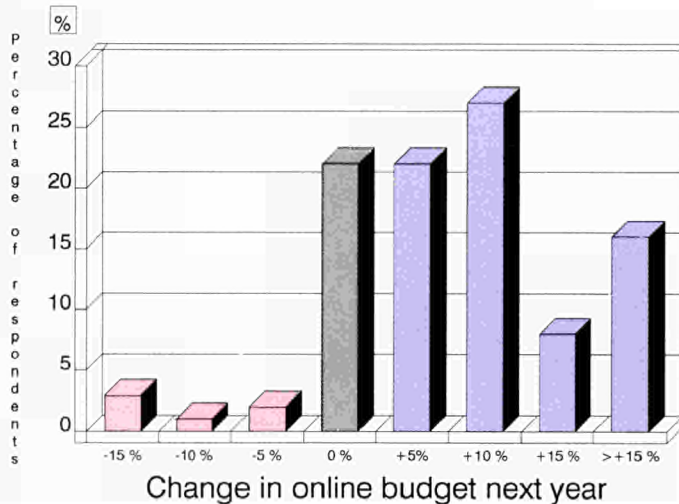
Online access, itself, represents only a quarter of user's total information budget, including manpower and materials. There is therefore an enormous potential for expansion.

Three out of four users (73 %) are now logging on automatically to their hosts. They use personal computers or intelligent terminals and are satisfied with the resulting efficiencies. There is a marked trend to using higher speeds of access — 1 200 bits per second or more. Access is increasingly on public data networks (83 per cent) rather than leased lines. Seven out of eight (88 per cent) are satisfied with the resulting quality.

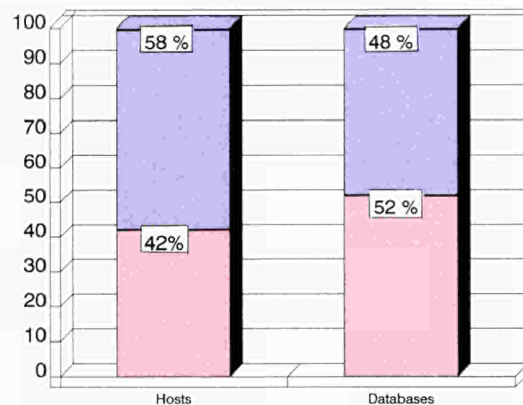
Hosts also give satisfactory results for the users, say 84 per cent of their customers. The problems most often cited are information quality, retrieval software problems and lack of customer support.

On the European market, multilingualism needs to be taken into account in the marketing efforts of hosts. While many customers are prepared to search in a foreign language database, they are more insistent on support and training in their own language. The provisional results of another survey indicate that even if four out of five search databases in a foreign language, they would still like support in their own language. The use

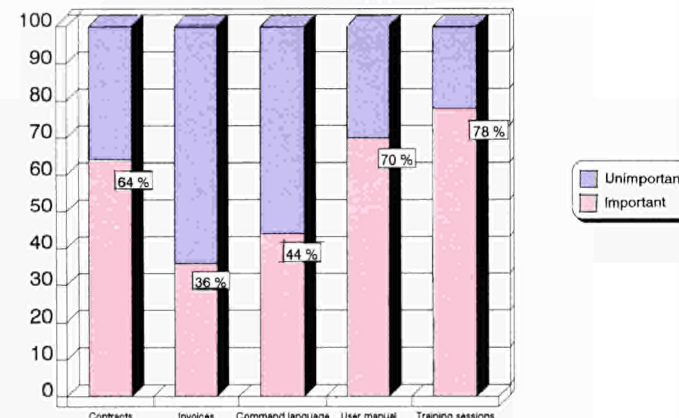
### Expected change in expenditure



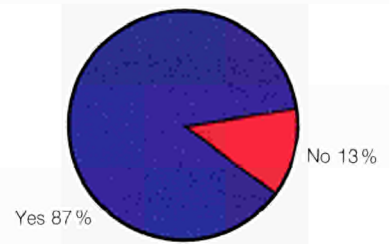
### Is language a key factor in the selection of :



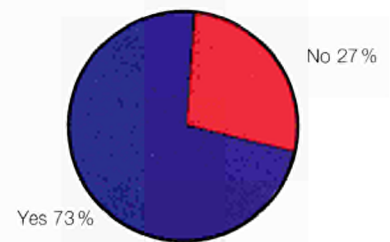
### How important is the mother tongue for : (customer support features)



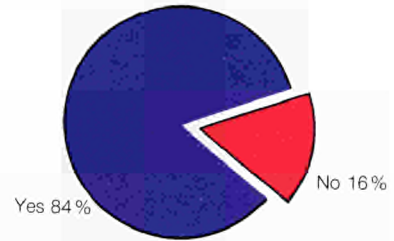
Is the quality of communication links to the hosts satisfactory?



Automatic logon Do you use it?



Are you satisfied with service from the hosts?



of the mother tongue is considered particularly important in training sessions, user manuals and contracts.

Language, on the other hand, is not necessarily a key factor in the selection of the host organization but slightly more than one in two considers it a key factor in the choice of database.

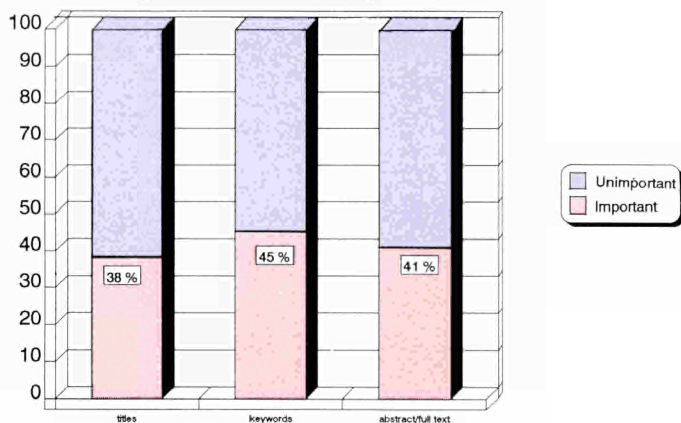
If database producers aimed to gain more foreign customers they should make sure there were translations of keywords (for searching), abstracts/full texts and titles in that order.

Billing in a foreign language is more acceptable than having the user manual in a foreign language; contracts should preferably be in the user's language while he or she may be more prepared to use a command language based on another tongue.

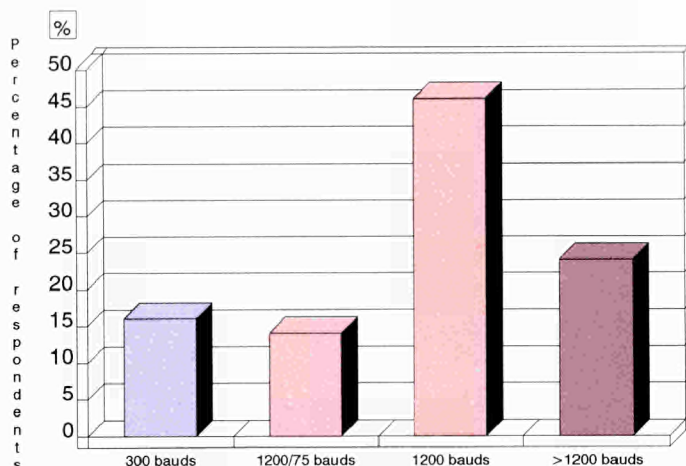
Contact: M. Serge Lustac  
C.E.C., DG XIII-B  
L-2920 Luxembourg



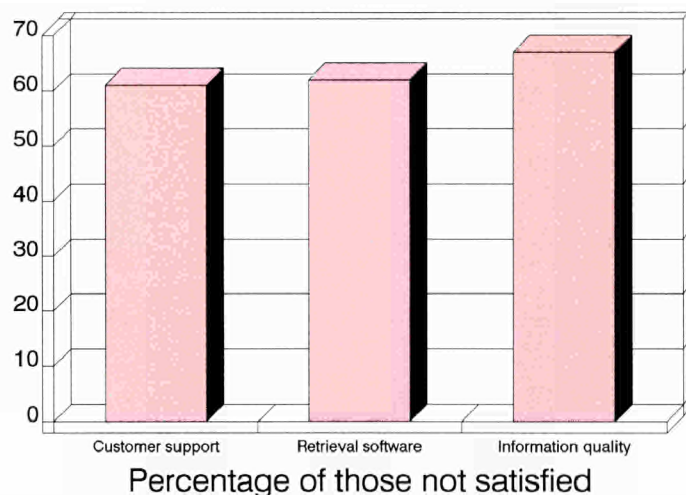
How important is the mother tongue for :  
(database records)



Speed of the online connection



What are the problems ?



## Electronic Publishing latest

**EPMAP** is a project which will furnish decision makers with summary information and expert evaluations of significant developments in electronic publishing. Organized by the International Electronic Publishing Research Centre (IEPRC), the project provides surveys expert assessments by a rule-based system and analysis of the data by country, type of activity and area of impact.

During Phase 1, which began in January 1988 and was partly sponsored by the Commission (DG XIII), a structured database was set up and expert appraisals of new applica-

tions will be added. A prototype of the expert system as a tool for evaluating information is running. During the course of 1989, experts will appraise the data gathered and pinpoint successful and unsuccessful ventures, discover reasons for business failures, and find opportunity gaps.

Subscriptions for Phase 2 are now open.

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PIRA House  
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Leatherhead  
GB-Surrey KT22 7RU  
Tel: +44 372 376161  
Fax: +44 372 377526

## Searchers

According to a recent study there are six barriers to non use of modern information systems: real and perceived inadequacy of information services, access problems, finance, apathy and ignorance. The sixth barrier is a psychological one, which the author of **Non-users of information services**, Graham Lea calls information shock. Many non users survive without adequate information, by luck or

street-smartness. The 180 page report analyzes how information services should be marketed to appeal psychologically and take into account differences of personality in relation to product design, advertisements, brochures and sales calls.

**Contact: Graham Lea and Partners**  
Suite 20  
3 Abbey Orchard St  
London SW1P 2JJ  
Tel: +44 1 222 1339

## Online awards



**Helen Henderson**, of IME and formerly EUSIDIC secretary, was made **Personality of the Year** at the 1988 London International Online Conference. **Mr Bill Renaud**, (right) chairman of the European Community's Committee on Information for Documentation in Science and Technology (CIDST) was made an honorary member of the newly formed European Information Industry Association (EIIA).



## 1992 databases

Since 1988 there have been over 100 cross border deals in anticipation for 1992. Infomat's **1992 European Alert** monitors the developments on a weekly basis. Articles from over 40 daily newspapers, 80 weekly journals and some 150 specialist publications in 10 languages are selected and summarized in English. Topics fall into five categories: 1992 industrial im-

pact, strategic positioning/ bids and deals, EC and government initiatives, financial services and personnel/labour.

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VO TEC House, Hanbridge Lane  
GB- Newbury, Berkshire RG14 5HA  
Tel: +44 635 34867  
Fax: +44 635 40212  
Gold: 87:WQQ363

## La loi communautaire

**Celex** fournit une information complète sur le droit communautaire. Les versions linguistiques différentes sont disponibles sur les serveurs **Cerved** (Italie: téléphone, (49) 849411) **Edicline** (Allemagne, téléphone, (7221) 21040 or RU: (273) 813238) **Icex** (Espagne, téléphone, (1) 431 1240) **Profile** (RU, téléphone, (932) 761444) and **TBD** (Portugal, téléphone, (1) 603181). Toutes les versions linguistiques sont disponibles sur le serveur de la Commission des C.E., **Eurobases** (tel: +32 2 235 0001). La base contient les traités de base et ac-

tes modificateurs, la législation (actes contraignants ou non, droit dérivé, droit complémentaire), la jurisprudence de la Cour de Justice des Communautés européennes, les travaux préparatoires (propositions de la Commission, avis et résolutions du Parlement européen, etc) et les questions parlementaires. Le texte intégral est disponible pour la plupart des documents. De plus, la présence de données analytiques (auteur, forme juridique) facilite la recherche et la sélection des documents pertinents.

## Portuguese market

The Portuguese host, Time-Sharing, have loaded a database, **Digité**, on technical economic and industrial matters. With records dating from 1980, and growing annually by 6000 records, the base contains information at national and international level. Details of EC institutions, funding and other institutions such as UNIDO, OECD, GATT and FAO are also included. Specialized information on commercial policy, industrial investment incentives, secto-

rial restructuring and industrial safety are accessible. A thesaurus in English and French will be available during 1989.

Time-Sharing also offer **Lejuris**, a database on Portuguese legislation and jurisprudence.

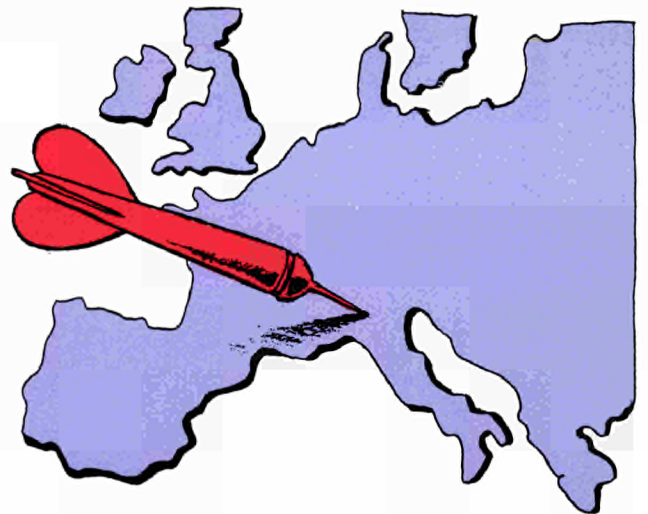
**Contact: Time-Sharing Computer Services**  
Rua Almeida Brandão, No 24 A  
P-1200 Lisboa  
Tel: +351 1 603181  
Fax: +351 1 667012  
Telex: 15823

## World steel plants

Details of some 7000 steel plants comprising about 175 000 items of information are included in the bilingual (German/English) **Plantfacts** database. Customers can receive selective output on

diskette.

**Contact: Verein Deutscher Eisenhüttenleute (VDEh)**  
Sohnstrasse 65  
D-4000 Düsseldorf 1  
Postfach 8209  
Tel: +49 211 67 07 468



## Merging and acquiring

Extel have launched a U K mergers and Acquisitions database, the first in a range of new products. Updated daily, the menu-driven base includes analysis of deals in specific sectors, competitive analysis, financial profiles of target and acquirer companies, elements of how deals are funded and company details. Several thousand companies'

numerical data will be available on a new base called **Global Advantage**. It covers 24 world markets and customers can decide whether currency conversions are made at historical or current rates.

**Contact: Extel**  
13-17 Epworth Road  
London EC2A 4DL  
Tel: +44 1 251 3333  
Fax: +44 1 251 2725

## Deutsche Industrie

Die **BDI Datenbank**, die Online-Version des Wirtschaftsadressbuches „Die Deutsche Industrie - Made in Germany“, ist auf Genios verfügbar. Die Datenbank enthält rund 90000 Produktbegriffe und Herstellernachweise von annähernd 20000 exportorientierten Industrieunternehmen der Investitions- und Konsumgüterindustrie. Die **Business** Datenbank ist darauf ausgerichtet, Geschäftsverbindungen weltweit zu vermitteln (Angebote und Gesuche). Sie erfasst branchen- und länderübergreifend Inserate, Informationen, Kontak-

te (deutsch- und/oder englischsprachig). Die Datenbank **Handelsblatt**, ist eine Online-Version des „Handelsblatt“, der grössten deutschen Tageszeitung für Wirtschaft und Finanzen. Sie enthält die Artikel in voller Textlänge und bietet wesentliche Informationen aus allen redaktionellen Bereichen.

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Handelsblatt GmbH  
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D-4000 Düsseldorf 1  
Tel: +49 211 83880  
Teletex: 211308 Hbl Verl  
Telex: 17 211 308

## Update by email

**Finstat** is a database of key statistical information published in the *Financial Times*. Share information, gilts, unit trusts, dividends, currency information can be downloaded each night from a Telecom Gold mailbox. Alternatively,

the figures can be loaded from diskette. Data can then be manipulated using the customer's software.

**Contact: Finstat**  
126 Jermyn Street  
London SW1Y 4UJ  
Tel: +44 1 925 2323



## Telesystemes on patent chemicals

**Markush Darc** on Telesystemes now offers a graphic chemical database for the input storage and retrieval of generic chemicals structures described in patents. Other new products include **Pharmsearch**, a European and US pharmaceutical patent database and **WPIM**, a graphic Markush counterpart of the World Patents Index file, **Darc and Beilstein Inhouse**

**systems** for searching more than 4.5 million compounds on the Beilstein short and full files. Questel now offers **TMGER**, covering all trademarks in force in F R Germany, including their legal status and international classes.

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115 rue du Bac  
F-75341 Paris Cedex 07  
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## Locating in Europe

Multinational firms can pick and choose where they wish to set up. A centre which can gain the most out of a Single Market must also be balanced against the grants and loans that could accrue in less favoured regions. And some less favoured regions could be ideal for certain businesses.

How to find what the market is offering? The answer is **Euroloc**, a continually updated database on incentives to industry offered by national governments and European Community institutions - 600 in total. Supported by DG XIII, **Euroloc** is searchable in a number of European languages and the information is

structured so the inquirer can find key details quickly. Incentives are described for what they are: grants, tax concessions, soft loans. Conditions, value and procedures for applying are described.

**EPRC**, which produces and hosts **Euroloc** also offers **Aims** a database on financial incentives in the UK and **Stars** which covers legislation, rules and regulations affecting business in Britain as well as indicating advisory services and other matters.

**Contact: EPRC Ltd**  
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GB- Glasgow G1 1XH  
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Fax: +44 41 552 0775

## Business worldwide

German Business Information /Gesellschaft für Betriebswirtschaftliche Information (GBI) have produced a number of databases on company information. **WWC**, World Wide Companies contains company profiles, balance sheets, income statements and 15 ratios of the largest companies worldwide, including the top 1000 in Europe. **COIN** company Information or **FINN** in German is a larger database of 5000 German companies produced by the Verband der Vereine Creditreform. **FITT**, FirmenInformation Text contains news of companies published in the German language press. **Prognos** contains references to

German language press on forecasting, trends and developments in German business, politics and society. **Manex** contains references to corporate and individual management experts in Germany, Austria and Switzerland. It gives addresses and personal profiles. And for that after dinner speech in German, there is **Bonmot** full texts of quotations, idioms, philosophy and proverbs from speeches articles and arguments.

**Contact: GBI**  
Pariser Str 42  
Postfach 80 07 23  
D-8000 München 80  
Tel: +49 89 448 28 04  
Fax: +49 89 448 53 15

## Tenders

The opening up of the internal market brings new opportunities for replying to calls for tenders. **TED**, Tenders Electronic Daily, is an ace up the sleeve for companies wanting to have an edge on the market. All worldwide tenders that are published in the 'S' Supplement of the EC Official Journal are available online.

**Contact: Centre français du Commerce extérieur**  
10, avenue d'Iéna  
F-75783 Paris Cedex 16  
Tel: +33 14505 3000

**Profile information**  
79 Staines Road West  
GB-Sunbury-on-Thames  
TW16 7AH  
Tel: +44 9 32 76 14 44

**Ministerie van Economische Zaken**  
Bezuidenhoutseweg 30  
Postbus 20 101  
NL-2500 'S-Gravenhage  
Tel: +31 70 79 89 11

**Saarbrücker Zeitung**  
Gutenbergstraße 11-23  
D-6600 Saarbrücken 1  
Tel: +49 6 81 50 20

**CERVED**  
Via Appia Nuova, 694  
I-00197 Roma  
Tel: +39 6 79 39 01

**ICEX - Instituto Español de Comercio Exterior**  
Paseo de la Castellana, 14  
Apartado 14.710  
E-28046 Madrid  
Tel: +34 1 431 12 40

**INFOTAP s.a.**  
2, rue A. Borschette B.P. 262  
L-2012 Luxembourg  
Tel: +352 43 61 65

**WTC - World Trade Center Lisboa**  
Avenida do Brasil, 1  
P-1700 Lisboa  
Tel: +351 1 73 35 71

**ODAV Datenverarbeitung GmbH**  
Ernst-Heinkel-Straße 11  
D-8440 Straubing  
Tel: +49 94 21 70 50

**TBD - Telemática e Banco de Dados, Lda.**  
Rua Almeida Brandão, 24A  
P-1200 Lisboa  
Tel: +351 1 60 81 56

All available language versions of TED

**ECHO**  
PO Box 2373  
L-2903 Luxembourg  
Tel: +352 488041  
Fax: +352 488040, Telex: 2181

## Statistische Daten

**Cronos** ist eine numerische Datenbank, die makroökonomische Zeitreihen enthält. Eine Zeitreihe ist eine historisch geordnete Aufstellung von Zahlen, die in Cronos zum Teil in den 50er Jahren beginnt; es kann sich dabei um jährliche, halbjährliche, vierteljährliche oder monatliche Daten handeln. Cronos enthält etwa eine Millionen Zeitreihen. Diese Zeitreihen sind in 21 Bereiche unterteilt, die verschiedene Themen abdecken und der Unterteilung der Eurostat-Veröffentlichungen entsprechen, so dass sich der Benutzer leicht zurechtfinden kann. Die the-

matischen Bereiche lauten wie folgt:

Allgemeinstatistische Informationen, Wirtschafts- und Finanzstatistik, Bevölkerung und soziale Verhältnisse, Energie- und Industriestatistik, Land- und Forstwirtschaft, Fischerei, Aussenhandel, Dienstleistungen und Verkehr. **Cronos** ist verfügbar bei drei Host-Firmen:

**WEFA**, (Paris, telefon, (1) 45 63 19 10)

**GSI-ECO** (Paris, telefon, (1) 45 66 78 89) und

**Datacentralen** (Denmark, telefon, (1) 75 81 22).

## The largest

Pergamon Financial Data Services have added **ELC**, Europe's Largest Companies, to their portfolio of management databases. Detailed information on 25,000 companies in Europe, including Scandinavia, is given. PFDS have also added an English version of the **Hoppenstedt** database of 41,000 German companies.

The **MMA**, the management and marketing abstracts database now includes a number of French and German periodicals such as *Revue française de Gestion*, *L'Expansion*, *Industriemagazin*, *Marketing and Manager Magazin*.

**Contact: PFDS**  
Achilles House  
Western Ave  
London W3 OUA  
Tel: +44 1 992 3456  
Fax: +44 1 993 7335



## Traité international sur les télécommunications

Les représentants de 113 pays ont adopté le 9 décembre 1988 à Melbourne, Australie, le premier traité international sur les services et les réseaux de télécommunications internationales intégrées. Le Règlement des télécommunications internationales, qui entrera en vigueur le 1er juillet 1990, constituera l'élément de base pour les normes et pour les dispositions administratives nécessaires non seulement à mettre en oeuvre les «réseaux des années 1990» et au-delà, mais également à assurer le maintien des services de télécommunications tradi-

tionnels existants utilisés par le public dans le monde.

Le nouveau traité a été élaboré par la conférence administrative mondiale télégraphique et téléphonique 1988, couramment dénommée CAMTT 88. Sur la base de 1000 propositions différentes présentées devant les délégués, des dispositions spécifiques particulièrement souples ont été rédigées pour refléter des perceptions différentes. A cet égard, chaque pays membre qui, à l'avenir, introduira et exploitera tous types de services de télécommunications y compris les services nouveaux, pourra en

outre choisir la politique et l'approche technique qu'il considèrera comme la plus adaptée à sa situation.

Le texte réglementaire issu de la conférence est suffisamment souple pour permettre la conclusion d'accords multilatéraux essentiels et pour arrêter les dispositions nécessaires à la mise en place et au fonctionnement effectif des réseaux internationaux de télécommunications de base. Il traite également des installations et des services de télécommunications offerts aux clients des administrations et des exploitations reconnues.

La conférence a en outre également pris en considération la fourniture de services internationaux au public assurée à la fois par les exploitants des réseaux traditionnels, ainsi que par les nouveaux partenaires et les nouvelles organisations (exploitations privées et autres) y compris les services offerts par l'intermédiaire du réseau international de télécommunications.

**Contacteur:** M. T. Schuringa  
DG XIII/D  
CEC, 200 rue de la Loi  
B-1049 Bruxelles  
Tel: +322 235 0575

## Telecommunications treaty signed at Melbourne

The world's first treaty for integrated international telecommunication services and networks was adopted by representatives of 113 nations in Melbourne on 9 December 1988. The regulations, agreed at the World Telegraph and Telephone Conference (WATTC-88), will take effect



from 1 July 1990 and provide the basic foundation of norms and administrative mechanisms required for traditional telecoms and the new networks of the 1990s and beyond.

For the European Community and other countries, the position of banks and other international organizations

which act as new service providers with networks of their own, has now been clarified on a world level.

The new regulations recognize, for the first time, the right of States to authorize new international telecommunication service providers, in cases where States chose to use a system of authorization.

Special arrangements may also be made, where the States so wish, to meet special telecommunications needs. Thus all international telecommunication service providers are brought within the ambit of the regulations, but in a flexible and non burdensome way.

A compromise was worked out on the authorization and compliance with the regulations by such new service providers. The right of States to require that new service providers should be subject to authorization is recognized for the first time. However, the authorization is only required when the national law requires it. Countries which have liberalized their telecommunications do not have to introduce authorization. New service providers are encouraged to apply the relevant CCITT recommendations. Although the full weight of the regulations is not specified for new service providers it was agreed that States should cooperate in implementing the Regulations. Guidelines are set out in an interpretive resolution.



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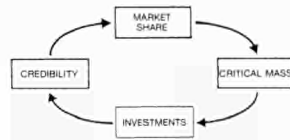
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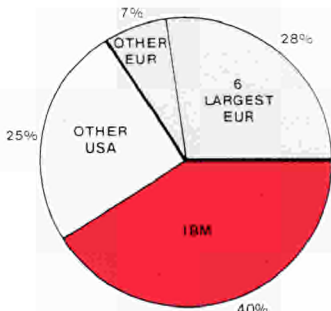
# ESPRIT: Changing a vicious circle into a virtuous cycle

## EUROPEAN DP MARKET SHARES

(TOP 25 COMPANIES)



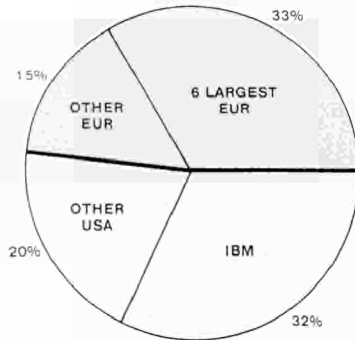
1984



36.1 BILLION ECU

(DATAMATION)

1987



48.8 BILLION ECU

## THE EUROPEAN IT INDUSTRY

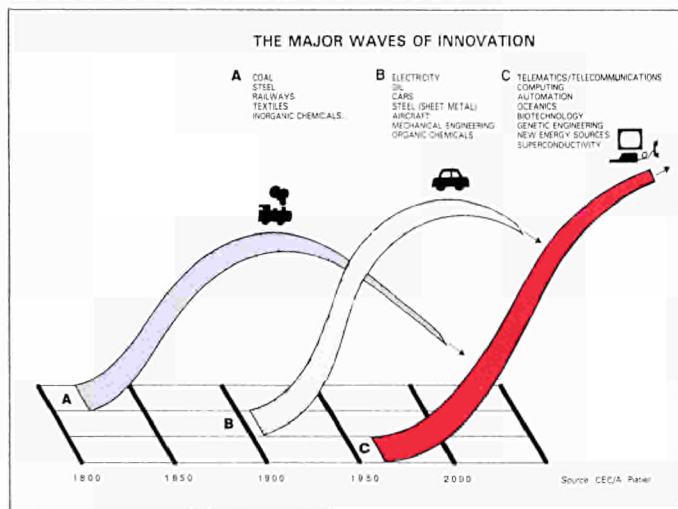
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- INCREASED CREDIBILITY
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- ACTIVE ROLE IN DEVELOPING WORLD STANDARDS
  - X, OPEN, SPAG, OSI, OSF
- MOVING FROM PROPRIETARY TO OPEN SYSTEMS

Since the commencement of the European Strategic Programme for Research and Development in Information Technology, ESPRIT, a new synergy has occurred across the IT industries, hardware, software. This virtuous cycle is having a beneficial effect right across the information industry.

## Telecoms and services



Much will depend on Europe's achieving a real single market for telecommunications by 1992. "High capacity networks ... will be an essential dynamic element of our productive capacity," writes President Jacques Delors in the foreword of **Telecommunications in Europe** by Herbert Ungerer and Nicholas Costello (ISBN 92-825-8209-4). The Community's scientific and technological programmes have already demonstrated that Europeans can aspire to the first rank as soon as they put together their resources and unite their talents, he says.

Open and efficient markets of telecommunications and computer technologies will lead to an explosion of new features for the business place and for the home. Such innovations as High Definition Television (HDTV) will also open up a new range of possibilities in the work place for image transfer. The book presents a convincing case why national markets should be broken open to bring about better communications for all Europeans.

Contact: Office for Official Publications  
L-2985 Luxembourg



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## Commission launches biotech info study

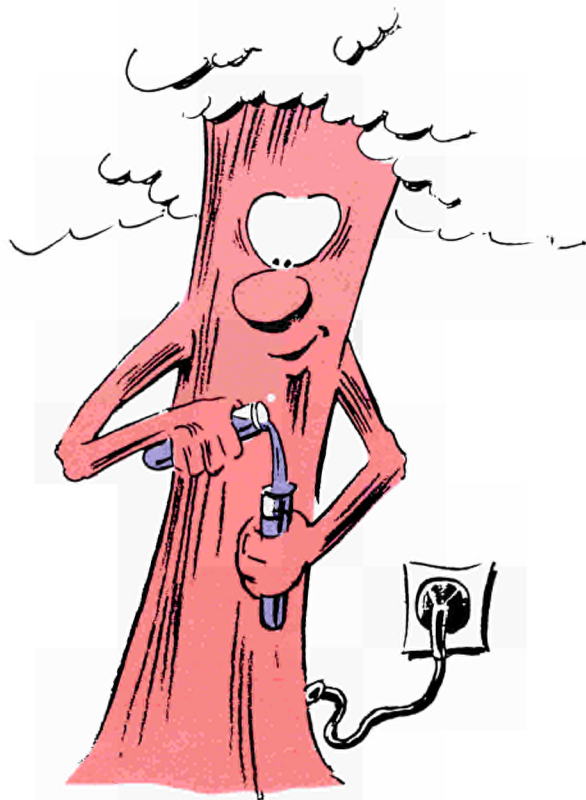
Access to information in the field of biotechnology will have a major strategic impact on the future of bio-industries in Europe. The Commission (DG XIII-B) has, therefore, initiated a definition study on the development of an information infrastructure for the European bio-industries. Costing 225,000 ECUs of which half will come from Community funds, the project brings together for the first time, the bio-industries, a number of major publishers and information service providers.

The main contractor is CEFIC, the European Council of Federations of the Chemical Industry, and publishers include Elseviers, Springer-Verlag, Oxford University Press and others.

The project calls for the production of a plan for the collection, collation and exploitation of Europe's biotechnological databases. Biotechnological information, such as nucleic acid sequences or the potential structure of an amino-acid chain, is of crucial importance to academic and industrial research. Europe lags behind the USA and Japan in the infrastructure and funding required to support such databases.

A long term plan, taking account of the various needs, restrictions and requirements (e.g. concerning intellectual property rights and exploitation) of the varied users and depositors, as well as funding agencies, is required to ensure that Europe continues to develop and make effective use of the data collections concerned.

Europe has no central body guiding or coordinating the wide variety of information relevant to the bio-industries. This lack of focus is leading duplication, a dilution of effort, and difficulties in locating and obtaining the data required. This will become more important as the huge national and international programmes aimed at deciphering the genetic codes of man as well as other organisms become operational and begin to accumulate data.



The plan will concentrate initially on three areas: genetic-related information, structures (such as biopolymers) and strain, cell line and specific molecular databases.

The first phase will inventory the needs of the user community and relate them to present and future information technology developments and policies. The US and Japanese systems will be compared and analyzed. A number of workshops will be held to consider development of strategic alternatives and evaluate

results against commercial and public parameters.

A second phase will translate the principles defined during phase one into one or two specific working models. These will include the needs of users and producers, establish guidelines for cooperative and competitive exploitation of information, cover financial aspects and deal with security and confidentiality.

Contact: Mr. Günter Steven  
CEC, DG XIII-B  
L-2920 Luxembourg  
Tel: +4301 2873

## Nordic interrogator

IANI is a program for AT compatibles that provides easy access to a number of hosts. It provides one logon procedure and one command language when accesses different hosts. It also helps in formulating the correct search statement and help throughout the search.

Developed by Nordinfo and CRI (Computer Resources International), IANI presently allows searches on three Nordic hosts, FEK, Libris and

VTKK. Other hosts will be added subsequently. The interrogation of databases is based on the standard Common Command Language (ISO/DIS 8777). Hosts are invited to become IANI hosts by sending the relevant details of their search systems.

Contact: Nordinfo  
c/o Tekniska Högskolans  
Bibliotek  
Otnäsvägen 9  
SF- 02150 Esbo 15  
Finland  
Tel: +358 0455 2633

## Computer aided engineering: materials survey

The European Commission's Directorate General XIII-B and Rolls Royce plc are undertaking a definition study to define a Pilot Demonstrator Project to integrate materials information into the CAE environment. Parties interested throughout the Community are asked to participate.

The initial proposal will be published in April and incorporate an analysis of a materials engineering system as part of a larger engineering function. A questionnaire will be circulated throughout the Community. An analysis of this survey will lead to a number of small follow-up meetings to identify the consensus.

Rolls Royce will then prepare a pilot demonstrator project proposal which will identify the methodology, scope and resources, key tasks and the proposed participants.

The definition study will finish at the end of September when the results will be presented to the Commission and made available to participants.

Contact: Mr. R J Bamkin  
Rolls Royce plc  
PO Box 31  
GB-Derby DE2 8BJ  
Tel: +44 332 240 372  
Fax: +44 332 369 962  
Telex: 37645

## ESA knocks connect charges on the head

A personal computer should be used for more than just making a search as rapidly as possible, according to ESA-IRS managing director, Marino Saksida. The Frascati-based host has therefore brought in a charging policy which allows the searcher to spend more time online to find the exact information.

Information retrieval itself is subject to a higher tariff.

Contact: ESA-IRS  
Via Galileo Galilei  
I-Frascati  
Tel: +39 6 94011



## Library draft action plan evokes enthusiastic response

During July 1988, the first draft for discussion of an Action Plan for Libraries in the EC was distributed widely to national contacts with responsibilities for libraries, various library organizations, individual librarians and other interested parties.

The document was further disseminated by such organizations and open meetings, attended by large groups of professionals, were held in most of the Member States. About 50 written comments of impressive quality and breadth were received by the Commission. Originating mainly from organizations or ad hoc

groups of professionals, they give as a whole a representative view of a cross section of professionals and the principal professional organizations.

Their reaction is overwhelmingly favourable to Community action in the field and in particular the structure and content of the draft plan of action.

Some respondents, while realizing that the action plan was intended to activate other funds, contrasted the estimated annual running cost of libraries in the Community, 5 billion ECUs, with the indicative size of the propos-



ed programme, 33 million ECUs. They pointed out that international cooperation can involve significant additional costs. For greater efficacy, the plan should be opened also to countries outside the Community.

A revised draft is being prepared taking into account the comments. The Commission will begin procedures necessary with other Community institutions to put the plan of action into effect as soon as possible. Further work will be effected on implementation aspects, including criteria and mechanisms for the selection of projects, eligibility to apply

for funds, timing of decision-making process, criteria for deciding levels of support, treatment of regional issues and preparation of appropriate consultative and management structures.

Preparatory feasibility studies and pilot/demonstration projects under the IMPACT programme are already being considered. Preparatory work is also necessary at national level relative to defining and selecting of projects for co-funding support.

Contact: Ms Ariane Iljon  
CEC, DGXIII-B  
L-2920 Luxembourg  
Tel: +352 4301 2923

## OSI et les bibliothèques

Suite à la résolution du Conseil des Ministres de septembre 1985 relative à la collaboration entre bibliothèques dans le domaine du traitement de l'information, la Commission a lancé un certain nombre d'actions en faveur du monde bibliographique. La dernière en date fut l'organisation d'un séminaire intitulé "The use of OSI for bibliographic applications in libraries" qui se tint du 11 au 13 janvier à Luxembourg. Trois buts principaux étaient visés par ce séminaire: présenter les enjeux techniques de l'introduction de l'OSI pour les bibliothèques européennes, permettre aux utilisateurs d'exprimer leurs besoins en matière de produits OSI et élaborer des recommandations quant aux nouveaux thèmes de travail qui devraient être pris en compte

par les organisations de normalisation.

Le programme du séminaire s'articulait autour de trois axes principaux: l'état de l'art normatif, les besoins des utilisateurs et l'application des technologies de l'information aux besoins spécifiques des bibliothèques. Différentes recommandations ont été formulées à l'issue de ce séminaire, dont deux semblent particulièrement importantes. La première porte sur le lancement d'une action visant à définir précisément les besoins des bibliothèques. La seconde, quant à elle, suggère la mise en place d'une structure de normalisation qui assurerait la production de normes fonctionnelles européennes dans le domaine bibliographique.

Contact: Mme A Iljon  
CEC, DG XIII-B  
L-2920 Luxembourg  
Tel: +352 4301 2923

## Legal matters

The 7th meeting of the Legal Advisory Board (LAB) took place in Luxembourg on 19 to 20 October and discussed the legal problems related to the Commission programme TEDIS (Trade Electronic Data Interchange Systems). Following presentations of this programme, of the UN-CID relevant rules of conduct and of certain EDI applications in the private sector (ODETTE in the automobile industry, CEFIC, in the chemical industry) and the public sector (customs), cer-

tain legal issues common to all these applications were identified concerning the validity of electronically transmitted commercial documents.

Experts were asked, on the basis of a questionnaire, to provide information on how these problems are dealt with in their respective countries. A synthetic report will be produced once this information is collected.

Contact: Mr. George Papapavlou  
CEC, DG XIII-B,  
L-2920 Luxembourg.  
Tel: +352 4301 4318

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ECHO, the European Commission Host Organization, is looking for staff (male or female) who can help new users in the online information world, and demonstrate exciting, innovative, user-friendly services. Under the European Community's IMPACT programme, ECHO has a prime function for awareness and promotion of the European online information services market. ECHO currently offers some twenty databases, including DIANEGUIDE, an inventory of all European databases, TED on Tenders, Eurodicautom, a multilingual terminology databank, as well as important research databases. Voice input/output access will be initiated on a new database soon.

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- E. Dates of conferences and exhibitions
- F. How to start online and news about ECHO
- G. How new networks (broad band, ISDN) and programmes results (ESPRIT, RACE, DELTA, DRIVE) will affect information services.
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- E Dates des conférences et expositions
- F Comment débiter en ligne et les nouvelles d'ECHO
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