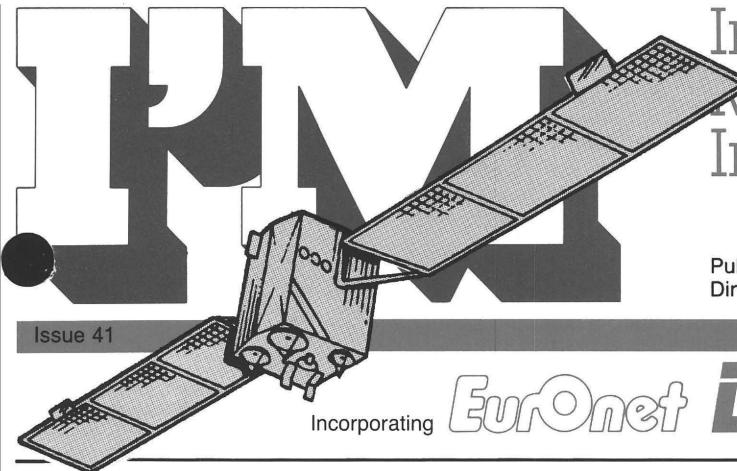


# Information Market

## Marché de l'Information

## Informationsmarkt



Issue 41

Published by  
Directorate General XIIICommission of  
the European Communities.

Oct.-Nov. 1985

Incorporating

**EuroNet DIANE NEWS**

# Apollo gives Europe lead in LIBRARY information transfer by satellite

"APOLLO is an innovative project," said Commission Vice-President Karl-Heinz Narjes at the signing by the Commission and the European Space Agency, ESA, of the APOLLO project on 31 July 1985. "As far as I can judge, we have a lead over the USA and Japan in this particular field of satellite data communications. We must try to ensure that this advantage is maintained."

The APOLLO project will provide a high-speed digital information transfer system suitable for long data messages, in particular for document facsimiles, transmitted from a small number (up to 10) of information providers to many widely dispersed users. It uses the EUTELSTAT 1 series of communication satellites developed by ESA and European industry.

The Commission estimates that APOLLO will help to provide a long-term infrastructure for a market which is likely to be worth 300 MECU per year in five years' time. It will also contribute to experience in design, costing and operation of small dish earth terminals and other equipment to be developed especially for APOLLO. The project should stimulate and accelerate the creation of a mar-



European Commission Director General, Raymond Appleyard (left) and ESA director, Edmund Mallett sign the Apollo agreement in Brussels.

ket for European earth stations and associated equipment.

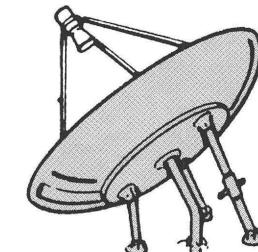
The agreement between the Commission and ESA provides for the development of prototype equipment by European industry as specified by ESA, and for the Commission with the assistance of ESA and the telecommunications administrations to provide overall coordination of APOLLO including archives foreseen for the Office of Official Publications of the European Communities in Luxembourg, and several other large document archives in Europe.

## L'Europe prend la tête pour le transfert de l'information par satellite

Le projet APOLLO, dont un accord était signé par la Commission Européenne et l'Agence Spatiale Européenne (ESA) le 31 juillet 1985, devra mettre en place un système numérisé à grande vitesse pour le transfert de l'information en grand volume, et en particulier des copies de documents. Pour ce faire le projet se servira de la famille EUTELSAT 1 des satellites de communication mis au point par l'ESA et l'industrie euro-

péenne.

«Il s'agit ici d'un projet innovateur, et pour autant que je puisse en juger, nous avons une avance sur les États-Unis et le Japon dans ce secteur particulier des satellites de communications de données. Nous devons tenter de maintenir cet avantage», a déclaré M. Karl-Heinz Narjes, Vice-président de la Commission, responsable de l'industrie et de la recherche. voir p.2.



### IN THIS ISSUE

- Apollo user call ..... p 2
- Nouveau DIANE GUIDE ..... p 6
- Failures of legal databases ..... p 8
- Courses for Managers .p 5
- Online Help Centres ..p 12

**Change of Address? Please send us your IM label  
Déménagement? Envoyez-nous votre étiquette s.v.p.  
Umzug? Senden Sie uns bitte Ihre Etikette!**

# APOLLO

## Calling all document distributors

Certain centres will soon be able to receive documents within minutes of requesting them online thanks to the installation of the latest equipment of the APOLLO project.

The European Commission is to make call to all libraries, documentation centres and distributors to indicate their interest in participating in the APOLLO project.

Participation would involve a library installing a receive only earth station. This is simply a outdoor dish aerial which is connected to a small black box (the receiver indoor unit and access controller). This equipment is wired through to the library's document terminal. Depending on the PTT, the dish could be situated close to the customer or connected at some distance by a land line.

A librarian might, for example, make an urgent search of the scientific literature for an engineer. If he finds the exact references he needs to some foreign journals that he does not have to hand, he can order them online. The full text may exist on digital optical disc store, on a computer tape, microfiche or paper. The host then transmits the full text data via the Eutelstat-2 satellite and the library receives the text via its small dish installation. This data is immediately reconstituted into text and

images on the library terminal and may them be printed off if necessary.

Using such a system the engineer could save at least the two weeks' period which is the average time for sending a document in the post in Europe. He could also have it more rapidly than traditional land based systems such as facsimile.

Digital conversion is the only practical method for transmission of pages containing text, graphics and pictorial information. A typical A4 page containing all these elements would represent between a third of a million and several million bits of information.

For a satellite system such a page would correspond to a long data message and be transferred in less than one second.

The system comes into its own when inter library loan services or fast computer file transfer is involved. Publishers may want to embark on electronic publishing of digital records, thereby avoiding expensive printing and distribution costs of voluminous hard copies of documents.

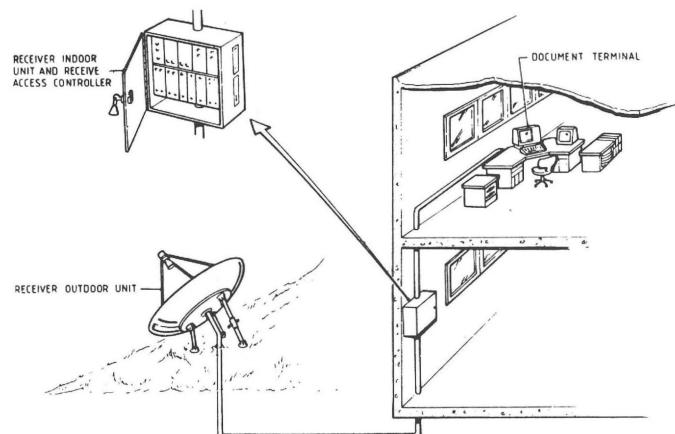
For the business community and other organisations APOLLO can answer the needs for a fast and efficient method to distribute documents between their establishments.

## ESA gets APOLLO hardware together

The European Space Agency (ESA) in conjunction with the European Commission (DGXIII) is making a call for proposals for the hardware that will enable high speed digital information to be sent around Europe.

The hardware in question will perform four functions: receive data station controllers, receive only earth stations, transmit data station controllers and satellite access controllers.

## How earth station captures data from satellite



Apollo: Suite de la page 1.

La Commission estime que le projet APOLLO doit contribuer à mettre en place une infrastructure à long terme dont le marché potentiel représentera, dans cinq ans, quelque 300 Millions d'ÉCU par an. Un nouvel équipement au sol, tel que des petites antennes de réception paraboliques devra être con-

çu pour APOLLO, le projet devrait apporter des enseignements utiles quant à conception, au coût et fonctionnement de cet équipement. APOLLO doit également stimuler et accélérer la création d'un marché européen de stations terrestres et des équipements connexes.

Contact: Mr Carlo Vernimb  
CEC, DG XIII/B  
L-2920 Luxembourg

Mr S Hånell  
ESA  
8-10 rue Mario Nikis  
F-75738 Paris, Cedex 15



Information Market  
Marché de l'Information  
Informationsmarkt

Published by  
Directorate General XIII

Commission of  
the European Communities.

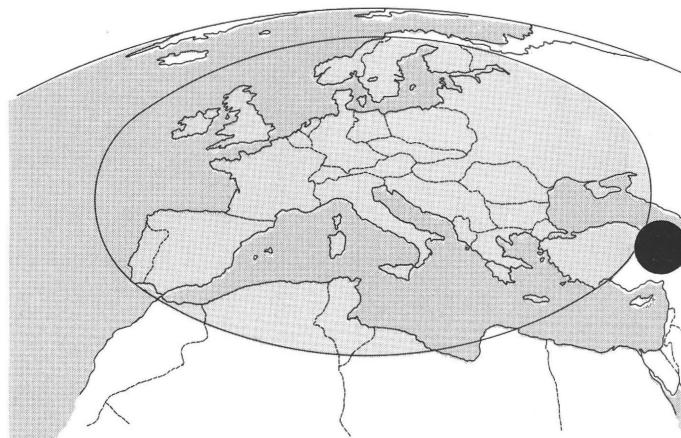
Incorporating **EuroNet DIANE NEWS**

This newsletter (formerly EuroNet News) is published by the Directorate General for Information Market and Innovation, Commission of the European Communities, Luxembourg, and is available on request from the address given here. It is published as a special supplement to Euroabstracts. Reproduction is authorised, but the CEC is not responsible for the use which might be made of the information. Editor: David J. Price. Designed by Weber & Co. Luxembourg. ISSN 0250-5789

Comments and inquiries to:  
*Commentaires et renseignements à:*  
Fragen und Bemerkungen an:

DG XIII/B  
CEC  
L-2920 Luxembourg  
Tel.: (352) 4301 2883  
Telex: 2752 eurdoc lu

## ECS multi-service system coverage



## Eurotra Colloquium

More than forty firms and universities from around Europe were invited to the colloquium on developing the basic software for Eurotra, an advanced machine translation system. The meeting held in Luxembourg on 1 July covered the background to the call for tenders made by the European Commission, the design principles of the Eurotra kernel software, prototype implementation and user environment.

Contact: Mr. S. Perschke  
European Commission,  
DG XIII/B2  
L-2920 Luxembourg  
Tel: + 352 4301-3121

## Match that Doc

The University of Bradford and the British Library have begun work on a project designed to simplify and speed up electronic ordering and delivery of documents. Called DOCMATCH 1 and sponsored by the Commission (DG XIII) the aim is to investigate the problems of linking the full texts of documents stored on computer with references in bibliographical databases. Based on further development of the Universal Standard Book Code, the project is expected to lead to a propo-

## Aufruf zur Einreichung von Vorschlägen für hochwertige Informationsdienste

Die Kommission der Europäischen Gemeinschaften (DG XIII) wird in Kürze einen neuen Aufruf zur Einreichung von Vorschlägen veröffentlichen mit dem Ziel drei der vorrangigen Aktionsbereiche des Fünfjahres-Gemeinschaftsprogramms zur Entwicklung des Fachinformationsmarktes zu fördern. Die vom AW-TID, dem beratenden Ausschuß der Kommission, empfohlenen Sachbereiche sind:

**Information für die Industrie** wie beispielsweise Information über Produkte und Preise, Nachrichten aus der Wirtschaft unter Einbeziehung der Entwicklungen auf dem Weltmarkt, Handelsvorschriften und gewerbliche Eigentumsrechte.

**Biotechnologische Information** durch wissenschaftliche, technische und kommerzielle Fachinformationsdienste.



**Elektronisches Publizieren:** Anwendung digitaler optischer Medien. Submittern können hier über die Sachbereiche Information für die Industrie und Biotechnologische Information hinausgehen.

Die Kommission beabsichtigt eine Kofinanzierung ausgewählter Vorschläge während eines Zeitraumes von höchstens zwei Jahren.

sal for an international standard.

Contact: Mr D Millson  
BLDD  
Boston Spa  
W Yorks LS23 7BQ

## Green Europe on the green screen

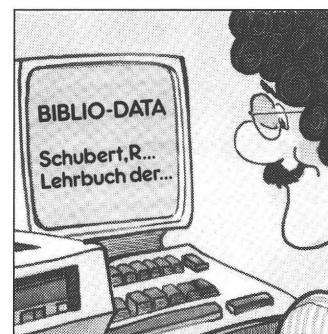


Businessmen who need to know the latest developments of production and marketing of food and agricultural commodities can now have immediate online access to the complete text of the authoritative Agra Eu-

rope weekly bulletin and an optional daily news service.

Specialising in the latest turns of the Common Agricultural Policy of the Community, Agra Europe can now be transmitted worldwide on the day of publication via British Telecom Gold. Traders, banks, government departments and international organisations and others who now subscribe to the printed version will be able to access the online version at a special rate; non-subscribers will be charged according to usage.

Contact: Agra Europe  
16 Lonsdale Gardens  
Tunbridge Wells  
GB - Kent TN1 1PD  
Tel: + 44 892 33813  
Telex: 95114



## BIBLIO-DATA

### The German Bibliography' online!

Leave the old beaten track – Go by online! Make full use of what INKA now has to offer you.

- Over one million books, theses and other university papers, conference proceedings, reports, and journals of all series, cumulated since 1966.
- Access to almost any data element of a bibliographic entry.
- Bibliographic search – online! Subject-related search – online!

● Producer: Deutsche Bibliothek, Frankfurt am Main

Fach-  
informations-  
zentrum

Energie  
Physik  
Mathematik GmbH  
Karlsruhe

D-7514 Eggenstein-Leopoldshafen 2  
Telephone (+49) 7247/82-4566  
Telex 7 826 487 fiz d  
Federal Republic of Germany

Die Unterstützung, in der Regel bis zu 200 000 ECU, soll etwa 25 % der Investitionskosten decken. Das Schlußdatum für die Einreichung von Vorschlägen wird voraussichtlich im November sein.

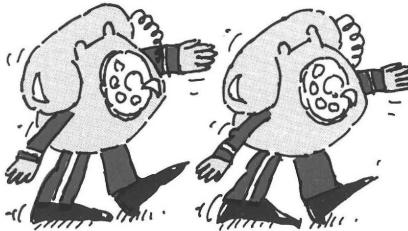
Die Auswahlkriterien umfassen kommerzielle Lebensfähigkeit, Marktnachfrage, ausreichende Ressourcen zur Implementierung, Einführung neuer Technologien, Benutzerfreundlichkeit, technische Flexibilität, Beachtung der Standardisierungsfragen und gemeinschaftsweite Relevanz.

Zusätzliche Unterstützung kann für Projekte gewährt werden, die die folgenden Kriterien erfüllen: Zusammenarbeit von Organisationen aus mehr als einem Mitgliedstaat; außergewöhnlicher Beitrag zur Stärkung oder Konsolidierung der Informationsversorgung in Europa; Reduzierung der Niveauunterschiede zwischen den einzelnen Mitgliedsstaaten bei den Informationstätigkeiten oder mehrsprachiger Zugang.

Kontakt: Herr J. G. Fraser  
KEG, GD XIII – B  
Büro B4/06  
L – 2920 Luxembourg

# L'Europe des Postes et des Télécommunications

Le gouvernement français a proposé un régime européen des postes, télégraphes et téléphones. Cette proposition faisait parti d'un vœu vers une plus grande coopération européenne dans le champ des communications et transit à l'initiative du Ministre des Affaires Étrangères, M. Aristide Briand en 1929.



En octobre 1942 treize états sont tombés d'accord sur une union européenne des postes et télécommunications, union qui est tombée en désuétude avec la capitulation des nazis en 1945.

Suivant l'appel de l'Assemblée consultative du Conseil de l'Europe en 1951 pour un territoire postal unique, un projet de création d'une union postale à l'Europe

communautaire était fait la veille de la conférence de Messine en 1955.

Ce sont quelques-unes des étapes dans l'histoire avant la genèse de la CEPT, la Conférence Européenne des administrations des Postes et des Télécommunications évoquées par Claude Labarrère dans son livre *L'Europe des Postes et des Télécommunications*.

M. Labarrère, un administrateur des PTT français, explique la politique entre la CCE et la CEPT en matière de nouveaux programmes RACE et ESPRIT et l'ouverture des marchés européens.

Une telle Europe, existe-t-elle? demande Jacques Dondoux, président actuel de la CEPT, dans la préface. Il répond: Le cadre existe. Mais, sur le plan politique ou industriel, l'Europe des Postes et des Télécommunications n'existe pas encore vraiment.

**Contacter:** Masson, Editeur  
120 bd Saint-Germain  
75280 Paris Cedex 06

## RACE: la course pour les télécommunications

L'investissement global au niveau de la Communauté dans le domaine des nouvelles télécommunications (équipements et terminaux) est évalué d'ici à 1995 à plus de 150 000 MECU. Ceci fera des télécommunications le premier secteur commercial en Europe.

La phase initiale du programme RACE<sup>1</sup>, que le Conseil vient de décider le 25 juillet, a pour but d'assurer la cohérence des différents systèmes et services des télécommunications. RACE a pour objectif de maintenir l'Europe à la tête de la course mondiale aux télécommunications et d'affirmer sa position sur le marché mondial des communications à large bande.

Le double objectif de la première phase consiste à élaborer un modèle de référence européen pour les télécommunications intégrées à large bande (IBC). C'est-à-dire préparer pour l'Europe une infrastructure des télécommunications capable d'offrir les services existants et une variété de nouveaux

services qui intègrent des technologies nouvelles pour la transmission de la voix, des données et des images. Un des défis de cette phase sera de concevoir et définir les terminaux «user-friendly» ou conviviaux qui seront à la fois nombreux, rentables et surtout accessibles à tous les utilisateurs potentiels.

La Communauté va soutenir cette phase de définition pendant une période de 18 mois avec l'assistance d'une équipe de spécialistes de la CEPT (Conférence Européenne des Postes et des Télécommunications).

D'autre part un effort technologique important demande une action de coopération transeuropéenne. Une grande partie de la technologie n'est pas disponible même au stade du prédéveloppement. Cet effort de R & D pourra bénéficier également des résultats du programme ESPRIT. Huit secteurs ont été identifiés comme prioritaires:

circuits intégrés très rapides

## Latest Gales guide books out

The Encyclopedia of Information Systems and Services now has an international edition covering 1 100 services outside the United States. Europeans may find the alphabetic ordering a little confusing (some companies are translated into English: Société Générale de Banque becomes Bank Society whereas Électricité de France is not englished and other companies are entered under their respective countries). A comprehensive set of indexes is, however, provided with a master index and others by database, publications, software, func-

tion/service, personal name, geographical location and subject.

Gale's Online database search services directory provides specifics of more than a thousand libraries and information on demand firms throughout the United States and Canada. The two volumes give indexes to organisations under host systems accessed, database speciality geography and search personnel.

**Contact:** Gale Research  
Book Tower  
Detroit, Michigan 48226  
USA

## ICSTI and electronic publishing

Particular emphasis is put on the development of electronic delivery systems and publishing in the new enlarged programme of activities of ICSTI, the International Council for Scientific and Technical Information, following the council meeting held in Baden Baden in June.

Four other topics were given high priority: economic issues, primary-secondary publishing interaction, numerical data and user needs and educational activities.

**Contact:** ICSTI  
51 Blvd de Montemorency  
F-75016 Paris  
Tel: +33 1 525 6592



A new digital exchange aimed at small and medium-sized companies is small and neat but can handle both voice and data.

circuits intégrés à haute complexité

opto-électronique intégré  
commutation à large bande  
composants optiques passifs  
composants pour liaisons à grande distance et à grand débit

logiciels de communications spécialisés

technologie de l'affichage

grand format sur écran plat.  
Pour l'exploration des options technologiques la contribution communautaire s'élève à 14 MECU, les contractants payant au moins moitié des coûts de chaque projet.

**Contacter:** ITTF  
CEC  
200 rue de la Loi  
B-1047 Bruxelles

<sup>1</sup> Document COM (85) 113.

## Committed to Online Information?

As a reader of I'M Information Market, you must be.  
And just as certainly, you'll need to come to the

# 9th INTERNATIONAL ONLINE INFORMATION MEETING

NOVOTEL LONDON, 3-5 DECEMBER 1985

- \* Three full days of conference sessions, with papers presented by experts from all over the world
- \* A host of satellite events: updates, training sessions, and seminars teaching new skills and knowledge
- \* Product review sessions on all three days, featuring the latest online services and products
- \* National language sessions in French, German, Dutch and Italian, reviewing the major points of the conference
- \* Specialist rendezvous — mini exhibitions featuring software for library and information work, and CD-ROM and Videodisc
- \* A major three-day exhibition covering all aspects of the online information industry, with over 125 exhibition stands
- \* A conference banquet, where the European Annual Information Awards are presented
- \* Over 4,000 visitors last year from 25 countries

*There is no other comparable international event with so much on offer . . . .*

*Come and see for yourself!*

Further information from: Jean Mulligan, Conference Organizer



Learned Information Ltd., Besselsleigh Road, Abingdon, Oxford OX13 6LG UK  
Tel. Oxford (0865) 730275 Telex 837704 INFORM G

### Managers — a chance to learn about new information systems

Management in many companies remain totally unaware of the new types of online information systems now available. By tapping the extensive external resources of information using their own desk top terminal, managers can find new business opportunities, determine what their competitor is up to and obtain extensive background data for internal company reports.

A European Community funded project to introduce the use of online information to industrial users, INDUSER, is currently holding a series of awareness seminars throughout Europe. UK, Danish and Netherlands managers will be able to participate during the months of October and November. Dates for other countries will be announced shortly.

22-24 October London, England  
6-7 November Copenhagen, Denmark  
27-8 November Amsterdam, The Netherlands

Phone immediately

UK Valerie Nurcombe (6065) 58242

Danmark: Mr. Lennart Scharff (01) 222224  
Netherlands: Mr. P. Rosenbrand (20) 223955

Or write to the nearest address

Lennart Scharff	Graham Hall	Mr P. Rosenbrand
3.U Consultants	OIC	Cobidoc
37 Vesterbrogade	7 Southlands	Postbus 16601
DK-1620 Copenhagen V	Holmes Chapel	1001 RC Amsterdam
	Cheshire CW4 7EU	The Netherlands
	United Kingdom	

### User forum confirms need for user support

Questions relating to the future activities of the DIANE User Forum were raised at the meeting on 12 June.

Mr Carlo Vernimb of the European Commission explained the rôle of DG XIII in the future development of the European information market and that Euronet DIANE was no longer the centre of directorate B's work.

Nearly all the national delegates gave their views on this subject. Many expressed the point that it was too early to

leave users without such help especially at a time when there were a lot more new users coming into the market. Other delegates emphasised the need to reduce regional discrepancies with the new information technologies or wanted more details on the new priority areas of the Community programme.

Mr Vernimb said the Commission favoured the continuation of the User Forum. It was decided that the Data-mail system could be used for electronic mail between participants.

Please rush me details of the INDUSER management seminars

Name .....

Company .....

Address .....

.....

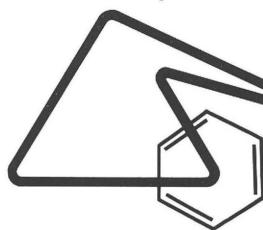
Telephone .....

Telex .....



# There are two good reasons why Questel is known as the n° 1 european online information service!

- Patents from all around the world-search our files for complementary coverage:
  - World Patents Index from Derwent Publications Ltd.
  - European and French Patent Office database series.
- Chemistry made even easier!
  - DARC, the integrated chemical structure search system speaks the chemist's language



**Telesystemes-Questel**

83-85, boulevard Vincent-Auriol - 75013 PARIS - FRANCE  
Téléphone : 33.1.582.64.64 - Téléx : 204 594

---

NAME: \_\_\_\_\_

ORGANIZATION: \_\_\_\_\_

ADDRESS: \_\_\_\_\_

CITY: \_\_\_\_\_ POSTAL CODE: \_\_\_\_\_

COUNTRY: \_\_\_\_\_ TELEX: \_\_\_\_\_

TELEPHONE: \_\_\_\_\_

Please send me full documentation about Telesystemes-Questel.

---

## Information en ligne en Europe? Demandez notre nouveau DIANE GUIDE!

Un service 24 heures sur 24 heures,  
7 jours de la semaine!

- Voulez-vous savoir quelles bases de données existent dans un certain secteur?
- Voulez-vous savoir quelle bases de données sont disponibles sur quel serveur?
- Avez-vous besoin de l'adresse d'un serveur afin d'obtenir un contrat?
- Voulez-vous avoir quelques précisions sur le contenu d'une base de données?

Le DIANE GUIDE vous donnera facilement cette information par votre terminal ou micro-ordinateur.

Comment?

Vous connecter à ECHO par l'intermédiaire de votre réseau. L'adresse d'utilisation de réseau (NUA) d'ECHO est

270448112

Quand vous recevez le message PLEASE LOGON ... composez le mot de passe DIANEF.

Ceci vous donnera toutes les informations nécessaires pour faire votre recherche.

Essayez-le!

Nous désirons recevoir vos commentaires.

## Thousands of ECUs on ECHO

The Commission's directorate XIII/B's 25 MECU programme is aimed at the development of the specialised information market in Europe.

Part of this operation includes the encouragement of new userfriendly information systems for business, commerce, industry and science.

The European Commission Host Organisation, ECHO, is responding to present an innovative, userfriendly way to let European companies know how to obtain funding

for projects that relate to categories in the programme.

Online users need only to call up ECHO on their network, NUA 270448112.

On receiving the acknowledgement COM, type in as logon,

**CALLE**

and you will obtain a file of all the current calls for tender and calls for proposals of DG XIII/B published in the series C of the Official Journal.

Good Luck!

## Milliers d'ECU sur ECHO

Le programme de la direction XIII/B de la Commission Européenne a pour but l'encouragement de nouveaux systèmes d'informations pour les affaires, le commerce, l'industrie et la science.

Le serveur de la Commission, ECHO, pour sa part tache de rendre plus facile et convivial le savoir faire nécessaire pour les sociétés européennes de répondre à un appel d'offres.

Maintenant, un fichier qui reprend tous les appels d'offres publics et les appels aux propositions émanant de la direction XIII/B de la Commission publiés au journal officiel C est disponible aux utilisateurs de l'information en conversationnel.

Connectez-vous au serveur ECHO (NUA 2 70 44 81 12). Après l'indicatif COM, introduisez comme logon

**CALLF**

Bonne chance!

## Bases de Datos en España y la CE



Las bases de datos de interés general constituyen un sector emergente generador de una actividad económica — la producción y distribución de estas bases de datos — que a su vez abre paso al desarrollo de una nueva industria cultural, a la aparición de nuevas profesiones y a la formación de un universo electrónico que facilita el acceso instantáneo y selectivo a informaciones de

tipo científico, tecnológico, económico y cultural.

En un libro, **Bases de Datos: retos, oportunidades y esperanzas**, edición de J. M. Berenguer, se recogen las aportaciones de grupo de especialistas españoles y extranjeros que intervinieron en los jornados «El futuro de las bases de datos en España y la CEE» y «Viabilidad de los proyectos de bases de datos de interés general», organizadas por la Fundación FUINCA en 1984 con el propósito de hacer cada día más patente el valor político, estratégico y económico de este sector.

Contacto: D. J. M. Berenguer Peña  
FUINCA  
Bréton de los  
Herreros 59, 3º  
E-29003 Madrid, España  
Tel: (91) 441 5399

## French Companies and the news

Questel's **BODACC** is a file of the official French companies and trades register, which is updated every day. Besides new entries it gives announcements of sales and asset transfers, company formations, modifications and changes in ownership and withdrawals. Announcements of companies annual accounts and liquidations and bankruptcies are also included. An updated version of **ESSOR** a trade directory of industrial companies employing more than 10 people has also been announced.

Questel have also announced that the files of

AFP, the French news agency, have been loaded. With 850 journalists and 2 000 staff around the world, one million words arrive at the main offices in Paris every day, 365 days a year. **AGRA**, contains AFP stories and politics, economics, science, the arts and diplomacy. **AECO** is devoted to economic, social and financial data.

Contact: Télésystèmes-Questel  
83-5 Bld Vincent Auriol  
F-75013 Paris  
Tél.: + 33 15 82/64 64

## £1 million host link boost

A new European use base worth potentially £1 million in the first year alone has been created by the linking of Datasolve's computer to that of the European Space Agency (ESA/IRS) in Italy.

The British host's World Reporter file containing electronic editions of Financial Times, the BBC Summary of World Broadcasts and Japan's Asahi News Service will now be available to 5000 new users. These customers of ESA/IRS will be able to interrogate World Reporter as easily as if it

were another file on the ESA computer.

According to Datasolve's Paul McFarland, "One-stop information deals are the fastest way to expand our revenue-earning potential, and thus give us the economies of scale to compete with US online information services. Europe has hitherto been an under-developed market for our service."

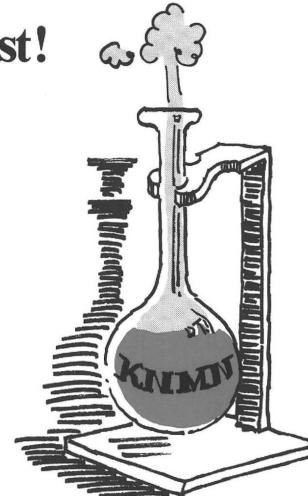
Contact: Datasolve  
4-7 Station Rd  
Sunbury-on-Thames  
GB-Middlesex TW16 6SB  
Tel: + 44 9327 81266

## Chemist, look east!

Data-Star have announced that they will add an Eastern European Chemical and Pharmaceutical database, **EECM**, containing abstracts in English of articles mainly published in cyrillic languages.

Details of nearly one million UK companies will be available on the **ICC** database.

Contact: Data-Star  
114 Jermyn Street  
London SW1Y 6HJ  
Tel: + 44 19 30/55 03



IAN GEO. BIIPAM. BIOSIS. CAB. CBA. CEA. CETIM. CHEMABS. CHEMABS TRAIN INDEX. COSMIC. CPI. CURRENT BIOTECH. EDF-DOC. EDIN. EI MEETING ENERGYNET. ENVIROLINE. EUDISED. FOOD SCIENCE. FLUIDEX. HSELINE. INIS

### The European approach to Online Information

LLUTION. PTS. ROBOMATIX. SATEL DATA. SPACECOMPS. STANDARDS & SPECIFI ABI/SOFT. ACOMPLINE. AEROSPACE DAILY. AFEF. AGRIS. ALUMINUM. AMP IAN GEO. BIIPAM. BIOSIS. CAB. CBA. CEA. CETIM. CHEMABS. CHEMABS TRAIN INDEX. COSMIC. CPI. CURRENT BIOTECH. EDF-DOC. EDIN. EI MEETING ENERGYNET. ENVIROLINE. EUDISED. FOOD SCIENCE. FLUIDEX. HSELINE. INIS RY. INSPEC ERLIN-TECH LLUTION. PTS. ABI/SOFT. A IAN GEO. B INDEX. COS ENERGYNE RY. INSPEC ERLIN-TECH LLUTION. PTS. ABI/SOFT. A IAN GEO. B INDEX. COSMIC. CPI. CURRENT BIOTECH. EDF-DOC. EDIN. EI MEETING ENERGYNET. ENVIROLINE. EUDISED. FOOD SCIENCE. FLUIDEX. HSELINE. INIS RY. INSPEC TRAINING. IRRD. ISMEC. LABORDOC. LAB. HAZARDS BULL. LEDA. ERLIN-TECH. METADEX. MOLARS. NASA. NTIS. OCEANIC. PACKABS. PASCAL LLUTION. PTS. ROBOMATIX. SATEL DATA. SPACECOMPS. STANDARDS & SPECIFI

**ESA-IRS**, the European Space Agency's Information Retrieval Service, offers the widest scientific and technological information coverage, with over 70 databases containing 30 million references, worldwide access possibilities through national and international data transmission networks, and many other services...

without commitment, I should like to know more about

**ESA-IRS**

Name .....  
Company .....  
Address .....

and send to:



ESA Information Retrieval Service  
C.P. 64 - 00044 Frascati, Italy  
(39/6) 94011 telex 610637

# The failures of legal databases in Europe – A case study in bad marketing

A supplier who has a customer willing to pay almost any price for a product should at least make a good living. That such is not always the case is borne out by a recent study on legal databases commissioned by the European Commission.

As table 1 shows, lawyers were asked to rank criteria for their choice of legal database. Content was the undisputed main reason for choosing electronic systems, userfriendliness – typified by the "ease of use" category was the next most important criterion. Technical wizardry on the terminal left lawyers unimpressed; this accounts for the poor showing of the "facilities" criterion.

While lawyers attached importance to all the above categories, a good number found the cost of a database system irrelevant and others rated it very low on their shopping list.

These user responses reflect the actual practice of lawyers. Most have their own systems for remembering where to find citations or have their own well thumbed reference books close at hand. It is when a

	CRITERIA FOR CHOOSING A DATABASE			
	Respondents Ranking Criterion			
	First	Second	Third (+)	Irrelevant
Content	36	–	–	–
Ease of Use	–	11	3	–
Facilities	–	1	5	–
Cost	–	9	5	5

Table 1

case involves either more explicit information of non-usual sources that a lawyer may turn to more complete systems like those offered by databases.

Most lawyers do not have scientific training (which is not the case of the average online user). Nor do they tend to spend a great deal of their time at a terminal to familiarize themselves to the operating system. One or two sessions a week was average. They therefore want something simple to use.

On the other hand, cost is not that important as they pass this on to their customers. If an electronic system is efficient and user friendly it will, after all, present a saving in time and money.

Lawyers, then, are perhaps an ideal group to demonstrate the efficacy of online systems' applicability to the wider world outside scientific and technical domains. The results for European information providers are disappointing in the extreme. Of 21 databases or systems which were covered in the user survey, only one – the US system Lexis – proved its ease of use. Eurolex users who were polled before the company was purchased by Lexis's British agent, Butterworth, indicated their general satisfaction with the system. Celex users inside the Community institutions showed a satisfactory level of ease of use. However this comprehensive European law service totally failed to satisfy external users who may not have had such regular use.

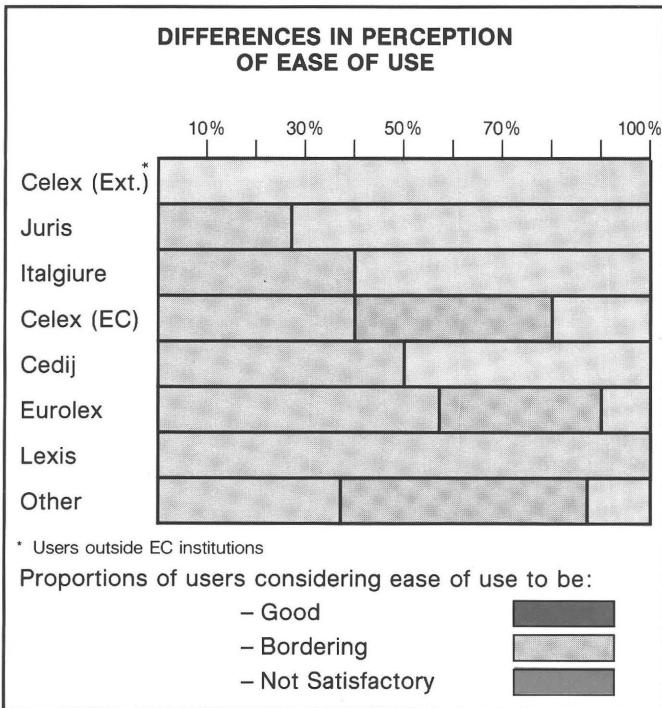
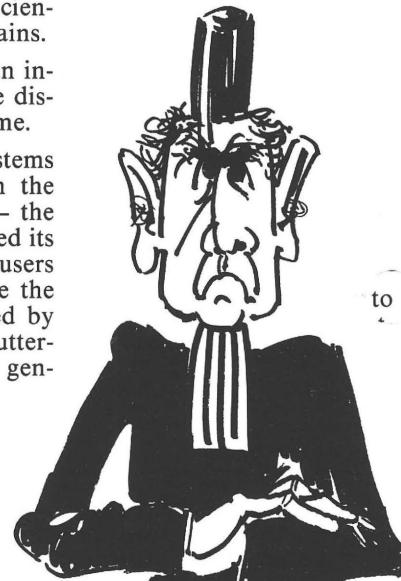
The initial results of the survey were revealed to the Eighth Symposium of Legal Data Processing in Europe, sponsored by the Council of Europe and held in Luxembourg in June, 1985. Some of the clearer lessons of the survey and delegates reports are the following:

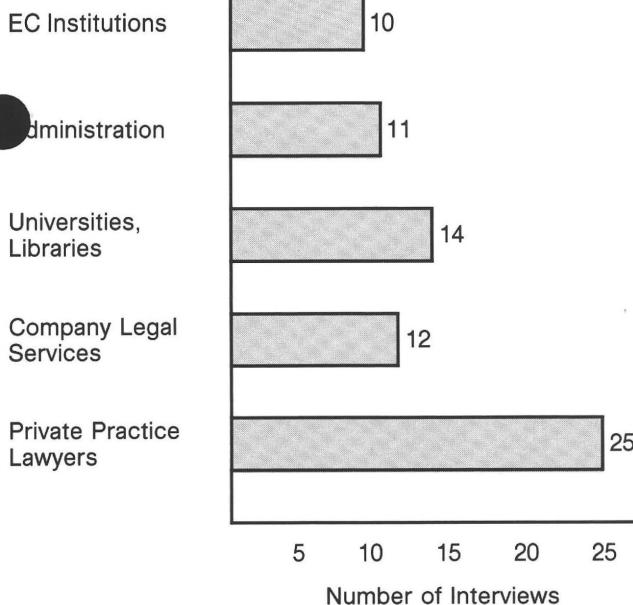
1. Don't assume because an administration has created a comprehensive database it is immediately marketable.

Lawyers, then, are perhaps an ideal group to demonstrate the efficacy of online systems' applicability to the wider world outside scientific and technical domains.

The results for European information providers are disappointing in the extreme.

Of 21 databases or systems which were covered in the user survey, only one – the US system Lexis – proved its ease of use. Eurolex users who were polled before the company was purchased by Lexis's British agent, Butterworth, indicated their general



**USER INTERVIEWS**

sort of information that a national or international administration may not want to hold in a database.

4. Outside the scientific community, ease-of-use can make or break the viability of a database. If the customer is willing to pay for userfriendliness, give it to him. Or buy in useable software system. Ease-of-use will answer two of the most important aspects of marketing databases: increasing the market base and increasing the average use of that base. Complex legal questions requiring comprehensive answers could be facilitated with expert systems.
5. Don't forget prestige or status symbols when it comes to professional users. Elderly professional

people do not necessarily want to have to use the secretary's word processor, and then fail to find the answer they want. The terminal should not ideally be beyond the professional's office.

6. Courses on the use of on-line systems should be introduced as a regular part of professional training. Use should be encouraged by public administrations.
7. A synergistic relationship needs to be established with traditional publishers which will encourage availability and comprehensiveness of supply. Providers should prepare for the implications of electronic publishing.

A book will be published shortly on this survey.

Contact: Ms A Iljon  
CEC, DG XIII/B  
L-2920 Luxembourg

**DATABASES SURVEYED**

Cedij	Celex	Credoc
Eurolex	Italgiure	Juris
Lexis (France)	Lexis (UK)	
Camera	DC-Jura	Infolex
Juris-Data	Kluwer	Lawtel
Lex	Lexinform (Datev)	Parac
Polis	Questa	Raetts data
Schultz-Datalex	Sydoni	

2. What the consumer wants and what you want him to have may not be the same thing. Many database producers seemed surprised to find that the most commonly accessed databases were those relating to legal press cuttings. Proper market research would indicate that this is probably the broadest and easiest market to respond to. A more comprehensive system could be subsidized from this activity.
3. A further heavily used sector may be unofficial reports of legal proceedings, but these may be the

dicate that this is probably the broadest and easiest market to respond to. A more comprehensive system could be subsidized from this activity.

# TEXTLINE is free... for a week

- Europe's leading Business Information database
- Data on Companies, Products, Industries, Economics, Public Affairs
- International coverage
- Extensive indexing
- Easy-to-use command language

## RECENTLY ADDED SOURCES -

Publications covering Gulf States, Far East, Eastern Europe, U.S.S.R., Australia and Africa.

Just complete and return this coupon to Finsbury Data Services and you will be sent instructions for running searches on TEXTLINE during a week of your choice, entirely free of charge.

To: Finsbury Data Services Ltd., 68-74 Carter Lane, LONDON, EC4V 5EA, ENGLAND. TEL. XX441 248 9828 TLX. 892520

### APPLICATION FOR A FREE TRIAL OF TEXTLINE

I would like to test the TEXTLINE service on my own terminal and look forward to receiving a password and the necessary log-on instructions.

COMPANY .....

ADDRESS .....

FIRST PREFERRED TRIAL DATE .....

SECOND PREFERRED TRIAL DATE .....

CONTACT .....

TELEPHONE NO .....

THIRD PREFERRED TRIAL DATE .....

## Info market policy programme

Following consultations on the basis of the Commission's discussion paper on "A Community Information Market Policy"\*, work is proceeding in the following specific areas:

1. The role of the public sector in the information market.
2. Postal and telecommunications issues affecting information flow.
3. Legal problems affecting the information market.
4. The impact of new information technologies on the publishing sector.
5. Accounting, customs and fiscal issues in information services.
6. The socio-economic impact of information market trends.
7. International issues related to the information market.
8. Stimulation of user demand for information services.
9. Promotion of the use and supply of electronic information services within the scope of regional policy.

These areas are the basis of the Commission's current information market policy work programme which includes workshops on: legal issues; the role the public sector; financial information services; advertising in electronic publishing; and value added networks.

\* SEC (84) 1928

**Contact: DG XIII-B-1**  
Bâtiment Jean Monnet  
Boîte Postale 1907  
Luxembourg-Kirchberg

### Corrections

**Brix**, the bibliographical database of the Building Research Station, is File 77 on ESA/IRS.

**Belgium, RTT**, for network DCS; telex is 29280 cddata b. The second number we gave is not valid for the RTT.

## Nordinfo and Commission to coordinate activities

Members of the bureau of CIDST, the Commission's advisory Committee on information and documentation in science and technology have initiated a process to coordinate their activities with their counterparts from NORDINFO, an intergovernmental agency of the Nordic Council for cooperation in the fields of libraries and information. Member countries are Denmark, Finland, Iceland, Norway and Sweden.

At a meeting on 4 June in Luxembourg it was proposed that letters setting out fields of interest for coordination should be exchanged. Areas of mutual interest include electronic publishing and document delivery, standardisation in library services (especially catalogues), information for small and medium sized enterprises, online user support, patents information and materials data banks.

**Suomi/Finland contact point for Datapak is**

Mr. Tauno Stjernberg  
General Directorate of Posts and Telecommunications  
Telecommunications Dept  
International Section  
PO Box 526  
SF-00101 Helsinki, Finland  
Tel: +358 0 7042373  
Telex: 123434 teint sf  
Fault reporting (90) 1955615

**New address for Denmark**

Post and Telegraphs  
Data transmission Section  
Roedovrevej 241  
DK-2610 Roedovre  
Tel: +45 415055  
Telex: 77110 telekh dk  
Fault reporting:  
Tel: (1) 345522 ext 11

# The Search is Over

## FOR BUSINESS INFORMATION ON

**Annual Returns**

**Assets**

**Balance Sheets**

**Company Names**

**Company Registration Details**

**Corporate Intelligence**

**Directors**

**Economic News**

**Employees**

**Filing Dates**

**Management**

**Market Opportunities**

**Marketing**

**Parent Companies**

**Political News**

**Profit and Loss Accounts**

**Royal Warrants**

**Telephone Numbers**

**Telex**

**Trade Awards**

**Worldwide Business News**

WHO OWNS WHOM, NOW AVAILABLE TO ALL  
INFOLINE CUSTOMERS IN EUROPE

**BIS Infomat Business Database**  
**Chemical Business Newsbase**  
**Industrial Market Locations**  
**JordanWatch**  
**Key British Enterprises**  
**Management and Marketing Abstracts**  
**Standard Industrial Classifications**  
**Who Owns Whom**



Please send me more details about InfoLine's business databases.

Name \_\_\_\_\_

Address \_\_\_\_\_ EDN

Organization \_\_\_\_\_

Pergamon InfoLine Ltd  
12 Vandy Street,  
London EC2A 2DE, UK.  
Tel: 01-377 4650 Telex: 8814614

Pergamon InfoLine Inc  
1340 Old Chain Bridge Road,  
McLean, VA 22101, USA  
Tel: (703) 442 0900 or (800) 336 7575

Pergamon Press Canada Ltd  
Suite 104, 150 Consumers Road,  
Willowdale, Ontario, Canada M2J 1P9  
Tel: (416) 497 8337

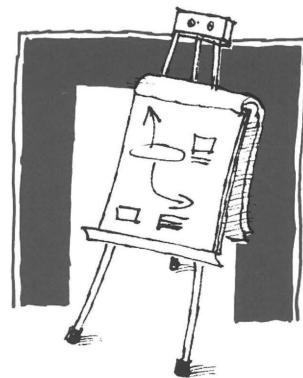
**ECHO**, European Commission Host Organisation, 177  
Route d'Esch, L-1471 Luxembourg; Tel: +352 488041

25 November Frankfurt

ECHO  
Information Day  
ECHO Training  
ECHO  
Information Day

26 November  
10 December

Frankfurt  
Lisbon



**Knowledge Based Systems Centre**, Polytechnic of the South Bank. Enquiries to Mr. Neil Truby, KBSC conference office, 58 Manor House, Clapham Common Northside, London SW4 9RZ; tel: +44 1 228 4475

11-13 November London

**ML '85** conference on  
machine learning

**GIL**, Gesellschaft für Informationsverarbeitung in der Landwirtschaft: Prof. Dr. H. Geidel, Rechenzentrum der Universität Hohenheim, Postfach 700562, 7000 Stuttgart 70, Tel.: +49 711 4501-2134

7-9 Oktober Hohenheim Computer im Agrarbereich  
– Ausbildung, Beratung,  
Betrieb.

**ANRT**, Association Nationale de Recherche Technique, M<sup>me</sup> Judith Prado, 101 av R Poincaré F-75116 Paris;  
tél: +33 1 501 7227

25 novembre– Cannes 2ème Congrès  
6 décembre International d'optique  
appliquée

**OECD**, International Road Research Documentation, Frau M. Tsavdarides, Bundesanstalt für Straßenwesen, Brüderstraße 52, D-5060 Bergisch-Gladbach 1.

8-10 Oktober Bergisch-  
Gladbach Plenary meeting:  
The information needs of  
users.

## European institute director

The European Institute for Information Management has appointed Peter Popper, formerly Director of Library and Information Services at the International Institute for Applied Systems Analysis in Austria, as Director of Studies.

The Institute has announced the intention of holding a series of three to five day seminars covering various aspects of information management in the autumn of 1985 and spring of 1986. The first, in early November, will be entitled "The Marketing of Information" and addressed at senior or middle management.

The second seminar, planned to commence on November 25, will be under the direction of Prof. Harald Zimmermann of Saarbruecken University and will deal with telecommunications and related aspects. Further topics to be addressed will include information policy and legal aspects of information management and handling. A limited number of studentships is available.

Contact: Institut Européen  
pour la Gestion de l'Information  
13, rue de Bragance  
L-1255 LUXEMBOURG  
Tél: 3 52 44 58 11

two essential publications  
for professionals in  
the information business

**INFOTECTURE  
EUROPE**

newsletter on the European  
online industry

now published every fortnight

- profiles of key players
- hosts' results
- detailed figures
- all new data bases
- plus news of developments, deals,  
subsidies, wheelings and dealings.

subscription only 22 issues a year,  
2500 French francs.

**Videotex  
International**

fortnightly newsletter  
on the videotex industry

the unique information source  
on videotex in Europe  
and worldwide

- special surveys  
per country / sector
- national videotex policies
- manufacturers' strategies
- companies, projects,  
contracts
- new info / transaction services
- videotex statistics worldwide,  
updated every month.

subscription only, 22 issues a year,  
1400 French francs.

**INFORMATION  
INDUSTRY**

daily online service

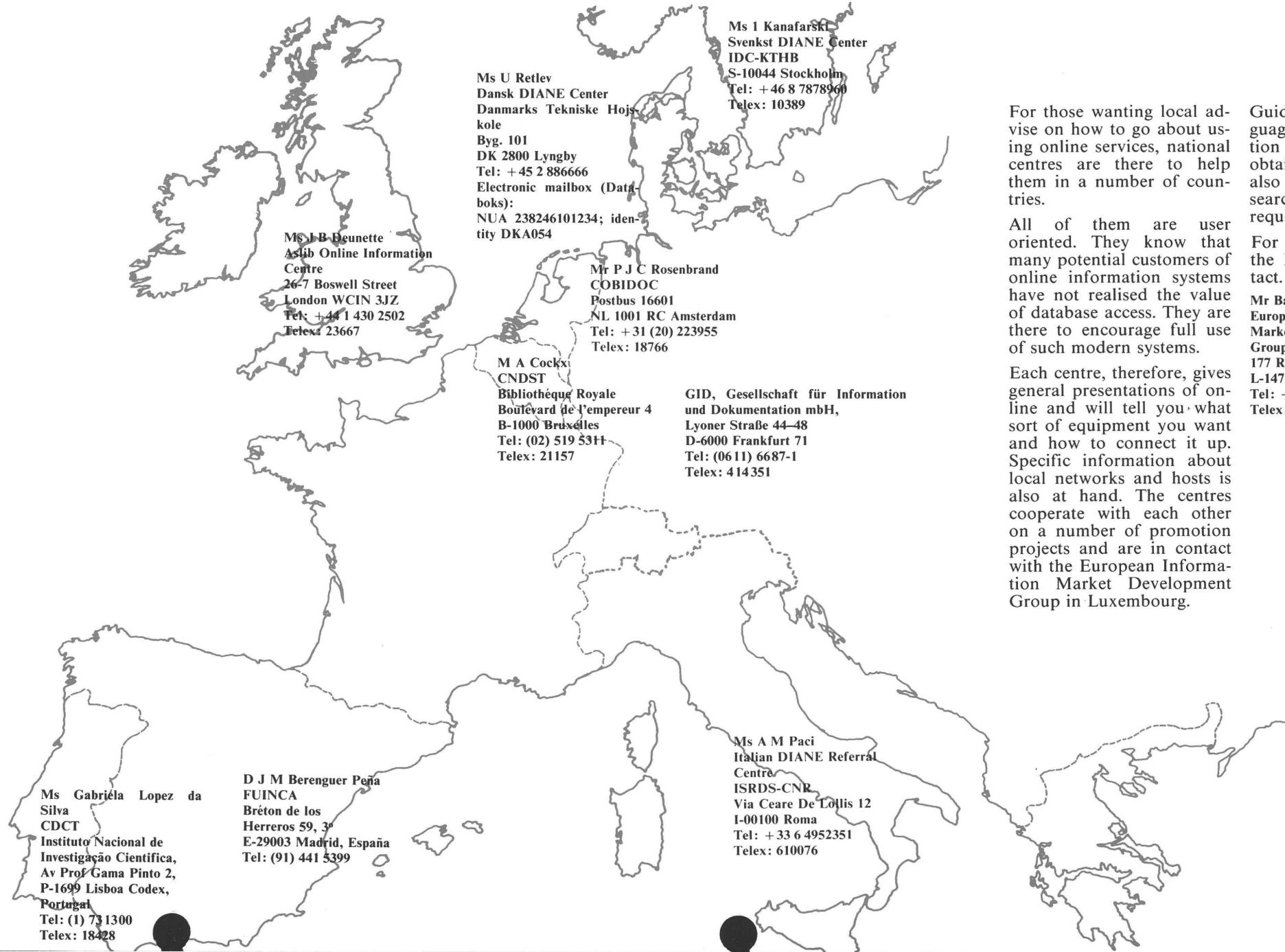
The full text of Infotecture Europe  
and Videotex International  
prior to publication as a public  
data base on Telecom Gold.  
Special combined package :  
subscription to Infotecture Europe  
and Videotex International  
plus 5 hours online access : £400.

I subscribe to Infotecture Europe  
  to Videotex International  
  Information Industry online service

Name _____	Company _____	Address _____
------------	---------------	---------------

**TRANSTEX INTERNATIONAL**, Paris Office,  
10 rue Danielle Casanova, 75002 Paris, France  
tel : (33/1) 296 6722, telex : 214341F AJOUR

# National online information centres at your service



For those wanting local advice on how to go about using online services, national centres are there to help them in a number of countries.

All of them are user oriented. They know that many potential customers of online information systems have not realised the value of database access. They are there to encourage full use of such modern systems.

Each centre, therefore, gives general presentations of online and will tell you what sort of equipment you want and how to connect it up. Specific information about local networks and hosts is also at hand. The centres cooperate with each other on a number of promotion projects and are in contact with the European Information Market Development Group in Luxembourg.

Guidelines in the native language, training and education and newsletters can be obtained. Some centres will also perform a broker online searching service for specific requests.

For general information on the European Market, contact:

**Mr Barry Mahon**  
European Information  
Market Development  
Group  
177 Route d'Esch  
L-1471 Luxembourg  
Tel: +352 488041  
Telex: 2181