

## Commercial Agents – TED Profile Service

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## An unsere Kunden in Deutschland

Die Postleitzahlen wurden in unserer Adressdatei automatisch umgestellt. Sollten Sie in Ihrer Adresse Fehler feststellen, schicken Sie uns bitte das korrigierte Adress-Etikett zurück.



### In this issue:

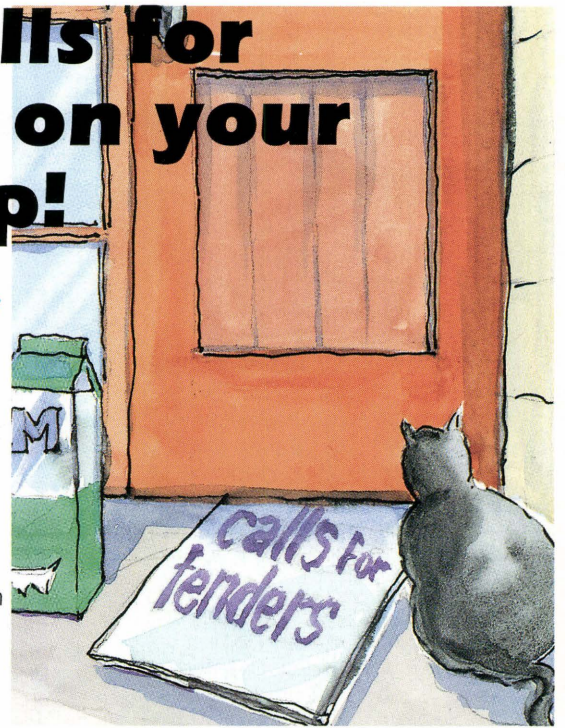
I'M Guide pp. 3-4

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# Daily calls for tenders on your doorstep!

TED Profile now operated by  
commercial agents in your  
country

Are you interested in receiving tenders for a certain product or service regularly by fax? Would you like to remain informed on Calls for Tender regarding wooden furniture issued from France? Subways from all EC countries? Contracts awarded in Italy for the manufacture of electrical wires? Pre-information on construction work from Denmark?.....



If the answer to any of these questions is yes, then you can of course either remain informed by reading the printed version of the Supplement S to the Official Journal or you may consult TED on-line on a daily basis.

For those users (particularly small and medium-sized enterprises) who cannot or do not wish to use on-line services, important documents can still be received via the TED Profile Service. The only equipment required for this service is a telex or telefax machine.

### How did such a service begin?

The first on-line version of the TED database was loaded on ECHO in 1984 and, during the same year, the TED Telex service commenced whereby customers were able to choose, from the Classification Codes used within the database, areas of particular interest. This procedure is still carried out today and is known as "defining a profile". The SDI (Selective Dissemination of Information) service, which allowed profiles to be scanned on a regular basis, was linked to a telex output machine and the results were automatically converted onto a telex file which was then sent to the customer. All this, on the same day as the document's publication – without connecting on-line!

In 1989, ECHO decided to implement the same information service via

telefax. The technique and the prices remained the same, the only visible difference for the customer being the output medium. Today numerous ECHO customers benefit from the TED Profile Service.

### How does the TED Profile Service work?

Customers interested in the TED Profile Service can define their area of activity (e.g. products, countries, types of documents etc.) which provides the system with enough information from which to select the documents required. A customer simply has to inform his/her nearest Commercial Agent (please see list opposite) who is able to execute the necessary commands which will provide the customer with the information provided.

The Commercial Agent has on-line access to TED and is provided with a special menu which enables him/her not only to save searches, but also activate them for daily scanning and automatic faxing or telexing of the results. Therefore, the on-line database used by the Agents is slightly different from that accessed by other users.

### On-line versus Profile – what is the difference?

Both have their advantages! TED users who need to consult the database in order to execute numerous profiles

(i.e. brokers, consultants or Euro Info Centres) will undoubtedly prefer the on-line version, which offers complete flexibility. The on-line version provides access to the current as well as the archive files of the TED database and allows users to change from one language version to another.

The TED Profile Service is particularly advantageous for those companies who wish to remain regularly informed on a certain subject, e.g. scanning tenders which particularly match their own production profile. Use of the database is perhaps easier by this service; profile customers simply require a fax or telex machine in order to receive their search results. Once their subject of interest has been defined and they are satisfied with the results they receive the profiles remain unchanged. Faxes and telexes arrive automatically and no on-line connection fees are incurred. It is perhaps for this reason that most of the current users of the TED Profile Service are small and medium-sized enterprises, since they are able to remain informed of Calls for Tender without having to invest in on-line connections in order to do so.

### **TED Profile Service in your language via commercial agents!**

Until recently the TED Profile Service was administered by ECHO. Due to the growing number of customers, ECHO has decentralised its operation and, to this end, a network of agents has been established. Customers are able to contact agents who are geographically nearer and who can converse in their native language. The agents themselves have access to TED and can define and adjust the profiles on the customer's instructions. The documents are still sent by telex and fax directly from the ECHO offices in Luxembourg.

### **What now?**

If you wish to benefit from the advantages of using the TED Profile Service, simply contact one of the agents featured in the list on page 1. Please note: The list was accurate at the time of going to press. In the meantime new agents may have been added. *If you are interested in becoming a commercial agent, please contact:*

Mr J. Mortier  
EUR-OP  
2 rue Mercier  
L-2985 Luxembourg  
Tel.: +352-49928-1  
Fax: +352-490003.

## **National Awareness Partners take off at full speed!**

Within the framework of the IMPACT 2 programme, a network of National Awareness Partners (NAPs) was established during the latter part of 1992 as an initiative of the Commission of the European Communities (CEC).

One of the main objectives of the NAPs is to extend awareness regarding the use and provision of electronic information services on a national level, thus reaching more potential users than the CEC, given its central position in Luxembourg. The NAPs are already providing the Commission with information regarding the specific needs of each individual Member State in the area of the information services market, which allows problems to be tackled at the national level. Regular meetings between all National Awareness Partners provide discussion platforms during which experiences are shared. Each NAP is therefore able to benefit from this interchange.

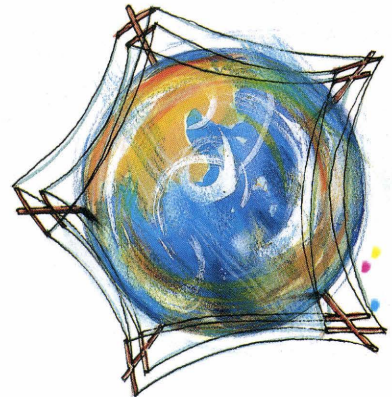
Evaluation reports which have been established after the first six months of the NAPs' activities have proved to be very encouraging. All NAPs are actively organising events in the form of seminars and workshops with many also participating in selected national conferences and exhibitions.

To date, more than 1 500 participants (1 000 of whom have completed an evaluation form) have attended seminars and workshops, with representatives from small and medium-sized enterprises accounting for the highest number of participants. A large number of libraries and universities are similarly well represented proving that the National Awareness Partners are reaching those audiences particularly targeted by the Commission.

To date, over 80 seminars have been organised throughout the Member States with more than 30 planned over the following months. The National Awareness Partners have been present at over 20 exhibitions and intend to participate in more than 20 conferences due to take place during the latter part of 1993.

Remember to contact your National Awareness Partner if you wish to participate in any of the forthcoming awareness events. Please note that the figures quoted in this article are correct at the time of going to press.

## **ECHO via INTERNET**



A trial access period was established in November 1992 following an agreement between ECHO and RIPE NCC (Réseaux IP Européens - National Coordination Centre) in Amsterdam. RIPE is a collaboration organisation open to all European INTERNET service providers. It ensures the necessary administrative and technical coordination to allow the operation of a pan-European IP network. More than 400 000 computers throughout Europe can be reached via the networks coordinated by RIPE.

The initial one month trial period was extended by RIPE NCC for an additional seven months. Subsequent use of the system proved very successful through good collaboration with RIPE and we have recently transferred to a local network, RESTÉNA (Réseau Téléinformatique de l'Education Nationale), which is situated in Luxembourg and is a full national member of RARE.

Users wishing to connect to ECHO via Internet need only type the command:

### **TELNET ECHO.LU**

ECHO is also accessible via various network browsers, such as GOPHERs and World Wide Web (WWW). We welcome any initiatives from INTERNET users to implement the ECHO system on the network browsers.

If you would like further information about the activities of RIPE and RARE, please dial the following numbers:

Tel.: +31-20-592-5065 (RIPE NCC)  
Fax: +31-20-592-5090

e-mail <ncc@ripe.net>

Tel.: +31-20-639-1131 (RARE).

# Brokersguide: the story of a product

User

System

## Why Brokersguide?

Accessing information can sometimes appear to be quite a daunting task. Even after you have found the information you require you may find that you are unable to use it to its full advantage simply because you do not have on-line access to the database host which provides the information.

Information constantly changes and grows. What is true today may not be tomorrow. Small organisations or individuals may not be able to afford on-line connections in order to retrieve information which may only be of use for one particular project. However, help is on hand in the form of information brokers – organisations or individuals who specialise in accessing and searching in selected databases on behalf of others. Information brokers charge a fee for the services they offer.

You are able to locate information brokers by using the Brokersguide section of the I'M Guide. Here, you will find a listing of European brokers, including free-text descriptions of their specific activities. The data are provided free-of-charge from either ECHO or your National Awareness Partner.

## The beginning of Brokersguide

Before 1991, ECHO produced two databases in the area of "User Support", namely Dianeguide and Brokersguide. During the early part of 1991 the two databases were combined and collectively became known as the I'M Guide, an on-line directory of information products, organisations and brokers.

## Data collection

Data relating to information brokers are collected by a network of national



representatives of the EIIA (European Information Industry Assia). This organisation produces the database on behalf of the Commission of the European Communities (CEC).

## The printed version

ECHO is pleased to announce that a new printed version of the Brokersguide section of the I'M Guide database is now available. This publication is in English only and can be obtained free-of-charge from ECHO and your National Awareness Partners (please consult the on-line INFO file INFO NAP for address details).

A printed version of the I'M Guide database (excluding the Brokersguide section) is available from your National Awareness Partners for the sum of 50 ECU. Please use the on-line facility INFO NAP in order to find contact addresses.

## Accessing the database

### (1) Direct dialling using normal telephone line

(This facility will be upgraded in the near future).

Speed	1200 bits/s
Number to dial	+352-420347
Data bits	7
Stop bit	1
Duplex	half
Parity	even.

### (2) PSDN/PAD (Packet Switching Network - X.25, X.28)

Speed	At user's discretion
ECHO Network	
User Address	+270448112
Data bits	7
Stop bit	1
Duplex	full
Parity	even.

### (3) Academic Research Networks

Speed	At user's discretion
ECHO Network	
User Address	204370310099
Data bits	7
Stop bit	1
Duplex	full
Parity	even.

### (4) INTERNET (please see page 2).

### (5) Videotex

This access method is system dependent.

## Procedure

Once you have connected to ECHO using any of the access methods mentioned above, enter either your personal password or the public password "ECHO". The Brokersguide section of the I'M Guide database is available in both the CCL (Common Command Language) and the MENU driven system. Sample searches, giving examples of these two methods, are featured below.

## Searching via the CCL

The poolkey is selected

```
bas im92
```

```
BASE COMMAND ACCEPTED FOR
IM92;IM GUIDE;04.08.1993
*****
*           *
*   I'M GUIDE   *
*****
```

**The user wishes to find out exactly what kind of information can be found in I'M Guide and therefore types:**

```
d orty=$
```

1.01	1037	BROK	Information broker
1.02	729	CDPR	CD-ROM/CDI producer
1.03	1787	DBPR	Database-Databank producer
1.04	48	DSPR	Diskette Producer

```

1.05      43   GATW  Gateway
          operator
1.06      849  HOST  Host
1.07      52   OTPR  Other media
          producer
1.08      30   PUBL  Publisher
****END OF DISPLAY****

```

Please note some organisations have more than one role

### Using the menu driven system

```

          ECHO - European
Commission Host Organisation
          -oOo-
Enter    1    in order to work in
          English
Tapez   2    pour travailler en
          francais
Geben Sie 3  ein um auf Deutsch
          zu arbeiten
Digitate 4  per lavorare in
          italiano
Teclee   5    para trabajar en
          espanol
Toets   6    om in het
          Nederlands te
          werken
Tast    7    for at arbejde paa
          dansk
Dactilografe 8  ter portugues

```

Please enter your choice :

### Here English is chosen

1 ECHO - Main Menu

```

1+ : General information
2 : User guidance databases
    (including I'M GUIDE)
3 : Scientific and R & D databases
4 : COMMUNITY R & D Information
    Service (CORDIS)
5 : Databases or services in the
    language industry
6 : Databases or services in business
    and economy
7 : Innovative projects
8 : Electronic mailbox

```

80 Help 90 Other commands

Please enter your choice :

### The I'M Guide database is selected from the list:

```

1+ : CCL TRAIN
2 : I'M GUIDE
3 : NEWS ONLINE (ECHO NEWS + I'M
    ARCHIVE)
4 : XIII MAGAZINE
5 : EUROLIB
6 : EURHISTAR

```

70 Previous Menu 80 Help 90  
Other Commands

Please enter your choice :

2

### I'M Guide is selected and the following menu screen is displayed

I'M GUIDE

```

1+ : Information on I'M GUIDE
2 : CCL version of I'M GUIDE
3 : Menu version of I'M GUIDE

```

70 Previous Menu 80 Help 90  
Other Commands

3

### The menu version is selected

Please enter your choice :

```

1.3 INITIAL MENU
I'M-GUIDE

```

Do you want to start searching for:

```

2 databases
or
3 organisations ?

```

8+ HELP 9 QUIT 0 MAIN MENU

### Here the user can select either of the options listed, depending on the next search step to be taken.

### Placing an entry in I'M Guide

If you or your organisation wish to be featured in the Brokersguide Section of the I'M Guide database, please take time to complete the form which is featured attached and return it to:

ECHO  
B.P. 2373  
L-1023 Luxembourg  
Tel.: +352-34981-200  
Fax: +352-34981-234.

### I'M Guide statistics

### I'M Guide now contains information on more than:

**5 000 products**  
**2 000 organisations**  
**1 000 brokers**  
**9 000 offerings**  
**(including products appearing in more than one category, e.g., CD-ROM and on-line database)**

### Have you looked in the database yet?

## Recent update for Brokersguide

All information brokers who are already listed in the database may also like to use the form attached to update or amend their own entry. It is only in this way that we can ensure the accuracy and validity of the data provided.

As regular users of the database may have noticed, the quality of the data pertaining to information brokers in the I'M Guide database has greatly improved. This is the result of a personalised mailing to all brokers listed in the database, which was carried out by the EIA (database producer under contract to the European Commission). All brokers were sent a print out of "their record" in the I'M Guide and were given the chance to amend the data if necessary.

"COGITO", a German publication, (published by Hoppenstedt) which provides details on the information market, has also been instrumental in the update of this section of the database. "COGITO" recently published a directory of brokers within Germany and the EIA was given permission to contact those brokers who were not originally listed in I'M Guide, asking them to forward the necessary data for inclusion.

As a result of these actions, I'M Guide now holds information on more than 1 000 brokers, of which more than 60% have been updated or added since January 1993.

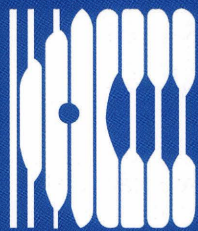
If you are a broker – included in the I'M Guide – and in doubt as to whether the information registered about you, your company or your services is as up-to-date as possible, we invite you to take a look at "your record" and send any amendments to:

EIA,  
B. P. 262  
L-2012 Luxembourg.

We will then make the necessary corrections.

I'M Guide can be a very efficient marketing tool for you as a broker – but only if the information about you, your company and your services is correct. Please help us to keep the data up-to-date!

New German post codes will be taken care of automatically!



CORDIS

# CORDIS Correspondents

On 14 and 15 June this year CORDIS held the second in a series of CORDIS Correspondents Days. Correspondents from Member States and EFTA countries attended this two-day event in Luxembourg to exchange ideas and experiences concerning past and future use of CORDIS in their own countries. The outcome of the successful conference was a valuable list of ideas for the future development of the CORDIS service and some immediate plans of action for the CORDIS team and the Correspondents.

### ■ National support for CORDIS ■

CORDIS Correspondents provide a direct link between the CEC's central CORDIS team and the CORDIS user community. Organisations in EC and EFTA countries were selected soon after the CORDIS service started to

assist the central CORDIS team, by promoting and supporting CORDIS at a national level. These organisations were chosen for their knowledge and experience of local involvement in RTD activities. They can combine this with direct support from the central CORDIS team to ensure that CORDIS reaches people in their area who can benefit from its detailed coverage of EC RTD activities. Correspondents also play a vital role in feeding back to the CORDIS team any problems associated with using the service in the user community, together with ideas from end users for possible improvements.

### ■ Feedback from Correspondents ■

Correspondents reported that CORDIS is a very valuable service which they encourage people to use for themselves. In particular, RTD-News, RTD-Partners, RTD-Projects and RTD-Results are very well used. The Beta version of the CD-ROM and the new version shown during the Correspondents Days were also enthusiastically received, particularly by countries where on-line services are less well known.

### ■ Future plans ■

Correspondents agreed that data quality and completeness of CORDIS had improved significantly and it was accepted that these should continue to be the number one priority. By working together, Correspondents suggested that they could make the RTD-Partners database more comprehensive and therefore more valuable to users. They proposed an initiative to see whether this could be achieved by concentrating first on collecting data locally for one or two specific programmes. On the technical side, Correspondents felt that users would be most usefully helped by the implementation of user-aided searching, for example use of a thesaurus.

### ■ Correspondents' Activities ■

Typical activities of the Correspondents include arranging meetings and seminars, consultancy, assistance with partner searches and preparation of proposals. They also produce magazines and newsletters, write articles and information material and attend promotional events. They are not information brokers, but can provide valuable local guidance on how to make the most of CORDIS. This is, of course, complementary to the central CORDIS help desk service operating from Luxembourg.

The Correspondents would like to hear from local CORDIS users. To find out how they can help you, please contact the nearest Correspondent to your area from the list overleaf.

### ■ Questions and Answers: ■

This month's questions and answers are examples which arose during the CORDIS Correspondents Days.

Q: Many people who use CCL to search CORDIS databases find the procedure to move from the menu to CCL very slow.

A: CCL users do not need to log on to the menu at all. By using the DEF START command you can set up your own user code to log straight into CCL:

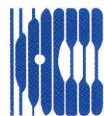
To do this, exit to CCL and type the command

```
DEF START
```

Your start command will normally be "CALL ECHO". This command calls the ECHO Menu.

To delete the command, type a blank space and press enter. A message will tell you that the start commands have been deleted.

Q: The programme Brite/EuRam causes problems when searching because of the "/" character.



CORDIS

I am interested in receiving information on

CORDIS ON-LINE DATABASES

CORDIS DATABASES ON CD-ROM

Name .....

Organisation/Company .....

Address .....

City .....

Country .....

Are you an ECHO user? If so, please provide your User Reg. No. 000

ECHO/CORDIS Customer Service, B.P. 2373, L-1023 Luxembourg.  
CORDIS-L fax (+352) 34 98 1248

A: The "/" character has a specific meaning in CCL, but there are ways of getting round this problem. For example, to search in RTD-Projects for a specific phase of Brite/EuRam, e.g. Brite/EuRam 2, you need to use the command:

F PGA="BRITE/EURAM 2"

To search for any phase of the programme, you can use the command:

F BRITE EURAM/PGA

Q: The "SHOW" command does not seem to show records in a useful order.

A: You can control the order in which records are shown by the "SHOW" command, by adding a "sort"

statement. For example, after searching for all Framework 3 programmes, you could show a summary of each record in alphabetical order of Programme Acronym:

F FRAMEWORK 3c/PGR

S F=SHORT;SORT=PGA

Sorts should normally be used on small numbers of records, normally not more than a hundred. If you choose the sort option with a large number of records, the system will ask you whether you really want to sort this number of records. In this case you should enter a lower number or stop the operation by entering "1", which sorts one record only.

If you have any questions on any aspects of the CORDIS service, please contact the CORDIS help desk on:

Tel.: +352-34981-240  
Fax: +352-34981-248  
E-mail X.400:

C=DE;ADMD=DBP;PRMD=GEONET;S=CORDIS-HELPDESK

ECHO/CORDIS Customer Service  
B.P. 2373  
L-1023 Luxembourg

To receive a password for CORDIS, please complete the reply coupon and return it to the above address.

## CORDIS CORRESPONDENTS – STATUS REPORT JUNE 1993

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Rue de la Science 8  
B-1040 Brussels  
Contact Person:  
Dr M. Moulin, Mr. L. Grauls  
Tel: +32 2 2833411  
Fax: +32 2 2305912

### Denmark

PUF  
Erhvervsfremme Styrelsen  
Gregersensvej  
Box 141  
DK-2630 Taastrup  
Contact Person:  
Ms D. Enersen, Mr B. Schmidt  
Tel: +45 4371 0966  
Fax: +45 4371 6360

PUF (Public Sector)  
The Ministry of Research and  
Technology  
H.C. Andersen Boulevard 40  
DK-1553 Copenhagen V  
Contact Person:  
Ms A. Fønnesbech  
Tel: +45 33114300  
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Ms A. Girault

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### Germany

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GmbH  
Postfach 3640  
D-7500 Karlsruhe  
Contact Person: Dr. Wuest  
Tel: 49 7247 825580  
Fax: 49 7247 825070

### Greece

N.H.R.F./National Documentation  
Centre

48 Vasileos Constantinou Av.  
GR-11635 Athens  
Contact Person: Mr E. Bouboukas  
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5413

### Ireland

EOLAS  
Information Services  
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Contact Person: Ms Joan  
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### Italy

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Dr F. Poltronieri  
Tel: +39 2 76015672  
Fax: +39 2 782485

APRE  
Lungotevere Thaon di Revel 76  
I-Roma 00196  
Contact Person: Mr G. Borsalino  
Tel: +39 6 3232617  
Fax: +39 6 3232618

### Luxembourg

LuxInnovation  
7 rue Alcide de Gasperi  
L-1615 Luxembourg  
Contact Person: Mr S.Pommerell  
Tel: +352 436263  
Fax: +352 432328

### Netherlands

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P.O. Box 13766  
NL-2501 ET Den Haag  
Contact Person: Mr Van Passen  
Tel: +31 7036 10444  
Fax: +31 7035 62811

Technology Management Group  
T.N.O (TMG)  
P.O. Box 6042  
NL-2600 JA Delft  
Contact Person: Mr Citroen  
Tel: +31 1569 6823  
Fax: +31 1556 0825

### Portugal

JNICT  
Secretaria de Estado da Ciência e  
Tecnologia

Av. D. Carlos I, 126 1-2  
PT-1200 Lisbon  
Contact Person:  
Ms M de F. Biscaia,  
Ms M.Flamínia Ramos  
Tel: +351 113979021/9  
Fax: +351 11607481

### Spain

CDTI  
Paso de la Castellana 141  
E-28046 Madrid  
Contact Person: Ms E.Mateo  
Tel: +34 1 581 5500/33  
Fax: +34 1 581 5576/84

### United Kingdom

SERC  
Systems Engineering Division  
Rutherford Appleton Laboratory  
Building R1  
Chilton Didcot  
UK-Oxon OX11 0QX  
Contact Person: Dr K.G. Jeffery  
Tel: +44 235 446103  
Fax: +44 235 821900

Industrial Science Centre  
Dept. of Economic Development  
of N. Ireland  
17 Antrim Road  
Lisburn  
UK-Co. Antrim BT28 3AL  
Contact Person: Ms R. Goodwin  
Tel: +44 846 665161  
Fax: +44 846 676054

Energy Technology Unit  
Building 156  
ETSU  
Harwell Laboratory  
UK-Oxfordshire OX11 0RA  
Contact Person: Ms Gorman,  
Ms L. Aitchinson  
Tel: +44 235 433576  
Fax: +44 235 432923

RTC North Ltd  
Regional Technology Centre  
Unit 3d /Hylton Park  
Sunderland  
UK-SR5 3NR  
Contact Person: Mr Ollivere,  
Mr J.Harrison  
Tel: +44 91 549 8299  
Fax: +44 91 548 9313

### Austria

ASET(Austrian Secretariat for EC  
Research and Technology

Programmes)  
Wiednerhauptstrasse 63,  
(Room 1150)  
A-1045 Wien  
Contact Person: Mr Manfred  
Horvat  
Tel: + 43 1 5059059  
Fax: + 43 1 5059054

### Sweden

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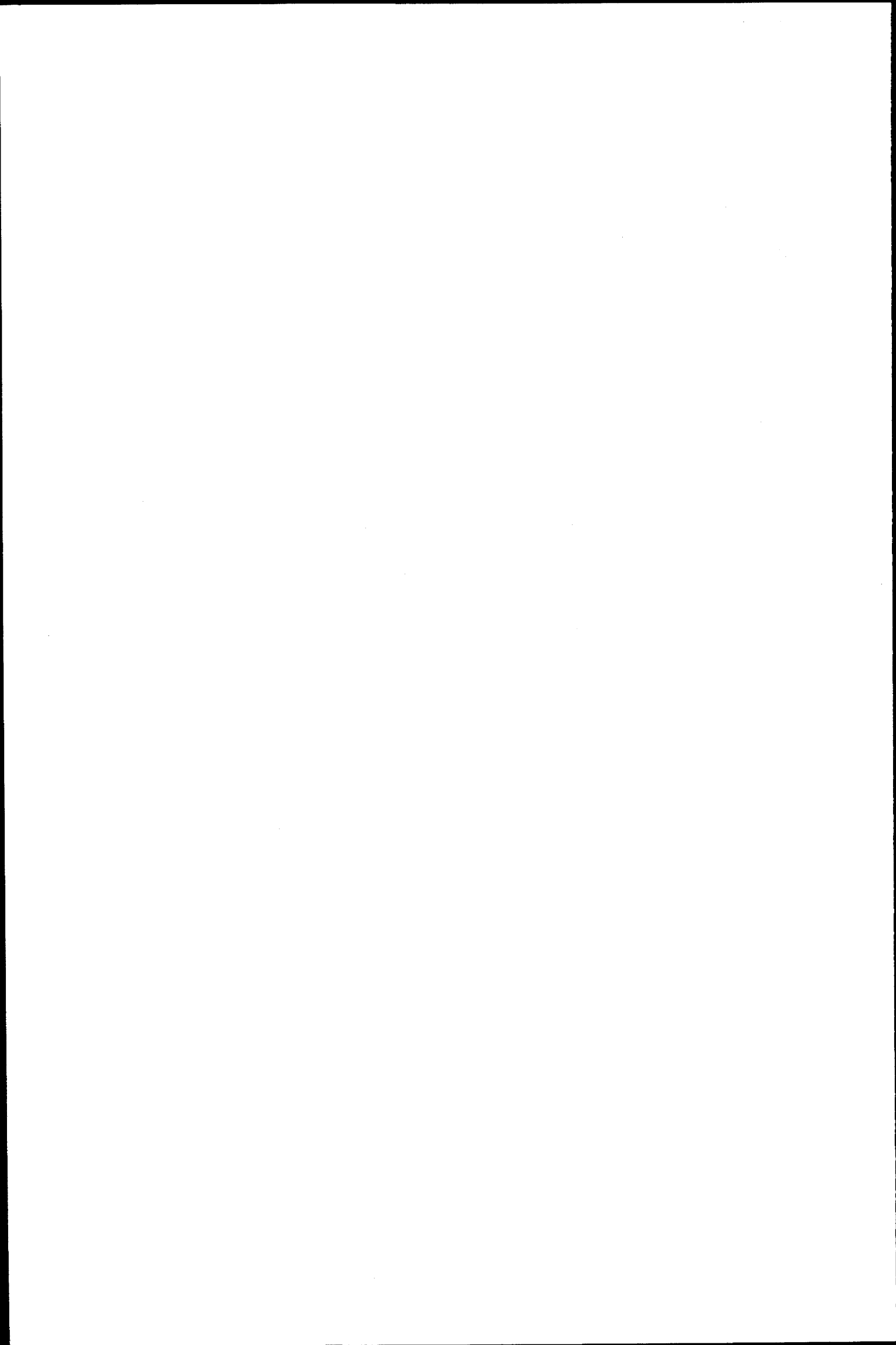
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**United Kingdom  
Scottish Enterprise  
Tayside/University of Dundee**

Event: Microcomputing  
Date: 17-11-93  
Place: Dundee

Event: Computing for Women  
Date: 18-11-93  
Place: Dundee

The following exhibitions have been planned:

**Denmark – INFOSCAN (formerly Dansk Diane Center)**

Event: INDUSTRIMESSE  
Date: 14/18-09-93  
Place: Herning

**Germany – TVA**

Event: Hochschule Computer Forum  
Date: 09-09-93  
Place: Berlin

**Italy – ENEA**

Event: BIAS  
Date: 23/27-11-93  
Place: Milano

**Spain – IMPI**

Event: IFLA  
Date: 22/28-09-93  
Place: Barcelona

Event: SIMO  
Date: 01/02-10-93  
Place: Madrid

**United Kingdom – Aslib**

Event: Libtech '93  
Date: 09-09-93  
Place: Hertfordshire

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ECHO will be represented at the following exhibitions:

Milan	SMAU 01/10-05/10'93
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Brussels	ESPRIT conference 26/11-27/11'93
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