FUTURE THINK

Future
Think
Companies

Second Edition

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Judith C. Ray
Kathi J. Bobo

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Price and 2nd Copy Price

Future Think Companies 2nd Edition is $195 for the first copy purchased by an individual. It is free with *Future Thinker* subscriptions. For *Future Thinker* subscribers or purchasers of a first copy of *Future Think Companies*, second and additional copies of *Future Think Companies 2nd Edition* are available from Future Think for $70 each. Second copies must be shipped and billed to the purchaser of the original copy. An order form is in the back of this book.

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Perspectives

"Business Information Publishing" Defined

We have chosen the term "business information publishers" to refer to the mix of companies providing published (non-custom) information paid for (not sponsored by advertising) by information technology (computer, telecommunications, electronics, and office products) users and vendors. Example terms commonly used to describe subsets of these companies are: market information publishers, market research companies, publishers, loose-leaf publishers, seminar companies, consulting companies, newsletter publishers, directory publishers, and database companies. In addition to business information publishers, we have included in this directory a few influential consulting companies that do not publish.

Business information publishers have two factors in common. First, they provide market information which ranges from market forecasts — primarily needed by vendors — to product and how-to information — primarily needed by end-users. Second, they all publish (make available the same information to more than one customer). In *Future Thinker* 1.1 (our newsletter) we introduced the term "market information publishers" to refer to this mixed-bag of companies. We have since decided that business information publishers is a better term. We call their business segment "business information publishing."

Business Information Product Types Defined

One of our greatest difficulties in creating this directory content was in getting the companies to agree on terms to describe the types of products they offer. If they insisted, we used their term. The definitions of the terms we attempted to use are:

✔ **Report** — Printed paper document, delivered all at one time. Like a book, but higher priced. Sometimes offered with limited telephone inquiry support or consulting. Reports are sometimes called studies or white papers. Some reports are directories. Many newsletters are called reports because the publisher objects to the term newsletter for their periodical that contains no news.

✔ **Book** — Lower priced (typically under $60) paper printed document. Usually distributed through retail channels.

✔ **Newsletter** — Subscriber sponsored (contains no advertising) periodical. Most are monthly. Most contain no news, but rather contain analysis, opinions, data and perhaps just the tiniest bit of news. A few are all news. Many newsletters are called reports by their publishers. A few are called journals.

✔ **Seminar/conference** — Event paid for by the attendee (not exhibitor sponsored), presenters vary from single lecturer to many industry speakers. Events with single (or few) lecturers are usually called seminars. Events with invited speakers from the industry are usually called forums or, less frequently, symposia.

✔ **In-house seminar** — Packaged (non-custom) seminar that the publisher presents inside companies for a specified fee. Sometimes called executive briefings or management briefings; but all briefings are not in-house seminars.

✔ **Service** — Package of information offered over a specified period (usually a year). Package frequently includes loose-leaf updates, reports, newsletters, seminars/conferences, databases, directories, inquiry privileges, consulting, or any combination of the preceding. Frequently called by the following terms: loose-leaf services, continuous information services, planning services, forecasting services, subscription services, information services and retainer services. Usually services include print materials as well as personal support such as telephone inquiry. Two extremes are services which are only volume discounts on the reports purchased during the year and inquiry services which offer no standard print products.

✔ **Multiclient study** — Project for which the provider seeks advance funding. The result is usually delivered as bound volume(s) plus client briefing. Usually offered after completion at a higher price than paid by the early sponsors.

✔ **Directory** — Printed reference volume(s) listing all the items of a given type(s) with uniform information on each item for each type listed. Some reports are directories. Some directories contain analyses of the items listed in the directory.

✔ **Database** — Collection of items of a given type containing uniform information on each item in the database. Most items called databases are in print form. A directory may, also, be the print form of a database. Databases are also frequently offered online or on diskette; and less frequently on tape or on CD-ROM. Some companies do not sell the complete database, but rather offer packaged and custom reports from the database. Some companies offer what they call forecast databases in either/or print form, online or on other media. A forecast database is a model (usually a spreadsheet) of a multi-year forecast by product category, geographic region, etc. Some forecast databases are only the end result of the forecast model calculations, while others contain the formulas leading to the end result.

✔ **Online database** — Database accessible via dial-up telephone lines from a terminal or personal computer.

✔ **Electronic database** — Usually a database on electronic media such as diskette, tape, or CD-ROM. Sometimes used to refer to an online database.

✔ **Survey** — Information from questions on a specific subject asked of a selected group. Usually packaged as reports, databases, or multiclient studies.

✔ **Consulting** — Projects specific to the client performed for pay by the staff of the "consulting" company. Usually the results are proprietary to the client and may not be published or provided to others by the consultant. Consulting is frequently called custom consulting, although this strikes us as redundant.

✔ Other product types (we will not define them here) — Booklets, satellite broadcasted (televised) seminars/conferences, clipping services, product tests, laboratory access, software, lead services, mailing lists, competitive product handbooks, videotape briefings, videotape seminars, conference proceedings, audio-tape courses, and games.

Methodology

We started with the companies we knew. And now that *Future Thinker* has been publishing for over a year, many of these firms find us. We searched the trade, business and end-user publications to find references to firms that might be business information publishing companies. We maintained a list of candidate companies and attempted to locate them (not easy since the press does not usually give a city). A few clients helped by providing us with their contacts. We contacted the business information publishers we were able to locate, told them our mission and asked for sales literature. Most responded enthusiastically. Some did not respond after repeated contact. For those who sent literature, we drafted a directory page and sent it to them for modification and, sometimes after several modifications, approval. A few we published without final approval of the copy.

Most ownership and employee count information is from the profiled company, although where we were reasonably sure of the information we used our estimates. The few that are blank, are blank at the request or lack of response of the company. Not all companies observed our request to limit the count to employees in, or supporting those in, their organization providing products/services for the information technology industry.

The positioning statement at the top of each profile is meant to be the words of the profiled company without censorship or verification of accuracy by us. However, in some cases we did draft the statement from the company's literature.

To prepare the SUBJECT INDEX each company was given a limited number (based on the firm's size) of subject index terms they could use to describe their field of expertise. Our goal — to limit each company to being indexed on only those subjects for which it offers substantial information (not just an occasional report or newsletter issue). We also included index references from the *Experts* directory of most of the analysts/consultants from each company. For those firms listing all their most important analysts and consultants this provides a very complete profile of a firm's subject matter coverage and expertise. We let each company and expert pick his/her own index terms although we tried to help them avoid meaningless entries. For example, rather than being indexed under "forecasts", a company should be listed under "personal computers", if it does personal computer forecasts. After allowing each company to be indexed using its own vocabulary (some use personal computer, others use microcomputer to mean nearly the same thing), we then attempted to link index terms by references to synonymous, encompassing or subset terms.

A Never-Ending Process

We are continually improving the data in *Companies* and would appreciate any additional information you are willing to share with us.

ADM, Inc.

"ADM is an IBM Business Partner that provides high- level strategic consulting to AS/400 users, publishes reports on the AS/400, and holds seminars on the AS/400."

—— ADM, Inc.

President/General Manager: Mr. David Andrews, President

Owner(s): David Andrews

Employees: 10

Phone: 203/271-1300

Fax: 203/272-8744

Address: 265 Highland Avenue

Cheshire, CT 06410

Provides Information On:

IBM AS/400 computers — IBM strategy — Midrange computer market — Project management — SAA

For:

MIS executives — Software vendors — IBM Business Partners

Information Product Types (typical price):

Report — Consulting — Seminar

Example Leading Product:

AS/400 Revolution — Report — $95

Type of Company: Business Information Publisher

Also see *Future Thinker* review/profile: Vol. 2:3

ASK Group, Inc., The

"The ASK Group is experienced in planning, implementing and managing a broad spectrum of market information programs. In today's highly competitive, short development cycle, capital intensive, self-serve environment, ASK minimizes decision making risk. "

—— ASK Group, Inc., The

President/General Manager: Mr. Alfonso S. Killinger, President   *Employees:* 2
Owner(s): Alfonso S. Killinger

Phone: 407/392-7724   *Address:* 1398 SW 15th Street
Fax: Boca Raton, FL 33486

Provides Information On:

Market intelligence — Opportunity analysis — Project analysis

For:

Computer vendors — Software publishers

Information Product Types (typical price):

Consulting — Report

Example Leading Product:

— Consulting

Type of Company: Consulting

Background:

Al Killinger was head of market research and intelligence for IBM's personal computer market research program, putting together one of the most advanced marketing information systems in American industry.

Also see *Future Thinker* review/profile: Vol. 2:2

Aberdeen Group, Inc.

"Aberdeen Group is a computer consulting and research organization performing specific projects for domestic and international clients, developing pragmatic and experience-based action plans. Principals average 20 years industry/user experience each."

—— Aberdeen Group, Inc.

President/General Manager: Mr. Charles T. Casale, President
Owner(s): privately held by principals

Employees: 15

Phone: 617/723-7890
Fax: 617/723-7897

Address: 92 State Street
Boston, MA 02109

Provides Information On:

Micro to supercomputers, commercial — Micro to supercomputers, scientific — Benchmarking — RISC vs. CISC — Implementation plans — Product positioning

For:

End-user management — User/industry executives — Product/market planners — Financial community — Litigators in complex technical cases

Information Product Types (typical price):

Consulting — Report ($895) — Benchmarking

Example Leading Product:

<u>Transaction Processing: Into the 1990s</u> — Report — $995

Type of Company: Business Information Publisher

Able Telecommunications, Inc.

"Able Telecommunications, Inc. specializes in technology and market analysis of digital transmission products."

—— *Able Telecommunications, Inc.*

President/General Manager: Mr. George Chow, President
Owner(s): George Chow, Clem Joseph

Phone: 408/945-1484
Fax: 408/945-7851

Employees: 10

Address: 56 Corning Avenue
Milpitas, CA 95035

Provides Information On:

Digital communications — Transmission equipment — Digital communications services — Digital communications technology

For:

Communications vendors — Telecom carriers — Communications end users

Information Product Types (typical price):

Service — Seminar — Report — Newsletter — Consulting

Example Leading Product:

Technical Market Analysis and Focused Research — Service — $3,000 to $100,000

Type of Company: Business Information Publisher

Adscope, Inc.

"Adscope, Inc. provides detailed statistics on print advertising activity by 15,000-16,000 computer, telecommunications and electronics advertisers in over 200 publications."

—— Adscope, Inc.

President/General Manager: Ms. Sheila Clarke, President
Owner(s): Sheila Clarke

Phone: 415/969-5652
Fax: 415/967-4518

Employees: 12

Address: 2130 Rock Street, Suite 38
Mountain View, CA 94043

Provides Information On:

Print advertising data, by publication — Print advertising data, by advertiser — Advertising — Magazines — Publishing

For:

Publishers — Advertisers — Ad agencies — Market researchers, computers, telecom — Market researchers, electronics

Information Product Types (typical price):

Custom database report ($400/month)

Example Leading Product:

Adscope 501 Report — Report — $225 - $396

Type of Company: Business Information Publisher

Also see *Future Thinker* review/profile: Vol 1:1, 1:4, 2:4, 2:6

Advanced Manufacturing Research

"Advanced Manufacturing Research provides both automation vendors and Fortune 500 end users with strategic information on manufacturing automation, technologies and market trends, including coverage of user CIM strategies. "

—— Advanced Manufacturing Research

President/General Manager: Mr. Anthony Friscia, President   **Employees:** 7
Owner(s): Anthony Friscia

Phone: 617/621-1700   **Address:** 101 Rogers Street, #205
Fax: 617/621-0328   Cambridge, MA 02142

Provides Information On:

CIM, computing strategies — CIM, communications strategies — Systems integration, manufacturing — Software, manufacturing

For:

Systems vendors — Fortune 500 manufacturers — Venture capitalists

Information Product Types (typical price):

Service ($20,000/year) — Newsletter — Seminar — Consulting

Example Leading Product:

AMR Executive Briefing Service — Service — $20,000/year

Type of Company: Business Information Publisher

Advanced Television Publishing

"Advanced Television Publishing is the primary source of worldwide HDTV news, providing comprehensive coverage and in-depth analysis of HDTV technology and business opportunities. "

—— *Advanced Television Publishing*

President/General Manager: Mr. Dale Cripps, President *Employees:* __
Owner(s):

Phone: 503/239-7232 *Address:* P.O. Box 5247
Fax: Portland, OR 97208

Provides Information On:

HDTV — HDTV business opportunities — HDTV applications

For:

Telecommunications vendors — Libraries — Universities

Information Product Types (typical price):

Newsletter ($387/year) — Conference — Report — Consulting

Example Leading Product:

<u>HDTV Newsletter</u> — Newsletter — $387/year

Type of Company: Business Information Publisher

Aim Consulting & Publications, Inc.

"AIM Consulting & Publications, Inc. provides information, analysis, and insight about artificial intelligence products, players, and markets."

—— Aim Consulting & Publications, Inc.

President/General Manager: Ms. Susan Messenheimer, President   *Employees:* 2

Owner(s): Susan Messenheimer, Carol Weiszmann

Phone: 508/653-1622   *Address:* P.O. Box 156

Fax: Natick, MA 01760

Provides Information On:

Artificial intelligence — Expert systems — Neural networks

For:

Artificial intelligence users — Expert systems users — Neural networks users — MIS directors

Information Product Types (typical price):

Consulting — Newsletter ($99/year)

Example Leading Product:

Intelligent User Quarterly — Newsletter — $99/year

Type of Company: Business Information Publisher

Alan Weinkrantz and Company

"Founded in 1980, Weinkrantz and Company offers marketing communications/strategic relationships in the areas of computer hardware, software and services, biotechnology, telecommunications, space industrialization, consumer electronics and venture capital. "

—— Alan Weinkrantz and Company

President/General Manager: Mr. Alan Weinkrantz, President   *Employees:* __
Owner(s): Alan Weinkrantz

Phone: 512/494-7660   *Address:* 400 N Loop 1604 E
Fax: 512/494-7668   San Antonio, TX 78232

Provides Information On:

Public relations — Advertising — Product reviews — Editorial calendars — Industry infrastructure development — Strategic relationship devlopment

For:

Computer and software vendors — Industry analysts — Venture capital firms

Information Product Types (typical price):

Consulting

Example Leading Product:

Type of Company: Consulting

Background:

Alan Weinkrantz is a contributing editor for The Computer Street Journal.

Alexander & Associates

"Alexander & Associates is a management consulting firm focusing on business planning and marketing consulting in the field of communications and interactive entertainment."

—— Alexander & Associates

President/General Manager: Mr. Robert Alexander, President
Owner(s):

Employees: __

Phone: 212/382-3929
Fax: 212/764-5028

Address: 28 W. 44th Street
New York, NY 10036

Provides Information On:

Home video — Interactivity — CD-I — Broadcasting

For:

Telecom vendors — Software manufacturers — Broadcasting executives

Information Product Types (typical price):

Newsletter ($195/year) — Conference ($550)

Example Leading Product:

A and A Monthly on Interactive Entertainment — Newsletter — $195/year

Type of Company: Business Information Publisher

Amidon/Litman Associates

"Published by Amidon/Litman Associates, the Dance Card Report provides standardized measures of performance on computers, communications, media, financial and legal services."

—— Amidon/Litman Associates

President/General Manager: Ms. Paige Amidon, President
Owner(s):

Phone: 201/890-0443
Fax:

Employees: __

Address: 1462 Stephanie Drive
North Caldwell, NJ 07006

Provides Information On:

Vertical markets — Performance measurement

For:

Information Product Types (typical price):

Report ($2,250)

Example Leading Product:

<u>Dance Card Report</u> — Report — $2,250

Type of Company: Business Information Publisher

Annex Research

"Annex Research is an international research and consulting firm providing services to top management executives. "

—— Annex Research

President/General Manager: Mr. Robert Djurdjevic, President

Owner(s):

Employees: __

Phone: 602/956-8586
Fax: 602/956-8594

Address: 3610 N. 44th Street, #120
Phoenix, AZ 85018

Provides Information On:

For:

Information Product Types (typical price):

Example Leading Product:

CMS (Computer Marketing Service) — Service — $18,000

Type of Company: Business Information Publisher

Anza Research, Inc.

"NeuralBase is an annotated bibliograhpic database of network articles, books and conference proceedings. It has over 3,000 entries and operates on IBM PCs and compatibles. It has flexible search menus allowing selection by author, date or keyword."

—— Anza Research, Inc.

President/General Manager: Mr. Philip D. Wasserman, President   *Employees:* 2
Owner(s): Philip D. Wasserman

Phone: 408/996-2022   *Address:* 19866 Baywood Drive
Fax: Cupertino, CA 95014

Provides Information On:

Neural networks, artificial — Neural networks, algorithms — Neural networks, applications — Neural networks, research

For:

Government/defense industry — Industrial libraries — University libraries & researchers — Financial institutions

Information Product Types (typical price):

Database ($497) — Consulting

Example Leading Product:

NeuralBase — Database — $497

Type of Company: Business Information Publisher

<u>Also see *Future Thinker* review/profile:</u> Vol. 2:3

Architecture Technology Corporation

"Architecture Technology provides comprehensive, up-to-date, accurate data communications expertise to decision makers at all levels of government and private industry."

—— Architecture Technology Corporation

President/General Manager: Dr. Kenneth J. Thurber, President   *Employees:* 25
Owner(s): Kenneth J. Thurber

Phone: 612/935-2035   *Address:* P.O. Box 24344
Fax: 612/829-5871   Minneapolis, MN 55424

Provides Information On:

Communications systems — Distributed systems — LANs

For:

MIS directors — Data processors — Computer vendors — Workstation managers

Information Product Types (typical price):

In-house seminar ($4,000) — Directory ($200) — Consulting — Report ($200-$1100) — Newsletter ($300/year)

Example Leading Product:

LOCALNetter — Newsletter — $300/year

Type of Company: Business Information Publisher

Also see *Future Thinker* review/profile: Vol. 1:5

Arlen Communications, Inc.

"Arlen Communications, Inc. is a research and consulting firm specializing in interactive information, education, entertainment, financial services and marketing. "

—— *Arlen Communications, Inc.*

President/General Manager: Mr. Gary Arlen

Owner(s): Gary Arlen

Phone: 301/656-7940

Fax: 301/656-3204

Employees: __

Address: 7315 Wisconsin Avenue, Suite 600E
Bethesda, MD 20814-3202

Provides Information On:

Videotex — Telebanking — Electronic publishing — Electronic retailing — Optical media

For:

Telecommunications companies — Publishers

Information Product Types (typical price):

Consulting — Conference — Service — Newsletter ($350/year)

Example Leading Product:

Interactivity Report — Newsletter — $348/year

Type of Company: Business Information Publisher

Arthur D. Little Decision Resources

"Decision Resources provides interpretative management services and products which analyze and forecast key changes in competition and technology. "

—— Arthur D. Little Decision Resources

President/General Manager: Mrs. Sarah W. Fuller, President

Owner(s): Privately-held

Employees: 65

Phone: 617/270-1200

Fax: 617/273-3048

Address: 17 New England Executive Park
Burlington, MA 01803

Provides Information On:

Information systems — Telecommunications — Electronics — Biotechnology — Materials, advanced — Chemicals

For:

Information systems vendors — Fortune 500 vendors and users — Financial institutions

Information Product Types (typical price):

Service ($12,500-$65,000/year) — Conference ($975) — Report ($1,800-$2,200)

Example Leading Product:

The Outlook for the Information Processing Industry: Global Strategies in the 1990s — Report — $1,800

Type of Company: Business Information Publisher

Associated Research Services, Inc.

"Associated Research Services, Inc. provides sales and marketing in the U.S. and Japan for independent computer industry market research companies. "

—— Associated Research Services, Inc.

President/General Manager: Mr. Phil Magney, President
Owner(s): Phil Magney

Employees: 2

Phone: 214/644-1733
Fax: 214/231-0938

Address: 8111 LBJ Freeway, Suite 1325
Dallas, TX 75251

Provides Information On:

Personal computers — Workstations — Computer retail sales — Testing, performance

For:

Personal computer vendors — Workstation vendors — Computer stores

Information Product Types (typical price):

Survey data ($6,000/year) — Report ($2,000) — Service ($15,000/year)

Example Leading Product:

StoreBoard — Report — $6,000/year

Type of Company: Business Information Publisher

Auerbach Publishers (Div. of Warren, Gorham & Lamont, Inc.)

"For over 30 years, Auerbach Publishers has served business, industry and government in providing timely, vital management information on information systems, computer technology and its application to business and advanced engineering applications."

—— Auerbach Publishers (Div. of Warren, Gorham & Lamont, Inc.)

President/General Manager: Mr. Walter Laessig
Owner(s): Warren, Gorham & Lamont, Inc.

Employees: __

Phone: 212/971-5123
Fax: 212/971-5081

Address: One Penn Plaza, 42nd Floor
New York, NY 10119

Provides Information On:

Information management, mainframes — Data communications management — Database management — Systems development managment — EDP auditing — Expert systems — Neural network computing — Data center operations management — Information systems management — End-user management — Manufacturing automation — Engineering applications

For:

MIS engineering professionals — MIS executives — Data center managers — Systems developers — Software engineering users — Computer end-users — Manufacturing engineers

Information Product Types (typical price):

Looseleaf service ($295-$2,495) — Newsletter ($98-$245) — Book ($98-$250)

Example Leading Product:

Journal of Information Systems Management — Newsletter — $98/year

Type of Company: Business Information Publisher

BIS CAP International

"BIS CAP International, Inc. is a recognized leader in providing in-depth market research and consulting services to participants in the electronic imaging and document storage industries."

—— BIS CAP International

President/General Manager: Mr. Charles A. Pesko, Jr., President   *Employees:* 150
Owner(s): BIS/NYNEX

Phone: 617/982-9500   *Address:* One Longwater Circle
Fax: 617/878-6650   Norwell, MA 02061

Provides Information On:

Image processing — Scanners — Copiers — Printers — Facsimile machines — Optical disk systems — Publishing systems — Supplies

For:

Printer manufacturers — Printer OEMs — Computer vendors — Ribbon companies — Toner and ink companies — Forms companies — Software developers — Office equipment vendors — Venture capital firms — Telecommunications vendors — Network vendors — Office supply vendors — Scanner manufacturers — Peripherals manufacturers — Technology end users

Information Product Types (typical price):

Service — Consulting — Conference — Newsletter — Directory

Example Leading Product:

Image Communication Systems Market Requirements Service — Service — $13,500

Type of Company: Business Information Publisher

BIS Mackintosh

"BIS Mackintosh offers a range of consulting services, addressing key developments in the electronics industry worldwide."

—— *BIS Mackintosh*

President/General Manager: Mr. Michael Gordon, Managing Director   **Employees:** __
Owner(s): BIS/NYNEX

Phone: 44-582405678   **Address:** Mackintosh House, Napier Road
Fax: 44-5824544828   Luton, U.K. LU1 IRG

Provides Information On:

Electronic messaging — Mobile communications — Electronics, consumer — Semiconductors — ISDN — Optical storage — Optoelectronics — Artificial intelligence — Expert systems — Data management

For:

Semiconductor manufacturers — Telecommunications Vendors — Electronics Vendors — Consumer electronics manufacturers — PTTs — Venture capitalists — Government

Information Product Types (typical price):

Service ($18,000-$32,000) — Multiclient study ($20,000) — Consulting

Example Leading Product:

<u>Mobile Communications</u> — Service — $18,000

Type of Company: Business Information Publisher

BYTEweek

"BYTEweek is devoted to reporting and analyzing changes and developments in the continually-evolving business computing arena through its coverage of the IBM, IBM-compatible, Apple Macintosh and workstation markets."

—— BYTEweek

President/General Manager:
Owner(s): Byte Publications/McGraw-Hill

Employees: __

Phone: 603/924-9281
Fax: 603/924-2550

Address: One Phoenix Mill Lane
Peterborough, NH 03458

Provides Information On:

Personal computing — Personal computing technology — Workstations

For:

Personal computer professionals — Personal computer vendors

Information Product Types (typical price):

Newsletter

Example Leading Product:

BYTEweek — Newsletter — $395

Type of Company: Business Information Publisher

Also see *Future Thinker* review/profile: Vol. 2:5

Battelle Seminars

"Since 1978 Battelle Seminars has been providing top quality training for professionals in the technical and management fields. The seminars focus on changes in technology and how these changes allow greater effectiveness and innovation in the marketplace. "

—— Battelle Seminars

President/General Manager: Ms. Penny Robinson, Director
Owner(s): Battelle Institute

Employees: __

Phone: 206/527-0542
Fax:

Address: P.O. Box C-5395
Seattle, WA 98105-5428

Provides Information On:

Software contracts — Computer disaster recovery planning — Computer software project management — Desktop publishing — Personal computer management — Technical documentation — Computer-based training — Creative thinking strategies

For:

MIS managers — Software managers — Technical writers — Engineering management — Computer operations managers

Information Product Types (typical price):

Seminar

Example Leading Product:

<u>Software Contracts</u> — Seminar — $795

Type of Company: Business Information Publisher

Bowker A & I Publishing, Abstr. & Indx. Div. of R. R. Bowker

"Bowker's Abstracting & Indexing Division was created as an entire publishing division to fully address environmental and technical issues affecting the marketplace today. "

—— Bowker A & I Publishing, Abstr. & Indx. Div. of R. R. Bowker

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President/General Manager: Ms. Carol Cooper, Publisher
Owner(s): R. R. Bowker, a division of Reed Publishing (USA)

Employees: 15

Phone: 212/645-9700
Fax: 212/337-7151

Address: 245 W. 17th Street
New York, NY 10011

Provides Information On:

Robotics — Artificial intelligence — CAD/CAM — Telecommunications

For:

Academic institutions — Corporations — Government researchers — Librarians — Consultants — Telecommunications R&D, marketing execs.

Information Product Types (typical price):

Newsletter ($725) — Database — Online database

Example Leading Product:

<u>Robotics Abstracts</u> — Newsletter — $725

Type of Company: Business Information Publisher

Broadview Associates

"Broadview Associates is an investment banking firm specializing in mergers and acquisitions in the Information Services/Software Industry."

—— *Broadview Associates*

President/General Manager: Mr. Gilbert Mintz, Founding Partner   *Employees:* 45
Owner(s): Gilbert Mintz, Bernard Goldstein, et al

Phone: 201/461-7929
Fax: 201/461-3563

Address: 2115 Linwood Avenue
Ft Lee, NJ 07024

Provides Information On:

Mergers — Acquisitions — Divestitures — Buyouts

For:

Information servics vendors — Software vendors — Diversifying firms

Information Product Types (typical price):

Report (quarterly, semi-annual; free to clients) — (summaries free to non-clients)

Example Leading Product:

Broadview/ADAPSO Merger Report — Report — free

Type of Company: Business Information Publisher

Business Communications Co., Inc.

"Since 1971, Business Communications Co., Inc. has provided important technical and economic studies that address vital concerns in marketing and strategic planning, achieving preeminence for its accuracy, dependability and insight."

—— *Business Communications Co., Inc.*

President/General Manager: Mr. Louis Naturman, President   *Employees:* __

Owner(s): Louis Naturman

Phone: 203/853-4266   *Address:* 25 Van Zant St.

Fax: 203/853-0348   Norwalk, CT 06855

Provides Information On:

Electronics — Telecommunications — Materials process industry, advanced — Biotechnology

For:

Telecommunications Vendors — Electronics Vendors — Components Manufacturers

Information Product Types (typical price):

Multiclient Study ($2,000) — Newsletter ($300) — Consulting — Conference

Example Leading Product:

<u>Surface Mount Technology in Electronics</u> — Report — $2,450

Type of Company: Business Information Publisher

Business Research Group

"Focused on industrial acquisition and processing of information processing technology, Business Research Group provides strategic planning information for technology vendors. "

—— *Business Research Group*

President/General Manager: Mr. William P. Ford, Jr. V.P. & General Manager   ***Employees:*** 20
Owner(s): Cahners Publishing Company/Reed Publishing (USA)

Phone: 617/536-0036   ***Address:*** 221 Columbus Avenue
Fax: 617/536-8719   Boston, MA 02116-5109

Provides Information On:

Network integration — Network management — Telecommunications — Communications — Systems integration

For:

Information technology vendors — Information technology end users — Investors

Information Product Types (typical price):

Service ($15,000) — Report ($600) — Multiclient study ($12,000) — Consulting

Example Leading Product:

<u>Competitive Strategies for ISDN services</u> — Multiclient study — $12,000

Type of Company: Business Information Publisher

Business Technology Research

"Business Technology Research was founded to provide information on rapidly changing technologies and markets offering the most promising strategic development and investment opportunities."

—— *Business Technology Research*

President/General Manager: Mr. Chris Whichard, Managing Director   **Employees:** 7
Owner(s): Venture Economics

Phone: 617/449-2100
Fax: 617/449-7660   **Address:** 75 Second Avenue, Suite 700
                                                     Needham, MA 02194-2813

Provides Information On:

Technology, emerging — Technology markets — Research & development, innovative — Innovations, research & development — Companies, innovative R&D

For:

Venture capitalists — Technology companies, large and small

Information Product Types (typical price):

Report ($1,950) — Multiclient study — Consulting

Example Leading Product:

<u>Communications-based Information Services</u> — Report — $1,950

Type of Company: Business Information Publisher

Business Week Newsletter for Information Executives, The

"The Business Week Newsletter for Information Executives provides a source of vital news, competitive ideas and suggestions for improving business with information technology, to senior information professionals. "

—— Business Week Newsletter for Information Executives, The

President/General Manager: Mr. John G. Wrede, Publisher
Owner(s): Business Week/McGraw-Hill

Employees: 6

Phone: 212/512-3113
Fax: 212/512-6909

Address: 1221 Avenue of the Americas 36th Fl
New York, NY 10020

Provides Information On:

Information processing — Communications systems — Computers

For:

MIS managers — Senior information managers — Chief executives — Chief information officers

Information Product Types (typical price):

Newsletter ($495/year)

Example Leading Product:

The Business Week Newsletter — Newsletter — $495/year

Type of Company: Business Information Publisher

C Systems, Ltd.

"C Systems, Ltd. tracks the advertising activities of over 18,000 high-tech companies to provide its clients with accurate, up-to-date advertising data."

—— C Systems, Ltd.

President/General Manager: Ms. Earlene Callan, President
Owner(s): Earlene Callan, James Callan

Employees: 24

Phone: 203/438-0652
Fax:

Address: P.O. Box 639
Ridgefield, CT 06877

Provides Information On:

Advertising — Publishing — Magazines

For:

Computer publishers — Publishers — Manufacturers and marketing firms — Advertising agencies

Information Product Types (typical price):

Online database ($25 +) — Report ($100-$6,000)

Example Leading Product:

<u>HiTAP (Hi Tech Ad Placement Report)</u> — Report — $890/2 issues/year

Type of Company: Business Information Publisher

CAD/CAM Publishing, Inc.

"CAD/CAM Publishing, Inc. provides information on how to use computer-aided engineering, design, and manufacturing more productively, and reports on new developments in the CAD/CAM and CAE technology."

—— *CAD/CAM Publishing, Inc.*

President/General Manager: Mr. L. Stephen Wolfe, PE
Owner(s): L. Stephen Wolfe

Employees: 9

Phone: 619/488-0533
Fax: 619/488-6052

Address: 841 Turquoise Street, Suite D
San Diego, CA 92109

Provides Information On:

CAD/CAM, CAE — Computer-aided design — Computer-aided management — CAD products — Graphics, personal computer

For:

CAD/CAM users — Personal computer CAD/CAM users — Engineering managers — CAD/CAM vendors — Graphics users

Information Product Types (typical price):

Newsletter — Report — Directory

Example Leading Product:

<u>CAD Report</u> — Newsletter — $154/year

Type of Company: Business Information Publisher

CASE Consulting Group, Inc.

"CASE Consulting Group reports on the practical application of CASE technology and provides a thorough analysis of the CASE industry."

—— *CASE Consulting Group, Inc.*

President/General Manager: Mr. Gene Forte, President   *Employees:* 4
Owner(s): CASE Consulting Group, Inc.

Phone: 503/226-0420   *Address:* 224 S.W. First Avenue
Fax: 503/228-8163   Portland, OR 97204

Provides Information On:

CASE — Computer-aided software engineering — Software development

For:

Computer users — MIS directors — Software development managers — Engineering managers — Strategic planners

Information Product Types (typical price):

Newsletter ($395) — Directory ($195)

Example Leading Product:

<u>CASE Outlook</u> — Newsletter — $395/year

Type of Company: Business Information Publisher

Also see *Future Thinker* review/profile: Vol. 1:5

CASE Research Corporation

"CASE Research Corporation provides in-depth analyses of the practical implementation of CASE approaches, methodologies, techniques and technologies. "

—— CASE Research Corporation

President/General Manager: Mr. Vaughan Merlyn, Chairman

Owner(s):

Phone: 206/453-9900

Fax: 206/462-2127

Employees: 4

Address: 155 108th NE, Suite 210

Bellevue, WA 98004

Provides Information On:

CASE — Software engineering — Software development

For:

Computer users — MIS directors — Software development managers

Information Product Types (typical price):

Service ($2,950) — Report ($1,500) — Survey data ($150) — Video ($95) — Conference ($995) — Laboratory ($3,000)

Example Leading Product:

The CASE Experience — Service — $2,950/year

Type of Company: Business Information Publisher

Also see *Future Thinker* review/profile: Vol. 1:4

CCMI/McGraw-Hill

"CCMI/McGraw-Hill is the unrivaled leader in electronic rate and tariff information in the telecommunications industry. "

—— *CCMI/McGraw-Hill*

President/General Manager: Mr. Dave Rubin, President
Owner(s): McGraw-Hill

Phone: 201/825-3311
Fax:

Employees: 80

Address: 50 South Franklin Turnpike
Ramsey, NJ 07446

Provides Information On:

Telecommunications — Telecommunications rates and tariffs

For:

Telecommunications vendors — Telecommunications users

Information Product Types (typical price):

Online database — Directory — Report

Example Leading Product:

National Tariff Library Service — Service

Type of Company: Business Information Publisher

CIMI Corporation

"CIMI Corporation provides support for technology decisions and strategic planning, for both vendors and users of computers and telecommunications equipment. "

—— *CIMI Corporation*

President/General Manager: Mr. Thomas L. Nolle, President

Owner(s): Thomas L. Nolle

Employees: __

Phone: 609/354-1088

Fax:

Address: P.O. Box 1066
Haddonfield, NJ 08033

Provides Information On:

Communications, data — ISDN — Network management — LANs — Distributed processing — Networking, computer

For:

End users — Manufacturers — Resellers — Systems integrators

Information Product Types (typical price):

Newsletter ($60) — Report ($250-$500) — Market survey ($2,500)

Example Leading Product:

NETWATCHER — Newsletter — $60/year

Type of Company: Business Information Publisher

California Technology Stock Letter

"California Technology Stock Letter provides authoritative, independent advice for high-technology investing. "

—— *California Technology Stock Letter*

President/General Manager: Mr. Michael Murphy, Publisher

Owner(s): Michael Murphy

Phone: 415/982-0125

Fax:

Employees: 4

Address: 1620 Montgomery Street, #200
San Francisco, CA 94111

Provides Information On:

Stocks, high-tech — Stocks, overpriced (short positions)

For:

Investors — Securities analysts

Information Product Types (typical price):

Newsletter ($325/year)

Example Leading Product:

<u>California Technology Stock Letter</u> — Newsletter — $325/year

Type of Company: Business Information Publisher

Camarro Research

"Camarro Research researches and publishes studies on office automation products, markets and distribution channels and accepts custom client projects. "

—— *Camarro Research*

President/General Manager: Mr. Kenneth D. Camarro
Owner(s): Mr. Kenneth D. Camarro

Employees: 5

Phone: 203/255-4100
Fax: 203/255-4100

Address: 345 Carroll Road
Fairfield, CT 06430

[handwritten: 9/10/90   per Ken C.
New address/fax/phone #
Phone: 203 | 336 - 4566
FAX : 203 /
Address: 580 Commerce Drive
Fairfield CT 06430]

Facsimile mach... stribution — Word processors/personal computers — Copiers

...achine dealers and retailers

price):

Service ($15,000/year) — ... study ($6,000) — Report ($... 700) — Newsletter ($235) — Consulting

Electronic Typewriter ... Service — $15,000/year

Type of Company: Business Information Publisher

<u>Also see *Future Thinker* review/profile:</u> Vol. 2:3

Cambridge Information Group Directories

"Cambridge Information Group provides directory information on worldwide government leaders; state government officials; business and financial profiles, and market research reports. "

—— Cambridge Information Group Directories

President/General Manager: Mr. Norman Snyder, President
Owner(s):

Phone: 301/961-6750
Fax: 301/961-6720

Employees: __

Address: 7200 Wisconsin Avenue
Bethesda, MD 20814

Provides Information On:

Market research studies — Business profiles — Financial profiles — Government leaders, worldwide

For:

Libraries — Market research organizations — Corporate executives — Marketers

Information Product Types (typical price):

Directory ($285-$438)

Example Leading Product:

FINDEX—The Directory of Market Research Reports, Studies & Surveys — Directory — $285

Type of Company: Business Information Publisher

Cambridge Report on SUPERCONDUCTIVITY, The

"The Cambridge Report on Superconductivity is an invaluable source of comprehensive information on all aspects of the superconductivity industry. "

—— Cambridge Report on SUPERCONDUCTIVITY, The

President/General Manager: Mr. David E. Gumpert, Editor & Publisher   *Employees:* 5
Owner(s): David E. Gumpert and Stanley R. Rich

Phone: 617/444-3311   *Address:* P.O. Box 246
Fax: 617/455-8499   Needham Heights, MA 02194-0002

Provides Information On:

Superconductivity

For:

Superconductor researchers — Electronics companies — Technology developers — Venture capitalists — Entreprenuers

Information Product Types (typical price):

Newsletter ($245/year) — Directory ($145 or free with subscription)

Example Leading Product:

<u>The Cambridge Report on SUPERCONDUCTIVITY</u> — Newsletter — $245/year

Type of Company: Business Information Publisher

Canopus Research

"Canopus Research researchs and analyzes strategic issues in the fields of computer, communications and information technology."

—— *Canopus Research*

President/General Manager: Mr. Will Zachmann, President
Owner(s): Will Zachmann

Employees: 2

Phone: 617/934-9800
Fax: 617/934-9888

Address: P.O. Box 2805
Duxbury, MA 02331

Provides Information On:

Computers — Communications — Information technology

For:

Computer vendors — Telecom vendors

Information Product Types (typical price):

Consulting

Example Leading Product:

— Consulting

Type of Company: Consulting

Chromatic Communications Enterprises, Inc.

"Chromatic Communications tracks the people, products and companies in the microcomputer industry, and publishes the only trade directories dedicated exclusively to the microcomputer industry, profiling 18,000 companies, 28,000 people and 36,000 products. "

—— Chromatic Communications Enterprises, Inc.

President/General Manager: Mr. Michael Shipp, President & Publisher   *Employees:* __
Owner(s): Michael Shipp

Phone: 415/945-1602   *Address:* P.O. Box 30127
Fax: Walnut Creek, CA 94598

Provides Information On:

Microcomputer dealers — Microcomputer vendors — Leads database

For:

Computer vendors — Software vendors — Publishers

Information Product Types (typical price):

Directory — Database

Example Leading Product:

<u>MicroLeads Vendor Directory: 1989 Edition</u> — Directory — $495

Type of Company: Business Information Publisher

Also see *Future Thinker* review/profile: Vol. 2:4, 2:6

Communications Network Architects

"Communications Network Architects follows trends and technologies primarily in LANs and WANs. "

—— Communications Network Architects

President/General Manager: Mr. Frank Dzubeck, President
Owner(s): Frank Dzubeck

Employees: __

Phone: 202/775-8000
Fax:

Address: P.O. Box 32063
Washington, DC 20007

Provides Information On:

Local area networks — Wide area networks

For:

Local area network vendors — Local area network users — Wide area network users

Information Product Types (typical price):

Consulting

Example Leading Product:

Type of Company: Consulting

Communications Sciences

"Communications Scicences is a consulting firm specializing in the telecommunications industry. "

—— *Communications Sciences*

President/General Manager: Mr. Stuart Tuchband, President
Owner(s):

Phone: 201/632-8000
Fax: 201/632-1830

Employees: 55

Address: 379 Thornall Street, 7th Floor
Edison, NJ 08837

Provides Information On:

Telecommunications

For:

Telecommunications end-users

Information Product Types (typical price):

Consulting

Example Leading Product:

— Consulting

Type of Company: Consulting

Communications Trends, Inc.

"In addition to publishing several newsletters and reports, Communications Trends, Inc. also publishes Computer Publishers & Publications, which lists more than 1,000 computer periodicals and 300 computer book publishers."

—— *Communications Trends, Inc.*

President/General Manager: Mr. Efrem Sigel, Publisher and President   *Employees:* __

Owner(s): Efrem Sigel

Phone: 914/833-0600   *Address:* 2 East Avenue

Fax: 914/833-0558   Larchmont, NY 10538

Provides Information On:

Publishing, computer — Advertising

For:

Publishers — Advertisers — Ad agencies

Information Product Types (typical price):

Report ($1,000) — Newsletter ($400/year) — Directory ($160)

Example Leading Product:

Computer Publishing and Advertising Report — Newsletter — $396/year

Type of Company: Business Information Publisher

Competitive Strategy Group, The

"The Competitive Strategy Group is a consulting, research and advisory firm specializing in strategy formulation and implementation for clients in the telecommunications and information industries."

—— *Competitive Strategy Group, The*

President/General Manager: Dr. Warren J. Keegan, President
Owner(s):

Employees: __

Phone: 914/947-9421
Fax:

Address: 210 Stuyvesant Avenue
Rye, NY 10580

Provides Information On:

Competitive strategy — Product development — Product launch — Strategy implementation — Information industry — Telecommunications industry

For:

Fortune 1000 — Information industry executives — Venture capital firms

Information Product Types (typical price):

Seminar — Consulting

Example Leading Product:

<u>Electronic Distribution Media</u> — Seminar — $695

Type of Company: Business Information Publisher

Background:

Dr. Keegan is the Executive Director of the Institute for Global Business Strategy at Pace University.

Computer Business

"Computer Business provides a topical review of recent articles in over 50 computer and communications-related publications, along with all of the national business journals."

—— Computer Business

President/General Manager: Mr. Abe Hassan, President & Managing Editor   *Employees:* __

Owner(s): Abe Hassan

Phone: 213/649-2846   *Address:* 5340 West 57th Street

Fax: Los Angeles, CA 90056

Provides Information On:

Computer industry information — Information industry information — Data communications

For:

Computer industry executives — Universities — Libraries

Information Product Types (typical price):

Newsletter ($145/year)

Example Leading Product:

COMPUTER BUSINESS — Newsletter — $145/year

Type of Company: Business Information Publisher

Computer Industry Almanac

"Computer Industry Almanac encompasses a remarkably varied realm, with facts and forecasts on systems ranging from small-scale personal computers to multimillion dollar mainframes and supercomputers. "

—— *Computer Industry Almanac*

President/General Manager: Dr. Egil Juliussen, President   *Employees:* 3
Owner(s): Egil Juliussen and Karen Juliussen

Phone: 702/831-2288   *Address:* 737 Allison Drive
Fax: Incline Village, NV 89451

Provides Information On:

Information processing industry — Computer industry

For:

Computer companies — Computer users — Librarians

Information Product Types (typical price):

Book ($30)

Example Leading Product:

<u>Computer Industry Almanac</u> — Book — $29.95

Type of Company: Business Information Publisher

Background:

Computer Industry Almanac is published by Brady/Simon & Schuster

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<u>Also see *Future Thinker* review/profile:</u> Vol. 2:2

Computer Intelligence

"Computer Intelligence delivers accurate, detailed information on over 100,000 domestic and international computer installations to assist market research activities of companies throughout the data processing industry."

—— Computer Intelligence

President/General Manager: Mr. Hugh Tietjen, President
Owner(s):

Phone: 619/450-1667
Fax: 619/452-7491

Employees: 200

Address: 3344 N. Torrey Pines Court
La Jolla, CA 92037

Provides Information On:

Mainframe computers — Computer installations — Telecommunications installations — Computer software — Personal computer installations — Minicomputer installation — Leads database

For:

Computer vendors — Telecommunications vendors — Software vendors — Office automation vendors

Information Product Types (typical price):

Online database — Service — Lead service

Example Leading Product:

Market Intelligence System — Online database

Type of Company: Business Information Publisher

Computer Publicity News

"Computer Publicity News is a monthly newsletter targeted towoard computer and electronics marketing professionals and listing high-tech publications and media deadlines. "

—— *Computer Publicity News*

President/General Manager: Mr. Tony Reveaux, Editor

Owner(s): Hi-Tech Public Relations, Inc.

Employees: __

Phone: 415/648-5958

Fax:

Address: 444 DeHaro Street, #207
San Francisco, CA 94107

Provides Information On:

Computer publicity — PR — Press relations — Editorial calendars

For:

Computer vendors — PR firms — Marketing managers

Information Product Types (typical price):

Newsletter ($230/year)

Example Leading Product:

<u>Computer Publicity News</u> — Newsletter — $230/year

Type of Company: Business Information Publisher

Computer Security Institute

"Computer Security Institute is dedicated to advancing the view that information is a critical organizational asset and must be protected."

—— Computer Security Institute

President/General Manager: Mr. John O'Mara, Executive Director
Owner(s): John O'Mara

Phone: 508/393-2600
Fax: 508/393-3888

Employees: 10

Address: 360 Church Street
Northborough, MA 01532

Provides Information On:

Computer security — Security from micro to mainframe — Computer viruses — Information ethics

For:

DP managers — MIS directors — Database managers — Data security officers — Auditors

Information Product Types (typical price):

Service ($95/year) — Conference ($800) — Seminar — Journal ($65) — Directory ($75)

Example Leading Product:

Computer Security Newsletter — Newsletter — $75

Type of Company: Business Information Publisher

Computer Shoptalk

"Computer Shoptalk newsletter provides a forum for discussion between computer stores dealers nationwide, regarding the retail dealer channels for personal computer hardware and software."

—— *Computer Shoptalk*

President/General Manager: Mr. George Meier, Publisher
Owner(s): George Meier

Phone: 201/376-8181
Fax: 201/376-8335

Employees: 5

Address: P.O. Box 104
Millburn, NJ 07041

Provides Information On:

Dealer channels, computer retail — Dealer channels, software retail

For:

Computer stores — Personal computer vendors — Financial investors

Information Product Types (typical price):

Newsletter ($50/year)

Example Leading Product:

Computer Shoptalk — Newsletter — $50/year

Type of Company: Business Information Publisher

Computer Technology Research Corporation

"CTR is an internationally recognized computer technology research firm specializing in the research and publication of effective reports concerning information industry products and strategies, primarily tracking IBM Corporation. "

—— Computer Technology Research Corporation

President/General Manager: Mr. Edward R. Wagner, President   **Employees:** __
Owner(s): Edward R. Wagner

Phone: 516/654-5398   **Address:** 180 East Main Street
Fax: Patchogue, NY 11722

Provides Information On:

Personal computers — Personal computer operating systems — Midrange computers — Personal computer software

For:

Information managers

Information Product Types (typical price):

Report ($90-$525)

Example Leading Product:

<u>Inside OS/2</u> — Report — $195

Type of Company: Business Information Publisher

<u>Also see *Future Thinker* review/profile:</u> Vol. 2:2, 2:4

Corporate Technology Information Services

"CorpTech is the definitive source of information on the high-technology firms that are making America's tomorrow today."

—— Corporate Technology Information Services

President/General Manager: Mr. Andrew Campbell, President
Owner(s): Andrew Campbell

Employees: __

Phone: 617/932-3939
Fax: 617/932-6335

Address: 12 Alfred Street, Suite 200
Woburn, MA 01801

Provides Information On:

Companies, high-technology — Publishing, high-technology

For:

Sales and marketing executives — Diversifying firms

Information Product Types (typical price):

Directory ($95) — Database

Example Leading Product:

The CorpTech 2000 Marketing Guide 1988 — Directory — $95

Type of Company: Business Information Publisher

Also see *Future Thinker* review/profile: Vol. 1:5

Creative Strategies Research International

"Creative Strategies Research International is as internationally renowned business, marketing and manufacturing high-tech consulting and research organization offering professional services covering a broad spectrum of the industry."

—— *Creative Strategies Research International*

President/General Manager: Mr. Colin G. Dickson, President & C.O.O.   *Employees:* 8
Owner(s): Colin G. Dickson

Phone: 408/245-4750   *Address:* 2900 Gordon Avenue, #100
Fax: 408/739-5712   Santa Clara, CA 95051

Provides Information On:

Computers — Software — Office automation — Telecommunications — Process control — Artificial intelligence — CAD/CAM — Computer graphics — Image processing/digitization — Instrumentation, industrial

For:

Hardware vendors — Software vendors — Office automation vendors — Telecommunications vendors — CAD/CAM users — Computer graphics vendors — Computer graphics users

Information Product Types (typical price):

Service — Report — Consulting

Example Leading Product:

Advisory/Retainer Program — Service

Type of Company: Business Information Publisher

D.H. Brown Associates, Inc.

"D. H. Brown Associates provides strategic analyses of product trends in the technical computing market. We focus on key technologies with major near-term market impact. Our clients include Wall Street investors, system vendors and large end users."

—— D.H. Brown Associates, Inc.

President/General Manager: Mr. Donald H. Brown, President
Owner(s):

Employees: __

Phone: 914/631-7859
Fax: 914/333-5202

Address: 400 Benedict Avenue
Tarrytown, NY 10591

Provides Information On:

CAD/CAM products, mechanical — Workstations (technical applications) — Personal computers (technical apps) — Systems architecture — Software tools — Object-oriented programming

For:

Institutional investors — Technical computing product vendors — Technical computing product end-users

Information Product Types (typical price):

Service ($20,000/year) — Consulting

Example Leading Product:

<u>Mechanical Computer-aided Design Service</u> — Service — $20,000

Type of Company: Business Information Publisher

DARATECH, Inc.

"DARATECH's CAD/CAM, CAE Series provides a thorough understanding of CAD/CAM, CAE systems, the CAD/CAM, CAE industry, and how this technology is used to automate design, analysis and manufacturing."

—— DARATECH, Inc.

President/General Manager: Mr. Charles. M. Foundyller, President   *Employees:* __

Owner(s): Charles M. Foundyller

Phone: 617/354-2339   *Address:* P.O. Box 410

Fax: 617/354-7822   Cambridge, MA 02238-0410

Provides Information On:

CAD/CAM, CAE — Workstations — Operating software

For:

CAD/CAM users — CAD/CAM vendors — Consultants — Design engineers

Information Product Types (typical price):

Directory ($495) — User survey report — Consulting

Example Leading Product:

<u>CAD/CAM, CAE Survey Review & Buyers' Guide</u> — Directory — $495

Type of Company: Business Information Publisher

DDRI, Inc.

"DDRI, Inc. publishes CD Data Report, the leading newsletter for the CD-ROM industry since 1984."

—— *DDRI, Inc.*

President/General Manager: Ms. Linda W. Helgerson, President

Owner(s): Linda W. Helgerson

Employees: __

Phone: 703/237-0682

Fax: 703/532-5447

Address: 510 North Washington Street, #401

Falls Church, VA 22046-3537

Provides Information On:

CD-ROM — CD-ROM publishing — CD-ROM applications — CD-ROM databases — Optical publishing

For:

CD-ROM vendors — CD-ROM application developers — CD-ROM industry — Optical publishing industry

Information Product Types (typical price):

Newsletter (priced upon request) — Consulting

Example Leading Product:

CD Data Report — Newsletter — $275/year

Type of Company: Business Information Publisher

Also see *Future Thinker* review/profile: Vol. 1:2

DISK/TREND, Inc.

"DISK/TREND, Inc. is the leading provider of information for vendors, users and investors on the disk drive storage industry."

—— DISK/TREND, Inc.

President/General Manager: Mr. James N. Porter, President   *Employees:* 4

Owner(s): James N. Porter

Phone: 415/961-6209   *Address:* 1925 Landings Drive

Fax: 415/969-2560   Mountain View, CA 94043

Provides Information On:

Disk drives — Disk drives, floppy — Disk drives, rigid — Optical disk drives

For:

Disk drive manufacturers — System manufacturers — Disk drive component manfacturers — Investors

Information Product Types (typical price):

Report ($1,500) — Conference ($995)

Example Leading Product:

1988 DISK/TREND Report — Report — $3,165 (3 sections)

Type of Company: Business Information Publisher

Also see *Future Thinker* review/profile: Vol. 1:1

DMR Group, Inc. (USA)

"DMR Group, Inc. is a $150M/year management consultancy in information systems. In addition to licensing its large systems software development methodology, DMR conducts very high quality multiclient studies in emerging technologies. "

—— *DMR Group, Inc. (USA)*

President/General Manager: James G. Kerridge
Owner(s): DMR Group, Inc.

Employees: __

Phone: 212/949-6655
Fax: 617/237-3528

Address: 420 Lexington Avenue
New York, NY 10170

Provides Information On:

Electronic funds transfer — Image, voice, and data integration — Image processing — UNIX — Open systems — Point of sale EFT — IS Alignment — Canadian computer market

For:

Computer vendors — MIS executives

Information Product Types (typical price):

Multiclient study ($25,000) — Consulting

Example Leading Product:

<u>Strategies for Open Systems</u> — Multiclient study — $25,000

Type of Company: Business Information Publisher

Background:

Rob Howie (formerly Yankee Group, V.P.) joined DMR group May 1989 to head North American marketing working with Emerging Technologies Consulting Practice, relocating to New York HQ 9/89.

Dan Kimmel Enterprises

—— Dan Kimmel Enterprises

President/General Manager: Mr. Dan Kimmel, President **Employees:** __
Owner(s): Dan Kimmel

Phone: 815/838-8929 *Address:* 1000 South State, #206
Fax: Lockport, IL 60441

Provides Information On:

Software development tools

For:

Software developers

Information Product Types (typical price):

Consulting

Example Leading Product:

Type of Company: Business Information Publisher

Data Analysis Group

"Data Analysis Group publishes Computer Industry Forecasts, a reference tool providing coverage of business information on computers, peripherals and software. Sales and shipment forecasts, market share, installed base are presented in easy-to-use tables."

—— *Data Analysis Group*

President/General Manager: Mr. Keith R. Parker

Owner(s): Keith R. Parker, Reny Parker

Phone: 916/333-4001

Fax: 916/333-1427

Employees: 5

Address: P.O. Box 4210

Georgetown, CA 95634

Provides Information On:

Forecasting, computer industry

For:

Computer vendors — Peripherals vendors — Software vendors — Computer resellers — Suppliers — Librarians — Financial investors

Information Product Types (typical price):

Report ($295/year—quarterly updates) — Database ($295)

Example Leading Product:

Computer Industry Forecasts — Report — $295/year

Type of Company: Business Information Publisher

Also see *Future Thinker* review/profile: Vol. 2:2

DataTrends Publications, Inc.

"DataTrends Publications, Inc. provides newsletters on a variety of topics in the communications, networking, and computer industry areas. Subjects range from analysis of IBM Corp. to OSI-compliant products, network management, products and strategies."

—— DataTrends Publications, Inc.

President/General Manager: Mr. Paul G. Ochs, President
Owner(s):

Phone: 703/760-0660
Fax: 703/760-9365

Employees: __

Address: 8130 Boone Blvd. #210
Vienna, VA 22182

Provides Information On:

IBM — Network management — Open systems interconnect (OSI) — OSI standards & implementation — Systems network architecture (SNA) — Systems integration

For:

IS executives — Network managers — Systems integrators

Information Product Types (typical price):

Newsletter ($297-$598/year)

Example Leading Product:

<u>SNA Communications Report</u> — Newsletter — $399/year

Type of Company: Business Information Publisher

Database Research Group, Inc.

"Published since 1973, at the beginning of the database era, the Database Newsletter has regularly featured in-depth bias-free discussion of leading-edge data resource topics unavailable in any other publication."

—— Database Research Group, Inc.

President/General Manager: Mr. Ronald G. Ross, Editor/Publisher

Owner(s): Ronald G. Ross

Employees: __

Phone: 617/227-2583

Fax:

Address: 31 State Street, #800
Boston, MA 02109

Provides Information On:

Database, entity modeling — Database, behavior modeling — Database, relational systems — Data management — Information architecture — Information systems, strategic planning — Data management trends — Data administration — Information resource management

For:

MIS executives — Data administrators — IRM professionals — IS project leaders — Database administrators

Information Product Types (typical price):

Newsletter ($169) — Consulting

Example Leading Product:

<u>Data Base Newsletter</u> — Newsletter — $169/year

Type of Company: Business Information Publisher

Datapro Research Corporation

"Datapro is the largest market information publishing company and the leading provider of lower-priced looseleaf services to end users of computers, telecommunications and office products."

—— Datapro Research Corporation

President/General Manager: Mr. Bruce Hollows, President
Owner(s): McGraw-Hill

Phone: 609/764-0100
Fax: 609/764-0100x2390

Employees: 450

Address: 1805 Underwood Blvd.
Delran, NJ 08075

Provides Information On:

Mainframe computers — Mainframe software — Minicomputers — Minicomputer software — Security — EDP management — Microcomputers — Microcomputer software — Office automation — Word processing — Electronic publishing systems — Data communications — Telecommunications — Voice communications — Online services — Personal computer communications — Communications software — Banking automation — Retail automation — Manufacturing automation

For:

Computer users — MIS directors — EDP managers — Computer vendors — Telecommunications vendors — Office products users — Office products vendors — Personal computer vendors — Personal computer resellers — Personal computer users — Consultants — Investors — Telecommunications users

Information Product Types (typical price):

Loose-leaf service — Seminar — Database — Booklet — Electronic database — Newsletter — Laboratory testing — Private-label competitive product handbook — Directory — Consulting

Example Leading Product:

<u>Reports on Microcomputers</u> — loose-leaf service — $908/year

Type of Company: Business Information Publisher

Background:

Subsidiaries include: Northern Business Information and National Software Testing Laboratory.

Also see *Future Thinker* review/profile: Vol. 1:1

Dataquest

"From semiconductors to systems, Dataquest provides information and analysis on more than 25 different high-technology industries. More than 3,200 clients worldwide rely on Dataquest's wide variety of products and services. "

—— Dataquest

President/General Manager: Mr. Manny Fernandez, President
Owner(s): The Dun & Bradstreet Corporation

Employees: 520

Phone: 408/437-8000
Fax: 408/437-0292

Address: 1290 Ridder Park Drive
San Jose, CA 95131

Provides Information On:

Semiconductor equipment & materials — Semiconductor applications — Computer storage — Electronic publishing — Graphics & imaging — Personal computers — Computers, business — Workstations — Supercomputers — CAD/CAM — Supplies — Semiconductor components — Military and aerospace semiconductors — Printers, electronic — Display terminals — Software — Technical computers — Telecommunications — Manufacturing systems — Fax

For:

Manufacturers — Suppliers — Commercial bankers — Venture capitalists — CPAs — Distributors — End users — Investment bankers — Leasing companies — Government

Information Product Types (typical price):

Service ($16,000/year) — Report ($295-$2,600) — Newsletter ($395/year) — SpecCheck ($65) — Multiclient study — Conference ($795) — Consulting

Example Leading Product:

Semiconductor Industry Service — Service — $16,500

Type of Company: Business Information Publisher

Datek Information Services (See BIS CAP International)

"Datek Information Services provides focused reports, newsletters, and seminars combining high quality research with in-depth analysis into various segments of the electronic imaging industry."

—— Datek Information Services (See BIS CAP International)

President/General Manager: Mr. Jonathan W. Dower, President
Owner(s): CAP International/BIS Macintosh/NYNEX

Employees: __

Phone: 617/893-9130
Fax: 617/894-5093

Address: P.O. Box 68
Newtonville, MA 02160

Provides Information On:

Printers — Electronic imaging — Postscript clones — Printing supplies

For:

Printer manufacturers and vendors — Software developers — Scanner manufacturers — Input peripherals manufacturers — System integrators — Image storage device vendors — Operational developers

Information Product Types (typical price):

Service — Report — Newsletter — Conference

Example Leading Product:

Printout — Newsletter — $260/year

Type of Company: Business Information Publisher

Background:

Changing name to BIS CAP International, Datek Division.

Decision Research Corporation

"Decision Research offers custom designed primary marketing research including qualitative and quantitative data analysis covering U.S. and Canada, Asia, Europe, and South America, with business equally divided between consumer and business-to-business."

—— *Decision Research Corporation*

President/General Manager: Dr. Eric L. Almquist, General Manager
Owner(s): Temple, Barker & Sloane, Inc.

Employees: 70

Phone: 617/861-7350
Fax:

Address: 33 Hayden Avenue
Lexington, MA 02173

Provides Information On:

Consumer products and services — Finance — Information technology — Litigation support — Telecommunications — Healthcare — Industrial products and services

For:

Computer vendors — Telecommunications vendors

Information Product Types (typical price):

Survey — Multiclient study

Example Leading Product:

— Multiclient study

Type of Company: Business Information Publisher

Background:

One of the 25 largest marketing research firms in the US, according to Advertising Age.

Delphi, Inc.

"Delphi Associates provides seminars, video-assisted instruction and computer based training to industry and government in the U.S. and internationally. "

—— *Delphi, Inc.*

President/General Manager: Mr. Gary Audin, President
Owner(s): Gary Audin

Phone: 201/839-5770
Fax: 201/839-6064

Employees: 3

Address: 20 Passaic Avenue
Pompton Lakes, NJ 07442

Provides Information On:

Data communications — Telecommunications — LANs — Network management — Personal computers

For:

MIS managers — DP managers — Telecommunications managers — Systems analysts

Information Product Types (typical price):

Seminar

Example Leading Product:

Data Communications I — Seminar

Type of Company: Business Information Publisher

Desktop Presentations Inc.

"Desktop Presentations, Inc. focuses on the computerized techniques, products and services for making presentation visuals, and the technology, products, vendors and needs of users. "

—— Desktop Presentations Inc.

President/General Manager: Dr. William L. Coggshall
Owner(s): William L. Coggshall

Phone: 415/968-4105
Fax: 415/968-3181

Employees: 7

Address: 253 Martens Avenue, Suite 10
Mountain View, CA 94040

Provides Information On:

Desktop presentations — Graphics — Graphics, personal computer — Personal computer charting software — Electronic presentation systems — Graphics, workstation — Graphics, large computer — Graphics, I/O devices — Graphics, supplies

For:

Presentation graphics systems vendors — Software vendors — Service bureaus — MIS graphics groups — Audio visual departments

Information Product Types (typical price):

Service ($4,500) — Multiclient Study ($15,000) — Report ($2,500) — Newsletter ($225/year) — Consulting

Example Leading Product:

The Desktop Presentations Yearbook — Report — $2,500

Type of Company: Business Information Publisher

Background:

Bill Coggshall was a founder of Dataquest.

Also see *Future Thinker* review/profile: Vol. 2:4

Diebold Group, Inc., The

"Founded in 1954 by John Diebold the Diebold Group is an international consulting firm which advises end-users and vendors of information technology. "

—— Diebold Group, Inc., The

President/General Manager: Mr. John Diebold, President   *Employees:* __

Owner(s): John Diebold

Phone: 212/684-4700   *Address:* 475 Park Avenue South

Fax: New York, NY 10016

Provides Information On:

SAA — Information technology — UNIX — Telecommunications — Distributed processing — Interoperability

For:

MIS — Computer vendors — Computer end-users

Information Product Types (typical price):

Consulting — Service

Example Leading Product:

<u>The Diebold Research Progran</u> — Service

Type of Company: Business Information Publisher

Digital Consulting, Inc.

"Digital Consulting, Inc. is a high-technology education and management consulting firm specializing in software productivity and information management, recognized as a world leader in educating professionals in systems and application development."

—— Digital Consulting, Inc.

President/General Manager: Dr. George Schussel, President
Owner(s): Dr. George Schussel

Employees: 70

Phone: 508/470-3880
Fax: 508/470-0252

Address: 6 Windsor Street
Andover, MA 01810

Provides Information On:

CASE — Database — Computer applications — Expert systems — Personal computers

For:

MIS managers — DP managers — CASE engineers — Systems analysts

Information Product Types (typical price):

Seminar ($1,000) — Conference — Consulting

Example Leading Product:

<u>CASE Symposium</u> — Conference — $895

Type of Company: Business Information Publisher

E&W Network Strategies

"Network Strategies was acquired by Ernst & Whinney in 1988. It is one of the largest groups specifically following the networking marketplace."

—— E&W Network Strategies

President/General Manager: Vince Barrett, Managing Partner   **Employees:** __
Owner(s): Ernst & Whinney

Phone: 703/359-1400   **Address:** 10201 Lee Highway
Fax: Fairfax, VA 23030

Provides Information On:

Networks — Telecommunications

For:

Telecommunications end-usrs — Telecommunications vendors

Information Product Types (typical price):

Consulting

Example Leading Product:

Type of Company: Consulting

Background:

Vince Barrett was formerly V.P. of Networking Service for Gartner Group.

EDI Strategies, Inc.

"EDI Strategies, Inc. provides information services for Electronic Data Interchange (EDI), including education, strategic planning, implementation assistance and market research. "

—— *EDI Strategies, Inc.*

President/General Manager: Mr. Jack Shaw, President
Owner(s): Mr. Jack Shaw

Employees: __

Phone: 404/973-4683
Fax:

Address: 1225 Johnson Ferry Road #230
Marietta, GA 30068

Provides Information On:

EDI — Electronic data interchange

For:

EDI users — EDI vendors

Information Product Types (typical price):

Newsletter ($290/year) — Consulting — Directory ($25)

Example Leading Product:

EDI Executive — Newsletter — $290/year

Type of Company: Business Information Publisher

EDI, spread the word!

"EDI, spread the word! provides information and consulting services for EDI users and vendors. "

—— EDI, spread the word!

President/General Manager: Mr. Robert A. Payne, President

Owner(s): Robert A. Payne and Anna Lee Payne

Employees: __

Phone: 214/343-3456

Fax:

Address: 13805 Wooded Creek Dr
Dallas, TX 75244

Provides Information On:

EDI — Electronic data interchange

For:

EDI users — EDI vendors

Information Product Types (typical price):

Directory ($22.50) — Clipping service ($294/3 mos.) — Consulting — Newsletter

Example Leading Product:

<u>EDI Yellow Pages</u> — Directory — $22.50

Type of Company: Business Information Publisher

<u>Also see *Future Thinker* review/profile:</u> Vol. 1:3

EDventure Holdings, Inc.

"EDventure Holdings, Inc.'s Release 1.0 synthesizes technological advances, new companies, product devlopments and market trends into a farsighted vision of the software and personal computer industry's technology and commercial future. "

—— EDventure Holdings, Inc.

President/General Manager: Ms. Esther Dyson, President
Owner(s): Esther Dyson

Employees: 4

Phone: 212/758-3434
Fax:

Address: 375 Park Avenue Suite 2503
New York, NY 10152

Provides Information On:

Personal computers — Artificial intelligence — Software, including groupware — CASE — Text management

For:

Personal computer vendors — Software developers — Software vendors — Software users — Investors

Information Product Types (typical price):

Newsletter ($395/year) — Conference ($1,500)

Example Leading Product:

Release 1.0 — Newsletter — $395/year

Type of Company: Business Information Publisher

ElectroniCast Corporation

"ElectroniCast Corporation is a leader in forecasting for the electronic and optoelectronic industries, including technology forecasting, markets and applications forecasting, strategic planning, competitive analysis and marketing/sales consultation. "

—— ElectroniCast Corporation

President/General Manager: Mr. Jeff D. Montgomery, Chairman   *Employees:* 20
Owner(s): Jeff D. Montgomery

Phone: 415/572-1800
Fax: 415/572-0519   *Address:* 2121 S. El Camino Real, #1215
                                             San Mateo, CA 94403

Provides Information On:

Fiber optics — Semiconductors — Interconnection — Optoelectronics — Microwave

For:

Fiber optic vendors/users — Semiconductor vendors — Interconnection vendors — Packaging designers — Telecommunications industry

Information Product Types (typical price):

Multiclient study ($20,000) — Custom study ($35,000) — Conference ($1,000) — Service ($25,000)

Example Leading Product:

Advanced Fiber Optic Networks — Multiclient study — $41,400

Type of Company: Business Information Publisher

Also see *Future Thinker* review/profile: Vol. 1:5

Electronic Trend Publications

"Electronic Trend Publications publishes market research reports researched by experts in leading-edge electronic technologies. Each report combines a technical assessment, application analysis and market forecast in off-the-shelf format. "

—— *Electronic Trend Publications*

President/General Manager: Mr. Gene Selven, President
Owner(s): Gene Selven

Employees: 10

Phone: 408/996-7416
Fax: 408/996-7871

Address: 12930 Saratoga Avenue Suite D1
Saratoga, CA 95070

Provides Information On:

Components — Manufacturing and design technology — Management topics — Computer systems

For:

OEMs — Suppliers

Information Product Types (typical price):

Report ($1,500)

Example Leading Product:

Impact of Parallel Processing on High Performance Computing — Report — $1,485

Type of Company: Business Information Publisher

Also see *Future Thinker* review/profile: Vol. 1:1, 1:4, 2:3

Elsevier Advanced Technology

"Elsevier Advanced Technology Group specializes in researching and publishing technical and analytical information for industry, commerce, the banking and financial sector, government and corporate research institutes worldwide. "

—— Elsevier Advanced Technology

President/General Manager: Derk Haank, Managing Director
Owner(s): Elsevier Science Publishers, Ltd.

Employees: __

Phone: 44-865512242
Fax: 44-865310981

Address: Mayfield House, 256 Banbury Road
Oxford, U.K. OX27DH

Provides Information On:

Electronics industry — Advanced maufacturing — Industrial automation — Computer security — Information technology — Materials, new — Materials science — Industrial engineering

For:

CEOs — Corporate strategists — Market researchers — Industry analysts — International sales/marketing executives — Technical R&D — Production development executives — Computer managers and strategists — Information technology managers

Information Product Types (typical price):

Report ($250-$1,500) — Multiclient study ($2,000-$10,000) — Directory ($70-T$500) — Database ($250-$3,000) — Newsletter ($50-$500)

Example Leading Product:

<u>The Yearbook of World Electronics Data (1990 Edition)</u> — Report — $1,350

Type of Company: Business Information Publisher

Background:

Elsevier recently acquired Benn Electronics Publications, the former publishers of The Mackintosh Yearbooks.

Enterprise Information Systems

—— Enterprise Information Systems

President/General Manager: Mr. Robert Fertig, President
Owner(s): Robert Fertig

Phone: 408/437-8377
Fax:

Employees: __

Address: 2030 Vallejo
San Francisco, CA 94123

Provides Information On:

IBM — OLTP — Mainframe computers — Mainframe computer applications

For:

Computer end-users

Information Product Types (typical price):

Consulting — Seminar

Example Leading Product:

Type of Company: Business Information Publisher

Ergosyst Associates, Inc./The Report Store

"Ergosyst Associates, Inc. is a publisher of information materials for computer industry professionals and major computer user organizations. "

—— Ergosyst Associates, Inc./The Report Store

President/General Manager: Mr. John L. Burch, President
Owner(s): John L. Burch

Employees: __

Phone: 913/842-7334
Fax:

Address: 910 Massachusetts Avenue
Lawrence, KS 66044

Provides Information On:

Technology, advanced computing — Human factors/ergonomics — Interactive computer display — Artificial intelligence — CAD/CAM — Office automation

For:

Research and design engineers — Software engineers — Research managers and directors — Computer professionals — Computer practitioners

Information Product Types (typical price):

Book — Newsletter — Software

Example Leading Product:

World Yearbook of New Generation Computing Research & Development — Directory — $150

Type of Company: Business Information Publisher

Extended Intelligence, Inc.

"Extended Intelligence, Inc. is a consulting firm specializing in advanced software technologies, and how these technologies are shaping the future of software automation."

—— Extended Intelligence, Inc.

President/General Manager:
Owner(s): Carma McClure and William B. McClure

Employees: __

Phone: 312/346-5245
Fax: 312/372-7762

Address: 25 East Washington Street, #600
Chicago, IL 60602

Provides Information On:

Software technologies, advanced — CASE

For:

Software developers — IS executives

Information Product Types (typical price):

Consulting — Conference ($995) — Report ($150-$300)

Example Leading Product:

The Three Rs of Software Automation—Re-engineering, Repositories, Reusability — Conference — $995

Type of Company: Business Information Publisher

Background:

Dr. Carma McClure is recognized as one of the world's leading authorities on software technologies.

Also see *Future Thinker* review/profile: planned

FIND/SVP

"FIND/SVP provides research services and information products to meet clients' marketing, competitive and business intelligence needs."

—— FIND/SVP

President/General Manager: Mr. Andrew P. Garvin, President
Owner(s): Public

Employees: 120

Phone: 212/645-4500
Fax:

Address: 625 Avenue of the Americas
New York, NY 10011

Provides Information On:

Market research, general business

For:

Executives — Corporate planners — Marketing executives — Market analysts — Strategic planners

Information Product Types (typical price):

Inquiry service — Consulting — Report

Example Leading Product:

<u>The World Market for High-Tech Industrial Ceramics</u> — Report — $1,495

Type of Company: Business Information Publisher

Also see *Future Thinker* review/profile: Vol. 1:4

Faulkner & Gray, Inc.

"Faulkner & Gray, Inc. is the Center for Information Management, tracking strategic systems planning, new technologies, data center operations and systems development."

—— Faulkner & Gray, Inc.

President/General Manager: Mr. Austin Weber, Editor
Owner(s):

Employees: __

Phone: 212/766-7800
Fax:

Address: 106 Fulton Street
New York, NY 10038

Provides Information On:

Information systems

For:

MIS executives

Information Product Types (typical price):

Newsletter ($88/year)

Example Leading Product:

<u>Chief Information Officer Journal</u> — Newsletter — $88/year

Type of Company: Business Information Publisher

Faulkner Technical Reports, Inc.

"Faulkner Technical Reports, Inc. provides information on communications, computer hardware and software products, evolving technologies and management issues in the communications and computer industry. "

—— *Faulkner Technical Reports, Inc.*

President/General Manager: Ms. Barbara Forkel, Managing Director
Owner(s):

Employees: __

Phone: 609/662-2070
Fax: 609/662-6634

Address: 6560 North Park Drive
Pennsauken, NJ 08109

Provides Information On:

Micro to mainframe — Software systems & applications — Peripherals — Voice communications — Data communications — Management issues

For:

Large end-users — MIS executives — Fortune 500 — Librarians — Consultants

Information Product Types (typical price):

Service (looseleaf report $1,079) — Multiclient study

Example Leading Product:

Dataworld (4 vol. looseleaf report) — Service — $1,079/year

Type of Company: Business Information Publisher

First Market Research

"First Market Research conducts proprietary research and specialized studies in the high-tech field, and markets reports on the Japanese electronics industry. "

—— First Market Research

President/General Manager: Mr. James R. Heiman, President
Owner(s): James R. Heiman, Jack M. Reynolds

Employees: 345

Phone: 617/482-9080
Fax: 617/482-4017

Address: 121 Beach Street
Boston, MA 02111

Provides Information On:

Video communications — Telecommunications — Audiotext — Software, personal computers — Japanese electronics industry

For:

RBOCs — Publishers — Software developers — Consulting firms — Electronics vendors

Information Product Types (typical price):

Proprietary survey ($30,000 +) — Consulting — Report ($950-$1,800)

Example Leading Product:

<u>Analysis of the Present Visual Sensor System (VSS)</u> — Report — $1,800

Type of Company: Business Information Publisher

Focus Research Systems

"Focus Research Systems provides qualified sales leads and primary market research to computer and communications vendors through its monthly interviews with over 20,000 top DP and corporate managers."

—— *Focus Research Systems*

President/General Manager: Mr. Thomas J. Niehaus, President

Owner(s): The Dun & Bradstreet Corporation

Employees: 180

Phone: 203/561-1047

Fax: 203/561-1713

Address: 342 N. Main St.
West Hartford, CT 06117

Provides Information On:

Leads database — Site identification database — Buyer indentification database — Market information

For:

Computer hardware vendors — Software vendors — Professional services providers — Telecommunications vendors — Data communications vendors — Peripherals vendors — Marketing managers

Information Product Types (typical price):

Online database (priced upon request) — Report ($800)

Example Leading Product:

Buyer Identification Service — Service

Type of Company: Business Information Publisher

Background:

Now reports to Dataquest.

Forrester Research

"Forrester Research, Inc. analyzes how large organizations are using computers and communications to gain a competitive advantage."

—— Forrester Research

President/General Manager: Mr. George Colony, President
Owner(s): George Colony

Employees: 11

Phone: 617/497-7090
Fax: 617/868-0577

Address: Harvard Square P.O. Box 1091
Cambridge, MA 02238

Provides Information On:

Networks — Fortune 1000 computer market — Local networks — Network management — Personal computers — Midrange systems

For:

Computer users — Computer vendors — MIS directors

Information Product Types (typical price):

Service ($1,295) — Seminar ($895) — Consulting

Example Leading Product:

<u>Network Strategy Service</u> — Service — $1,295/year

Type of Company: Business Information Publisher

Foundation Technologies

"Foundation Technologies provides seminars, consulting and systems development on/for expert systems in U.S. and Europe. Expert systems applications include finance, law, medicine, transportation, and manufacturing. "

—— Foundation Technologies

President/General Manager: Mr. Tod Hayes Loofbourrow, Partner
Owner(s):

Employees: __

Phone: 617/577-1254
Fax: 617/720-2760

Address: One Kendall Square
Cambridge, MA 02139

Provides Information On:

Expert systems — Artificial intelligence

For:

MIS managers — Universities — Government agencies — Fortune 500

Information Product Types (typical price):

Consulting — Seminar — Report

Example Leading Product:

Expert Systems and AI Toolkits — Report — $795

Type of Company: Consulting

Background:

Mr. Loofbourrow lectures at Harvard on expert systems development

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Fredonia Group, The

"The Fredonia Group, Inc. is a business database research company that provides up-to-date, detailed industry analysis and forecasts and competitive intelligence services to small and multinational companies."

—— *Fredonia Group, The*

President/General Manager: Mr. William M. Weiss, President
Owner(s):

Employees: __

Phone: 216/921-6800
Fax:

Address: 20600 Chagrin Blvd.
Cleveland, OH 44122

Provides Information On:

Networks — Workstations — Desktop publishing — Optoelectronics — Voice/data communications — Military lasers

For:

Fortune 500

Information Product Types (typical price):

Report ($800) — Consulting

Example Leading Product:

<u>Office and Factory Networks</u> — Report — $800.00

Type of Company: Business Information Publisher

Freeman Associates, Inc.

"Freeman Associates, Inc. has achieved worldwide prominence in consulting and in publishing analyses of new and evolving data storage markets."

—— Freeman Associates, Inc.

President/General Manager: Mr. Raymond C. Freeman, Jr., President   **Employees:** 6
Owner(s): Raymond C. Freeman, Jr.

Phone: 805/963-3853   *Address:* 311 East Carrillo Street
Fax: 805/962-1541   Santa Barbara, CA 93101

Provides Information On:

Storage — Data storage — Optical storage — Storage, mass — Storage, magnetic tape

For:

Storage device vendors — Optical drive OEMs — Disk drive OEMs — Tape drive OEMs — Computer vendors
— Investors

Information Product Types (typical price):

Report ($1,500) — Consulting — Conference ($1,000) — Market survey

Example Leading Product:

<u>Optical Data Storage Outlook 1988</u> — Report — $1,750

Type of Company: Business Information Publisher

Frost & Sullivan

"Frost & Sullivan produces reports analyzing and forecasting the American and European medical and high-technology markets. "

—— Frost & Sullivan

President/General Manager: Mr. Paul Neuthaler, Executive Vice President   *Employees:* __

Owner(s): Ted Cross

Phone: 212/233-1080   *Address:* 106 Fulton Street

Fax: 212/619-0831   New York, NY 10038

Provides Information On:

Communications — Data processing — Electronics, components — Office equipment

For:

Computer vendors — Telecommunication vendors — Electronic vendors — Office products vendors

Information Product Types (typical price):

Report — Newsletter

Example Leading Product:

<u>Portable Data Recorder Market U.S.</u> — Report — $2,250

Type of Company: Business Information Publisher

<u>Also see *Future Thinker* review/profile:</u> Vol. 1: #2

Fuld & Company

"Fuld & Company specializes in providing timely research and analysis of individual companies including competitors, merger/acquisition candidates and joint-venture prospects. "

—— Fuld & Company

President/General Manager: Mr. Leonard Fuld, President
Owner(s): Leonard Fuld

Employees: __

Phone: 617/492-5900
Fax:

Address: 80 Trowbridge Street
Cambridge, MA 021338

Provides Information On:

Competitor intelligence, general — Computer services competitors — Telecommunications competitors

For:

Computer Vendors — Telecommunications Vendors

Information Product Types (typical price):

Seminar ($795) — In-house seminar ($_____) — Consulting

Example Leading Product:

Competitor Intelligence: How to Get It - How to Use It — Seminar — $795

Type of Company: Business Information Publisher

Background:

Formerly Information Data Search.

Future Technology Surveys, Inc.

"Future Technology Surveys, Inc., an affiliate of SEAI Technical Publications, publishes forecasts and analysis on technical information, markets and trends in emerging technologies."

—— Future Technology Surveys, Inc.

President/General Manager: Mr. Richard K. Miller, President
Owner(s): Richard K. Miller

Employees: 2

Phone: 404/342-9638
Fax:

Address: 123 West Washington Street
Madison, GA 30650

Provides Information On:

Artificial intelligence — Sensors — Manufacturing technologies, advanced — Electronics

For:

Electronics vendors — Computer vendors — Research directors — Market development managers

Information Product Types (typical price):

Report ($200)

Example Leading Product:

Knowledge Based Systems — Report — $200

Type of Company: Business Information Publisher

Also see *Future Thinker* review/profile: Vol. 1: #2

Future Think, Inc.

"Future Think publishes a periodical and two directories providing information about published market research and information services in the computer, telecommunications, electronics and office products industry. "

—— *Future Think, Inc.*

President/General Manager: Dr. Portia Isaacson, President
Owner(s): Portia Isaacson

Employees: 3

Phone: 719/598-9000
Fax: 719/598-6537

Address: P.O. Box 49248
Colorado Springs, CO 80949-9248

Provides Information On:

Market research companies — Market information publishing

For:

Computer vendors — Computer users — Telecommunications vendors — Telecommunications users — Electronics vendors — Office products vendors

Information Product Types (typical price):

Newsletter ($400/year) — Directory ($200) — Seminar ($500) — Game ($55)

Example Leading Product:

<u>Future Thinker</u> — Newsletter — $395/year

Type of Company: Business Information Publisher

FutureScan

"Since 1976 FutureScan has been accurately identifying, analyzing and anaticipating trends in business and society."

—— FutureScan

President/General Manager: Dr. Roger Selbert
Owner(s): Roger Selbert

Employees: __

Phone: 213/451-2990
Fax: 213/459-1820

Address: 2210 Wilshire Blvd. #826
Santa Monica, CA 90403

Provides Information On:

Forecasts, electronics — Forecasts, computers — Forecasts, lasers — Forecasts, media

For:

Marketing/advertising — Financial service providers — MIS executives

Information Product Types (typical price):

Newsletter ($75)

Example Leading Product:

FutureScan — Newsletter — $75/year

Type of Company: Business Information Publisher

Background:

Dr. Roger Selbert was corporate futurist at Security Pacific National Bank from 1981 to 1987, and director of Futures Research for Leo J. Shapiro and Associates from 1987 to 1988.

Futures Group, The

"The Futures Group is a management consulting firm specializing in forecasting, strategic planning and policy analysis for both public and private sector clients. "

—— Futures Group, The

President/General Manager: Dr. Robert H. Smith, President
Owner(s):

Employees: __

Phone: 203/633-3501
Fax: 203/633-3501

Address: 76 Eastern Blvd
Glastonbury, CT 06033-1264

Provides Information On:

Futures studies

For:

Information Product Types (typical price):

Consulting

Example Leading Product:

— Consulting

Type of Company: Consulting

G2 Research

"G2 Research provides vendors of information systems and services with focused primary research and consulting services and leading-edge insights on emerging new business opportunities, offering strategic and tactical alternatives for competitive advantage"

—— G2 Research

President/General Manager: Mr. Graham Kemp, President
Owner(s):

Employees: 50

Phone: 415/964-2400
Fax: 415/964-2582

Address: PRTM Building, 1503 Grant Road
Mountain View, CA 94040

Provides Information On:

Systems integration — Network integration — Network management — Software products — Office automation — Hardware — Telecommunications

For:

Information systems vendors — Computer vendors — Professional service companies — Telecommunications vendors — Fortune 1000

Information Product Types (typical price):

Database — Report — Multiclient study ($5,000) — Service — Consulting

Example Leading Product:

<u>*Systems Integration Opportunities in Manufacturing, 1989-1994*</u> — Report

Type of Company: Business Information Publisher

Also see *Future Thinker* review/profile: planned

Gale Research Inc.

"Gale Research Company creates and publishes print and non-print products that provide information, and access to information, to libraries and other users worldwide."

—— Gale Research Inc.

President/General Manager: Mr. Thomas A. Paul, President
Owner(s): International Thomson Publishing Inc.

Employees: 450

Phone: 313/961-2242
Fax: 313/961-6815

Address: Book Tower
Detroit, MI 48226

Provides Information On:

Telecommunications — Computerized information services — Information technology

For:

Telecommunications vendors — Telecommunications users — Librarians — Information users — Fortune 500 companies

Information Product Types (typical price):

Online database (via Dialog) — Directory ($200) — Book ($60) — Mailing list

Example Leading Product:

Telecommunications Systems and Service Directory — Directory — $285

Type of Company: Business Information Publisher

Also see *Future Thinker* review/profile: Vol. 1:5, 2:5

Gartner Group

"The industry has accorded Gartner Group recognition as the most respected value-added information provider to information systems suppliers, the largest provider to information systems users, and the research think tank on technology investments. "

—— Gartner Group

President/General Manager: Mr. Gideon I. Gartner, President

Owner(s): Saatchi & Saatchi

Employees: 300

Phone: 203/964-0096
Fax: 203/967-6886

Address: 56 Top Gallant Road
Stamford, CT 06904

Provides Information On:

Computer industry — IBM large computer market — Telecommunications — Small computer systems — Office information systems — Personal computing — Local area communications — Software management — Networks, enterprise — Computer-integrated manufacturing — Publishing systems — Software engineering — Financial strategies

For:

Computer end-users, large corporations — Software end-users, large corporations — Telecommunications end-users — Computer vendors — Software vendors — Office products vendors — Investors (via an affiliate company) — Venture capitalists — Leasing companies

Information Product Types (typical price):

Service ($18,500/year) — Conference ($1,450) — Survey database — Report ($1,000) — Consulting

Example Leading Product:

<u>IBM Large Computer Market Service</u> — Service — $18,500

Type of Company: Business Information Publisher

Goldstein, Golub, Kessler & Company

"Goldstein, Golub, Kessler & Company is an interdisciplinary consulting firm specializing in the application of advanced information management technology to business functions."

—— *Goldstein, Golub, Kessler & Company*

President/General Manager: Mr. Jerrold J. Eisen, Managing Director   *Employees:* 250
Owner(s): Partnership

Phone: 212/253-1500   *Address:* 1185 Avenue of the Americas
Fax: 212/523-1201   New York, NY 10036

Provides Information On:

Information processing — Office systems — Software — Executive information systems — Information technology — Systems integration — Wiring and cabling — Data communications — Local area networks — Personal computers

For:

Fortune 1000 — Computer end-users — Software end-users — Computer vendors — Software vendors — Professional service firms

Information Product Types (typical price):

Consulting — Conference

Example Leading Product:

<u>Executive Information Systems</u> — Conference — $800

Type of Company: Business Information Publisher

Background:

Jerry Eisen was formerly director of Worldwide Office Information Systems for International Telephone and Telegraph Corporation.

Green Street Lab, The

"The Green Street Lab focuses on the conjuction of the technologies involved in visual computing and in telecommunications."

—— *Green Street Lab, The*

President/General Manager: Mr. Thomas Hargadon, President
Owner(s): Marty Perlmutter, Thomas Hargadon

Employees: __

Phone: 415/391-9400
Fax:

Address: 200 Green Street
San Francisco, CA 94111

Provides Information On:

ISDN — HDTV — Interactive video — Interactivity — Virtual reality — Multi-sensory simulation

For:

Interactive communications executives — CD-ROM vendors

Information Product Types (typical price):

Newsletter ($395/year)

Example Leading Product:

<u>The Green Sheet</u> — Newsletter — $395/year

Type of Company: Business Information Publisher

HTE Research, Inc.

"HTE Research, Inc. is a market research and consulting firm specializing in the semiconductor industry. It provides market, technology, business, financial information and analysis in electronics companies, financial organizations and distributor firms."

—— HTE Research, Inc.

President/General Manager: Mr. Steven Z. Szirom, President   *Employees:* 5
Owner(s): Steven Z. Szirom

Phone: 408/426-2430   *Address:* P.O. Box 621
Fax: 408/426-2497   Santa Cruz, CA 95061-0621

Provides Information On:

Semiconductors — Semiconductor manufacturers — Semiconudctor manufacturing equipment

For:

Semiconductor manufacturers — Semiconductor equipment supplies — Semiconductor users (OEMs) —
Financial institutions — Venture capital firms — Distribution organizations

Information Product Types (typical price):

Service ($1,395/year) — Newsletter ($495) — Online database ($395) — Consulting

Example Leading Product:

<u>SIBS (Semiconductor Industry and Business Survey)</u> — Service — $795/year

Type of Company: Business Information Publisher

<u>Also see *Future Thinker* review/profile:</u> planned

Harbor Research Corporation

"Harbor Research Corporation is a consulting firm specializing in the area of computer-integrated manufacturing and systems integration. "

—— Harbor Research Corporation

President/General Manager: Mr. Glen Allmendinger, President
Owner(s):

Employees: __

Phone: 617/720-1075
Fax:

Address: 77 North Washington Street
Boston, MA 02114

Provides Information On:

Computer-integrated manufacturing — Systems integration

For:

Manufacturing managers

Information Product Types (typical price):

Consulting

Example Leading Product:

— Consulting

Type of Company: Consulting

IMR, Inc. d/b/a Industry Market Reports

"IMR, Inc. publishes comprehensive monthly reviews of the computer and microcomputer industry for managers and executives."

—— IMR, Inc. d/b/a Industry Market Reports

President/General Manager: Mr. Kenneth V. Blackford, President

Owner(s): Kenneth V. Blackford

Employees: __

Phone: 415/941-6679

Fax:

Address: 960 N. San Antonio Road, Suite 130
Los Altos, CA 94022

Provides Information On:

Computers — Workstations — Peripherals — Software — Local area networks — Communications

For:

Computer vendors — Microcomputer vendors — Managers — Executives — Investors

Information Product Types (typical price):

Newsletter ($265-$295)

Example Leading Product:

Microcomputer Industry Update/Computer Industry Update — Newsletter — $265-$295/year

Type of Company: Business Information Publisher

Also see *Future Thinker* review/profile: Vol. 2:4

IMS America, Ltd.

"IMS provides audit-based market research information on more than 10,000 computer products, including microcomputer systems, peripheral equipment, software and supplies to the high-tech industry, into and out of stores. "

—— *IMS America, Ltd.*

President/General Manager: Mr. Jeremy Allen, President   *Employees:* 25
Owner(s): IMS International, Inc./The Dun & Bradstreet Corporation

Phone: 215/834-5000   *Address:* 660 W. Germantown Pike
Fax: 215/834-4600   Plymouth Meeting, PA 19462

Provides Information On:

Computer retail sales — Peripherals retail sales — Computer reseller channels — Software retail sales

For:

Microcomputer vendors — Software vendors — Peripherals vendors — Computer supplies vendors

Information Product Types (typical price):

Purchase database ($8,000-$70,000) — Sales out database — Consulting — Analysis ($4,500)

Example Leading Product:

The IMS National Computer Retail Report — Report — $15,000/year

Type of Company: Business Information Publisher

INPUT

"Founded in 1974, INPUT has become a leading international planning services firm through market research, technology forecasting and market/competitive analysis."

—— INPUT

President/General Manager: Mr. Peter Cunningham, President
Owner(s): Peter Cunningham

Employees: 100

Phone: 415/961-3300
Fax: 415/961-3966

Address: 1280 Villa Street
Mountain View, CA 94041-1194

Provides Information On:

Software products — Network processing services — Systems integration, consulting — Turnkey systems — Customer service and support

For:

Communications users — Communications vendors — Computer vendors — Computer users — Venture capitalists — Systems software designers

Information Product Types (typical price):

Service ($15,000/year) — Multiclient study ($10,000) — Consulting — Report ($2,000)

Example Leading Product:

Information Services Industry Market Analysis 1988-1993 — Report — $2,000/vol. (4 vol.)

Type of Company: Business Information Publisher

Also see *Future Thinker* review/profile: Vol. 1:4

INTECO Corporation

*"INTECO Corporation specializes in market research based on end-user surveys in the U.S.,
U.K. and several other European countries. "*

—— INTECO Corporation

President/General Manager: Mr. Thomas E. Bachman, President & CEO   *Employees:* __
Owner(s):

Phone: 203/866-4400   *Address:* 110 Richards Avenue
Fax: 203/852-1599   Norwalk, CT 06856

Provides Information On:

Computers — Microcomputers — UNIX — Computer software — Personal computers — Midrange computers

For:

Computer vendors — Computer software vendors

Information Product Types (typical price):

Service — Multiclient study — Seminar — Consulting

Example Leading Product:

<u>*Applications Connectivity*</u> — Multiclient study — $19,500

Type of Company: Business Information Publisher

Background:

U.K. Headquarters located at 20 Red Lion Street, London, England WC1R 4PB. Tele: (01) 831-9006.

<u>Also see *Future Thinker* review/profile:</u> Vol. 2:6

ITOM International Co.

"ITOM International Co. produces strategic market analysis studies and technology assessment reports in a number of computer-related disciplines."

—— ITOM International Co.

President/General Manager: Mr. Omri Serlin, President
Owner(s): Omri Serlin

Employees: __

Phone: 415/948-4516
Fax:

Address: P.O. Box 1450
Los Altos, CA 94023

Provides Information On:

Fault tolerant computers — Online transaction processing — Parallel processing — UNIX-based computers — RISC technology

For:

Computer vendors — Software vendors — Computer users — Financial institutions — Investment analysts

Information Product Types (typical price):

Newsletter ($595) — Seminar — Consulting

Example Leading Product:

The Serlin Report on Parallel Processing — Newsletter — $595/year

Type of Company: Business Information Publisher

Ideascope Associates, Inc.

"Ideascope Associates, Inc. specializes in strategic innovation and new product and service development."

—— *Ideascope Associates, Inc.*

President/General Manager: Mr. Robert E. Johnston, Jr., Chairman

Owner(s): Robert E. Johnston, Jr., Laurie Tema-Lyn

Employees: __

Phone: 617/492-7666

Fax:

Address: 25 Mt. Auburn Street
Cambridge, MA 02138

Provides Information On:

Strategic innovation — Product development — Technology innovation

For:

Fortune 500 companies

Information Product Types (typical price):

Consulting

Example Leading Product:

— Consulting

Type of Company: Consulting

In-Stat, Inc.

"In-Stat is widely recognized as a premier forecasting and information consulting service for the world-wide semiconductor industry, evaluating and defining the end-user market for semiconductors and forecasting future semiconductor usage. "

—— In-Stat, Inc.

President/General Manager: Mr. Jack Beedle, President
Owner(s): Jack Beedle

Employees: 14

Phone: 602/860-8515
Fax: 602/860-1863

Address: P.O. Box 8130
Scottsdale, AZ 85252

Provides Information On:

Semiconductors — Telecommunications — Instrumentation, computers — Computers — ISDN

For:

Semiconductor manufacturers — Electronics manufacturers

Information Product Types (typical price):

Service ($5,000-$18,500/year) — Newsletter ($795/year) — Conference ($995) — Consulting

Example Leading Product:

<u>Semiconductor Market Service/Semiconductor Product Service</u> — Service — $18,500/yr/each

Type of Company: Business Information Publisher

<u>Also see *Future Thinker* review/profile:</u> Vol. 1: #2

Index Group, The

—— Index Group, The

President/General Manager: Mr. Gary Gulden, Sr. Vice President
Owner(s):

Employees: __

Phone: 617/492-1500
Fax:

Address: 5 Cambridge Center
Cambridge, MA 02142

Provides Information On:

Information systems

For:

Fortune 1000

Information Product Types (typical price):

Consulting

Example Leading Product:

— Consulting

Type of Company: Consultant

InfoCorp

"InfoCorp's unique combination of primary and secondary research programs assists decision makers in products, pricing, promotion, distribution and overall business strategies."

—— InfoCorp

President/General Manager: Mr. Richard J. Matlack, President
Owner(s): Gartner Group/Saatchi & Saatchi

Employees: 65

Phone: 408/980-4300
Fax: 408/980-4350

Address: 2880 Lakeside Drive, #300
Cupertino, CA 95054

Provides Information On:

Microsystems — Midrange systems — Storage products — Printers — Software systems — Value-added resellers

For:

Microsystems vendors — Computer vendors — Software vendors — Storage vendors

Information Product Types (typical price):

Service ($16,500/year) — Conference

Example Leading Product:

<u>Industry Analysis Program</u> — Service — $16,500

Type of Company: Business Information Publisher

InfoTech

"InfoTech is a leading market research firm in the information industry, specializing in tracking CD-ROM and optical publishing. "

—— InfoTech

President/General Manager: Ms. Julie B. Schwerin, President   *Employees:* __
Owner(s): Julie Schwerin

Phone: 802/746-8923   *Address:* P.O. Box 633
Fax: Pittsfield, VT 05762

Provides Information On:

Optical publishing — CD-ROM — Electronic publishing

For:

Information Product Types (typical price):

report — consulting

Example Leading Product:

Optical Publishing Industry Assessment 2 (OPIA2) — Report

Type of Company: Business Information Publisher

Background:

Julie Schwerin is a founding member of OPA (Optical Publishing Association)

Infonetics, Inc.

"Infonetics is an international consulting firm that provides services to vendors and corporate users concerning the communication of information from the desktop, specializing in areas of distributed network systems and printer peripherals technologies. "

—— *Infonetics, Inc.*

President/General Manager: Mr. William H. Coibion, Jr., President   *Employees:* 20
Owner(s): Privately-held company

Phone: 408/746-2500   *Address:* 3235 Kifer Road, Suite 100
Fax: 408/746-2418   Santa Clara, CA 95051

Provides Information On:

Local area networks — Network management — Printers — Communications, desktop — Electronic messaging

For:

Network vendors — Telecommunications vendors — Printer vendors — Computer vendors — Information systems users — Network managers

Information Product Types (typical price):

Service ($16,900/module) — Report ($4,500) — Compliance/compatibility test — Consulting

Example Leading Product:

<u>Distributed Network Systems</u> — Service — $16,900

Type of Company: Business Information Publisher

Information Gatekeepers, Inc.

"The Information Gatekeepers Group is an internationally recognized publisher, trade show organizer, consultant and information services provider in the telecommunications industry."

—— *Information Gatekeepers, Inc.*

President/General Manager: Dr. Paul Polishuk, President
Owner(s): Paul Polishuk

Employees: 15

Phone: 617/738-8088
Fax: 617/734-8562

Address: 214 Harvard Avenue
Boston, MA 02134

Provides Information On:

Fiber optics — Telecommunications — Local area networks — ISDN

For:

Computer Vendors — Telecommunications Vendors — Peripherals Vendors — Local Area Network Users — Consultants

Information Product Types (typical price):

Report ($1,500) — Multiclient Study ($3,000) — Newsletter ($385/year) — Consulting

Example Leading Product:

Fiber Optics Patent Study: Issues and Trends — Report — $2,495

Type of Company: Business Information Publisher

Information Intelligence Sciences, Inc.

"Information Intelligence Sciences, Inc. consults on supercomputer design and parallel processing; and data systems security design and risk analysis, and provides guidelines and publications on security for government agencies and other institutions."

—— *Information Intelligence Sciences, Inc.*

President/General Manager: Mr. Howard L. Johnson, President
Owner(s): Howard L. Johnson

Employees: 5

Phone: 303/693-8291
Fax:

Address: 15694 E. Chenango
Aurora, CO 80015

Provides Information On:

Parallel processing — Supercomputers — Data systems security — Network security — Computer viruses

For:

Manufacturers — Computer vendors — Computer users — Data security officers — Government agencies

Information Product Types (typical price):

Seminar — Report — Consulting

Example Leading Product:

<u>A Guide to Vector and Parallel Processors</u> — Report — $100

Type of Company: Business Information Publisher

Also see *Future Thinker* review/profile: Vol. 1:5

Information Network, The

"The Information Network focuses on market analysis and forecasts, technology trends and vendor evaluation of the semiconductor industry."

—— *Information Network, The*

President/General Manager: Dr. Robert Castellano, President
Owner(s): Robert Castellano

Employees: 12

Phone: 415/922-6479
Fax:

Address: 2295 Vallejo Street, Suite PH-2
San Francisco, CA 94123

Provides Information On:

ICs — Processing equipment and materials — LANs — Computers — Fiber optics — IC manufacturing technology

For:

Semiconductor manufacturers — Semiconductor equipment vendors — LAN vendors

Information Product Types (typical price):

Multiclient study ($495) — Report ($495) — Consulting ($7,000)

Example Leading Product:

RISC Architecture Trends & Markets — Report — $495

Type of Company: Business Information Publisher

Background:

Bob Castellano was with Bell Labs and Stanford University prior to starting The Information Network.

Also see *Future Thinker* review/profile: Vol. 1:5, 2:3

Information Publishing Corporation

"Information Publishing Corporation analyzes and reports on the competitive operator services industry, including technology, forecast and projections, regulatory environment, and issues and trends. "

—— Information Publishing Corporation

President/General Manager: Mr. Marc Ostrofsky, President
Owner(s):

Employees: __

Phone: 713/974-6637
Fax: 713/974-6272

Address: P.O. Box 42382
Houston, TX 77242

Provides Information On:

Telecom, operator services — RBOCs — AT&T — Electronic messaging — Voice communications

For:

Telecom vendors

Information Product Types (typical price):

report ($1,795) — seminar

Example Leading Product:

The Operator Services Market Report 1988-1993 — Report — $1,795

Type of Company: Business Information Publisher

Infotext Publishing, Inc.

"Infotext Publishing, Inc.'s bi-weekly newsletter InfoNews covers the audiotext industry, keeping its readers advised of the latest developments in regulatory issues, technical updates, and all other areas of this fast moving industry. "

—— Infotext Publishing, Inc.

President/General Manager: Mr. Rick Parkhill, Managing Editor

Owner(s):

Employees: __

Phone: 714/551-9179
Fax: 714/552-0842

Address: P.O. Box 19740-155
Irvine, CA 92714

Provides Information On:

Audiotext — Regulatory issues — Gateways — Fax networks — Telephone company news

For:

Telecom vendors

Information Product Types (typical price):

newsletter ($249)

Example Leading Product:

InfoNews — Newsletter — $249/year

Type of Company: Business Information Publisher

Insight Onsite

"Insight Onsite specializes in market and technical research for the semiconductor, personal computer, and other high-technology industries. "

—— Insight Onsite

President/General Manager: Mr. Willard T. Booth, President
Owner(s): Willard T. Booth

Employees: 2

Phone: 408/252-2260
Fax: 408/252-2299

Address: 1378 Olympus Drive
San Jose, CA 95129-4417

Provides Information On:

Semiconductors — Microcomputers — Software, microcomputer

For:

Semiconductor component manufacturers — Semiconductor end-users — Computer manufacturers — Investors

Information Product Types (typical price):

Report ($2,000-$10,000) — Consulting

Example Leading Product:

<u>Programmable Logic (PLD) Market Report</u> — Report — $4,000

Type of Company: Business Information Publisher

<u>Also see *Future Thinker* review/profile:</u> Vol. 2:2

Institute for Graphic Communication (BIS CAP International)

"Institute for Graphic Communication is a group of scientists, investors, planners, financial, and marketing specialists internationally recognized for their accomplishments in fields relating to the imaging disciplines."

—— *Institute for Graphic Communication (BIS CAP International)*

President/General Manager: Mr. Richard D. Murray, President

Owner(s): CAP International/BIS Macintosh/NYNEX

Employees: 10

Phone: 617/891-1550

Fax: 617/891-3936

Address: 77 Rumford Avenue
Waltham, MA 02154

Provides Information On:

Printing technologies — Scanners — Graphics — Electronic imaging — Image processing — CD-ROM — Electronic document systems

For:

Electronic publishers — Facsimile vendors — Image scanner vendors — Data processors — Communications managers

Information Product Types (typical price):

Conference ($875) — Multiclient study — Report — Consulting

Example Leading Product:

Electronic Imaging Conference — Conference and exhibition — $495

Type of Company: Business Information Publisher

Institute for the Future

"Institute for the Future works with organizations to plan their long-term futures by helping them evaluate the external environment, and take advantage of the opportunities offered by new technologies. "

—— *Institute for the Future*

President/General Manager: Mr. Roy Amara, President
Owner(s): Roy Amara

Phone: 415/854-6322
Fax: 415/854-7850

Employees: __

Address: 2740 Sand Hill Road
Menlo Park, CA 94025

Provides Information On:

Telecommunications — Teleconferencing — Groupware — Multimedia workstations — Electronic marketplace

For:

Computer vendors — Computer users — Telecommunications vendors — Telecommunications users — Investors

Information Product Types (typical price):

Service ($6,000) — Multiclient Study ($15,000-$75,000) — Consulting

Example Leading Product:

<u>Corporate Associates Program</u> — Service — $6,000/year

Type of Company: Business Information Publisher

Also see *Future Thinker* review/profile: Vol. 1:5, 2:2

Integrated Circuit Engineering Corporation

"With over 20 years as consultants to the microelectronics industry, ICE is internationally recognized as the leading high technology consultancy, providing expert guidance and problem solving to the electronics and related industries. "

—— Integrated Circuit Engineering Corporation

President/General Manager: Mr. Richard Skinner, President
Owner(s): Glen R. Madland

Employees: 50

Phone: 602/998-9780
Fax: 602/948-1925

Address: 15022 N. 75th Street
Scottsdale, AZ 85260

Provides Information On:

Semiconductors — ICs — ASICs

For:

Semiconductor manufacturers — Semiconductor OEMs — Semiconductor users — Financial analysts

Information Product Types (typical price):

Newsletter ($400/year) — Report ($400) — Seminar ($500) — Consulting

Example Leading Product:

Status—A Report on the IC Industry — Report — $350

Type of Company: Business Information Publisher

Also see *Future Thinker* review/profile: Vol. 1:2, 1:3, 2:5

Integrated Computer Systems

"Integrated Computer Systems provides educational courses on Software and Systems Engineering, Networks and Communications, Management Course and Microcomputers to Supercomputers."

—— Integrated Computer Systems

President/General Manager: Dr. David Collins, President
Owner(s):

Employees: __

Phone: 213/417-8888
Fax:

Address: P.O. Box 3614
Culver City, CA 90237-3614

Provides Information On:

Software — Systems engineering — Networks — Communications — Microprocessors to supercomputers — Telecommunications

For:

Telecom engineers — Design engineers — MIS professionals

Information Product Types (typical price):

Seminar

Example Leading Product:

<u>Computer Graphics: Software Techniques & Hardware Components</u> — Seminar

Type of Company: Business Information Publisher

IntelliQuest

"IntelliQuest is a marketing intelligence, research and consulting firm serving companies in dynamic, high-growth industries, including the leading firms in computers and information services. "

—— *IntelliQuest*

President/General Manager: Dr. Peter Zandan, President
Owner(s):

Phone: 512/320-8585
Fax: 512/320-0014

Employees: __

Address: 400 West 15th, Suite 815
Austin, TX 78701

Provides Information On:

Product research — Advertising/promotions research — Acquisition and business research — Marketing/sales research — Fielding and telemarketing services

For:

Fortune 500 — Mid-size companies — Start-up companies

Information Product Types (typical price):

Service — Multiclient study — Consulting

Example Leading Product:

<u>MediaTrack</u> — Service

Type of Company: Business Information Publisher

Intelligence Newsletter

"INTELLIGENCE—The Future of Computing is recognized as the leading source of news in neural nets and neurocomputing, and given the accelerating rate of change in those areas, is an indispensable, state-of-the-art publication. "

—— Intelligence Newsletter

President/General Manager: Mr. Edward Rosenfeld, Publisher

Employees: __

Owner(s): Edward Rosenfeld

Phone: 212/222-1123

Address: P.O. Box 20008

Fax:

New York, NY 10025-1510

Provides Information On:

Neural networks — Computing technologies, advanced — Parallel processing — Molecular electronics — Artificial intelligence

For:

Government/defense industry — Financial institutions — Electronics manufacturers — Semiconductor manufacturers — Venture Capitalists — Investors

Information Product Types (typical price):

Newsletter ($295/year) — Report (free to subscribers)

Example Leading Product:

<u>INTELLIGENCE—*The Future of Computing*</u> — Newsletter — $295/year

Type of Company: Business Information Publisher

International Data Corporation

"With research centers located in 23 countries, International Data Corporation is the world's leading source for research, analysis and consulting on every major market, from processors and peripherals to software and communications."

—— *International Data Corporation*

President/General Manager: Mr. Thomas Swithenbank, President   *Employees:* 500

Owner(s): International Data Group

Phone: 508/872-8200   *Address:* Five Speen Street

Fax: 508/935-4015   Framingham, MA 01701

Provides Information On:

Information processing — Computers, mainframe — Computer leasing — Telecommunications — Office automation — Software — Customer service — Information technology — Systems integration — CAD/CAM, CAE — Technical computing — Local area networks — Data communications equipment — DEC — Macintosh market — Network switching systems — Personal computers — Graphics — Peripherals — Vertical markets

For:

Computer end-users, large corporations — Software end-users, large corporations — Telecommunications end-users — Computer vendors — Software vendors — Office products vendors — Investors — Venture capitalists — Leasing companies — Federal government

Information Product Types (typical price):

Service — Conference — Report — Database — Newsletter — Consulting

Example Leading Product:

<u>Processors</u> — Service — $16,500

Type of Company: Business Information Publisher

International Interconnection Intelligence (III)

"III is a leading provider of in-depth market information for all sectors of the interconnection industry. Analyzing leading edge technologies and materials, forecasting key changes, reports will be international in scope and include a 10-year forecast."

—— *International Interconnection Intelligence (III)*

President/General Manager:
Owner(s): Linda Jardine, David Francis

Phone: 415/728-5270
Fax: 415/728-0148

Employees: __

Address: P.O. Box 371210
Montara, CA 94037

Provides Information On:

IC packaging, high density — Interconnection technology — Waferscale integration — Multichip & multipackage modules — Surface mount technology — Hybrid circuits — IC cost/performance tools

For:

Semiconductor industry — Semiconductor OEMs — Semiconductor users — Interconnection industry

Information Product Types (typical price):

Multiclient study ($18,000) — Report — Consulting

Example Leading Product:

Leading Edge IC Packaging — Multiclient study — $18,000

Type of Company: Business Information Publisher

Background:

Linda Jardine was formerly Executive V.P. and Manager of Interconnection, Packaging & Materials at Gnostic Concepts, Inc. Dave Francis founded Microelectronic Industries.

Also see *Future Thinker* review/profile: planned

International Planning & Research Corporation

"International Planning & Research Corporation prepares proprietary forecasts based on Gartner Group COMTEC shipment and installed base data in several computer market segments for leading computer manufacturers. "

—— *International Planning & Research Corporation*

President/General Manager: Mr. Colin Best, President
Owner(s):

Employees: __

Phone: 215/644-4852
Fax:

Address: 413 South Third Street
Philadelphia, PA 19147

Provides Information On:

Forecasts, computers — Forecasts, telecom

For:

Computer vendors — Telecom vendors

Information Product Types (typical price):

Consulting

Example Leading Product:

— Consulting

Type of Company: Consulting

International Planning Information, Inc.

"International Planning Information, Inc. is a distributor of electronic industry technical and strategic planning reports published by more than 35 consulting companies in Europe, Japan and the U.S."

—— International Planning Information, Inc.

President/General Manager: Mr. Murray Disman, President
Owner(s): Murray Disman

Employees: __

Phone: 415/364-9040
Fax:

Address: 465 Convention Way, #1
Redwood City, CA 94063

Provides Information On:

Electronics — Telecommunications — Computers

For:

Electronics vendors — Telecommunications vendors — Computer vendors

Information Product Types (typical price):

Report ($2,450)

Example Leading Product:

<u>ISDN Customer Premises Equipment</u> — Report — $885

Type of Company: Business Information Publisher

International Resource Development Inc.

"Founded in 1971, International Resource Development Inc. has built a reputation for quality work in assessing and analyzing international high-technology industries and markets."

—— International Resource Development Inc.

President/General Manager: Mr. Kenneth G. Bosomworth, President and Publisher   *Employees:* 8
Owner(s): Kenneth G. Bosomworth

Phone: 203/966-2525   *Address:* P.O. Box 1716
Fax: 203/966-3040   New Canaan, CT 06840

Provides Information On:

Communications, satellite — Telecommunications — Electronic information services — Laser technology — Systems integration — Network management

For:

Telecommunications Vendors — Systems Integrators — Communications Vendors — Communications Users

Information Product Types (typical price):

Report ($2,000) — Newsletter ($350)

Example Leading Product:

Network Management Hardware & Software Markets — Report — $2,300

Type of Company: Business Information Publisher

International Technology Group

"ITG's services are designed to provide highly reliable documentation for decision making. Important developments are analyzed and practical guidance is offered on the most profitable ways to respond to changes that influence and shape complex markets."

—— International Technology Group

President/General Manager: Mr. Robert G. Simko, Executive Director   **Employees:** 6

Owner(s): Robert G. Simko, Mr. Brian Jeffery

Phone: 415/941-2433

Fax: 415/941-2704

Address: 4546 El Camino Real, Suite U
Los Altos, CA 94022

Provides Information On:

IBM, marketing and product strategy — Systems integration — Telecommunications networks — Integrated circuits — Electronic imaging

For:

Systems vendors — Software and service vendors — Information processing users — Financial & investment institutions — Component and material manufacturers

Information Product Types (typical price):

Service (35,000 to $150,000) — Multiclient study ($5,000 to $20,000) — Managment briefing ($2,000 to $8,000) — Executive presentation ($4,000 to $16,000) — Consulting

Example Leading Product:

The IBM Directions Report — Multiclient study — $7,500

Type of Company: Business Information Publisher

James Martin Report, Inc.

"James Martin Report, Inc. publishes the James Martin Productivity Series, which provides up-to-date information on leading high-productivity tools. "

—— *James Martin Report, Inc.*

President/General Manager: Mr. Pieter Mimno, President
Owner(s):

Employees: __

Phone: 617/639-1958
Fax: 617/631-2280

Address: P.O. Box 969
Marblehead, MA 01945

Provides Information On:

Software — CASE — Expert systems — Workstations, intelligent

For:

DP professionals — Advanced computing technolgy users — MIS executives

Information Product Types (typical price):

Report ($195) — Consulting

Example Leading Product:

The James Martin Productivity Series — Report (8 volumes) — $795

Type of Company: Business Information Publisher

Also see *Future Thinker* review/profile: Vol. 2:2

Jerome Svigals, Incorporated

"Jerome Svigals is a long-range planning consultant to the electronic banking industry, providing comprehensive information on smart cards and electronic banking."

—— Jerome Svigals, Incorporated

President/General Manager: Mr. Jerome Svigals, President
Owner(s): Jerome Svigals

Employees: __

Phone: 415/365-5920
Fax: 415/363-2198

Address: 221 Yarborough Lane
Redwood City, CA 94061

Provides Information On:

Smart cards — Electronic banking

For:

Electronic banking industry

Information Product Types (typical price):

Newsletter

Example Leading Product:

<u>Smart Card and Comments</u> — Newsletter — $200/year

Type of Company: Business Information Publisher

Jupiter Communications Company

"Jupiter Communications is a telecommunications market research and consulting firm specializing in mass market information services. "

—— Jupiter Communications Company

President/General Manager: Mr. Joshua Harris, President   ***Employees:*** 5

Owner(s): Joshua Harris

Phone: 212/941-9252   ***Address:*** 594 Broadway, Suite 1003

Fax: 212/941-7376   New York, NY 10012

Provides Information On:

Telecommunications — Information services, consumer — Videotex

For:

Telecommunications vendors — Information services vendors

Information Product Types (typical price):

Report ($1,500) — Multiclient study ($4,750)

Example Leading Product:

Deploying a Critical Mass of Videotex Terminals — Report — $1,495

Type of Company: Business Information Publisher

Also see *Future Thinker* review/profile: Vol. 1:4, 2:2

KE Publishing Corp.

"KE Publishing Corp. provides newsletters and reports on advanced computing technologies, and the application of these technologies to solving business problems. "

—— KE Publishing Corp.

President/General Manager: Mr. Louis Giacalone, President   *Employees:* 4
Owner(s): Louis Giacalone

Phone: 212/741-0045
Fax:

Address: P.O. Box 366 Village Station
New York, NY 10014

Provides Information On:

Information management — Artificial intelligence — Telecommunications — Computer architecture — Computer graphics

For:

Vendors, advanced computing technology — Users, advanced computing technology — Decision makers, computing technology — Investors, advanced technology companies — Analysts, advanced technology companies

Information Product Types (typical price):

Newsletter ($97-$275) — Report ($100-$300)

Example Leading Product:

Intelligent Systems Analyst — Newsletter — $275/year

Type of Company: Business Information Publisher

Also see *Future Thinker* review/profile: Vol. 1:4

Kessler Marketing Intelligence

"Kessler Marketing Intelligence provides comprehensive information on the fiber optics market, including a directory of suppliers, maps of fiber optics long-haul systems and numerous publications."

—— *Kessler Marketing Intelligence*

President/General Manager: Mr. John N. Kessler, President
Owner(s): John N. Kessler

Employees: __

Phone: 401/849-6771
Street
Fax: 401/847-5866

Address: America's Cup Ave @ 31 Bridge

Newport, RI 02840

Provides Information On:

Fiber optics — Fiber optics markets

For:

Fiber optics manufacturers/suppliers — Fiber optics users — Investors

Information Product Types (typical price):

Directory ($35) — Report ($1,700-$3,500) — Newsletter ($275/year) — Multiclient study ($6,000)

Example Leading Product:

US Markets for Fiberoptic LANs and Multiplexed Backbones — Report — $3,760

Type of Company: Business Information Publisher

LINK Resources Corporation

"LINK Resources Corporation is the leading consulting and market research firm specializing in the electronic information services industry, and advises clients on domestic and global markets through nineteen international offices."

—— LINK Resources Corporation

President/General Manager: Mr. Haines B. Gaffner, President   *Employees:* 40
Owner(s): International Data Corporation/International Data Group

Phone: 212/627-1500   *Address:* 79 Fifth Avenue
Fax: 212/620-3099   New York, NY 10003

Provides Information On:

Information services — Telecommunications service — Videotex — Personal computers — Gateways — Optical information — HDTV — Smart home

For:

Telecommunications vendors — Information services vendors — Computer vendors — Publishers — Media

Information Product Types (typical price):

Consulting — Service — Multiclient study

Example Leading Product:

— Consulting

Type of Company: Business Information Publisher

Also see *Future Thinker* review/profile: planned

Ledgeway Group

"Ledgeway is devoted to developing research programs that clearly define and decipher the issues surrounding service and support strategies for the information systems industry. "

—— Ledgeway Group

President/General Manager: Mr. Richard C. Munn, Managing Director   *Employees:* 18
Owner(s): Richard C. Munn

Phone: 617/862-8500   *Address:* 430 Bedford Street, #340
Fax: 617/862-8207   Lexington, MA 02173

Provides Information On:

Service — Support

For:

Computer vendors — Computer service firms

Information Product Types (typical price):

Service ($13,000/year) — Consulting — Report ($2,500) — Newsletter ($96/year)

Example Leading Product:

Trends and Forecast of the Customer Service Industry — Report — $2,500

Type of Company: Business Information Publisher

Also see *Future Thinker* review/profile: Vol. 1:4

Lewis Research Corporation

"Lewis Research Corporation tracks the microcomputer industry, providing insight on strategic product and marketing decisions. "

—— Lewis Research Corporation

President/General Manager: Ms. Jan Lewis, President
Owner(s): Jan Lewis

Phone: 408/730-5829
Fax:

Employees: __

Address: 108 East Fremont Avenue, #122
Sunnyvale, CA 94087

Provides Information On:

Microcomputers — Microcomputers, product development — Microcomputers, marketing — Microcomputers, distribution

For:

Microcomputer vendors — Microcomputer product vendors

Information Product Types (typical price):

Value-added research/consulting — Newsletter — Product testing

Example Leading Product:

<u>Jan Lewis's Computer Insights</u> — Newsletter

Type of Company: Business Information Publisher

Background:

Formerly known as the Palo Alto Research Group

Lucid Information Services

"Lucid Information Services provides expert searches and analyses of published technical and business information for executives in strategic marketing, engineers, and the legal community."

—— *Lucid Information Services*

President/General Manager: Ms. Sandy Crabtree, President
Owner(s):

Employees: __

Phone: 408/496-0248
Fax: 408/496-0136

Address: 2880 San Tomas Expressway, #105
Santa Clara, CA 95051

Provides Information On:

Semiconductor industry — Electronics-based high tech industry — Artificial intelligence — Robotics

For:

Strategic marketing executives — Technical and legal community — Fortune 500 — Market researchers

Information Product Types (typical price):

Consulting

Example Leading Product:

— Consulting

Type of Company: Consulting

Background:

Lucid Information Services was formerly the corporate information center for Fairchild Semiconductor.

Magnetic Press Inc.

"Magnetic Press Inc. is a research and intelligence firm specializing in emerging information technologies. It provides editorial services, research, and special projects planning to information businesses worldwide."

—— *Magnetic Press Inc.*

President/General Manager: Mr. Bruce Page, President
Owner(s): Bruce Page, Daniel Gross

Employees: 5

Phone: 212/219-2831
Fax: 212/334-4729

Address: 503 Broadway
New York, NY 10012

Provides Information On:

Information services — Media, new — Artificial intelligence — Connectivity — Information management

For:

Publishers — Media companies — System/service developers

Information Product Types (typical price):

Report ($600) — Newsletter — Consulting

Example Leading Product:

<u>*Data Applications of Digital Audio Tape*</u> — Report — $200

Type of Company: Business Information Publisher

<u>Also see *Future Thinker* review/profile:</u> Vol. 1:4, 2:2

Management Information Corporation

"Management Information Corporation analyzes information related to computer and communications technologies, products and markets, from microcomputers to mainframes. "

—— *Management Information Corporation*

President/General Manager: Mr. Larry Feidelman, President
Owner(s):

Employees: __

Phone: 609/428-1020
Fax:

Address: P.O. Box 5062
Cherry Hill, NJ 08034-5060

Provides Information On:

Communications systems — Microcomputers — Midrange systems — Mainframes

For:

MIS executives — Computer vendors — Software vendors — Peripherals vendors

Information Product Types (typical price):

Datahase — Report — Consulting

Example Leading Product:

<u>MICTEC (product evaluation software)</u> — Database

Type of Company: Business Information Publisher

Market Intelligence Research Company

"MIRC provides market research to high-tech industries. Founded in 1980, MIRC now offers a full range of reports, newsletters, end-user surveys and custom consulting. Initial consultation and proposals are available free of charge."

—— *Market Intelligence Research Company*

President/General Manager: Mr. Wyman Bravard, President
Owner(s): Privately-held company

Employees: 100

Phone: 415/961-9000
Fax: 415/961-5042

Address: 2525 Charleston Rd.
Mountain View, CA 94043

Provides Information On:

Data communications — Telecommunications — Sensors — Electronics, industrial — Computers — Office automation

For:

Telecommunications Vendors — Telecommunications Users — Electronics vendors

Information Product Types (typical price):

Service ($10,000) — Report ($1,500)

Example Leading Product:

<u>ISDN Product Markets</u> — Report — $995

Type of Company: Business Information Publisher

<u>Also see *Future Thinker* review/profile:</u> Vol. 2:4

Maxi/Micro, Inc.

"Maxi/Micro, Inc. provides strategic marketing and market research for vendors of information systems and telecommunications equipment and services; computer systems applications for both vendors and users; and systems integration and planning for users. "

—— Maxi/Micro, Inc.

President/General Manager: Mr. Jack Epstein, Chairman
Owner(s): Jack Epstein

Employees: __

Phone: 516/487-3618
Fax:

Address: 36 Vanderbilt Drive
Great Neck, NY 11020

Provides Information On:

Strategic marketing — Market research — Organization, compesation, recruiting — Computer systems applications — Systems integration/strategic planning

For:

Information systems providers — Telecom equipment and service companies — Finance, manufacturing, publishing — Government

Information Product Types (typical price):

Consulting

Example Leading Product:

— Consulting

Type of Company: Consulting

Background:

Jack Epstein recently resigned as VP of the Systems Integration Group at IDC.

McQuillan Consulting

"Dr. John M. McQuillan is one of the foremost authorities on computer networks and communications systems. "

—— McQuillan Consulting

President/General Manager: Dr. John M. McQuillan, President   *Employees:* __

Owner(s): John M. McQuillan

Phone: 617/491-6754   *Address:* 4 Kennedy Road

Fax: Cambridge, MA 02138

Provides Information On:

Computer networks — Networks — Communications systems

For:

Communications vendors — Communications end-users — Network managers — Government

Information Product Types (typical price):

Consulting

Example Leading Product:

— Consulting

Type of Company: Consulting

MediaMap/Cambridge Communications, Inc.

"The quarterly MediaMap Micro Report optimizes computer-industry public relations. Used in most leading PR departments, the 700-page report describes hundreds of publicity opportunities and more than 2000 computer journalists, analysts, and publications."

—— *MediaMap/Cambridge Communications, Inc.*

President/General Manager: Mr. John Pearce, President
Owner(s): John Pearce, minority stockholders

Employees: 10

Phone: 617/646-4800
Fax:

Address: 7 Central Street, #226
Arlington, MA 02174

Provides Information On:

Media (publications), computer — Public relations — Editorial calendars — Personal computer, industry analysts — Personal computer, user groups

For:

Public relations departments, corporate — Public relations agencies — Publishers, high-tech publications

Information Product Types (typical price):

Report ($600-$2,500) — List and label service ($400 +) — Custom PR plans — Media research — Consulting

Example Leading Product:

MediaMap Micro Report — Service — $1,450

Type of Company: Business Information Publisher

Also see *Future Thinker* review/profile: Vol. 1:5

Meta Group, The

"The Meta Group is a computer consulting firm specializing in user-oriented research in the field of large systems, mainframes, midrange systems, communications, maintenance and service, and desktop computing. "

—— Meta Group, The

President/General Manager: Mr. Dale Kutnick, President
Owner(s):

Employees: 6

Phone: 203/226-6382
Fax:

Address: 19 Ludlow Road
Westport, CT 06880

Provides Information On:

Maintenance and service — Large systems — Desktop computing — Midrange systems

For:

Large end-users — Computer vendors — MIS executive — Fortune 500 companies

Information Product Types (typical price):

Service ($16,000) — Consulting

Example Leading Product:

<u>Service and Maintenance Strategies (SAMS)</u> — Service — $16,000

Type of Company: Business Information Publisher

Micro Software Marketing

"Micro Software Marketing publishes a newsletter of the same name for those who create, package, and market software for microcomputers."

—— *Micro Software Marketing*

President/General Manager: Mr. Scott Witt, President
Owner(s): Scott Witt

Employees: 3

Phone: 914/268-5925
Fax:

Address: P.O. Box 380
Congers, NY 10920

Provides Information On:

Microcomputer software — Software — Software publishing

For:

Software vendors — Software designers

Information Product Types (typical price):

Newsletter ($75)

Example Leading Product:

Micro Software Marketing — Newsletter — $75/year

Type of Company: Business Information Publisher

MicroDesign Resources Inc.

"MicroDesign Resources Inc. was founded in 1983 to provide engineering services for manufacturers of microprocessor-based products, and in addition to reports and seminars, offers consultation on strategic issues related to microprocessor selection."

—— MicroDesign Resources Inc.

President/General Manager: Mr. Michael Slater, Editor
Owner(s):

Employees: __

Phone: 415/494-2677
Fax: 415/494-3718

Address: 550 California Avenue, #320
Palo Alto, CA 94306

Provides Information On:

Microprocessors — Personal computer buses — RISC microprocessors — Microprocessors, single chip — Programmable logic

For:

IC manufacturers — Industry analysts — Academic community

Information Product Types (typical price):

Newsletter — Seminar — Consulting

Example Leading Product:

<u>Microprocessor Report</u> — Newsletter — $247/year

Type of Company: Business Information Publisher

Background:

Mr. Slater lectures at Stanford University. His book entitled Microprocessor-Based Design, was published in April, 1987. He lectures at Stanford University.

Model Systems Consultants, Inc.

"Model Systems is a consulting company specializing in systems development methods and CASE. "

—— Model Systems Consultants, Inc.

President/General Manager: Mr. Christopher Bird, President
Owner(s): Christopher Bird

Phone: 203/359-5774
Fax: 203/324-7051

Employees: __

Address: Six Landmark Square, 4th Floor
Stamford, CT 06901

Provides Information On:

Database management — Systems development methods — Object-oriented systems design — CASE

For:

MIS executives — Computeru vendors — CASE tools buyers

Information Product Types (typical price):

Consulting

Example Leading Product:

— Consulting

Type of Company: Consulting

Background:

Christopher Bird was a program director (Database and Operating Systems) at Gartner Group until March, 1989.

Monosson Technology Enterprises

"Monosson Technology Enterprises analyzes and reports on the similarities, contrasts and comparisons between DEC and IBM products."

—— *Monosson Technology Enterprises*

President/General Manager: Mr. Adolf F. (Sonny) Monosson
Owner(s): Adolf F. (Sonny) Monosson

Employees: __

Phone: 617/267-2900
Fax: 617/267-2370

Address: P.O. Box 71, Kenmore Station
Boston, MA 02215

Provides Information On:

DEC computers, software, systems — IBM computers, software, systems

For:

Decision makers — IBM users — DEC users

Information Product Types (typical price):

Newsletter ($445/year)

Example Leading Product:

The Monosson Report on DEC and IBM — Newsletter — $445/year

Type of Company: Business Information Publisher

Morgan-Rand Research, Inc.

"Morgan-Rand Research works in cooperation with Morgan-Rand Publications, publishers of the Morgan Report on Directory Publishing, to provide consulting services to a wide variety of directory publisher clients. "

—— Morgan-Rand Research, Inc.

President/General Manager: Ms. Kathryn Thompson, President   *Employees:* __
Owner(s): Morgan-Rand Publications

Phone: 215/557-8200   *Address:* 2200 Sansom Street
Fax: 215/259-4810   Philadelphia, PA 19103-4350

Provides Information On:

Technology companies

For:

Libraries

Information Product Types (typical price):

Directory — Consulting

Example Leading Product:

The Superconductivity Directory — Directory — $195

Type of Company: Business Information Publisher

National Center for Computer Crime Data

"The National Center for Computer Crime Data is a research institute which studies and reports on means to facilitate the prevention, detection, investigation and prosecution of computer crime."

—— National Center for Computer Crime Data

President/General Manager: Mr. J.J. Buck BloomBecker, Director
Owner(s):

Employees: __

Phone: 213/874-8233
Fax:

Address: 2700 N. Cahuenga Blvd., #2113
Los Angeles, CA 90068

Provides Information On:

Computer crime — Computer security — Computer ethics

For:

Computer users — Data security officers — Database managers — Accounting managers — Law enforcement agencies

Information Product Types (typical price):

Report — Newsletter — Book

Example Leading Product:

<u>Introduction to Computer Crime</u> — Report — $40

Type of Company: Business Information Publisher

National Software Testing Laboratories, Inc.

"National Software Testing Laboratories (NSTL), widely recognized as the leader in its field, offers high-quality testing services to software publishers and hardware manufacturers and publishes objective comparisons of microcomputer software and hardware. "

—— *National Software Testing Laboratories, Inc.*

President/General Manager: Mr. Michael Stern, President
Owner(s): Datapro/McGraw-Hill

Employees: __

Phone: 215/878-9300
Fax: 215/877-1508

Address: One Winding Drive
Philadelphia, PA 19131

Provides Information On:

Personal computer software — Testing, personal computer software — Personal computers — Testing, personal computers — Personal computer peripherals — Testing, personal computer peripherals

For:

Personal computer users — Personal computer vendors — Personal computer software vendors — Personal computer peripherals vendors

Information Product Types (typical price):

Newsletter ($300/year) — Test result

Example Leading Product:

<u>Software Digest Ratings Report</u> — Newsletter — $295/year

Type of Company: Business Information Publisher

Neal Nelson & Associates

"Neal Nelson & Associates is a privately held testing/consulting/software firm which is the foremost supplier of performance measuring tools (benchmarks)/ and services for multiuser computers, LANs, software applications and UNIX hardware."

—— Neal Nelson & Associates

President/General Manager: Mr. Neal Nelson, President
Owner(s): Neal Nelson

Phone: 312/332-3242
Fax: 312/332-1462

Employees: __

Address: 35 E. Wacker, Suite 1510
Chicago, IL 60601

Provides Information On:

UNIX computers/performance measurement — Testing, hardware/software application — Testing, quality assurance — Testing, local area networks — Testing, remote terminal emulator

For:

UNIX vendors — UNIX users — Government agencies — Fortune 500 companies — Systems integrators

Information Product Types (typical price):

Test result ($96) — Testing, custom ($640) — Consulting

Example Leading Product:

<u>Business Benchmark</u> — Report — $96

Type of Company: Business Information Publisher

Neil Miles, Ltd.

"Neil Miles Ltd. was established in 1972 to serve the market research needs of the business community, and has provided information for numerous U.S. and foreign corporations."

—— Neil Miles, Ltd.

President/General Manager: Mr. Lewis N. Auerhaan, President   *Employees:* __
Owner(s):

Phone: 212/734-6999   *Address:* 460 E. 79th Street
Fax: New York, NY 10021

Provides Information On:

Open systems

For:

Information Product Types (typical price):

Report ($1500)

Example Leading Product:

<u>Open Systems Interconnect Strategy: Gateway to the Future</u> — Report — $1,265

Type of Company: Business Information Publisher

New Castle Publications

"The Seelinger Letter provides readers with facts, analysis, interpretation, perspective, and context on the hypermarket, which concept is based on several advanced technological developments in interactive electronics—the marketing concept of the future."

—— New Castle Publications

President/General Manager: Mr. William W. Seelinger, President
Owner(s):

Employees: __

Phone: 914/238-9253
Fax:

Address: P.O. Box 42
Chappaqua, NY 10514

Provides Information On:

Hypermarket — Interactive electronics — Digital video interactive

For:

Research and design engineers — Software engineers — Video technology executives

Information Product Types (typical price):

Newsletter ($485/year)

Example Leading Product:

The Seelinger Letter — Newsletter — $485/year

Type of Company: Business Information Publisher

NewsFaces, Inc.

"NewsFaces, Inc. offers a variety of information products for the high technology industry that are guaranteed to help increase coverage in the high-tech trades. "

—— NewsFaces, Inc.

President/General Manager: Ms. Judy Miller, President
Owner(s): Judy Miller, Barbara Kline

Employees: 18

Phone: 408/356-1920
Fax: 408/356-8248

Address: 15951 Los Gatos Blvd., #15
Los Gatos, CA 95032

Provides Information On:

Publications, high-tech — Editors, high-tech publications

For:

Marketing Managers — Public Relations Directors — Advertising Agencies

Information Product Types (typical price):

Directory ($400) — Database ($300) — Newsletter ($199)

Example Leading Product:

NewsFaces in High Technology — Directory — $495

Type of Company: Business Information Publisher

Also see *Future Thinker* review/profile: Vol. 1:4

Newton-Evans Research Company, Inc.

"Since 1978 Newton-Evans Research Company has been conducting computer-user surveys for both multi-client and proprietary studies, and providing competitive analysis and market planning in the computer, communications and systems fields."

—— Newton-Evans Research Company, Inc.

President/General Manager: Mr. Charles W. Newton, President   *Employees:* 6
Owner(s): Charles W. Newton

Phone: 301/465-7316   *Address:* 3220 Corporate Court, Suite A
Fax: 301/750-7429   Ellicott City, MD 21043

Provides Information On:

Control systems — Data communications — Supercomputers — Microcomputers — Supplier profiles

For:

Computer manufacturers — Systems integrators — Software companies — Data communications equipment firms — Data communications services firms — Professional services organizations — Consulting organizations

Information Product Types (typical price):

Report ($400-$1,500) — Inquiry service ($6,000/year) — Multi-Volume baseline studies ($3,500-$6,500) — Consulting

Example Leading Product:

<u>Market Trends Digest</u> — Newsletter — $495/year

Type of Company: Business Information Publisher

Nina Lytton's Open Systems Advisor

"The Open Systems Advisor provides in-depth analysis and recommendations on the range of strategic issues in the movement toward open systems."

— *Nina Lytton's Open Systems Advisor*

President/General Manager: Nina G. Lytton, Editor and Publisher   *Employees:* __

Owner(s): Nina G. Lytton

Phone: 617/742-2442   *Address:* 33 Hancock Street

Fax: Boston, MA 02114

Provides Information On:

Open systems — Interoperability — Standards, computer industry — Open software foundatiom — UNIX

For:

MIS execcutives — Computer vendors — Software vendors

Information Product Types (typical price):

Newsletter — Consulting

Example Leading Product:

Open Systems Advisor — Newsletter — $575/year

Type of Company: Business Information Publisher

Background:

Nina Lytton was formerly with The Yankee Group.

Also see *Future Thinker* review/profile: Vol. 2:6

Northern Business Information, Inc.

"Northern Business Information sets the pace in telecommunications market competitor intelligence and market analysis, covering a complete spectrum of research resources. "

—— Northern Business Information, Inc.

President/General Manager: Mr. Marc Yanoss, Vice President & General Manager   *Employees:* 22
Owner(s): Datapro/McGraw-Hill

Phone: 212/732-0775   *Address:* 157 Chambers Street
Fax: 212/233-6233   New York, NY 10007

Provides Information On:

Telecommunications equipment — Data communications — Voice communications — AT&T — IBM, telecommunications — Telecommunications

For:

Telecommunications vendors — Telecommunications carriers — PTTs

Information Product Types (typical price):

Service ($22,500/year) — Report ($2,000) — Newsletter ($370-$995/year)

Example Leading Product:

<u>The Telecom Strategy Letter</u> — Newsletter — $995/year

Type of Company: Business Information Publisher

Also see *Future Thinker* review/profile: Vol. 1:1, 1:3,

Novon Research Group

—— Novon Research Group

President/General Manager: Dr. Brian Boyle, President
Owner(s):

Employees: __

Phone: 415/548-7800
Fax:

Address: 3360 Dwight Way
Berkeley, CA 94704

Provides Information On:

Supercomputing — Artificial intelligence — UNIX — Personal computers — Database systems — Graphics systems

For:

Information Product Types (typical price):

Report — Online database — Newsletter — Seminar — Consulting

Example Leading Product:

Type of Company: Business Information Publisher

OmniMark Group

"The OmniMark Group is an independent consulting firm that specializes in the computer and peripherals marketplace, providing customized research to executives."

—— OmniMark Group

President/General Manager: Dr. John H. Hoper, President

Owner(s): John H. Hoper

Employees: 2

Phone: 214/350-3388

Fax:

Address: 4029 Rosa Rd
Dallas, TX 75220

Provides Information On:

Peripherals — Printers

For:

Peripherals vendors — Printer vendors — Computer vendors

Information Product Types (typical price):

Consulting — Report ($2,500)

Example Leading Product:

<u>Professional Computer Printers: Meeting User Needs</u> — Report — $2,495

Type of Company: Business Information Publisher

PCW Industry Publishing (P.C. Letter)

"P. C. Letter is one of the leading newsletters in the personal computer indunstry. "

—— PCW Industry Publishing (P.C. Letter)

President/General Manager: Mr. Stewart Alsop, II, President

Owner(s): International Data Group

Employees: 5

Phone: 415/592-8880

Fax: 415/592-9192

Address: 3 Lagoon Drive Suite 160

Redwood City, CA 94065

Provides Information On:

Personal computers — Personal computer software — Education market

For:

Personal computer vendors — Personal computer software vendors

Information Product Types (typical price):

Newsletter ($345/year) — Conference ($1,695)

Example Leading Product:

<u>PC Letter</u> — Newsletter — $345/year

Type of Company: Business Information Publisher

PLB Associates

"PLB Associates is dedicated to improving clients' profitability and market share, providing customized assistance in planning and managing the development of their product or business."

—— PLB Associates

President/General Manager: Mr. Paul L. Brobst, President
Owner(s): Paul L. Brobst

Phone: 408/741-0894
Fax: 408/741-1833

Employees: __

Address: P.O. Box 3240
Saratoga, CA 95070-1240

Provides Information On:

Digital facsimile products & industry — PC fax cards and systems — Color printer industry — Image scanners & OCR — Electronic document systems

For:

Printer manufacturers — Software developers — Technology end-users

Information Product Types (typical price):

Report — Consulting

Example Leading Product:

<u>Color Printing and Imaging Industry</u> — Report — $1,395

Type of Company: Business Information Publisher

Background:

Paul Brobst was a Senior V.P. at Ricoh prior to forming PLB Associates.

Palo Alto Management Group, Inc.

"Since its inception in 1981, Palo Alto Management Group has specialized in providing market, product and strategic planning services to organizations concerned with telecommunications, information processing and semiconductors. "

—— *Palo Alto Management Group, Inc.*

President/General Manager: Mr. Michael P. Burwen, President   *Employees:* 10

Owner(s): Michael P. Burwen & Employees

Phone: 415/968-4374   *Address:* 2685 Marine Way, #1212

Fax: 415/964-2027   Mountain View, CA 94043

Provides Information On:

Technical computing — Telecommunications — Smart cards

For:

Vendors — Users — Researchers

Information Product Types (typical price):

Service ($30,000/year) — Report ($2,000) — Consulting

Example Leading Product:

Superperformance Computing Service — Service — $30,000/year

Type of Company: Business Information Publisher

Parks Associates

"Parks Associates is a consulting and market research company covering home automation and consumer information services."

—— Parks Associates

President/General Manager: Ms. Tricia Parks, President

Owner(s): Tricia Parks

Phone: 214/369-5581

Fax: 214/369-5582

Employees: 2

Address: 5046 Radbrook Road
Dallas, TX 75240

Provides Information On:

Home automation — Information services, consumer

For:

Home automation vendors — Information services vendors

Information Product Types (typical price):

Report ($3,500) — Consulting

Example Leading Product:

Home Automation 1988: A Market Overview — Report — $3,500

Type of Company: Business Information Publisher

Also see *Future Thinker* review/profile: Vol. 1: #3

Patricia Seybold's Office Computing Group

"Patricia Seybold's Office Computing Group is an industry publishing, research and consulting company providing analysis, education and direction concerning the development of technology and its relationship to organizational performance."

—— Patricia Seybold's Office Computing Group

President/General Manager: Ms. Patricia Seybold, President
Owner(s): Patricia Seybold

Employees: 20

Phone: 617/742-5200
Fax: 617/742-1028

Address: 148 State Street, Suite 612
Boston, MA 02109

Provides Information On:

Office automation — UNIX — Personal computers — Networks

For:

Office automation vendors — Office automation users — Personal computer vendors — MIS directors — DP managers — Corporate information systems directors

Information Product Types (typical price):

Newsletter ($450/year) — Report ($500) — Conference ($995) — Consulting

Example Leading Product:

<u>Unix in the Office</u> — Newsletter — $495/year

Type of Company: Business Information Publisher

<u>Also see *Future Thinker* review/profile:</u> Vol. 1: #2

Performance Computing, Inc.

—— Performance Computing, Inc.

President/General Manager: Mr. Richard R. Finkelstein, President   *Employees:* __
Owner(s): Richard R. Finkelstein, Julie C. Finkelstein

Phone: 312/549-8325   *Address:* 3930 N. Pine Grove Avenue, #1214
Fax: 312/549-4824   Chicago, IL 60613

Provides Information On:

Relational database management systems — Network management — System design and integration — Database software

For:

Computer end-users — Large corporations — Relational DBMS vendors — Computer vendors — Venture capitalists

Information Product Types (typical price):

Consulting — Newsletter ($95/year) — Report — Conference

Example Leading Product:

<u>Database Review</u> — Newsletter — $95/year

Type of Company: Consulting

Peripheral Strategies, Inc.

"Peripheral Strategies, a market research and consulting firm serving the data storage industry, provides product and market planning services focused on Tape, Disk, and Optical storage devices."

—— Peripheral Strategies, Inc.

President/General Manager: Mr. Michael L. Peterson, President   *Employees:* 5
Owner(s): Michael L. Peterson, Dennis D. Waid

Phone: 805/569-5610   *Address:* 351 S. Hitchcock Way, Suite B-200
Fax: 805/569-2512   Santa Barbara, CA 93105

Provides Information On:

Data storage, tape — Disk data storage — Optical data storage

For:

Peripheral manufacturers — Integrators — VARs/VADs

Information Product Types (typical price):

Book — Report — Newsletter

Example Leading Product:

Tape Market and Technology Newsletter — Newsletter — $295/year

Type of Company: Business Information Publisher

Also see *Future Thinker* review/profile: Vol. 2:5

Pinpoint Information Corporation

"Pinpoint Information Corporation publishes a daily custom fax newsletter for the computer industry."

—— *Pinpoint Information Corporation*

President/General Manager: Mr. Harvey Golomb, President
Owner(s):

Employees: __

Phone: 703/263-0407
Fax: 703/263-0409

Address: P.O. Box 35
Chantilly, VA 22021

Provides Information On:

Computer news — High-tech news

For:

Computer vendors — MIS executives

Information Product Types (typical price):

Newsletter

Example Leading Product:

<u>Computer Focus</u> — Newsletter (daily via fax) — $1800/year

Type of Company: Business Information Publisher

Plant-Wide Research Group

"Plant-Wide Research Group supplies the marketplace with comprehensive analysis and research in regard to manufacturing application systems at all levels in the manufacturing automation hierarchy."

—— Plant-Wide Research Group

President/General Manager: Mr. William F. McSpadden, President & CEO   *Employees:* 11
Owner(s):

Phone: 508/663-9212   *Address:* One Faulkner Street, Suite 200
Fax: 508/663-5340   Billerica, MA 01862

Provides Information On:

Computer-integrated manufacturing — Manufacturing application systems — Manufacturing resource planning (MRP II) — CAD/CAM, CAE — UNIX

For:

Hardware vendors — Software vendors — Manufacturers — Fortune 1000 companies

Information Product Types (typical price):

Service ($12,000) — Newsletter ($1,000/year)

Example Leading Product:

<u>*Manufacturing Applications Advisory Service (MAAS)*</u> — Service — ($12,000/year)

Type of Company: Business Information Publisher

Background:

William McSpadden was formerly V.P. of CIM Services at Gartner Group.

Pragmatic Research Inc.

"Pragmatic Research Inc. provides custom consulting in the areas of computers, communications, and networks."

—— *Pragmatic Research Inc.*

President/General Manager: Leo E. Feltz, President
Owner(s): Leo E. Feltz

Phone: 408/297-0502
Fax:

Employees: __

Address: 2190 Stokes Street, #206
San Jose, CA 95128

Provides Information On:

Computers — Communications — Networks

For:

Computer vendors

Information Product Types (typical price):

Example Leading Product:

— Consulting

Type of Company: Consulting

Prime Data

"Prime Data offers three services that provide ongoing, updating resources and inquiry privileges to its clients. The services address the convergence of the design and test disciplines."

—— Prime Data

President/General Manager: Mr. Galen W. Wampler, President

Owner(s): Galen W. Wampler, Kenneth R. Neff

Employees: 8

Phone: 408/559-6969

Fax: 408/559-9329

Address: 2005 Hamilton Avenue, Suite 215
San Jose, CA 95125

Provides Information On:

Test equipment, automatic — Computer-integrated engineering — Computer-aided engineering — Computer-aided design — Test instruments

For:

Strategic planners — Marketing vice presidents — Marketing managers — Product managers

Information Product Types (typical price):

Service ($6,000-$9,000)

Example Leading Product:

<u>Automatic Test Equipment Industry Service</u> — Service — $9,000/year

Type of Company: Business Information Publisher

Probe Research, Inc.

"Probe Research, Inc. is internationally recognized as a leading authority on telecommunications and Information Age issues."

—— Probe Research, Inc.

President/General Manager: Mr. Victor Schnee, President
Owner(s): Victor Schnee

Employees: __

Phone: 201/285-1500
Fax: 201/285-1519

Address: 3 Wing Drive, Suite 240
Cedar Knolls, NJ 07927

Provides Information On:

Voice processing — Networking — Image processing, document — LANs, personal computer — VSAT

For:

Computer Vendors — Telecommunications Vendors — Network Managers

Information Product Types (typical price):

Report ($3,400) — Newsletter ($450/year) — Conference ($1,100)

Example Leading Product:

Fiber Optics & Video—Telcos vs. Cable Operators — Report — $3,395

Type of Company: Business Information Publisher

Prognostics

"Prognostics is a market research-based firm offering in-depth, product-specific research in computer systems, microsystems, and software in the US and European markets, to help clients understand users, know competitors and capitalize on trends. "

—— *Prognostics*

President/General Manager: Mr. Walter P. Smith, President
Owner(s): Walter P. Smith

Employees: 10

Phone: 415/424-8711
Fax: 415/424-8706

Address: 550 California Avenue, #300
Palo Alto, CA 94306

Provides Information On:

Voice communications — Data communications — Mainframe/minicomputer systems — Microsystems — Software — Service & support (Europe) — Service & support (Australia/N. Zealand)

For:

Computer vendors — Software vendors — Information systems companies

Information Product Types (typical price):

Service — Multiclient study — Database — Consulting

Example Leading Product:

<u>Computer Systems Module</u> — Service — $16,000

Type of Company: Business Information Publisher

Pyramid Research, Inc.

"Pyramid Research, Inc. is an independent research and consulting firm focusing on telecommunications markets in Asia, Africa, Latin America and the Middle East, analyzing telecommunications development strategies and the competitive environment."

—— Pyramid Research, Inc.

President/General Manager: Mr. William Ambrose, President
Owner(s):

Employees: 10

Phone: 617/868-4725
Fax:

Address: 14 Arrow Street
Cambridge, MA 02138

Provides Information On:

Telecom markets in Asia — Telecom markets in Latin America — Telecom markets in Africa/Middle East

For:

Telecommunications vendors

Information Product Types (typical price):

Consulting

Example Leading Product:

<u>Telecom Markets in Southeast Asia</u> — Multiclient study — $1,850

Type of Company: Business Information Publisher

Relayer Group, The

"AI Trends newsletter focuses on the business side of the intelligent systems industry, providing news and an analytical perspective, in addition to projecting future trends. "

—— Relayer Group, The

President/General Manager: Harvey P. Newquist, Publisher, AI Trends   ***Employees:*** __
Owner(s): The Relayer Group

Phone: 602/585-8587   ***Address:*** 8232 East Buckskin Trail, 2nd Floor
Fax: Scottsdale, AZ 85255

Provides Information On:

Artificial intelligence, applications — Storage, intelligent — Text retrieval, intelligent

For:

Computer Vendors — VARs — Application Developers

Information Product Types (typical price):

Newsletter ($295)

Example Leading Product:

<u>AI Trends</u> — Newsletter — $295/year

Type of Company: Business Information Publisher

Reliability Research

"Reliability Research provides its service subscribers with testing software to evaluate and measure large systems performance. "

—— Reliability Research

President/General Manager: Mr. James G. White, President
Owner(s):

Employees: __

Phone: 203/838-9015
Fax:

Address: 114 Ledgebrook Drive
Norwalk, CT 06854

Provides Information On:

Large systems evaluation & testing — IBM compatibles evaluation & testing

For:

Large systems users

Information Product Types (typical price):

Service

Example Leading Product:

Reliability Plus — Service

Type of Company: Business Information Publisher

Research Board, The

President/General Manager: Mr. Ernest von Simson, President
Owner(s):

Employees: __

Phone: 212/486-2210
Fax:

Address: 220 E. 61st Street
New York, NY 10021

Provides Information On:

For:

MIS executives

Information Product Types (typical price):

Consulting

Example Leading Product:

— Consulting

Type of Company: Consulting

Research Consortium, Inc.

"RCI conducts comprehensive studies of the high-performance computing market, including analysis and forecasts of supercomputing-related networking, graphics and visualization, workstations departmental supercomputing and international competition. "

—— Research Consortium, Inc.

President/General Manager: Mr. J. Richard Sherman, President   ***Employees:*** 10

Owner(s): J. Richard Sherman

Phone: 612/835-9559   ***Address:*** 7429 Bush Lake Rd

Fax: 612/835-9042   Minneapolis, MN 55435

Provides Information On:

Supercomputers — Minisupercomputers — Workstations — Networks — Computer applications

For:

High-performance computer users — High-performance computer vendors — Software vendors — Government agencies — Universities — Research institutions

Information Product Types (typical price):

Service (for Consortium members) — Conference

Example Leading Product:

Basic/Subscriber/Sponsor Service — Service (Consortium members)

Type of Company: Business Information Publisher

ResearchAsia Ltd.

"ResearchAsia Ltd. is a Hong Kong based firm that provides in-depth computer market information and analysis on a country-by-country basis within the Far East region, and forecasts future trends and directions in the industry."

—— ResearchAsia Ltd.

President/General Manager: Mr. Reid Rasmussen, Managing Director   *Employees:* 16
Owner(s): Glen Rasmussen, Reid Rasmussen

Phone: 852-5-458811   *Address:* P.O. Box 3689
Fax: 852-5-430770   G.P.O. Hong Kong

Provides Information On:

Information industry, Asian — Computer market, Asian — Peripherals market, Asian — Software market, Asian — Services, Asian

For:

Computer vendors — Software vendors — Financial institutions — Government

Information Product Types (typical price):

Retainer service ($7,000-$9,000/year) — Multiclient study — Consulting

Example Leading Product:

<u>Local Market Information Service</u> — Service — $8,000

Type of Company: Business Information Publisher

Rothchild Consultants

"Founded in 1979, Rothchild Consultants is the only management information services company dedicated exclusively to the optical memory and storage systems industry, providing international expertise in technology, application and markets. "

—— Rothchild Consultants

President/General Manager: Mr. Edward S. Rothchild, Chairman   *Employees:* 25
Owner(s): Edward S. Rothchild

Phone: 415/681-3700   *Address:* 256 Laguna Honda Blvd.
Fax: 415/681-3732   San Francisco, CA 94116-1496

Provides Information On:

Optical storage — Optical media — Image document systems — CD-ROM

For:

Optical systems vendors — Optical systems users — Systems integrators — Banking & insurance industries —
Research firms — Investors

Information Product Types (typical price):

Service ($15,000) — Report ($995) — Conference ($995) — Newsletter ($395) — Consulting

Example Leading Product:

<u>Optical Memory Information Service</u> — Service — $15,000

Type of Company: Business Information Publisher

Also see *Future Thinker* review/profile: Vol. 1:5

S. Klein Library on Computer Graphics, The

"The S. Klein Newsletter and Library on Computer Graphics provides authoritative insights, perspective and opportunities in computer graphics and its applications in CAD/CAM, imaging, data presentation, animation, etc. "

—— S. Klein Library on Computer Graphics, The

President/General Manager: Stanley Klein, Editorial Director   *Employees:* 6

Owner(s): Intertec Publishing Corporation

Phone: 508/443-4671   *Address:* 730 Boston Post Road

Fax: 508/443-8990   Sudbury, MA 01776

Provides Information On:

Computer-integrated manufacturing — Computer graphics — Image engineering — Graphics workstations — CAD/CAM — Computer-aided geometric modeling

For:

CIM strategic planners — Industry engineers — Systems integrators — Desktop publishing vendors — PC CAD vendors — Workstation vendors

Information Product Types (typical price):

Newsletter ($253/year) — Report ($500)

Example Leading Product:

The S. Klein Newsletter on Computer Graphics — Newsletter — $253

Type of Company: Business Information Publisher

SEAI Technical Publications

"Since 1973, SEAI has published over 40 in-depth studies on artificial intelligence, advanced manufacturing techniques and new computer architectures, and has over 13,500 reports in print. SEAI's clients include 433 of the Fortune 500 companies."

—— SEAI Technical Publications

President/General Manager: Ms. Marcie Miller, President
Owner(s): Richard K. Miller

Employees: 3

Phone: 404/342-9638
Fax:

Address: P.O. Box 590
Madison, GA 30650

Provides Information On:

Machine vision — Mobile robots — Natural language — Neural networks — Optical computers

For:

Electronics vendors — Computer users — Fortune 500 companies — Government agencies

Information Product Types (typical price):

Report ($135-$695)

Example Leading Product:

Expert Systems 1989 — Report — $325

Type of Company: Business Information Publisher

Also see *Future Thinker* review/profile: Vol. 1:2

SERS

"SERS is a full service, custom-design marketing research firm that has been in business since 1963, specializing in imaginative study designs to guide strategic planning, product development, marketing and communications. "

—— SERS

President/General Manager: Mr. Allen Sorkin, President

Employees: __

Owner(s):

Phone: 312/828-0702

Fax:

Address: 500 North Dearborn
Chicago, IL 60610

Provides Information On:

Advertising effectiveness — Telecommunications market research — Product development — Tracking studies — Computer applications

For:

Fortune 500 companies

Information Product Types (typical price):

Consulting

Example Leading Product:

— Consulting

Type of Company: Consulting

Samuel & Co.

"Samuel & Co. is a strategic marketing consulting firm specializing in the telecom and information processing industries, providing market analyses, competitive studies and product evaluations for telecom equipment manufacturers and service providers."

—— *Samuel & Co.*

President/General Manager: Mr. John Celentano, President
Owner(s): John Celentano

Employees: __

Phone: 301/922-5256
Fax: 301/922-8799

Address: 9868 Liberty Road, #202
Randallstown, MD 21133

Provides Information On:

Telecommunications — Transmission equipment — Switching equipment — Voice and data communications — Networks, public and private

For:

Telecommunications equipment vendors — Telephone companies — Long-distance carriers — Government

Information Product Types (typical price):

Consulting

Example Leading Product:

— Consulting

Type of Company: Consulting

Schwartz Associates, The

"The Schwartz Associates provides consulting to vendors and users of advanced computing technologies utilizing expert systems and neural computing."

—— *Schwartz Associates, The*

President/General Manager: Mr. Tom J. Schwartz, President

Owner(s): Tom J. Schwartz, Diannalynn Schwartz

Employees: __

Phone: 415/965-4561

Fax: 415/969-6997

Address: 1470 Wildrose Way
Mountain View, CA 94043

Provides Information On:

Artificial intelligence — Neural computing — Expert systems — Programming, automated

For:

Vendors, advanced computing technology — Users, advanced computing technology

Information Product Types (typical price):

Seminar — Report ($2,500) — Consulting ($1,200/day) — Newsletter ($295) — Directory ($125) — Videotape course ($1,595)

Example Leading Product:

NeuralTape Video Courseware — Videotape — $1,595

Type of Company: Business Information Publisher

Sentry Market Research

"Sentry Market Research focuses exclusively on software industry market research. Research is conducted over an exclusive database of 100,000 software managers at large corporations."

—— Sentry Market Research

President/General Manager: Mr. William A. Gannon, Jr., Director   **Employees:** 11
Owner(s): Sentry Publishing Company, Inc.

Phone: 508/366-2031   **Address:** 1900 West Park Drive
Fax: 508/366-8104   Westborough, MA 01581

Provides Information On:

Software markets

For:

Software vendors — Venture capitalists — Financial analysts — Large end user sites

Information Product Types (typical price):

Report ($400-$5,000) — Database/list rental service ($70/1,000 names)

Example Leading Product:

<u>Annual Software Market Survey</u> — Report — $500

Type of Company: Business Information Publisher

Also see *Future Thinker* review/profile: Vol. 1: #4

Seybold Publications, Inc.

"Seybold Publications, Inc. pubishes newsletters covering electronics publishing systems and markets, and desktop publishing. "

—— Seybold Publications, Inc.

President/General Manager: Mr. Jonathan Seybold, President
Owner(s): John W. Seybold

Employees: __

Phone: 215/565-2480
Fax: 215/565-4659

Address: P.O. Box 644
Media, PA 19063

Provides Information On:

Electronic publishing systems — Electronic publishing markets — Desktop publishing — CD-ROM

For:

Electronic publishing vendors/users — Desktop publishing vendors/users

Information Product Types (typical price):

Newsletter — Book

Example Leading Product:

<u>The Seybold Report on Publishing Systems</u> — Newsletter

Type of Company: Business Information Publisher

Sierra Group

"Sierra Group, founded in 1980, provides market research and consulting services for the business information systems industry, including analysis of vendor products, early identification of market trends and forecasts of requirements. "

—— Sierra Group

President/General Manager: Ms. Merrily Shinyeda
Owner(s):

Phone: 612/838-5764
Fax:

Employees: __

Address: 1270 East Broadway, #213
Tempe, AZ 85282

Provides Information On:

Product analysis — Market trends, early identification — Market requirement forecasts

For:

IS executives

Information Product Types (typical price):

Consulting

Example Leading Product:

— Consulting

Type of Company: Consulting

Soft•letter

"Soft•letter provides an indepth perspective on all facets of the software industry, and is known for its annual Soft•letter 100 issue, which ranks the top 100 software companies."

—— Soft•letter

President/General Manager: Mr. Jeffrey Tarter, President
Owner(s): Mr. Jeffrey Tarter

Employees: 3

Phone: 617/924-3944
Fax: 617/924-7288

Address: 17 Main Street
Watertown, MA 02172-4491

Provides Information On:

Software — Personal computer software — Software publishing

For:

Software publishers — Computer vendors — Venture capitalists

Information Product Types (typical price):

Newsletter ($285)

Example Leading Product:

<u>Soft•letter</u> — Newsletter — $285/year

Type of Company: Business Information Publisher

<u>Also see *Future Thinker* review/profile:</u> Vol. 1:2, 2:5

Stanford Resources, Inc.

"Stanford Resources is a technical, management and marketing consulting firm providing comprehensive research and analysis of the electronic display industry."

—— Stanford Resources, Inc.

President/General Manager: Mr. Joseph Castellano, President
Owner(s): Joseph Castellano

Employees: __

Phone: 408/448-4440
Fax: 408/448-4445

Address: 3150 Almaden Expressway, #229
San Jose, CA 95118

Provides Information On:

Electronic display markets — Electronic display technologies — Flat panel displays — Liquid crystal displays — CRT display monitors

For:

Electronic display component suppliers — CRT monitor manufacturers/suppliers — Computer equipment manufacturers

Information Product Types (typical price):

Multiclient study ($1,950-$4,750) — Service ($10,900/year) — Newsletter ($380/year) — Consulting — Tutorial video ($295)

Example Leading Product:

<u>Monitor Market Trends</u> — Multiclient study — $2,650

Type of Company: Business Information Publisher

StoreBoard Inc.

"StoreBoard tracks sales of personal computers and related products in the computer specialty store channel. "

—— *StoreBoard Inc.*

President/General Manager: Ms. JoeAnn Stahel, President   *Employees:* 7
Owner(s): Egil Juliussen, JoeAnn Stahel, Karen Juliussen

Phone: 214/231-5964   *Address:* 8111 LBJ Freeway, Suite 1313
Fax: 214/231-0938   Dallas, TX 75251

Provides Information On:

Computer retail sales — Personal computer sales, computer stores — Distribution channels

For:

Personal computer vendors — Peripheral vendors — Software publishers — Financial institutions

Information Product Types (typical price):

Statistical report ($3,500/year) — Directory ($750)

Example Leading Product:

<u>Storeflash Personal Computer Report</u> — Report — $3,500/year

Type of Company: Business Information Publisher

Also see *Future Thinker* review/profile: Vol. 2:2

Stratedge

"Stratedge provides studies on technology and market trend analysis in the area of communications networks to clients, including small start-up companies and European companies interested in joint ventures or licensing agreements in the U.S. "

—— Stratedge

President/General Manager: Mr. Pierre Fischer, President
Owner(s):

Phone: 408/746-2962
Fax: 408/746-3890

Employees: __

Address: 839 Cumberland Drive
Sunnyvale, CA 94087

Provides Information On:

Network services (E-mail, videotex) — Local area networks — Wide area networks — Broadband communications — Voice/data/video integration

For:

Telephone companies — Office systems vendors — Large telecom users

Information Product Types (typical price):

Newsletter — Report

Example Leading Product:

US Telecom Report — Newsletter

Type of Company: Business Information Publisher

Strategic Focus

"Strategic Focus, in addition to providing raw market data, identifies major business and technology issues and synthesizes the results with the objective of making an impact on the strategic decision-making process of clients. "

—— *Strategic Focus*

President/General Manager: Mr. Jay Prakash, Principal Consultant
Owner(s): Jay Prakash

Employees: __

Phone: 408/942-1500
Fax: 408/262-1786

Address: 500 East Calaveras Blvd. #321
Milpitas, CA 95035

Provides Information On:

CASE — CAD/CAM — Computer-integrated manufacturing — Workstations

For:

Computer users — CAD/CAM users — Systems integrators — Computer vendors — Software vendors

Information Product Types (typical price):

Multiclient study — Consulting

Example Leading Product:

Type of Company: Business Information Publisher

Strategic Intelligence Systems, Inc.

"Strategic Intelligence Systems tracks the changing competitive climate in the technology industries with timely, high-value information and analysis. "

—— Strategic Intelligence Systems, Inc.

President/General Manager: Ms. Ruth Stanat, President
Owner(s): Ruth Stanat

Employees: __

Phone: 212/725-4550
Fax: 212/725-5954

Address: 404 Park Avenue South, #1301
New York, NY 10016

Provides Information On:

Computer hardware industry — Software industry — Telecommunications industry — Electronics industry — Technology-based industries

For:

Business executives — Strategic and corporate planners — Marketing executives — Business information centers — IS executives

Information Product Types (typical price):

Online service ($120-$160/hour) — Abstracts ($15,000/year) — Report ($5,000/year) — Newsletter — Consulting

Example Leading Product:

<u>Computer Industry Abstracts</u> — Online service — $120/hour

Type of Company: Business Information Publisher

Strategic Market Data, Inc.

"Strategic Market Data provides market research and analysis of the tape, optical and disk segments of the data storage industry, specializing in serving manufacturers and users of computer data storage with information impacting the data storage industry. "

—— *Strategic Market Data, Inc.*

President/General Manager: Ms. Julie A. Jeffryes, President
Owner(s):

Employees: __

Phone: 805/964-6458
Fax: 805/964-0570

Address: 5063 San Simeon Drive
Santa Barbara, CA 93111

Provides Information On:

Tape industry devices & media — Optical storage devices & media

For:

Drive/media manufacturers — Integrators/resellers — Major OEMs

Information Product Types (typical price):

Consulting — Survey — Newsletter — Inquiry service — Conference

Example Leading Product:

Tape News — Newsletter

Type of Company: Business Information Publisher

Background:

Julie Jeffryes has 10 years of storage industry experience, and was formerly V.P. at Peripheral Strategies.

Summit Strategies

"Summit Strategies analyzes those segments of the computer industry with high rates of change. It focuses on the growing impact of graphics on the market for, competition between, and distribution of, 32-bit personal computers and technical workstations."

—— *Summit Strategies*

President/General Manager: Mr. Thomas Kucharvy, President   *Employees:* 3
Owner(s): Thomas Kucharvy

Phone: 617/266-9050   *Address:* Box 774, Prudential Center Station
Fax: 617/437-9655   Boston, MA 02199

Provides Information On:

Personal computers — Workstations — Graphics peripherals (boards, monitors) — Graphics markets — Distribution channels

For:

Personal computer vendors — Workstation vendors — Graphics, peripheral and add-on vendors — Software developers

Information Product Types (typical price):

Report ($1,000-$1,500) — Service ($8,000/year) — Consulting

Example Leading Product:

Managing the Merger of PCs and Engineering Workstations — Report — $1,495

Type of Company: Business Information Publisher

Systems Educational Associates, Inc.

"Systems Educational Associates is dedicated to covering the background, structure and implementation of Systems Application Architecture and other emerging IBM-related technologies. "

—— *Systems Educational Associates, Inc.*

President/General Manager: Chuck Balsly, Monica Gigante Balsly, Co-CEOs   *Employees:* 7
Owner(s): Chuck Balsly, Monica Gigante Balsly

Phone: 214/869-1598   *Address:* 5215 North O'Connor Blvd, Suite 200
Fax: 214/869-4550   Irving, TX 75039

Provides Information On:

Systems application architecture (SAA) — OS/2 programming tools — OfficeVision — IBM, software strategy — IBM, emerging technologies

For:

Large corporate MIS departments — Software vendors — Consulting firms — Hardware vendors

Information Product Types (typical price):

Newsletter ($39-$250/year) — Report ($195-$1,995)

Example Leading Product:

SAA Update — Newsletter — $250/year

Type of Company: Business Information Publisher

Systems Technology Forum

"Systems Technology Forum is an industry leader in telecom/data communications training for information professionals."

—— Systems Technology Forum

President/General Manager: Ms. Heidi Chorosinski, President
Owner(s):

Phone: 703/591-3666
Fax:

Employees: __

Address: 10201 Lee Highway, #150
Fairfax, VA 22030

Provides Information On:

Training, data communications — Training, network design — Training, network protocols & standards — Training, advanced SNA — Training, T-1 networking — Training, defense data network

For:

Manufacturers — Vendors — Government — Consultants — Systems integrators — Telephone companies

Information Product Types (typical price):

Seminar ($895)

Example Leading Product:

<u>Integrated Services Digital Network: ISDN</u> — Seminar — $895

Type of Company: Business Information Publisher

TELEOS Resources, Inc.

"TELEOS Resources, Inc. is one of the fastast growing market research firms in the industry today. Its charter is to provide its worldwide clients with the highest quality research and analysis available for strategic planning decisions."

—— TELEOS Resources, Inc.

President/General Manager: Mr. Alan Fross, President
Owner(s): Alan Fross

Employees: 8

Phone: 201/271-1121
Fax: 201/271-1381

Address: 269 Abbey Drive, #1
Somerset, NJ 08873

Provides Information On:

ACDs (automatic call distributors) — PBX markets, secondary — PBX/Centrex — Voice processing — Data communications

For:

Telecom vendors — Data communications vendors — Venture capitalists

Information Product Types (typical price):

Report ($3,000) — Consulting

Example Leading Product:

The Future of Centrex CPE — Report — $2,895

Type of Company: Business Information Publisher

TFS, Inc.

"TFS Inc., a leading consulting, market research and publishing firm, specializes in providing value-added information on companies, markets and technologies to help clients enhance their competitive position and develop new business opportunities. "

—— TFS, Inc.

President/General Manager: Mr. Michael Salter, President
Owner(s): Michael Salter, John Gantz

Employees: 35

Phone: 508/692-2290
Fax: 508/692-4760

Address: 238 Littleton Road
Westford, MA 01886

Provides Information On:

Computers — Telecommunications — Information systems — Network management

For:

Computer vendors — Telecommunications vendors — Software vendors — Network managers — Financial community — Service companies

Information Product Types (typical price):

Consulting ($20,000 +) — Service ($15,000) — Report ($3,500)

Example Leading Product:

DECtrack — Service — $15,000/year

Type of Company: Business Information Publisher

Also see *Future Thinker* review/profile: Vol. 1:4

Tabke Dawson Associates

"Tabke Dawson Associates is a marketing consulting firm that assists senior management of technology-based companies in developing market strategies and in executing marketing programs."

—— Tabke Dawson Associates

President/General Manager: Mr. Robert B. Tabke, President
Owner(s):

Employees: __

Phone: 415/493-4352
Fax: 415/857-1080

Address: 731 Gailen Avenue
Palo Alto, CA 94303

Provides Information On:

Personal computer software — Personal computer hardware — Telecommunications (voice and data) — Electronic information products — Vertical markets

For:

Fortune 500 companies — IS executives — Start-up companies

Information Product Types (typical price):

Consulting

Example Leading Product:

— Consulting

Type of Company: Consulting

Technical Insights

"Technical Insights tracks technical developments in the concept stage, to anticipate and track those technological trends whose growth rates indicate they will produce major new industries."

—— Technical Insights

President/General Manager: Mr. Kenneth A. Kovaly, President   *Employees:* 33
Owner(s): Kenneth A. Kovaly

Phone: 201/568-4744   *Address:* P.O. Box 1304
Fax: 201/561-8247   Fort Lee, NJ 07024

Provides Information On:

Artificial intelligence — Sensors — Silicon compilers — Neural networks — Biotechnology

For:

Semiconductor manufacturers — Semiconductor component manufacturers

Information Product Types (typical price):

Service ($400-$1,500) — Report ($1,000)

Example Leading Product:

Futuretech — Service — $1,500

Type of Company: Business Information Publisher

Technologic Partners

"Technologic Partners follows high growth computer companies for executives and investors, publishing The Computer Letter—a leading guide to business issues in conputing—and sponsoring four high-level conferences on key segments of the industry each year."

—— Technologic Partners

President/General Manager: Richard Shaffer, Editor & Publisher
Owner(s): Technologic Partners

Employees: __

Phone: 212/696-9330
Fax: 212/696-9730

Address: 419 Park Avenue South, Suite 500
New York, NY 10016

Provides Information On:

Computer industry — High technology companies — Technologies and trends — Venture capital investments

For:

Computer industry executives — Senior managers — Institutional investors — Venture capital firms

Information Product Types (typical price):

Newsletter ($495/year) — Conference ($975)

Example Leading Product:

The Computer Letter — Newsletter — $495/year

Type of Company: Business Information Publisher

Background:

Dick Shaffer was the leading technology analyst for the Wall Street Journal before starting Technologic Partners.

Technology Forums

"Technology Forums provides analyses and forecasts in the data storage area, in the form of educational reports and seminars. "

—— *Technology Forums*

President/General Manager: Mr. Joe Molina, President
Owner(s): Joe Molina

Employees: __

Phone: 612/934-1415
Fax:

Address: 80 West 78th Street, #260
Chanhassen, MN 55317

Provides Information On:

Data storage — Tape storage — Helical scan technology — SCSI — IPI — ESDI — Magneto optical disk technology

For:

Systems integrators — Computer vendors

Information Product Types (typical price):

Report — Seminar

Example Leading Product:

SCSI Market Study — Report

Type of Company: Business Information Publisher

Technology Futures, Inc.

"Technology Futures, Inc. is dedicated to helping companies gain full competitive advantage and profitability from their technical capabilities by assisting them in aligning strategic technical plans with strategic business plans. "

—— Technology Futures, Inc.

President/General Manager: Dr. John H. Vanston, President   **Employees:** 10
Owner(s): John H. Vanston

Phone: 800/832-3887   **Address:** 6034 W. Courtyard Dr.
Fax: 512/343-6576   Austin, TX 78730-5014

Provides Information On:

Technology forecasting — Telecom, forecasting methodologies — Superconductivity — Technology, innovation by design — Technology, competitive advantages

For:

Technology developers — Strategic planners — Decision makers — Telecommunications vendors — Executives — Fortune 1000 companies

Information Product Types (typical price):

Seminar ($1,200) — Report ($500-$1,500) — Consulting

Example Leading Product:

<u>*Forecasting Future Technology Advances*</u> — Seminar — $1,200

Type of Company: Business Information Publisher

Also see *Future Thinker* review/profile: Vol. 1:5, 2:5

Technology News of America

"Technology News of America is a computer research and publishing company specializing in IBM mainframes, midrange systems and peripherals."

—— *Technology News of America*

President/General Manager: Mr. Hesh Wiener, President   **Employees:** 3
Owner(s): Hesh Wiener

Phone: 212/334-9750   **Address:** 110 Greene Street, Room 1101
Fax: 212/334-9491   New York, NY 10012

Provides Information On:

Mainframe computers — Mainframe operating systems — Minicomputers — Online transaction processors — Peripherals

For:

Mainframe users — Mainframe third-party dealers — Mainframe vendors — Consultants

Information Product Types (typical price):

Newsletter ($475) — Consulting

Example Leading Product:

<u>Computer amd Communications Buyer</u> — Newsletter — $485/year

Type of Company: Business Information Publisher

Technology Research Group

"The Technology Research Group focuses on the industrial electronics marketplace, in the areas of electronic design automation tools, semicustom integrated circuits, and other technologies critical to the development of advanced electronics products. "

—— Technology Research Group

President/General Manager: Mr. Andrew Rappaport, President   *Employees:* 13

Owner(s): Andrew Rappaport, Cindy Thames

Phone: 617/482-4200   *Address:* 2 Park Plaza, Suite 510

Fax: 617/482-4585   Boston, MA 02116

Provides Information On:

Electronic design automation — USICs — CASE

For:

Electronic Design Automation Vendors — USIC Vendors — Computer Users — MIS Directors — Software Development Managers

Information Product Types (typical price):

Report — Newsletter ($495) — Database — Consulting

Example Leading Product:

<u>The Technology Research Letter</u> — Newsletter — $495

Type of Company: Business Information Publisher

Technology Transfer Institute

"Technology Transfer Institute delivers seminars, via face-to-face instruction and satellite broadcast across the U.S., on databases, CASE, computer applications, computer management, networks, expert systems and industry research topics. "

—— Technology Transfer Institute

President/General Manager: Mr. John Philips, President
Owner(s): Dr. Leonard Kleinrock

Employees: 10

Phone: 213/394-8305
Fax: 213/451-2104

Address: 741 10th Street
Santa Monica, CA 90402

Provides Information On:

Computer management — Software development — Networks — Expert systems — Database management

For:

MIS managers — Computer users — Software developers — Systems analysts — Technology planners

Information Product Types (typical price):

Seminar ($1,000) — Computer channel broadcast ($1,250)

Example Leading Product:

<u>The James Martin World Seminar</u> — Seminar — $1,995

Type of Company: Business Information Publisher

Techvantage, Inc.

"The Techvantage team combines high tech expertise with consumer marketing skills, helping high technology companies make important strategic marketing decisions based on the opinions of prospects and customers, utilizing surveys and focus groups."

—— Techvantage, Inc.

President/General Manager: Ms. Sunday Lewis, President
Owner(s):

Employees: __

Phone: 212/986-9000
Fax: 212/986-2709

Address: 342 Madison Avenue, #933
New York, NY 10017

Provides Information On:

Product testing — Product positioning — Competitive analysis

For:

Computer vendors — Telecommunications vendors — Marketing managers

Information Product Types (typical price):

Consulting — Focus group — Survey

Example Leading Product:

— Consulting

Type of Company: Consulting

Telecom Publishing Group

"The Telecom Publishing Group is the source of telecommunications business intelligence for thousands of professionals in an industry experiencing exponential growth and accelerating change. "

—— *Telecom Publishing Group*

President/General Manager: Ms. Christine Vestal, Publisher
Owner(s): Capitol Publications, Inc.

Employees: 40

Phone: 703/683-4100
Fax: 703/739-6490

Address: P.O. Box 1455
Alexandria, VA 22313-2055

Provides Information On:

Telecom industry — Telecom, law & regulations — Telecom industry marketing & pricing — Network services and technology — Telecom industry analysis

For:

Telephone company executives — Regulatory officials — Telecom attorneys — Industry analysts & consultants — Financial analysts & investors

Information Product Types (typical price):

Newsletter ($400) — Seminar ($700) — Report ($115-$997) — Directory ($75)

Example Leading Product:

Inside AT&T, A Management Report on AT&T's Organizational Structure — Report — $995

Type of Company: Business Information Publisher

Teleservice Associates

"Teleservice Associates is a research and consulting firm specializing in interactive applications such as videotex, audiotex, and other emerging technologies. "

—— Teleservice Associates

President/General Manager: Mr. James G. Ivers, President   *Employees:* __
Owner(s): James G. Ivers

Phone: 201/795-0375   *Address:* 520 Jefferson Street, #8
Fax: Hoboken, NJ 07030

Provides Information On:

Videotex — Audiotex — Workstations, public — Transactional networks — Telco policy/regulatory issues

For:

Telecommunications vendors — Hardware vendors — Information services providers

Information Product Types (typical price):

Consulting

Example Leading Product:

— Consulting

Type of Company: Consulting

Background:

Jim Ivers was a Senior Industry Analyst for Consumer Teleservices at LINK, and was most recently Director of Research at Jupiter Communications.

Theta Corporation

"Theta Corporation specializes in providing high-quality, affordable market research reports in the health care, biotechnology and analytical markets. "

—— *Theta Corporation*

President/General Manager: Mr. Arthur S. Klaben, President
Owner(s): Arthur S. Klaben

Phone: 203/349-1054
Fax: 203/349-1227

Employees: 30

Address: Theta Building
Middlefield, CT 06455

Provides Information On:

Biotechnology — Electronics, medical

For:

Manufacturers

Information Product Types (typical price):

Report ($795)

Example Leading Product:

841 Microbiology Testing Markets — Report — $995

Type of Company: Business Information Publisher

Total Research Corporation

—— Total Research Corporation

President/General Manager:

Owner(s):

Phone: 609/921-8100
Fax: 609/987-8839

Employees: __

Address: 5 Independence Way
Princeton, NJ 08540

Provides Information On:

Telecommunications — Computers

For:

Fortune 1000 companies

Information Product Types (typical price):

Consulting — Newsletter

Example Leading Product:

— Consulting

Type of Company: Consulting

Trans-Formation, Inc.

"Trans-Formation, Inc. is an independent research firm specializing in transmission equipment markets."

—— Trans-Formation, Inc.

President/General Manager: Mr. Mark Lutkowitz, President
Owner(s): Mr. Mark Lutkowitz, President

Employees: __

Phone: 918/250-5250
Fax: 918/250-3958

Address: 7633 East 63rd, #324
Tulsa, OK 74133

Provides Information On:

Broadband ISDN — Fiber optics to the home — Digital cross-connects — Digital loop carrier — Telecom operation support systems

For:

Transmission equipment manufacturers — Telephone companies — Interexchange carriers

Information Product Types (typical price):

Report ($995) — Consulting

Example Leading Product:

<u>SONET (Synchronous Optical Networks) Market</u> — Report — $995

Type of Company: Business Information Publisher

VLSI Research Inc.

"VLSI Research is the leading firm supplying business information on semiconductor manufacturing."

—— *VLSI Research Inc.*

President/General Manager: Mr. G. Dan Hutcheson, President   *Employees:* 18

Owner(s): Jerry Hutcheson, G. Dan Hutcheson, and Lynda Hutcheson

Phone: 408/289-9983   *Address:* 1754 Technology Drive, Suite 117

Fax: 408/437-0608   San Jose, CA 95110

Provides Information On:

Semiconductor manufacturing equipment — Semiconductor manufacturing processes — Semiconductors — VLSI — Semiconductor equipment manufacturers

For:

Semiconductor equipment vendors — Semiconductor vendors — Investors

Information Product Types (typical price):

Service ($15,000/year)

Example Leading Product:

<u>The VLSI Manufacturing Outlook</u> — Service — $14,750

Type of Company: Business Information Publisher

Also see *Future Thinker* review/profile: Vol. 1:3

Venture Development Corporation

"Founded in 1971 by members of the Harvard Business School, VDC specializes in providing business planning, product planning, and market research services to electronics companies."

—— Venture Development Corporation

President/General Manager: Mr. Lewis Solomon, President   *Employees:* 25

Owner(s): Lewis Solomon

Phone: 508/653-9000   *Address:* One Apple Hill

Fax: 617/237-3000   Natick, MA 01760

Provides Information On:

Consumer electronics — Electronics, components — Communications — Peripherals — Office equipment — Industrial measurement/control — Voice/data communications — Office automation — Components, passive — Components, active — Retail automation

For:

Electronics industry manufacturers

Information Product Types (typical price):

Service ($5,000-$10,000) — Multiclient study ($3,000-$5,000) — Report ($995-$3,000) — Database ($500-$10,000)

Example Leading Product:

Standard Microcomputer Bus Board Planning Service — Service — $2,950-$5,550/year

Type of Company: Business Information Publisher

Venture Economics, Inc.

"Venture Economics, Inc. has been recognized as the leading source of consulting and information on the professional venture capital industry and new business development activity, both in the U.S. and internationally."

—— *Venture Economics, Inc.*

President/General Manager: Mr. Randy Bevis
Owner(s): Privately-held company

Phone: 617/449-2100
Fax: 617/449-7660

Employees: 60

Address: 75 Second Avenue, Suite 700
Needham, MA 02194-2813

Provides Information On:

Venture capital — Start-up companies — Corporate venturing/partnering

For:

Venture capital companies — Start-up companies — Investors — Corporate development officers

Information Product Types (typical price):

Newsletter ($345/year) — Seminar ($795) — Report ($925) — Multiclient study ($1,800) — Database — Consulting

Example Leading Product:

<u>Venture Capital Journal</u> — Newsletter — $595

Type of Company: Business Information Publisher

Vidmar Communications, Inc.

"Vidmar is the only publishing organization in the video field that has its own marketing research department, providing original research, analysis and forecasts unclouded by industry or advertiser pressures and bias."

—— *Vidmar Communications, Inc.*

President/General Manager:

Owner(s): Phillips Publishing, Inc.

Phone: 213/462-6350
Fax: 213/467-0314

Employees: __

Address: 1680 N. Vine Street, #820
Hollywood, CA 90028

Provides Information On:

Video technology — Video marketing — Video direct response

For:

Marketing executives

Information Product Types (typical price):

Newsletter ($295-$397/year) — Report ($195-$995)

Example Leading Product:

Video Technology Newsletter — Newsletter — $395/year

Type of Company: Business Information Publisher

Wefa Group, The

"Since 1963, The WEFA (Wharton Econometric Forecasting Associates) Group has been recognized as the world's foremost provider of economic and consulting services to the business community. "

—— Wefa Group, The

President/General Manager: Mr. Lawrence Chimerine, Chairman   *Employees:* 220
Owner(s):

Phone: 215/667-6000   *Address:* 150 Monument Road
Fax: 215/668-9524   Bala Cynwyd, PA 19004-1780

Provides Information On:

Forecast, economic (macro/micro) — Forecast, general business (macro/micro)

For:

Market Researchers — Corporate Planners — Economists — Financial Analysts — Investors

Information Product Types (typical price):

Service ($15,000) — Software ($15,000) — Online Database — Consulting

Example Leading Product:

AREMOS (Advanced Retrieval and Econometric Modeling System) — Software — $15,000

Type of Company: Business Information Publisher

Winters Group, The

"The Winters Group meets the needs of high-technology clients through comprehensive industry analyses, market information for new product development and objective evaluations of competitors."

—— Winters Group, The

President/General Manager: Ms. Mary-Frances Winters, President
Owner(s): Mary-Frances Winters

Employees: 15

Phone: 716/546-7480
Fax: 716/546-7427

Address: Temple Bldg., 14 Franklin St, # 920
Rochester, NY 14604

Provides Information On:

Computers — Office equipment — Telecommunications — Information industry

For:

High technology vendors — Optical companies — Office equipment vendors — Pharmaceutical companies

Information Product Types (typical price):

Newsletter ($125/year) — Seminar — Consulting

Example Leading Product:

The Information Advisor — Newsletter — $125/year

Type of Company: Business Information Publisher

Wohl Associates

"For five years, Wohl Associates has been a leading provider of information to office automation users and vendors."

—— *Wohl Associates*

President/General Manager: Ms. Amy D. Wohl, President
Owner(s): Amy D. Wohl

Phone: 215/667-4842
Fax: 215/664-5725

Employees: 10

Address: 555 East City Line Ave., Suite 240
Bala Cynwyd, PA 19004

Provides Information On:

Office automation — Computing, end user

For:

Information systems vendors — Computer end users — Office automation users

Information Product Types (typical price):

Newsletter ($345/year) — Consulting — White papers — Conference

Example Leading Product:

<u>*The Wohl Report on End-User Computing*</u> — Newsletter — $345/year

Type of Company: Business Information Publisher

<u>Also see *Future Thinker* review/profile:</u> Vol. 2:6

Workgroup Technologies, Inc.

"Workgroup Technologies, Inc. is one of today's most highly acknowledged computer market research firms, serving an international clientele including many major hardware and software vendors and large end-user organizations."

—— Workgroup Technologies, Inc.

President/General Manager: Mr. John O. Dunkle, President   *Employees:* __

Owner(s): John O. Dunkle

Phone: 603/926-1166

Fax: 603/926-3100

Address: 760 Lafayette Road

Hampton, NH 03842

Provides Information On:

Workstations — Operating systems — Midrange computers — Systems architecture — LANs — Electronic image automation — Netorking — System interoperability

For:

Computer vendors — Software vendors — Large end-users

Information Product Types (typical price):

Newsletter ($495/year, including inquiry service) — Multiclient study ($2,000-$7,000) — Conference — Consulting

Example Leading Product:

Workgroup Perspectives — Newsletter — $495/year

Type of Company: Business Information Publisher

Also see *Future Thinker* review/profile: Vol. 2:5

Workstation Laboratories, Inc.

"Workstation Laboratories, Inc. has developed a wide range of benchmark programs for evaluating workstation speed and performance to provide information useful for product enhancement, competitive analysis and product marketing. "

—— Workstation Laboratories, Inc.

President/General Manager: Mr. David Wilson, President
Owner(s): David Wilson

Employees: 5

Phone: 214/644-1733
Fax: 214/231-0938

Address: 8111 LBJ Freeway, #1325
Dallas, TX 75251

Provides Information On:

Workstations — Testing, workstation performance — Benchmarking, personal computers — Benchmarking, technical workstations

For:

Computer vendors — Software vendors

Information Product Types (typical price):

Service ($6,000-$15,000/year) — Testing service ($1,500-$3000/computer)

Example Leading Product:

<u>Benchmark Testing Service</u> — Service — $15,000/year

Type of Company: Business Information Publisher

World Information Technologies

"World Information Technologies is a publishing company specializing in high-technology research. Its publications offer timely, comprehensive industry analysis backed by a wealth of market related data and technology assessment."

—— World Information Technologies

President/General Manager: Mr. Amadee Bender, President   *Employees:* __

Owner(s): Amadee Bender.

Phone: 516/754-5700   *Address:* 260 Main Street

Fax: 516/754-5746   Northport, NY 11768

Provides Information On:

Electrical equipment — Electrical components — Telecommunications — Materials

For:

Electronics manufacturers

Information Product Types (typical price):

Multiclient study ($1,800-$2,400) — Consulting

Example Leading Product:

<u>U.S. Surge Protector Markets</u> — Multiclient study — $1,800.00

Type of Company: Business Information Publisher

Also see *Future Thinker* review/profile: planned

Yankee Group, The

"The Yankee Group brings critical analysis to innovative users and sophisticated vendors of communications and computing technologies. "

—— Yankee Group, The

President/General Manager: Mr. Howard Anderson, President

Owner(s): Howard Anderson

Phone: 617/367-1000
Fax: 617/367-5760

Employees: __

Address: 200 Portland Street
Boston, MA 02114

Provides Information On:

Telecommunications — Computer industry — CIM — Consumer technology

For:

Computer vendors — Telecommunications vendors — Computer users — Telecommunications users

Information Product Types (typical price):

Service ($14,000-$51,000/year) — Newsletter — Seminar ($1,000)

Example Leading Product:

<u>*The Communications/Information Systems Planning Service*</u> — Service — $14,000 + -$51,000/yr

Type of Company: Business Information Publisher

<u>Also see *Future Thinker* review/profile:</u> Vol. 1:4

Yellowstone Information Services

"Yellowstone Information Services is a niche-oriented publisher disbursing information regarding several high-technology computer fields, focusing on the needs of applications users in those fields."

—— Yellowstone Information Services

President/General Manager: Mr. Roger C. Thibault, President   *Employees:* __
Owner(s): Roger C. Thibault

Phone: 304/965-5548   *Address:* 104 Frame Road
Fax: Elkview, WV 25071

Provides Information On:

Artificial intelligence — Neural networks — Parallel processing — Supercomputing — Desktop publishing

For:

Articial intelligence users — Neural networks users — Parallel processing users — Supercomputing users — Desktop publishing users

Information Product Types (typical price):

Newsletter ($49.95) — Database (mailing list, labels)

Example Leading Product:

<u>AI Today</u> — Periodical — $49.95/year

Type of Company: Business Information Publisher

Zech Tech International

"Zech Tech Int'l, specializing in optical storage products, information and image processing systems that use optical storage peripherals, provides senior management with the expertise needed to interpret and exploit the high-tech business environment. "

—— *Zech Tech International*

President/General Manager: Richard G. Zech, Ph.D.   *Employees:* 4
Owner(s): Richard G. Zech

Phone: 415/572-9101   *Address:* 1730 S. Amphlett Blvd., #209
Fax: 415/572-8745   San Mateo, CA 94402

Provides Information On:

Optical data storage — Information processing systems — Image processing systems

For:

OEMs — VARs — System Integrators — Fortune 500 companies

Information Product Types (typical price):

Service ($9,500) — Report ($5,000) — Consulting

Example Leading Product:

The Optical Storage Industry Business and Technology Report — Report — $4,995

Type of Company: Business Information Publisher

SUBJECT INDEX

Biotechnology — Market Intelligence Research Company
Biotechnology — Technical Insights
Biotechnology — Theta Corporation
Bipolar technologies — Integrated Circuit Engineering Corporation
Bipolar technology — Integrated Circuit Engineering Corporation
Broadband ISDN — Trans-Formation, Inc.
Broadband communications — Stratedge
Broadcasting — Alexander & Associates
Broadcasting — Gartner Group
Business & technology computers — Dataquest
Business applications, general — National Software Testing Laboratories, Inc.
Business information publishing — Future Think, Inc.
Business plan development/critique — California Technology Stock Letter
Business profiles — Cambridge Information Group Directories
Business to business market research — Decision Research Corporation
Business, management, workplace trends — FutureScan
Business/Marketing, high-tech — S. Klein Library on Computer Graphics, The
Business/professional market — LINK Resources Corporation
Buyer indentification database — Focus Research Systems
Buyouts — Broadview Associates
Bypass technologies & implementation — Business Communications Co., Inc.
CAD distribution — Summit Strategies
CAD products — CAD/CAM Publishing, Inc.
CAD/CAM — Bowker A & I Publishing, Abstr. & Indx. Div. of R. R. Bowker
CAD/CAM — Creative Strategies Research International
CAD/CAM — Dataquest
CAD/CAM — Ergosyst Associates, Inc./The Report Store
CAD/CAM — Gartner Group
CAD/CAM — International Data Corporation
CAD/CAM — S. Klein Library on Computer Graphics, The
CAD/CAM — Strategic Focus
CAD/CAM & CIM — S. Klein Library on Computer Graphics, The
CAD/CAM products, mechanical — D.H. Brown Associates, Inc.
CAD/CAM, CAE — CAD/CAM Publishing, Inc.
CAD/CAM, CAE — DARATECH, Inc.
CAD/CAM, CAE — Fredonia Group, The
CAD/CAM, CAE — International Data Corporation
CAD/CAM, CAE — Plant-Wide Research Group
CAD/CAM, CAE & workstations — DARATECH, Inc.
CAD/CAM/CAE — Datapro Research Corporation
CAE — International Data Corporation
CASE — No Company
CASE — CASE Consulting Group, Inc.
CASE — CASE Research Corporation
CASE — Digital Consulting, Inc.
CASE — EDventure Holdings, Inc.
CASE — Extended Intelligence, Inc.
CASE — Gartner Group
CASE — International Data Corporation
CASE — James Martin Report, Inc.
CASE — Model Systems Consultants, Inc.
CASE — Sentry Market Research
CASE — Strategic Focus
CASE — Technology Research Group
CASE industry, structured dynamics — CASE Consulting Group, Inc.
CASE technology, practical applications — CASE Consulting Group, Inc.
CD-I — Alexander & Associates
CD-ROM — No Company
CD-ROM — Creative Strategies Research International
CD-ROM — DDRI, Inc.
CD-ROM — InfoTech
CD-ROM — Institute for Graphic Communication (BIS CAP International)
CD-ROM — International Data Corporation

CD-ROM — LINK Resources Corporation
CD-ROM — Patricia Seybold's Office Computing Group
CD-ROM — Rothchild Consultants
CD-ROM — Seybold Publications, Inc.
CD-ROM applications — DDRI, Inc.
CD-ROM databases — DDRI, Inc.
CD-ROM publishing — DDRI, Inc.
CIM — Plant-Wide Research Group
CIM — Yankee Group, The
CIM — see Computer-integrated manufacturing
CIM trends — Gartner Group
CIM, communications strategies — Advanced Manufacturing Research
CIM, computing strategies — Advanced Manufacturing Research
CIO — International Data Corporation
CPE markets — Pyramid Research, Inc.
CRT display monitors — Stanford Resources, Inc.
CRTs — Stanford Resources, Inc.
Cable television — International Data Corporation
Cable television — LINK Resources Corporation
Canadian computer market — DMR Group, Inc. (USA)
Cell computers — Gartner Group
Cellular markets — Pyramid Research, Inc.
Cellular radio — Gartner Group
Central office equipment market — Northern Business Information, Inc.
Chemicals — Arthur D. Little Decision Resources
Chief information officer — see CIO
Client/server architectures — Gartner Group
Client/server protocols — Gartner Group
Color computer peripherals — Desktop Presentations Inc.
Color copiers — BIS CAP International
Color imaging — Datek Information Services (See BIS CAP International)
Color printer industry — PLB Associates
Color technologies, emerging — BIS CAP International
Communications — Business Research Group
Communications — Canopus Research
Communications — Computer Intelligence
Communications — Datapro Research Corporation
Communications — Dataquest
Communications — Faulkner Technical Reports, Inc.
Communications — Forrester Research
Communications — Frost & Sullivan
Communications — IMR, Inc. d/b/a Industry Market Reports
Communications — Institute for the Future
Communications — Integrated Computer Systems
Communications — International Data Corporation
Communications — Management Information Corporation
Communications — Patricia Seybold's Office Computing Group
Communications — Pragmatic Research Inc.
Communications — Venture Development Corporation
Communications — see Telecommunications
Communications - processors — International Data Corporation
Communications applications — Institute for the Future
Communications industry — International Data Corporation
Communications industry — LINK Resources Corporation
Communications industry - general — LINK Resources Corporation
Communications industry, services — LINK Resources Corporation
Communications industry, voice and data — International Data Corporation
Communications products — TFS, Inc.
Communications products, distribution — Computer Intelligence
Communications software — Datapro Research Corporation
Communications systems — Architecture Technology Corporation
Communications systems — Business Week Newsletter for Information Executives, The
Communications systems — Management Information Corporation

Communications systems — McQuillan Consulting
Communications systems — Yankee Group, The
Communications, data — CIMI Corporation
Communications, data — see Data communications
Communications, desktop — Infonetics, Inc.
Communications, digital — Able Telecommunications, Inc.
Communications, field level — Venture Development Corporation
Communications, interactive media — LINK Resources Corporation
Communications, micro to mainframe — International Data Corporation
Communications, satellite — International Resource Development Inc.
Communications, voice and data — International Data Corporation
Communications-based information service — Venture Economics, Inc.
Compact disc — see CD-ROM
Compact disc, interactive — LINK Resources Corporation
Companies, high-tech — Corporate Technology Information Services
Companies, high-technology — Corporate Technology Information Services
Companies, innovative R&D — Business Technology Research
Company profiles/analyses reports — HTE Research, Inc.
Competetive analysis — Techvantage, Inc.
Competetive analysis-DEC — TFS, Inc.
Competitive analysis — Patricia Seybold's Office Computing Group
Competitive analysis — Technology Futures, Inc.
Competitive analysis — Techvantage, Inc.
Competitive assessment — Gartner Group
Competitive intelligence — Winters Group, The
Competitive positioning — Decision Research Corporation
Competitive strategy — Competitive Strategy Group, The
Competitive strategy — Gartner Group
Competitor intelligence — Fuld & Company
Competitor intelligence — Strategic Intelligence Systems, Inc.
Competitor intelligence — see Product category
Competitor intelligence, general — Fuld & Company
Competitor performance analysis — Elsevier Advanced Technology
Components — Electronic Trend Publications
Components — see Electonics, components
Components, active — Venture Development Corporation
Components, passive — Venture Development Corporation
Compound document architectures — Gartner Group
Compound document architecuture — see Document architecture, compound
Computational complexity — Gartner Group
Computer acquisitions — Gartner Group
Computer applications — Digital Consulting, Inc.
Computer applications — Research Consortium, Inc.
Computer applications — SERS
Computer architecture — Gartner Group
Computer architecture — KE Publishing Corp.
Computer architecture — Patricia Seybold's Office Computing Group
Computer architecture — Zech Tech International
Computer architecture, advanced — Gartner Group
Computer architectures — Gartner Group
Computer architectures — International Data Corporation
Computer conferencing — Institute for the Future
Computer crime — National Center for Computer Crime Data
Computer development and design — Patricia Seybold's Office Computing Group
Computer disaster recovery planning — Battelle Seminars
Computer ethics — National Center for Computer Crime Data
Computer fraud — Elsevier Advanced Technology
Computer graphics — Creative Strategies Research International
Computer graphics — KE Publishing Corp.
Computer graphics — S. Klein Library on Computer Graphics, The
Computer graphics — see Graphics
Computer hardware — Business Communications Co., Inc.
Computer hardware — Computer Intelligence

Computer software — INTECO Corporation
Computer software — Performance Computing, Inc.
Computer software — see Software
Computer software project management — Battelle Seminars
Computer software systems — Anza Research, Inc.
Computer software, military — International Resource Development Inc.
Computer storage — Dataquest
Computer storage — International Data Corporation
Computer storage — see Data storage
Computer storage — see Disk drives
Computer storage — see Storage
Computer store operations, strategies — StoreBoard Inc.
Computer store sales — InfoCorp
Computer store sales — see Computer retail sales
Computer store sales trends — StoreBoard Inc.
Computer systems — BIS CAP International
Computer systems — Electronic Trend Publications
Computer systems — Forrester Research
Computer systems — Integrated Circuit Engineering Corporation
Computer systems — International Planning Information, Inc.
Computer systems — TFS, Inc.
Computer systems applications — Institute for the Future
Computer systems applications — Maxi/Micro, Inc.
Computer technology — No Company
Computer technology trends — Gartner Group
Computer trends, technological — FutureScan
Computer trojan horses and viruses — Information Intelligence Sciences, Inc.
Computer viruses — Computer Security Institute
Computer viruses — Information Intelligence Sciences, Inc.
Computer workstations — see Workstations
Computer-aided design — CAD/CAM Publishing, Inc.
Computer-aided design — Prime Data
Computer-aided design — see CAD/CAM
Computer-aided engineering — International Data Corporation
Computer-aided engineering — Prime Data
Computer-aided engineering — see CAD/CAM, CAE
Computer-aided engineering — see CAE
Computer-aided entineering — Prime Data
Computer-aided geometric modeling — S. Klein Library on Computer Graphics, The
Computer-aided management — CAD/CAM Publishing, Inc.
Computer-aided manufacturing — see CAD/CAM
Computer-aided software engineering — CASE Consulting Group, Inc.
Computer-aided software engineering — International Data Corporation
Computer-aided software engineering — see CASE
Computer-aided systems engineering — see CASE
Computer-based control systems markets — Newton-Evans Research Company, Inc.
Computer-based training — Battelle Seminars
Computer-based training — Patricia Seybold's Office Computing Group
Computer-integrated engineering — Prime Data
Computer-integrated manufacturing — Gartner Group
Computer-integrated manufacturing — Harbor Research Corporation
Computer-integrated manufacturing — Plant-Wide Research Group
Computer-integrated manufacturing — S. Klein Library on Computer Graphics, The
Computer-integrated manufacturing — Strategic Focus
Computer-integrated manufacturing — see CIM
Computerized information services — Gale Research Inc.
Computers — Business Week Newsletter for Information Executives, The
Computers — Canopus Research
Computers — Computer Intelligence
Computers — Creative Strategies Research International
Computers — Dataquest
Computers — IMR, Inc. d/b/a Industry Market Reports
Computers — INTECO Corporation

Computers — In-Stat, Inc.
Computers — Information Network, The
Computers — International Planning Information, Inc.
Computers — James Martin Report, Inc.
Computers — Management Information Corporation
Computers — Market Intelligence Research Company
Computers — Pragmatic Research Inc.
Computers — TFS, Inc.
Computers — Total Research Corporation
Computers — Winters Group, The
Computers — see Computers, business
Computers — see Fault tolerent computers
Computers — see Mainframe computers
Computers — see Minicomputers
Computers — see Minisupercomputers
Computers — see Personal computers
Computers — see Supercomputers
Computers — see Workstations
Computers, business — Dataquest
Computers, distribution — Computer Intelligence
Computers, engineering markets — International Data Corporation
Computers, installed base — Gartner Group
Computers, mainframe — International Data Corporation
Computers, products/markets/technology — Datapro Research Corporation
Computing technologies, advanced — Intelligence Newsletter
Computing, end user — Wohl Associates
Computing, end user — see End-user computing
Computing, end-user — Wohl Associates
Connectivity — Magnetic Press Inc.
Connectivity — Workgroup Technologies, Inc.
Connectivity (fiber-optic), emerging — Gartner Group
Connectivity, logical — Gartner Group
Connectivity/multi-vendor systems — Gartner Group
Consultant relations — Future Think, Inc.
Consumables — BIS CAP International
Consumer electronics — LINK Resources Corporation
Consumer electronics — Venture Development Corporation
Consumer information services — see Information service, consumer
Consumer products and services — Decision Research Corporation
Consumer technology — Yankee Group, The
Consumer teleservices — International Data Corporation
Consumer teleservices — LINK Resources Corporation
Consumer teleservices - Consulting, IDC — LINK Resources Corporation
Consumer teleservices - Consulting, LINK — LINK Resources Corporation
Control systems — Newton-Evans Research Company, Inc.
Control systems — Plant-Wide Research Group
Controllers, industrial — Venture Development Corporation
Copiers — BIS CAP International
Copiers — Camarro Research
Corporate development — Gartner Group
Corporate venturing/partnering — Venture Economics, Inc.
Creative thinking strategies — Battelle Seminars
Customer service — International Data Corporation
Customer service — Ledgeway Group
Customer service — see Service
Customer service and support — INPUT
Customer support — Ledgeway Group
DB2 tools — Gartner Group
DBMS — Computer Intelligence
DBMS — InfoCorp
DBMS — see Database
DBMS & application development tools — Digital Consulting, Inc.
DBMS, distributed/SQL client/server — Digital Consulting, Inc.

DEC — Gartner Group
DEC — International Data Corporation
DEC — Monosson Technology Enterprises
DEC — see Product category
DEC VAX — Computer Intelligence
DEC computers, software, systems — Gartner Group
DEC computers, software, systems — Monosson Technology Enterprises
DEC midrange computers — Aberdeen Group, Inc.
DEC strategies — Meta Group, The
DEC, Unix — International Data Corporation
DEC, disks — International Data Corporation
DEC, engineering markets — International Data Corporation
DEC, processors — International Data Corporation
DSS — see Decision support systems
Data Communications — see Communications, data
Data General — International Data Corporation
Data PBXs — International Data Corporation
Data administration — Database Research Group, Inc.
Data center assessment — Gartner Group
Data center operations management — Auerbach Publishers (Div. of Warren, Gorham & Lamont, Inc.)
Data center software — Sentry Market Research
Data center/system software — Sentry Market Research
Data collection technologies — Datapro Research Corporation
Data communications — Arthur D. Little Decision Resources
Data communications — CIMI Corporation
Data communications — Computer Business
Data communications — Computer Intelligence
Data communications — Datapro Research Corporation
Data communications — Delphi, Inc.
Data communications — Faulkner Technical Reports, Inc.
Data communications — Goldstein, Golub, Kessler & Company
Data communications — International Data Corporation
Data communications — LINK Resources Corporation
Data communications — Market Intelligence Research Company
Data communications — Newton-Evans Research Company, Inc.
Data communications — Northern Business Information, Inc.
Data communications — Prognostics
Data communications — TELEOS Resources, Inc.
Data communications equipment — Gartner Group
Data communications equipment — International Data Corporation
Data communications implementation — Integrated Circuit Engineering Corporation
Data communications management — Auerbach Publishers (Div. of Warren, Gorham & Lamont, Inc.)
Data communications markets — Pyramid Research, Inc.
Data management — BIS Mackintosh
Data management — Database Research Group, Inc.
Data management trends — Database Research Group, Inc.
Data processing — No Company
Data processing — Frost & Sullivan
Data processing — International Data Corporation
Data security — Computer Security Institute
Data security — Datapro Research Corporation
Data storage — Elsevier Advanced Technology
Data storage — Freeman Associates, Inc.
Data storage — Technology Forums
Data storage — see Computer storage
Data storage industry — DISK/TREND, Inc.
Data storage, tape — Peripheral Strategies, Inc.
Data systems security — Information Intelligence Sciences, Inc.
Data systems security — see Computer security
Data systems/network security — Information Intelligence Sciences, Inc.
Database — Digital Consulting, Inc.
Database — see DBMS
Database management — Auerbach Publishers (Div. of Warren, Gorham & Lamont, Inc.)

Disk data storage — Peripheral Strategies, Inc.
Disk drives — DISK/TREND, Inc.
Disk drives — Peripheral Strategies, Inc.
Disk drives — see Computer storage
Disk drives, flexible — DISK/TREND, Inc.
Disk drives, floppy — DISK/TREND, Inc.
Disk drives, optical — DISK/TREND, Inc.
Disk drives, rigid — DISK/TREND, Inc.
Display terminals — Dataquest
Distributed network computing — Gartner Group
Distributed processing — CIMI Corporation
Distributed processing — Diebold Group, Inc., The
Distributed processing — Management Information Corporation
Distributed systems — Architecture Technology Corporation
Distribution analysis/microcomputers — IMS America, Ltd.
Distribution channels — International Data Corporation
Distribution channels — StoreBoard Inc.
Distribution channels — Summit Strategies
Distribution channels — TFS, Inc.
Divestitures — Broadview Associates
Document architecture, compound — Patricia Seybold's Office Computing Group
Document architecture, compound — see Compound document architecture
Document exchange, editable — Patricia Seybold's Office Computing Group
Drive and media product trends — Peripheral Strategies, Inc.
E-mail — Computer Intelligence
E-mail — see Electronic mail
EDI — EDI Strategies, Inc.
EDI — EDI, spread the word!
EDI — Patricia Seybold's Office Computing Group
EDI — see Electronic data interchange
EDI (electronic data interchange) — EDI, spread the word!
EDP auditing — Auerbach Publishers (Div. of Warren, Gorham & Lamont, Inc.)
EDP management — Datapro Research Corporation
EIS — see Executive information systems
EISA — see Extended industry standard architecture
ESDI — Technology Forums
Economic forecasts — see Forecasts, economic
Economic information — Wefa Group, The
Economic policy and recommendations — Wefa Group, The
Economic policy planning, global — Technology Futures, Inc.
Economic, political, national trends — FutureScan
Economics, international trends — Institute for the Future
Editorial calendars — Alan Weinkrantz and Company
Editorial calendars — Computer Publicity News
Editorial calendars — MediaMap/Cambridge Communications, Inc.
Editors, high-tech publications — NewsFaces, Inc.
Education market — PCW Industry Publishing (P.C. Letter)
Electrical components — World Information Technologies
Electrical equipment — World Information Technologies
Electronic banking — Jerome Svigals, Incorporated
Electronic component market forecasts — Elsevier Advanced Technology
Electronic components — Fredonia Group, The
Electronic data interchange — EDI Strategies, Inc.
Electronic data interchange — EDI, spread the word!
Electronic data interchange — Elsevier Advanced Technology
Electronic data interchange — Gartner Group
Electronic data interchange — International Data Corporation
Electronic data interchange — see EDI
Electronic data processing systems — Datapro Research Corporation
Electronic design automation — Technology Research Group
Electronic display markets — Stanford Resources, Inc.
Electronic display technologies — Stanford Resources, Inc.
Electronic document storage — Elsevier Advanced Technology

Electronics, industrial — Market Intelligence Research Company
Electronics, medical — Theta Corporation
Electronics-based high tech industry — Lucid Information Services
Emerging technologies — DMR Group, Inc. (USA)
Emerging technologies — Faulkner Technical Reports, Inc.
Emerging technologies — Futures Group, The
Emerging technologies — Institute for the Future
Emerging technologiges — Futures Group, The
End-user computing — see Computing end user
End-user computing, computers — Wohl Associates
End-user computing/IS organization — Gartner Group
End-user computing/computers — Wohl Associates
End-user management — Auerbach Publishers (Div. of Warren, Gorham & Lamont, Inc.)
End-user surveys — TFS, Inc.
End-user usage data — Focus Research Systems
Engineering applications — Auerbach Publishers (Div. of Warren, Gorham & Lamont, Inc.)
Engineering markets — International Data Corporation
Entertainment, electronic — LINK Resources Corporation
Entrepreneurship, high-tech — S. Klein Library on Computer Graphics, The
Ergonomics — Ergosyst Associates, Inc./The Report Store
Europe 1992 — Northern Business Information, Inc.
European DP market — Gartner Group
European computer market — International Data Corporation
European information industry — LINK Resources Corporation
European market — Computer Intelligence
European software industry — International Data Corporation
Executive information systems — Goldstein, Golub, Kessler & Company
Executive information systems — James Martin Report, Inc.
Executive information systems — see EIS
Executive information systems (EIS) — Gartner Group
Expert systems — No Company
Expert systems — Aim Consulting & Publications, Inc.
Expert systems — Auerbach Publishers (Div. of Warren, Gorham & Lamont, Inc.)
Expert systems — BIS Mackintosh
Expert systems — Bowker A & I Publishing, Abstr. & Indx. Div. of R. R. Bowker
Expert systems — Digital Consulting, Inc.
Expert systems — Foundation Technologies
Expert systems — International Data Corporation
Expert systems — International Planning Information, Inc.
Expert systems — James Martin Report, Inc.
Expert systems — KE Publishing Corp.
Expert systems — Schwartz Associates, The
Expert systems — Technology Transfer Institute
Expert systems — see Artificial intelligence
Extended industry standard architecture — International Data Corporation
Extended industry standard architecture — see EISA
Facilities management — International Data Corporation
Facsimile — International Data Corporation
Facsimile — LINK Resources Corporation
Facsimile — see Digital facsimile
Facsimile equipment — BIS CAP International
Facsimile machines — BIS CAP International
Facsimile machines — Camarro Research
Facsimile machines — see Fax
Fault tolerant computers — ITOM International Co.
Fault tolerant systems — ITOM International Co.
Fax — BIS CAP International
Fax — Dataquest
Fax — First Market Research
Fax — Patricia Seybold's Office Computing Group
Fax — see Facsimile machines
Fax networks — Infotext Publishing, Inc.
Federal computer market — International Data Corporation

Federal government — International Data Corporation
Federal government communications — International Data Corporation
Federal market, RFP analysis — International Data Corporation
Fiber optic cable — ElectroniCast Corporation
Fiber optic cable television — ElectroniCast Corporation
Fiber optic components/systems — ElectroniCast Corporation
Fiber optic data communications — ElectroniCast Corporation
Fiber optic sensors — ElectroniCast Corporation
Fiber optic telecommunications — ElectroniCast Corporation
Fiber optics — ElectroniCast Corporation
Fiber optics — Fredonia Group, The
Fiber optics — Information Gatekeepers, Inc.
Fiber optics — Information Network, The
Fiber optics — Kessler Marketing Intelligence
Fiber optics — LINK Resources Corporation
Fiber optics in data communications — ElectroniCast Corporation
Fiber optics markets — Kessler Marketing Intelligence
Fiber optics markets — Pyramid Research, Inc.
Fiber optics telecommunications — ElectroniCast Corporation
Fiber optics to the home — Trans-Formation, Inc.
Fiber/telecommunications (international) — ElectroniCast Corporation
Field service — TFS, Inc.
Fielding and telemarketing services — IntelliQuest
Finance — No Company
Finance — Decision Research Corporation
Finance — LINK Resources Corporation
Finance - banking, investment, financial — LINK Resources Corporation
Financial profiles — Cambridge Information Group Directories
Financial strategies — Gartner Group
Flat panel displays — Stanford Resources, Inc.
Font peripherals — BIS CAP International
Forecast, economic (macro/micro) — Wefa Group, The
Forecast, general business (macro/micro) — Wefa Group, The
Forecasting — International Planning & Research Corporation
Forecasting, computer industry — Data Analysis Group
Forecasting, macro economic — Elsevier Advanced Technology
Forecasts — see Product category
Forecasts, computer industry — Data Analysis Group
Forecasts, computers — FutureScan
Forecasts, computers — International Planning & Research Corporation
Forecasts, economic — Futures Group, The
Forecasts, economic — Institute for the Future
Forecasts, electronics — FutureScan
Forecasts, lasers — FutureScan
Forecasts, media — FutureScan
Forecasts, telecom — International Planning & Research Corporation
Fortune 1000 computer market — Forrester Research
Fortune 1000 computer markets — Forrester Research
Full-text retrieval — International Data Corporation
Funding high-tech innovation — Elsevier Advanced Technology
Future — see product category
Future of information technology — Future Think, Inc.
Futures studies — Futures Group, The
Gateways — Infotext Publishing, Inc.
Gateways — LINK Resources Corporation
Gateways — Telecom Publishing Group
Geographic information systems — DARATECH, Inc.
Government leaders, worldwide — Cambridge Information Group Directories
Government training — Technology Futures, Inc.
Graphic arts, management of — Integrated Circuit Engineering Corporation
Graphic design, literature — Integrated Circuit Engineering Corporation
Graphic design, technical publications — Integrated Circuit Engineering Corporation
Graphic user interfaces (GUIs) — Wohl Associates

Graphical user interface (GUI) direction — Gartner Group
Graphics — BIS CAP International
Graphics — Dataquest
Graphics — Desktop Presentations Inc.
Graphics — Institute for Graphic Communication (BIS CAP International)
Graphics — International Data Corporation
Graphics — see Computer graphics
Graphics & imaging — Dataquest
Graphics markets — Summit Strategies
Graphics peripherals (boards, monitors) — Summit Strategies
Graphics systems — Novon Research Group
Graphics technology — Gartner Group
Graphics workstation and applications — TFS, Inc.
Graphics workstations — S. Klein Library on Computer Graphics, The
Graphics workstations — see Workstations, graphics
Graphics, I/O devices — Desktop Presentations Inc.
Graphics, business — International Data Corporation
Graphics, computer — S. Klein Library on Computer Graphics, The
Graphics, large computer — Desktop Presentations Inc.
Graphics, personal computer — CAD/CAM Publishing, Inc.
Graphics, personal computer — Desktop Presentations Inc.
Graphics, supplies — Desktop Presentations Inc.
Graphics, workstation — Desktop Presentations Inc.
Groupware — Institute for the Future
HDTV — Advanced Television Publishing
HDTV — Green Street Lab, The
HDTV — LINK Resources Corporation
HDTV — see High-definition television
HDTV — see Television
HDTV applications — Advanced Television Publishing
HDTV business opportunities — Advanced Television Publishing
HDTV technology — Advanced Television Publishing
HP — International Data Corporation
HP — see Hewlett Packard
HP — see product category
Hard copy supplies — BIS CAP International
Hardware — G2 Research
Hardware manufacturers — Chromatic Communications Enterprises, Inc.
Hardware testing & evaluation — National Software Testing Laboratories, Inc.
Health care — Winters Group, The
Healthcare — Decision Research Corporation
Healthcare — Market Intelligence Research Company
Healthcare — Theta Corporation
Helical scan technology — Technology Forums
Hewlett Packard — International Data Corporation
Hewlett Packard — see HP
High definition television — LINK Resources Corporation
High speed digital transmission — Business Communications Co., Inc.
High tech company strategies — Technologic Partners
High technology — Winters Group, The
High technology companies — Technologic Partners
High-definition television — see HDTV
High-end storage — Gartner Group
High-tech news — Pinpoint Information Corporation
Home automation — Parks Associates
Home computers — see Personal computers
Home office — LINK Resources Corporation
Home video — Alexander & Associates
Home video — LINK Resources Corporation
Human factors — Ergosyst Associates, Inc./The Report Store
Human factors/ergonomics — Ergosyst Associates, Inc./The Report Store
Human resource planning — Institute for the Future
Hybrid circuits — ElectroniCast Corporation

IC industry, trends — No Company
IC manufacturing technology — Information Network, The
IC packaging, high density — International Interconnection Intelligence (III)
ICs — Information Network, The
ICs — Integrated Circuit Engineering Corporation
ICs — see Integrated circuits
ICs — see Semiconductors
ICs — see VLSI
IDSN — In-Stat, Inc.
IPI — Technology Forums
IPI (intelligent peripherals interface) — Technology Forums
IS — see Information systems
IS Alignment — DMR Group, Inc. (USA)
IS, strategic marketing, research — Maxi/Micro, Inc.
ISDN — Able Telecommunications, Inc.
ISDN — BIS Mackintosh
ISDN — CIMI Corporation
ISDN — Green Street Lab, The
ISDN — In-Stat, Inc.
ISDN — Information Gatekeepers, Inc.
ISDN — International Data Corporation
ISDN — Telecom Publishing Group
Image communications — BIS CAP International
Image communications — Business Communications Co., Inc.
Image document systems — Rothchild Consultants
Image engineering — S. Klein Library on Computer Graphics, The
Image processing — BIS CAP International
Image processing — DMR Group, Inc. (USA)
Image processing — G2 Research
Image processing — Infonetics, Inc.
Image processing — Institute for Graphic Communication (BIS CAP International)
Image processing — S. Klein Library on Computer Graphics, The
Image processing systems — Zech Tech International
Image processing, document — Probe Research, Inc.
Image processing/digitization — Creative Strategies Research International
Image scanners — International Data Corporation
Image scanners & OCR — PLB Associates
Image scanners/OCR — PLB Associates
Image software — BIS CAP International
Image, voice, and data integration — DMR Group, Inc. (USA)
Imaging — Datek Information Services (See BIS CAP International)
Imaging supplies — Datek Information Services (See BIS CAP International)
Imaging technologies — BIS CAP International
Implementation plans — Aberdeen Group, Inc.
Implementation strategies — Patricia Seybold's Office Computing Group
Industrial automation — Elsevier Advanced Technology
Industrial automation — Market Intelligence Research Company
Industrial engineering — Elsevier Advanced Technology
Industrial management and control — Venture Development Corporation
Industrial measurement/control — Venture Development Corporation
Industrial products and services — Decision Research Corporation
Industrial safety & hazards — Elsevier Advanced Technology
Industry analysis, end-user — Elsevier Advanced Technology
Industry analysts — see Consultant relations
Industry globalization — Technology Futures, Inc.
Industry infrastructure development — Alan Weinkrantz and Company
Industry trends — Technologic Partners
Information architecture — Database Research Group, Inc.
Information assets, production of — Gartner Group
Information centers — International Data Corporation
Information centers (FDA) — International Data Corporation
Information ethics — Computer Security Institute
Information industry — Competitive Strategy Group, The

Information industry — Tabke Dawson Associates
Information industry — Winters Group, The
Information industry information — Computer Business
Information industry trends in the 90s — Meta Group, The
Information industry, Asian — ResearchAsia Ltd.
Information management — KE Publishing Corp.
Information management — Magnetic Press Inc.
Information management, mainframes — Auerbach Publishers (Div. of Warren, Gorham & Lamont, Inc.)
Information processing — Arthur D. Little Decision Resources
Information processing — BIS CAP International
Information processing — Business Week Newsletter for Information Executives, The
Information processing — Goldstein, Golub, Kessler & Company
Information processing — International Data Corporation
Information processing — Patricia Seybold's Office Computing Group
Information processing industry — Computer Industry Almanac
Information processing industry — see Computer industry
Information processing systems — Performance Computing, Inc.
Information processing systems — Zech Tech International
Information resource management — Database Research Group, Inc.
Information resource management — Gartner Group
Information resource management — International Data Corporation
Information security/products/technology — Datapro Research Corporation
Information services — LINK Resources Corporation
Information services — Magnetic Press Inc.
Information services — see Online databases
Information services industry — LINK Resources Corporation
Information services products — Broadview Associates
Information services, computer — Parks Associates
Information services, consumer — Jupiter Communications Company
Information services, consumer — Parks Associates
Information systems — No Company
Information systems — Arthur D. Little Decision Resources
Information systems — DMR Group, Inc. (USA)
Information systems — Digital Consulting, Inc.
Information systems — Faulkner & Gray, Inc.
Information systems — Fredonia Group, The
Information systems — Gartner Group
Information systems — Index Group, The
Information systems — TFS, Inc.
Information systems — see IS
Information systems — see Office information systems
Information systems management — Auerbach Publishers (Div. of Warren, Gorham & Lamont, Inc.)
Information systems, industry evolution — Gartner Group
Information systems, strategic planning — Database Research Group, Inc.
Information technology — Canopus Research
Information technology — Competitive Strategy Group, The
Information technology — Decision Research Corporation
Information technology — Diebold Group, Inc., The
Information technology — Elsevier Advanced Technology
Information technology — Gale Research Inc.
Information technology — Gartner Group
Information technology — Goldstein, Golub, Kessler & Company
Information technology — International Data Corporation
Information technology — LINK Resources Corporation
Information technology applications — Elsevier Advanced Technology
Information technology planning — Gartner Group
Information technology science — Elsevier Advanced Technology
Information technology, future of — Future Think, Inc.
Information technology, long-term impact — Institute for the Future
Information trends — FutureScan
Information Services — LINK Resources Corporation
Infrastructure development, industry — Alan Weinkrantz and Company
Innovation by Design — Technology Futures, Inc.

Mainframe computers — Computer Intelligence
Mainframe computers — Datapro Research Corporation
Mainframe computers — Dataquest
Mainframe computers — Enterprise Information Systems
Mainframe computers — Technology News of America
Mainframe computers — see computers, mainframe
Mainframe operating systems — Technology News of America
Mainframe software — Datapro Research Corporation
Mainframe systems management — Gartner Group
Mainframe/minicomputer systems — Prognostics
Mainframes — No Company
Mainframes — Creative Strategies Research International
Mainframes — Datapro Research Corporation
Mainframes — Gartner Group
Mainframes — International Data Corporation
Mainframes — Management Information Corporation
Mainframes, high-performance — International Data Corporation
Maintenance — International Data Corporation
Maintenance — see Service
Maintenance and service — Meta Group, The
Maintenance and service plans for users — Meta Group, The
Maintenance strategies — Gartner Group
Management (licensing/startups) — Electronic Trend Publications
Management information systems — see MIS
Management issues — Faulkner Technical Reports, Inc.
Management practices — Faulkner Technical Reports, Inc.
Management practices — Gartner Group
Management topics — Electronic Trend Publications
Manufacturing and design technology — Electronic Trend Publications
Manufacturing application systems — Plant-Wide Research Group
Manufacturing applications — Advanced Manufacturing Research
Manufacturing automation — Auerbach Publishers (Div. of Warren, Gorham & Lamont, Inc.)
Manufacturing automation — Datapro Research Corporation
Manufacturing automation protocol — International Data Corporation
Manufacturing computing technology — Gartner Group
Manufacturing information systems — Datapro Research Corporation
Manufacturing resource planning (MRP II) — Plant-Wide Research Group
Manufacturing software — Gartner Group
Manufacturing strategy — Gartner Group
Manufacturing systems — Dataquest
Manufacturing systems — Gartner Group
Manufacturing systems — Plant-Wide Research Group
Manufacturing systems integration — Advanced Manufacturing Research
Manufacturing technologies, advanced — Future Technology Surveys, Inc.
Manufacturing, automated — Elsevier Advanced Technology
Manufacturing, computer system costs — Workstation Laboratories, Inc.
Market communications, info technology — Decision Research Corporation
Market information — Focus Research Systems
Market information publishing — Future Think, Inc.
Market intelligence — ASK Group, Inc., The
Market modeling — TFS, Inc.
Market planning reference — IMS America, Ltd.
Market positioning, info technology — Decision Research Corporation
Market requirement forecasts — Sierra Group
Market requirements, forecasting — Sierra Group
Market research — No Company
Market research — Maxi/Micro, Inc.
Market research companies — Future Think, Inc.
Market research methods & strategies — Dataquest
Market research reports — Cambridge Information Group Directories
Market research studies — Cambridge Information Group Directories
Market research, general business — FIND/SVP
Market research, home computers — InfoCorp

Market research, microcomputers — InfoCorp
Market segmentation — Decision Research Corporation
Market segmentation — Gartner Group
Market segmentation, info technology — Decision Research Corporation
Market sizing and forecasting — TFS, Inc.
Market statistics — Aberdeen Group, Inc.
Market strategies, small business — BIS CAP International
Market strategy analysis — Broadview Associates
Market strategy planning — Gartner Group
Market trends, early identification — Sierra Group
Marketing and distribution strategy — Summit Strategies
Marketing communications — Decision Research Corporation
Marketing models — IntelliQuest
Marketing strategies — IntelliQuest
Marketing, computer — Communications Trends, Inc.
Marketing, global — Technology Futures, Inc.
Marketing/sales research — IntelliQuest
Mass storage — Computer Industry Almanac
Mass storage — International Data Corporation
Materials — World Information Technologies
Materials process industry, advanced — Business Communications Co., Inc.
Materials science — Elsevier Advanced Technology
Materials science & engineering — Elsevier Advanced Technology
Materials science & technology — Elsevier Advanced Technology
Materials technology — Elsevier Advanced Technology
Materials, advanced — No Company
Materials, advanced — Arthur D. Little Decision Resources
Materials, new — Elsevier Advanced Technology
Media (publications), computer — MediaMap/Cambridge Communications, Inc.
Media access and positioning — California Technology Stock Letter
Media, general technology — MediaMap/Cambridge Communications, Inc.
Media, new — Magnetic Press Inc.
Medical — Market Intelligence Research Company
Memory technology — MicroDesign Resources Inc.
Mergers — Broadview Associates
Mergers & Acquisitions — Gartner Group
Mergers & acquisitions — Gartner Group
Mergers and acquisitionos — Broadview Associates
Mergers and acquisitions — No Company
Mergers and acquisitions — Gartner Group
Mergers and acquisitions — HTE Research, Inc.
Micro marketing — IMS America, Ltd.
Micro to mainframe — Faulkner Technical Reports, Inc.
Micro to mainframe — International Data Corporation
Micro to supercomputers, commercial — Aberdeen Group, Inc.
Micro to supercomputers, scientific — Aberdeen Group, Inc.
Micro-mainframe communications — International Data Corporation
Micro-minicomputer communications — Creative Strategies Research International
MicroVAX — Computer Intelligence
Microcomputer dealers — Chromatic Communications Enterprises, Inc.
Microcomputer distribution flow — IMS America, Ltd.
Microcomputer software — Creative Strategies Research International
Microcomputer software — Datapro Research Corporation
Microcomputer software — InfoCorp
Microcomputer software — IntelliQuest
Microcomputer software — Micro Software Marketing
Microcomputer systems & peripherals — National Software Testing Laboratories, Inc.
Microcomputer vendors — Chromatic Communications Enterprises, Inc.
Microcomputers — Creative Strategies Research International
Microcomputers — Datapro Research Corporation
Microcomputers — Gartner Group
Microcomputers — IMS America, Ltd.
Microcomputers — INTECO Corporation

Microcomputers — InfoCorp
Microcomputers — Insight Onsite
Microcomputers — IntelliQuest
Microcomputers — Lewis Research Corporation
Microcomputers — Management Information Corporation
Microcomputers — Newton-Evans Research Company, Inc.
Microcomputers — see Personal computers
Microcomputers, development — Lewis Research Corporation
Microcomputers, distribution — Lewis Research Corporation
Microcomputers, hardware and software — Creative Strategies Research International
Microcomputers, marketing — Lewis Research Corporation
Microcomputers, product development — Lewis Research Corporation
Microcomputing/business markets — Newton-Evans Research Company, Inc.
Microprocessor technology — MicroDesign Resources Inc.
Microprocessors — MicroDesign Resources Inc.
Microprocessors to supercomputers — Integrated Computer Systems
Microprocessors, single chip — MicroDesign Resources Inc.
Microsystems — InfoCorp
Microsystems — Prognostics
Microsystems — see Personal computers
Microwave — ElectroniCast Corporation
Microwave components/equipment — ElectroniCast Corporation
Microwave markets — Pyramid Research, Inc.
Microwave monolithic integrated circuits — ElectroniCast Corporation
Midrange computer market — ADM, Inc.
Midrange computers — No Company
Midrange computers — Computer Intelligence
Midrange computers — Computer Technology Research Corporation
Midrange computers — Dataquest
Midrange computers — Gartner Group
Midrange computers — INTECO Corporation
Midrange computers — Workgroup Technologies, Inc.
Midrange computers, Sun, H-P — Aberdeen Group, Inc.
Midrange systems — Forrester Research
Midrange systems — Gartner Group
Midrange systems — InfoCorp
Midrange systems — International Data Corporation
Midrange systems — Management Information Corporation
Midrange systems — Meta Group, The
Midrange systems and servers — Gartner Group
Military and aerospace semiconductors — Dataquest
Military fiber optics — ElectroniCast Corporation
Military lasers — Fredonia Group, The
Military linear ICs — ElectroniCast Corporation
Mini/supermini hardware — Computer Intelligence
Minicomputer installation — Computer Intelligence
Minicomputer software — Datapro Research Corporation
Minicomputers — Creative Strategies Research International
Minicomputers — Datapro Research Corporation
Minicomputers — Dataquest
Minicomputers — Gartner Group
Minicomputers — IMR, Inc. d/b/a Industry Market Reports
Minicomputers — International Data Corporation
Minicomputers — Technology News of America
Minisupercomputers — ITOM International Co.
Minisupercomputers — International Data Corporation
Minisupercomputers — Research Consortium, Inc.
Mobile communications — BIS Mackintosh
Mobile robots — SEAI Technical Publications
Modems — Computer Intelligence
Modems — International Data Corporation
Molecular electronics — Intelligence Newsletter
Monitors/distribution channels — IMS America, Ltd.

Multi vendor environments — Creative Strategies Research International
Multi-sensory simulation — Green Street Lab, The
Multi-vendor integration — International Data Corporation
Multichip & multipackage modules — International Interconnection Intelligence (III)
Multichip modules — ElectroniCast Corporation
Multimedia — Desktop Presentations Inc.
Multimedia (audiovisual) computing — Creative Strategies Research International
Multimedia computing — Creative Strategies Research International
Multimedia workstations — Institute for the Future
Multimedia/hypermedia interfaces — Wohl Associates
Multiplexers — International Data Corporation
Multiplexers — Market Intelligence Research Company
NAS - company, products — Gartner Group
National account marketing — Computer Intelligence
Natural language — SEAI Technical Publications
Natural language processing — International Data Corporation
Netorking — Workgroup Technologies, Inc.
Network Architectures — Gartner Group
Network architecture — D.H. Brown Associates, Inc.
Network architecture planning — Gartner Group
Network integration — Business Research Group
Network integration — G2 Research
Network management — Forrester Research
Network management — Business Research Group
Network management — CIMI Corporation
Network management — DataTrends Publications, Inc.
Network management — Delphi, Inc.
Network management — Forrester Research
Network management — G2 Research
Network management — Gartner Group
Network management — Infonetics, Inc.
Network management — International Data Corporation
Network management — International Resource Development Inc.
Network management — Ledgeway Group
Network management — Performance Computing, Inc.
Network management — TFS, Inc.
Network management and planning — Patricia Seybold's Office Computing Group
Network management and systems — DataTrends Publications, Inc.
Network markets, public — Northern Business Information, Inc.
Network processing services — INPUT
Network security — Information Intelligence Sciences, Inc.
Network service and technologies — Telecom Publishing Group
Network services — G2 Research
Network services (E-mail, videotex) — Stratedge
Network services and technology — Telecom Publishing Group
Network support — Ledgeway Group
Network switching systems — International Data Corporation
Network systems — TFS, Inc.
Network-based services — Telecom Publishing Group
Networking — Creative Strategies Research International
Networking — First Market Research
Networking — Patricia Seybold's Office Computing Group
Networking — Performance Computing, Inc.
Networking — Probe Research, Inc.
Networking — Workgroup Technologies, Inc.
Networking and connectivity — Meta Group, The
Networking, computer — CIMI Corporation
Networking/SNA,OSI,DECnet,TCP/IP — Gartner Group
Networks — Able Telecommunications, Inc.
Networks — E&W Network Strategies
Networks — Forrester Research
Networks — Fredonia Group, The
Networks — Integrated Computer Systems

Networks — International Data Corporation
Networks — McQuillan Consulting
Networks — Patricia Seybold's Office Computing Group
Networks — Pragmatic Research Inc.
Networks — Research Consortium, Inc.
Networks — Technology Transfer Institute
Networks — Zech Tech International
Networks, enterprise — Gartner Group
Networks, private (voice and data) — Business Communications Co., Inc.
Networks, public and private — Samuel & Co.
Networks, telecommunications — McQuillan Consulting
Neural computing — Schwartz Associates, The
Neural network computing — Auerbach Publishers (Div. of Warren, Gorham & Lamont, Inc.)
Neural networks — Aim Consulting & Publications, Inc.
Neural networks — Intelligence Newsletter
Neural networks — SEAI Technical Publications
Neural networks — Technical Insights
Neural networks — Yellowstone Information Services
Neural networks technology — Venture Economics, Inc.
Neural networks, algorithms — Anza Research, Inc.
Neural networks, applications — Anza Research, Inc.
Neural networks, artificial — Anza Research, Inc.
Neural networks, research — Anza Research, Inc.
OLTP — Enterprise Information Systems
OLTP — International Resource Development Inc.
OLTP — Technology News of America
OLTP — see Online transaction processing
OLTP, DBMS, fault tolerant — Aberdeen Group, Inc.
ONA — Telecom Publishing Group
OS/2 programming tools — Systems Educational Associates, Inc.
OS/2 systems — Systems Educational Associates, Inc.
OSI — International Data Corporation
OSI — see Open systems interconnection
OSI standards & implementation — DataTrends Publications, Inc.
Object-oriented database — Gartner Group
Object-oriented languages — Gartner Group
Object-oriented programming — D.H. Brown Associates, Inc.
Object-oriented programming — Gartner Group
Object-oriented programming — see Software
Object-oriented programming/databases — EDventure Holdings, Inc.
Object-oriented systems design — Model Systems Consultants, Inc.
Office Automation — Datapro Research Corporation
Office Systems — Dataquest
Office applications (E-mail, DSS, EIS) — Gartner Group
Office automation — Creative Strategies Research International
Office automation — Datapro Research Corporation
Office automation — Ergosyst Associates, Inc./The Report Store
Office automation — G2 Research
Office automation — Gartner Group
Office automation — InfoCorp
Office automation — International Data Corporation
Office automation — LINK Resources Corporation
Office automation — Market Intelligence Research Company
Office automation — Patricia Seybold's Office Computing Group
Office automation — Venture Development Corporation
Office automation — Wohl Associates
Office automation, federal — International Data Corporation
Office automation, products/technology — Datapro Research Corporation
Office automation/groupware — Wohl Associates
Office equipment — Frost & Sullivan
Office equipment — Venture Development Corporation
Office equipment — Winters Group, The
Office equipment, installed base — Gartner Group

Organization, compesation, recruiting — Maxi/Micro, Inc.
Organizational change and technology — Gartner Group
Organizational development — Institute for the Future
PBX — International Data Corporation
PBX markets — Pyramid Research, Inc.
PBX markets, secondary — TELEOS Resources, Inc.
PBX/Centrex — TELEOS Resources, Inc.
PBX/KTS markets — Pyramid Research, Inc.
PBX/centrex — TFS, Inc.
PBXs — Gartner Group
PBXs/voice processing — Gartner Group
PC — see Personal computer
PC fax cards and systems — PLB Associates
PC graphics — Summit Strategies
PC hardware — First Market Research
PC hardware & software — First Market Research
PC hardware and peripherals — International Data Corporation
PC networks — Patricia Seybold's Office Computing Group
PC operating systems — International Data Corporation
PC product sales/inventory levels — StoreBoard Inc.
PC software — First Market Research
PC software — Gartner Group
PC software — Soft•letter
PC software (market share) — International Data Corporation
PC's — Computer Intelligence
PC's/workstation, convergence — Summit Strategies
PCM — International Data Corporation
PCM mainframe hardware — Computer Intelligence
PCM, alternative vendors — International Data Corporation
PCs, installed base — Gartner Group
POSIX — International Data Corporation
PR — Computer Publicity News
PR — see Consultant relations
PR — see Press relations
PTTs, NTT — Gartner Group
Packaging — Elsevier Advanced Technology
Packaging technology — Electronic Trend Publications
Packet switching — Able Telecommunications, Inc.
Packet switching — International Data Corporation
Parallel computing — Information Intelligence Sciences, Inc.
Parallel processing — ITOM International Co.
Parallel processing — Information Intelligence Sciences, Inc.
Parallel processing — Intelligence Newsletter
Parallel processing — Yellowstone Information Services
Passive components — see Components, passive
Performance measurement — Amidon/Litman Associates
Performance measurement systems — Computer Intelligence
Performance testing — see Testing, performance
Performance/compatibility/usability — National Software Testing Laboratories, Inc.
Peripheral data communications — TELEOS Resources, Inc.
Peripherals — BIS CAP International
Peripherals — Creative Strategies Research International
Peripherals — Datapro Research Corporation
Peripherals — Dataquest
Peripherals — Faulkner Technical Reports, Inc.
Peripherals — First Market Research
Peripherals — IMR, Inc. d/b/a Industry Market Reports
Peripherals — IMS America, Ltd.
Peripherals — International Data Corporation
Peripherals — OmniMark Group
Peripherals — Technology News of America
Peripherals — Venture Development Corporation
Peripherals market, Asian — ResearchAsia Ltd.

Reusability — Extended Intelligence, Inc.
Rigid disk/tape-magnetic heads/media — Peripheral Strategies, Inc.
Robotics — Bowker A & I Publishing, Abstr. & Indx. Div. of R. R. Bowker
Robotics — Datapro Research Corporation
Robotics — Future Technology Surveys, Inc.
Robotics — Lucid Information Services
SAA — ADM, Inc.
SAA — Diebold Group, Inc., The
SAA — see Systems applications architecture
SCSI — Technology Forums
SCSI (small computer system integration) — Technology Forums
SMT — see Surface mount technology
SNA — Gartner Group
SNA — International Data Corporation
SNA — see Systems network architecture
Sales lead generation — Sentry Market Research
Sales leads — see Leads
Sales through computer stores — see Computer retail sales
Satellite markets — Pyramid Research, Inc.
Satellite usage and VSATs — Business Communications Co., Inc.
Scanners — BIS CAP International
Scanners — Institute for Graphic Communication (BIS CAP International)
Scientific/engineering corporate markets — International Data Corporation
Securities, high-tech — Gartner Group
Securities, privately-held, evaluation — California Technology Stock Letter
Security — Datapro Research Corporation
Security — see Computer security
Security from micro to mainframe — Computer Security Institute
Semiconductor applications — Dataquest
Semiconductor companies, profiles — HTE Research, Inc.
Semiconductor components — Dataquest
Semiconductor components/equipment — ElectroniCast Corporation
Semiconductor equipment & materials — Dataquest
Semiconductor equipment manufacturers — VLSI Research Inc.
Semiconductor industry — Institute for the Future
Semiconductor industry — International Planning Information, Inc.
Semiconductor industry — Lucid Information Services
Semiconductor industry — MicroDesign Resources Inc.
Semiconductor industry forecasts — Elsevier Advanced Technology
Semiconductor manufacturers — HTE Research, Inc.
Semiconductor manufacturing equipment — VLSI Research Inc.
Semiconductor manufacturing processes — VLSI Research Inc.
Semiconductor market research — HTE Research, Inc.
Semiconductor packaging/materials — ElectroniCast Corporation
Semiconductor processing — Elsevier Advanced Technology
Semiconductor/component technology — Electronic Trend Publications
Semiconductors — BIS Mackintosh
Semiconductors — Dataquest
Semiconductors — ElectroniCast Corporation
Semiconductors — Gartner Group
Semiconductors — HTE Research, Inc.
Semiconductors — In-Stat, Inc.
Semiconductors — Insight Onsite
Semiconductors — Integrated Circuit Engineering Corporation
Semiconductors — VLSI Research Inc.
Semiconductors — see ASIC
Semiconductors — see ICs
Semiconductors — see VLSI
Semiconudctor manufacturing equipment — HTE Research, Inc.
Sensors — Future Technology Surveys, Inc.
Sensors — Futures Group, The
Sensors — Market Intelligence Research Company
Sensors — Technical Insights

Sensors for process variables — Venture Development Corporation
Service — Ledgeway Group
Service — see Customer service
Service & support (Australia/N. Zealand) — Prognostics
Service & support (Europe) — Prognostics
Service and support, customer — Ledgeway Group
Service and support, information systems — Ledgeway Group
Service and support, network services — Ledgeway Group
Service and support, professional — Ledgeway Group
Service, support, training — Institute for the Future
Services on fiber optic network — ElectroniCast Corporation
Services, Asian — ResearchAsia Ltd.
Services, professional — G2 Research
Services, professional — Ledgeway Group
Shop-floor control — Gartner Group
Silicon compilers — Technical Insights
Site identification database — Focus Research Systems
Small computer systems — Gartner Group
Smart card technology — Datapro Research Corporation
Smart cards — Jerome Svigals, Incorporated
Smart cards — Palo Alto Management Group, Inc.
Smart home — LINK Resources Corporation
Smart home — Parks Associates
Social issues — Winters Group, The
Software — Computer Intelligence
Software — Creative Strategies Research International
Software — Dataquest
Software — Faulkner Technical Reports, Inc.
Software — Forrester Research
Software — Gartner Group
Software — Goldstein, Golub, Kessler & Company
Software — IMR, Inc. d/b/a Industry Market Reports
Software — INTECO Corporation
Software — InfoCorp
Software — Integrated Computer Systems
Software — International Data Corporation
Software — James Martin Report, Inc.
Software — Management Information Corporation
Software — Micro Software Marketing
Software — Patricia Seybold's Office Computing Group
Software — Prognostics
Software — Soft•letter
Software — see Computer software
Software — see Groupware
Software — see Mainframe software
Software — see Microcomputer software
Software — see Minicomputer software
Software — see Operating software
Software — see Personal computer software
Software — see Software management
Software (Lotus & Microsoft) — Patricia Seybold's Office Computing Group
Software application development — Gartner Group
Software application maintenance — International Data Corporation
Software automation — Extended Intelligence, Inc.
Software companies — Aberdeen Group, Inc.
Software companies, turnaround — California Technology Stock Letter
Software contracts — Battelle Seminars
Software creativity — No Company
Software development — No Company
Software development — BIS CAP International
Software development — CASE Consulting Group, Inc.
Software development — CASE Research Corporation
Software development — Technology Futures, Inc.

Software development — Technology Transfer Institute
Software development methodologies — CASE Consulting Group, Inc.
Software development strategies — Gartner Group
Software development tools — CASE Consulting Group, Inc.
Software development tools — Dan Kimmel Enterprises
Software engineering — No Company
Software engineering — CASE Research Corporation
Software engineering — Gartner Group
Software engineering — Technology Futures, Inc.
Software engineering tools — No Company
Software firms' financial performance — Sentry Market Research
Software futures — Digital Consulting, Inc.
Software industry — Strategic Intelligence Systems, Inc.
Software industry issues/trends — Sentry Market Research
Software industry; markets/marketing — Sentry Market Research
Software management — Gartner Group
Software manufacturers — Chromatic Communications Enterprises, Inc.
Software market, Asian — ResearchAsia Ltd.
Software marketing — Micro Software Marketing
Software marketing issues — Sentry Market Research
Software markets — Sentry Market Research
Software markets—revenue forecasts — Gartner Group
Software products — G2 Research
Software products — INPUT
Software publishers — Soft•letter
Software publishing — Micro Software Marketing
Software publishing — Soft•letter
Software retail sales — IMS America, Ltd.
Software systems — InfoCorp
Software systems & applications — Faulkner Technical Reports, Inc.
Software technologies — Extended Intelligence, Inc.
Software technologies, advanced — Extended Intelligence, Inc.
Software testing & evaluation — National Software Testing Laboratories, Inc.
Software tools — D.H. Brown Associates, Inc.
Software tools — International Data Corporation
Software tools, maintenance — International Data Corporation
Software vendors' financial performance — Sentry Market Research
Software, S/370 — Gartner Group
Software, application development — International Data Corporation
Software, application maintenance — International Data Corporation
Software, application software — International Data Corporation
Software, business — IMS America, Ltd.
Software, executive information systems — International Data Corporation
Software, including groupware — EDventure Holdings, Inc.
Software, manufacturing — Advanced Manufacturing Research
Software, microcomputer — Insight Onsite
Software, midrange systems — InfoCorp
Software, personal computers — First Market Research
Software/equipment selection — Aberdeen Group, Inc.
Softwoare industry market information — Focus Research Systems
Solid state microwave amplifiers — ElectroniCast Corporation
Solid state microwave oscillators — ElectroniCast Corporation
Spatial positioning systems — International Resource Development Inc.
Standards, computer industry — Nina Lytton's Open Systems Advisor
Start-up companies — Venture Economics, Inc.
Start-up marketing, funding, planning — HTE Research, Inc.
Statistical analysis — IMS America, Ltd.
Statistical techniques, methodology — Dataquest
Statistics, computer industry — Data Analysis Group
Stocks, high-tech — California Technology Stock Letter
Stocks, overpriced (short positions) — California Technology Stock Letter
Storage — Dataquest
Storage — Freeman Associates, Inc.

Systems architecture — Workgroup Technologies, Inc.
Systems design methodologies — No Company
Systems development managment — Auerbach Publishers (Div. of Warren, Gorham & Lamont, Inc.)
Systems development methods — Model Systems Consultants, Inc.
Systems engineering — Integrated Computer Systems
Systems integration — Business Research Group
Systems integration — DataTrends Publications, Inc.
Systems integration — Digital Consulting, Inc.
Systems integration — EDI, spread the word!
Systems integration — G2 Research
Systems integration — Goldstein, Golub, Kessler & Company
Systems integration — Harbor Research Corporation
Systems integration — INPUT
Systems integration — International Data Corporation
Systems integration — International Resource Development Inc.
Systems integration — International Technology Group
Systems integration — Ledgeway Group
Systems integration — Zech Tech International
Systems integration markets — Newton-Evans Research Company, Inc.
Systems integration, consulting — INPUT
Systems integration, manufacturing — Advanced Manufacturing Research
Systems integration/strategic planning — Maxi/Micro, Inc.
Systems network architecture — Systems Educational Associates, Inc.
Systems network architecture — see SNA
Systems network architecture (SNA) — DataTrends Publications, Inc.
Systems network architecture (SNA) — Systems Educational Associates, Inc.
Systems, military — International Data Corporation
Tandem — International Data Corporation
Tape automated bonding (TAB) — ElectroniCast Corporation
Tape drives — Peripheral Strategies, Inc.
Tape head market — Peripheral Strategies, Inc.
Tape industry devices & media — Strategic Market Data, Inc.
Tape storage — Technology Forums
Tape storage devices & media — Strategic Market Data, Inc.
Team building — Institute for the Future
Technical computers — Dataquest
Technical computing — Dataquest
Technical computing — International Data Corporation
Technical computing — Palo Alto Management Group, Inc.
Technical computing, supercomputers — Palo Alto Management Group, Inc.
Technical computing, workstations — Palo Alto Management Group, Inc.
Technical documentation — Battelle Seminars
Technical education/development strategy — Technology Futures, Inc.
Technical workstations — International Data Corporation
Technical/scientific computing — Gartner Group
Technological forecasting — Elsevier Advanced Technology
Technologies and trends — Technologic Partners
Technologies, impact of emerging — Gartner Group
Technology — Neil Miles, Ltd.
Technology — Winters Group, The
Technology assessment — IntelliQuest
Technology assessment and forecasting — Technology Futures, Inc.
Technology companies — Morgan-Rand Research, Inc.
Technology financing — Cambridge Report on SUPERCONDUCTIVITY, The
Technology forcasting — Technology Futures, Inc.
Technology forecasting — Elsevier Advanced Technology
Technology forecasting — IntelliQuest
Technology forecasting — Technology Futures, Inc.
Technology forecasting — Workgroup Technologies, Inc.
Technology innovation — Ideascope Associates, Inc.
Technology licensing — No Company
Technology management — No Company
Technology markets — Business Technology Research

Telecommunications — Business Research Group
Telecommunications — CCMI/McGraw-Hill
Telecommunications — Communications Sciences
Telecommunications — Competitive Strategy Group, The
Telecommunications — Creative Strategies Research International
Telecommunications — Datapro Research Corporation
Telecommunications — Dataquest
Telecommunications — Decision Research Corporation
Telecommunications — Delphi, Inc.
Telecommunications — Diebold Group, Inc., The
Telecommunications — E&W Network Strategies
Telecommunications — First Market Research
Telecommunications — Fredonia Group, The
Telecommunications — G2 Research
Telecommunications — Gale Research Inc.
Telecommunications — Gartner Group
Telecommunications — In-Stat, Inc.
Telecommunications — Information Gatekeepers, Inc.
Telecommunications — Institute for the Future
Telecommunications — Integrated Computer Systems
Telecommunications — International Data Corporation
Telecommunications — International Planning Information, Inc.
Telecommunications — International Resource Development Inc.
Telecommunications — James Martin Report, Inc.
Telecommunications — Jupiter Communications Company
Telecommunications — KE Publishing Corp.
Telecommunications — LINK Resources Corporation
Telecommunications — Market Intelligence Research Company
Telecommunications — Northern Business Information, Inc.
Telecommunications — Palo Alto Management Group, Inc.
Telecommunications — Samuel & Co.
Telecommunications — TELEOS Resources, Inc.
Telecommunications — TFS, Inc.
Telecommunications — Tabke Dawson Associates
Telecommunications — Technology Futures, Inc.
Telecommunications — Telecom Publishing Group
Telecommunications — Total Research Corporation
Telecommunications — Winters Group, The
Telecommunications — World Information Technologies
Telecommunications — Yankee Group, The
Telecommunications — see Communications
Telecommunications — see Specific topics
Telecommunications — see Telecom
Telecommunications (voice and data) — Tabke Dawson Associates
Telecommunications competitors — Fuld & Company
Telecommunications equipment — Northern Business Information, Inc.
Telecommunications industry — Competitive Strategy Group, The
Telecommunications industry — Strategic Intelligence Systems, Inc.
Telecommunications industry — Telecom Publishing Group
Telecommunications installations — Computer Intelligence
Telecommunications market — TFS, Inc.
Telecommunications market research — SERS
Telecommunications market, world — Northern Business Information, Inc.
Telecommunications networks — International Technology Group
Telecommunications networks — McQuillan Consulting
Telecommunications products & systems — Able Telecommunications, Inc.
Telecommunications rates and tariffs — CCMI/McGraw-Hill
Telecommunications service — LINK Resources Corporation
Telecommunications services — Gale Research Inc.
Telecommunications systems — Gale Research Inc.
Telecommunications, R&D — Bowker A & I Publishing, Abstr. & Indx. Div. of R. R. Bowker
Telecommunications, business trends — Bowker A & I Publishing, Abstr. & Indx. Div. of R. R. Bowker
Telecommunications, international market — Telecom Publishing Group

Telecommunications, new products — Bowker A & I Publishing, Abstr. & Indx. Div. of R. R. Bowker
Telecommunications, regulatory issues — Bowker A & I Publishing, Abstr. & Indx. Div. of R. R. Bowker
Telecommunications, regulatory issues — Gartner Group
Teleconferencing — Institute for the Future
Telematics — Gartner Group
Telephone companies — ElectroniCast Corporation
Telephone company news — Infotext Publishing, Inc.
Telephone policy/regulatory issues — Teleservice Associates
Teleservices — Institute for the Future
Teleshopping/electronic merchandising — Arlen Communications, Inc.
Television — see HDTV
Television, advanced (HDTV, enhanced TV) — Arlen Communications, Inc.
Terminals — IMR, Inc. d/b/a Industry Market Reports
Test and measurement — Market Intelligence Research Company
Test and measurement markets — Electronic Trend Publications
Test equipment, automatic — Prime Data
Test instruments — Prime Data
Testing, IBM compatibles — Reliability Research
Testing, hardware/software application — Neal Nelson & Associates
Testing, hardware/software applications — Neal Nelson & Associates
Testing, large systems — Reliability Research
Testing, local area networks — Neal Nelson & Associates
Testing, multiuser — Workstation Laboratories, Inc.
Testing, performance — Associated Research Services, Inc.
Testing, performance — Workstation Laboratories, Inc.
Testing, personal computer peripherals — National Software Testing Laboratories, Inc.
Testing, personal computer software — National Software Testing Laboratories, Inc.
Testing, personal computers — National Software Testing Laboratories, Inc.
Testing, quality assurance — Neal Nelson & Associates
Testing, remote terminal emulator — Neal Nelson & Associates
Testing, workstation performance — Workstation Laboratories, Inc.
Testing, workstations — Workstation Laboratories, Inc.
Text management — EDventure Holdings, Inc.
Text processing — International Data Corporation
Text retrieval, intelligent — Relayer Group, The
Tracking studies — SERS
Training — Patricia Seybold's Office Computing Group
Training, ISDN — Systems Technology Forum
Training, T-1 networking — Systems Technology Forum
Training, advanced SNA — Systems Technology Forum
Training, communications systems — Systems Technology Forum
Training, data communications — Systems Technology Forum
Training, defense data network — Systems Technology Forum
Training, needs assessment — Technology Futures, Inc.
Training, network design — Systems Technology Forum
Training, network protocols & standards — Systems Technology Forum
Training, networks — Systems Technology Forum
Transaction processing — ITOM International Co.
Transactional networks — Teleservice Associates
Transmission equipment — Able Telecommunications, Inc.
Transmission equipment — Samuel & Co.
Transmission markets — Pyramid Research, Inc.
Transmission media — Computer Intelligence
Turnkey systems — INPUT
UNIX — DMR Group, Inc. (USA)
UNIX — Dataquest
UNIX — Diebold Group, Inc., The
UNIX — Gartner Group
UNIX — INTECO Corporation
UNIX — International Data Corporation
UNIX — Nina Lytton's Open Systems Advisor
UNIX — Novon Research Group
UNIX — Patricia Seybold's Office Computing Group

UNIX — Plant-Wide Research Group
UNIX — Zech Tech International
UNIX computers/performance measurement — Neal Nelson & Associates
UNIX software — Gartner Group
UNIX-based computers — ITOM International Co.
UNIX-based software — International Data Corporation
US trade--imbalances & their causes — Wefa Group, The
USICs — Technology Research Group
United States economy — Wefa Group, The
Used computer industry — Monosson Technology Enterprises
User interface strategies — Patricia Seybold's Office Computing Group
User interfaces — Gartner Group
User planning and implementation — Patricia Seybold's Office Computing Group
User surveys — DARATECH, Inc.
VARs — International Data Corporation
VARs — see Value-added resellers
VAX software — Gartner Group
VAX/VMS hardware and software — International Data Corporation
VLSI — VLSI Research Inc.
VLSI — see ICs
VLSI — see Semiconductors
VSAT — Probe Research, Inc.
Value-added resellers — InfoCorp
Value-added resellers — International Data Corporation
Venture capital — No Company
Venture capital — Venture Economics, Inc.
Venture capital investments — Technologic Partners
Venture leasing industry — Monosson Technology Enterprises
Vertical marketing strategies — Gartner Group
Vertical markets — Amidon/Litman Associates
Vertical markets — International Data Corporation
Vertical markets — Tabke Dawson Associates
Vertical software markets — Creative Strategies Research International
Video communications — First Market Research
Video direct response — Vidmar Communications, Inc.
Video marketing — Vidmar Communications, Inc.
Video services — First Market Research
Video technology — Vidmar Communications, Inc.
Videotex — Arlen Communications, Inc.
Videotex — Jupiter Communications Company
Videotex — LINK Resources Corporation
Videotex — Teleservice Associates
Videotex/electronic interactive service — Arlen Communications, Inc.
Virtual reality — Green Street Lab, The
Viruses — see Computer viruses
Visual aids, creation of — Integrated Circuit Engineering Corporation
Voice and data communications — Samuel & Co.
Voice communications — Arthur D. Little Decision Resources
Voice communications — Computer Intelligence
Voice communications — Datapro Research Corporation
Voice communications — Faulkner Technical Reports, Inc.
Voice communications — Information Publishing Corporation
Voice communications — International Data Corporation
Voice communications — Northern Business Information, Inc.
Voice communications — Prognostics
Voice processing — Probe Research, Inc.
Voice processing — TELEOS Resources, Inc.
Voice/data communications — Fredonia Group, The
Voice/data communications — Venture Development Corporation
Voice/data/video integration — Stratedge
Voice/speech processing — SEAI Technical Publications
WANs — Gartner Group
WANs — see Wide area networks

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