



FUTURE
THINK

Future Think Experts

First Edition

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Future Think Experts First Edition

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Perspectives

"Experts" Defined

We intend that the individuals listed in *Future Think Experts* be just that — expert. We consider an individual an expert if her or she is an analyst or a consultant in a firm that is a business information publisher (see *Future Think Companies*) and therefore endowed with expert status by our industry. An individual may also be considered an expert if he or she is widely quoted in the trade press, is highly visible through seminars or trade shows, or advises clients on a national or international scale who make or buy information technology. Our intention is that each expert in *Experts* be influential on a global scale in his or her segment of information technology.

The individuals selected for inclusion in *Future Think Experts* are mostly analysts, consultants and management in business information publishing (market research and consulting) firms in computers, telecommunications, electronics and office products. *Future Think Companies* is a directory of 230 of these firms in information technology. A few additional individuals have been included in *Experts* because we know that they are particularly influential in their industry segment.

Most of the experts in *Experts* disseminate their information and opinion through the business information publications (e.g., newsletters, services, databases, conferences, reports, books, multient studies, and directories) of their firm. A few also write columns in the trade press, end-user press or the general press. A few do not publish but are known to be influential through their consulting so they were included.

Methodology

We contacted analysts and consultants in information technology business information publishing firms (see *Future Think Companies* for profiles on 230 of these firms). We searched the trade, business and end-user publications to find references to individuals that we may have missed. And our clients gave us the names of individuals that they thought were particularly influential.

These individuals were offered free *Future Thinker* subscriptions and were asked to complete our information form providing up to 5 subjects of expertise, up to three types of clients/subscribers that they serve and the title, type and price of a recent publication. Most responded enthusiastically.

The contacted experts were given the opportunity to decline to be in the directory. Only 3 declined in addition to Yankee Group whose President asked that none of its analysts be listed.

The information for each expert was compiled from information provided by the expert and from other sources — including our opinion — which may not be accurate. The information on each expert is periodically mailed for verification so our database steadily improves.

Each expert in *Experts* is typed as

- ✓ Industry Analyst — analyst or consultant in a firm that publishes business information (sells business information not sponsored by advertising).
- ✓ Consultant — analyst or consultant in an influential consulting firm that does not publish.
- ✓ Securities Analyst — with an investment bank, these analysts are highly influential in information technology. None are included in this edition of *Experts*.
- ✓ Management Only — Management in business information publishing firms who do not participate directly in analysis and consulting. Many Industry Analysts and Consultants also manage but are coded as Industry Analysts or Consultants, rather than Management Only, because analysis and consulting is their most important function to the user of this *Experts* directory.

The SUBJECT INDEX was prepared by allowing each expert up to five subjects of expertise to describe themselves. We let each expert pick his or her own index terms except that we tried to help them avoid meaningless entries. For example, rather than being indexed under "forecasts", an expert should be listed under "personal computers", if he or she does personal computer forecasts. After allowing each expert to be indexed using his or her 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.

The subjects provided by business information publishers for our *Companies* directory are included in the *Experts* SUBJECT INDEX.

The PEOPLE INDEX is included for *Experts*. It lists individuals alphabetically by name and references their company. In the body of the directory experts are listed alphabetically by company then by name.

A Never-Ending Process

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

Ms. Debra Cameron

Telephone: 508/468-3385

132 Essex Street, #102
South Hamilton, MA 01982

Expertise: Midrange computers

For: Large end-users of computers — Computer vendors

Publication: AS/400 Silverlake Report — Report — \$185

Expert Type: Industry Analyst

Background: Writes for Computer Technology Research Corporation free lance.

Mr. Leonard Cooper, Research Analyst

Telephone: 614/442-1955

1880 Mackenzie Drive, #111
Columbus, OH 43220

Fax: 614/442-6522

Expertise: Software engineering tools — System design methodologies

Expert Type: Consultant

Dr. Daniel Cougar, Distinguished Professor

Telephone: 719/593-3000

Univ. of Colorado, Colorado Springs
Colorado Springs, CO 80933

Expertise: Information systems — CASE — Software engineering — Software creativity — MIS education

For: IS executives

Publication: The Downside of Downsizing — Article in InformationWEEK

Expert Type: Consultant

Dr. Jon Cunnyingham

Telephone: 614/442-1955

1880 Mackenzie Drive, #111
Columbus, OH 43220

Fax: 614/442-6522

Expertise: Software engineering tools — Systems design methodologies — Intelligent database access tools

Expert Type: Consultant

Mr. Jeffrey D. DeTray

Telephone:

80 Elm Street
Peterborough, NH 03458

Expertise: CD-ROM

For: CD-ROM vendors — CD-ROM publishers — CD-ROM users

Expert Type: Industry Analyst

Mr. Philip H. Dorn

Telephone: 212/427-7460

25 East 86th Street
New York, NY 10028-0553

Expertise: Information systems — Data processing — Mainframes — MIS

For: IS executives

Expert Type: Consultant

Mr. Lance B. Eliot

Telephone: 213/743-5119

University of Southern California
Institute of Systems Management
University Park, MC0021, CA 90089-0021

Expertise: Expert systems

For: IS professionals — MIS managers

Publication: Expert Systems: A Business-oriented Case Study Approach — Seminar — \$995

Expert Type: Consultant

Background: Seminar produced by Technology Transfer Institute

Dr. John Fike

Telephone: 214/470-0574

2350 Lakeside Blvd
Suite 850
Richardson, TX 75082

Expertise: Telecommunications

Expert Type: Consultant

Mr. Paul Harmon

Telephone: 415/861-1660

Harmon Associates
151 Collingwood
San Francisco, CA 94114

Expertise: Expert systems — Artificial intelligence

Expert Type: Consultant

Mr. Sam Harvey

Telephone: 802/253-7101

P.O. Box 537
Stowe, VT 05672

Expertise: Computer technology

Expert Type: Industry Analyst

Mr. Hoon Hong

Telephone: 614/442-1955

1880 Mackenzie Drive, #111
Columbus, OH 43220

Fax: 614/442-6522

Expertise: Software engineering tools

Expert Type: Consultant

Mr. Paul Katz

Telephone: 617/527-2978

462 Brookline Street
Newton, MA 02159

Expertise: Electronic imaging

For: Printer manufacturers and vendors — Software developers — Scanner manufacturers

Expert Type: Industry Analyst

Background: Paul Katz was formerly an analyst with IDC.

Mr. John Kiefer

Telephone:

220 State Street, #B
Los Altos, CA 94022

Expertise: Market research

Expert Type: Consultant

Background: Mr. Kiefer was a co-founder of Dataquest.

Mr. William Lovell

Telephone: 503/642-4395

17630 Southwest Butternut Drive
Aloha, OR 97007

Expertise: Technology licensing — Technology management — Mergers and acquisitions — Research and development

For: Electronics companies — R&D departments

Publication: Technology Licensing in the Electronics Industry — Report — \$995

Expert Type: Industry Analyst

Background: Mr. Lovell is an attorney whose reports are published by Electronic Trend Publications.

Mr. John Nesheim

Telephone: 408/741-5805

21141 Saratoga Hills Road
Saratoga, CA 95070

Expertise: Venture capital — Finance — Mergers and acquisitions

For: Entrepreneurs — Venture capitalists — Corporations

Publication: Start-up: Funding a High-Tech Company — Report — \$395

Expert Type: Consultant

Background: Report published by Electronic Trends Publications

Mr. Oscar Rothenbeucher

Telephone: 602/825-9288

Inforcast, Inc.
1575 Bright Angel Drive
Tuscon, AZ 85737

Expertise: Information systems

Publication: The 20 Leading Competitors in the World Information Systems and Service Industry — Report

Expert Type: Industry Analyst

Telephone: 201/838-7441

Barton Associates
45 Undercliff Road
Kinnelon, NY 07405

Mr. Robert F. Stafford

Expertise: Electronic mail

Publication: Electronic Mail Systems, Services and Software Markets — Report

Expert Type: Industry Analyst

Telephone: 508/875-6108

P.O. Box 780
Natick, MA 01760

Mr. Jeffrey L. Swartz

Expertise: Materials, advanced — Electronic imaging

For: Fortune 500 companies — Electronics manufacturers/vendors — Equipment vendors

Expert Type: Consultant

Telephone:

P.O. Box 50303
Phoenix, AZ 85076

Ms. Nancy Voorhaar

Expertise: Logic arrays — IC industry, trends

Expert Type: Industry Analyst

Background: Nancy Voorhaar was formerly a research analyst with ICE.

Telephone: 212/362-1391

Software Development Concepts
424 West End Avenue, #11E
New York, NY 10024

Mr. Paul T. Ward

Expertise: Software development

Expert Type: Consultant

ADM, Inc.

Mr. Dave Andrews, President

Telephone: 203/271-1300

265 Highland Avenue
Cheshire, CT 06410

Fax: 203/272-8744

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

For: MIS executives — Software vendors — IBM business partners

Publication: The AS/400 Revolution — Report — \$95

Expert Type: Industry Analyst

ADM, Inc.

Ms. Teresa Elms

Telephone: 203/271-1300

265 Highland Avenue
Cheshire, CT 06410

Fax: 203/272-8744

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

For: MIS executives — Software vendors — IBM business partners

Publication: The AS/400 Revolution — Report — \$95

Expert Type: Industry Analyst

ADM, Inc.

Ms. Doreen Simeone

Telephone: 203/271-1300

265 Highland Avenue
Cheshire, CT 06410

Fax: 203/272-8744

Expertise: IBM AS/400 — Midrange computer market

For: MIS executives — Software vendors — IBM business partners

Publication: The AS/400 Revolution — Report — \$95

Expert Type: Industry Analyst

ASK Group, Inc., The

Mr. Al Killinger

Telephone: 407/392-7724

1398 SW 15th Street
Boca Raton, FL 33486

Expertise: Market intelligence — Opportunity analysis — Project management

For: Computer vendors — Software publishers

Expert Type: Industry Analyst

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

Aberdeen Group, Inc.
Mr. Charles T. Casale, CFA, President

Telephone: 617/723-7890

92 State Street
Boston, MA 02109

Fax: 617/723-7897

Expertise: Supercomputers — Computer industry — Computer manufacturing — Computer product announcements — Publicity

For: CEOs, CFO, CTOs — Public/financial information officers

Publication: Conflicting Trends in Computational Chemistry — Report — \$895

Expert Type: Industry Analyst

Background: Mr. Casale has been a founding officer of three high-tech companies, and was architect of a major computer system (CDC 3500). He is a Chartered Financial Analyst with 32 years experience in corporate development, finance and international operations.

Aberdeen Group, Inc.
Mr. Peter Kastner, Vice President

Telephone: 617/723-7890

92 State Street
Boston, MA 02109

Fax: 617/723-7897

Expertise: OLTP, DBMS, fault tolerant — Benchmarking verification — Software/equipment selection

For: Strategic and tactical planners — Line-of-business executives

Publication: Transaction Processing: Into the 1990s — Report — \$995

Expert Type: Industry Analyst

Aberdeen Group, Inc.
Mr. John Logan, Executive Vice President

Telephone: 617/723-7890

92 State Street
Boston, MA 02109

Expertise: IBM midrange computers — DEC midrange computers — Midrange computers, Sun, H-P — Product positioning

For: Strategic and tactical planners — Line-of-business executives

Publication: IBM Midrange: The Confusion Continues — Article

Expert Type: Industry Analyst

Aberdeen Group, Inc.
Mr. Thomas H. Willmott, Vice President

Telephone: 617/723-7890

92 State Street
Boston, MA 02109

Expertise: IBM — Software companies — Market statistics — Product positioning

For: Strategic and tactical planners — Line-of-business executives

Expert Type: Industry Analyst

Background: Thomas Willmott was Executive Vice President of IDC until July, 1989.

Able Telecommunications, Inc.

Mr. Mike Elsesser, Consultant

Telephone: 408/945-1493

56 Corning Avenue
Milpitas, CA 95035

Fax: 408/945-7851

Expertise: Wide area networks — X.25 technologies — Packet switching — Protocol analysis testing equipment

For: Telecom/datacom vendors — Carriers — End users

Publication: ISDN Protocol Analysis

Expert Type: Industry Analyst

Able Telecommunications, Inc.

Mr. Clement Joseph, Vice President, Marketing

Telephone: 408/945-1493

56 Corning Avenue
Milpitas, CA 95035

Fax: 408/945-7851

Expertise: Local area networks — Telecommunications products & systems — ISDN — Networks — Communications, digital

For: Telecom/datacom vendors — Carriers — End users

Publication: ISDN Implementation and Market Trends

Expert Type: Industry Analyst

Able Telecommunications, Inc.

Mr. Rafael Zamora, Research Analyst

Telephone: 408/945-1493

56 Corning Avenue
Milpitas, CA 95035

Fax: 408/945-7851

Expertise: Local area networks — Telecommunications products & systems — Communications, digital — ISDN

For: Telecom/datacom vendors — Carriers — End users

Publication: LAN Connectivity

Expert Type: Industry Analyst

Adscope, Inc.

Ms. Sheila Clarke, President, Sales/Marketing

Telephone: 415/969-5652

2310 Rock Street, #38
Mountain View, CA 94043

Fax: 415/967-4518

Expertise: Advertising data, competitive — Advertising reports, customized — Advertising reports, published

For: Publishers (high-tech) — Ad agencies (media directors) — Marcom managers/research directors

Publication: Analysis '88 — Report

Expert Type: Industry Analyst

Advanced Manufacturing Research

Mr. Anthony Friscia, President

Telephone: 617/621-1700

101 Rogers Street, #205
Cambridge, MA 02142

Fax: 617/621-0328

Expertise: Computer integrated manufacturing — Plant computing — Manufacturing applications —
Manufacturing systems integration

For: Industrial controls vendors — Computer vendors — Systems integrators

Publication: AMR Plant Computing Study (1988) — Report

Expert Type: Industry Analyst

Advanced Manufacturing Research

Mr. William Ingle

Telephone: 617/621-1700

101 Rogers Street, #205
Cambridge, MA 02142

Fax: 617/621-0328

Expertise: Computer integrated manufacturing — Plant computing — Manufacturing applications —
Manufacturing systems integration

For: Industrial controls vendors — Computer vendors — Systems integrators

Expert Type: Industry Analyst

Advanced Television Publishing

Mr. Sam Bush, Vice President

Telephone: 503/239-7232

P.O. Box 5247
Portland, OR 97208-5247

Fax: 503/222-2341

Expertise: HDTV technology — HDTV business opportunities

For: Telecommunications vendors — Universities

Publication: HDTV Newsletter — Newsletter — \$387/year

Expert Type: Industry Analyst

Advanced Television Publishing

Mr. Dale Cripps, President & Publisher

Telephone: 503/239-7232

P.O. Box 5247
Portland, OR 97208-5247

Fax: 503/222-2341

Expertise: HDTV technology — HDTV business opportunities

For: Telecommunications vendors — Universities — Libraries

Publication: HDTV Newsletter — Newsletter — \$387/year

Expert Type: Industry Analyst

Advanced Television Publishing

Mr. Renville McCann, Consultant

Telephone: 503/239-7232

P.O. Box 5247

Portland, OR 97208-5247

Fax: 503/222-2341

Expertise: HDTV technology — HDTV business opportunities

For: Telecommunications vendors — Universities

Publication: HDTV Newsletter — Newsletter — \$387/year

Expert Type: Industry Analyst

Aim Consulting & Publications, Inc.

Ms. Susan Messenheimer, President

Telephone: 508/653-1622

P.O. Box 156

Natick, MA 01760

Expertise: Artificial intelligence — Expert systems — Neural networks

For: Artificial intelligence users — Expert systems users — Neural network users

Publication: Intelligence User Quarterly — Newsletter

Expert Type: Industry Analyst

Aim Consulting & Publications, Inc.

Ms. Carol Weizmann

Telephone: 508/653-1622

P.O. Box 156

Natick, MA 01760

Expertise: Artificial intelligence — Expert systems — Neural networks

For: Artificial intelligence users — Expert systems users — Neural network users

Publication: Intelligence User Quarterly — Newsletter

Expert Type: Industry Analyst

Alan Weinkrantz and Company

Mr. Alan Weinkrantz, President

Telephone: 512/494-7660

400 N. Loop 1604 E, #140

San Antonio, TX 78232

Fax: 512/494-7668

Expertise: Public relations — Infrastructure development, industry

For: Computer and software vendors — Industry analysts — Venture capital firms

Expert Type: Industry Analyst

Background: Mr. Weinkrantz is a contributing editor for The Computer Street Journal.

Alexander & Associates

Ms. Jerilyn Kessel, Managing Director/Videotex

Telephone: 212/382-3929

28 W. 44th Street, #1109
New York, NY 10036

Fax: 212/382-3964

Expertise: Interactive entertainment

For: Telecom vendors — Broadcasting executives

Expert Type: Industry Analyst

Alexander & Associates

Mr. Michael Mascioni, Consultant

Telephone: 212/382-3929

28 W. 44th Street, #1109
New York, NY 10036

Fax: 212/382-3964

Expertise: Interactive entertainment

For: Telecom vendors — Broadcasting executives

Expert Type: Industry Analyst

Amidon/Litman Associates

Ms. Paige Amidon, President

Telephone: 201/890-0443

1462 Stephanie Drive
North Caldwell, NJ 07006

Expertise: Vertical markets — Performance measurement

Expert Type: Industry Analyst

Annex Research

Mr. Robert Djurdjevic

Telephone: 602/956-8586

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

Expert Type: Industry Analyst

Annex Research
Ms. Susan Dollbaum

Telephone: 602/956-8586
3610 N. 44th Street, #120
Phoenix, AZ 85018

Expert Type: Industry Analyst

Anza Research, Inc.
Dr. Philip D. Wasserman, President

Telephone: 408/996-2022
19866 Baywood Drive
Cupertino, CA 95014

Expertise: Artificial neural networks — Digital signal processing — Analog signal processing —
Computer software systems — Computer hardware systems

For: Semiconductor equipment manufacturers — Process industries — Artificial intelligence firms

Publication: Neural computing, theory and practice — Book

Expert Type: Industry Analyst

Architecture Technology Corporation

Mr. J. Scott Haugdahl, Senior Communications Engineer

Telephone: 612/935-20335

P.O. Box 24344
Minneapolis, MN 55424

Fax: 612/829-5871

Expertise: Communications systems — Distributed systems — LANs

For: MIS directors — Computer vendors — Workstation managers

Expert Type: Industry Analyst

Architecture Technology Corporation

Dr. Kenneth J. Thurber, President

Telephone: 612/935-20335

P.O. Box 24344
Minneapolis, MN 55424

Fax: 612/829-5871

Expertise: LANs — IBM LANs — Distributed systems — IBM strategies

For: Telecom vendors — Computer vendors — MIS executives

Publication: LocalNetter — Newsletter

Expert Type: Industry Analyst

Arlen Communications, Inc.

Mr. Gary H. Arlen, President

Telephone: 301/656-7940

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

Expertise: Videotex/electronic interactive service — Teleshopping/electronic merchandising —
Television, advanced (HDTV, enhanced TV) — Interactive entertainment — Telebanking

For: Telephone Companies/RBOC executives — Equipment manufacturers — Programmers

Publication: TV's Next 50 Years (Video Review) — Article

Expert Type: Industry Analyst

Arthur D. Little Decision Resources

Ms. Penny Blaisdell, Vice President, Information Systems & Telecommunications

Telephone: 617/270-1290

17 New England Executive Park
Burlington, MA 01803

Fax: 617/273-3048

Expertise: Telecommunications — Information systems — Data communications — Voice
communications — Local area communications

For: Computer/telecom vendors — COEs, CIOs and CFOs — Major users

Expert Type: Industry Analyst

Arthur D. Little Decision Resources

Ms. Jean Carbone

Telephone: 617/270-1200

17 New England Executive Park
Burlington, MA 01803

Fax: 617/273-3048

Expert Type: Management Only

Arthur D. Little Decision Resources

Mrs. Sarah W. Fuller, President

Telephone: 617/270-1200

17 New England Executive Park
Burlington, MA 01803

Fax: 617/273-3048

Expertise: Information processing

Expert Type: Management Only

Arthur D. Little Decision Resources

Ms. Beverly Shackley

Telephone: 617/270-1200

17 New England Executive Park
Burlington, MA 01803

Fax: 617/273-3048

Expert Type: Industry Analyst

Associated Research Services, Inc.

Mr. Phil Magney, President

Telephone: 214/644-1733

8111 LBJ Freeway, Suite 1325
Dallas, TX 75251

Fax: 214/231-0938

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

For: Personal computer vendors — Workstation vendors — Computer stores

Expert Type: Industry Analyst

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

Mr. Walter Laessig, President, Auerbach Publishers

Telephone: 212/971-5123

One Penn Plaza
42nd Floor
Boston, MA 02111

Fax: 212/971-5081

Expert Type: Management Only

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

Ms. Judy Weiss, Marketing Director, Auerbach Publishers

Telephone: 212/971-5123

One Penn Plaza
42nd Floor
Boston, MA 02111

Fax: 212/971-5081

Expert Type: Management Only

BIS CAP International
Mr. Dennis R. Albright, Vice President

Telephone: 617/982-9500

One Longwater Circle
Norwell, MA 02061

Fax: 617/878-6650

Expert Type: Industry Analyst

BIS CAP International
Mr. C. Thomas Ashley, Analyst

Telephone: 617/982-9500

One Longwater Circle
Norwell, MA 02061

Fax: 617/878-6650

Expertise: Hard copy supplies

Expert Type: Industry Analyst

BIS CAP International
Mr. Raymond Boggs, Analyst

Telephone: 617/982-9500

One Longwater Circle
Norwell, MA 02061

Fax: 617/878-6650

Expertise: Personal computers — LANs — Facsimile equipment — Copiers

Expert Type: Industry Analyst

BIS CAP International
Mr. Charles E. Case, Senior Vice President

Telephone: 617/982-9500

One Longwater Circle
Norwell, MA 02061

Fax: 617/878-6650

Expertise: Hard copy supplies — Imaging technologies

Expert Type: Industry Analyst

BIS CAP International
Ms. Cathy Dingman, Analyst

Telephone: 617/982-9500

One Longwater Circle
Norwell, MA 02061

Fax: 617/878-6650

Expertise: Printers, non-impact

Expert Type: Industry Analyst

BIS CAP International
Mr. Michael Goulde, Analyst

Telephone: 617/982-9500

One Longwater Circle
Norwell, MA 02061

Fax: 617/878-6650

Expertise: Computer systems — Telecommunications

Expert Type: Industry Analyst

BIS CAP International
Ms. Patricia J. Jaffarian, Vice President, Research

Telephone: 617/982-9500

One Longwater Circle
Norwell, MA 02061

Fax: 617/878-6650

Expertise: Information processing

Expert Type: Industry Analyst

BIS CAP International
Ms. Martha Johnson, Public Relations Director

Telephone: 617/982-9500

One Longwater Circle
Norwell, MA 02061

Fax: 617/878-6650

Expert Type: Management Only

BIS CAP International

Mr. Ajit Kapoor, Analyst

Telephone: 617/982-9500

One Longwater Circle
Norwell, MA 02061

Fax: 617/878-6650

Expertise: Electronic publishing — Font peripherals — Graphics — Peripherals

Publication: Intelligent Copier/Printer Market Requirements Service

Expert Type: Industry Analyst

BIS CAP International

Mr. Scott McCready, Analyst

Telephone: 617/982-9500

One Longwater Circle
Norwell, MA 02061

Fax: 617/878-6650

Expertise: Optical disk storage — Workstations — Image software — LANs — Artificial intelligence

Expert Type: Industry Analyst

BIS CAP International

Ms. Maureen McManus, Analyst

Telephone: 617/982-9500

One Longwater Circle
Norwell, MA 02061

Fax: 617/878-6650

Expertise: Printers, impact

Expert Type: Industry Analyst

BIS CAP International

Mr. Richard Nadler, Vice President, Consulting

Telephone:

One Longwater Circle
Norwell, MA 02061

Fax: 617/878-6650

Expertise: Software development

Publication: Image Communications Systems Market Requirements Service

Expert Type: Industry Analyst

BIS CAP International

Mr. Charles A. Pesko, President, BIS Group Ltd., a NYNEX Company

Telephone: 617/982-9500

One Longwater Circle
Norwell, MA 02061

Fax: 617/878-6650

Expertise: Information processing — Telecommunications — Electronic imaging — Market strategies,
small business — Consumables

For: Information Technology Vendors — Information Technology Users

Publication: Electronic Imaging Conference & Exposition

Expert Type: Industry Analyst

BIS CAP International

Ms. Judith Pirani, Senior Analyst

Telephone: 617/982-9500

One Longwater Circle
Norwell, MA 02061

Fax: 617/878-6650

Expertise: Fax — Image communications

For: Facsimile manufacturers

Publication: Image Communications Systems Market Requirements Service

Expert Type: Industry Analyst

BIS CAP International

Mr. Greg Porell, Analyst

Telephone: 617/982-9500

One Longwater Circle
Norwell, MA 02061

Fax: 617/878-6650

Expertise: Plotters, — Printers — Color copiers — Color technologies, emerging

Expert Type: Industry Analyst

BIS CAP International

Mr. Stephen M. Pytko, Executive Vice President

Telephone: 617/982-9500

One Longwater Circle
Norwell, MA 02061

Fax: 617/878-6650

Expertise: Information processing — Office information

For: MIS executives

Expert Type: Industry Analyst

BIS CAP International

Mr. Donald J. Ryan, Director, Image Communication Systems

Telephone: 617/982-9500

One Longwater Circle
Norwell, MA 02061

Fax: 617/878-6650

Expertise: Fax — Image communications

For: Facsimile manufacturers

Publication: Image Communications Systems Market Requirements Service

Expert Type: Industry Analyst

BIS CAP International

Mr. Robert Sherry, Analyst

Telephone: 617/982-9500

One Longwater Circle
Norwell, MA 02061

Fax: 617/878-6650

Expertise: Printers, non-impact

Expert Type: Industry Analyst

BIS CAP International

Mr. George M. Stamps, Associate Consultant

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Expert Type: Industry Analyst

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Expertise: Printers, impact — Plotters — Color copiers — Color technologies, emerging

Publication: Image Communication Systems Market Requirements Service

Expert Type: Industry Analyst

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Expertise: Personal computers — LANs — Productivity software — Printers — Electronic typewriters

Expert Type: Industry Analyst

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Expertise: Electronics markets, international

For: Electronics companies, international — Electronics companies, government

Expert Type: Management Only

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Expert Type: Management Only

BYTEweek

Ms. Michelle Perron, Marketing Director

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One Phoenix Mill Lane
Peterborough, NH 03458

Expertise: Personal computers — Workstations

For: Personal computer users — MIS executives

Publication: BYTEweek

Expert Type: Management Only

Battelle Seminars

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Expertise: Computer industry seminars

Expert Type: Management Only

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Fax: 212/337-6976

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Publication: Artificial Intelligence Abstracts Annual

Expert Type: Industry Analyst

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

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Expertise: Telecommunications, R&D — Telecommunications, business trends —
Telecommunications, new products — Telecommunications, regulatory issues

For: Libraries, corporate and academic — Telecom industry analysts

Publication: Telecommunications Abstracts Annual

Expert Type: Industry Analyst

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Expertise: Acquisitions — Mergers — Divestitures — Buyouts

For: Information services vendors — Software vendors — Diversifying firms

Expert Type: Industry Analyst

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Expertise: Mergers and acquisitions — Information services products — Market strategy analysis

For: Information technology vendors — Diversifying firms

Publication: Database of IT companies

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Expertise: Mergers — Acquisitions — Divestitures — Buyouts

For: Information services vendors — Software vendors — Diversifying firms

Publication: Information Technology: The Trillion-Dollar Opportunity — Book

Expert Type: Industry Analyst

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Norwalk, CT 06855

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Expertise: Computer hardware — Computer software — Telecommunications — Electronics —
Electronic materials

For: Electronic equipment manufacturers — Computer manufacturers — Telecom industry executives

Publication: Emerging Neuroengineering Industry: Technologies, Applications, Markets — Report

Expert Type: Industry Analyst

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Westport, CT 06880

Expertise: High speed digital transmission — Networks, private (voice and data) — Bypass technologies
& implementation — Satellite usage and VSATs — Image communications

For: Publishing firms — Satellite carriers — Telecom equipment vendors

Publication: Bypass — Report — \$1,750

Expert Type: Industry Analyst

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Expert Type: Industry Analyst

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Expertise: Advertising — Publishing — Magazines

For: Computer publishers — Publishers — Manufacturers and marketing firms

Publication: HiTAP (Hi Tech Ad Placement Report) — Report — \$890/2 issues/year

Expert Type: Industry Analyst

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For: Computer publishers — Publishers — Manufacturers and marketing firms

Publication: HiTAP (Hi Tech Ad Placement Report) — Report — \$890/2 issues/year

Expert Type: Industry Analyst

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Fax: 619/488-6052

For: Cad/cam,cae managers,dp managers — Directors of engineering — Vice pres. of engineering

Publication: Computer Aided Design Report — Newsletter

Expert Type: Industry Analyst

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Publication: CASE Outlook — Newsletter

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Publication: The CASE Experience — Service — \$2,950/year

Expert Type: Industry Analyst

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For: Computer users — MIS directors — Software development managers
Publication: The CASE Experience — Service — \$2,950/year
Expert Type: Industry Analyst

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For: Telecom managers
Expert Type: Industry Analyst

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Expertise: Data communications — ISDN — Network management — Distributed processing —
Computer networking
For: End users — Manufacturers/resellers — Systems integrators
Publication: NETWATCHER — Newsletter — \$60/year
Expert Type: Industry Analyst

California Technology Stock Letter
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Expertise: Acquisitions and LBOs, technology — Media access and positioning — Business plan
development/critique — Software companies, turnaround — Securities, privately-held, evaluation
For: Technology investors — Technology executives — Venture capitalists
Publication: California Technology Stock Letter
Expert Type: Industry Analyst

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For: Technology investors — Technology executives — Venture capitalists

Publication: California Technology Stock Letter — Newsletter

Expert Type: Industry Analyst

Camarro Research

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Telephone: 203/255-4100

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Fairfield, CT 06430

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Expertise: Facsimile machines — Electronic typewriters — Office products distribution — Word processors/personal computers — Copiers

For: Typewriter vendors — Facsimile vendors — Office machine dealers and retailers

Publication: Electronic Typewriter Workstation Industry Service — Service — \$15,000/year

Expert Type: Industry Analyst

Cambridge Information Group Directories

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Telephone: 301/961-6750

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Bethesda, MD 20814

Fax: 301/961-6720

Expertise: Market research reports

For: Libraries — Market research organizations — Corporate executives

Publication: FINDEX — Directory — \$285

Expert Type: Industry Analyst

Cambridge Report on SUPERCONDUCTIVITY, The

Mr. David Gumpert, Editor

Telephone: 617/444-3311

P.O. Box 246
Needham Heights, MA 02194-0002

Fax: 617/444-1056

Expertise: Superconductivity — Technology publishing information — Technology financing

For: Technology executives — Entrepreneurs — Analysts

Publication: The Cambridge Report on Superconductivity — Newsletter

Expert Type: Industry Analyst

Canopus Research
Mr. Will Zachmann, President

Telephone: 617/934-9800

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Expertise: Computers — Communications — Information technology

Expert Type: Industry Analyst
Background: Will Zachmann writes for PC Week.

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Mr. Michael Shipp, President

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P.O. Box 30127
Walnut Creek, CA 94598

Expertise: Hardware manufacturers — Software manufacturers — Accessories manufacturers
For: Hardware/software manufacturers — Microcomputer dealers — Fortune 5000 DP managers

Publication: Microleads (TM) Vendor Directory — Directory — \$495

Expert Type: Industry Analyst

Communications Network Architects
Mr. Frank Dzubeck, President

Telephone: 202/775-8000

P.O. Box 32063
Washington, DC 20007

Expertise: Local area networks — Wide area networks
For: Local area network vendors — Local area network users — Wide area network users

Expert Type: Industry Analyst

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Mr. Stuart Tuchband

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Expertise: Telecommunications
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Expertise: Publishing, computer — Advertising, computer — Marketing, computer

For: Computer publishers — Computer advertisers — Computer marketers

Publication: Computer Publishing Market Forecast, 1989-90 — Report

Expert Type: Industry Analyst

Competitive Strategy Group, The
Dr. Warren J. Keegan, President

Telephone: 914/947-9421

210 Stuyvesant Avenue
Rye, NY 10580

Expertise: Competitive strategy — Information technology — Telecommunications

For: Fortune 1000 — Venture capital firms

Publication: Electronic Distribution Media — Conference

Expert Type: Consultant

Computer Business

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Telephone: 213/649-2849

5340 West 57th Street
Los Angeles, CA 90056

Expertise: Computer industry information — Information industry information — Data communications

For: Industry executives — Universities — Libraries

Publication: President & Managing Editor — Newsletter — \$145/year

Expert Type: Industry Analyst

Computer Industry Almanac

Dr. Egil Juliussen

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737 Allison Drive
Incline Village, NV 89451

Expertise: Computer industry — Personal computer industry — Mass storage — Personal computers — Personal computer distribution channels

For: Computer vendors — Personal computer vendors — Personal computer software publishers

Publication: Computer Industry Almanac — Book — \$29.95

Expert Type: Industry Analyst

Background: Co-founder of Future Computing.

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Expertise: National account marketing — Data communications — Midrange computers — European market — LANs

For: Computer vendors — PC hardware/software vendors — Data and telecom vendors

Publication: International database development for Multiclients

Expert Type: Industry Analyst

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Expertise: Computers — Data communications — Telecom — Software — Leasing

For: Computer vendors — Communication (data/telecom) vendors — Software vendors

Publication: Intelligence Report — Newsletter

Expert Type: Industry Analyst

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Expert Type: Industry Analyst

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For: Computer vendors — PR firms

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Northborough, MA 01532

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Expertise: Security from micro to mainframe — Data security — Computer viruses — Information ethics

For: Data processing managers — MIS directors — Auditors

Expert Type: Industry Analyst

Computer Shoptalk

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Millburn, NJ 07041

Fax: 201/376-8335

Expertise: Dealer channels, computer retail — Dealer channels, software retail

For: Computer stores — Personal computer vendors — Financial investors

Publication: Computer Shoptalk — Newsletter — \$50/year

Expert Type: Industry Analyst

Computer Technology Research Corporation

Mr. Paul Leghart, Vice President, Research

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180 East Main Street
Patchogue, NY 11772

Fax: 516/654-0331

Expertise: IBM personal computers — IBM midrange systems — IBM operating systems — IBM architectures — IBM communications and networking

For: MIS managers

Publication: Inside OS/2 — Report — \$190

Expert Type: Industry Analyst

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Expertise: Directory publications — Database programming

For: Libraries — Sales and marketing professionals — Merger and acquisition executives

Publication: The Corporate Technology Directory — Directory

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For: Libraries — Sales and marketing executives — Merger and acquisition executives

Publication: 1989 Corporate Technology Directory — Directory

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Expertise: Multimedia (audiovisual) computing — Apple Computer — IBM Corporation — Desktop presentations

For: Multimedia hardware/software vendors — Major microcomputer vendors — Multimedia producers

Publication: CSRI's report on Multimedia Computing & Presentations — Monthly newsletter — \$295 / year

Expert Type: Industry Analyst

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Expertise: Microcomputers, hardware and software — Desktop publishing — Multimedia computing — Networking — Multi vendor environments

For: Computer vendors — Software vendors — MIS managers

Publication: The Market Report on Laptop Computers — Report

Expert Type: Industry Analyst

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For: MIS executives

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Expertise: Workstations, technical — System architecture — Network architecture

For: Computer vendors — Institutional investors

Publication: RISC: Metamorphosis of Processor Design — Report

Expert Type: Industry Analyst

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For: Computer (software) Users — Computer (software) Vendors — Investors

Publication: Geographic Information Systems-Markets and Opportunities — Book

Expert Type: Industry Analyst

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Publication: Disk/Trend Report — Newsletter

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Expertise: Open systems — UNIX

Publication: Strategies for Open Systems — Multiclient Study — \$25,000

Expert Type: Industry Analyst

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Publication: Strategies for Open Systems — Multiclient Study — \$25,000

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Expertise: Open systems — UNIX

Publication: Strategies for Open Systems — Multiclient Study — \$25,000

Expert Type: Industry Analyst

Background: Tapscott authored Office Automation: A User-Driven Method and edits the Converging Technology Series for Gage Publishing.

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Expertise: Information systems — Open systems — UNIX

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Expert Type: Industry Analyst

Background: David Ticoll founded the Canadian program of Gartner Group, and at DMR was research director of UNIX in Canada Program.

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Expertise: Software development tools

Expert Type: Industry Analyst

Data Analysis Group

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Expertise: Forecasts, computer industry — Statistics, computer industry

For: Computer vendors — Computer industry planners — Librarians

Expert Type: Industry Analyst

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Expertise: Forecasting, computer industry

For: Market researchers — Corporate planners — Librarians

Publication: Computer Industry Forecast — Quarterly Periodical — \$295/year

Expert Type: Industry Analyst

DataTrends Publications, Inc.
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Expertise: IBM Corporation — Open Systems Interconnect (OSI) — Network management and systems
— Systems Network Architecture (SNA) — Systems integration

For: IS executives — Network managers — Systems integrators

Publication: SNA Communications Report — Newsletter

Expert Type: Industry Analyst

Database Research Group, Inc.
Mr. Ronald G. Ross, Editor/Publisher

Telephone: 617/227-2583

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For: MIS executives — Data administrators — IS project leaders

Publication: Data Base Newsletter — Newsletter — \$169/year

Expert Type: Industry Analyst

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Expertise: Electronic publishing

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For: MIS executives

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Expertise: Office Automation — Microcomputers

Expert Type: Industry Analyst

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Expertise: Retail and banking automation — Smart card technology

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Expertise: Computers, products/markets/technology — Telecom, products/markets/technology —
Datacom, products and technology — Office automation, products/technology — Information
security/products/technology

For: Computer users (MIS/DP managers) — Telecom users (network managers) — Computer and
Telecom vendors

Publication: Report on Unix — Report

Expert Type: Industry Analyst

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Expert Type: Industry Analyst

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Expert Type: Industry Analyst

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Expertise: Storage

Publication: Storage Industry Services — Service

Expert Type: Industry Analyst

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Expertise: IBM & PCM (plug compatible MFGs) — Computer service industry — Leasing & secondary marketing — Business & technology computers — International competition

For: Vendors & Venture Capital — Financial Community — End Users

Publication: Future Computing — Talk - Regional ASM Conference

Expert Type: Industry Analyst

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Expertise: Semiconductors

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For: Computer vendors — Communications vendors — Software vendors

Publication: Dataquest's Personal Computer Industry Service — Service

Expert Type: Industry Analyst

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Expertise: Technical computing

Publication: Technical Computing Industry Service — Service

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Expertise: Market research methods & strategies — Statistical techniques, methodology — Midrange computers

For: Product managers — Information specialists — CEOs

Publication: Going for the Gold: Summit Conference, Strategic Executive Service

Expert Type: Industry Analyst

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Expertise: Office Systems — UNIX

Publication: Office Systems Industry Service — Service

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Expertise: Electronic imaging — Electronic printing — Electronic publishing — Color imaging —
Imaging supplies

For: Peripheral vendors — Systems vendors

Publication: Postscript Clones — Report

Expert Type: Industry Analyst

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Publication: Printout — Newsletter

Expert Type: Industry Analyst

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Expertise: Business to business market research — Product development — Decision modeling

Expert Type: Consultant

Background: Dr. Almquist conducts qualitative and quantitative work for high technology firms. He has moderated focus groups covering CAD/CAM, process controls, personal computers and computer peripherals.

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Expertise: Product development — Competitive positioning — Market segmentation — Support services
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For: Computer vendors — Telecom vendors

Expert Type: Consultant

Background: Mr. Cole's expertise is developing strategic market information for high-tech companies through the collection, analysis and interpretation of market data.

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For: Information systems vendors — Computer vendors — Telecom vendors

Expert Type: Consultant

Background: Mr. Wells has conducted studies covering a range of products and services; e.g., expert systems, database management systems, CASE tools, software development, network planning, workstations and minicomputers.

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

For: MIS managers — DP managers — Telecom managers

Expert Type: Consultant

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Expertise: Presentation graphics — Color computer peripherals — Desktop presentations — Personal
computer software — Personal computer industry

For: Personal computer software publishers — Peripheral manufacturers — Personal computer
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Publication: The Desktop Presentations Report — Newsletter

Expert Type: Industry Analyst

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For: PC software & peripherals manufacturers — Audio-visual manufacturers — Visuals producers

Publication: The Desktop Presentations Yearbook: 1988 — Report

Expert Type: Industry Analyst

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Expertise: DBMS & application development tools — DBMS, distributed/SQL client/server — IBM software strategies — Architectures for computing — Software futures

For: Computer vendors — MIS executives — Venture capitalists

Publication: Database '89 — Conference

Expert Type: Industry Analyst

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Expertise: EDI

For: EDI vendors — EDI users

Publication: EDI Executive — Newsletter

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Expertise: EDI (electronic data interchange) — Systems integration

For: EDI users and potential users — EDI, MIS, purchasing

Publication: EDI Yellow Pages (International) — Directory

Expert Type: Industry Analyst

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Expertise: Object-oriented programming/databases — Text management — Intellectual property issues
— International trade — Artificial intelligence

For: Software vendors — Software developers — Corporate users

Publication: 1989 PC Forum — Newsletter

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Expertise: Solid state microwave amplifiers — Solid state microwave oscillators — Microwave monolithic integrated circuits

For: Microwave component/subsystems suppliers — Microwave monolithic IC suppliers

Publication: Microwave Monolithic Integrated Circuit Forecast Service — Report

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Expertise: Electronic packaging, high lead count — Surface mount technology and equipment — Tape automated bonding (TAB) — Printed circuit boards, hi-performance — Multichip modules

For: Computer manufactures — Packaging manufactures

Publication: Leading Edge IC Packaging — Multiclient study

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For: Electronic component producers — Electronic equipment/systems producers — Electronic materials producers

Publication: Hybrid Microwave Integrated Circuit Market Forecast — Report

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Publication: Fiber Optic Forecast Service

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Expertise: Fiber optic data communications — Fiber optic telecommunications — Fiber optic cable television — Lasers in communications

For: Fiber optic component manufactures — Telephone companies — Cable television companies

Publication: Advanced Fiber Optics Networks

Expert Type: Industry Analyst

ElectroniCast Corporation

Ms. Danica Piers, Research Analyst, Semiconductor Group

Telephone: 415/572-1800

2121 S. El Camino Real, Suite 1215
San Mateo, CA 94403

Fax: 415/572-0519

Expertise: Hybrid circuits — Electronic materials — Military linear ICs — Radiation hardened ICs

For: Semiconductor equipment manufactures — Component manufactures

Publication: III-V BroadCASTer Newsletter — Newsletter

Expert Type: Industry Analyst

ElectroniCast Corporation

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Fax: 415/572-0519

Expertise: Optoelectronics components — Integrated broadband networks — Laser technology — Fiber optics in data communications — International regulatory trends

For: Telephone companies — Fiber optic component manufactures — Computer/telecom systems vendors

Publication: Fiber Optics to the Year 2000 Conferences

Expert Type: Industry Analyst

ElectroniCast Corporation

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Expertise: Fiber optics telecommunications — Fiber optic cable — Services on fiber optic network — Telephone companies — Regulatory aspects of cross ownership

For: Fiber/fiber optic cable manufactures — Telephone companies

Publication: Advanced Fiber Optics Networks

Expert Type: Industry Analyst

Electronic Trend Publications

Mr. Gene Selven, Publisher

Telephone: 408/996-7416

12930 Saratoga Avenue Suite D1
Saratoga, CA 95070

Fax: 408/996-7871

Expertise: Semiconductor/component technology — Packaging technology — Computer hardware trends — Test and measurement markets — Management (licensing/startups)

For: Component vendors — Computer vendors — Executives in user organizations

Publication: RISC Impact on the Computer Market — Report

Expert Type: Industry Analyst

Elsevier Advanced Technology

Ms. Cathy Bindon, Editor, Computers/Advanced Manufacturing

Telephone: 44-865512242

Mayfield House
256 Banbury Road
Oxford, U.K. OX2 7DH

Fax: 44-865310981

Expertise: Data storage — Operating systems & networks — Manufacturing, automated

For: EDP/IT managers — Computer & peripheral suppliers — Industry watchers

Publication: Data Storage Report — Newsletter — \$355/year

Expert Type: Industry Analyst

Elsevier Advanced Technology

Mr. Nicholas Butler, Editor, Materials Division

Telephone: 0865-512242

Mayfield House
256 Banbury Road
Oxford, U.K. OX2 7DH

Fax: 0865-310981

Expertise: Materials science & technology — Semiconductor processing

For: Materials technologists — Technical, R&D, applications executives — Suppliers, users

Publication: Advanced Composites Bulletin — Newsletter — \$255/year

Expert Type: Industry Analyst

Elsevier Advanced Technology

Mr. Paul Evans, Editor, Computers/IT Division

Telephone: 0865-512242

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256 Banbury Road
Oxford, U.K. OX2 7DH

Fax: 0865-310981

Expertise: Computer fraud — Computer security — Information technology applications

For: EDP/IT managers — Software designers/users — Data communications managers

Publication: Computers & Security — Newsletter — \$235/year

Expert Type: Industry Analyst

Elsevier Advanced Technology

Mr. Andrew Fletcher, Research Executive, Electronics Division

Telephone: 0865-512242

Mayfield House
256 Banbury Road
Oxford, U.K. OX2 7DH

Fax: 0865-310981

Expertise: Semiconductor industry forecasts — Electronics industry forecasts, world — Industry analysis, end-user — Competitor performance analysis

For: Semiconductor market analysts — Semiconductor users — Industry watchers

Publication: Profile of the Worldwide Semiconductor Industry — Report — \$795

Expert Type: Industry Analyst

Elsevier Advanced Technology
Mr. Ian Guy, Editor, Materials Division

Telephone: 0865-512242

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256 Banbury Road
Oxford, U.K. OX2 7DH

Fax: 0865-310981

Expertise: Materials science & technology — Industrial safety & hazards — Packaging

For: Materials technologists — Materials suppliers & users — Industry watchers

Publication: Fire & Flammability Bulletin — Newsletter — \$275/year

Expert Type: Industry Analyst

Elsevier Advanced Technology

Mr. Guy Kitteringham, Publications Manager—Materials, Materials Division

Telephone: 0865-512242

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256 Banbury Road
Oxford, U.K. OX2 7DH

Fax: 0865-310981

Expertise: Materials science & engineering — Technological forecasting — Funding high-tech innovation — Innovative organizations, management of

For: Senior management/manufacturing industry — Investors, advisors, venture capitalists — Government/academic advisors

Publication: Technovation — Newsletter — \$235/year

Expert Type: Industry Analyst

Elsevier Advanced Technology

Mr. Christopher Lloyd, Publisher, Computers/Materials Division

Telephone: 0865-512242

Mayfield House
256 Banbury Road
Oxford, U.K. OX2 7DH

Fax: 0865-310981

Expertise: Computer security technology — Materials technology — Information technology applications

For: Materials technologists — R&D, Applications executives — Suppliers, users, industry watchers

Publication: New Materials Japan — Newsletter — \$335/year

Expert Type: Industry Analyst

Elsevier Advanced Technology

Mr. Philip W. R. Rathkey, Publisher, Electronics Division

Telephone: 0865-512242

Mayfield House
256 Banbury Road
Oxford, U.K. OX2 7DH

Fax: 0865-310981

Expertise: Electronics industry forecast, world — Electronics companies performance, world — Electronic component market forecasts — Forecasting, macro economic

For: Multinational electronics corporations — Materials/component suppliers — Industry watchers

Publication: Yearbook of World Electronics Data — Report — \$1,495

Expert Type: Industry Analyst

Elsevier Advanced Technology

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Oxford, U.K. OX2 7DH

Fax: 0865-310981

Expertise: Information technology science — Electronic data interchange — Electronic document storage — Electronic funds transfer

For: DP Managers in financial institutions — DC managers in financial institutions — EDP equipment & software vendors

Publication: Electronic Banking & Finance — Newsletter — \$285/year

Expert Type: Industry Analyst

Elsevier Advanced Technology

Ms. Amanda Weaver, Editor, Materials Division

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256 Banbury Road
Oxford, U.K. OX2 7DH

Fax: 0865-310981

Expertise: Materials science & engineering — Biomedical/medical applications — Technology, textile

For: Biomedical R&D technologists — Biomedical vendors — Pharmaceutical vendors

Publication: Biomedical Materials — Newsletter — \$275/year

Expert Type: Industry Analyst

Elsevier Advanced Technology

Mr. Kenneth F. Wilson, Research Manager, Electronics Division

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Fax: 0865-310981

Expertise: Electronics industry forecast, world — Electronics industry — Electronic equipment forecasts — Instrumentation forecasts — Technology forecasting

For: Multinational electronics corporations — Materials/component suppliers — Industry watchers

Publication: Diskette of World Electronics Data — Database — \$2,700

Expert Type: Industry Analyst

Enterprise Information Systems

Mr. Robert Fertig, President

Telephone: 415/563-8792

2030 Vallejo Street
San Francisco, CA 94123

Expertise: IBM — OLTP — Mainframe computers — Mainframe computer applications

For: Computer end-users

Expert Type: Industry Analyst

Background: Bob spends his time 50/50 between the West Coast and Monte Carlo. Monte Carlo fax no. is 001-3393-505646.

Ergosyst Associates, Inc./The Report Store

Mr. John L. Burch, President

Telephone: 913/842-7334

910 Massachusetts Street, 6th Fl
Lawrence, KS 66044

Expertise: Technology, advanced computing — Human factors — Ergonomics — Interactive computer display

For: Research and design engineers — Software engineers — Research managers and directors

Expert Type: Industry Analyst

Extended Intelligence, Inc.

Dr. Carma McClure, Vice President of Research

Telephone: 312/346-5245

25 East Washington Street, #600
Chicago, IL 60602

Expertise: Software automation — Software technologies — Re-engineering — Repositories — Reusability

For: Software developers — Software executives

Publication: The Three Rs of Software Automation — Conference

Expert Type: Industry Analyst

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Expert Type: Management Only

Faulkner & Gray, Inc.
Ms. Pamela Geott, Editor, CIO Journal

Telephone: 212/766-7800
106 Fulton Street
New York, NY 10038

Expertise: Information systems

For: MIS executives

Publication: Chief Information Office Journal — Newsletter — \$88/year

Expert Type: Industry Analyst

Faulkner Technical Reports, Inc.
Mr. Carl Corelli, Vice President, Marketing

Telephone: 609/662-2070
6560 North Park Drive
Pennsauken, NJ 08109

Fax: 609/662-6634

Expert Type: Management Only

Faulkner Technical Reports, Inc.
Ms. Barbara Forkel, Managing Director

Telephone: 609/662-2070
6560 North Park Drive
Pennsauken, NJ 08109

Fax: 609/662-6634

Expertise: Communications — Computer hardware — Software — Emerging technologies —
Management practices

For: Large end-users — MIS executives — Libraries/consultants

Expert Type: Industry Analyst

Faulkner Technical Reports, Inc.
Mr. Bill Gaul, Director of Telemarketing

Telephone: 609/662-2070
6560 North Park Drive
Pennsauken, NJ 08109

Expertise: Communications — Computer hardware — Software — Emerging technologies —
Management practices

For: Large end-users — MIS executives — Librarians

Expert Type: Industry Analyst

First Market Research
Mr. James R. Heiman, President

Telephone: 800/FIRST-1-1

121 Beach Street
Boston, MA 02111

Fax: 617/482-4017

Expertise: Telecommunications — Networking — PC hardware — PC software — Fax

For: Hardware Vendors — Software Vendors — Regional Bell Operating Companies

Publication: The ISDN Market — Report

Expert Type: Industry Analyst

First Market Research
Mr. Joseph Pescatore, Project Director

Telephone: 800/FIRST-1-1

121 Beach Street
Boston, MA 02111

Fax: 617/482-4017

Expertise: Telecommunications — Networking — PC hardware & software — Peripherals — Video services

For: High Technology Publishers — Regional Bell Operating Companies — Hardware Vendors

Publication: Relation to a new proposed product for use with the PC and Macinto

Expert Type: Industry Analyst

Focus Research Systems
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Telephone: 203/561-1047

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West Hartford, CT 06117

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Expert Type: Management Only

Focus Research Systems

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Expertise: Computer industry market information — Software industry market information —
Telecom industry market information — End-user usage data

For: Hardware/software vendors/distributors — Telecom vendors/distributors — Consulting/research companies

Expert Type: Industry Analyst

Forrester Research
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Harvard Square P.O. Box 1091
Cambridge, MA 02238

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Expertise: Fortune 1000 computer markets — Networks — Network management — Personal computers — Midrange systems

For: Computer users — Computer vendors — MIS directors

Expert Type: Industry Analyst

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Expertise: Networks — Communications

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For: Fortune 500 MIS directors — Universities — Government agencies

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Expert Type: Industry Analyst

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Expertise: Information systems

For: Fortune 500 companies

Expert Type: Industry Analyst

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Expertise: Fiber optics — Telecommunications — Superconductors

For: Fortune 500 companies — Telecom vendors

Expert Type: Industry Analyst

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Cleveland, OH 44122

Fax: 216/921-5459

Expertise: CAD/CAM, CAE — Electronic components — Defense electronics — Lasers — Process control

For: Fortune 500 companies — Defense firms

Expert Type: Industry Analyst

Freeman Associates, Inc.
Mr. Robert C. Abraham, Vice President

Telephone: 805/963-3853

311 East Carillo Street
Santa Barbara, CA 93101

Fax: 805/962-1541

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

For: Storage drive vendors — Storage drive OEMs — Investors

Expert Type: Industry Analyst

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For: Storage drive vendors — Storage drive OEMs — Investors

Expert Type: Industry Analyst

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For: Storage drive vendors — Storage drive OEMs — Investors

Expert Type: Industry Analyst

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For: Storage drive vendors — Storage drive OEMs — Investors

Expert Type: Industry Analyst

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Expert Type: Industry Analyst

Fuld & Company

Mr. Leonard Fuld, President

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80 Trowbridge Street
Cambridge, MA 02138

Fax: 617/492-7108

Expertise: Competitor intelligence

Expert Type: Industry Analyst

Future Technology Surveys, Inc.

Mr. Richard K. Miller, President

Telephone: 404/342-9638

123 West Washington Street
Madison, GA 30650

Fax: 404/342-9642

Expertise: Artificial intelligence — Robotics — Optical computers

For: Research managers — Market analysts — Strategic planners

Publication: Expert systems 1989 — Report

Expert Type: Industry Analyst

Future Think, Inc.

Dr. Portia Isaacson, President

Telephone: 719/598-9000

P.O. Box 49248
Colorado Springs, CO 80919

Fax: 719-598-6537

Expertise: Future of information technology — Information technology, future of — Business information publishing — Consultant relations — Automating the consulting business

For: Computer, telecom, electronics vendors — Computer, telecom users — Consultants/analysts/publishers

Publication: Future Thinker — Newsletter — \$395

Expert Type: Industry Analyst

Future Think, Inc.

Ms. Judith C. Ray, Business Analyst

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Colorado Springs, CO 80919

Fax: 719-598-6537

Expertise: Market research companies

For: Vendors — Users

Publication: Future Think Companies — Directory — \$195

Expert Type: Industry Analyst

FutureScan

Dr. Roger Selbert, President and Publisher

Telephone: 213/451-2990

2210 Wilshire Blvd #826
Santa Monica, CA 90403

Fax: 213/459-1820

Expertise: Computer trends, technological — Economic, political, national trends — Business, management, workplace trends — Information trends

For: Marketing/advertising executives — Financial services providers — Educational/training/MIS executives

Publication: FutureScan — Newsletter — \$75/year

Expert Type: Industry Analyst

Futures Group, The
Ms. Edith Anderson, Editor

Telephone: 203/633-3501
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Expertise: Futures studies — Forecasts, economic

Publication: TFG Reports — Newsletter

Expert Type: Consultant

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Expertise: Sensors

Expert Type: Consultant

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Expertise: Emerging technologies

Expert Type: Consultant

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Expertise: Emerging technologies

Expert Type: Consultant

Futures Group, The
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Expert Type: Management Only

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Fax: 415/964-2582

Expertise: Systems integration — Software products — Network services — Image processing —
Services, professional

For: Computer vendors — Information services vendors — Telecom vendors

Publication: Network Integration/Network Management — Report

Expert Type: Industry Analyst

Gale Research Inc.
Mr. David Bianco, Public Relations Director

Telephone: 800/223-GALE
Book Tower
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Expert Type: Management Only

Gale Research Inc.

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Expertise: Telecommunications systems — Telecommunications services

For: Telecom vendors — Telecom users — Librarians

Publication: Telecommunications Systems and Service Directory — Directory — \$285

Expert Type: Industry Analyst

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Gartner Group

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Expertise: Computers, installed base — PCs, installed base — Telecom, installed base — Office equipment, installed base

For: Computer vendors — Telecom vendors — Office equipment vendors

Publication: COMTEC USA Installed Base Model

Expert Type: Industry Analyst

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Expertise: Corporate development — Mergers and acquisitions — Strategic planning

For: Computer executives — Software executives — Telecom executives

Expert Type: Industry Analyst

Gartner Group

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Expertise: Publishing

Expert Type: Industry Analyst

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Expertise: Integrated office systems — Office applications (E-mail, DSS, EIS) — Compound document architectures — Connectivity/multi-vendor systems — User interfaces

For: MIS executives — OIS task force management — OIS vendors

Publication: Research Notes

Expert Type: Industry Analyst

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Expertise: Leasing industry — Lease vs purchase — Acquisition strategies — IBM Credit Corporation
— Lessor/vendor negotiations

For: MIS executives — Lessors — Computer vendors

Publication: Financial Strategies Conference — Conference

Expert Type: Industry Analyst

Gartner Group

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Expertise: Telecom

For: Telecom users — Telecom vendors — Information services providers

Publication: Future Competition in Telecom — Book

Expert Type: Industry Analyst

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Expertise: Software, S/370 — VAX software — IBM large systems — UNIX software — PC software

For: Commercial users — Software vendors — Systems vendors

Publication: DB2 - The catalyst for the IBM Software Company

Expert Type: Industry Analyst

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Expertise: Personal computers — Personal computer software

Publication: Personal Computing Service — Service

Expert Type: Industry Analyst

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Expertise: Competitive strategy — Information assets, production of — Computer architecture, advanced — Graphics technology — Computational complexity

For: MIS executives — Computer vendors — Institutional investors

Publication: Information Industry Scenario: A Ten Year Outlook

Expert Type: Industry Analyst

Gartner Group

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Fax: 203/324-7901

Expertise: Electronic printers — Publishing technology

For: MIS executives — Computer vendors

Publication: Gartner Group Service — Corporate Publishing Strategies

Expert Type: Industry Analyst

Gartner Group

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Expertise: Mainframes — IBM, large systems

Expert Type: Industry Analyst

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Expertise: Personal computers — Workstations — Electronics industry — Telecommunications —
Office automation

For: Computer vendors — Computer end-users

Publication: The Gartner Group Policies and Strategies for Personal Computing Manual — Manual

Expert Type: Industry Analyst

Background: Doug Cayne was formerly a research analyst with McKinsey & Company, and prior to that was a consultant for the Hudson Institute in Japan.

Gartner Group

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Expertise: Mainframes — High-end storage — IBM

Publication: IBM Large Computer Market Service — Service

Expert Type: Industry Analyst

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Expertise: Semiconductors

Expert Type: Industry Analyst

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Expertise: Securities, high-tech

For: Investors

Expert Type: Industry Analyst

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Expertise: Software

Expert Type: Industry Analyst

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Expertise: Mergers & acquisitions

Expert Type: Industry Analyst

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Expertise: Market segmentation — Office automation — Demographics, equipment usage

For: Computer vendors — Telecom vendors — MIS executives

Publication: The Demographics of the Installed PC Base

Expert Type: Industry Analyst

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Expertise: Large systems — Large systems vendors — Large systems leasing

For: Large systems vendors — Software vendors — Storage vendors

Publication: IBM Large Computer Market Service — Service

Expert Type: Industry Analyst

Background: Mr. Culhane has 26 years experience with IBM, most recently as Manager of Large Systems Marketing, prior to joining Gartner Group.

Gartner Group

Ms. Kristine Dale, Executive Assistant to Gideon Gartner

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Expert Type: Management Only

Gartner Group

Mr. Gary Dimmick, Director, COMTEC

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56 Top Gallant Road
Stamford, CT 06904

Expertise: Market segmentation

For: Computer vendors — Telecom vendors — MIS executives

Expert Type: Industry Analyst

Gartner Group

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Expertise: Telecom

Expert Type: Industry Analyst

Gartner Group

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Expertise: International management

Expert Type: Management Only

Gartner Group

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Expertise: Mainframes

Expert Type: Industry Analyst

Gartner Group

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56 Top Gallant Road
Stamford, CT 06904

Fax: 203/324-7901

Expertise: Personal computers — Personal computer software

Publication: Personal Computer Service — Service

Expert Type: Industry Analyst

Gartner Group

Ms. Stacey Flynn, Director of Custom Research & Consulting

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56 Top Gallant Road
Stamford, CT 06904

Expert Type: Management Only

Gartner Group

Mr. Jeremy Frank, Program Director, Enterprise Network Strategies

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Expertise: Network management — Connectivity (fiber-optic), emerging — Integrated data networks — Backbone technologies (TI/EI, T3, MAN's) — Backbone architectures (SNA, OSI, DECnet)

For: MIS/Network Managers — Telecommunications & Data Vendors — Computer Vendors

Publication: Network Management: Typing It All Together

Expert Type: Industry Analyst

Gartner Group

Mr. Grey Freeman, Vice President, Information Systems

Telephone: 203/964-0096

56 Top Gallant Road
Stamford, CT 06904

Expertise: Information systems

Expert Type: Management Only

Gartner Group

Mr. Gideon I. Gartner, President

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56 Top Gallant Road
Stamford, CT 06904

Fax: 203/324-7901

Expertise: Computer industry

Expert Type: Industry Analyst

Gartner Group

Mr. Gig Graham

Telephone: 203/964-0096

56 Top Gallant Road
Stamford, CT 06904

Expertise: Software application development

For: Software managers — IS executives — Software vendors

Publication: Strategies and Disciplines for Software Engineering — Report — \$975

Expert Type: Industry Analyst

Gartner Group

Ms. Jann-Marie Halvorsen, Vice President & Service Director, Financial Strategies

Telephone: 203/964-0096

56 Top Gallant Road
Stamford, CT 06904

Expertise: Financial strategies — Leasing industry — Residual value projections — Computer acquisitions

For: MIS executives

Publication: Financial Strategies Service — Service

Expert Type: Industry Analyst

Gartner Group

Mr. Gilbert L. Heath, Jr., Director, COMTEC Operations

Telephone: 203/964-0096

56 Top Gallant Road
Stamford, CT 06904

Expertise: Vertical marketing strategies

For: Computer vendors — Telecommunications vendors

Expert Type: Industry Analyst

Gartner Group

Ms. Pat Hervochon, Vice President & Director, Strategies in Telecom Service

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56 Top Gallant Road
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Expertise: Telecom

For: Telecom vendors

Expert Type: Industry Analyst

Gartner Group

Mr. Mark Hess, Program Director, IBM Large Computer Market (ILCM)

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Fax: 203/324-7901

Expertise: AMDAHL - company, products — NAS - company, products — IBM - company, products
— Maintenance strategies — Printers (mainframe)

For: Computer vendors — MIS executives — Leasing companies

Publication: A Buyers Guide to PCM Processors — Strategic Analysis Report

Expert Type: Industry Analyst

Gartner Group

Mr. Mike Howard, Director, Consulting Services

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Expert Type: Industry Analyst

Gartner Group

Ms. Christine Hughes, Vice President & Director, Office Technologies, Corporate Publishing Strategies

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Expertise: Desktop publishing — Electronic publishing — Publishing systems — Publishing systems vendors

For: Software vendors — MIS executives — Systems vendors

Publication: Office Technologies Service — Service

Expert Type: Industry Analyst

Gartner Group

Mr. Dick Imershein, V.P. Research Services

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Expert Type: Management Only

Gartner Group

Mr. Sy Joffe, Vice President, Mergers & Acquisitions, Soundview Financial Services

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Expertise: Mergers & Acquisitions

Expert Type: Industry Analyst

Gartner Group

Mr. Erik Keller, Senior Research Analyst, CIM Service

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Fax: 203/324-7901

Expertise: Manufacturing computing technology — CIM trends — Shop-floor control —
Manufacturing software — CAD/CAM

For: Manufacturers/users F250 — Computer vendors — MIS executives

Publication: CIM Standards

Expert Type: Industry Analyst

Gartner Group

Mr. Michael Kennedy, Vice President & Service Director, Strategies in Telecommunications Service

Telephone: 203/964-0096

56 Top Gallant Road
Stamford, CT 06904

Expertise: Telecommunications — Telecommunications, regulatory issues — Data communications equipment — Switched services — PTTs, NTT

For: Telecommunications vendors

Publication: Strategies in Telecommunications Service — Service

Expert Type: Industry Analyst

Gartner Group

Mr. Myron Kerstetter, Vice President & Director, Small Computer Systems

Telephone: 203/964-0096

56 Top Gallant Road
Stamford, CT 06904

Expertise: Microcomputers

Expert Type: Industry Analyst

Gartner Group

Mr. William D. Kirwin, Program Director, Personal Computing Research Service

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56 Top Gallant Road
Stamford, CT 06904

Expertise: Personal computing implementation — Personal computing support strategies — Personal computing technical integration — End-user computing/IS organization

For: Fortune 1000 — Computer/software vendors — Government

Publication: Personal Computer Service — Service

Expert Type: Industry Analyst

Background: Prior to joining Gartner Group, Bill Kirwin was Manager, Information Resource Group for Timeplex, Inc., responsible for end-user computing.

Gartner Group

Mr. Eric Knutsen, Vice President, Consulting, Consulting Division

Telephone: 203/967-6752

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Stamford, CT 06904

Fax: 203/324-7901

Expertise: Strategy formulation — Organization development — Management practices

For: Executives — MIS executives — Corporate staff officers

Publication: Transformation through Desktop Technology

Expert Type: Industry Analyst

Gartner Group

Mr. Peter Levine, Vice President & Director, Software Engineering Strategies

Telephone: 203/964-0096

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Stamford, CT 06904

Fax: 203/324-7901

Expertise: Systems application architecture (SAA) — CASE — Object-oriented languages — Computer architectures — Software development strategies

For: Software managers — IS executives — Software vendors

Publication: Strategies and Disciplines for Software Engineering — Report — \$975

Expert Type: Industry Analyst

Gartner Group

Mr. Albert Lill, Program Director, Local Area Communications

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Expertise: Local area communications — Local area networks

Expert Type: Industry Analyst

Gartner Group

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Expertise: Japanese computer industry — Computer architecture — Supercomputers — Computer performance measurement — Computer technology trends

For: MIS executives — Computer vendors — Government policymakers

Publication: Technology and Tomorrow's Information Systems

Expert Type: Industry Analyst

Gartner Group

Mr. Grigsby C. Markham, Executive Vice President, Finance

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Expert Type: Management Only

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Expertise: Information technology planning — Market strategy planning — Data center assessment —
Network architecture planning — Competitive assessment

For: CIO/MIS executives — Telecom vendors — Computer vendors

Expert Type: Industry Analyst

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Mr. William McNee, Sr. Analyst, Software Management Strategies

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Expertise: Executive information systems (EIS) — Relational DBMS — DB2 tools — Software
markets—revenue forecasts — Graphical user interface (GUI) direction

For: MIS executives — Software vendors — Wall Street analysts

Publication: EIS's Provide a Competitive Advantage

Expert Type: Industry Analyst

Gartner Group

Mr. C. Oakley Mertz, Vice President, COMTEC

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Expertise: Research methodology

Publication: COMTEC — Service

Expert Type: Industry Analyst

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Expert Type: Management Only

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Expert Type: Industry Analyst

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Expert Type: Industry Analyst

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Expertise: Telecom

Expert Type: Industry Analyst

Gartner Group

Mr. Anthony Percy, Vice President

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Expertise: Relational database — Object-oriented programming — Object-oriented database — System application architecture — Information resource management

For: MIS executives — Software vendors

Publication: Beware of Objects/Is There an Object Modeled — Research Note

Expert Type: Industry Analyst

Gartner Group

Mr. Carl R. Pitasi, Vice President & Director, Enterprise Network Strategies Service
Telephone: 203/964-0096

56 Top Gallant Road
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Expertise: WANs — LANs — Network management

Publication: Enterprise Network Strategies Service — Service

Expert Type: Industry Analyst

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Mr. Bill Redman, Vice President, Local Area Communications, Research, Advisory, Consulting services

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Expertise: LANs — Wiring (media) — PBXs/voice processing — Network management

For: MIS/telecom director's — Departmental managers — Data communication vendors

Publication: Local Area Communications Service — Service

Expert Type: Industry Analyst

Gartner Group

Mr. William C. Rosser, Vice President & Director, Computer Integrated Manufacturing Service
Telephone: 203/967-6760

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Stamford, CT 06904

Expertise: Information systems, industry evolution — Midrange computers — Computer integrated manufacturing — IBM

For: MIS executives — Computer vendors

Publication: UNIX Outlook and Forecast by Market Sector — Editorial

Expert Type: Industry Analyst

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Fax: 203/324-7901

Expertise: Midrange systems — Minicomputers — Small computer systems — DEC — DEC computers, software, systems

For: MIS executives — Computer vendors

Publication: Strategic Analysts Report — DEC's Desktop Products

Expert Type: Industry Analyst

Gartner Group

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Expertise: Artificial intelligence — Technology transfer — Office systems — User interfaces — Software engineering

For: MIS executives — Computer vendors — Software vendors

Publication: Expert Systems: Theory and Technology

Expert Type: Industry Analyst

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Mr. Andy Schopick, Vice President/Senior Analyst, Soundview Financial Group, Inc.

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Expertise: Datacom equipment — Telecom equipment — Cellular radio

For: Institutional investors

Publication: T-1 Equipment Market

Expert Type: Industry Analyst

Gartner Group

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Expertise: Mainframe systems management — Online transaction processing — Client/server architectures

For: MIS executives — MIS planners — Software planners

Publication: Automated Systems Operations Strategic Analysis Report — Report

Expert Type: Industry Analyst

Gartner Group

Mr. Michael A. Schumer, Vice President and Director, Local Area Communications Service

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56 Top Gallant Road
Stamford, CT 06904

Expertise: Network Architectures — SNA — LANs — PBXs

For: Network managers — Communications managers

Publication: Local Area Communications Service — Service

Expert Type: Industry Analyst

Gartner Group

Ms. Phyllis Silverberg, Sr. Library Assistant

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Expert Type: Industry Analyst

Gartner Group

Mr. Ray Small

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Expert Type: Industry Analyst

Gartner Group

Mr. Craig Symons, Vice President and Director, Industry Service Group

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Fax: 203/324-7901

Expertise: Midrange systems — Distributed network computing — UNIX — Macro industry trends

For: Fortune 500 MIS executives — Computer vendors — Institutional investors

Publication: IBM AS/400 Report

Expert Type: Industry Analyst

Gartner Group

Mr. Dave Taylor, Director of Inter-Enterprise Systems, IES Division

Telephone: 203/967-6802

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Fax: 203/324-7901

Expertise: Electronic data interchange — Electronic mail — Electronic funds transfer — Office systems
— Organizational change and technology

For: MIS executives — Computer vendors — Communications vendors

Publication: A Decision Maker's Guide to Electronic Data Interchange

Expert Type: Industry Analyst

Gartner Group

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Expertise: Telecommunications — Integrated broadband communications — Telematics —
Information technology — Broadcasting

For: Telecom users — Telecom vendors — Telecom operating companies

Publication: Europe 1992 — Report

Expert Type: Industry Analyst

Gartner Group

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Expert Type: Management Only

Gartner Group

Mr. Jim Weil, Sr. Analyst, Soundview Financial Services

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Expert Type: Industry Analyst

Gartner Group

Ms. Susan Weil, Sr. Research Analyst, Small Computer Systems

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Expertise: Microcomputers

Expert Type: Industry Analyst

Gartner Group

Mr. George Weiss, Program Director, Research and Advisory Services

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Expertise: Technical/scientific computing — Online transaction processing — Midrange systems and servers

For: MIS executives — Vendor VP/GMs marketing — Product managers

Expert Type: Industry Analyst

Gartner Group

Mr. Steve Wendler, Program Director, Office Information Systems

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Expertise: Networking/SNA, OSI, DECnet, TCP/IP — Connectivity, logical — Client/server protocols — Local area networks — Wide area networks

For: Computer users (Fortune 1000) — Computer vendors — Wall Street, venture capitalists,

Publication: Office Information Systems Conference (presentation on connectivity) — Conference

Expert Type: Industry Analyst

Gartner Group

Mr. Chuck White, Program Director, Industry Service

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Expertise: Computer industry structure/evolution — Technologies, impact of emerging — MIS/DP budget trends — Telecom/networking — European DP market

For: MIS senior executives — MIS strategy planning staff — Vendor product planners

Publication: Monthly Research Notes-Industry Service

Expert Type: Industry Analyst

Gartner Group

Mr. Paul Wolfstaetter, Program Director, IBM Large Computer Market

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Expertise: Mainframes — IBM, large systems

Expert Type: Industry Analyst

Gartner Group

Ms. Patricia Y. Woo, Research Analyst, Personal Computing (PC) Service

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Expertise: Personal computers — Workstations

For: Computer end-users — Computer vendors — IS executives

Expert Type: Industry Analyst

Background: Ms. Woo was a financial/systems analyst at Drexel Burnham Lambert prior to joining Gartner Group.

Gartner Group

Mr. Peter Wright, President, Soundview Financial Services

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Expert Type: Management Only

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Expertise: Manufacturing strategy — Manufacturing systems — Automation — Cell computers

For: Manufacturing executives — Engineering executives — MIS executives

Publication: Computer-integrated Manufacturing Service — Service

Expert Type: Industry Analyst

Gartner Group

Mr. Jonathan Yarmis, Program Director, Personal Computing (PC) Service

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Expertise: Personal computers — Personal computer software

For: MIS executives — Strategic planners — Software vendors

Expert Type: Industry Analyst

Gartner Group

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Expertise: Software application development

For: Software managers — IS executives — Software vendors

Publication: Strategies and Disciplines for Software Engineering — Report — \$975

Expert Type: Industry Analyst

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Expertise: Information processing — Office systems — Software — Systems integration — Data communications

For: Computer end-users — Software end-users — Computer and software vendors

Expert Type: Consultant

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Expertise: Information processing — Office systems — Software — Systems integration — Data communications

For: Computer end-users — Software end-users — Computer and software vendors

Expert Type: Consultant

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Expert Type: Consultant

Green Street Lab, The
Mr. Thomas Hargadon, President

Telephone: 415/391-9400

200 Green Street
San Francisco, CA 94111

Expertise: Virtual reality — Interactive video — Interactivity

For: Interactive communications executives — CD-ROM vendors

Publication: The Green Sheet — Newsletter — \$395/year

Expert Type: Industry Analyst

Green Street Lab, The
Mr. Marty Perlmutter

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Expertise: Interactive video — Interactivity — Virtual reality

For: Interactive communications executives — CD-ROM vendors

Publication: The Green Sheet — Newsletter — \$395/year

Expert Type: Industry Analyst

HTE Research, Inc.

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Expertise: Semiconductor market research — Semiconductor companies, profiles — Mergers and acquisitions

For: Semiconductor manufacturers — Materials & equipment manufacturers — Financial/venture capitalists

Expert Type: Industry Analyst

HTE Research, Inc.

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Expertise: Semiconductor market research — Start-up marketing, funding, planning — Company profiles/analyses reports — Mergers and acquisitions

For: Semiconductor manufacturers — Material/equipment manufacturers — Semiconductor users (OEMs)

Publication: DRAM/SRAM Market Trends and Opportunities (4/89) — Report

Expert Type: Industry Analyst

Harbor Research Corporation

Mr. Glen Allmendinger, President

Telephone: 617/720-1075

77 North Washington Street

Boston, MA 02114

Expertise: Computer-integrated manufacturing

Expert Type: Consultant

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

Mr. Kenneth Blackford, President

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960 N. San Antonio Road, #130

Los Altos, CA 94022

Expertise: Computer industry (broad overview) — Minicomputers — Terminals — Workstations

For: Computer vendors — MIS executives — Market researchers/financial analysts

Publication: Computer Industry Update — Newsletter

Expert Type: Industry Analyst

IMS America, Ltd.
Mr. Jeremy Allen, President

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Expert Type: Management Only

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Expertise: Reseller purchases of microcomputers — Distribution analysis/microcomputers — Reseller sales, microcomputer products

For: Microcomputer vendors — Microcomputer peripherals vendors — Microcomputer software publishers

Publication: National Computer Reseller Report

Expert Type: Industry Analyst

IMS America, Ltd.

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Fax: 215/834-4600

Expertise: Microcomputers — Peripherals — Software, business — Desktop publishing — Monitors/distribution channels

For: Computer vendors — Peripheral/software vendors — Financial community

Publication: National Computer Reseller Report

Expert Type: Industry Analyst

IMS America, Ltd.

Ms. Evelyn Eldridge, Account Analyst

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

For: Microcomputer vendors — Software vendors — Peripherals vendors

Expert Type: Industry Analyst

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

For: Microcomputer vendors — Software vendors — Peripherals vendors

Expert Type: Industry Analyst

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Mr. Ralph Ferro, INSIGHT Specialist

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Expertise: Computer retail sales — Peripherals retail sales — Computer reseller channels

For: Microcomputer vendors — Software vendors — Peripherals vendors

Expert Type: Industry Analyst

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Expertise: Microcomputer distribution flow — Reseller distribution channel — Printers — Micro marketing — Product development

For: Computer vendors — Printer vendors — Researchers

Publication: National Computer Reseller Report — Report

Expert Type: Industry Analyst

IMS America, Ltd.

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Expertise: Statistical analysis

For: Computer vendors — Computer resellers — Market research firms

Expert Type: Industry Analyst

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Mr. Kurt Weaver, INSIGHT Specialist

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Expertise: Retail specialty channel, microcomputers — Retail specialty channel, software — Retail specialty channel, peripherals — Market planning reference

For: Computer vendors — Financial firms (Wall Street)

Publication: National Computer Reseller Report — Report

Expert Type: Industry Analyst

INPUT

Mr. Robert Goodwin, Director/Vendor Research Programs

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Mountain View, CA 94041-1194

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Expertise: Software products — Network processing services — Systems integration — Turnkey systems — Customer service and support

For: Communications vendors — Communications users — Computer vendors

Expert Type: Industry Analyst

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For: Communications vendors — Communications users — Computer vendors

Expert Type: Industry Analyst

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Expertise: Computers — Microcomputers — Midrange computers — Software — UNIX

For: Computer vendors — Computer software vendors

Publication: Applications Connectivity — Multiclient study — \$19,500

Expert Type: Industry Analyst

INTECO Corporation
Mr. Thomas E. Bachman, President & CEO

Telephone: 44-831-9006

20 Red Lion Street
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Expertise: Computers — Microcomputers — Midrange computers — Software — UNIX

For: Computer vendors — Computer software vendors

Publication: Applications Connectivity — Multiclient study — \$19,500

Expert Type: Industry Analyst

ITOM International Co.
Mr. Omri Serlin, President

Telephone: 415/948-4516

P.O. Box 1450
Los Altos, CA 94023

Fax: 415/948-9153

Expertise: Fault tolerant systems — Transaction processing — Parallel processing — Supercomputers — Minisupercomputers

For: Computer hardware/software vendors — Investors/financial analysts — Large end users

Publication: FT Systems — Newsletter

Expert Type: Industry Analyst

Ideascope Associates, Inc.
Ms. Peg Krome, Sr. Associate

Telephone: 617/492-7666

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Cambridge, MA 02138

Expert Type: Consultant

In-Stat, Inc.
Mr. Jack Beedle, President

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Expertise: Semiconductors — Telecommunications — Instrumentation, computers — Computers — IDSN

For: Semiconductor manufacturers — Electronics manufacturers

Publication: Semiconductor Market Service/Semiconductor Product Service — Service — \$18,500/year each

Expert Type: Industry Analyst

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Expert Type: Industry Analyst

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Expertise: Semiconductors — Telecommunications — Instrumentation, computers — Computers —
ISDN

For: Semiconductor manufacturers — Electronics manufacturers

Publication: Semiconductor Market Service — Service — \$18,500/year

Expert Type: Industry Analyst

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Expertise: Semiconductors — Telecommunications — Instrumentation, computers — Computers —
ISDN

For: Semiconductor manufacturers — Electronics manufacturers

Publication: Semiconductor Market Service — Service — \$18,500/year

Expert Type: Industry Analyst

Index Group, The
Mr. Gary K. Gulden, Sr. Vice President

Telephone: 617/492-1500
5 Cambridge Center
Cambridge, MA 02142

Expertise: Information systems

For: Fortune 1000

Expert Type: Consultant

InfoCorp

Mr. Lew Brentano, Analyst

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Expert Type: Industry Analyst

InfoCorp

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Expertise: Value-added resellers

Expert Type: Industry Analyst

InfoCorp

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Expertise: Computer industry

Expert Type: Industry Analyst

InfoCorp

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Expertise: Microcomputers — Microcomputer software

Expert Type: Industry Analyst

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Mr. Jim Cowan, Analyst, Library

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Expertise: Software

Expert Type: Industry Analyst

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Expertise: Storage, computer

Expert Type: Industry Analyst

InfoCorp

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Expertise: Market research, microcomputers — Market research, home computers — Computer store sales

For: Computer vendors

Publication: Microsystems User Trend Analysis Program (MUTAP) — Service — \$16,500/year

Expert Type: Industry Analyst

InfoCorp

Ms. Sandy Gant, Director, Midrange Systems

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Expertise: Midrange systems

Expert Type: Industry Analyst

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Expertise: Value-added resellers

Expert Type: Industry Analyst

InfoCorp

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Expertise: Printers

Expert Type: Industry Analyst

InfoCorp

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Expertise: Software

Expert Type: Industry Analyst

InfoCorp

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Fax: 408/980-4350

Expertise: Microcomputers — Microcomputer software

For: Microcomputer vendors — Microcomputer users

Expert Type: Industry Analyst

InfoCorp

Ms. Karen Laughlin

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Expertise: Online searching

For: Computer hardware vendors — Computer software vendors — Distributors/resellers

Expert Type: Industry Analyst

InfoCorp

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Expertise: Desktop PCs

Expert Type: Industry Analyst

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Expertise: Computer industry

Expert Type: Industry Analyst

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Expertise: Software, midrange systems — DBMS — Office automation — Application software —
Operating systems (UNIX, GUI)

Expert Type: Industry Analyst

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Expert Type: Industry Analyst

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Expertise: Storage

Expert Type: Industry Analyst

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Expert Type: Industry Analyst

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Expertise: Printers

Expert Type: Industry Analyst

InfoTech

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Expertise: Optical publishing — CD-ROM — Electronic publishing

For: CD-ROM vendors — CD-ROM publishers — Optical systems vendors

Publication: Optical Publishing Industry Assessment 2 (OPIA2) — Report

Expert Type: Industry Analyst

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

For: Network vendors — Telecom vendors — Printer vendors

Publication: Distributed Network Systems — Service — \$16,900/year

Expert Type: Industry Analyst

Infonetics, Inc.

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Electronic messaging

For: Network vendors — Telecom vendors — Printer vendors

Expert Type: Industry Analyst

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Electronic messaging

For: Network vendors — Telecom vendors — Printer vendors

Expert Type: Industry Analyst

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Electronic messaging

For: Network vendors — Telecom vendors — Printer vendors

Expert Type: Management Only

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Expertise: Local area networks — Network management

For: Network vendors

Expert Type: Industry Analyst

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Expertise: Local area networks — Network management

For: Network vendors

Expert Type: Industry Analyst

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

For: Network vendors — Telecom vendors — Computer vendors

Expert Type: Industry Analyst

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Expertise: Local area networks — Network management

For: Network vendors — Telecom vendors

Expert Type: Industry Analyst

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

For: Network vendors — Telecom vendors — Computer vendors

Expert Type: Industry Analyst

Infonetics, Inc.

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Fax: 408/746-2418

Expertise: Image processing — Printers — Communications, desktop

For: Printer vendors — Information systems users

Expert Type: Industry Analyst

Infonetics, Inc.

Mr. Thomas E. White, Chairman & Principal Analyst

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

For: Network vendors — Network management — Printers

Expert Type: Industry Analyst

Information Gatekeepers, Inc.

Dr. Paul Polishuk, President

Telephone: 617/738-8088

214 Harvard Avenue

Boston, MA 02134

Fax: 617/734-8562

Expertise: Fiber optics — ISDN — LANs — Telecommunications — Policy and regulation

For: Government — Telecom vendors

Expert Type: Industry Analyst

Information Intelligence Sciences, Inc.

Mr. Howard L. Johnson, President

Telephone: 303/693-8291

15694 E. Chenango

Aurora, CO 80015

Expertise: Parallel computing — Super computing — Data systems/network security — Computer
integrity/assurance of service — Computer trojan horses and viruses

For: Computer manufacturers — Data processing executives — Commercial/government users

Publication: A Guide to Vector and Parallel Processors

Expert Type: Industry Analyst

Information Network, The
Dr. Robert Castellano, President

Telephone: 415/922-6479
2295 Vallejo Street
San Francisco, CA 94123

Expertise: ICs — Processing equipment and materials — LANs — Computers — Fiber optics

For: Semiconductor manufacturers — Semiconductor equipment vendors — LAN vendors

Publication: RISC Architecture Trends & Markets — Report

Expert Type: Industry Analyst

Information Publishing Corporation

Mr. Joe Fulvio

Telephone: 713/974-6637

P.O. Box 42382
Houston, TX 77242

Fax: 713/974-6272

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

For: Telecom vendors

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

Expert Type: Industry Analyst

Information Publishing Corporation

Mr. Marc Ostrofsky, President

Telephone: 713/974-6637

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Houston, TX 77242

Fax: 713/974-6272

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

For: Telecom vendors

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

Expert Type: Industry Analyst

Infotext Publishing, Inc.

Mr. Rich Parkhill, Managing Editor

Telephone: 714/551-9179

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

Expertise: Audiotext — Regulatory issues — Interactivity — Gateways — Fax networks

Publication: InfoNews — Newsletter — \$249/year

Expert Type: Industry Analyst

Infotext Publishing, Inc.
Ms. Lenda Whitely, News Editor

Telephone: 714/551-9179

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Irvine, CA 92714

Expertise: Audiotext — Regulatory issues — Interactivity — Gateways — Fax networks

Publication: InfoNews — Newsletter — \$249/year

Expert Type: Industry Analyst

Insight Onsite
Mr. Willard Booth, President

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1378 Olympus Drive
San Jose, CA 95129-4417

Fax: 408/252-2299

Expertise: Semiconductors — Microcomputers — Software, microcomputer

For: Semiconductor component manufacturers — Semiconductor end-users — Computer manufacturers

Publication: Programmable Logic (PLD) Market Report — Report — \$4,000

Expert Type: Industry Analyst

Institute for Graphic Communication (BIS CAP International)

Mr. Dick Murray, President

Telephone: 617/891-1550

77 Rumford Avenue, #5
Waltham, MA 02154

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Expertise: Printing technologies — Scanners — Graphics — Electronic imaging — Image processing

For: Electronic publishers — Image scanner vendors — Communications vendors

Publication: Electronic Imaging Conference — Conference — \$495

Expert Type: Industry Analyst

Institute for Graphic Communication (BIS CAP International)

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Expertise: Printing technologies — Scanners — Graphics — CD-ROM — Electronic document systems

For: Electronic publishers — Image scanner vendors — Communications vendors

Expert Type: Industry Analyst

Institute for the Future

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Expertise: Teleservices

Expert Type: Industry Analyst

Background: Prior to joining Institute for the Future, Richard Adler taught communications at Stanford and UCLA.

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Expertise: Computer systems applications — Communications applications

Expert Type: Management Only

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Expertise: Communications — Teleconferencing

For: Communications end-users

Expert Type: Industry Analyst

Background: Jeff Charles holds a Ph.D. in Communications from Stanford.

Institute for the Future

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Expertise: Emerging technologies — Groupware — Workstations

Publication: Groupware — Book — \$27.95

Expert Type: Industry Analyst

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Expertise: Semiconductor industry — Electronics industry

Expert Type: Industry Analyst

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Expertise: Service, support, training — Groupware — Human resource planning — Organizational development — Team building

For: Computer vendors — MIS executives

Publication: Update on Training Vendors — Report

Expert Type: Industry Analyst

Institute for the Future
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Expertise: Artificial intelligence — Computer security

Expert Type: Industry Analyst

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Expertise: Information technology, long-term impact

For: Computer/telecom vendors

Publication: Future Tense — Magazine (contributing editor)

Expert Type: Industry Analyst

Background: Paul Saffo holds a J.D. from Stanford.

Institute for the Future

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Expertise: Computer conferencing — Electronic mail — Economics, international trends

Expert Type: Industry Analyst

Institute for the Future

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Expertise: Forecasts, economic

Expert Type: Industry Analyst

Background: Greg Schmid holds a Ph.D. in Economics from Columbia.

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Expertise: Integrated circuits — MOS technology — Bipolar technology

For: Semiconductor industry executives

Expert Type: Industry Analyst

Background: Mr. Denboer is responsible for ICE's lab operations worldwide, specializing in developing special and/or new analysis techniques. He has received two patents.

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Expertise: Integrated circuits, processing — Integrated circuits, laboratory — Integrated circuits, market research

For: Electronics industry executives — Semiconductor industry executives

Expert Type: Industry Analyst

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Expertise: Integrated circuit design — Wafer fabrication — Computer systems — Data communications implementation

For: Semiconductor industry executives

Expert Type: Industry Analyst

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For: Electronics industry executives — Semiconductor industry executives

Expert Type: Industry Analyst

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For: Electronics industry executives — Semiconductor industry executives

Publication: Status 1989-A Report On The Integrated Circuit Industry — Report

Expert Type: Industry Analyst

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Expertise: Advertising, developing effective — Graphic design, technical publications — Graphic design, literature — Visual aids, creation of — Graphic arts, management of

For: Semiconductor management — Engineering management — Production engineers

Publication: Visual Inspection Criteria — ICE publication

Expert Type: Industry Analyst

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Expertise: Integrated circuits — Wafer fabrication management — Process control

For: Semiconductor industry executives

Expert Type: Industry Analyst

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Expertise: Integrated circuits — ASICs

For: Semiconductor manufacturers — Semiconductor OEMs — Semiconductor user

Expert Type: Industry Analyst

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For: Semiconductor industry executives

Expert Type: Industry Analyst

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Expertise: Integrated circuits, construction — Integrated circuits, failure analysis — MOS technology — Bipolar technologies

For: Semiconductor industry executives

Expert Type: Industry Analyst

Integrated Computer Systems

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Expertise: Communications — Networks

Expert Type: Consultant

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For: Marketing managers

Expert Type: Consultant

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Expert Type: Industry Analyst

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Expert Type: Industry Analyst

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Expert Type: Industry Analyst

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Expert Type: Industry Analyst

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Publication: Market Research for Innovative Products (High Technology Marketing Review) — Article

Expert Type: Industry Analyst

Intelligence Newsletter
Mr. Edward Rosenfeld

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New York, NY 10025-1510

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

For: Government/Defense contractors — Electronics/semiconductor manufacturers — Financial institutions

Publication: Intelligence—The Future of Computing — Newsletter — \$295

Expert Type: Industry Analyst

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Expertise: Software application maintenance — Computer-aided software engineering — Database management systems — Application software product selection — Software, application development

Publication: Bulletin: The Commercialization of Reverse Engineering

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Expert Type: Industry Analyst

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Expertise: IBM, organization — IBM, processors — Computer leasing industry

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Expert Type: Industry Analyst

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Expertise: Extended industry standard architecture — IBM, personal computers — Personal computers

Expert Type: Industry Analyst

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Expert Type: Industry Analyst

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Expertise: Computer leasing

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For: Microsoft Corporation — Unisys Defense Systems Organization — Federal Reserve Board

Publication: Who Says Big Is Beautiful? — IDC Pub #4207

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For: Hardware vendors — DEC hardware users — DEC software users

Publication: DEC's High End Strategy — Bulletin — \$500

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Publication: Storage Service — Service — \$16,500

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Expertise: IC packaging, high density — Interconnection technology — Waferscale integration —
Hybrid circuits — IC cost/performance tools

For: Semiconductor industry — Semiconductor OEMs — Interconnection industry

Publication: Leading Edge IC Packaging — Multiclient study — \$18,000

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For: Semiconductor industry — Semiconductor OEMs — Interconnection industry

Publication: Leading Edge IC Packaging — Multiclient study — \$18,000

Expert Type: Industry Analyst

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For: Computer vendors

Expert Type: Consultant

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For: Telecom vendors — Computer vendors — Large end-users

Publication: Online Transaction Processing — Report

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For: Systems vendors — Software and service vendors — Financial and investment institutions

Publication: The IBM Directions Report — Report — \$7,500

Expert Type: Industry Analyst

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Expertise: Software — CASE — Expert systems — Workstations, intelligent

For: DP professionals — Advanced computing technology users — MIS executives

Publication: The James Martin Productivity Series — Report — \$795

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Publication: The James Martin Productivity Series — Report — \$795

Expert Type: Industry Analyst

James Martin Report, Inc.
Mr. James Martin

Telephone: 617/639-1958

P.O. Box 969
Marblehead, MA 01945

Fax: 617/631-2280

Expertise: Software — Computers — Telecommunications — IBM — MIS

For: MIS managers — Advanced computing technology users

Publication: The James Martin Productivity Series — Report — \$795

Expert Type: Industry Analyst

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Expertise: Software — CASE — Expert systems — Workstations, intelligent

For: DP professionals — Advanced computing technology users — MIS executives

Publication: The James Martin Productivity Series — Report — \$795

Expert Type: Industry Analyst

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For: DP professionals — Advanced computing technology users — MIS executives

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Expert Type: Industry Analyst

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Expertise: Decision support systems — Executive information systems

For: MIS executives

Expert Type: Industry Analyst

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Mr. Jerome Svigals, President

Telephone: 415/365-5920
221 Yarborough Lane
Redwood City, CA 94061

Fax: 415/363-2198

Expertise: Smart cards — Electronic banking

For: Electronic banking industry

Publication: Smart Cards and Comments/Electronic Banking Opportunities — Newsletters

Expert Type: Industry Analyst

Jupiter Communications Company
Ms. Barbara Bevan

Telephone: 212/941-9252
594 Broadway, #1003
New York, NY 10012

Fax: 212/941-7376

Expertise: Telecommunications — Information services, consumer — Videotex

For: Telecommunications vendors — Information services vendors

Expert Type: Industry Analyst

Jupiter Communications Company
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New York, NY 10012

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Expertise: Telecommunications — Information services, consumer — Videotex

For: Telecommunications vendors — Information services vendors

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

Expert Type: Industry Analyst

Jupiter Communications Company
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Telephone: 212/941-9252
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Expertise: Telecommunications — Information services, consumer — Videotex

For: Telecommunications vendors — Information services vendors

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

Expert Type: Industry Analyst

KE Publishing Corp.
Mr. Louis Giacalone, President

Telephone: 212/645-2066
P.O. Box 366 Village Station
New York, NY 10014

Expertise: Expert systems — Artificial intelligence — Information management — Telecom —
Computer architecture

For: Advanced computing technology vendors — Advanced computing technology users — Investors

Publication: Intelligent Systems Analyst — Newsletter

Expert Type: Industry Analyst

KE Publishing Corp.
Mr. Dan Shafer, Editor

Telephone: 212/645-2066
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New York, NY 10014

Expertise: Expert systems — Artificial intelligence — Information management — Computer graphics
— Computer architecture

For: Advanced computing technology vendors — Advanced computing technology users — Investors

Publication: Intelligent Systems Analyst — Newsletter

Expert Type: Industry Analyst

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Mr. John N. Kessler, President

Telephone: 401/849-6771
America's Cup Av @ 31 Bridge Street
Newport, RI 02840

Fax: 401/847-5866

Expertise: Fiber optics markets

For: Telecom vendors — Network managers/installers

Publication: Fiberoptic Marketing Intelligence — Newsletter — \$275/year

Expert Type: Industry Analyst

LINK Resources Corporation

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79 Fifth Avenue, 12th Floor
New York, NY 10003

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Expertise: Consumer teleservices - Consulting, IDC — Consumer teleservices - Consulting, LINK

For: Telecom vendors — Information services vendors

Expert Type: Industry Analyst

LINK Resources Corporation

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Expertise: Personal computing — Residential telecommunications — Consumer electronics — Office automation — Information technology

For: Telecom vendors — Computer vendors — Consumer electronic vendors

Publication: Consumer PC Market — 5 year outlook

Expert Type: Industry Analyst

LINK Resources Corporation

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Expertise: Artificial intelligence — Finance - banking, investment, financial — Information Services — CD-ROM — Database markets

Expert Type: Industry Analyst

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Expertise: Entertainment, electronic

Expert Type: Industry Analyst

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Expert Type: Management Only

LINK Resources Corporation
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Expertise: Surveys

Expert Type: Industry Analyst

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Expertise: CD-ROM — Cable television — Consumer electronics — Fiber optics — High definition television

Expert Type: Industry Analyst

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Expertise: Facsimile — Home office — Work-at-home market

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Expertise: AT&T, voice — Communications industry — Consumer teleservices — Fiber optics —
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Expert Type: Industry Analyst

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Expertise: AT&T, voice communications — AT&T, residential communications —
Telecommunications

Expert Type: Industry Analyst

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Expertise: Cable television — Compact disc, interactive — Consumer electronics — Entertainment,
electronic — Home video

For: Telephone company planners — Entertainment conglomerate executives

Publication: Telephone Companies/The Future of Cable Television — Multiclient study

Expert Type: Industry Analyst

LINK Resources Corporation

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Expertise: Artificial intelligence — Data communications — Business/professional market —
Communications industry - general — Consumer teleservices

For: Information services vendors — Telecom vendors — Publishers

Publication: Electronic Marketing — Multiclient study

Expert Type: Industry Analyst

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Expertise: Apple Macintosh markets — Communications, interactive media — Macintosh markets —
Personal computers, consumer education — Personal computers, software

Expert Type: Industry Analyst

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Expertise: Finance — European information industry — Banking

Expert Type: Industry Analyst

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Expert Type: Industry Analyst

LINK Resources Corporation

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Expertise: AT&T, data communications — Communications industry, services — Consumer
teleservices — Data communications — Information services industry

For: Telecom vendors — Enhanced service providers — Direct marketing/teleshopping firms

Publication: Strategies in Gateway Provision — Interview with RBOC

Expert Type: Industry Analyst

Ledgeway Group

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Expertise: Service and support, customer — Systems integration — Network management — Network
support — Services, professional

For: Information technology vendors

Publication: 1988 Network/Communications Market Trends Report — Report

Expert Type: Industry Analyst

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Expert Type: Industry Analyst

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Expertise: Customer service — Customer support — Computer service industry trends

Publication: Trends and Forecast, Customer Service Industry — Report

Expert Type: Industry Analyst

Lewis Research Corporation

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108 East Fremont Avenue, #122

Sunnyvale, CA 94087

Expertise: Microcomputers — Microcomputers, development — Microcomputers, marketing —
Microcomputers, distribution

For: Microcomputer vendors — Microcomputer product vendors

Publication: Jan Lewis's Computer Insights — Newsletter

Expert Type: Industry Analyst

Lucid Information Services

Ms. Sandy Crabtree, President

Telephone: 408/496-0248

2880 San Tomas Expressway, #105

Santa Clara, CA 95051

Expertise: Semiconductor industry — Electronics industry publications — Artificial intelligence —
Robotics

For: Strategic marketing executives — Technical and legal community — Market researchers

Expert Type: Consultant

Magnetic Press Inc.

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503 Broadway

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Fax: 212/334-4729

Expertise: Digital audio tape (DAT) — Media, new — Artificial intelligence — Connectivity —
Information management

For: Publishers — Media companies — System/service developers

Publication: Digital Applications of Digital Audio Tape — Report — \$200

Expert Type: Industry Analyst

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Information management

For: Publishers — Media companies — System/service developers

Publication: Digital Applications of Digital Audio Tape — Report — \$200

Expert Type: Industry Analyst

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Expert Type: Consultant

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Publication: Packaged Software Report — Report

Expert Type: Industry Analyst

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For: Systems vendors — Software developers

Expert Type: Industry Analyst

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Expertise: Computers

Publication: Small Business Computer News — Report

Expert Type: Industry Analyst

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Publication: Distributed Processing Report — Report

Expert Type: Industry Analyst

Market Intelligence Research Company

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Expertise: Medical — Healthcare — Biotechnology — Pharmaceuticals

For: Medical-related marketing directors — Marketing managers — Product managers

Expert Type: Industry Analyst

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Expertise: Biotechnology — Pharmaceuticals — Surgical/diagnostic equipment

For: Manufacturers

Publication: Ophthalmic Surgical Devices Equipment — Report

Expert Type: Industry Analyst

Market Intelligence Research Company

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Expert Type: Management Only

Market Intelligence Research Company

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Expertise: Industrial automation — Sensors — Test and measurement — Process control — Computers

For: Computer marketing managers — Sensors vendors — Industrial equipment vendors

Publication: Intelligent Sensors Market — Report

Expert Type: Industry Analyst

Market Intelligence Research Company

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Fax: 415/961-5042

Expertise: Long distance service — Operator services — Online databases — Optical character readers/scanners

Publication: Long Distance Service Markets Study — Report

Expert Type: Industry Analyst

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Expertise: Telecommunications — Multiplexers

For: Telecom vendors

Publication: Multiplexer Markets — Report — \$1,695

Expert Type: Industry Analyst

Maxi/Micro, Inc.

Mr. Jack Epstein, Chairman

Telephone: 516/487-3618

36 Vanderbilt Drive
Great Neck, NY 11020

Expertise: Telecom, strategic marketing, research — IS, strategic marketing, research — Organization, compensation, recruiting — Computer systems applications — Systems integration/strategic planning

For: IS hardware/software/service providers — Telecom vendors — Large end-users

Publication: Multiclient Study of Commercial Systems Integration Opportunities

Expert Type: Industry Analyst

Background: Jack Epstein was formerly V.P. of the Systems Integration Group at IDC.

McQuillan Consulting

Dr. John M. McQuillan, President

Telephone: 617/471-6754

4 Kennedy Road
Cambridge, MA 02138

Expertise: Telecommunications networks — Networks, telecommunications

For: Communications vendors — Communications end-users

Publication: National Connectivity Symposium on LANs, Links and Integrated Networks. — Seminar

Expert Type: Consultant

Background: Dr. McQuillan is one of the foremost authorities on computer networks and communications systems.

MediaMap/Cambridge Communications, Inc.

Ms. Audrey Handelman, Research Director, Computer Industry

Telephone: 617/643-5700

7 Central Street

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Expertise: Computer related media — Media, general technology

For: Computer vendors — Computer industry PR firms

Publication: The MediaMap Micro Report/MediaMap Alert — Report/Newsletter

Expert Type: Industry Analyst

MediaMap/Cambridge Communications, Inc.

Mr. John Pearce, President

Telephone: 617/646-4800

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Arlington, MA 02174

Expertise: 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

Publication: MediaMap Micro Report — Service — \$1,450

Expert Type: Industry Analyst

Meta Group, The

Mr. Jack Brown, Executive Vice President, Marketing & Sales

Telephone: 203/226-META

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Expert Type: Management Only

Meta Group, The

Mr. Marc Butlein, Chairman & Director/Large Systems Strategies

Telephone: 203/226-6382

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Expertise: Large systems — Asset management — Strategic planning

For: MIS executives — Computer vendors

Expert Type: Industry Analyst

Meta Group, The
Mr. Chris Christiansen, Program Director

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Fax: 203/226-9009

Expertise: Midrange systems

For: Midrange systems end-users — Midrange systems vendors

Expert Type: Industry Analyst

Background: Chris Christiansen was formerly DEC watcher at DG and Wang.

Meta Group, The
Mr. Mike Egan, Program Director, Large Systems

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Expertise: Large systems

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Expert Type: Industry Analyst

Meta Group, The
Mr. Donald Goodspeed, Vice President

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19 Ludlow Road
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Fax: 203/226-9009

Expertise: Maintenance and service plans for users

For: MIS executives

Expert Type: Industry Analyst

Background: Donald Goodspeed was with IBM for 25 years.

Meta Group, The
Mr. Jack Karp, Vice President, Desktop Computing

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Fax: 203/226-9009

Expertise: Desktop computing

For: Computer vendors — Computer end-users

Expert Type: Industry Analyst

Background: Jack Karp was formerly VP of PC Division at Gartner Group.

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Fax: 203/226-9009

Expertise: IBM software strategies, OLTP, DBMS — LANs, PCs and servers — Networking and connectivity — DEC strategies — Information industry trends in the 90s

For: MIS executives — Computer vendors — Telecom users and vendors

Publication: DEC: Challenge for the 90's — Conference

Expert Type: Industry Analyst

Micro Software Marketing
Mr. Scott Witt, President

Telephone: 914/268-5925

P.O. Box 380
Congers, NY 10920

Expertise: Software marketing

For: Software Publishers & Developers — Marketers — PR people

Publication: Micro Software Marketing — Newsletter

Expert Type: Industry Analyst

MicroDesign Resources Inc.
Mr. Michael Slater, President

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550 California Avenue, #320
Palo Alto, CA 94306

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Expertise: Microprocessor technology — Personal computer technology — Memory technology — Semiconductor industry — Personal computer industry

For: Microcomputer-based system designers — PC and IC technical managers — Analysts/investors

Publication: Microprocessor Report — Newsletter

Expert Type: Industry Analyst

Model Systems Consultants, Inc.
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Stamford, CT 06901

Fax: 203/324-7051

Expertise: Database management — Systems development methods — Object-oriented systems design — CASE

For: MIS executives — Computer vendors — CASE tools buyers

Publication: Gartner Group Research on DB2, MUS/ESA

Expert Type: Consultant

Background: Christopher Bird was formerly Program Director (Database and Operating Systems) at Gartner Group.

Monosson Technology Enterprises
Mr. Adolf F. (Sonny) Monosson, Publisher

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Expertise: DEC — Leasing industry — Used computer industry — Venture leasing industry

For: Computer vendors — Telecom vendors — Financial institutions

Publication: The Monosson Report on DEC and IBM — Newsletter — \$445/year

Expert Type: Industry Analyst

Morgan-Rand Research, Inc.
Ms. Kathryn Thompson, President

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Philadelphia, PA 19103-4350

Fax: 215/259-4810

Expertise: Technology companies

For: Librarians — Market researchers

Publication: The Morgan Report on Directory Publishing — Newsletter — \$60/year

Expert Type: Industry Analyst

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Fax: 215/259-4810

Expertise: Technoolgy companies

For: Librarians — Market researchers

Publication: The Morgan Report on Directory Publishing — Newsletter — \$60/year

Expert Type: Industry Analyst

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Expertise: Computer crime — Computer security — Computer ethics — Computer law

For: Computer security vendors — Computer users — Auditors/attorneys

Publication: Commitment to Security — Book

Expert Type: Industry Analyst

National Software Testing Laboratories, Inc.

Mr. Michael D. Stern, Publisher

Telephone: 215/941-9600

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Box 1000

Plymouth Meeting, PA 19462

Fax: 215/941-9952

Expertise: Software testing & evaluation — Hardware testing & evaluation — Microcomputer systems & peripherals — Business applications, general — Performance/compatibility/usability

For: PC coordinators — MIS/DP executives — Computer vendors

Publication: Software Digest Ratings Report

Expert Type: Industry Analyst

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Expertise: UNIX computers/performance measurement — Testing, hardware/software applications — Testing, quality assurance — Testing, local area networks — Testing, remote terminal emulator

For: UNIX vendors — UNIX users — Systems integrators

Publication: Business Benchmark — Test result

Expert Type: Industry Analyst

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Publication: Business Benchmark — Test result

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For: MIS executives — Computer vendors

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New Castle Publications
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Expertise: Hypermarket, advanced technology — Interactive electronics — Interactive telecommunications — Digital video interactive

For: Marketing executives

Publication: The Seelinger Report — Newsletter — \$485/year

Expert Type: Industry Analyst

NewsFaces, Inc.
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Expertise: Publications, high-tech — Editors, high-tech publications

For: Marketing managers — Public relations directors — Advertising agencies

Publication: NewsFaces in High Technology — Directory — \$495

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For: Marketing managers — Public relations directors

Publication: NewsFaces in High Technology — Directory — \$495

Expert Type: Industry Analyst

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Expertise: Computer-based control systems markets — Supercomputing equipment/service markets —
Datacom equipment/service markets — Microcomputing/business markets — Systems integration
markets

For: Computer manufacturers — Systems integrators — Telecom services/products vendors

Publication: Market Trends Digest

Expert Type: Industry Analyst

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Expertise: Telecommunications market, world — Central office equipment market — Asia/Pacific
telecommunications market — Telecom PTT regulatory environments — Europe 1992

For: Telecom Vendors: AT&T, Northern, Alcatel — PTT's — Management Consultants

Publication: Eastern Europe: Trading Caviar for Central Office Equipment Letter — Article in Telecom
Strategy — \$995 (12 issues)

Expert Type: Industry Analyst

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Expertise: Telecom equipment — Data communications — Voice communications — AT&T — IBM,
telecom

For: Telecom vendors — Telecom carriers — PTTs

Publication: The Telecom Strategy Letter — Newsletter — \$995/year

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Expertise: Telecom equipment — Data communications — Voice communications — AT&T — IBM, telecom

For: Telecom vendors — Telecom carriers — PTTs

Publication: The Telecom Strategy Letter — Newsletter — \$995/year

Expert Type: Industry Analyst

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Publication: The Telecom Strategy Letter — Newsletter — \$995/year

Expert Type: Management Only

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Publication: The Telecom Strategy Letter — Newsletter — \$995/year

Expert Type: Management Only

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Expert Type: Industry Analyst

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OmniMark Group

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4029 Rosa Road
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Expertise: Peripherals — Printers

For: Peripherals vendors — Printer vendors — Computer vendors

Publication: Professional Computer Printers: Meeting User Needs — Report — \$2,495

Expert Type: Industry Analyst

PCW Industry Publishing (P.C. Letter)

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Telephone: 415/592-8880

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Expertise: Personal computers

For: Computer/software vendors — MIS executives — Industry suppliers

Expert Type: Industry Analyst

PLB Associates
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Expertise: Digital facsimile products/industry — PC fax cards and systems — Color printer industry —
Image scanners/OCR — Electronic document systems

Publication: Color Printing and Imaging Industry — Report

Expert Type: Industry Analyst

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Telephone: 415/968-4374

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Mountain View, CA 94043

Fax: 415/964-2027

Expertise: Technical computing, supercomputers — Technical computing, workstations —
Telecommunications — Smart cards

For: Technical computing users — Computer vendors — Telecom vendors

Publication: Applications Software Requirements for Superperformance Computing

Expert Type: Industry Analyst

Palo Alto Management Group, Inc.
Mr. Stu Lanier, Principal, Smart Card Reports

Telephone: 415/968-4656

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Expertise: Smart cards

For: Smart card vendors — Banks — Telephone companies

Publication: Smart Cards: New Directions and Emerging Applications — Report

Expert Type: Industry Analyst

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Expertise: Home automation — Smart home — Information services, computer

For: Home automation vendors — Information services vendors

Publication: Home Automation 1988: A Market Overview — Report — \$3,500

Expert Type: Industry Analyst

Patricia Seybold's Office Computing Group

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148 State Street, Suite 612
Boston, MA 02109

Fax: 617/742-1028

Expertise: Database systems — Document exchange, editable — User planning and implementation —
Training — Support

For: Office automation users — MIS directors

Expert Type: Industry Analyst

Background: Judith was formerly Manager of Office Systems for Campbell Soup Company.

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For: Corporate information systems directors — Personal computer vendors — Office automation
vendors

Publication: UNIX in the Office — Newsletter — \$495/year

Expert Type: Industry Analyst

Background: Judith Hurwitz founded Data Training Magazine and spent 4 years in end-user consulting for Apollo Computer and
John Hancock Life Insurance Company.

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Expertise: Interactive video — Computer-based training

For: Office automation users — MIS directors — DP managers

Publication: Patricia Seybold's Network Monitor — Newsletter — \$595/year

Expert Type: Industry Analyst

Background: John Kelly was formerly Director of interactive technology projects at WGBH Educational Foundation and a
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Patricia Seybold's Office Computing Group

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148 State Street, Suite 612
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Expertise: Network management and planning — PC networks — CD-ROM — Fax — Electronic mail

For: Office automation users — MIS directors

Publication: Patricia Seybold's Network Monitor — Newsletter — \$595/year

Expert Type: Industry Analyst

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Expertise: Software — Computer architecture — Information processing

For: Office automation vendors — Office automation users — MIS directors

Publication: Office Computing Report — Newsletter — \$385/year

Expert Type: Industry Analyst

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Fax: 617/742-1028

Expertise: Personal computers/workstations DEC/IBM — Software (Lotus & Microsoft) — Networking
— Communications

For: Office automation vendors — Personal computer vendors — MIS directors

Publication: Patricia Seybold's Network Monitor — Newsletter — \$595/year

Expert Type: Industry Analyst

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Expertise: User interface strategies — Computer development and design — Document architecture,
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For: Personal computer vendors — MIS directors — DP managers

Expert Type: Industry Analyst

Performance Computing, Inc.

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Fax: 312/549-4824

Expertise: Database management — Networking — Online transaction processing — Computer
software — Information processing systems

For: Database vendors — MIS executives — Venture capitalists

Publication: Database Newsletter — Newsletter — \$95/year

Expert Type: Industry Analyst

Peripheral Strategies, Inc.
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Expertise: Disk drives — Tape drives — Tape head market — Drive and media product trends —
Technology tape products, new

For: Drive manufacturers — Marketing/strategic planning executives — OEMs/systems integrators

Publication: Helical Scan Tape Market Strategy Report — Report

Expert Type: Industry Analyst

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Expertise: Rigid disk/tape-magnetic heads/media — Computer peripheral test equipment — Computer
peripheral components — Computer peripheral repair — Computer peripheral refurbishment

For: Disk Drive Manufacturers — Magnetic Component Manufacturers — Test Equipment Companies

Publication: 1989 Rigid Disk Magnetic Head/Media Market/Technology Report — \$795

Expert Type: Industry Analyst

Pinpoint Information Corporation
Mr. Harvey Golomb, President

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P.O. Box 35
Chantilly, VA 22021

Expertise: Computer news — High-tech news

For: Computer vendors — MIS executives

Publication: Computer Focus — Newsletter (daily via fax) — \$1,800/year

Expert Type: Industry Analyst

Background: Harvey Golomb publishes Computer Industry Newsletter.

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For: Software vendors — Hardware vendors — Manufacturers

Publication: Plant-Wide Expert — Newsletter — \$1,000/year

Expert Type: Industry Analyst

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Expert Type: Industry Analyst

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Expert Type: Consultant

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Expertise: Test equipment, automatic — Computer-integrated engineering — Computer-aided engineering — Computer-aided design — Test instruments

For: Strategic planners — Marketing managers — Product managers

Publication: Automatic Test Equipment Industry Service — Service — \$9,000/year

Expert Type: Industry Analyst

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Publication: Automatic Test Equipment Industry Service — Service — \$9,000/year

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For: Computer vendors — Telecommunications vendors — Network managers

Publication: Fiber Optics & Video — Report — \$3,395

Expert Type: Industry Analyst

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For: Computer vendors — Software vendors — Information systems companies

Publication: Computer Systems Module — Service — \$16,000

Expert Type: Consultant

Background: Service and support

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Expert Type: Consultant

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Publication: Computer Systems Module — Service — \$16,000

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14 Arrow Street
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Expertise: Technology transfer — Switching markets — Transmission markets — CPE markets

For: Telecom vendors — PTTs

Publication: ISDND and Switching Markets in Asia, Africa and Latin America — Multiclient study — \$2,500

Expert Type: Industry Analyst

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For: Telecom vendors — PTTs

Publication: India's Telecom Strategy — Multiclient study — \$1,850

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Expertise: Telecom markets in Eastern Europe — Telecom markets in the USSR — Switching markets
— Transmission markets — Fiber optics markets

For: Telecom vendors — PTTs

Publication: Telecom Markets in Eastern Europe — Multiclient study

Expert Type: Industry Analyst

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Expertise: Telecom markets in South America — Satellite markets — Microwave markets

For: Telecom vendors — PTTs

Publication: Telecom Markets in South America — Multiclient study — \$1,850

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Expertise: Telecom markets in East Asia — Telecom markets in the Pacific Rim — Transmission markets — PBX markets — Data communications markets

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Publication: PBX Markets in Asia — Multiclient study

Expert Type: Industry Analyst

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For: Telecom vendors — PTTs

Publication: Telecommunications Development Report — Newsletter — \$595/year

Expert Type: Industry Analyst

Pyramid Research, Inc.

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Telephone: 617/868-4725

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Expertise: Telecom markets in China and SE Asia — Fiber optics markets — PBX/KTS markets — Telecom financing — Telecom distribution

For: Telecom vendors — PTTs

Publication: China's Telecom Strategy — Multiclient study — \$1,850

Expert Type: Industry Analyst

Relayer Group, The

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Expertise: Artificial intelligence, applications — Storage, intelligent — Text retrieval, intelligent

For: Computer vendors — VARs — Application developers

Publication: AI Trends — Newsletter — \$295

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Reliability Research
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Expertise: Large systems testing & evaluation — IBM compatibles testing & evaluation — Testing, large systems — Testing, IBM compatibles

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Publication: Basic/Subscriber/Sponsor Service — Service (Consortium members)

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Expertise: ASIA, computer systems — ASIA, personal computers — ASIA, software services — ASIA, telecommunications equipment

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Publication: Hong Kong Information Industry — Report

Expert Type: Industry Analyst

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Publication: Optical Memory Information Service — Service — \$15,000

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Publication: Optical Memory Information Service — Service — \$15,000

Expert Type: Industry Analyst

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Mr. Daniel P. Baker, Manager, The S. Klein Library on Computer Graphic

Telephone: 508/443-4671

730 Boston Post Road
Sudbury, MA 01776

Fax: 508/443-8990

Expertise: CAD/CAM & CIM — Graphics, computer — Workstations, graphics — Image processing
— Presentation and video graphics

For: Computer graphics-CAD/CAM vendors — Computer graphics professionals — Computer and
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Publication: PC Graphics Hardware

Expert Type: Industry Analyst

S. Klein Library on Computer Graphics, The

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Sudbury, MA 01776

Fax: 508/443-8990

Expertise: Computer graphics — CAD/CAM — Image processing — Entrepreneurship, high-tech —
Business/Marketing, high-tech

For: Resellers (OEMs, VARs) — Systems integrators — Large volume end users

Publication: The S. Klein Newsletter on Computer Graphics — Newsletter

Expert Type: Industry Analyst

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Expertise: Machine vision — Mobile robots — Natural language — Neural networks — Optical
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For: Electronics vendors — Computer users — Fortune 500 companies

Publication: Expert Systems 1989 — Report — \$325

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For: Fortune 500 companies — Marketing directors — MIS executives

Publication: Expert Systems 1989 — Report

Expert Type: Industry Analyst

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For: Fortune 500 companies

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For: Vendors, advanced computing technology — Users, advanced computing technology

Publication: NeuralTape Video Courseware — Videotape — \$1,595

Expert Type: Industry Analyst

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Sentry Market Research

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Fax: 508/366-8104

Expertise: Software vendors' financial performance — Operating ratios — Profitability — Assets, net worth

For: Software vendors — Financial analysts — Hardware vendors

Publication: 1988 Software Industry Financial Review

Expert Type: Industry Analyst

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Expertise: Application software development - CASE — Database/4GL — Software marketing issues — Application software — Data center/system software

For: Software vendors — Hardware vendors — Investment community

Publication: CASE 1988-89 - An Analysis of Application Development Products Serving Large IBM and DEC VAX Sites

Expert Type: Industry Analyst

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Expertise: Software industry; markets/marketing — IBM Business Partners

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Publication: 1989 Software Market Study

Expert Type: Industry Analyst

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Expertise: Software firms' financial performance — Lead generation, systems designers

For: Electronics vendors — Software vendors — Hardware vendors

Publication: 1989 Electronics Industry Financial Review

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For: Computer vendors — Software vendors

Publication: The CASE way of life: To Each His Own Method — Magazine column

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Expertise: Product analysis — Market trends, early identification — Market requirements, forecasting

For: IS executives

Expert Type: Industry Analyst

Sierra Group
Mr. Jim Hamons, Analyst

Telephone: 602/838-5764

1270 East Broadway, #213
Tempe, AZ 85282

Expertise: Product analysis — Market trends, early identification — Market requirements, forecasting

For: IS executives

Expert Type: Industry Analyst

Sierra Group
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For: IS executives

Expert Type: Industry Analyst

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For: IS executives

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Soft•letter
Mr. Jeffrey Tarter, Publisher

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Watertown, MA 02172-4491

Fax: 617/924-7288

Expertise: Software — PC software — Software publishers
For: Software vendors — Computer vendors — Venture capitalists
Publication: Soft letter — Newsletter — \$285/year
Expert Type: Industry Analyst

Stanford Resources, Inc.
Mr. Joseph Castellano, President

Telephone: 408/448-4440
3150 Almaden Expressway, #229
San Jose, CA 95118

Fax: 408/723-7056

Expertise: Electronic display markets — Electronic display technologies — Flat panel displays — CRTs
For: Electronics firms
Publication: Electronic Display World — Newsletter
Expert Type: Industry Analyst

StoreBoard Inc.
Dr. Egil Juliussen, Chairman

Telephone: 214/231-0938
8111 LBJ Freeway, Suite 1313
Dallas, TX 75251

Fax: 214/231-0938

Expertise: Computer retail sales — Personal computer sales, computer stores — Distribution channels
For: Personal computer vendors — Peripheral vendors — Software publishers
Publication: Storeflash Personal Computer Report — Report — \$3,500/year
Expert Type: Industry Analyst

StoreBoard Inc.

Pat Smead

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8111 LBJ Freeway, Suite 1313
Dallas, TX 75251

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Expert Type: Industry Analyst

StoreBoard Inc.

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8111 LBJ Freeway, Suite 1313
Dallas, TX 75251

Fax: 214/231-0938

Expertise: Computer store sales trends — Computer store operations, strategies — Dealers/vendor relations — PC product sales/inventory levels

For: Computer/peripheral/software vendors — Financial and investment institutions

Publication: ComputerStores USA — Report

Expert Type: Industry Analyst

Stratedge

Mr. Pierre Fischer, President

Telephone: 408/746-2962

839 Cumberland Drive
Sunnyvale, CA 94087

Fax: 408/746-3890

Expertise: 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

Publication: US Telecom Report — Newsletter

Expert Type: Industry Analyst

Strategic Focus

Mr. Jay Prakash, President

Telephone: 408/942-1500

500 East Calaveras Blvd. #321
Milpitas, CA 95035

Fax: 408/262-1786

Expertise: CASE — Workstations

For: Computer vendors — Software vendors — Large users

Publication: CASE Markets in Europe and Japan — Multiclient study

Expert Type: Industry Analyst

Strategic Intelligence Systems, Inc.

Ms. Anita Goodzeit, Sr. Consultant

Telephone: 212/725-4550

404 Park Avenue South
Suite 1301
New York, NY 10016

Fax: 212/725-5954

Expertise: Competitor intelligence

For: Strategic planners

Publication: The Computer Industry — Service — \$15,000

Expert Type: Industry Analyst

Strategic Market Data, Inc.

Mrs. Julie A. Jeffryes, President

Telephone: 805/964-6458

5083 San Simeon Drive
Santa Barbara, CA 93111

Fax: 805/964-0570

Expertise: Tape storage devices & media — Optical storage devices & media

For: Tape Drive Manufacturers — System Integrators — Tape Media Manufacturers

Publication: Helical Scan Tape Market Strategy Report — Book — \$975

Expert Type: Industry Analyst

Summit Strategies

Mr. Thomas Kucharvy, President

Telephone: 617/266-9050

Box 364, Prudential Center Station
Boston, MA 02199

Fax: 617/437-9655

Expertise: Marketing and distribution strategy — PC's/workstation, convergence — Windowing environments — PC graphics — CAD distribution

For: Computer vendors/resellers — Software vendors — MIS executives

Publication: Strategies for Success in the 32-bit Professional Workstation Market — Planning Service (8 Reports)

Expert Type: Industry Analyst

Systems Educational Associates, Inc.

Mr. Charles S. Balsly, CDP, Vice President

Telephone: 214/869-1598

Williams Square
5215 North O'Connor Blvd #200
Irving, TX 75039

Fax: 214/869-4550

Expertise: IBM midrange computing — Systems application architecture — Systems network architecture

For: DP managers — Software vendors — Consultants

Publication: Let's Communicate — System 3X/AS Magazine

Expert Type: Industry Analyst

Background: Mr. Balsly has written numerous articles in Computerworld, PC Week, News 3X/400, Midrange Magazine and others.

Systems Educational Associates, Inc.

Ms. Monica Balsly, President

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Expertise: Systems application architecture (SAA) — Systems network architecture (SNA)

For: Software vendors

Publication: SAA Age — Newsletter — \$250/year

Expert Type: Industry Analyst

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Expertise: OS/2 systems — Systems application architecture (SAA) — Systems network architecture (SNA)

For: DP managers — Software vendors

Publication: SAA Age — Newsletter — \$250/year

Expert Type: Industry Analyst

Systems Technology Forum

Mr. Douglas D. Fulmer, Vice President of Marketing

Telephone: 800/336-7409

10201 Lee Highway, #150
Fairfax, VA 22030

Expertise: Training, communications systems — Training, networks — Training, ISDN — Training, defense data network

Expert Type: Management Only

TELEOS Resources, Inc.

Mr. Alan Fross, President

Telephone: 201/271-1121

269 Abbey Drive, Suite 1
Somerset, NJ 08873

Fax: 201/271-1381

Expertise: Telecommunications — Peripheral data communications — Digital cross connects

For: Telecom vendors

Publication: The Future of Digital Cross-Connect Systems — Report — \$2,795

Expert Type: Industry Analyst

TFS, Inc.

Mr. Paul Arabasz, Market Information Division

Telephone: 508/692-2290

238 Littleton Road
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Expertise: Field service — Distribution channels

Expert Type: Industry Analyst

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Expertise: Telecommunications

For: Telecom vendors

Expert Type: Industry Analyst

TFS, Inc.

Mr. John Gantz, Executive Vice President

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Westford, MA 01886

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Expertise: Telecommunications market — Personal computing trends — Graphics workstation and applications — Competitive analysis-DEC

For: Telecom vendors — Computer vendors

Publication: Infoworld Column

Expert Type: Industry Analyst

TFS, Inc.

Mr. Barry Gilbert, Principal, Market Information Division (MID)

Telephone: 508/692-2290

238 Littleton Road
Westford, MA 01886

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Expertise: Private networks — WANs, LANs — Datacom equipment — PBX/centrex — Network management

For: Telecom vendors — Network managers

Publication: Private Communication Networks — Report

Expert Type: Industry Analyst

TFS, Inc.

Mr. Harry Henry, Principal, COMM/SURV

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Expertise: Communications products — End-user surveys — Market modeling — Market sizing and forecasting

For: Communication vendors — Computer vendors

Publication: Private Network Market Survey

Expert Type: Industry Analyst

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Expertise: Network systems

For: Network managers

Expert Type: Industry Analyst

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Ms. Debbie Dawson

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Expertise: Personal computers — Information industry — Electronic publishing

For: Fortune 500 companies — Start-up companies

Expert Type: Industry Analyst

Background: Ms. Dawson has over 15 years experience in the electronic publishing and personal computer fields, specializing in product marketing.

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Expertise: Personal computer software — Personal computer hardware — Telecommunications — LANs — Electronic publishing

For: Fortune 500 — IS executives — Start-up companies

Publication: IBM Personal Systems Developer — Magazine

Expert Type: Industry Analyst

Background: Mr. Tabke, formerly General Manager of Mead Data Central where he established the Personal Computer Systems Group, has 22 years industry experience and holds an MBA from Harvard.

Technical Insights

Mr. Kenneth A. Kovaly, President

Telephone: 201/568-4744

32 N. Dean Street
Englewood, NJ 97631

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Expertise: Artificial intelligence — Sensors — Silicon compilers — Neural networks — Biotechnology

For: Semiconductor manufacturers — Semiconductor component manufacturers

Publication: Futuretech — Service — \$1,500

Expert Type: Industry Analyst

Technologic Partners
Mr. Richard Shaffer, Principal

Telephone: 212/696-9330

419 Park Avenue South, #500
New York, NY 10016

Fax: 212/696-9793

Expertise: Computer industry — Strategies, high-tech companies — Product development — Industry trends — Venture capital investments

For: Computer industry executives — Institutional investors — Venture capitalists

Publication: The Computer Letter — Newsletter — \$495/year

Expert Type: Industry Analyst

Background: Richard A. Shaffer is one of the industry's most respected analysts. After 15 years with The Wall Street Journal, where he was science and technology editor, he founded Technologic Partners in 1984.

Technologic Partners
Mr. Jack Wilson

Telephone: 415/924-1274

3 Walnut Avenue
Larkspur, CA 94939

Expertise: Computer industry — High tech company strategies — Product development — Industry trends

For: Computer industry executives — Institutional investors — Venture capitalists

Expert Type: Industry Analyst

Background: Jack Wilson was formerly a service director at Dataquest.

Technology Forums
Mr. Dan Ebert, Product Analyst

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80 West 78th Street, #260
Chanhassen, MN

Expertise: SCSI (small computer system integration) — IPI (intelligent peripherals interface) — Tape storage

For: Systems integrators — Computer vendors

Publication: SCSI Market Study — Report

Expert Type: Industry Analyst

Technology Forums
Mr. Joe Molina, President

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80 West 78th Street, #260
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Expertise: Data storage — Tape storage — Helical scan technology — SCSI — IPI

For: Systems integrators — Computer vendors

Publication: SCSI Source Guide — Report

Expert Type: Industry Analyst

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Fax: 512/343-6576

Expertise: International strategic planning — Industry globalization — Strategic commercial alliances
— Marketing, global — Economic policy planning, global

For: Strategic market planning executives — New technology planning, v.p. level — International
management/marketing exec.

Publication: Planning, Methods and Skills — In-house course, corporate

Expert Type: Industry Analyst

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Expertise: Organization to integrate diverse groups — Technology transfer processes/effects —
Technical education/development strategy — Persuasion and selling of ideas

For: R&D consortia/shareholder members — Fortune 500 technology companies

Publication: Organizational Commun. and Technology Transfer in R&D Consortia — Ph.D. Dissertation

Expert Type: Industry Analyst

Technology Futures, Inc.

Mr. W. J. Kennedy, Consultant

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Expertise: Telecommunications — Defense C3I — Aerospace management

For: Telecom operating companies — Technology managers/executives — Depreciation analysts

Publication: Technological Substitution in Circuit Equipment for Local Telecommunications — Telecom Report

Expert Type: Industry Analyst

Technology Futures, Inc.

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Expertise: Technology forecasting — Telecommunications — Aerospace — Government training

For: Telecom operating companies — Technology managers/executives — Fortune 500 companies

Publication: A Critical Examination of the Future Utilization and Application of Cellular Technology in Telecom —
Telecom Report — \$455

Expert Type: Industry Analyst

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Expertise: Technology forecasting — Competitive analysis — Innovation management

For: New product/process development — Strategic management — Research and development

Publication: Super Conductivity: A practical Guide For Decision Makers — Report/Book — \$195

Expert Type: Industry Analyst

Technology Futures, Inc.
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Expertise: Technology assessment and forecasting — Strategic planning — Software engineering —
Large scale systems — Training, needs assessment

For: Research and development executives — Technology planning management — Education and
training directors

Publication: The Future of Aseptic Processing and Packaging Technologies — Technology forecast

Expert Type: Industry Analyst

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Expertise: Technology forecasting — Innovation by Design — Decision analysis

For: Fortune 1000 companies — Technical professionals — Technology development executives

Publication: Superconductivity: A Practical Guide for Decision Makers — Report

Expert Type: Industry Analyst

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Fax: 512/343-6576

Expertise: Technology forecasting — Telecommunications — Strategic technology management — Software development

For: Telecom operating companies — Technology managers and executives — Depreciation analysts

Publication: Technological Substitution in Switching Equip. for Local Telecomm. — Telecom report — \$1,495

Expert Type: Industry Analyst

Technology News of America
Ms. Sharon Brady

Telephone: 212/334-9750

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Expertise: Mainframe computers — Mainframe operating systems — Minicomputers — OLTP — Peripherals

For: Mainframe users — Mainframe vendors — Mainframe third-party dealers

Publication: Computer and Communications Buyer — Newsletter — \$485/year

Expert Type: Industry Analyst

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Expertise: Mainframe computers — Mainframe operating systems — Minicomputers — OLTP — Peripherals

For: Mainframe users — Mainframe vendors — Mainframe third-party dealers

Publication: Computer and Communications Buyer — Newsletter — \$485/year

Expert Type: Industry Analyst

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Expertise: Electronic design automation — ASICs — CASE

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Publication: The Technology Research Letter — Newsletter — \$495/year

Expert Type: Industry Analyst

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Publication: The Technology Research Letter — Newsletter — \$495/year

Expert Type: Industry Analyst

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Expertise: Computer industry seminars

Expert Type: Management Only

Techvantage, Inc.

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Expertise: Product testing — Product positioning — Competitive analysis

For: Computer vendors — Telecommunications vendors — Marketing managers

Expert Type: Consultant

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Expert Type: Consultant

Telecom Publishing Group

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Telephone: 703/683-4100

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Fax: 703/739-6490

Expertise: Telecommunications — Network service and technologies — Telecommunications, international market

For: Telecommunications vendors

Publication: State Telephone Regulation Report — Newsletter — \$396

Expert Type: Industry Analyst

Telecom Publishing Group

Mr. Lee Greathouse, Associate Editor, Div. of Capitol Publications, Inc.

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1101 King Street

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Expertise: Telecommunications — Gateways — ONA — Network-based services

Publication: Enhanced Services Outlook — Newsletter — \$247/year

Expert Type: Industry Analyst

Telecom Publishing Group

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1101 King Street

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Expertise: Telecommunications industry — Telecom law and regulation — Network services and technology — Telecom marketing/policing strategies — Telecom industry trends

For: Telephone company executives — Telecom regulatory agencies — Telecom consultants and analysts

Publication: The New Video Marketplace — Conference — \$795

Expert Type: Industry Analyst

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Publication: State Telephone Regulation Report — Newsletter — \$396

Expert Type: Industry Analyst

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Expertise: Videotex — Audiotex — Public workstations — Transactional networks — Telephone policy/regulatory issues

For: Telecom vendors — Hardware vendors — Information service providers

Publication: The Mass Market Videotex Terminal — Report

Expert Type: Consultant

Background: Jim Ivers was a Sr. Industry Analyst for Consumer Teleservices at LINK Resources, and most recently was Director of Research for Jupiter Communications.

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Expertise: Healthcare — Biotechnology — Pharmaceuticals — Instrumentation, analytical

Publication: Changing Medical Markets — Newsletter

Expert Type: Management Only

Total Research Corporation
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For: Fortune 1000 Companies

Expert Type: Consultant

Total Research Corporation
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Expertise: Telecommunications

For: Fortune 1000 companies

Expert Type: Consultant

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Tulsa, OK 74133

Fax: 918/250-3958

Expertise: Broadband ISDN — Fiber optics to the home — Digital cross-connects — Digital loop carriers — Telecom operations support systems

For: Transmission equipment manufacturers — Telephone companies — Interexchange carriers

Publication: Fiber-To-The Home Market — Report — \$995

Expert Type: Industry Analyst

Background: Ex Northern Business Information.

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Expertise: Semiconductor manufacturing equipment — Semiconductor manufacturing processes — Semiconductors — VLSI — Semiconductor equipment manufacturers

For: Semiconductor equipment vendors — Semiconductor vendors — Investors

Publication: The VLSI Manufacturing Outlook — Report

Expert Type: Industry Analyst

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For: Semiconductor equipment vendors — Semiconductor vendors — Investors

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Expertise: Industrial management and control — Sensors for process variables — Discrete sensors —
Controllers, industrial — Communications, field level

Publication: Factory & Process Networking for the Sensor & Instrument Level (Analysis of Emerging Markets)

Expert Type: Industry Analyst

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Expertise: Consumer electronics — Electronics, components — Communications — Peripherals —
Industrial measurement/control

For: Electronics industry manufacturers

Publication: Standard Microcomputer Bus Board Planning Service — Service — \$2,950/year

Expert Type: Industry Analyst

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Expertise: Venture capital — Start-up companies — Corporate venturing/partnering

For: Venture capital companies — Start-up companies — Investors

Expert Type: Industry Analyst

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Expertise: Neural networks technology — Communications-based information service —
Hypertext/hypermedia

For: Computer vendors — Software vendors

Publication: Neural Networks Technology—Today and Tomorrow — Report

Expert Type: Industry Analyst

Vidmar Communications, Inc.

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For: Marketing executives

Publication: Video Technology Newsletter

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Expertise: United States economy — Economic information — US trade--imbalances & their causes —
Economic policy and recommendations — International, regional economics

For: Fortune 1000

Publication: Handbook for Raising Capital

Expert Type: Industry Analyst

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Expert Type: Management Only

Winters Group, The

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Rochester, NY 14604

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Expert Type: Management Only

Winters Group, The

Mr. Robert Berkman, Director/Information Services Development

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Temple Building, Suite 92
Rochester, NY 14604

Fax: 716/546-7427

Expertise: Information industry — High technology — Pharmaceuticals — Competitive intelligence —
Social issues

For: Marketing executive/analysts — Information specialists — Information professionals

Publication: The Information Advisor — Newsletter

Expert Type: Industry Analyst

Winters Group, The

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Expertise: International markets

Expert Type: Industry Analyst

Winters Group, The

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Expertise: Artificial intelligence

Publication: AI Capsule — Newsletter

Expert Type: Industry Analyst

Winters Group, The

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Expertise: Technology

Expert Type: Industry Analyst

Winters Group, The

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Expertise: Health care

Expert Type: Industry Analyst

Winters Group, The

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Expertise: Computers — Office equipment — Telecommunications — Information industry

For: High technology vendors — Office equipment vendors

Expert Type: Industry Analyst

Wohl Associates
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For: Information systems vendors — Computer end users — Office automation users

Publication: The Wohl Report on End-User Computing — Newsletter — \$345/year

Expert Type: Industry Analyst

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For: Information systems vendors — Computer end users — Office automation users

Publication: The Wohl Report on End-User Computing — Newsletter — \$345/year

Expert Type: Industry Analyst

Wohl Associates
Ms. Amy D. Wohl, President

Telephone: 215/667-4842

555 East City Line Ave., Suite 240
Bala Cynwyd, PA 19004

Fax: 215/664-5725

Expertise: Office automation/groupware — End-user computing, computers — Desktop/electronic publishing — Graphic user interfaces (GUIs) — Multimedia/hypermedia interfaces

For: Computer vendors — Software vendors — Fortune 1000 computer users

Publication: Wohl Conference Office Systems/Networks

Expert Type: Industry Analyst

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Fax: 215/664-5725

Expertise: Office automation/groupware — End-user computing/computers — Desktop/electronic publishing — Graphic user interfaces (GUIs) — Multimedia/hypermedia interfaces

For: Computer vendors — Software vendors — Fortune 1000 computer users

Publication: The Wohl Report on End-User Computing — Newsletter — \$345/year

Expert Type: Industry Analyst

Workgroup Technologies, Inc.
Mr. Charles H. Barney, Research Analyst

Telephone: 603/929-1166

760 Lafayette Road
Hampton, NH 03842

Fax: 603/926-3100

Expertise: Workstations — Local area networks — Technology forecasting — Systems architecture —
Operating systems

For: MIS executives — Computer hardware vendors — Independent software vendors

Publication: Workgroup Perspectives — Newsletter — \$495/year

Expert Type: Industry Analyst

Workgroup Technologies, Inc.
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760 Lafayette Road
Hampton, NH 03842

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Expertise: Midrange computers — Operating systems — Connectivity — System interoperability —
LANs

For: Computer vendors — MIS executives — End-users

Publication: Workgroup Perspectives — Newsletter — \$495/year

Expert Type: Industry Analyst

Workgroup Technologies, Inc.
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Expertise: Workstations — Personal computers — Operating systems — Electronic image automation
— Networking

For: Computer vendors — MIS executives — End-users

Publication: Workgroup Perspectives — Newsletter — \$495/year

Expert Type: Industry Analyst

Workstation Laboratories, Inc.
Mr. David Wilson, President

Telephone: 214/644-1733

8111 LBJ Freeway, #1325
Dallas, TX 75251

Fax: 214/231-0938

Expertise: Benchmarking performance — Testing, workstations — Testing, multiuser — Testing,
performance — Manufacturing, computer system costs

For: Computer system vendors — Workstation vendors

Publication: Tested Mettle (Unix Review Magazine) — Column

Expert Type: Industry Analyst

World Information Technologies

Mr. Amadee Bender, President

Telephone: 516/754-5700

260 Main Street

Northport, NY 11768

Fax: 516/754-5746

Expertise: Electrical equipment — Electrical components — Telecommunications — Materials

For: Electronics manufacturers

Publication: U.S. Surge Protector Markets — Report — \$1,800

Expert Type: Industry Analyst

Yellowstone Information Services

Mr. Roger Thibault, President

Telephone: 304/965-5548

104 Frame Road

Elkview, WV 25071

Expertise: Artificial intelligence — Neural networks — Parallel processing — Supercomputing —
Desktop publishing

For: Applications users

Publication: AI Today — Newsletter/Magazine — \$49.95

Expert Type: Industry Analyst

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Telephone: 415/572-9101

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Fax: 415/572-8745

Expertise: Computer architecture — Networks — Workstations — Optical disk storage

For: OEMs/VARs — Systems integrators — Fortune 500 companies

Expert Type: Industry Analyst

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For: OEMs/VARs — Systems integrators — Fortune 500 companies

Expert Type: Industry Analyst

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Expertise: Optical data storage industry — Information processing systems — Image processing systems

For: OEMs/VARs — Systems integrators — Fortune 500 companies

Publication: The Optical Storage Industry Business & Technology Report — Report — \$4,995

Expert Type: Industry Analyst

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 Business profiles — Cambridge Information Group Directories
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CASE industry, structured dynamics — CASE Consulting Group, Inc. — Forte, Gene
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CASE technology, practical applications — CASE Consulting Group, Inc. — Forte, Gene
CASE technology, practical applications — CASE Consulting Group, Inc. — McCulley, KaRene
CD-I — Alexander & Associates
CD-ROM — No Company — DeTray, Jeff
CD-ROM — Creative Strategies Research International — Hess, Steve
CD-ROM — DDRI, Inc.
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CD-ROM — Institute for Graphic Communication (BIS CAP International)
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CD-ROM — LINK Resources Corporation — Fischer, Peggy
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CD-ROM — Patricia Seybold's Office Computing Group — Marshak, David
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CD-ROM — Seybold Publications, Inc.
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CD-ROM databases — DDRI, Inc.
CD-ROM publishing — DDRI, Inc.
CIM — Plant-Wide Research Group — Green, Alice
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CIM trends — Gartner Group — Keller, Erik
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CPE markets — Pyramid Research, Inc. — Ambrose, William
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Competitive analysis — Techvantage, Inc.
Competitive assessment — Gartner Group — Marks, Barry
Competitive intelligence — Winters Group, The — Berkman, Bob
Competitive positioning — Decision Research Corporation — Cole, Paul
Competitive strategy — Competitive Strategy Group, The
Competitive strategy — Competitive Strategy Group, The — Keegan, Warren
Competitive strategy — Gartner Group — Caffery, William
Competitor intelligence — Fuld & Company — Fuld, Leonard
Competitor intelligence — Strategic Intelligence Systems, Inc. — Goodzeit, Anita
Competitor intelligence — see Product category
Competitor intelligence, general — Fuld & Company
Competitor performance analysis — Elsevier Advanced Technology — Fletcher, Andrew
Components — Electronic Trend Publications
Components — see Electronics, components
Components, active — Venture Development Corporation
Components, passive — Venture Development Corporation
Compound document architectures — Gartner Group — Babcock, Barbara
Compound document architecture — see Document architecture, compound
Computational complexity — Gartner Group — Caffery, William
Computer acquisitions — Gartner Group — Halvorsen, Jann-Marie
Computer applications — Digital Consulting, Inc.
Computer applications — Research Consortium, Inc.
Computer applications — Research Consortium, Inc. — Sherman, Richard
Computer applications — Research Consortium, Inc. — Triere, Robert
Computer applications — SERS
Computer applications — SERS — Sorkin, Allen
Computer applications — SERS — Steinberg, Lois
Computer architecture — Gartner Group — Lindamood, George
Computer architecture — KE Publishing Corp.
Computer architecture — KE Publishing Corp. — Giacalone, Louis
Computer architecture — KE Publishing Corp. — Shafer, Dan
Computer architecture — Patricia Seybold's Office Computing Group — Marshak, Ronni
Computer architecture — Zech Tech International — Lee, Jeffrey
Computer architecture, advanced — Gartner Group — Caffery, William

Computer architectures — Gartner Group — Levine, Peter
 Computer architectures — International Data Corporation — Duross, Dawn
 Computer architectures — International Data Corporation — Kestler, Eric
 Computer conferencing — Institute for the Future — Saveri, Andrea
 Computer crime — National Center for Computer Crime Data
 Computer crime — National Center for Computer Crime Data — BloomBecker, Buck
 Computer development and design — Patricia Seybold's Office Computing Group — Seybold, Patricia
 Computer disaster recovery planning — Battelle Seminars
 Computer ethics — National Center for Computer Crime Data
 Computer ethics — National Center for Computer Crime Data — BloomBecker, Buck
 Computer fraud — Elsevier Advanced Technology — Evans, Paul
 Computer graphics — Creative Strategies Research International
 Computer graphics — KE Publishing Corp.
 Computer graphics — KE Publishing Corp. — Shafer, Dan
 Computer graphics — S. Klein Library on Computer Graphics, The
 Computer graphics — S. Klein Library on Computer Graphics, The — Klein, Stanley
 Computer graphics — see Graphics
 Computer hardware — Business Communications Co., Inc. — Butler, Robert
 Computer hardware — Business Communications Co., Inc. — Naturman, Lou
 Computer hardware — Computer Intelligence — Whitney, Craig
 Computer hardware — Faulkner Technical Reports, Inc. — Forkel, Barbara
 Computer hardware — Faulkner Technical Reports, Inc. — Gaul, Bill
 Computer hardware — Faulkner Technical Reports, Inc. — Martin, Randi
 Computer hardware industry — Strategic Intelligence Systems, Inc.
 Computer hardware systems — Anza Research, Inc. — Wasserman, Philip
 Computer hardware trends — Electronic Trend Publications — Selven, Gene
 Computer industry — Aberdeen Group, Inc. — Casale, Chuck
 Computer industry — Computer Industry Almanac
 Computer industry — Computer Industry Almanac — Juliussen, Egil
 Computer industry — FIND/SVP — Allen, Peter
 Computer industry — FIND/SVP — Goessling, David
 Computer industry — FIND/SVP — Nawojchik, John
 Computer industry — Gartner Group
 Computer industry — Gartner Group — Gartner, Gideon
 Computer industry — InfoCorp — Bushee, Skip
 Computer industry — InfoCorp — Matlack, Richard
 Computer industry — Neil Miles, Ltd. — Auerhaan, Lew
 Computer industry — Technologic Partners
 Computer industry — Technologic Partners — Shaffer, Dick
 Computer industry — Technologic Partners — Wilson, Jack
 Computer industry — Yankee Group, The
 Computer industry — see Information processing industry
 Computer industry (broad overview) — IMR, Inc. d/b/a Industry Market Reports — Blackford, Ken
 Computer industry information — Computer Business
 Computer industry information — Computer Business — Hassan, Abe
 Computer industry market information — Focus Research Systems — Niehaus, Tom
 Computer industry seminars — Battelle Seminars — Robinson, Penny
 Computer industry seminars — Technology Transfer Institute — Shaw, Tony
 Computer industry structure/evolution — Gartner Group — White, Chuck
 Computer installations — Computer Intelligence
 Computer integrated manufacturing — Advanced Manufacturing Research — Friscia, Tony
 Computer integrated manufacturing — Advanced Manufacturing Research — Ingle, Bill
 Computer integrated manufacturing — Gartner Group — Rosser, Bill
 Computer integrity/assurance of service — Information Intelligence Sciences, Inc. — Johnson, Howard
 Computer law — National Center for Computer Crime Data — BloomBecker, Buck
 Computer leasing — International Data Corporation
 Computer leasing — International Data Corporation — Greco, Charles
 Computer leasing — International Data Corporation — Iafolla, Sandra
 Computer leasing industry — International Data Corporation — Gens, Frank
 Computer maintenance — International Data Corporation — McLeod, Doug
 Computer maintenance — International Data Corporation — Palma, Mary Ellen
 Computer management — Technology Transfer Institute
 Computer manufacturing — Aberdeen Group, Inc. — Casale, Chuck

Computer market, Asian — ResearchAsia Ltd.
Computer networking — CIMI Corporation — Nolle, Tom
Computer networks — McQuillan Consulting
Computer news — Pinpoint Information Corporation
Computer news — Pinpoint Information Corporation — Golomb, Harvey
Computer performance measurement — Gartner Group — Lindamood, George
Computer performance measurement — see Testing, performance
Computer peripheral components — Peripheral Strategies, Inc. — Waid, Dennis
Computer peripheral refurbishment — Peripheral Strategies, Inc. — Waid, Dennis
Computer peripheral repair — Peripheral Strategies, Inc. — Waid, Dennis
Computer peripheral test equipment — Peripheral Strategies, Inc. — Waid, Dennis
Computer product announcements — Aberdeen Group, Inc. — Casale, Chuck
Computer publicity — Computer Publicity News
Computer publicity — Computer Publicity News — Reveaux, Tony
Computer publicity — see Consultant relations
Computer publicity — see Publicity
Computer related media — MediaMap/Cambridge Communications, Inc. — Handelman, Audrey
Computer reseller channels — IMS America, Ltd.
Computer reseller channels — IMS America, Ltd. — Eldridge, Evelyn
Computer reseller channels — IMS America, Ltd. — Everk, Steve
Computer reseller channels — IMS America, Ltd. — Ferro, Ralph
Computer retail sales — Associated Research Services, Inc.
Computer retail sales — Associated Research Services, Inc. — Magney, Phil
Computer retail sales — IMS America, Ltd.
Computer retail sales — IMS America, Ltd. — Eldridge, Evelyn
Computer retail sales — IMS America, Ltd. — Everk, Steve
Computer retail sales — IMS America, Ltd. — Ferro, Ralph
Computer retail sales — StoreBoard Inc.
Computer retail sales — StoreBoard Inc. — Juliussen, Egil
Computer security — Computer Security Institute
Computer security — Elsevier Advanced Technology
Computer security — Elsevier Advanced Technology — Evans, Paul
Computer security — Institute for the Future — Mittman, Robert
Computer security — International Data Corporation — Reilly, Hilary
Computer security — International Data Corporation — Shannon, Terry
Computer security — National Center for Computer Crime Data
Computer security — National Center for Computer Crime Data — BloomBecker, Buck
Computer security — see Security
Computer security technology — Elsevier Advanced Technology — Lloyd, Christopher
Computer service industry — Dataquest — Baumgartner, Allan
Computer service industry — International Data Corporation — Segal, Rebecca
Computer service industry trends — Ledgeway Group — Vancil, Richard
Computer services — LINK Resources Corporation — Winther, Mark
Computer services competitors — Fuld & Company
Computer simulation — Creative Strategies Research International — Kortzeborn, Robert
Computer software — Business Communications Co., Inc. — Butler, Robert
Computer software — Business Communications Co., Inc. — Naturman, Lou
Computer software — Computer Intelligence
Computer software — INTECO Corporation
Computer software — Performance Computing, Inc. — Finkelstein, Rich
Computer software — see Software
Computer software project management — Battelle Seminars
Computer software systems — Anza Research, Inc. — Wasserman, Philip
Computer software, military — International Resource Development Inc. — Bosomworth, Ken
Computer storage — Dataquest
Computer storage — International Data Corporation — Vellante, David
Computer storage — see Data storage
Computer storage — see Disk drives
Computer storage — see Storage
Computer store operations, strategies — StoreBoard Inc. — Stahel, JoeAnn
Computer store sales — InfoCorp — Furer, Howard
Computer store sales — see Computer retail sales
Computer store sales trends — StoreBoard Inc. — Stahel, JoeAnn

- Computer systems — BIS CAP International — Goulde, Michael
- Computer systems — Electronic Trend Publications
- Computer systems — Forrester Research — McCarthy, John
- Computer systems — Integrated Circuit Engineering Corporation — Griffin, James
- Computer systems — International Planning Information, Inc. — Disman, Murray
- Computer systems — TFS, Inc. — Randolph, Bob
- Computer systems — TFS, Inc. — Woollacott, Geoff
- Computer systems applications — Institute for the Future — Amara, Roy
- Computer systems applications — Maxi/Micro, Inc.
- Computer systems applications — Maxi/Micro, Inc. — Epstein, Jack
- Computer technology — No Company — Harvey, Sam
- Computer technology trends — Gartner Group — Lindamood, George
- Computer trends, technological — FutureScan — Selbert, Roger
- Computer trojan horses and viruses — Information Intelligence Sciences, Inc. — Johnson, Howard
- Computer viruses — Computer Security Institute
- Computer viruses — Computer Security Institute — O'Mara, John
- Computer viruses — Information Intelligence Sciences, Inc.
- Computer workstations — see Workstations
- Computer-aided design — CAD/CAM Publishing, Inc.
- Computer-aided design — CAD/CAM Publishing, Inc. — Wolfe, Stephen
- Computer-aided design — Prime Data
- Computer-aided design — Prime Data — Neff, Kenneth
- Computer-aided design — Prime Data — Wampler, Galen
- Computer-aided design — see CAD/CAM
- Computer-aided engineering — International Data Corporation — Geruntho, Jim
- Computer-aided engineering — Prime Data
- Computer-aided engineering — see CAD/CAM, CAE
- Computer-aided engineering — see CAE
- Computer-aided engineering — Prime Data — Neff, Kenneth
- Computer-aided engineering — Prime Data — Wampler, Galen
- 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 — CASE Consulting Group, Inc. — Forte, Gene
- Computer-aided software engineering — CASE Consulting Group, Inc. — McCulley, KaRene
- Computer-aided software engineering — International Data Corporation — Adly, Edward
- Computer-aided software engineering — see CASE
- Computer-aided systems engineering — see CASE
- Computer-based control systems markets — Newton-Evans Research Company, Inc. — Newton, Chuck
- Computer-based training — Battelle Seminars
- Computer-based training — Patricia Seybold's Office Computing Group — Kelly, John
- Computer-integrated engineering — Prime Data
- Computer-integrated engineering — Prime Data — Neff, Kenneth
- Computer-integrated engineering — Prime Data — Wampler, Galen
- Computer-integrated manufacturing — Gartner Group
- Computer-integrated manufacturing — Harbor Research Corporation
- Computer-integrated manufacturing — Harbor Research Corporation — Allmendinger, Glen
- 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 — Business Week Newsletter for Information Executives, The — Davis, Stephen
- Computers — Business Week Newsletter for Information Executives, The — Howe, Charlie
- Computers — Business Week Newsletter for Information Executives, The — Kenezis, Paul
- Computers — Business Week Newsletter for Information Executives, The — Krass, Peter
- Computers — Business Week Newsletter for Information Executives, The — Winkler, Connie
- Computers — Canopus Research
- Computers — Canopus Research — Zachmann, Will
- Computers — Computer Intelligence — Hairopoulos, Paul
- Computers — Creative Strategies Research International

Computers — Dataquest — Dickman, Ralph
Computers — Dataquest — Oncel, Jan
Computers — IMR, Inc. d/b/a Industry Market Reports
Computers — INTECO Corporation
Computers — INTECO Corporation — Ablondi, Bill
Computers — INTECO Corporation — Bachman, Thomas
Computers — In-Stat, Inc.
Computers — In-Stat, Inc. — Beedle, Jack
Computers — In-Stat, Inc. — Lahti, Walt
Computers — In-Stat, Inc. — Raz, Zohar
Computers — Information Network, The
Computers — Information Network, The — Castellano, Robert
Computers — International Planning Information, Inc.
Computers — James Martin Report, Inc. — Martin, Jim
Computers — Management Information Corporation — Feidelman, Larry
Computers — Management Information Corporation — Weeks, Jessie
Computers — Market Intelligence Research Company
Computers — Market Intelligence Research Company — Nugent, Chris
Computers — Pragmatic Research Inc.
Computers — Pragmatic Research Inc. — Feltz, Leo
Computers — TFS, Inc.
Computers — Total Research Corporation
Computers — Winters Group, The
Computers — Winters Group, The — Winters, Mary-Frances
Computers — see Computers, business
Computers — see Fault tolerant 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 — Sachdeva, Susan
Computers, engineering markets — International Data Corporation — Brown, Vicki
Computers, installed base — Gartner Group — Abbott, Fred
Computers, mainframe — International Data Corporation
Computers, products/markets/technology — Datapro Research Corporation — Murphy, Marty
Computing technologies, advanced — Intelligence Newsletter
Computing technologies, advanced — Intelligence Newsletter — Rosenfeld, Ed
Computing, end user — Wohl Associates
Computing, end user — see End-user computing
Computing, end-user — Wohl Associates — Halpern, Faith
Computing, end-user — Wohl Associates — Murphy, John
Connectivity — Magnetic Press Inc.
Connectivity — Magnetic Press Inc. — Gross, Daniel
Connectivity — Magnetic Press Inc. — Page, Bruce
Connectivity — Workgroup Technologies, Inc. — Brandel, Bill
Connectivity (fiber-optic), emerging — Gartner Group — Frank, Jeremy
Connectivity, logical — Gartner Group — Wendler, Steve
Connectivity/multi-vendor systems — Gartner Group — Babcock, Barbara
Consultant relations — Future Think, Inc. — Isaacson, Portia
Consumables — BIS CAP International — Pesko, Charles
Consumer electronics — LINK Resources Corporation — Bose, Andy
Consumer electronics — LINK Resources Corporation — Miao, Walter
Consumer electronics — LINK Resources Corporation — Rosen, David
Consumer electronics — Venture Development Corporation
Consumer electronics — Venture Development Corporation — Solomon, Lewis
Consumer information services — see Information service, consumer
Consumer products and services — Decision Research Corporation
Consumer technology — Yankee Group, The
Consumer teleservices — International Data Corporation — Finos, Ralph
Consumer teleservices — LINK Resources Corporation — Reed, Bill

Consumer teleservices — LINK Resources Corporation — Sieck, Steve
 Consumer teleservices — LINK Resources Corporation — Wright, Bernell
 Consumer teleservices - Consulting, IDC — LINK Resources Corporation — Berland, Laura
 Consumer teleservices - Consulting, LINK — LINK Resources Corporation — Berland, Laura
 Control systems — Newton-Evans Research Company, Inc.
 Control systems — Plant-Wide Research Group — Green, Alice
 Control systems — Plant-Wide Research Group — McSpadden, Bill
 Controllers, industrial — Venture Development Corporation — Grace, Chantal
 Copiers — BIS CAP International
 Copiers — BIS CAP International — Boggs, Raymond
 Copiers — Camarro Research
 Copiers — Camarro Research — Camarro, Ken
 Corporate development — Gartner Group — Art, Jon
 Corporate venturing/partnering — Venture Economics, Inc.
 Corporate venturing/partnering — Venture Economics, Inc. — Fast, Norman
 Creative thinking strategies — Battelle Seminars
 Customer service — International Data Corporation
 Customer service — Ledgeway Group — Vancil, Richard
 Customer service — see Service
 Customer service and support — INPUT
 Customer service and support — INPUT — Goodwin, Bob
 Customer service and support — INPUT — LaChance, Susan
 Customer support — Ledgeway Group — Vancil, Richard
 DB2 tools — Gartner Group — McNee, William
 DBMS — Computer Intelligence — Berry, Jerry
 DBMS — InfoCorp — Ness, Dan
 DBMS — see Database
 DBMS & application development tools — Digital Consulting, Inc. — Schussel, George
 DBMS, distributed/SQL client/server — Digital Consulting, Inc. — Schussel, George
 DEC — Gartner Group — Schay, Peter
 DEC — International Data Corporation
 DEC — International Data Corporation — Hingley, Martin
 DEC — International Data Corporation — Kilroy, Karlyn
 DEC — International Data Corporation — Shannon, Terry
 DEC — Monosson Technology Enterprises — Monosson, Sonny
 DEC — see Product category
 DEC VAX — Computer Intelligence — Eulitt, Dave
 DEC computers, software, systems — Gartner Group — Schay, Peter
 DEC computers, software, systems — Monosson Technology Enterprises
 DEC midrange computers — Aberdeen Group, Inc. — Logan, John
 DEC strategies — Meta Group, The — Kutnick, Dale
 DEC, Unix — International Data Corporation — Card, David
 DEC, disks — International Data Corporation — Bretzman, Jay
 DEC, disks — International Data Corporation — Vellante, David
 DEC, engineering markets — International Data Corporation — Geruntho, Jim
 DEC, processors — International Data Corporation — Bellomy, Don
 DEC, processors — International Data Corporation — Cohen, Lloyd
 DSS — see Decision support systems
 Data Communications — see Communications, data
 Data General — International Data Corporation — Dawson, Becky
 Data PBXs — International Data Corporation — Korostoff, Kathryn
 Data administration — Database Research Group, Inc.
 Data center assessment — Gartner Group — Marks, Barry
 Data center operations management — Auerbach Publishers (Div. of Warren, Gorham & Lamont, Inc.)
 Data center software — Sentry Market Research — Rinaldi, Damian
 Data center/system software — Sentry Market Research — Gannon, Bill
 Data collection technologies — Datapro Research Corporation — Arcuri, Jerry
 Data communications — Arthur D. Little Decision Resources — Blaisdell, Penny
 Data communications — CIMI Corporation — Nolle, Tom
 Data communications — Computer Business
 Data communications — Computer Business — Hassan, Abe
 Data communications — Computer Intelligence — Coughran, Bruce
 Data communications — Computer Intelligence — Hagan, Mike

Data communications — Computer Intelligence — Hairopoulos, Paul
Data communications — Computer Intelligence — Whitney, Craig
Data communications — Datapro Research Corporation
Data communications — Datapro Research Corporation — Sitzs, Les
Data communications — Delphi, Inc.
Data communications — Delphi, Inc. — Audin, Gary
Data communications — Faulkner Technical Reports, Inc.
Data communications — Goldstein, Golub, Kessler & Company
Data communications — Goldstein, Golub, Kessler & Company — Eisen, Jerry
Data communications — Goldstein, Golub, Kessler & Company — Levy, Joel
Data communications — Goldstein, Golub, Kessler & Company — Miller, Robert
Data communications — Goldstein, Golub, Kessler & Company — Reiter, Elliot
Data communications — International Data Corporation — Brigham, Joan-Carol
Data communications — International Data Corporation — Goldstein, Michael
Data communications — International Data Corporation — Kropper, Steve
Data communications — International Data Corporation — Leary, Mark
Data communications — International Data Corporation — Morris, Mike
Data communications — International Data Corporation — Tasker, Bob
Data communications — — International Data Corporation — Upton, Molly
Data communications — LINK Resources Corporation — Sieck, Steve
Data communications — LINK Resources Corporation — Winther, Mark
Data communications — LINK Resources Corporation — Wright, Bernell
Data communications — Market Intelligence Research Company
Data communications — Newton-Evans Research Company, Inc.
Data communications — Northern Business Information, Inc.
Data communications — Northern Business Information, Inc. — McNerney, Francis
Data communications — Northern Business Information, Inc. — Powers, Glenn
Data communications — Northern Business Information, Inc. — Rich, Bill
Data communications — Northern Business Information, Inc. — White, Sean
Data communications — Northern Business Information, Inc. — Yanoff, Marc
Data communications — Prognostics
Data communications — Prognostics — Collignon, Susan
Data communications — Prognostics — Kline, Pamela
Data communications — Prognostics — Smith, Walter
Data communications — TELEOS Resources, Inc.
Data communications equipment — Gartner Group — Kennedy, Michael
Data communications equipment — International Data Corporation
Data communications implementation — Integrated Circuit Engineering Corporation — Griffin, James
Data communications management — Auerbach Publishers (Div. of Warren, Gorham & Lamont, Inc.)
Data communications markets — Pyramid Research, Inc. — O'Brien, Ross
Data management — BIS Mackintosh
Data management — Database Research Group, Inc.
Data management trends — Database Research Group, Inc.
Data processing — No Company — Dorn, Philip
Data processing — Frost & Sullivan
Data processing — International Data Corporation — Bellomy, Don
Data processing — International Data Corporation — Griffin, Carolyn
Data processing — International Data Corporation — Moschella, David
Data security — Computer Security Institute — O'Mara, John
Data security — Datapro Research Corporation — Lauletta, Patricia
Data storage — Elsevier Advanced Technology — Bindon, Cathy
Data storage — Freeman Associates, Inc.
Data storage — Freeman Associates, Inc. — Abraham, Robert
Data storage — Freeman Associates, Inc. — Freeman, Ray
Data storage — Freeman Associates, Inc. — Pugh, Michael
Data storage — Freeman Associates, Inc. — Wilson, Richard
Data storage — Technology Forums
Data storage — Technology Forums — Molina, Joe
Data storage — see Computer storage
Data storage industry — DISK/TREND, Inc. — Katzive, Bob
Data storage industry — DISK/TREND, Inc. — Porter, Jim
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. — Johnson, Howard
 Database — Digital Consulting, Inc.
 Database — see DBMS
 Database management — Auerbach Publishers (Div. of Warren, Gorham & Lamont, Inc.)
 Database management — Model Systems Consultants, Inc.
 Database management — Model Systems Consultants, Inc. — Bird, Christopher
 Database management — Performance Computing, Inc. — Finkelstein, Rich
 Database management — Technology Transfer Institute
 Database management systems — Digital Consulting, Inc. — Davey, James
 Database management systems — International Data Corporation — Ady, Edward
 Database management systems — International Data Corporation — Karhuse, Ken
 Database management systems — International Data Corporation — McLarnon, Scott
 Database management systems — International Data Corporation — McSharry, Nancy
 Database markets — LINK Resources Corporation — Fischer, Peggy
 Database programming — Corporate Technology Information Services — Campbell, Andrew
 Database software — Performance Computing, Inc.
 Database systems — Novon Research Group
 Database systems — Novon Research Group — Boyle, Brian
 Database systems — Novon Research Group — Grant, Carol
 Database systems — Patricia Seybold's Office Computing Group — Davis, Judith
 Database, behavior modeling — Database Research Group, Inc.
 Database, behavior modeling — Database Research Group, Inc. — Ross, Ronald
 Database, entity modeling — Database Research Group, Inc.
 Database, entity modeling — Database Research Group, Inc. — Ross, Ronald
 Database, relational systems — Database Research Group, Inc.
 Database, relational systems — Database Research Group, Inc. — Ross, Ronald
 Database/4GL — Sentry Market Research — Gannon, Bill
 Datacom equipment — Gartner Group — Schopick, Andy
 Datacom equipment — TFS, Inc. — Gilbert, Barry
 Datacom equipment/service markets — Newton-Evans Research Company, Inc. — Newton, Chuck
 Datacom, products and technology — Datapro Research Corporation — Murphy, Marty
 Dealer channels, computer retail — Computer Shoptalk
 Dealer channels, computer retail — Computer Shoptalk — Meier, George
 Dealer channels, software retail — Computer Shoptalk
 Dealer channels, software retail — Computer Shoptalk — Meier, George
 Dealers — International Data Corporation — Levitt, Lee
 Dealers/vendor relations — StoreBoard Inc. — Stahel, JoeAnn
 Decision analysis — Technology Futures, Inc. — Vanston, John
 Decision modeling — Decision Research Corporation — Almquist, Eric
 Decision modeling — Decision Research Corporation — Bayliss, Martha
 Decision support systems — see DSS
 Decision support/executive info systems — Sentry Market Research — Rinaldi, Damian
 Defense C3I — Technology Futures, Inc. — Kennedy,
 Defense electronics — Fredonia Group, The — Hester, Edward
 Demographics, equipment usage — Gartner Group — Cryer, Dick
 Decision support systems — James Martin Report, Inc. — Travis, Dawna
 Desktop PCs — InfoCorp — Lawrance, Abbi
 Desktop computing — Meta Group, The
 Desktop computing — Meta Group, The — Karp, Jack
 Desktop personal computers — see Personal computers
 Desktop presentations — Creative Strategies Research International — Arnett, Nick
 Desktop presentations — Desktop Presentations Inc.
 Desktop presentations — Desktop Presentations Inc. — Castro, Michel
 Desktop presentations — Desktop Presentations Inc. — Coggshall, Bill
 Desktop presentations — Desktop Presentations Inc. — Gregory, Eve
 Desktop publishing — Battelle Seminars
 Desktop publishing — Creative Strategies Research International — Bajarin, Tim
 Desktop publishing — Fredonia Group, The
 Desktop publishing — Gartner Group — Hughes, Christine
 Desktop publishing — IMS America, Ltd. — Carchedi, Steve
 Desktop publishing — International Data Corporation — Brigham, Joan-Carol
 Desktop publishing — International Data Corporation — Caplin, Martin

Desktop publishing — International Data Corporation — Kestler, Eric
Desktop publishing — Seybold Publications, Inc.
Desktop publishing — Seybold Publications, Inc. — Dyson, Peter
Desktop publishing — Seybold Publications, Inc. — Seybold, Jonathan
Desktop publishing — Yellowstone Information Services
Desktop publishing — Yellowstone Information Services — Thibault, Roger
Desktop publishing systems — Seybold Publications, Inc. — Cline, Craig
Desktop publishing systems — Seybold Publications, Inc. — Solimeno, William
Desktop publishing systems — Seybold Publications, Inc. — Tribute, Andrew
Desktop publishing systems — Seybold Publications, Inc. — Walter, Mark
Desktop/electronic publishing — Wohl Associates — Wohl, Amy
Desktop/electronic publishing — Wohl Associates — Wohl, Marshall
Digital audio tape (DAT) — Magnetic Press Inc. — Gross, Daniel
Digital audio tape (DAT) — Magnetic Press Inc. — Page, Bruce
Digital communications — Able Telecommunications, Inc.
Digital communications — Able Telecommunications, Inc. — Chow, George
Digital communications services — Able Telecommunications, Inc.
Digital communications services — Able Telecommunications, Inc. — Chow, George
Digital communications technology — Able Telecommunications, Inc.
Digital communications technology — Able Telecommunications, Inc. — Chow, George
Digital cross connects — TELEOS Resources, Inc. — Fross, Al
Digital cross-connects — Trans-Formation, Inc.
Digital cross-connects — Trans-Formation, Inc. — Lutkowitz, Mark
Digital document storage and retrieval — International Data Corporation — Thomas, Paul
Digital equipment, customer service — International Data Corporation — Segal, Rebecca
Digital facsimile — see Facsimile
Digital facsimile products & industry — PLB Associates
Digital facsimile products/industry — PLB Associates — Brobst, Paul
Digital loop carrier — Trans-Formation, Inc.
Digital loop carriers — Trans-Formation, Inc. — Lutkowitz, Mark
Digital signal processing — Anza Research, Inc. — Wasserman, Philip
Digital switching — International Data Corporation — Kropper, Steve
Digital video interactive — New Castle Publications
Digital video interactive — New Castle Publications — Seelinger, William
Directory publications — Corporate Technology Information Services — Campbell, Andrew
Discrete sensors — Venture Development Corporation — Grace, Chantal
Disk data storage — Peripheral Strategies, Inc.
Disk drives — DISK/TREND, Inc.
Disk drives — Peripheral Strategies, Inc. — Peterson, Michael
Disk drives — see Computer storage
Disk drives, flexible — DISK/TREND, Inc. — Katzive, Bob
Disk drives, flexible — DISK/TREND, Inc. — Porter, Jim
Disk drives, floppy — DISK/TREND, Inc.
Disk drives, optical — DISK/TREND, Inc. — Katzive, Bob
Disk drives, optical — DISK/TREND, Inc. — Porter, Jim
Disk drives, rigid — DISK/TREND, Inc.
Disk drives, rigid — DISK/TREND, Inc. — Katzive, Bob
Disk drives, rigid — DISK/TREND, Inc. — Porter, Jim
Display terminals — Dataquest
Distributed network computing — Gartner Group — Symons, Craig
Distributed processing — CIMI Corporation
Distributed processing — CIMI Corporation — Nolle, Tom
Distributed processing — Diebold Group, Inc., The
Distributed processing — Management Information Corporation — Feidelman, Larry
Distributed processing — Management Information Corporation — Welch, Richard
Distributed systems — Architecture Technology Corporation
Distributed systems — Architecture Technology Corporation — Haugdahl, Scott
Distributed systems — Architecture Technology Corporation — Thurber, Ken
Distribution analysis/microcomputers — IMS America, Ltd. — Banberger, Brian
Distribution channels — International Data Corporation — Hutchinson, Art
Distribution channels — International Data Corporation — Levitt, Lee
Distribution channels — International Data Corporation — Segal, Rebecca
Distribution channels — StoreBoard Inc.

- Distribution channels — StoreBoard Inc. — Juliussen, Egil
- Distribution channels — Summit Strategies
- Distribution channels — TFS, Inc. — Arabasz, Paul
- Divestitures — Broadview Associates
- Divestitures — Broadview Associates — Federman, Charles
- Divestitures — Broadview Associates — Goldstein, Bernard
- Divestitures — Broadview Associates — Grodahl, George
- Divestitures — Broadview Associates — Metz, Edward
- Divestitures — Broadview Associates — Mintz, Gilbert
- Divestitures — Broadview Associates — Poppel, Harvey
- Document architecture, compound — Patricia Seybold's Office Computing Group — Seybold, Patricia
- Document architecture, compound — see Compound document architecture
- Document exchange, editable — Patricia Seybold's Office Computing Group — Davis, Judith
- Drive and media product trends — Peripheral Strategies, Inc. — Peterson, Michael
- E-mail — Computer Intelligence — Coughran, Bruce
- E-mail — see Electronic mail
- EDI — EDI Strategies, Inc.
- EDI — EDI Strategies, Inc. — Shaw, Jack
- EDI — EDI, spread the word!
- EDI — Patricia Seybold's Office Computing Group — Hurwitz, Judith
- EDI — see Electronic data interchange
- EDI (electronic data interchange) — EDI, spread the word! — Payne, Anna Lee
- EDI (electronic data interchange) — EDI, spread the word! — Payne, Bob
- 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 — Chimerine, Lawrence
- Economic policy and recommendations — Wefa Group, The — Chimerine, Lawrence
- Economic policy planning, global — Technology Futures, Inc. — Anderson, Laurel
- Economic, political, national trends — FutureScan — Selbert, Roger
- Economics, international trends — Institute for the Future — Saveri, Andrea
- Editorial calendars — Alan Weinkrantz and Company
- Editorial calendars — Computer Publicity News
- Editorial calendars — MediaMap/Cambridge Communications, Inc.
- Editorial calendars — MediaMap/Cambridge Communications, Inc. — Pearce, John
- Editors, high-tech publications — NewsFaces, Inc.
- Editors, high-tech publications — NewsFaces, Inc. — Miller, Judy
- Editors, high-tech publications — NewsFaces, Inc. — Schneider, Jeff
- Education market — PCW Industry Publishing (P.C. Letter)
- Electrical components — World Information Technologies
- Electrical components — World Information Technologies — Bender, Amadee
- Electrical equipment — World Information Technologies
- Electrical equipment — World Information Technologies — Bender, Amadee
- Electronic banking — Jerome Svigals, Incorporated
- Electronic banking — Jerome Svigals, Incorporated — Svigals, Jerome
- Electronic component market forecasts — Elsevier Advanced Technology — Rathkey, Philip
- Electronic components — Fredonia Group, The — Hester, Edward
- Electronic data interchange — EDI Strategies, Inc.
- Electronic data interchange — EDI, spread the word!
- Electronic data interchange — Elsevier Advanced Technology — Salisbury, Carmela
- Electronic data interchange — Gartner Group — Taylor, Dave
- Electronic data interchange — International Data Corporation — Leary, Mark
- Electronic data interchange — International Data Corporation — Thomas, Paul
- Electronic data interchange — see EDI
- Electronic data processing systems — Datapro Research Corporation — Nesdore, Paul
- Electronic design automation — Technology Research Group
- Electronic design automation — Technology Research Group — Rappaport, Andrew
- Electronic design automation — Technology Research Group — Thames, Cindy
- Electronic display markets — Stanford Resources, Inc.
- Electronic display markets — Stanford Resources, Inc. — Castellano, Joseph

Electronic display technologies — Stanford Resources, Inc.
Electronic display technologies — Stanford Resources, Inc. — Castellano, Joseph
Electronic document storage — Elsevier Advanced Technology — Salisbury, Carmela
Electronic document systems — Institute for Graphic Communication (BIS CAP International)
Electronic document systems — Institute for Graphic Communication (BIS CAP International) — Murray, Karen
Electronic document systems — PLB Associates
Electronic document systems — PLB Associates — Brobst, Paul
Electronic equipment forecasts — Elsevier Advanced Technology — Wilson, Kenneth
Electronic funds transfer — DMR Group, Inc. (USA)
Electronic funds transfer — Elsevier Advanced Technology — Salisbury, Carmela
Electronic funds transfer — Gartner Group — Taylor, Dave
Electronic image automation — Workgroup Technologies, Inc.
Electronic image automation — Workgroup Technologies, Inc. — Dunkle, John
Electronic imaging — No Company — Katz, Paul
Electronic imaging — No Company — Swartz, Jeffrey
Electronic imaging — BIS CAP International — Pesko, Charles
Electronic imaging — Datek Information Services (See BIS CAP International)
Electronic imaging — Datek Information Services (See BIS CAP International) — Dower, Jonathan
Electronic imaging — Institute for Graphic Communication (BIS CAP International)
Electronic imaging — Institute for Graphic Communication (BIS CAP International) — Murray, Dick
Electronic imaging — International Technology Group
Electronic imaging — International Technology Group — Jeffery, Brian
Electronic imaging — International Technology Group — Simko, Bob
Electronic information products — Tabke Dawson Associates
Electronic information services — International Resource Development Inc.
Electronic mail — No Company — Stafford, Robert
Electronic mail — Gartner Group — Taylor, Dave
Electronic mail — Institute for the Future — Saveri, Andrea
Electronic mail — International Data Corporation — Goldstein, Michael
Electronic mail — LINK Resources Corporation — Winther, Mark
Electronic mail — Patricia Seybold's Office Computing Group — Marshak, David
Electronic marketplace — Institute for the Future
Electronic materials — Business Communications Co., Inc. — Butler, Robert
Electronic materials — Business Communications Co., Inc. — Naturman, Lou
Electronic materials — ElectroniCast Corporation — Piers, Danica
Electronic messaging — BIS Mackintosh
Electronic messaging — Infonetics, Inc.
Electronic messaging — Infonetics, Inc. — Burns, Nina
Electronic messaging — Infonetics, Inc. — Carver, Robert
Electronic messaging — Infonetics, Inc. — Cavagnolo, Heidi
Electronic messaging — Infonetics, Inc. — Coibion, William
Electronic messaging — Infonetics, Inc. — Newstead, Ray
Electronic messaging — Infonetics, Inc. — Spanier, Steve
Electronic messaging — Infonetics, Inc. — White, Tom
Electronic messaging — Information Publishing Corporation
Electronic messaging — Information Publishing Corporation — Fulvio, Joe
Electronic messaging — Information Publishing Corporation — Ostrofsky, Marc
Electronic messaging — LINK Resources Corporation — Winther, Mark
Electronic packaging, high lead count — ElectroniCast Corporation — Mach, Ivan
Electronic presentation systems — Desktop Presentations Inc.
Electronic printers — Datek Information Services (See BIS CAP International) — Stefansson, Frank
Electronic printers — Gartner Group — Carter, Follett
Electronic printing — Datek Information Services (See BIS CAP International) — Dower, Jonathan
Electronic publishing — Arden Communications, Inc.
Electronic publishing — BIS CAP International — Kapoor, Ajit
Electronic publishing — Datapro Research Corporation — Allen-Smith, Vera
Electronic publishing — Datapro Research Corporation — Holmes, Thom
Electronic publishing — Dataquest
Electronic publishing — Datek Information Services (See BIS CAP International) — Dower, Jonathan
Electronic publishing — Gartner Group — Hughes, Christine
Electronic publishing — InfoTech
Electronic publishing — InfoTech — Schwerin, Julie

- Electronic publishing — Tabke Dawson Associates — Dawson, Debbie
- Electronic publishing — Tabke Dawson Associates — Tabke, Robert
- Electronic publishing markets — Seybold Publications, Inc.
- Electronic publishing markets — Seybold Publications, Inc. — Seybold, Jonathan
- Electronic publishing systems — Datapro Research Corporation
- Electronic publishing systems — Seybold Publications, Inc.
- Electronic publishing systems — Seybold Publications, Inc. — Cline, Craig
- Electronic publishing systems — Seybold Publications, Inc. — Edwards, Stephen
- Electronic publishing systems — Seybold Publications, Inc. — Seybold, Jonathan
- Electronic publishing systems — Seybold Publications, Inc. — Solimeno, William
- Electronic publishing systems — Seybold Publications, Inc. — Tribute, Andrew
- Electronic publishing systems — Seybold Publications, Inc. — Walter, Mark
- Electronic retailing — Arlen Communications, Inc.
- Electronic typewriters — BIS CAP International — Wasner, Raimund
- Electronic typewriters — Camarro Research
- Electronic typewriters — Camarro Research — Camarro, Ken
- Electronic typewriters — see Typewriters
- Electronics — Arthur D. Little Decision Resources
- Electronics — Business Communications Co., Inc.
- Electronics — Business Communications Co., Inc. — Butler, Robert
- Electronics — Business Communications Co., Inc. — Naturman, Lou
- Electronics — Future Technology Surveys, Inc.
- Electronics — International Planning Information, Inc.
- Electronics companies performance, world — Elsevier Advanced Technology — Rathkey, Philip
- Electronics industry — Elsevier Advanced Technology
- Electronics industry — Elsevier Advanced Technology — Wilson, Kenneth
- Electronics industry — Gartner Group — Cayne, Doug
- Electronics industry — Institute for the Future — Khilnani, Arvind
- Electronics industry — Strategic Intelligence Systems, Inc.
- Electronics industry forecast, world — Elsevier Advanced Technology — Rathkey, Philip
- Electronics industry forecast, world — Elsevier Advanced Technology — Wilson, Kenneth
- Electronics industry forecasts, world — Elsevier Advanced Technology — Fletcher, Andrew
- Electronics industry publications — Lucid Information Services — Crabtree, Sandy
- Electronics markets, international — BIS Mackintosh — Gordon, Michael
- Electronics, components — Frost & Sullivan
- Electronics, components — Venture Development Corporation
- Electronics, components — Venture Development Corporation — Solomon, Lewis
- Electronics, consumer — BIS Mackintosh
- Electronics, industrial — Market Intelligence Research Company
- Electronics, medical — Theta Corporation
- Electronics-based high tech industry — Lucid Information Services
- Emerging technologies — DMR Group, Inc. (USA) — Howie, Rob
- Emerging technologies — Faulkner Technical Reports, Inc. — Forkel, Barbara
- Emerging technologies — Faulkner Technical Reports, Inc. — Gaul, Bill
- Emerging technologies — Faulkner Technical Reports, Inc. — Martin, Randi
- Emerging technologies — Futures Group, The — Mathey, Charles
- Emerging technologies — Institute for the Future — Johansen, Robert
- Emerging technologies — Futures Group, The — Perrottet, Charles
- End-user computing — see Computing end user
- End-user computing, computers — Wohl Associates — Wohl, Amy
- End-user computing/IS organization — Gartner Group — Kirwin, Bill
- End-user computing/computers — Wohl Associates — Wohl, Marshall
- End-user management — Auerbach Publishers (Div. of Warren, Gorham & Lamont, Inc.)
- End-user surveys — TFS, Inc. — Henry, Harry
- End-user usage data — Focus Research Systems — Niehaus, Tom
- Engineering applications — Auerbach Publishers (Div. of Warren, Gorham & Lamont, Inc.)
- Engineering markets — International Data Corporation — Geruntho, Jim
- Entertainment, electronic — LINK Resources Corporation — Gonzales, Petra
- Entertainment, electronic — LINK Resources Corporation — Noyes, Jeannette
- Entertainment, electronic — LINK Resources Corporation — Rosen, David
- Entrepreneurship, high-tech — S. Klein Library on Computer Graphics, The — Klein, Stanley
- Ergonomics — Ergosyst Associates, Inc./The Report Store — Burch, John
- Europe 1992 — Northern Business Information, Inc. — Brennan, Suzanne

European DP market — Gartner Group — White, Chuck
European computer market — International Data Corporation — Law, Martin
European information industry — LINK Resources Corporation — White, Martin
European market — Computer Intelligence — Hagan, Mike
European software industry — International Data Corporation — Walker, Andrew
Executive information systems — Goldstein, Golub, Kessler & Company
Executive information systems — James Martin Report, Inc. — Travis, Dawna
Executive information systems — see EIS
Executive information systems (EIS) — Gartner Group — McNec, William
Expert systems — No Company — Eliot, Lance
Expert systems — No Company — Harmon, Paul
Expert systems — Aim Consulting & Publications, Inc.
Expert systems — Aim Consulting & Publications, Inc. — Messenheimer, Susan
Expert systems — Aim Consulting & Publications, Inc. — Weizmann, Carol
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 — Schaefer, Glenn
Expert systems — Digital Consulting, Inc.
Expert systems — Digital Consulting, Inc. — Firdman, Eric
Expert systems — Foundation Technologies
Expert systems — Foundation Technologies — Brynjolfsson, Erik
Expert systems — Foundation Technologies — Loofbourrow, Tod
Expert systems — International Data Corporation — Duross, Dawn
Expert systems — International Data Corporation — Helenak, Les
Expert systems — International Data Corporation — Walker, Andrew
Expert systems — International Data Corporation — Willets, Larry
Expert systems — International Planning Information, Inc. — Disman, Murray
Expert systems — James Martin Report, Inc.
Expert systems — James Martin Report, Inc. — Beck, Ronald
Expert systems — James Martin Report, Inc. — Freeman, Leland
Expert systems — James Martin Report, Inc. — Grant, Simon
Expert systems — James Martin Report, Inc. — Leben, Joe
Expert systems — James Martin Report, Inc. — Locke, Chris
Expert systems — James Martin Report, Inc. — Merritt, Dennis
Expert systems — James Martin Report, Inc. — Minno, Pieter
Expert systems — KE Publishing Corp. — Giacalone, Louis
Expert systems — KE Publishing Corp. — Shafer, Dan
Expert systems — Schwartz Associates, The
Expert systems — Schwartz Associates, The — Schwartz, Diannalyn
Expert systems — Schwartz Associates, The — Schwartz, Tom
Expert systems — Technology Transfer Institute
Expert systems — see Artificial intelligence
Extended industry standard architecture — International Data Corporation — Goldberg, Aaron
Extended industry standard architecture — see EISA
Facilities management — International Data Corporation — Kugel, Karen
Facsimile — International Data Corporation — Thomas, Paul
Facsimile — LINK Resources Corporation — Miller, Tom
Facsimile — see Digital facsimile
Facsimile equipment — BIS CAP International — Boggs, Raymond
Facsimile machines — BIS CAP International
Facsimile machines — Camarro Research
Facsimile machines — Camarro Research — Camarro, Ken
Facsimile machines — see Fax
Fault tolerant computers — ITOM International Co.
Fault tolerant systems — ITOM International Co. — Serlin, Omri
Fax — BIS CAP International — Pirani, Judith
Fax — BIS CAP International — Ryan, Don
Fax — Dataquest
Fax — First Market Research — Heimann, James
Fax — Patricia Seybold's Office Computing Group — Marshak, David
Fax — see Facsimile machines
Fax networks — Infotext Publishing, Inc.
Fax networks — Infotext Publishing, Inc. — Parkhill, Rich

Fax networks — Infotext Publishing, Inc. — Whitely, Lenda
 Federal computer market — International Data Corporation — Willets, Larry
 Federal government — International Data Corporation — Grubic, Marji
 Federal government communications — International Data Corporation — Goldstein, Michael
 Federal market, RFP analysis — International Data Corporation — Grubic, Marji
 Fiber optic cable — ElectroniCast Corporation — Thorsen, Norma
 Fiber optic cable television — ElectroniCast Corporation — Pearce,
 Fiber optic components/systems — ElectroniCast Corporation — Montgomery, Jeff
 Fiber optic data communications — ElectroniCast Corporation — Pearce,
 Fiber optic sensors — ElectroniCast Corporation — Osterman, Michael
 Fiber optic telecommunications — ElectroniCast Corporation — Pearce,
 Fiber optics — ElectroniCast Corporation
 Fiber optics — Fredonia Group, The — Hersch, Martin
 Fiber optics — Information Gatekeepers, Inc.
 Fiber optics — Information Gatekeepers, Inc. — Polishuk, Paul
 Fiber optics — Information Network, The
 Fiber optics — Information Network, The — Castellano, Robert
 Fiber optics — Kessler Marketing Intelligence
 Fiber optics — LINK Resources Corporation — Miao, Walter
 Fiber optics — LINK Resources Corporation — Reed, Bill
 Fiber optics in data communications — ElectroniCast Corporation — Ryan, John
 Fiber optics markets — Kessler Marketing Intelligence
 Fiber optics markets — Kessler Marketing Intelligence — Kessler, John
 Fiber optics markets — Pyramid Research, Inc. — Kelsey, Mark
 Fiber optics markets — Pyramid Research, Inc. — Sprafkin, Jeffrey
 Fiber optics telecommunications — ElectroniCast Corporation — Thorsen, Norma
 Fiber optics to the home — Trans-Formation, Inc.
 Fiber optics to the home — Trans-Formation, Inc. — Lutkowitz, Mark
 Fiber/telecommunications (international) — ElectroniCast Corporation — Osterman, Michael
 Field service — TFS, Inc. — Arabasz, Paul
 Fielding and telemarketing services — IntelliQuest
 Finance — No Company — Nesheim, John
 Finance — Decision Research Corporation
 Finance — LINK Resources Corporation — White, Martin
 Finance - banking, investment, financial — LINK Resources Corporation — Fischer, Peggy
 Financial profiles — Cambridge Information Group Directories
 Financial strategies — Gartner Group
 Financial strategies — Gartner Group — Halvorsen, Jann-Marie
 Flat panel displays — Stanford Resources, Inc.
 Flat panel displays — Stanford Resources, Inc. — Castellano, Joseph
 Font peripherals — BIS CAP International — Kapoor, Ajit
 Forecast, economic (macro/micro) — Wefa Group, The
 Forecast, general business (macro/micro) — Wefa Group, The
 Forecasting — International Planning & Research Corporation — Best, Colin
 Forecasting — International Planning & Research Corporation — Holdarsky, Michael
 Forecasting, computer industry — Data Analysis Group
 Forecasting, computer industry — Data Analysis Group — Parker, Reny
 Forecasting, macro economic — Elsevier Advanced Technology — Rathkey, Philip
 Forecasts — see Product category
 Forecasts, computer industry — Data Analysis Group — Parker, Keith
 Forecasts, computers — FutureScan
 Forecasts, computers — International Planning & Research Corporation
 Forecasts, economic — Futures Group, The — Anderson, Edith
 Forecasts, economic — Futures Group, The — Smith, Robert
 Forecasts, economic — Futures Group, The — Willson, Kathryn
 Forecasts, economic — Institute for the Future — Schmid, Greg
 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 — Colony, George
 Full-text retrieval — International Data Corporation — Gale, Ben

Funding high-tech innovation — Elsevier Advanced Technology — Kitteringham, Guy
Future — see product category
Future of information technology — Future Think, Inc. — Isaacson, Portia
Futures studies — Futures Group, The
Futures studies — Futures Group, The — Anderson, Edith
Futures studies — Futures Group, The — Smith, Robert
Futures studies — Futures Group, The — Willson, Kathryn
Gateways — Infotext Publishing, Inc.
Gateways — Infotext Publishing, Inc. — Parkhill, Rich
Gateways — Infotext Publishing, Inc. — Whitely, Lenda
Gateways — LINK Resources Corporation
Gateways — Telecom Publishing Group — Greathouse, Lee
Gateways — Telecom Publishing Group — Stirba, Dick
Geographic information systems — DARATECH, Inc. — Foundyller, Charles
Geographic information systems — DARATECH, Inc. — Jenkins, Bruce
Geographic information systems — DARATECH, Inc. — Most, Andrea
Geographic information systems — DARATECH, Inc. — Murphy, Ruth
Government leaders, worldwide — Cambridge Information Group Directories
Government training — Technology Futures, Inc. — Lenz, Ralph
Graphic arts, management of — Integrated Circuit Engineering Corporation — Pitcher, Helen
Graphic design, literature — Integrated Circuit Engineering Corporation — Pitcher, Helen
Graphic design, technical publications — Integrated Circuit Engineering Corporation — Pitcher, Helen
Graphic user interfaces (GUIs) — Wohl Associates — Wohl, Amy
Graphic user interfaces (GUIs) — Wohl Associates — Wohl, Marshall
Graphical user interface (GUI) direction — Gartner Group — McNec, William
Graphics — BIS CAP International — Kapoor, Ajit
Graphics — Dataquest — Tyler, Mike
Graphics — Desktop Presentations Inc.
Graphics — Institute for Graphic Communication (BIS CAP International)
Graphics — Institute for Graphic Communication (BIS CAP International) — Murray, Dick
Graphics — Institute for Graphic Communication (BIS CAP International) — Murray, Karen
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 systems — Novon Research Group — Grant, Carol
Graphics systems — Novon Research Group — Siegel, Jay
Graphics technology — Gartner Group — Caffery, William
Graphics workstation and applications — TFS, Inc. — Gantz, John
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 — Willets, Larry
Graphics, computer — S. Klein Library on Computer Graphics, The — Baker, Dan
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
Groupware — Institute for the Future — Johansen, Robert
Groupware — Institute for the Future — Martin, Alexia
HDTV — Advanced Television Publishing
HDTV — Green Street Lab, The
HDTV — LINK Resources Corporation
HDTV — see High-definition television
HDTV — see High-definition television
HDTV — see High-definition television
HDTV — see Television
HDTV applications — Advanced Television Publishing
HDTV business opportunities — Advanced Television Publishing

HDTV business opportunities — Advanced Television Publishing — Bush, Sam
HDTV business opportunities — Advanced Television Publishing — Cripps, Dale
HDTV business opportunities — Advanced Television Publishing — McCann, Renville
HDTV technology — Advanced Television Publishing — Bush, Sam
HDTV technology — Advanced Television Publishing — Cripps, Dale
HDTV technology — Advanced Television Publishing — McCann, Renville
HP — International Data Corporation — Marquardt, Hans
HP — see Hewlett Packard
HP — see product category
Hard copy supplies — BIS CAP International — Ashley, Thomas
Hard copy supplies — BIS CAP International — Case, Charles
Hardware — G2 Research
Hardware manufacturers — Chromatic Communications Enterprises, Inc. — Shipp, Michael
Hardware testing & evaluation — National Software Testing Laboratories, Inc. — Stern, Michael
Health care — Winters Group, The — Volkmuth, Nancy
Healthcare — Decision Research Corporation
Healthcare — Market Intelligence Research Company — Auerbach, Philip
Healthcare — Theta Corporation — Klaben, Phyllis
Helical scan technology — Technology Forums
Helical scan technology — Technology Forums — Molina, Joe
Hewlett Packard — International Data Corporation — Griffin, Carolyn
Hewlett Packard — see HP
High definition television — LINK Resources Corporation — Miao, Walter
High speed digital transmission — Business Communications Co., Inc. — Rush, Thomas
High tech company strategies — Technologic Partners — Wilson, Jack
High technology — Winters Group, The — Berkman, Bob
High technology companies — Technologic Partners
High-definition television — see HDTV
High-end storage — Gartner Group — Chuba, Mike
High-tech news — Pinpoint Information Corporation
High-tech news — Pinpoint Information Corporation — Golomb, Harvey
Home automation — Parks Associates
Home automation — Parks Associates — Parks, Tricia
Home computers — see Personal computers
Home office — LINK Resources Corporation — Miller, Tom
Home video — Alexander & Associates
Home video — LINK Resources Corporation — Rosen, David
Human factors — Ergosyst Associates, Inc./The Report Store — Burch, John
Human factors/ergonomics — Ergosyst Associates, Inc./The Report Store
Human resource planning — Institute for the Future — Martin, Alexia
Hybrid circuits — ElectroniCast Corporation — Piers, Danica
Hybrid circuits — International Interconnection Intelligence (III)
Hybrid circuits — International Interconnection Intelligence (III) — Francis, Dave
Hypermarket — New Castle Publications
Hypermarket, advanced technology — New Castle Publications — Seelinger, William
Hypertext/hypermedia — Venture Economics, Inc. — Stone, John
IBM — Aberdeen Group, Inc. — Willmott, Thomas
IBM — DataTrends Publications, Inc.
IBM — Enterprise Information Systems
IBM — Enterprise Information Systems — Fertig, Bob
IBM — Gartner Group — Chuba, Mike
IBM — Gartner Group — Rosser, Bill
IBM — James Martin Report, Inc. — Martin, Jim
IBM — see Product category
IBM & PCM (plug compatible MFGs) — Dataquest — Baumgartner, Allan
IBM - company, products — Gartner Group — Hess, Mark
IBM AS/400 — ADM, Inc. — Simeone, Doreen
IBM AS/400 computers — ADM, Inc.
IBM AS/400 computers — ADM, Inc. — Andrews, Dave
IBM AS/400 computers — ADM, Inc. — Elms, Teresa
IBM Business Partners — Sentry Market Research — Murphy, Suzanne
IBM Corporation — Creative Strategies Research International — Arnett, Nick
IBM Corporation — DataTrends Publications, Inc. — Kouba, Dennis

IBM Credit Corporation — Gartner Group — Balmer, Darrell
IBM LANs — Architecture Technology Corporation — Thurber, Ken
IBM architectures — Computer Technology Research Corporation — Leghart, Paul
IBM architectures — Computer Technology Research Corporation — Wagner, Ed
IBM communications and networking — Computer Technology Research Corporation — Leghart, Paul
IBM communications and networking — Computer Technology Research Corporation — Wagner, Ed
IBM compatibles evaluation & testing — Reliability Research
IBM compatibles testing & evaluation — Reliability Research — Martin, Larry
IBM computers, software, systems — Monosson Technology Enterprises
IBM large computer market — Gartner Group
IBM large systems — Gartner Group — Braude, Michael
IBM mainframe hardware — Computer Intelligence — Landis, Karen
IBM midrange — Computer Intelligence — Eulitt, Dave
IBM midrange computers — Aberdeen Group, Inc. — Logan, John
IBM midrange computing — Systems Educational Associates, Inc. — Balsly, Chuck
IBM midrange systems — Computer Technology Research Corporation — Leghart, Paul
IBM midrange systems — Computer Technology Research Corporation — Wagner, Ed
IBM operating systems — Computer Technology Research Corporation — Leghart, Paul
IBM operating systems — Computer Technology Research Corporation — Wagner, Ed
IBM personal computers — Computer Technology Research Corporation — Leghart, Paul
IBM personal computers — Computer Technology Research Corporation — Wagner, Ed
IBM software strategies — Digital Consulting, Inc. — Schussel, George
IBM software strategies, OLTP, DBMS — Meta Group, The — Kutnick, Dale
IBM strategies — Architecture Technology Corporation — Thurber, Ken
IBM strategy — ADM, Inc.
IBM strategy — ADM, Inc. — Andrews, Dave
IBM strategy — ADM, Inc. — Elms, Teresa
IBM, SNA — International Data Corporation — Goldstein, Michael
IBM, communication processors — International Data Corporation — Gale, Ben
IBM, communications and connectivity — International Data Corporation — Leary, Mark
IBM, communications and connectivity — International Data Corporation — Robotti, Stefano
IBM, communications and connectivity — International Data Corporation — Tasker, Bob
IBM, communications and connectivity — International Data Corporation — Villars, Rick
IBM, disk drives — International Data Corporation — Callery, Robert
IBM, distribution strategies — International Data Corporation — Levitt, Lee
IBM, emerging technologies — Systems Educational Associates, Inc.
IBM, engineering markets — International Data Corporation — Geruntho, Jim
IBM, large systems — Gartner Group — Cassell, James
IBM, large systems — Gartner Group — Wolfstaetter, Paul
IBM, marketing and product strategy — International Technology Group
IBM, marketing and product strategy — International Technology Group — Jeffery, Brian
IBM, marketing and product strategy — International Technology Group — Simko, Bob
IBM, office — International Data Corporation — Doyle, Lee
IBM, office — International Data Corporation — Gillin, Clare
IBM, organization — International Data Corporation — Gens, Frank
IBM, organization — International Data Corporation — Tasker, Bob
IBM, personal computers — International Data Corporation — Doyle, Lee
IBM, personal computers — International Data Corporation — Goldberg, Aaron
IBM, printers — International Data Corporation — DiPalma, Nancy
IBM, processors — International Data Corporation — Bellomy, Don
IBM, processors — International Data Corporation — Gens, Frank
IBM, processors — International Data Corporation — Griffin, Carolyn
IBM, processors — International Data Corporation — Jakubowicz, Mary
IBM, processors — International Data Corporation — Moschella, David
IBM, processors (4381.9370, S/88) — International Data Corporation — Gannon, Susan
IBM, processors (S/3X) — International Data Corporation — Menbrino, Tony
IBM, service — International Data Corporation — Segal, Rebecca
IBM, software — International Data Corporation — McLarnon, Scott
IBM, software strategy — Systems Educational Associates, Inc.
IBM, tape drives — International Data Corporation — Callery, Robert
IBM, telecom — Northern Business Information, Inc. — McInerney, Francis
IBM, telecom — Northern Business Information, Inc. — Rich, Bill
IBM, telecom — Northern Business Information, Inc. — White, Sean

IBM, telecom — Northern Business Information, Inc. — Yanoff, Marc
 IBM, telecommunications — Northern Business Information, Inc.
 IBM, terminals — International Data Corporation — Santisario, Cindi
 IBM/PCM mainframe applications — Computer Intelligence — Berry, Jerry
 IBM/PCM systems software — Computer Intelligence — Berry, Jerry
 IC cost/performance tools — International Interconnection Intelligence (III)
 IC cost/performance tools — International Interconnection Intelligence (III) — Francis, Dave
 IC industry, trends — No Company — Voorhaar, Nancy
 IC manufacturing technology — Information Network, The
 IC packaging, high density — International Interconnection Intelligence (III)
 IC packaging, high density — International Interconnection Intelligence (III) — Francis, Dave
 IC packaging, high density — International Interconnection Intelligence (III) — Jardine, Linda
 ICs — Information Network, The
 ICs — Information Network, The — Castellano, Robert
 ICs — Integrated Circuit Engineering Corporation
 ICs — see Integrated circuits
 ICs — see Semiconductors
 ICs — see VLSI
 IDSN — In-Stat, Inc. — Beedle, Jack
 IPI — Technology Forums
 IPI — Technology Forums — Molina, Joe
 IPI (intelligent peripherals interface) — Technology Forums — Ebert, Dan
 IS — see Information systems
 IS Alignment — DMR Group, Inc. (USA)
 IS, strategic marketing, research — Maxi/Micro, Inc. — Epstein, Jack
 ISDN — Able Telecommunications, Inc. — Joseph, Clement
 ISDN — Able Telecommunications, Inc. — Zamora, Rafael
 ISDN — BIS Mackintosh
 ISDN — CIMI Corporation
 ISDN — CIMI Corporation — Nolle, Tom
 ISDN — Green Street Lab, The
 ISDN — In-Stat, Inc.
 ISDN — In-Stat, Inc. — Lahti, Walt
 ISDN — In-Stat, Inc. — Raz, Zohar
 ISDN — Information Gatekeepers, Inc.
 ISDN — Information Gatekeepers, Inc. — Polishuk, Paul
 ISDN — International Data Corporation — Villars, Rick
 ISDN — Telecom Publishing Group — Stirba, Dick
 Image communications — BIS CAP International — Pirani, Judith
 Image communications — BIS CAP International — Ryan, Don
 Image communications — Business Communications Co., Inc. — Rush, Thomas
 Image document systems — Rothchild Consultants
 Image document systems — Rothchild Consultants — Cowan, Leslie
 Image document systems — Rothchild Consultants — Odell, Bill
 Image document systems — Rothchild Consultants — Shaw, Abi
 Image document systems — Rothchild Consultants — Walter, Gerard
 Image engineering — S. Klein Library on Computer Graphics, The
 Image processing — BIS CAP International
 Image processing — DMR Group, Inc. (USA)
 Image processing — G2 Research — Kemp, Graham
 Image processing — Infonetics, Inc. — Weiss, Michael
 Image processing — Institute for Graphic Communication (BIS CAP International)
 Image processing — Institute for Graphic Communication (BIS CAP International) — Murray, Dick
 Image processing — S. Klein Library on Computer Graphics, The — Baker, Dan
 Image processing — S. Klein Library on Computer Graphics, The — Klein, Stanley
 Image processing systems — Zech Tech International
 Image processing systems — Zech Tech International — Zech, Dick
 Image processing, document — Probe Research, Inc.
 Image processing, document — Probe Research, Inc. — Miller, Marney
 Image processing/digitization — Creative Strategies Research International
 Image scanners — International Data Corporation — Thomas, Paul
 Image scanners & OCR — PLB Associates
 Image scanners/OCR — PLB Associates — Brobst, Paul

Image software — BIS CAP International — McCready, Scott
Image, voice, and data integration — DMR Group, Inc. (USA)
Imaging — Datek Information Services (See BIS CAP International) — Stefansson, Frank
Imaging supplies — Datek Information Services (See BIS CAP International) — Dower, Jonathan
Imaging technologies — BIS CAP International — Case, Charles
Implementation plans — Aberdeen Group, Inc.
Implementation strategies — Patricia Seybold's Office Computing Group — Hurwitz, Judith
Industrial automation — Elsevier Advanced Technology
Industrial automation — Market Intelligence Research Company — Nugent, Chris
Industrial engineering — Elsevier Advanced Technology
Industrial management and control — Venture Development Corporation — Grace, Chantal
Industrial measurement/control — Venture Development Corporation
Industrial measurement/control — Venture Development Corporation — Solomon, Lewis
Industrial products and services — Decision Research Corporation
Industrial safety & hazards — Elsevier Advanced Technology — Guy, Ian
Industry analysis, end-user — Elsevier Advanced Technology — Fletcher, Andrew
Industry analysts — see Consultant relations
Industry globalization — Technology Futures, Inc. — Anderson, Laurel
Industry infrastructure development — Alan Weinkrantz and Company
Industry trends — Technologic Partners — Shaffer, Dick
Industry trends — Technologic Partners — Wilson, Jack
Information architecture — Database Research Group, Inc.
Information architecture — Database Research Group, Inc. — Ross, Ronald
Information assets, production of — Gartner Group — Caffery, William
Information centers — International Data Corporation — McLarnon, Scott
Information centers (FDA) — International Data Corporation — Mendelsohn, Frances
Information ethics — Computer Security Institute
Information ethics — Computer Security Institute — O'Mara, John
Information industry — Competitive Strategy Group, The
Information industry — Tabke Dawson Associates — Dawson, Debbie
Information industry — Tabke Dawson Associates — Hooker, Lois
Information industry — Winters Group, The
Information industry — Winters Group, The — Berkman, Bob
Information industry — Winters Group, The — Winters, Mary-Frances
Information industry information — Computer Business
Information industry information — Computer Business — Hassan, Abe
Information industry trends in the 90s — Meta Group, The — Kutnick, Dale
Information industry, Asian — ResearchAsia Ltd.
Information management — KE Publishing Corp.
Information management — KE Publishing Corp. — Giacalone, Louis
Information management — KE Publishing Corp. — Shafer, Dan
Information management — Magnetic Press Inc.
Information management — Magnetic Press Inc. — Gross, Daniel
Information management — Magnetic Press Inc. — Page, Bruce
Information management, mainframes — Auerbach Publishers (Div. of Warren, Gorham & Lamont, Inc.)
Information processing — Arthur D. Little Decision Resources — Fuller, Sarah
Information processing — BIS CAP International — Jaffarian, Patricia
Information processing — BIS CAP International — Pesko, Charles
Information processing — BIS CAP International — Pytko, Steve
Information processing — Business Week Newsletter for Information Executives, The
Information processing — Business Week Newsletter for Information Executives, The — Davis, Stephen
Information processing — Business Week Newsletter for Information Executives, The — Howe, Charlie
Information processing — Business Week Newsletter for Information Executives, The — Kenezis, Paul
Information processing — Business Week Newsletter for Information Executives, The — Krass, Peter
Information processing — Business Week Newsletter for Information Executives, The — Winkler, Connie
Information processing — Goldstein, Golub, Kessler & Company
Information processing — Goldstein, Golub, Kessler & Company — Eisen, Jerry
Information processing — Goldstein, Golub, Kessler & Company — Levy, Joel
Information processing — Goldstein, Golub, Kessler & Company — Miller, Robert
Information processing — Goldstein, Golub, Kessler & Company — Reiter, Elliot
Information processing — International Data Corporation
Information processing — Patricia Seybold's Office Computing Group — Marshak, Ronni
Information processing industry — Computer Industry Almanac

- Information processing industry — see Computer industry
- Information processing systems — Performance Computing, Inc. — Finkelstein, Rich
- Information processing systems — Zech Tech International
- Information processing systems — Zech Tech International — Zech, Dick
- Information resource management — Database Research Group, Inc.
- Information resource management — Gartner Group — Percy, Tony
- Information resource management — International Data Corporation — Reilly, Hilary
- Information security/products/technology — Datapro Research Corporation — Murphy, Marty
- Information services — LINK Resources Corporation
- Information services — Magnetic Press Inc.
- Information services — see Online databases
- Information services industry — LINK Resources Corporation — Gaffner, Haines
- Information services industry — LINK Resources Corporation — Reed, Bill
- Information services industry — LINK Resources Corporation — Wright, Bernell
- Information services products — Broadview Associates — O'Flaherty, Tom
- Information services, computer — Parks Associates — Parks, Tricia
- Information services, consumer — Jupiter Communications Company
- Information services, consumer — Jupiter Communications Company — Bevan, Barbara
- Information services, consumer — Jupiter Communications Company — Harris, Joshua
- Information services, consumer — Jupiter Communications Company — Kaplan, Daniel
- Information services, consumer — Parks Associates
- Information systems — No Company — Cougar, Dan
- Information systems — No Company — Dorn, Philip
- Information systems — No Company — Rothenbeucher, Oscar
- Information systems — Arthur D. Little Decision Resources
- Information systems — Arthur D. Little Decision Resources — Blaisdell, Penny
- Information systems — DMR Group, Inc. (USA) — Ticoll, David
- Information systems — Digital Consulting, Inc. — Hessinger, Paul
- Information systems — Faulkner & Gray, Inc.
- Information systems — Faulkner & Gray, Inc. — Geott, Pam
- Information systems — Fredonia Group, The — Baumgartner, Robert
- Information systems — Gartner Group — Freeman, Grey
- Information systems — Gartner Group — Rogow, Bruce
- Information systems — Index Group, The
- Information systems — Index Group, The — Gulden, Gary
- 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 — Rosser, Bill
- Information systems, strategic planning — Database Research Group, Inc.
- Information technology — Canopus Research
- Information technology — Canopus Research — Zachmann, Will
- Information technology — Competitive Strategy Group, The — Keegan, Warren
- 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 — Thunder, Dave
- Information technology — Goldstein, Golub, Kessler & Company
- Information technology — International Data Corporation
- Information technology — LINK Resources Corporation — Bose, Andy
- Information technology applications — Elsevier Advanced Technology — Evans, Paul
- Information technology applications — Elsevier Advanced Technology — Lloyd, Christopher
- Information technology planning — Gartner Group — Marks, Barry
- Information technology science — Elsevier Advanced Technology — Salisbury, Carmela
- Information technology, future of — Future Think, Inc. — Isaacson, Portia
- Information technology, long-term impact — Institute for the Future — Saffo, Paul
- Information trends — FutureScan — Selbert, Roger
- Information Services — LINK Resources Corporation — Fischer, Peggy
- Infrastructure development, industry — Alan Weinkrantz and Company — Weinkrantz, Alan
- Innovation by Design — Technology Futures, Inc. — Vanston, John
- Innovation management — Technology Futures, Inc. — Prestwood, Donna

Innovations, research & development — Business Technology Research
Innovative organizations, management of — Elsevier Advanced Technology — Kitteringham, Guy
Instrumentation forecasts — Elsevier Advanced Technology — Wilson, Kenneth
Instrumentation, analytical — Theta Corporation — Klaben, Phyllis
Instrumentation, computers — In-Stat, Inc.
Instrumentation, computers — In-Stat, Inc. — Beedle, Jack
Instrumentation, computers — In-Stat, Inc. — Lahti, Walt
Instrumentation, computers — In-Stat, Inc. — Raz, Zohar
Instrumentation, industrial — Creative Strategies Research International
Integrated broadband communications — Gartner Group — Thunder, Dave
Integrated broadband networks — ElectroniCast Corporation — Ryan, John
Integrated circuit design — Integrated Circuit Engineering Corporation — Griffin, James
Integrated circuits — Integrated Circuit Engineering Corporation — Denboer,
Integrated circuits — Integrated Circuit Engineering Corporation — Potter, Richard
Integrated circuits — Integrated Circuit Engineering Corporation — Skinner, Richard
Integrated circuits — International Technology Group
Integrated circuits — International Technology Group — Jeffery, Brian
Integrated circuits — International Technology Group — Simko, Bob
Integrated circuits — see ICs
Integrated circuits, advanced — Integrated Circuit Engineering Corporation — Vasquez, Ray
Integrated circuits, construction — Integrated Circuit Engineering Corporation — York, David
Integrated circuits, failure analysis — Integrated Circuit Engineering Corporation — York, David
Integrated circuits, laboratory — Integrated Circuit Engineering Corporation — Fry, George
Integrated circuits, laboratory — Integrated Circuit Engineering Corporation — Hudson, Scott
Integrated circuits, laboratory — Integrated Circuit Engineering Corporation — McClean, Bill
Integrated circuits, market research — Integrated Circuit Engineering Corporation — Fry, George
Integrated circuits, market research — Integrated Circuit Engineering Corporation — Hudson, Scott
Integrated circuits, market research — Integrated Circuit Engineering Corporation — McClean, Bill
Integrated circuits, processing — Integrated Circuit Engineering Corporation — Fry, George
Integrated circuits, processing — Integrated Circuit Engineering Corporation — Hudson, Scott
Integrated circuits, processing — Integrated Circuit Engineering Corporation — McClean, Bill
Integrated data networks — Gartner Group — Frank, Jeremy
Integrated office systems — Gartner Group — Babcock, Barbara
Intellectual property issues — EDventure Holdings, Inc. — Dyson, Esther
Intelligent database access tools — No Company — Cunnyngham, Jon
Interactive computer display — Ergosyst Associates, Inc./The Report Store
Interactive computer display — Ergosyst Associates, Inc./The Report Store — Burch, John
Interactive electronics — New Castle Publications
Interactive electronics — New Castle Publications — Seelinger, William
Interactive entertainment — Alexander & Associates — Kessel, Jerilyn
Interactive entertainment — Alexander & Associates — Mascioni, Michael
Interactive entertainment — Arlen Communications, Inc. — Arlen, Gary
Interactive programming — Computer Intelligence — Berry, Jerry
Interactive telecommunications — New Castle Publications — Seelinger, William
Interactive video — Green Street Lab, The
Interactive video — Green Street Lab, The — Hargadon, Tom
Interactive video — Green Street Lab, The — Perlmutter, Marty
Interactive video — Patricia Seybold's Office Computing Group — Kelly, John
Interactivity — Alexander & Associates
Interactivity — Green Street Lab, The
Interactivity — Green Street Lab, The — Hargadon, Tom
Interactivity — Green Street Lab, The — Perlmutter, Marty
Interactivity — Infotext Publishing, Inc. — Parkhill, Rich
Interactivity — Infotext Publishing, Inc. — Whitely, Lenda
Interconnection — ElectroniCast Corporation
Interconnection technology — International Interconnection Intelligence (III)
Interconnection technology — International Interconnection Intelligence (III) — Francis, Dave
Interconnection technology — International Interconnection Intelligence (III) — Jardine, Linda
Interconnectivity — ElectroniCast Corporation — Montgomery, Jeff
International, regional economics — Wefa Group, The — Chimerrine, Lawrence
International competition — Dataquest — Baumgartner, Allan
International management — Gartner Group — Familant, David
International markets — International Data Corporation — Moschella, David

International markets — Winters Group, The — Corrigan, Therese
International regulatory trends — ElectroniCast Corporation — Ryan, John
International strategic planning — Technology Futures, Inc. — Anderson, Laurel
International trade — EDventure Holdings, Inc. — Dyson, Esther
Interoperability — Dicbold Group, Inc., The
Interoperability — Nina Lytton's Open Systems Advisor
Interoperability — Nina Lytton's Open Systems Advisor — Lytton, Nina
Interoperability — see System interoperability
Japanese computer industry — Gartner Group — Lindamood, George
Japanese electronics industry — First Market Research
Key systems — International Data Corporation — Rogers, John
LANs — Architecture Technology Corporation
LANs — Architecture Technology Corporation — Haugdahl, Scott
LANs — Architecture Technology Corporation — Thurber, Ken
LANs — BIS CAP International — Boggs, Raymond
LANs — BIS CAP International — McCready, Scott
LANs — BIS CAP International — Wasner, Raimund
LANs — CIMI Corporation
LANs — Computer Intelligence — Hagan, Mike
LANs — Computer Intelligence — vonKotze, Johanna
LANs — Delphi, Inc.
LANs — Delphi, Inc. — Audin, Gary
LANs — Gartner Group — Pitasi, Carl
LANs — Gartner Group — Redman, Bill
LANs — Gartner Group — Schumer, Mike
LANs — Information Gatekeepers, Inc. — Polishuk, Paul
LANs — Information Network, The
LANs — Information Network, The — Castellano, Robert
LANs — International Data Corporation — Doyle, Lee
LANs — International Data Corporation — Duffy, Alan
LANs — Tabke Dawson Associates — Tabke, Robert
LANs — Workgroup Technologies, Inc.
LANs — Workgroup Technologies, Inc. — Brandel, Bill
LANs — see Local networks
LANs, PCs and servers — Meta Group, The — Kutnick, Dale
LANs, personal computer — Probe Research, Inc.
LANs, personal computer — Probe Research, Inc. — Miller, Marney
Large scale systems — Technology Futures, Inc. — Sullivan, Lisa
Large systems — Gartner Group — Culhane, Daniel
Large systems — Meta Group, The
Large systems — Meta Group, The — Butlein, Marc
Large systems — Meta Group, The — Egan, Mike
Large systems evaluation & testing — Reliability Research
Large systems leasing — Gartner Group — Culhane, Daniel
Large systems testing & evaluation — Reliability Research — Martin, Larry
Large systems vendors — Gartner Group — Culhane, Daniel
Laser technology — ElectroniCast Corporation — Ryan, John
Laser technology — International Resource Development Inc.
Lasers — Fredonia Group, The — Hester, Edward
Lasers in communications — ElectroniCast Corporation — Pearce,
Lead generation, systems designers — Sentry Market Research — Phelan, Virginia
Leads database — Chromatic Communications Enterprises, Inc.
Leads database — Computer Intelligence
Leads database — Focus Research Systems
Lease vs purchase — Gartner Group — Balmer, Darrell
Leasing — Computer Intelligence — Hairopoulos, Paul
Leasing & secondary marketing — Dataquest — Baumgartner, Allan
Leasing industry — Gartner Group — Balmer, Darrell
Leasing industry — Gartner Group — Halvorsen, Jann-Marie
Leasing industry — Monosson Technology Enterprises — Monosson, Sonny
Lessor/vendor negotiations — Gartner Group — Balmer, Darrell
Liquid crystal displays — Stanford Resources, Inc.
Litigation support — Decision Research Corporation

Local area communications — Arthur D. Little Decision Resources — Blaisdell, Penny
Local area communications — Gartner Group
Local area communications — Gartner Group — Lill, Albert
Local area networks — Able Telecommunications, Inc. — Joseph, Clement
Local area networks — Able Telecommunications, Inc. — Zamora, Rafael
Local area networks — Communications Network Architects
Local area networks — Communications Network Architects — Dzubeck, Frank
Local area networks — Gartner Group — Lill, Albert
Local area networks — Gartner Group — Wendler, Steve
Local area networks — Goldstein, Golub, Kessler & Company
Local area networks — IMR, Inc. d/b/a Industry Market Reports
Local area networks — Infonetics, Inc.
Local area networks — Infonetics, Inc. — Burns, Nina
Local area networks — Infonetics, Inc. — Carver, Robert
Local area networks — Infonetics, Inc. — Cavagnolo, Heidi
Local area networks — Infonetics, Inc. — Coibion, William
Local area networks — Infonetics, Inc. — Howard, Michael
Local area networks — Infonetics, Inc. — McConnell, John
Local area networks — Infonetics, Inc. — Newstead, Ray
Local area networks — Infonetics, Inc. — Seidler, Joseph
Local area networks — Infonetics, Inc. — Spanier, Steve
Local area networks — Infonetics, Inc. — White, Tom
Local area networks — Information Gatekeepers, Inc.
Local area networks — International Data Corporation
Local area networks — International Data Corporation — Gold, Doug
Local area networks — International Data Corporation — Villars, Rick
Local area networks — Stratedge
Local area networks — Stratedge — Fischer, Pierre
Local area networks — Workgroup Technologies, Inc. — Barney, Chuck
Local area networks — see LANs
Local area networks — see Local networks
Local area networks, personal computers — International Data Corporation — Gold, Doug
Local networks — Forrester Research
Local networks — see LANs
Local networks — see Local area networks
Logic arrays — No Company — Voorhaar, Nancy
Logical database design — Digital Consulting, Inc. — Davey, James
Long distance service — Market Intelligence Research Company — Van Tuyle, Jennifer
MIS — No Company — Dorn, Philip
MIS — James Martin Report, Inc. — Martin, Jim
MIS — see Management information systems
MIS education — No Company — Cougar, Dan
MIS/DP budget trends — Gartner Group — White, Chuck
MOS technology — Integrated Circuit Engineering Corporation — Denboer,
MOS technology — Integrated Circuit Engineering Corporation — York, David
MOS, power — Integrated Circuit Engineering Corporation — Vasquez, Ray
MS-DOS — Zech Tech International — Lloyd, Fred
Machine vision — SEAI Technical Publications
Machine vision — SEAI Technical Publications — Miller, Marcie
Machine vision — SEAI Technical Publications — Walker, Terri
Macintosh market — International Data Corporation
Macintosh markets — LINK Resources Corporation — Thomsen, Natasha
Macro industry trends — Gartner Group — Symons, Craig
Magazines — Adscope, Inc.
Magazines — C Systems, Ltd.
Magazines — C Systems, Ltd. — Callan, Earlene
Magazines — C Systems, Ltd. — Callan, James
Magnetic tape storage — International Data Corporation — Bretzman, Jay
Magneto optical disk technology — Technology Forums
Mainframe computer applications — Enterprise Information Systems
Mainframe computer applications — Enterprise Information Systems — Fertig, Bob
Mainframe computers — Computer Intelligence
Mainframe computers — Datapro Research Corporation

Mainframe computers — Dataquest — Beeler, Jeff
 Mainframe computers — Dataquest — Kidd, Robert
 Mainframe computers — Enterprise Information Systems
 Mainframe computers — Enterprise Information Systems — Fertig, Bob
 Mainframe computers — Technology News of America
 Mainframe computers — Technology News of America — Brady, Sharon
 Mainframe computers — Technology News of America — Weiner, Hesh
 Mainframe computers — see computers, mainframe
 Mainframe operating systems — Technology News of America
 Mainframe operating systems — Technology News of America — Brady, Sharon
 Mainframe operating systems — Technology News of America — Weiner, Hesh
 Mainframe software — Datapro Research Corporation
 Mainframe systems management — Gartner Group — Schulman, Jeff
 Mainframe/minicomputer systems — Prognostics
 Mainframe/minicomputer systems — Prognostics — Collignon, Susan
 Mainframe/minicomputer systems — Prognostics — Kline, Pamela
 Mainframe/minicomputer systems — Prognostics — Smith, Walter
 Mainframes — No Company — Dorn, Philip
 Mainframes — Creative Strategies Research International — Poshkus,
 Mainframes — Datapro Research Corporation — Lauletta, Patricia
 Mainframes — Gartner Group — Cassell, James
 Mainframes — Gartner Group — Chuba, Mike
 Mainframes — Gartner Group — Fentriss, Ray
 Mainframes — Gartner Group — Wolfstaetter, Paul
 Mainframes — International Data Corporation — Cohen, Lloyd
 Mainframes — International Data Corporation — Josselyn, Steve
 Mainframes — International Data Corporation — Tasker, Bob
 Mainframes — Management Information Corporation
 Mainframes, high-performance — International Data Corporation — Schreiber, Richard
 Maintenance — International Data Corporation — Segal, Rebecca
 Maintenance — see Service
 Maintenance and service — Meta Group, The
 Maintenance and service plans for users — Meta Group, The — Goodspeed, Donald
 Maintenance strategies — Gartner Group — Hess, Mark
 Management (licensing/startups) — Electronic Trend Publications — Selven, Gene
 Management information systems — see MIS
 Management issues — Faulkner Technical Reports, Inc.
 Management practices — Faulkner Technical Reports, Inc. — Forkel, Barbara
 Management practices — Faulkner Technical Reports, Inc. — Gaul, Bill
 Management practices — Gartner Group — Knutsen, Eric
 Management topics — Electronic Trend Publications
 Manufacturing and design technology — Electronic Trend Publications
 Manufacturing application systems — Plant-Wide Research Group
 Manufacturing applications — Advanced Manufacturing Research — Friscia, Tony
 Manufacturing applications — Advanced Manufacturing Research — Ingle, Bill
 Manufacturing automation — Auerbach Publishers (Div. of Warren, Gorham & Lamont, Inc.)
 Manufacturing automation — Datapro Research Corporation
 Manufacturing automation protocol — International Data Corporation — Robotti, Stefano
 Manufacturing computing technology — Gartner Group — Keller, Erik
 Manufacturing information systems — Datapro Research Corporation — Arcuri, Jerry
 Manufacturing resource planning (MRP II) — Plant-Wide Research Group
 Manufacturing software — Gartner Group — Keller, Erik
 Manufacturing strategy — Gartner Group — Wylie,
 Manufacturing systems — Dataquest
 Manufacturing systems — Gartner Group — Wylie,
 Manufacturing systems — Plant-Wide Research Group — Green, Alice
 Manufacturing systems — Plant-Wide Research Group — McSpadden, Bill
 Manufacturing systems integration — Advanced Manufacturing Research — Friscia, Tony
 Manufacturing systems integration — Advanced Manufacturing Research — Ingle, Bill
 Manufacturing technologies, advanced — Future Technology Surveys, Inc.
 Manufacturing, automated — Elsevier Advanced Technology — Bindon, Cathy
 Manufacturing, computer system costs — Workstation Laboratories, Inc. — Wilson, David
 Market communications, info technology — Decision Research Corporation — Wells, Dirk

Market information — Focus Research Systems
Market information publishing — Future Think, Inc.
Market intelligence — ASK Group, Inc., The
Market intelligence — ASK Group, Inc., The — Killinger, Al
Market modeling — TFS, Inc. — Henry, Harry
Market planning reference — IMS America, Ltd. — Weaver, Kurt
Market positioning, info technology — Decision Research Corporation — Wells, Dirk
Market requirement forecasts — Sierra Group
Market requirements, forecasting — Sierra Group — Gruhn, Marty
Market requirements, forecasting — Sierra Group — Hamons, Jim
Market requirements, forecasting — Sierra Group — Kirk, Nancy
Market requirements, forecasting — Sierra Group — Shinyeda, Merrily
Market research — No Company — Kiefer, John
Market research — Maxi/Micro, Inc.
Market research companies — Future Think, Inc.
Market research companies — Future Think, Inc. — Ray, Judi
Market research methods & strategies — Dataquest — Levy, Elizabeth
Market research reports — Cambridge Information Group Directories — DuChes, JoAnne
Market research studies — Cambridge Information Group Directories
Market research, general business — FIND/SVP
Market research, home computers — InfoCorp — Furer, Howard
Market research, microcomputers — InfoCorp — Furer, Howard
Market segmentation — Decision Research Corporation — Cole, Paul
Market segmentation — Gartner Group — Cryer, Dick
Market segmentation — Gartner Group — Dinmick, Gary
Market segmentation, info technology — Decision Research Corporation — Wells, Dirk
Market sizing and forecasting — TFS, Inc. — Henry, Harry
Market statistics — Aberdeen Group, Inc. — Willmott, Thomas
Market strategies, small business — BIS CAP International — Pesko, Charles
Market strategy analysis — Broadview Associates — O'Flaherty, Tom
Market strategy planning — Gartner Group — Marks, Barry
Market trends, early identification — Sierra Group
Market trends, early identification — Sierra Group — Gruhn, Marty
Market trends, early identification — Sierra Group — Hamons, Jim
Market trends, early identification — Sierra Group — Kirk, Nancy
Market trends, early identification — Sierra Group — Shinyeda, Merrily
Marketing and distribution strategy — Sununit Strategies — Kucharvy, Tom
Marketing communications — Decision Research Corporation — Cole, Paul
Marketing models — IntelliQuest — Pilon, Thomas
Marketing strategies — IntelliQuest — Cavanaugh, Suzette
Marketing, computer — Communications Trends, Inc. — McCarthy, Dan
Marketing, global — Technology Futures, Inc. — Anderson, Laurel
Marketing/sales research — IntelliQuest
Mass storage — Computer Industry Almanac — Juliussen, Egil
Mass storage — International Data Corporation — Vellante, David
Materials — World Information Technologies
Materials — World Information Technologies — Bender, Amadee
Materials process industry, advanced — Business Communications Co., Inc.
Materials science — Elsevier Advanced Technology
Materials science & engineering — Elsevier Advanced Technology — Kitteringham, Guy
Materials science & engineering — Elsevier Advanced Technology — Weaver, Amanda
Materials science & technology — Elsevier Advanced Technology — Butler, Nicholas
Materials science & technology — Elsevier Advanced Technology — Guy, Ian
Materials technology — Elsevier Advanced Technology — Lloyd, Christopher
Materials, advanced — No Company — Swartz, Jeffrey
Materials, advanced — Arthur D. Little Decision Resources
Materials, new — Elsevier Advanced Technology
Media (publications), computer — MediaMap/Cambridge Communications, Inc.
Media (publications), computer — MediaMap/Cambridge Communications, Inc. — Pearce, John
Media access and positioning — California Technology Stock Letter — Morgenthaler, Lissa
Media access and positioning — California Technology Stock Letter — Murphy, Michael
Media, general technology — MediaMap/Cambridge Communications, Inc. — Handelman, Audrey
Media, new — Magnetic Press Inc.

Media, new — Magnetic Press Inc. — Gross, Daniel
 Media, new — Magnetic Press Inc. — Page, Bruce
 Medical — Market Intelligence Research Company — Auerbach, Philip
 Memory technology — MicroDesign Resources Inc. — Slater, Michael
 Mergers — Broadview Associates
 Mergers — Broadview Associates — Federman, Charles
 Mergers — Broadview Associates — Goldstein, Bernard
 Mergers — Broadview Associates — Grodahl, George
 Mergers — Broadview Associates — Metz, Edward
 Mergers — Broadview Associates — Mintz, Gilbert
 Mergers — Broadview Associates — Poppel, Harvey
 Mergers & Acquisitions — Gartner Group — Joffe, Sy
 Mergers & acquisitions — Gartner Group — Crotty, Tom
 Mergers and acquisitions — Broadview Associates — O'Flaherty, Tom
 Mergers and acquisitions — No Company — Lovell, Bill
 Mergers and acquisitions — No Company — Nesheim, John
 Mergers and acquisitions — Gartner Group — Art, Jon
 Mergers and acquisitions — HTE Research, Inc. — Rolander, Charles
 Mergers and acquisitions — HTE Research, Inc. — Szirom, Steve
 Micro marketing — IMS America, Ltd. — Johnson, Patrice
 Micro to mainframe — Faulkner Technical Reports, Inc.
 Micro to mainframe — International Data Corporation — Lord, Leslie
 Micro to supercomputers, commercial — Aberdeen Group, Inc.
 Micro to supercomputers, scientific — Aberdeen Group, Inc.
 Micro-mainframe communications — International Data Corporation — Mendelsohn, Frances
 Micro-minicomputer communications — Creative Strategies Research International — Hess, Steve
 MicroVAX — Computer Intelligence — Eulitt, Dave
 Microcomputer dealers — Chromatic Communications Enterprises, Inc.
 Microcomputer distribution flow — IMS America, Ltd. — Johnson, Patrice
 Microcomputer software — Creative Strategies Research International — Hess, Steve
 Microcomputer software — Datapro Research Corporation
 Microcomputer software — InfoCorp — Carnevale, David
 Microcomputer software — InfoCorp — Kelly, Stella
 Microcomputer software — IntelliQuest — Crane, Marie
 Microcomputer software — Micro Software Marketing
 Microcomputer systems & peripherals — National Software Testing Laboratories, Inc. — Stern, Michael
 Microcomputer vendors — Chromatic Communications Enterprises, Inc.
 Microcomputers — Creative Strategies Research International — Hess, Steve
 Microcomputers — Datapro Research Corporation
 Microcomputers — Datapro Research Corporation — Faircloth, Margo
 Microcomputers — Datapro Research Corporation — Nesdore, Paul
 Microcomputers — Gartner Group — Kerstetter, Myron
 Microcomputers — Gartner Group — Weil, Susan
 Microcomputers — IMS America, Ltd. — Carchedi, Steve
 Microcomputers — INTECO Corporation
 Microcomputers — INTECO Corporation — Ablondi, Bill
 Microcomputers — INTECO Corporation — Bachman, Thomas
 Microcomputers — InfoCorp — Carnevale, David
 Microcomputers — InfoCorp — Kelly, Stella
 Microcomputers — Insight Onsite
 Microcomputers — Insight Onsite — Booth, Will
 Microcomputers — IntelliQuest — Hurley, Pamela
 Microcomputers — Lewis Research Corporation
 Microcomputers — Lewis Research Corporation — Lewis, Jan
 Microcomputers — Management Information Corporation
 Microcomputers — Newton-Evans Research Company, Inc.
 Microcomputers — see Personal computers
 Microcomputers, development — Lewis Research Corporation — Lewis, Jan
 Microcomputers, distribution — Lewis Research Corporation
 Microcomputers, distribution — Lewis Research Corporation — Lewis, Jan
 Microcomputers, hardware and software — Creative Strategies Research International — Bajarin, Tim
 Microcomputers, marketing — Lewis Research Corporation
 Microcomputers, marketing — Lewis Research Corporation — Lewis, Jan

Microcomputers, product development — Lewis Research Corporation
Microcomputing/business markets — Newton-Evans Research Company, Inc. — Newton, Chuck
Microprocessor technology — MicroDesign Resources Inc. — Slater, Michael
Microprocessors — MicroDesign Resources Inc.
Microprocessors to supercomputers — Integrated Computer Systems
Microprocessors, single chip — MicroDesign Resources Inc.
Microsystems — InfoCorp
Microsystems — Prognostics
Microsystems — Prognostics — Collignon, Susan
Microsystems — Prognostics — Kline, Pamela
Microsystems — Prognostics — Smith, Walter
Microsystems — see Personal computers
Microwave — ElectroniCast Corporation
Microwave components/equipment — ElectroniCast Corporation — Montgomery, Jeff
Microwave markets — Pyramid Research, Inc. — Monnes, Maria
Microwave monolithic integrated circuits — ElectroniCast Corporation — Hailu, Saba
Midrange computer market — ADM, Inc.
Midrange computer market — ADM, Inc. — Andrews, Dave
Midrange computer market — ADM, Inc. — Elms, Teresa
Midrange computer market — ADM, Inc. — Simone, Doreen
Midrange computers — No Company — Cameron, Debra
Midrange computers — Computer Intelligence — Hagan, Mike
Midrange computers — Computer Technology Research Corporation
Midrange computers — Dataquest — Levy, Elizabeth
Midrange computers — Gartner Group — Rosser, Bill
Midrange computers — INTECO Corporation
Midrange computers — INTECO Corporation — Ablondi, Bill
Midrange computers — INTECO Corporation — Bachman, Thomas
Midrange computers — Workgroup Technologies, Inc.
Midrange computers — Workgroup Technologies, Inc. — Brandel, Bill
Midrange computers, Sun, H-P — Aberdeen Group, Inc. — Logan, John
Midrange systems — Forrester Research
Midrange systems — Forrester Research — Colony, George
Midrange systems — Gartner Group — Schay, Peter
Midrange systems — Gartner Group — Symons, Craig
Midrange systems — InfoCorp
Midrange systems — InfoCorp — Gant, Sandy
Midrange systems — InfoCorp — Sill-Holenian, Jeanette
Midrange systems — International Data Corporation — Gannon, Susan
Midrange systems — International Data Corporation — Hingley, Martin
Midrange systems — International Data Corporation — Moschella, David
Midrange systems — Management Information Corporation
Midrange systems — Meta Group, The
Midrange systems — Meta Group, The — Christiansen, Chris
Midrange systems and servers — Gartner Group — Weiss, George
Military and aerospace semiconductors — Dataquest
Military fiber optics — ElectroniCast Corporation — Osterman, Michael
Military lasers — Fredonia Group, The
Military linear ICs — ElectroniCast Corporation — Piers, Danica
Mini/supermini hardware — Computer Intelligence — Eulitt, Dave
Minicomputer installation — Computer Intelligence
Minicomputer software — Datapro Research Corporation
Minicomputers — Creative Strategies Research International — Poshkus,
Minicomputers — Datapro Research Corporation
Minicomputers — Datapro Research Corporation — Lauletta, Patricia
Minicomputers — Dataquest — Beeler, Jeff
Minicomputers — Dataquest — Kidd, Robert
Minicomputers — Gartner Group — Schay, Peter
Minicomputers — IMR, Inc. d/b/a Industry Market Reports — Blackford, Ken
Minicomputers — International Data Corporation — Bellomy, Don
Minicomputers — International Data Corporation — Griffin, Carolyn
Minicomputers — International Data Corporation — Josselyn, Steve
Minicomputers — International Data Corporation — Moschella, David

Minicomputers — Technology News of America
 Minicomputers — Technology News of America — Brady, Sharon
 Minicomputers — Technology News of America — Weiner, Hesh
 Minisupercomputers — ITOM International Co. — Serlin, Omri
 Minisupercomputers — International Data Corporation — Schreiber, Richard
 Minisupercomputers — Research Consortium, Inc.
 Minisupercomputers — Research Consortium, Inc. — Sherman, Richard
 Minisupercomputers — Research Consortium, Inc. — Triere, Robert
 Mobile communications — BIS Mackintosh
 Mobile robots — SEAI Technical Publications
 Mobile robots — SEAI Technical Publications — Miller, Marcie
 Modems — Computer Intelligence — Coughran, Bruce
 Modems — International Data Corporation — Newman, George
 Molecular electronics — Intelligence Newsletter
 Molecular electronics — Intelligence Newsletter — Rosenfeld, Ed
 Monitors/distribution channels — IMS America, Ltd. — Carchedi, Steve
 Multi vendor environments — Creative Strategies Research International — Bajarin, Tim
 Multi-sensory simulation — Green Street Lab, The
 Multi-vendor integration — International Data Corporation — Kugel, Karen
 Multichip & multipackage modules — International Interconnection Intelligence (III)
 Multichip & multipackage modules — International Interconnection Intelligence (III) — Jardine, Linda
 Multichip modules — ElectroniCast Corporation — Mach, Ivan
 Multimedia — Desktop Presentations Inc. — Coggsall, Bill
 Multimedia — Desktop Presentations Inc. — Gregory, Eve
 Multimedia (audiovisual) computing — Creative Strategies Research International — Arnett, Nick
 Multimedia computing — Creative Strategies Research International — Bajarin, Tim
 Multimedia workstations — Institute for the Future
 Multimedia/hypermedia interfaces — Wohl Associates — Wohl, Amy
 Multimedia/hypermedia interfaces — Wohl Associates — Wohl, Marshall
 Multiplexers — International Data Corporation — Duffy, Alan
 Multiplexers — Market Intelligence Research Company — Watkins, Gerald
 NAS - company, products — Gartner Group — Hess, Mark
 National account marketing — Computer Intelligence — Hagan, Mike
 Natural language — SEAI Technical Publications
 Natural language — SEAI Technical Publications — Miller, Marcie
 Natural language — SEAI Technical Publications — Walker, Terri
 Natural language processing — International Data Corporation — Helenak, Les
 Networking — Workgroup Technologies, Inc.
 Network Architectures — Gartner Group — Schumer, Mike
 Network architecture — D.H. Brown Associates, Inc. — Brookwood, Nathan
 Network architecture — D.H. Brown Associates, Inc. — Brown, Donald
 Network architecture — D.H. Brown Associates, Inc. — Eunice, Jon
 Network architecture — D.H. Brown Associates, Inc. — Norton, Robert
 Network architecture planning — Gartner Group — Marks, Barry
 Network integration — Business Research Group
 Network integration — Business Research Group — Burstyn,
 Network integration — Business Research Group — Childs, Warren
 Network integration — Business Research Group — Ford, Jr., Bill
 Network integration — Business Research Group — Myhre, Kim
 Network integration — G2 Research
 Network management — Forrester Research — Colony, George
 Network management — Business Research Group
 Network management — Business Research Group — Ford, Jr., Bill
 Network management — Business Research Group — Myhre, Kim
 Network management — CIMI Corporation
 Network management — CIMI Corporation — Nolle, Tom
 Network management — DataTrends Publications, Inc.
 Network management — Delphi, Inc.
 Network management — Delphi, Inc. — Audin, Gary
 Network management — Forrester Research
 Network management — G2 Research
 Network management — Gartner Group — Frank, Jeremy
 Network management — Gartner Group — Pitasi, Carl

Network management — Gartner Group — Redman, Bill
Network management — Infonetics, Inc.
Network management — Infonetics, Inc. — Burns, Nina
Network management — Infonetics, Inc. — Carver, Robert
Network management — Infonetics, Inc. — Cavagnolo, Heidi
Network management — Infonetics, Inc. — Coibion, William
Network management — Infonetics, Inc. — Howard, Michael
Network management — Infonetics, Inc. — McConnell, John
Network management — Infonetics, Inc. — Newstead, Ray
Network management — Infonetics, Inc. — Seidler, Joseph
Network management — Infonetics, Inc. — Spanier, Steve
Network management — Infonetics, Inc. — White, Tom
Network management — International Data Corporation — Korostoff, Kathryn
Network management — International Resource Development Inc.
Network management — LedgeWay Group — Kaplan, Jeff
Network management — Performance Computing, Inc.
Network management — TFS, Inc.
Network management — TFS, Inc. — Gilbert, Barry
Network management and planning — Patricia Seybold's Office Computing Group — Marshak, David
Network management and systems — DataTrends Publications, Inc. — Kouba, Dennis
Network markets, public — Northern Business Information, Inc. — Miller, Michael
Network processing services — INPUT
Network processing services — INPUT — Goodwin, Bob
Network processing services — INPUT — LaChance, Susan
Network security — Information Intelligence Sciences, Inc.
Network service and technologies — Telecom Publishing Group — Beattie, Pat
Network services — G2 Research — Kemp, Graham
Network services (E-mail, videotex) — Stratedge
Network services (E-mail, videotex) — Stratedge — Fischer, Pierre
Network services and technology — Telecom Publishing Group
Network services and technology — Telecom Publishing Group — Litschgi, Kathleen
Network support — LedgeWay Group — Kaplan, Jeff
Network switching systems — International Data Corporation
Network systems — TFS, Inc. — Karavatos, William
Network-based services — Telecom Publishing Group — Greathouse, Lee
Network-based services — Telecom Publishing Group — Stirba, Dick
Networking — Creative Strategies Research International — Bajarin, Tim
Networking — Creative Strategies Research International — Kortzeborn, Robert
Networking — First Market Research — Heinan, James
Networking — First Market Research — Pescatore, Joseph
Networking — Patricia Seybold's Office Computing Group — Millikin, Michael
Networking — Performance Computing, Inc. — Finkelstein, Rich
Networking — Probe Research, Inc.
Networking — Probe Research, Inc. — Miller, Marney
Networking — Workgroup Technologies, Inc. — Dunkle, John
Networking and connectivity — Meta Group, The — Kutnick, Dale
Networking, computer — CIMI Corporation
Networking/SNA, OSI, DECnet, TCP/IP — Gartner Group — Wendler, Steve
Networks — Able Telecommunications, Inc. — Joseph, Clement
Networks — E&W Network Strategies
Networks — E&W Network Strategies — Barrett, Vince
Networks — Forrester Research
Networks — Forrester Research — Colony, George
Networks — Forrester Research — Modahl, Mary
Networks — Fredonia Group, The
Networks — Integrated Computer Systems
Networks — Integrated Computer Systems — Collins, David
Networks — International Data Corporation — Kropper, Steve
Networks — International Data Corporation — Robotti, Stefano
Networks — McQuillan Consulting
Networks — Patricia Seybold's Office Computing Group
Networks — Patricia Seybold's Office Computing Group — Hurwitz, Judith
Networks — Pragmatic Research Inc.

Networks — Pragmatic Research Inc. — Feltz, Leo
 Networks — Research Consortium, Inc.
 Networks — Research Consortium, Inc. — Sherman, Richard
 Networks — Research Consortium, Inc. — Triere, Robert
 Networks — Technology Transfer Institute
 Networks — Zech Tech International — Lee, Jeffrey
 Networks, enterprise — Gartner Group
 Networks, private (voice and data) — Business Communications Co., Inc. — Rush, Thomas
 Networks, public and private — Samuel & Co.
 Networks, public and private — Samuel & Co. — Celentano, John
 Networks, telecommunications — McQuillan Consulting — McQuillan, John
 Neural computing — Schwartz Associates, The
 Neural computing — Schwartz Associates, The — Schwartz, Diannalyn
 Neural computing — Schwartz Associates, The — Schwartz, Tom
 Neural network computing — Auerbach Publishers (Div. of Warren, Gorham & Lamont, Inc.)
 Neural networks — Aim Consulting & Publications, Inc.
 Neural networks — Aim Consulting & Publications, Inc. — Messenheimer, Susan
 Neural networks — Aim Consulting & Publications, Inc. — Weizmann, Carol
 Neural networks — Intelligence Newsletter
 Neural networks — Intelligence Newsletter — Rosenfeld, Ed
 Neural networks — SEAI Technical Publications
 Neural networks — SEAI Technical Publications — Miller, Marcie
 Neural networks — SEAI Technical Publications — Walker, Terri
 Neural networks — Technical Insights
 Neural networks — Technical Insights — Kovaly, Ken
 Neural networks — Yellowstone Information Services
 Neural networks — Yellowstone Information Services — Thibault, Roger
 Neural networks technology — Venture Economics, Inc. — Stone, John
 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 — Enterprise Information Systems — Fertig, Bob
 OLTP — International Resource Development Inc. — Bosomworth, Ken
 OLTP — Technology News of America — Brady, Sharon
 OLTP — Technology News of America — Weiner, Hesh
 OLTP — see Online transaction processing
 OLTP, DBMS, fault tolerant — Aberdeen Group, Inc. — Kastner, Peter
 ONA — Telecom Publishing Group — Greathouse, Lee
 OS/2 programming tools — Systems Educational Associates, Inc.
 OS/2 systems — Systems Educational Associates, Inc. — Tibbetts, John
 OSI — International Data Corporation — Leary, Mark
 OSI — International Data Corporation — Newman, George
 OSI — see Open systems interconnection
 OSI standards & implementation — DataTrends Publications, Inc.
 Object-oriented database — Gartner Group — Percy, Tony
 Object-oriented languages — Gartner Group — Levine, Peter
 Object-oriented programming — D.H. Brown Associates, Inc.
 Object-oriented programming — Gartner Group — Percy, Tony
 Object-oriented programming — see Software
 Object-oriented programming/databases — EDventure Holdings, Inc. — Dyson, Esther
 Object-oriented systems design — Model Systems Consultants, Inc.
 Object-oriented systems design — Model Systems Consultants, Inc. — Bird, Christopher
 Office Automation — Datapro Research Corporation — Faircloth, Margo
 Office Systems — Dataquest — Lewis, Vice
 Office applications (E-mail, DSS, EIS) — Gartner Group — Babcock, Barbara
 Office automation — Creative Strategies Research International
 Office automation — Creative Strategies Research International — Kortzeborn, Robert
 Office automation — Creative Strategies Research International — Poshkus,
 Office automation — Datapro Research Corporation
 Office automation — Ergosyst Associates, Inc./The Report Store
 Office automation — G2 Research

Office automation — Gartner Group — Cayne, Doug
Office automation — Gartner Group — Cryer, Dick
Office automation — InfoCorp — Ness, Dan
Office automation — International Data Corporation
Office automation — International Data Corporation — Karhuse, Ken
Office automation — International Data Corporation — Thomas, Paul
Office automation — LINK Resources Corporation — Bose, Andy
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 — Wohl Associates — Halpern, Faith
Office automation — Wohl Associates — Murphy, John
Office automation, federal — International Data Corporation — Kestler, Eric
Office automation, products/technology — Datapro Research Corporation — Murphy, Marty
Office automation/groupware — Wohl Associates — Wohl, Amy
Office automation/groupware — Wohl Associates — Wohl, Marshall
Office equipment — Frost & Sullivan
Office equipment — Venture Development Corporation
Office equipment — Winters Group, The
Office equipment — Winters Group, The — Winters, Mary-Frances
Office equipment, installed base — Gartner Group — Abbott, Fred
Office information — BIS CAP International — Pytka, Steve
Office information systems — Gartner Group
Office products distribution — Camarro Research
Office products distribution — Camarro Research — Camarro, Ken
Office systems — Gartner Group — Schneider, Michael
Office systems — Gartner Group — Taylor, Dave
Office systems — Goldstein, Golub, Kessler & Company
Office systems — Goldstein, Golub, Kessler & Company — Eisen, Jerry
Office systems — Goldstein, Golub, Kessler & Company — Levy, Joel
Office systems — — Goldstein, Golub, Kessler & Company — Miller, Robert
Office systems — Goldstein, Golub, Kessler & Company — Reiter, Elliot
OfficeVision — Systems Educational Associates, Inc.
Online databases — Market Intelligence Research Company — Van Tuyle, Jennifer
Online databases — see Information services
Online searching — InfoCorp — Laughlin, Karen
Online services — Datapro Research Corporation
Online transaction processing — Gartner Group — Schulman, Jeff
Online transaction processing — ITOM International Co.
Online transaction processing — International Data Corporation — Swithenbank, Tom
Online transaction processing — Performance Computing, Inc. — Finkelstein, Rich
Online transaction processing — see OLTP
Online transaction processing — Gartner Group — Weiss, George
Online transaction processors — Technology News of America
Open Systems Interconnect (OSI) — DataTrends Publications, Inc. — Kouba, Dennis
Open software foundation — Nina Lytton's Open Systems Advisor
Open systems — DMR Group, Inc. (USA)
Open systems — DMR Group, Inc. (USA) — Anderson, Lyle
Open systems — DMR Group, Inc. (USA) — Howie, Rob
Open systems — DMR Group, Inc. (USA) — Tapscott, Don
Open systems — DMR Group, Inc. (USA) — Ticoll, David
Open systems — International Data Corporation — Card, David
Open systems — Neil Miles, Ltd.
Open systems — Nina Lytton's Open Systems Advisor
Open systems — Nina Lytton's Open Systems Advisor — Lytton, Nina
Open systems interconnect (OSI) — DataTrends Publications, Inc.
Open systems interconnection — see OSI
Operating ratios — Sentry Market Research — Belanger, Donah
Operating software — DARATECH, Inc.
Operating systems — Workgroup Technologies, Inc.
Operating systems — Workgroup Technologies, Inc. — Barney, Chuck
Operating systems — Workgroup Technologies, Inc. — Brandel, Bill

Operating systems — Workgroup Technologies, Inc. — Dunkle, John
 Operating systems — Zech Tech International — Lloyd, Fred
 Operating systems & networks — Elsevier Advanced Technology — Bindon, Cathy
 Operating systems (UNIX, GUI) — InfoCorp — Ness, Dan
 Operator services — Market Intelligence Research Company — Van Tuyle, Jennifer
 Opportunity analysis — ASK Group, Inc., The
 Opportunity analysis — ASK Group, Inc., The — Killinger, Al
 Optical character readers/scanners — Market Intelligence Research Company — Van Tuyle, Jennifer
 Optical computers — Future Technology Surveys, Inc. — Miller, Richard
 Optical computers — SEAI Technical Publications
 Optical computers — SEAI Technical Publications — Miller, Marcie
 Optical data storage — Peripheral Strategies, Inc.
 Optical data storage — Zech Tech International
 Optical data storage industry — Zech Tech International — Zech, Dick
 Optical disk drives — DISK/TREND, Inc.
 Optical disk storage — BIS CAP International — McCready, Scott
 Optical disk storage — Zech Tech International — Lee, Jeffrey
 Optical disk systems — BIS CAP International
 Optical disks — see CD-ROM
 Optical information — LINK Resources Corporation
 Optical media — Arlen Communications, Inc.
 Optical media — Rothchild Consultants
 Optical media — Rothchild Consultants — Cowan, Leslie
 Optical media — Rothchild Consultants — Odell, Bill
 Optical media — Rothchild Consultants — Shaw, Abi
 Optical media — Rothchild Consultants — Walter, Gerard
 Optical publishing — DDRI, Inc.
 Optical publishing — InfoTech
 Optical publishing — InfoTech — Schwerin, Julie
 Optical storage — BIS Mackintosh
 Optical storage — Freeman Associates, Inc.
 Optical storage — Freeman Associates, Inc. — Abraham, Robert
 Optical storage — Freeman Associates, Inc. — Freeman, Ray
 Optical storage — Freeman Associates, Inc. — Pugh, Michael
 Optical storage — Freeman Associates, Inc. — Wilson, Richard
 Optical storage — International Data Corporation — Bretzman, Jay
 Optical storage — Rothchild Consultants
 Optical storage — Rothchild Consultants — Cowan, Leslie
 Optical storage — Rothchild Consultants — Odell, Bill
 Optical storage — Rothchild Consultants — Shaw, Abi
 Optical storage — Rothchild Consultants — Walter, Gerard
 Optical storage — see CD-ROM
 Optical storage devices & media — Strategic Market Data, Inc.
 Optical storage devices & media — Strategic Market Data, Inc. — Jeffries, Julie
 Optoelectronics — BIS Mackintosh
 Optoelectronics — ElectroniCast Corporation
 Optoelectronics — Fredonia Group, The
 Optoelectronics components — ElectroniCast Corporation — Ryan, John
 Organization development — Gartner Group — Knutsen, Eric
 Organization to integrate diverse groups — Technology Futures, Inc. — Avery, Christopher
 Organization, compensation, recruiting — Maxi/Micro, Inc. — Epstein, Jack
 Organization, compensation, recruiting — Maxi/Micro, Inc.
 Organizational change and technology — Gartner Group — Taylor, Dave
 Organizational development — Institute for the Future — Martin, Alexia
 PBX — International Data Corporation — Korostoff, Kathryn
 PBX — International Data Corporation — Newman, George
 PBX — International Data Corporation — Rogers, John
 PBX markets — Pyramid Research, Inc. — O'Brien, Ross
 PBX markets, secondary — TELEOS Resources, Inc.
 PBX/Centrex — TELEOS Resources, Inc.
 PBX/KTS markets — Pyramid Research, Inc. — Sprafkin, Jeffrey
 PBX/Centrex — TFS, Inc. — Gilbert, Barry
 PBXs — Gartner Group — Schumer, Mike

PBXs/voice processing — Gartner Group — Redman, Bill
PC — see Personal computer
PC fax cards and systems — PLB Associates
PC fax cards and systems — PLB Associates — Brobst, Paul
PC graphics — Summit Strategies — Kucharvy, Tom
PC hardware — First Market Research — Heimman, James
PC hardware & software — First Market Research — Pescatore, Joseph
PC hardware and peripherals — International Data Corporation — Mendelsohn, Frances
PC networks — Patricia Seybold's Office Computing Group — Marshak, David
PC operating systems — International Data Corporation — Mendelsohn, Frances
PC product sales/inventory levels — StoreBoard Inc. — Stahel, JoeAnn
PC software — First Market Research — Heimman, James
PC software — Gartner Group — Braude, Michael
PC software — Soft*letter — Tarter, Jeffrey
PC software (market share) — International Data Corporation — Mendelsohn, Frances
PC's — Computer Intelligence — Whitney, Craig
PC's/workstation, convergence — Summit Strategies — Kucharvy, Tom
PCM — International Data Corporation — DeSouza, John
PCM — International Data Corporation — Donovan, Thomas
PCM mainframe hardware — Computer Intelligence — Landis, Karen
PCM, alternative vendors — International Data Corporation — Callery, Robert
PCs, installed base — Gartner Group — Abbott, Fred
POSIX — International Data Corporation — Card, David
PR — Computer Publicity News
PR — see Consultant relations
PR — see Press relations
PTTs, NTT — Gartner Group — Kennedy, Michael
Packaging — Elsevier Advanced Technology — Guy, Ian
Packaging technology — Electronic Trend Publications — Selven, Gene
Packet switching — Able Telecommunications, Inc. — Elssesser, Mike
Packet switching — International Data Corporation — Korostoff, Kathryn
Parallel computing — Information Intelligence Sciences, Inc. — Johnson, Howard
Parallel processing — ITOM International Co.
Parallel processing — ITOM International Co. — Serlin, Omri
Parallel processing — Information Intelligence Sciences, Inc.
Parallel processing — Intelligence Newsletter
Parallel processing — Intelligence Newsletter — Rosenfeld, Ed
Parallel processing — Yellowstone Information Services
Parallel processing — Yellowstone Information Services — Thibault, Roger
Passive components — see Components, passive
Performance measurement — Amidon/Litman Associates
Performance measurement — Amidon/Litman Associates — Amidon, Paige
Performance measurement systems — Computer Intelligence — Berry, Jerry
Performance testing — see Testing, performance
Performance/compatibility/usability — National Software Testing Laboratories, Inc. — Stern, Michael
Peripheral data communications — TELEOS Resources, Inc. — Fross, Al
Peripherals — BIS CAP International — Kapoor, Ajit
Peripherals — Creative Strategies Research International — Poshkus,
Peripherals — Datapro Research Corporation — Arcuri, Jerry
Peripherals — Dataquest — Norrett, Gene
Peripherals — Faulkner Technical Reports, Inc.
Peripherals — First Market Research — Pescatore, Joseph
Peripherals — IMR, Inc. d/b/a Industry Market Reports
Peripherals — IMS America, Ltd. — Carchedi, Steve
Peripherals — International Data Corporation
Peripherals — International Data Corporation — Vellante, David
Peripherals — OmniMark Group
Peripherals — OmniMark Group — Hoper, John
Peripherals — Technology News of America
Peripherals — Technology News of America — Brady, Sharon
Peripherals — Technology News of America — Weiner, Hesh
Peripherals — Venture Development Corporation
Peripherals — Venture Development Corporation — Solomon, Lewis

- Peripherals market, Asian — ResearchAsia Ltd.
- Peripherals retail sales — IMS America, Ltd.
- Peripherals retail sales — IMS America, Ltd. — Eldridge, Evelyn
- Peripherals retail sales — IMS America, Ltd. — Everk, Steve
- Peripherals retail sales — IMS America, Ltd. — Ferro, Ralph
- Personal computer LANs — see PC LANs
- Personal computer buses — MicroDesign Resources Inc.
- Personal computer charting software — Desktop Presentations Inc.
- Personal computer communications — Datapro Research Corporation
- Personal computer distribution channels — Computer Industry Almanac — Juliussen, Egil
- Personal computer graphics — see Graphics, personal computer
- Personal computer hardware — Computer Intelligence — vonKotze, Johanna
- Personal computer hardware — Tabke Dawson Associates
- Personal computer hardware — Tabke Dawson Associates — Tabke, Robert
- Personal computer industry — Computer Industry Almanac — Juliussen, Egil
- Personal computer industry — Desktop Presentations Inc. — Castro, Michel
- Personal computer industry — Desktop Presentations Inc. — Coggshall, Bill
- Personal computer industry — MicroDesign Resources Inc. — Slater, Michael
- Personal computer installations — Computer Intelligence
- Personal computer management — Battelle Seminars
- Personal computer operating systems — Computer Technology Research Corporation
- Personal computer peripherals — National Software Testing Laboratories, Inc.
- Personal computer sales, computer stores — StoreBoard Inc.
- Personal computer sales, computer stores — StoreBoard Inc. — Juliussen, Egil
- Personal computer software — Computer Intelligence — vonKotze, Johanna
- Personal computer software — Computer Technology Research Corporation
- Personal computer software — Desktop Presentations Inc. — Castro, Michel
- Personal computer software — Desktop Presentations Inc. — Coggshall, Bill
- Personal computer software — Gartner Group — Caarley, David
- Personal computer software — Gartner Group — Fiering, Leslie
- Personal computer software — Gartner Group — Yarmis, Jonathan
- Personal computer software — National Software Testing Laboratories, Inc.
- Personal computer software — PCW Industry Publishing (P.C. Letter)
- Personal computer software — Soft*letter
- Personal computer software — Tabke Dawson Associates
- Personal computer software — Tabke Dawson Associates — Tabke, Robert
- Personal computer software — see Software, personal computers
- Personal computer technology — MicroDesign Resources Inc. — Slater, Michael
- Personal computer to mainframe — International Data Corporation — Lord, Leslie
- Personal computer, industry analysts — MediaMap/Cambridge Communications, Inc.
- Personal computer, industry analysts — MediaMap/Cambridge Communications, Inc. — Pearce, John
- Personal computer, user groups — MediaMap/Cambridge Communications, Inc.
- Personal computer, user groups — MediaMap/Cambridge Communications, Inc. — Pearce, John
- Personal computers — Associated Research Services, Inc.
- Personal computers — Associated Research Services, Inc. — Magney, Phil
- Personal computers — BIS CAP International — Boggs, Raymond
- Personal computers — BIS CAP International — Wasner, Raimund
- Personal computers — BYTEweek — Perron, Michelle
- Personal computers — Computer Industry Almanac — Juliussen, Egil
- Personal computers — Computer Technology Research Corporation
- Personal computers — Dataquest
- Personal computers — Dataquest — Cameron, Bobby
- Personal computers — Dataquest — Lair, Steve
- Personal computers — Dataquest — Lempesis, Bill
- Personal computers — Delphi, Inc.
- Personal computers — Delphi, Inc. — Audin, Gary
- Personal computers — Digital Consulting, Inc.
- Personal computers — EDventure Holdings, Inc.
- Personal computers — Forrester Research
- Personal computers — Forrester Research — Colony, George
- Personal computers — Gartner Group — Caarley, David
- Personal computers — Gartner Group — Cayne, Doug
- Personal computers — Gartner Group — Fiering, Leslie

Personal computers — Gartner Group — Woo, Patricia
Personal computers — Gartner Group — Yarnis, Jonathan
Personal computers — Goldstein, Golub, Kessler & Company
Personal computers — INTECO Corporation
Personal computers — International Data Corporation
Personal computers — International Data Corporation — Goldberg, Aaron
Personal computers — International Data Corporation — Stephens, Bruce
Personal computers — LINK Resources Corporation
Personal computers — National Software Testing Laboratories, Inc.
Personal computers — Novon Research Group
Personal computers — Novon Research Group — Boyle, Brian
Personal computers — Novon Research Group — Siegel, Jay
Personal computers — PCW Industry Publishing (P.C. Letter)
Personal computers — PCW Industry Publishing (P.C. Letter) — Alsop, II, Stewart
Personal computers — Patricia Seybold's Office Computing Group
Personal computers — Summit Strategies
Personal computers — Tabke Dawson Associates — Dawson, Debbie
Personal computers — Workgroup Technologies, Inc. — Dunkle, John
Personal computers — Yankee Group, The — Ewell, Virginia
Personal computers — see Desktop personal computers
Personal computers — see Home computers
Personal computers — see Microcomputers
Personal computers — see Microsystems
Personal computers — see PCs
Personal computers (technical apps) — D.H. Brown Associates, Inc.
Personal computers, CAD — International Data Corporation — Geruntho, Jim
Personal computers, DBMS — International Data Corporation — McSharry, Nancy
Personal computers, consumer education — LINK Resources Corporation — Thomsen, Natasha
Personal computers, federal — International Data Corporation — Kestler, Eric
Personal computers, graphics — International Data Corporation — Brigham, Joan-Carol
Personal computers, hardware — International Data Corporation — Stephens, Bruce
Personal computers, software — LINK Resources Corporation — Thomsen, Natasha
Personal computers/workstations DEC/IBM — Patricia Seybold's Office Computing Group — Millikin, Michael
Personal computing — BYTEweek
Personal computing — Gartner Group
Personal computing — LINK Resources Corporation — Bose, Andy
Personal computing implementation — Gartner Group — Kirwin, Bill
Personal computing support strategies — Gartner Group — Kirwin, Bill
Personal computing technical integration — Gartner Group — Kirwin, Bill
Personal computing technology — BYTEweek
Personal computing trends — TFS, Inc. — Gantz, John
Persuasion and selling of ideas — Technology Futures, Inc. — Avery, Christopher
Pharmaceuticals — Market Intelligence Research Company — Auerbach, Philip
Pharmaceuticals — Market Intelligence Research Company — Fratini, Roseanne
Pharmaceuticals — Theta Corporation — Klaben, Phyllis
Pharmaceuticals — Winters Group, The — Berkman, Bob
Plant computing — Advanced Manufacturing Research — Friscia, Tony
Plant computing — Advanced Manufacturing Research — Ingle, Bill
Plotters — BIS CAP International — Testan, Peter
Plotters, — BIS CAP International — Porell, Greg
Point of sale EFT — DMR Group, Inc. (USA)
Policy and regulation — Information Gatekeepers, Inc. — Polishuk, Paul
Portable computers — International Data Corporation — Cohen, Lloyd
Portable computers — International Data Corporation — Kestler, Eric
Portable computers — International Data Corporation — Stephens, Bruce
Postscript clones — Datek Information Services (See BIS CAP International)
Presentation and video graphics — S. Klein Library on Computer Graphics, The — Baker, Dan
Presentation graphics — Desktop Presentations Inc. — Castro, Michel
Presentation graphics — Desktop Presentations Inc. — Coggeshall, Bill
Presentation graphics — Desktop Presentations Inc. — Gregory, Eve
Press relations — Computer Publicity News
Press relations — Computer Publicity News — Reveaux, Tony

Press relations — see Consultant relations
Press relations — see PR
Print advertising data, by advertiser — Adscope, Inc.
Print advertising data, by publication — Adscope, Inc.
Printed circuit boards, hi-performance — ElectroniCast Corporation — Mach, Ivan
Printers — BIS CAP International
Printers — BIS CAP International — Porell, Greg
Printers — BIS CAP International — Wasner, Raimund
Printers — Datek Information Services (See BIS CAP International)
Printers — IMS America, Ltd. — Johnson, Patrice
Printers — InfoCorp
Printers — InfoCorp — Henry, John
Printers — InfoCorp — Steitz, Chris
Printers — Infonetics, Inc.
Printers — Infonetics, Inc. — Burns, Nina
Printers — Infonetics, Inc. — Carver, Robert
Printers — Infonetics, Inc. — Cavagnolo, Heidi
Printers — Infonetics, Inc. — Coibion, William
Printers — Infonetics, Inc. — Newstead, Ray
Printers — Infonetics, Inc. — Spanier, Steve
Printers — Infonetics, Inc. — Weiss, Michael
Printers — Infonetics, Inc. — White, Tom
Printers — International Data Corporation — Caplin, Martin
Printers — OmniMark Group
Printers — OmniMark Group — Hoper, John
Printers (mainframe) — Gartner Group — Hess, Mark
Printers - text processing — International Data Corporation — Hutchinson, Art
Printers, IBM System 3/X — International Data Corporation — Gale, Ben
Printers, electronic — Dataquest
Printers, high end — International Data Corporation — Jakubowicz, Mary
Printers, impact — BIS CAP International — McManus, Maureen
Printers, impact — BIS CAP International — Testan, Peter
Printers, midrange — International Data Corporation — Gannon, Susan
Printers, non-impact — BIS CAP International — Dingman, Cathy
Printers, non-impact — BIS CAP International — Sherry, Robert
Printing supplies — Datek Information Services (See BIS CAP International)
Printing technologies — Institute for Graphic Communication (BIS CAP International)
Printing technologies — Institute for Graphic Communication (BIS CAP International) — Murray, Dick
Printing technologies — Institute for Graphic Communication (BIS CAP International) — Murray, Karen
Private networks — TFS, Inc. — Gilbert, Barry
Process control — Creative Strategies Research International
Process control — Fredonia Group, The — Hester, Edward
Process control — Integrated Circuit Engineering Corporation — Potter, Richard
Process control — Integrated Circuit Engineering Corporation — Vasquez, Ray
Process control — Market Intelligence Research Company — Nugent, Chris
Processing equipment and materials — Information Network, The
Processing equipment and materials — Information Network, The — Castellano, Robert
Processor census — International Data Corporation — Cohen, Lloyd
Product analysis — Sierra Group
Product analysis — Sierra Group — Gruhn, Marty
Product analysis — Sierra Group — Hamons, Jim
Product analysis — Sierra Group — Kirk, Nancy
Product analysis — Sierra Group — Shinyeda, Merrily
Product development — Competitive Strategy Group, The
Product development — Decision Research Corporation — Almqvist, Eric
Product development — Decision Research Corporation — Bayliss, Martha
Product development — Decision Research Corporation — Cole, Paul
Product development — IMS America, Ltd. — Johnson, Patrice
Product development — Ideascope Associates, Inc.
Product development — SERS
Product development — SERS — Sorkin, Allen
Product development — SERS — Steinberg, Lois
Product development — Technologic Partners — Shaffer, Dick

Product development — Technologic Partners — Wilson, Jack
Product development, info technology — Decision Research Corporation — Wells, Dirk
Product launch — Competitive Strategy Group, The
Product positioning — Aberdeen Group, Inc.
Product positioning — Aberdeen Group, Inc. — Logan, John
Product positioning — Aberdeen Group, Inc. — Willmott, Thomas
Product positioning — Techvantage, Inc.
Product positioning — Techvantage, Inc. — Centurelli, Gary
Product positioning — Techvantage, Inc. — Lewis, Sunday
Product research — IntelliQuest
Product reviews — Alan Weinkrantz and Company
Product testing — Techvantage, Inc.
Product testing — Techvantage, Inc. — Centurelli, Gary
Product testing — Techvantage, Inc. — Lewis, Sunday
Productivity software — BIS CAP International — Wasner, Rainund
Profitability — Sentry Market Research — Belanger, Donah
Programmable logic — MicroDesign Resources Inc.
Programming, automated — Schwartz Associates, The
Programming, automated — Schwartz Associates, The — Schwartz, Diannalyn
Programming, automated — Schwartz Associates, The — Schwartz, Toni
Project analysis — ASK Group, Inc., The
Project management — ADM, Inc.
Project management — ADM, Inc. — Andrews, Dave
Project management — ADM, Inc. — Elnis, Teresa
Project management — ASK Group, Inc., The — Killinger, Al
Protocol analysis testing equipment — Able Telecommunications, Inc. — Elsesser, Mike
Public relations — Alan Weinkrantz and Company
Public relations — Alan Weinkrantz and Company — Weinkrantz, Alan
Public relations — MediaMap/Cambridge Communications, Inc.
Public relations — MediaMap/Cambridge Communications, Inc. — Pearce, John
Public workstations — Teleservice Associates — Ivers, Jim
Publications, high-tech — NewsFaces, Inc.
Publications, high-tech — NewsFaces, Inc. — Miller, Judy
Publications, high-tech — NewsFaces, Inc. — Schneider, Jeff
Publicity — Aberdeen Group, Inc. — Casale, Chuck
Publicity — Computer Publicity News — Reveaux, Tony
Publishing — Adscope, Inc.
Publishing — C Systems, Ltd.
Publishing — C Systems, Ltd. — Callan, Earlene
Publishing — C Systems, Ltd. — Callan, James
Publishing — Gartner Group — Artman, David
Publishing systems — BIS CAP International
Publishing systems — Gartner Group
Publishing systems — Gartner Group — Hughes, Christine
Publishing systems vendors — Gartner Group — Hughes, Christine
Publishing technology — Gartner Group — Carter, Follett
Publishing, computer — Communications Trends, Inc.
Publishing, computer — Communications Trends, Inc. — McCarthy, Dan
Publishing, high-tech directories — Corporate Technology Information Services — Parker, Steve
Publishing, high-tech directories — Corporate Technology Information Services — Pomerantz, Michael
Publishing, high-tech directories — Corporate Technology Information Services — Tiernan, Julie
Publishing, high-technology — Corporate Technology Information Services
Quantitative techniques — IntelliQuest — Pilon, Thomas
R&D — see Research & development
R&D, innovative — Business Technology Research — Winett, Ruth
RBOCs — Information Publishing Corporation
RBOCs — Information Publishing Corporation — Fulvio, Joe
RBOCs — Information Publishing Corporation — Ostrofsky, Marc
RISC microprocessors — MicroDesign Resources Inc.
RISC technology — ITOM International Co.
RISC vs. CISC — Aberdeen Group, Inc. —
RISC/ULTRIX — International Data Corporation — Shannon, Terry
Radiation hardened ICs — ElectroniCast Corporation — Piers, Danica

Re-engineering — Extended Intelligence, Inc. — McClure, Carma
Regulatory aspects of cross ownership — ElectroniCast Corporation — Thorsen, Norma
Regulatory issues — Infotext Publishing, Inc.
Regulatory issues — Infotext Publishing, Inc. — Parkhill, Rich
Regulatory issues — Infotext Publishing, Inc. — Whitely, Lenda
Relational DBMS — Gartner Group — McNee, William
Relational database — Gartner Group — Percy, Tony
Relational database management systems — Performance Computing, Inc.
Repositories — Extended Intelligence, Inc. — McClure, Carma
Research & development — see R&D
Research & development, innovative — Business Technology Research
Research and development — No Company — Lovell, Bill
Research methodologies — IntelliQuest — Johnston, Karlan
Research methodology — Gartner Group — Mertz, Oakley
Reseller distribution channel — IMS America, Ltd. — Johnson, Patrice
Reseller purchases of microcomputers — IMS America, Ltd. — Bamberger, Brian
Reseller sales, microcomputer products — IMS America, Ltd. — Bamberger, Brian
Resellers — International Data Corporation — Levitt, Lee
Residential telecommunications — LINK Resources Corporation — Bosc, Andy
Residual value projections — Gartner Group — Halvorsen, Jann-Marie
Retail and banking automation — Datapro Research Corporation — Muldowney, William
Retail automation — Datapro Research Corporation
Retail automation — Venture Development Corporation
Retail specialty channel, microcomputers — IMS America, Ltd. — Weaver, Kurt
Retail specialty channel, peripherals — IMS America, Ltd. — Weaver, Kurt
Retail specialty channel, software — IMS America, Ltd. — Weaver, Kurt
Reusability — Extended Intelligence, Inc. — McClure, Carma
Rigid disk/tape-magnetic heads/media — Peripheral Strategies, Inc. — Waid, Dennis
Robotics — Bowker A & I Publishing, Abstr. & Indx. Div. of R. R. Bowker
Robotics — Datapro Research Corporation — Arcuri, Jerry
Robotics — Future Technology Surveys, Inc. — Miller, Richard
Robotics — Lucid Information Services
Robotics — Lucid Information Services — Crabtree, Sandy
SAA — ADM, Inc.
SAA — ADM, Inc. — Andrews, Dave
SAA — ADM, Inc. — Elms, Teresa
SAA — Diebold Group, Inc., The
SAA — see Systems applications architecture
SCSI — Technology Forums
SCSI — Technology Forums — Molina, Joe
SCSI (small computer system integration) — Technology Forums — Ebert, Dan
SMT — see Surface mount technology
SNA — Gartner Group — Schunier, Mike
SNA — International Data Corporation — Tasker, Bob
SNA — see Systems network architecture
Sales lead generation — Sentry Market Research — Rouffe, Leslie
Sales leads — see Leads
Sales through computer stores — see Computer retail sales
Satellite markets — Pyramid Research, Inc. — Monnes, Maria
Satellite usage and VSATs — Business Communications Co., Inc. — Rush, Thomas
Scanners — BIS CAP International
Scanners — Institute for Graphic Communication (BIS CAP International)
Scanners — Institute for Graphic Communication (BIS CAP International) — Murray, Dick
Scanners — Institute for Graphic Communication (BIS CAP International) — Murray, Karen
Scientific/engineering corporate markets — International Data Corporation — Schreiber, Richard
Securities, high-tech — Gartner Group — Cohen, Steve
Securities, privately-held, evaluation — California Technology Stock Letter — Morgenthaler, Lissa
Securities, privately-held, evaluation — California Technology Stock Letter — Murphy, Michael
Security — Datapro Research Corporation
Security — see Computer security
Security from micro to mainframe — Computer Security Institute
Security from micro to mainframe — Computer Security Institute — O'Mara, John
Semiconductor applications — Dataquest

Semiconductor companies, profiles — HTE Research, Inc. — Rolander, Charles
Semiconductor components — Dataquest
Semiconductor components/equipment — ElectroniCast Corporation — Montgomery, Jeff
Semiconductor equipment & materials — Dataquest
Semiconductor equipment manufacturers — VLSI Research Inc.
Semiconductor equipment manufacturers — VLSI Research Inc. — Hutcheson, Dan
Semiconductor equipment manufacturers — VLSI Research Inc. — Hutcheson, Jerry
Semiconductor industry — Institute for the Future — Khilnani, Arvind
Semiconductor industry — International Planning Information, Inc. — Disman, Murray
Semiconductor industry — Lucid Information Services
Semiconductor industry — Lucid Information Services — Crabtree, Sandy
Semiconductor industry — MicroDesign Resources Inc. — Slater, Michael
Semiconductor industry forecasts — Elsevier Advanced Technology — Fletcher, Andrew
Semiconductor manufacturers — HTE Research, Inc.
Semiconductor manufacturing equipment — VLSI Research Inc.
Semiconductor manufacturing equipment — VLSI Research Inc. — Hutcheson, Dan
Semiconductor manufacturing equipment — VLSI Research Inc. — Hutcheson, Jerry
Semiconductor manufacturing equipment — VLSI Research Inc. — Matsuihiro, Debra
Semiconductor manufacturing processes — VLSI Research Inc.
Semiconductor manufacturing processes — VLSI Research Inc. — Hutcheson, Dan
Semiconductor manufacturing processes — VLSI Research Inc. — Hutcheson, Jerry
Semiconductor market research — HTE Research, Inc. — Rolander, Charles
Semiconductor market research — HTE Research, Inc. — Szironi, Steve
Semiconductor packaging/materials — ElectroniCast Corporation — Montgomery, Jeff
Semiconductor processing — Elsevier Advanced Technology — Butler, Nicholas
Semiconductor/component technology — Electronic Trend Publications — Selven, Gene
Semiconductors — BIS Mackintosh
Semiconductors — Dataquest — Bogert, Howard
Semiconductors — Dataquest — Feeney, Hal
Semiconductors — Dataquest — Norrett, Gene
Semiconductors — Dataquest — Oncl, Jan
Semiconductors — ElectroniCast Corporation
Semiconductors — Gartner Group — Cohen, Stan
Semiconductors — HTE Research, Inc.
Semiconductors — In-Stat, Inc.
Semiconductors — In-Stat, Inc. — Beedle, Jack
Semiconductors — In-Stat, Inc. — Lahti, Walt
Semiconductors — In-Stat, Inc. — Raz, Zohar
Semiconductors — Insight Onsite
Semiconductors — Insight Onsite — Booth, Will
Semiconductors — Integrated Circuit Engineering Corporation
Semiconductors — VLSI Research Inc.
Semiconductors — VLSI Research Inc. — Hutcheson, Dan
Semiconductors — VLSI Research Inc. — Hutcheson, Jerry
Semiconductors — see ASIC
Semiconductors — see ICs
Semiconductors — see VLSI
Semiconductor manufacturing equipment — HTE Research, Inc.
Sensors — Future Technology Surveys, Inc.
Sensors — Futures Group, The — Anderson, Tom
Sensors — Market Intelligence Research Company
Sensors — Market Intelligence Research Company — Nugent, Chris
Sensors — Technical Insights
Sensors — Technical Insights — Kovaly, Ken
Sensors for process variables — Venture Development Corporation — Grace, Chantal
Service — Ledgeway Group
Service — see Customer service
Service & support (Australia/N. Zealand) — Prognostics
Service & support (Europe) — Prognostics
Service and support, customer — Ledgeway Group — Kaplan, Jeff
Service and support, information systems — Ledgeway Group — Cullen, Karen
Service and support, network services — Ledgeway Group — Kleinman, Lori
Service and support, professional — Ledgeway Group — Kleinman, Lori

Service, support, training — Institute for the Future — Martin, Alexia
 Services on fiber optic network — ElectroniCast Corporation — Thorsen, Norma
 Services, Asian — ResearchAsia Ltd.
 Services, professional — G2 Research — Kemp, Graham
 Services, professional — LedgeWay Group — Kaplan, Jeff
 Shop-floor control — Gartner Group — Keller, Erik
 Silicon compilers — Technical Insights
 Silicon compilers — Technical Insights — Kovaly, Ken
 Site identification database — Focus Research Systems
 Small computer systems — Gartner Group
 Small computer systems — Gartner Group — Schay, Peter
 Smart card technology — Datapro Research Corporation — Muldowney, William
 Smart cards — Jerome Svigals, Incorporated
 Smart cards — Jerome Svigals, Incorporated — Svigals, Jerome
 Smart cards — Palo Alto Management Group, Inc.
 Smart cards — Palo Alto Management Group, Inc. — Burwen, Michael
 Smart cards — Palo Alto Management Group, Inc. — Lanier, Stu
 Smart home — LINK Resources Corporation
 Smart home — Parks Associates — Parks, Tricia
 Social issues — Winters Group, The — Berkman, Bob
 Software — Computer Intelligence — Eulitt, Dave
 Software — Computer Intelligence — Hairopoulos, Paul
 Software — Computer Intelligence — Whitney, Craig
 Software — Creative Strategies Research International
 Software — Dataquest
 Software — Dataquest — Dickman, Ralph
 Software — Dataquest — Thorlin, Fred
 Software — Faulkner Technical Reports, Inc. — Forkel, Barbara
 Software — Faulkner Technical Reports, Inc. — Gaul, Bill
 Software — Faulkner Technical Reports, Inc. — Martin, Randi
 Software — Forrester Research — McCarthy, John
 Software — Gartner Group — Crabs, Russ
 Software — Goldstein, Golub, Kessler & Company
 Software — Goldstein, Golub, Kessler & Company — Eisen, Jerry
 Software — Goldstein, Golub, Kessler & Company — Levy, Joel
 Software — Goldstein, Golub, Kessler & Company — Miller, Robert
 Software — Goldstein, Golub, Kessler & Company — Reiter, Elliot
 Software — IMR, Inc. d/b/a Industry Market Reports
 Software — INTECO Corporation — Ablondi, Bill
 Software — INTECO Corporation — Bachman, Thomas
 Software — InfoCorp — Dolin, Gina
 Software — InfoCorp — Higgs, Bill
 Software — Integrated Computer Systems
 Software — International Data Corporation
 Software — International Data Corporation — Kugel, Karen
 Software — James Martin Report, Inc.
 Software — James Martin Report, Inc. — Beck, Ronald
 Software — James Martin Report, Inc. — Freeman, Leland
 Software — James Martin Report, Inc. — Grant, Simon
 Software — James Martin Report, Inc. — Leben, Joe
 Software — James Martin Report, Inc. — Locke, Chris
 Software — James Martin Report, Inc. — Martin, Jim
 Software — James Martin Report, Inc. — Merritt, Dennis
 Software — James Martin Report, Inc. — Minno, Pieter
 Software — Management Information Corporation — Dunn, Sue-Ann
 Software — Management Information Corporation — Feidelman, Larry
 Software — Micro Software Marketing
 Software — Patricia Seybold's Office Computing Group — Marshak, Ronni
 Software — Prognostics
 Software — Prognostics — Collignon, Susan
 Software — Prognostics — Kline, Pamela
 Software — Prognostics — Smith, Walter
 Software — Soft•letter

Software — Soft•letter — Tarter, Jeffrey
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 Personal computer software
Software — see Software management
Software (Lotus & Microsoft) — Patricia Seybold's Office Computing Group — Millikin, Michael
Software application development — Gartner Group — Graham, Gig
Software application development — Gartner Group — Younker, Ed
Software application maintenance — International Data Corporation — Aclty, Edward
Software automation — Extended Intelligence, Inc. — McClure, Carma
Software companies — Aberdeen Group, Inc. — Willmott, Thomas
Software companies, turnaround — California Technology Stock Letter — Morgenthaler, Lissa
Software companies, turnaround — California Technology Stock Letter — Murphy, Michael
Software contracts — Battelle Seminars
Software creativity — No Company — Cougar, Dan
Software development — No Company — Ward, Paul
Software development — BIS CAP International — Nadler, Richard
Software development — CASE Consulting Group, Inc.
Software development — CASE Research Corporation
Software development — CASE Research Corporation — Boone, Greg
Software development — CASE Research Corporation — Merlyn, Vaughn
Software development — Technology Futures, Inc. — Vanston, Larry
Software development — Technology Transfer Institute
Software development methodologies — CASE Consulting Group, Inc. — Forte, Gene
Software development methodologies — CASE Consulting Group, Inc. — McCulley, KaRene
Software development strategies — Gartner Group — Levine, Peter
Software development tools — CASE Consulting Group, Inc. — Forte, Gene
Software development tools — CASE Consulting Group, Inc. — McCulley, KaRene
Software development tools — Dan Kimmel Enterprises
Software development tools — Dan Kimmel Enterprises — Kimmel, Dan
Software engineering — No Company — Cougar, Dan
Software engineering — CASE Research Corporation
Software engineering — CASE Research Corporation — Boone, Greg
Software engineering — CASE Research Corporation — Merlyn, Vaughn
Software engineering — Gartner Group
Software engineering — Gartner Group — Schneider, Michael
Software engineering — Technology Futures, Inc. — Sullivan, Lisa
Software engineering tools — No Company — Cooper, Leonard
Software engineering tools — No Company — Cunyngham, Jon
Software engineering tools — No Company — Hong, Hoon
Software firms' financial performance — Sentry Market Research — Phelan, Virginia
Software futures — Digital Consulting, Inc. — Schussel, George
Software industry — Strategic Intelligence Systems, Inc.
Software industry issues/trends — Sentry Market Research — Rinaldi, Danian
Software industry; markets/marketing — Sentry Market Research — Murphy, Suzanne
Software management — Gartner Group
Software manufacturers — Chromatic Communications Enterprises, Inc. — Shipp, Michael
Software market, Asian — ResearchAsia Ltd.
Software marketing — Micro Software Marketing — Witt, Scott
Software marketing issues — Sentry Market Research — Gannon, Bill
Software markets — Sentry Market Research
Software markets—revenue forecasts — Gartner Group — McNee, William
Software products — G2 Research
Software products — G2 Research — Kemp, Graham
Software products — INPUT
Software products — INPUT — Goodwin, Bob
Software products — INPUT — LaChance, Susan
Software publishers — Soft•letter — Tarter, Jeffrey

Software publishing — Micro Software Marketing
 Software publishing — Soft•letter
 Software retail sales — IMS America, Ltd.
 Software retail sales — IMS America, Ltd. — Eldridge, Evelyn
 Software retail sales — IMS America, Ltd. — Everk, Steve
 Software systems — InfoCorp
 Software systems & applications — Faulkner Technical Reports, Inc.
 Software technologies — Extended Intelligence, Inc. — McClure, Carmia
 Software technologies, advanced — Extended Intelligence, Inc.
 Software testing & evaluation — National Software Testing Laboratories, Inc. — Stern, Michael
 Software tools — D.H. Brown Associates, Inc.
 Software tools — International Data Corporation — Helenak, Les
 Software tools, maintenance — International Data Corporation — McLarnon, Scott
 Software vendors' financial performance — Sentry Market Research — Belanger, Donah
 Software, S/370 — Gartner Group — Braude, Michael
 Software, application development — International Data Corporation — Ady, Edward
 Software, application development — International Data Corporation — Gillin, Clare
 Software, application maintenance — International Data Corporation — Gillin, Clare
 Software, application software — International Data Corporation — Gillin, Clare
 Software, business — IMS America, Ltd. — Carchedi, Steve
 Software, executive information systems — International Data Corporation — Gillin, Clare
 Software, including groupware — EDventure Holdings, Inc.
 Software, manufacturing — Advanced Manufacturing Research
 Software, microcomputer — Insight Onsite
 Software, microcomputer — Insight Onsite — Booth, Will
 Software, midrange systems — InfoCorp — Ness, Dan
 Software, personal computers — First Market Research
 Software/equipment selection — Aberdeen Group, Inc. — Kastner, Peter
 Software industry market information — Focus Research Systems — Nicholas, Tom
 Solid state microwave amplifiers — ElectroniCast Corporation — Hailu, Saba
 Solid state microwave oscillators — ElectroniCast Corporation — Hailu, Saba
 Spatial positioning systems — International Resource Development Inc. — Bosomworth, Ken
 Standards, computer industry — Nina Lytton's Open Systems Advisor
 Start-up companies — Venture Economics, Inc.
 Start-up companies — Venture Economics, Inc. — Fast, Norman
 Start-up marketing, funding, planning — HTE Research, Inc. — Szironi, Steve
 Statistical analysis — IMS America, Ltd. — Sorman, Cathy
 Statistical techniques, methodology — Dataquest — Levy, Elizabeth
 Statistics, computer industry — Data Analysis Group — Parker, Keith
 Stocks, high-tech — California Technology Stock Letter
 Stocks, overpriced (short positions) — California Technology Stock Letter
 Storage — Dataquest — Atterbury, Gerald
 Storage — Dataquest — Norrett, Gene
 Storage — Freeman Associates, Inc.
 Storage — Freeman Associates, Inc. — Abraham, Robert
 Storage — Freeman Associates, Inc. — Freeman, Ray
 Storage — Freeman Associates, Inc. — Pugh, Michael
 Storage — Freeman Associates, Inc. — Wilson, Richard
 Storage — InfoCorp — Roberts, Pam
 Storage — International Data Corporation — Burris, Peter
 Storage — see Computer storage
 Storage products — InfoCorp
 Storage, computer — InfoCorp — Frank, Bill
 Storage, computer — International Data Corporation — Vellante, David
 Storage, computers — Dataquest — Biggs, Louise
 Storage, intelligent — Relayer Group, The
 Storage, intelligent — Relayer Group, The — Newquist, Harvey
 Storage, magnetic tape — Freeman Associates, Inc.
 Storage, magnetic tape — Freeman Associates, Inc. — Abraham, Robert
 Storage, magnetic tape — Freeman Associates, Inc. — Freeman, Ray
 Storage, magnetic tape — Freeman Associates, Inc. — Pugh, Michael
 Storage, magnetic tape — Freeman Associates, Inc. — Wilson, Richard
 Storage, mass — Freeman Associates, Inc.

Storage, mass — Freeman Associates, Inc. — Abraham, Robert
 Storage, mass — Freeman Associates, Inc. — Freeman, Ray
 Storage, mass — Freeman Associates, Inc. — Pugh, Michael
 Storage, mass — Freeman Associates, Inc. — Wilson, Richard
 Strategic commercial alliances — Technology Futures, Inc. — Anderson, Laurel
 Strategic innovation — Ideascopes Associates, Inc.
 Strategic marketing — Maxi/Micro, Inc.
 Strategic planning — Gartner Group — Art, Jon
 Strategic planning — IntelliQuest — Zandan, Peter
 Strategic planning — Meta Group, The — Butlein, Marc
 Strategic planning — Technology Futures, Inc. — Sullivan, Lisa
 Strategic planning — see Product category
 Strategic relationship development — Alan Weinkrantz and Company
 Strategic technology management — Technology Futures, Inc. — Vanston, Larry
 Strategies, high-tech companies — Technologic Partners — Shaffer, Dick
 Strategy formulation — Gartner Group — Knutsen, Eric
 Strategy implementation — Competitive Strategy Group, The
 Super computing — Information Intelligence Sciences, Inc. — Johnson, Howard
 Supercomputers — Aberdeen Group, Inc. — Casale, Chuck
 Supercomputers — Dataquest
 Supercomputers — Gartner Group — Lindanood, George
 Supercomputers — ITOM International Co. — Serlin, Omri
 Supercomputers — Information Intelligence Sciences, Inc.
 Supercomputers — International Data Corporation — Brown, Vicki
 Supercomputers — International Data Corporation — Schreiber, Richard
 Supercomputers — Newton-Evans Research Company, Inc.
 Supercomputers — Research Consortium, Inc.
 Supercomputers — Research Consortium, Inc. — Sherman, Richard
 Supercomputers — Research Consortium, Inc. — Triere, Robert
 Supercomputing — Novon Research Group
 Supercomputing — Novon Research Group — Boyle, Brian
 Supercomputing — Novon Research Group — Grant, Carol
 Supercomputing — Novon Research Group — Siegel, Jay
 Supercomputing — Yellowstone Information Services
 Supercomputing — Yellowstone Information Services — Thibault, Roger
 Supercomputing equipment/service markets — Newton-Evans Research Company, Inc. — Newton, Chuck
 Superconductivity — Cambridge Report on SUPERCONDUCTIVITY, The
 Superconductivity — Cambridge Report on SUPERCONDUCTIVITY, The — Gumpert, David
 Superconductivity — Technology Futures, Inc.
 Superconductors — Fredonia Group, The — Hersch, Martin
 Supplier profiles — Newton-Evans Research Company, Inc.
 Supplies — BIS CAP International
 Supplies — Dataquest
 Support — Ledgeway Group
 Support — Patricia Seybold's Office Computing Group — Davis, Judith
 Support services — Decision Research Corporation — Cole, Paul
 Surface mount technology — International Interconnection Intelligence (III)
 Surface mount technology — International Interconnection Intelligence (III) — Jardine, Linda
 Surface mount technology and equipment — ElectroniCast Corporation — Mach, Ivan
 Surgical/diagnostic equipment — Market Intelligence Research Company — Fratini, Roseanne
 Surveys — LINK Resources Corporation — Matus, Vicki
 Switched services — Gartner Group — Kennedy, Michael
 Switching equipment — Samuel & Co.
 Switching equipment — Samuel & Co. — Celentano, John
 Switching markets — Pyramid Research, Inc. — Ambrose, William
 Switching markets — Pyramid Research, Inc. — Kapoor, Gautum
 Switching markets — Pyramid Research, Inc. — Kelsey, Mark
 System application architecture — Gartner Group — Percy, Tony
 System architecture — D.H. Brown Associates, Inc. — Brookwood, Nathan
 System architecture — D.H. Brown Associates, Inc. — Brown, Donald
 System architecture — D.H. Brown Associates, Inc. — Eunice, Jon
 System architecture — D.H. Brown Associates, Inc. — Norton, Robert
 System design and integration — Performance Computing, Inc.

System design methodologies — No Company — Cooper, Leonard
System interoperability — Workgroup Technologies, Inc.
System interoperability — Workgroup Technologies, Inc. — Brandel, Bill
System interoperability — see Interoperability
Systems Network Architecture (SNA) — DataTrends Publications, Inc. — Kouba, Dennis
Systems application architecture — Systems Educational Associates, Inc. — Balsly, Chuck
Systems application architecture (SAA) — Gartner Group — Levine, Peter
Systems application architecture (SAA) — Systems Educational Associates, Inc.
Systems application architecture (SAA) — Systems Educational Associates, Inc. — Balsly, Monica
Systems application architecture (SAA) — Systems Educational Associates, Inc. — Tibbetts, John
Systems applications architecture — see SAA
Systems architecture — D.H. Brown Associates, Inc.
Systems architecture — Workgroup Technologies, Inc.
Systems architecture — Workgroup Technologies, Inc. — Barney, Chuck
Systems design methodologies — No Company — Cunningham, Jon
Systems development management — Auerbach Publishers (Div. of Warren, Gorham & Lamont, Inc.)
Systems development methods — Model Systems Consultants, Inc.
Systems development methods — Model Systems Consultants, Inc. — Bird, Christopher
Systems engineering — Integrated Computer Systems
Systems integration — Business Research Group
Systems integration — Business Research Group — Burstyn,
Systems integration — Business Research Group — Childs, Warren
Systems integration — Business Research Group — Ford, Jr., Bill
Systems integration — Business Research Group — Myhre, Kim
Systems integration — DataTrends Publications, Inc.
Systems integration — DataTrends Publications, Inc. — Kouba, Dennis
Systems integration — Digital Consulting, Inc. — Deboever, Larry
Systems integration — EDI, spread the word! — Payne, Anna Lee
Systems integration — EDI, spread the word! — Payne, Bob
Systems integration — G2 Research
Systems integration — G2 Research — Kenip, Graham
Systems integration — Goldstein, Golub, Kessler & Company
Systems integration — Goldstein, Golub, Kessler & Company — Eisen, Jerry
Systems integration — Goldstein, Golub, Kessler & Company — Levy, Joel
Systems integration — Goldstein, Golub, Kessler & Company — Miller, Robert
Systems integration — Goldstein, Golub, Kessler & Company — Reiter, Elliot
Systems integration — Harbor Research Corporation
Systems integration — INPUT — Goodwin, Bob
Systems integration — INPUT — LaChance, Susan
Systems integration — International Data Corporation
Systems integration — International Data Corporation — Kugel, Karen
Systems integration — International Resource Development Inc.
Systems integration — International Technology Group
Systems integration — International Technology Group — Jeffery, Brian
Systems integration — International Technology Group — Simko, Bob
Systems integration — Ledgeway Group — Kaplan, Jeff
Systems integration — Zech Tech International — Lloyd, Fred
Systems integration markets — Newton-Evans Research Company, Inc. — Newton, Chuck
Systems integration, consulting — INPUT
Systems integration, manufacturing — Advanced Manufacturing Research
Systems integration/strategic planning — Maxi/Micro, Inc.
Systems integration/strategic planning — Maxi/Micro, Inc. — Epstein, Jack
Systems network architecture — Systems Educational Associates, Inc. — Balsly, Chuck
Systems network architecture — see SNA
Systems network architecture (SNA) — DataTrends Publications, Inc.
Systems network architecture (SNA) — Systems Educational Associates, Inc. — Balsly, Monica
Systems network architecture (SNA) — Systems Educational Associates, Inc. — Tibbetts, John
Systems, military — International Data Corporation — Deller, Bob
Tandem — International Data Corporation — Marquardt, Hans
Tape automated bonding (TAB) — ElectroniCast Corporation — Mach, Ivan
Tape drives — Peripheral Strategies, Inc. — Peterson, Michael
Tape head market — Peripheral Strategies, Inc. — Peterson, Michael
Tape industry devices & media — Strategic Market Data, Inc.

Tape storage — Technology Forums
Tape storage — Technology Forums — Ebert, Dan
Tape storage — Technology Forums — Molina, Joe
Tape storage devices & media — Strategic Market Data, Inc. — Jeffries, Julie
Team building — Institute for the Future — Martin, Alexia
Technical computers — Dataquest
Technical computing — Dataquest — Flock, Carl
Technical computing — International Data Corporation
Technical computing — Palo Alto Management Group, Inc.
Technical computing, supercomputers — Palo Alto Management Group, Inc. — Burwen, Michael
Technical computing, workstations — Palo Alto Management Group, Inc. — Burwen, Michael
Technical documentation — Battelle Seminars
Technical education/development strategy — Technology Futures, Inc. — Avery, Christopher
Technical workstations — International Data Corporation — Brown, Vicki
Technical/scientific computing — Gartner Group — Weiss, George
Technological forecasting — Elsevier Advanced Technology — Kitteringham, Guy
Technologies and trends — Technologic Partners
Technologies, impact of emerging — Gartner Group — White, Chuck
Technology — Neil Miles, Ltd. — Auerhaan, Lew
Technology — Winters Group, The — Stensrud, John
Technology assessment — IntelliQuest — Zandan, Peter
Technology assessment and forecasting — Technology Futures, Inc. — Sullivan, Lisa
Technology companies — Morgan-Rand Research, Inc.
Technology companies — Morgan-Rand Research, Inc. — Thompson, Kathryn
Technology financing — Cambridge Report on SUPERCONDUCTIVITY, The — Gumpert, David
Technology forecasting — Technology Futures, Inc. — Lenz, Ralph
Technology forecasting — Elsevier Advanced Technology — Wilson, Kenneth
Technology forecasting — IntelliQuest — Zandan, Peter
Technology forecasting — Technology Futures, Inc.
Technology forecasting — Technology Futures, Inc. — Prestwood, Donna
Technology forecasting — Technology Futures, Inc. — Vanston, John
Technology forecasting — Technology Futures, Inc. — Vanston, Larry
Technology forecasting — Workgroup Technologies, Inc. — Barney, Chuck
Technology innovation — Ideascopes Associates, Inc.
Technology licensing — No Company — Lovell, Bill
Technology management — No Company — Lovell, Bill
Technology markets — Business Technology Research
Technology publishing information — Cambridge Report on SUPERCONDUCTIVITY, The — Gumpert, David
Technology tape products, new — Peripheral Strategies, Inc. — Peterson, Michael
Technology transfer — Gartner Group — Schneider, Michael
Technology transfer — Pyramid Research, Inc. — Anbrose, William
Technology transfer processes/effects — Technology Futures, Inc. — Avery, Christopher
Technology, advanced computing — Ergosyst Associates, Inc./The Report Store
Technology, advanced computing — Ergosyst Associates, Inc./The Report Store — Burch, John
Technology, competitive advantages — Technology Futures, Inc.
Technology, emerging — Business Technology Research
Technology, emerging — Business Technology Research — Winett, Ruth
Technology, innovation by design — Technology Futures, Inc.
Technology, markets — Business Technology Research — Winett, Ruth
Technology, textile — Elsevier Advanced Technology — Weaver, Amanda
Technology-based industries — Strategic Intelligence Systems, Inc.
Technology companies — Morgan-Rand Research, Inc. — Weakley, Marie
Telco policy/regulatory issues — Teleservice Associates
Telebanking — Arlen Communications, Inc.
Telebanking — Arlen Communications, Inc. — Arlen, Gary
Telecom — Business Research Group — Ford, Jr., Bill
Telecom — Business Research Group — Myhre, Kim
Telecom — Computer Intelligence — Hairopoulos, Paul
Telecom — Dataquest — Oncel, Jan
Telecom — Gartner Group — Baylock, Joseph
Telecom — Gartner Group — Edwards, Keith
Telecom — Gartner Group — Hervochon, Pat

- Telecom — Gartner Group — Pemberton, John
- Telecom — KE Publishing Corp. — Giacalone, Louis
- Telecom — see Telecommunications
- Telecom PTT regulatory environments — Northern Business Information, Inc. — Brennan, Suzanne
- Telecom distribution — Pyramid Research, Inc. — Sprafkin, Jeffrey
- Telecom equipment — Gartner Group — Schopick, Andy
- Telecom equipment — Northern Business Information, Inc. — McNerney, Francis
- Telecom equipment — Northern Business Information, Inc. — Powers, Glenn
- Telecom equipment — Northern Business Information, Inc. — Rich, Bill
- Telecom equipment — Northern Business Information, Inc. — White, Sean
- Telecom equipment — Northern Business Information, Inc. — Yanoff, Marc
- Telecom equipment and services — International Resource Development Inc. — Bosomworth, Ken
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Cougar, Dan — No Company
Coughran, Bruce — Computer Intelligence
Cowan, Jim — InfoCorp
Cowan, Leslie — Rothchild Consultants
Crabs, Russ — Gartner Group
Crabtree, Sandy — Lucid Information Services
Crane, Marie — IntelliQuest
Creatura, Joan — Winters Group, The
Cripps, Dale — Advanced Television Publishing
Crotty, Tom — Gartner Group
Cryer, Dick — Gartner Group
Cubbage, Paul — Dataquest
Culhane, Daniel — Gartner Group
Cullen, Karen — LedgeWay Group
Cunningham, Jon — No Company
Dale, Kristine — Gartner Group
Davey, James — Digital Consulting, Inc.
Davis, Judith — Patricia Seybold's Office Computing Group

Davis, Stephen — Business Week Newsletter for Information Executives, The
Dawson, Becky — International Data Corporation
Dawson, Debbie — Tabke Dawson Associates
DeSouza, John — International Data Corporation
DeTray, Jeff — No Company
Deboever, Larry — Digital Consulting, Inc.
Deller, Bob — International Data Corporation
Denboer, — Integrated Circuit Engineering Corporation
DiPalma, Nancy — International Data Corporation
Dickman, Ralph — Dataquest
Digrius, Bonnie — InfoCorp
Dimmick, Gary — Gartner Group
Dingman, Cathy — BIS CAP International
Disman, Murray — International Planning Information, Inc.
Djurdjevic, Bob — Annex Research
Dolin, Gina — InfoCorp
Dollbaum, Susan — Annex Research
Donovan, Mary — International Data Corporation
Donovan, Thomas — International Data Corporation
Dorman, Bill — Total Research Corporation
Dorn, Philip — No Company
Dower, Jonathan — Datek Information Services (See BIS CAP International)
Doyle, Lee — International Data Corporation
DuChes, JoAnne — Cambridge Information Group Directories
Duffy, Alan — International Data Corporation
Dunkle, John — Workgroup Technologies, Inc.
Dunn, Sue-Ann — Management Information Corporation
Duross, Dawn — International Data Corporation
Dyson, Esther — EDventure Holdings, Inc.
Dyson, Peter — Seybold Publications, Inc.
Dzuback, Frank — Communications Network Architects
Ebert, Dan — Technology Forums
Edwards, Keith — Gartner Group
Edwards, Stephen — Seybold Publications, Inc.
Egan, Mike — Meta Group, The
Eisen, Jerry — Goldstein, Golub, Kessler & Company
Eldridge, Evelyn — IMS America, Ltd.
Eliot, Lance — No Company
Elms, Teresa — ADM, Inc.
Elsesser, Mike — Able Telecommunications, Inc.
Epstein, Jack — Maxi/Micro, Inc.
Eulitt, Dave — Computer Intelligence
Eunice, Jon — D.H. Brown Associates, Inc.
Evans, Paul — Elsevier Advanced Technology
Everk, Steve — IMS America, Ltd.
Faircloth, Margo — Datapro Research Corporation
Familiant, David — Gartner Group
Fast, Norman — Venture Economics, Inc.
Federman, Charles — Broadview Associates
Feeney, Hal — Dataquest
Feidelman, Larry — Management Information Corporation
Felling, Will — Dataquest
Feltz, Leo — Pragmatic Research Inc.
Fentriss, Ray — Gartner Group
Fernandez, Manny — Dataquest
Ferro, Ralph — IMS America, Ltd.
Fertig, Bob — Enterprise Information Systems
Fiering, Leslie — Gartner Group
Fike, John — No Company
Finkelstein, Rich — Performance Computing, Inc.
Finley, Ralph — Dataquest
Finos, Ralph — International Data Corporation
Firdman, Eric — Digital Consulting, Inc.

Fischer, Peggy — LINK Resources Corporation
Fischer, Pierre — Stratedge
Fletcher, Andrew — Elsevier Advanced Technology
Flock, Carl — Dataquest
Flynn, Stacey — Gartner Group
Ford, Jr., Bill — Business Research Group
Forkel, Barbara — Faulkner Technical Reports, Inc.
Forte, Gene — CASE Consulting Group, Inc.
Foundyller, Charles — DARATECH, Inc.
Francis, Dave — International Interconnection Intelligence (III)
Frank, Bill — InfoCorp
Frank, Jeremy — Gartner Group
Fratini, Roscanne — Market Intelligence Research Company
Freeman, Grey — Gartner Group
Freeman, Leland — James Martin Report, Inc.
Freeman, Ray — Freeman Associates, Inc.
Frigstad, David — Market Intelligence Research Company
Frischia, Tony — Advanced Manufacturing Research
Frizzell, Robert — VLSI Research Inc.
Fross, Al — TELEOS Resources, Inc.
Frost, Lucy — IntelliQuest
Fry, George — Integrated Circuit Engineering Corporation
Fuld, Leonard — Fuld & Company
Fuller, Sarah — Arthur D. Little Decision Resources
Fulmer, Douglas — Systems Technology Forum
Fulvio, Joe — Information Publishing Corporation
Furer, Howard — InfoCorp
Gaffner, Haines — LINK Resources Corporation
Gale, Ben — International Data Corporation
Gannon, Bill — Sentry Market Research
Gannon, Susan — International Data Corporation
Gant, Sandy — InfoCorp
Gantz, John — TFS, Inc.
Gartner, Gideon — Gartner Group
Garvin, Andy — FIND/SVP
Gaul, Bill — Faulkner Technical Reports, Inc.
Gens, Frank — International Data Corporation
Gens, Paul — Research Consortium, Inc.
Geott, Pam — Faulkner & Gray, Inc.
Geruntho, Jim — International Data Corporation
Giacalone, Louis — KE Publishing Corp.
Gilbert, Barry — TFS, Inc.
Gilllin, Clare — International Data Corporation
Gilman, Ralph — InfoCorp
Goessling, David — FIND/SVP
Goettge, Steve — Dataquest
Gold, Doug — International Data Corporation
Goldberg, Aaron — International Data Corporation
Goldstein, Bernard — Broadview Associates
Goldstein, Michael — International Data Corporation
Golomb, Harvey — Pinpoint Information Corporation
Gonzales, Petra — LINK Resources Corporation
Gonze, Josh — International Data Corporation
Goodspeed, Donald — Meta Group, The
Goodwin, Bob — INPUT
Goodzeit, Anita — Strategic Intelligence Systems, Inc.
Gordon, Michael — BIS Mackintosh
Goulde, Michael — BIS CAP International
Grace, Chantal — Venture Development Corporation
Graham, Gig — Gartner Group
Grant, Carol — Novon Research Group
Grant, Simon — James Martin Report, Inc.
Greathouse, Lee — Telecom Publishing Group

Greco, Charles — International Data Corporation
Green, Alice — Plant-Wide Research Group
Gregory, Eve — Desktop Presentations Inc.
Griffin, Carolyn — International Data Corporation
Griffin, James — Integrated Circuit Engineering Corporation
Grodahl, George — Broadview Associates
Gross, Daniel — Magnetic Press Inc.
Grubic, Marji — International Data Corporation
Gruhn, Marty — Sierra Group
Gulden, Gary — Index Group, The
Gumpert, David — Cambridge Report on SUPERCONDUCTIVITY, The
Gunnerson, Ronnie — Vidmar Communications, Inc.
Guy, Ian — Elsevier Advanced Technology
Hagan, Mike — Computer Intelligence
Hailu, Saba — ElectroniCast Corporation
Hairopoulos, Paul — Computer Intelligence
Halpern, Faith — Wohl Associates
Halvorsen, Jann-Marie — Gartner Group
Hamons, Jim — Sierra Group
Handelman, Audrey — MediaMap/Cambridge Communications, Inc.
Hargadon, Tom — Green Street Lab, The
Harmon, Paul — No Company
Harris, Joshua — Jupiter Communications Company
Harvey, Sam — No Company
Hassan, Abe — Computer Business
Haugdahl, Scott — Architecture Technology Corporation
Heath, Gilbert — Gartner Group
Heiman, James — First Market Research
Helenak, Les — International Data Corporation
Henley, Margaret — Datek Information Services (See BIS CAP International)
Henry, Harry — TFS, Inc.
Henry, John — InfoCorp
Hersch, Martin — Fredonia Group, The
Hervochon, Pat — Gartner Group
Hess, Mark — Gartner Group
Hess, Steve — Creative Strategies Research International
Hessinger, Paul — Digital Consulting, Inc.
Hester, Edward — Fredonia Group, The
Higgs, Bill — InfoCorp
Hingley, Martin — International Data Corporation
Holdarsky, Michael — International Planning & Research Corporation
Hollows, Bruce — Datapro Research Corporation
Holmes, Thom — Datapro Research Corporation
Hong, Hoon — No Company
Hood, Bob — James Martin Report, Inc.
Hooker, Lois — Tabke Dawson Associates
Hoper, John — OmniMark Group
Howard, Michael — Infonetics, Inc.
Howard, Mike — Gartner Group
Howe, Charlie — Business Week Newsletter for Information Executives, The
Howie, Rob — DMR Group, Inc. (USA)
Hudson, Scott — Integrated Circuit Engineering Corporation
Hughes, Christine — Gartner Group
Hurley, Pamela — IntelliQuest
Hurwitz, Judith — Patricia Seybold's Office Computing Group
Hutcheson, Dan — VLSI Research Inc.
Hutcheson, Jerry — VLSI Research Inc.
Hutchinson, Art — International Data Corporation
Iafolla, Sandra — International Data Corporation
Inershein, Dick — Gartner Group
Ingle, Bill — Advanced Manufacturing Research
Isaacson, Portia — Future Think, Inc.
Ivers, Jim — Teleservice Associates

Jaffarian, Patricia — BIS CAP International
Jakubowicz, Mary — International Data Corporation
Jardine, Linda — International Interconnection Intelligence (III)
Jeffery, Brian — International Technology Group
Jeffries, Julie — Strategic Market Data, Inc.
Jenkins, Bruce — DARATECH, Inc.
Joffe, Sy — Gartner Group
Johansen, Robert — Institute for the Future
Johnson, Howard — Information Intelligence Sciences, Inc.
Johnson, Martha — BIS CAP International
Johnson, Patrice — IMS America, Ltd.
Johnston, Karlan — IntelliQuest
Jones, Christie — In-Stat, Inc.
Jorgensen, Dave — Dataquest
Jorgensen, Raylene — International Data Corporation
Joseph, Clement — Able Telecommunications, Inc.
Josselyn, Steve — International Data Corporation
Juliussen, Egil — Computer Industry Almanac
Juliussen, Egil — StoreBoard Inc.
Juliussen, Karen — Computer Industry Almanac
Kahn, Alexandra — LINK Resources Corporation
Kaplan, Daniel — Jupiter Communications Company
Kaplan, Jeff — Ledgeway Group
Kapoor, Ajit — BIS CAP International
Kapoor, Gautum — Pyramid Research, Inc.
Karavatos, William — TFS, Inc.
Karhuse, Ken — International Data Corporation
Karls, Jerry — Integrated Circuit Engineering Corporation
Karp, Jack — Meta Group, The
Kastner, Peter — Aberdeen Group, Inc.
Katz, Paul — No Company
Katzive, Bob — DISK/TREND, Inc.
Keegan, Warren — Competitive Strategy Group, The
Keeney, Debbie — Datapro Research Corporation
Keller, Erik — Gartner Group
Kelly, John — Patricia Seybold's Office Computing Group
Kelly, Stella — InfoCorp
Kelsey, Mark — Pyramid Research, Inc.
Kemp, Graham — G2 Research
Kenezis, Paul — Business Week Newsletter for Information Executives, The
Kennedy, — Technology Futures, Inc.
Kennedy, Michael — Gartner Group
Keogh, Carole — International Resource Development Inc.
Kerstetter, Myron — Gartner Group
Kessel, Jerilyn — Alexander & Associates
Kessler, John — Kessler Marketing Intelligence
Kestler, Eric — International Data Corporation
Khilnani, Arvind — Institute for the Future
Kidd, Robert — Dataquest
Kiefer, John — No Company
Killingier, Al — ASK Group, Inc., The
Kilroy, Karlyn — International Data Corporation
Kimmel, Dan — Dan Kimmel Enterprises
Kirk, Nancy — Sierra Group
Kirwin, Bill — Gartner Group
Kitteringham, Guy — Elsevier Advanced Technology
Klaben, Phyllis — Theta Corporation
Klein, Stanley — S. Klein Library on Computer Graphics, The
Kleinman, Lori — Ledgeway Group
Kline, Pamela — Prognostics
Knutsen, Eric — Gartner Group
Konner, Maggie — International Data Corporation
Korostoff, Kathryn — International Data Corporation

Kortzeborn, Robert — Creative Strategies Research International
Kouba, Dennis — DataTrends Publications, Inc.
Kovaly, Ken — Technical Insights
Krass, Peter — Business Week Newsletter for Information Executives, The
Krol, John — Gale Research Inc.
Krone, Peg — Ideascope Associates, Inc.
Kropper, Steve — International Data Corporation
Kucharvy, Tom — Summit Strategies
Kugel, Karen — International Data Corporation
Kutnick, Dale — Meta Group, The
LaChance, Susan — INPUT
Laessig, Walter — Auerbach Publishers (Div. of Warren, Gorham & Lamont, Inc.)
Lahti, Walt — In-Stat, Inc.
Lair, Steve — Dataquest
Landis, Karen — Computer Intelligence
Lanier, Stu — Palo Alto Management Group, Inc.
Laughlin, Karen — InfoCorp
Lauletta, Patricia — Datapro Research Corporation
Laurita, Anna — Market Intelligence Research Company
Law, Martin — International Data Corporation
Lawrance, Abbi — InfoCorp
Leary, Mark — International Data Corporation
Leben, Joe — James Martin Report, Inc.
Lee, Jeffrey — Zech Tech International
Leghart, Paul — Computer Technology Research Corporation
Lenupesis, Bill — Dataquest
Lenz, Ralph — Technology Futures, Inc.
Levine, Peter — Gartner Group
Levitt, Lee — International Data Corporation
Levy, Elizabeth — Dataquest
Levy, Joel — Goldstein, Golub, Kessler & Company
Lewis, Jan — Lewis Research Corporation
Lewis, Sunday — Techvantage, Inc.
Lewis, Vice — Dataquest
Lill, Albert — Gartner Group
Lindamood, George — Gartner Group
Litschgi, Kathleen — Telecom Publishing Group
Lloyd, Christopher — Elsevier Advanced Technology
Lloyd, Fred — Zech Tech International
Locke, Chris — James Martin Report, Inc.
Logan, John — Aberdeen Group, Inc.
Long, Lois — Dataquest
Loofbourrow, Tod — Foundation Technologies
Lord, Leslie — International Data Corporation
Lovell, Bill — No Company
Lutkowitz, Mark — Trans-Formation, Inc.
Mach, Ivan — ElectroniCast Corporation
Magney, Phil — Associated Research Services, Inc.
Markham, Grigsby — Gartner Group
Marks, Barry — Gartner Group
Marquardt, Hans — International Data Corporation
Marshak, David — Patricia Seybold's Office Computing Group
Marshak, Ronni — Patricia Seybold's Office Computing Group
Martin, Alexia — Institute for the Future
Martin, Jim — James Martin Report, Inc.
Martin, Larry — Reliability Research
Mascioni, Michael — Alexander & Associates
Mathey, Charles — Futures Group, The
Matlack, Richard — InfoCorp
Matsuhira, Debra — VLSI Research Inc.
Matus, Vicki — LINK Resources Corporation
Mayer, Ira — Vidmar Communications, Inc.
McCann, Renville — Advanced Television Publishing

McCarthy, Dan — Communications Trends, Inc.
McCarthy, John — Forrester Research
McClean, Bill — Integrated Circuit Engineering Corporation
McClure, Carmie — Extended Intelligence, Inc.
McConnell, John — Infonetics, Inc.
McCready, Scott — BIS CAP International
McCulley, KaRene — CASE Consulting Group, Inc.
McDaniel, Laurel — Neal Nelson & Associates
McInerney, Francis — Northern Business Information, Inc.
McLarnon, Scott — International Data Corporation
McLeod, Doug — International Data Corporation
McManus, Maureen — BIS CAP International
McNee, William — Gartner Group
McPherson, Ken — International Data Corporation
McQuillan, John — McQuillan Consulting
McSharry, Nancy — International Data Corporation
McSpadden, Bill — Plant-Wide Research Group
Meier, George — Computer Shoptalk
Membrino, Tony — International Data Corporation
Mendelsohn, Frances — International Data Corporation
Merlyn, Vaughn — CASE Research Corporation
Merritt, Dennis — James Martin Report, Inc.
Mertz, Oakley — Gartner Group
Messenheimer, Susan — Aim Consulting & Publications, Inc.
Metz, Edward — Broadview Associates
Mewes, Ken — Gartner Group
Miao, Walter — LINK Resources Corporation
Miller, Chuck — Gartner Group
Miller, Judy — NewsFaces, Inc.
Miller, Marcie — SEAI Technical Publications
Miller, Marney — Probe Research, Inc.
Miller, Michael — Northern Business Information, Inc.
Miller, Richard — Future Technology Surveys, Inc.
Miller, Robert — Goldstein, Golub, Kessler & Company
Miller, Tom — LINK Resources Corporation
Millikin, Michael — Patricia Seybold's Office Computing Group
Minno, Pieter — James Martin Report, Inc.
Mintz, Gilbert — Broadview Associates
Mittman, Robert — Institute for the Future
Modahl, Mary — Forrester Research
Molina, Joe — Technology Forums
Monchar, Phillip — Total Research Corporation
Monnes, Maria — Pyramid Research, Inc.
Monosson, Sonny — Monosson Technology Enterprises
Montgomery, Jeff — ElectroniCast Corporation
Morgenthaler, Lissa — California Technology Stock Letter
Morris, Mike — International Data Corporation
Moschella, David — International Data Corporation
Most, Andrea — DARATECH, Inc.
Muldowney, William — Datapro Research Corporation
Murphy, John — Wohl Associates
Murphy, Marty — Datapro Research Corporation
Murphy, Michael — California Technology Stock Letter
Murphy, Ruth — DARATECH, Inc.
Murphy, Suzanne — Sentry Market Research
Murray, Dick — Institute for Graphic Communication (BIS CAP International)
Murray, Karen — Institute for Graphic Communication (BIS CAP International)
Myhre, Kim — Business Research Group
Nadler, Richard — BIS CAP International
Naturman, Lou — Business Communications Co., Inc.
Nawojchik, John — FIND/SVP
Neff, Kenneth — Prime Data
Nelson, Neal — Neal Nelson & Associates

Nesdore, Paul — Datapro Research Corporation
Nesheim, John — No Company
Ness, Dan — InfoCorp
Newman, George — International Data Corporation
Newquist, Harvey — Relayer Group, The
Newstead, Ray — Infonetics, Inc.
Newton, Chuck — Newton-Evans Research Company, Inc.
Niehaus, Tom — Focus Research Systems
Nolle, Tom — CIMI Corporation
Norrett, Gene — Dataquest
Norton, Robert — D.H. Brown Associates, Inc.
Noyes, Jeannette — LINK Resources Corporation
Nugent, Chris — Market Intelligence Research Company
O'Boyle, John — Dataquest
O'Brien, Ross — Pyramid Research, Inc.
O'Flaherty, Tom — Broadview Associates
O'Mara, John — Computer Security Institute
Oakley, Kate — International Data Corporation
Odell, Bill — Rothchild Consultants
Oncel, Jan — Dataquest
Osterman, Michael — ElectroniCast Corporation
Ostrosky, Marc — Information Publishing Corporation
Page, Bruce — Magnetic Press Inc.
Palma, Mary Ellen — International Data Corporation
Palmese, Terri — Bowker A & I Publishing, Abstr. & Indx. Div. of R. R. Bowker
Papciak, Walter — Computer Intelligence
Parker, Keith — Data Analysis Group
Parker, Reny — Data Analysis Group
Parker, Steve — Corporate Technology Information Services
Parkhill, Rich — Infotext Publishing, Inc.
Parks, Tricia — Parks Associates
Paul, Thomas — Gale Research Inc.
Pawlick, Lock — Gartner Group
Payne, Anna Lee — EDI, spread the word!
Payne, Bob — EDI, spread the word!
Pearce, — ElectroniCast Corporation
Pearce, John — MediaMap/Cambridge Communications, Inc.
Peck, Richard — Datapro Research Corporation
Pemberton, John — Gartner Group
Pender, Adriane — FIND/SVP
Percy, Tony — Gartner Group
Perlmutter, Marty — Green Street Lab, The
Perron, Michelle — BYTEweek
Perrottet, Charles — Futures Group, The
Pescatore, Joseph — First Market Research
Pesko, Charles — BIS CAP International
Peters, Mary Ann — InfoCorp
Peterson, Michael — Peripheral Strategies, Inc.
Phelan, Virginia — Sentry Market Research
Piers, Danica — ElectroniCast Corporation
Pilon, Thomas — IntelliQuest
Pirani, Judith — BIS CAP International
Pitasi, Carl — Gartner Group
Pitcher, Helen — Integrated Circuit Engineering Corporation
Polishuk, Paul — Information Gatekeepers, Inc.
Pomerantz, Michael — Corporate Technology Information Services
Poppel, Harvey — Broadview Associates
Porell, Greg — BIS CAP International
Porter, Jim — DISK/TREND, Inc.
Poshkus, — Creative Strategies Research International
Potter, Richard — Integrated Circuit Engineering Corporation
Powers, Glenn — Northern Business Information, Inc.
Powers, Nancy — Technology Futures, Inc.

Prakash, Jay — Strategic Focus
Prestwood, Donna — Technology Futures, Inc.
Pugh, Michael — Freeman Associates, Inc.
Pytko, Steve — BIS CAP International
Randolph, Bob — TFS, Inc.
Rappaport, Andrew — Technology Research Group
Rasmussen, Reid — ResearchAsia Ltd.
Rathkey, Philip — Elsevier Advanced Technology
Ray, Judi — Future Think, Inc.
Raz, Zohar — In-Stat, Inc.
Redman, Bill — Gartner Group
Reed, Bill — LINK Resources Corporation
Reilly, Hilary — International Data Corporation
Reiter, Elliot — Goldstein, Golub, Kessler & Company
Reveaux, Tony — Computer Publicity News
Reynolds, Steve — LINK Resources Corporation
Rich, Bill — Northern Business Information, Inc.
Rinaldi, Damian — Sentry Market Research
Roberts, Pam — InfoCorp
Robinson, Penny — Battelle Seminars
Robotti, Stefano — International Data Corporation
Rogers, John — International Data Corporation
Rolander, Charles — HTE Research, Inc.
Rosen, David — LINK Resources Corporation
Rosenfeld, Ed — Intelligence Newsletter
Ross, Ronald — Database Research Group, Inc.
Rosser, Bill — Gartner Group
Rothenbeucher, Oscar — No Company
Rouffe, Leslie — Sentry Market Research
Rubin, Dave — CCMI/McGraw-Hill
Rudd, Kenneth — Goldstein, Golub, Kessler & Company
Rush, Thomas — Business Communications Co., Inc.
Ryan, Don — BIS CAP International
Ryan, John — ElectroniCast Corporation
Sachdeva, Susan — Computer Intelligence
Saffo, Paul — Institute for the Future
Salisbury, Carmela — Elsevier Advanced Technology
Sanders, John — Vidmar Communications, Inc.
Sanekoff, Robert — Dataquest
Santisario, Cindi — International Data Corporation
Saveri, Andrea — Institute for the Future
Savino, Joe — Frost & Sullivan
Schaefer, Glenn — Bowker A & I Publishing, Abstr. & Indx. Div. of R. R. Bowker
Schay, Peter — Gartner Group
Schmid, Greg — Institute for the Future
Schneider, Jeff — NewsFaces, Inc.
Schneider, Michael — Gartner Group
Schopick, Andy — Gartner Group
Schreiber, Richard — International Data Corporation
Schulman, Jeff — Gartner Group
Schumer, Mike — Gartner Group
Schussel, George — Digital Consulting, Inc.
Schwartz, Diannalyn — Schwartz Associates, The
Schwartz, Tom — Schwartz Associates, The
Schwerin, Julie — InfoTech
Seelinger, William — New Castle Publications
Segal, Rebecca — International Data Corporation
Seidler, Joseph — Infonetics, Inc.
Selbert, Roger — FutureScan
Seligman, Naomi — Research Board, The
Selven, Gene — Electronic Trend Publications
Serlin, Omri — ITOM International Co.
Seybold, Jonathan — Seybold Publications, Inc.

Seybold, Patricia — Patricia Seybold's Office Computing Group
Shackley, Beverly — Arthur D. Little Decision Resources
Shafer, Dan — KE Publishing Corp.
Shaffer, Dick — Technologic Partners
Shannon, Terry — International Data Corporation
Shaw, Abi — Rothchild Consultants
Shaw, Jack — EDI Strategies, Inc.
Shaw, Tony — Technology Transfer Institute
Sherman, Richard — Research Consortium, Inc.
Sherry, Robert — BIS CAP International
Shetty, Vinceta — Pyramid Research, Inc.
Shinyeda, Merrily — Sierra Group
Shipp, Michael — Chromatic Communications Enterprises, Inc.
Shor, Michael — FIND/SVP
Sieck, Steve — LINK Resources Corporation
Siegel, Jay — Novon Research Group
Sill-Holeman, Jeanette — InfoCorp
Silverberg, Phyllis — Gartner Group
Simeone, Doreen — ADM, Inc.
Simko, Bob — International Technology Group
Sinville, Maryanne — International Data Corporation
Sitz, Les — Datapro Research Corporation
Skinner, Richard — Integrated Circuit Engineering Corporation
Slater, Michael — MicroDesign Resources Inc.
Small, Ray — Gartner Group
Smead, Pat — StoreBoard Inc.
Smith, Robert — Futures Group, The
Smith, Walter — Prognostics
Solimeno, William — Seybold Publications, Inc.
Solomon, Lewis — Venture Development Corporation
Sorkin, Allen — SERS
Sorman, Cathy — IMS America, Ltd.
Spanier, Steve — Infonetics, Inc.
Sprafkin, Jeffrey — Pyramid Research, Inc.
Staelin, Ellen — International Data Corporation
Stafford, Robert — No Company
Stahel, JocAnn — StoreBoard Inc.
Stamps, George — BIS CAP International
Stefansson, Frank — Datek Information Services (See BIS CAP International)
Steinberg, Lois — SERS
Steitz, Chris — InfoCorp
Stensrud, John — Winters Group, The
Stephens, Bruce — International Data Corporation
Stern, Michael — National Software Testing Laboratories, Inc.
Stirba, Dick — Telecom Publishing Group
Stone, John — Venture Economics, Inc.
Suby, Carol — International Data Corporation
Sule, R.J. — BIS Mackintosh
Sullivan, Lisa — Technology Futures, Inc.
Svigals, Jerome — Jerome Svigals, Incorporated
Swartz, Jeffrey — No Company
Swithenbank, Tom — International Data Corporation
Symons, Craig — Gartner Group
Szirom, Steve — HTE Research, Inc.
Tabke, Robert — Tabke Dawson Associates
Tapscott, Don — DMR Group, Inc. (USA)
Tarter, Jeffrey — Soft•letter
Tasker, Bob — International Data Corporation
Taylor, Dave — Gartner Group
Terrie, David — BIS CAP International
Testan, Peter — BIS CAP International
Thames, Cindy — Technology Research Group
Thibault, Roger — Yellowstone Information Services

Thomas, Paul — International Data Corporation
Thompson, Kathryn — Morgan-Rand Research, Inc.
Thomsen, Natasha — LINK Resources Corporation
Thorlin, Fred — Dataquest
Thorsen, Norma — ElectroniCast Corporation
Thunder, Dave — Gartner Group
Thurber, Ken — Architecture Technology Corporation
Tibbetts, John — Systems Educational Associates, Inc.
Ticoll, David — DMR Group, Inc. (USA)
Tiernan, Julie — Corporate Technology Information Services
Tietjen, Hugh — Computer Intelligence
Tobiasson, Carl — Datapro Research Corporation
Travis, Dawna — James Martin Report, Inc.
Tribute, Andrew — Seybold Publications, Inc.
Triere, Robert — Research Consortium, Inc.
Tsubo, Masataka — VLSI Research Inc.
Tuchband, Stuart — Communications Sciences
Turin, Mike — Gartner Group
Tyler, Mike — Dataquest
Upton, Molly — International Data Corporation
Van Tuyle, Jennifer — Market Intelligence Research Company
Vancil, Richard — Ledgeway Group
Vanston, John — Technology Futures, Inc.
Vanston, Larry — Technology Futures, Inc.
Vasquez, Ray — Integrated Circuit Engineering Corporation
Vellante, David — International Data Corporation
Villars, Rick — International Data Corporation
Volkman, Nancy — Winters Group, The
Voorhaar, Nancy — No Company
Wagner, Lisa — Computer Technology Research Corporation
Waid, Dennis — Peripheral Strategies, Inc.
Walker, Andrew — International Data Corporation
Walker, Terri — SEAI Technical Publications
Walter, Gerard — Rothchild Consultants
Walter, Mark — Seybold Publications, Inc.
Wampler, Galen — Prime Data
Ward, Paul — No Company
Wardley, John — International Data Corporation
Wasner, Raimund — BIS CAP International
Wasserman, Philip — Anza Research, Inc.
Watkins, Gerald — Market Intelligence Research Company
Weakley, Marie — Morgan-Rand Research, Inc.
Weaver, Amanda — Elsevier Advanced Technology
Weaver, Kurt — IMS America, Ltd.
Weeks, Jessie — Management Information Corporation
Weil, Jim — Gartner Group
Weil, Susan — Gartner Group
Weiner, Hesh — Technology News of America
Weinkrantz, Alan — Alan Weinkrantz and Company
Weiss, George — Gartner Group
Weiss, Judy — Auerbach Publishers (Div. of Warren, Gorham & Lamont, Inc.)
Weiss, Michael — Infonetics, Inc.
Weizmann, Carol — Aim Consulting & Publications, Inc.
Welch, Richard — Management Information Corporation
Wells, Dirk — Decision Research Corporation
Welsner, Don — Datapro Research Corporation
Wendler, Steve — Gartner Group
Whelchel, Bill — Creative Strategies Research International
White, Chuck — Gartner Group
White, Martin — LINK Resources Corporation
White, Sean — Northern Business Information, Inc.
White, Tom — Infonetics, Inc.
Whitely, Lenda — Infotext Publishing, Inc.

Whitney, Craig — Computer Intelligence
Wilcox, James — International Data Corporation
Willets, Larry — International Data Corporation
Williams, Jane — Bowker A & I Publishing, Abstr. & Indx. Div. of R. R. Bowker
Williams, Richard — Wefa Group, The
Willmott, Thomas — Aberdeen Group, Inc.
Willson, Kathryn — Futures Group, The
Wilson, David — Workstation Laboratories, Inc.
Wilson, Jack — Technologic Partners
Wilson, Kenneth — Elsevier Advanced Technology
Wilson, Richard — Freeman Associates, Inc.
Wilson, Robert — Dataquest
Winett, Ruth — Business Technology Research
Winkler, Connie — Business Week Newsletter for Information Executives, The
Winters, Mary-Frances — Winters Group, The
Winther, Mark — LINK Resources Corporation
Witt, Scott — Micro Software Marketing
Wohl, Amy — Wohl Associates
Wohl, Marshall — Wohl Associates
Wolfe, Stephen — CAD/CAM Publishing, Inc.
Wolfstaetter, Paul — Gartner Group
Woo, Patricia — Gartner Group
Woollacott, Geoff — TFS, Inc.
Wright, Bernell — LINK Resources Corporation
Wright, Peter — Gartner Group
Wylie, — Gartner Group
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