

**TITLE PAGE  
AGENDA**

CONFERENCE AGENDA

Thursday Afternoon, 11th May — Day 1

1:00 - 1:45 p.m. *Registration and Coffee*

**DAY 1**

1:45 - Director's Welcome  
2:00 - Peter Lines, INPUT's Director of Research

2:00 - EDI—Europe  
2:45 - **Tim Stevens**  
INPUT's European EDI manager assesses current EDI market trends and presents INPUT's research on EDI in Europe, including market forecasts. ✓

2:45 - 3:00 *Tea*

3:00 - Vendors Panel  
4:30 - **Phil Coathup**, Director of Business Development—EDI Services, ISTE  
**John Jenkins**, Corporate Marketing Manager, INS  
Leading EDI vendors describe new market strategies, with new product and service announcements likely.

4:30 - EDI—U.S.  
5:30 - **Vic Wheatman** *nee*  
Manager of INPUT's U.S. EDI Programme reports on developments in the U.S. EDI market, including users' concerns, vendors' strategies, software directions, industry standards and market trends.

6:30 - *Boat Trip and Supper hosted by*  
11:00 *INPUT*

Friday, 12th May — Day 2

8:30 - 9:00 a.m. *Coffee*

**DAY 2**  
9:00 - **Vendor Perspectives** *CLAUDI SANTIAGO*  
10:30 - **Alain Legendre**, Marketing Director, GEIS

**Charles des Cognets**, Vice President of Marketing and Sales, TRANSPAC  
How European vendors have been facing up to the spiralling demand for EDI, with a broader look at the EDI market in Europe from the vendor's point of view.

10:30 - 11:00 *Tea*

11:00 - **User Experiences**  
12:30 - **Billy Wildman**, U.K. Marketing Manager, Texas Instruments  
p.m. **Steve Wallace**, EDI Commercial Manager, Freemans Ltd.  
Leading users outline their reasons for implementing EDI and discuss the problems encountered so far.

12:30 - 2:00 *Lunch at the Café Royal*

2:00 - **Software Provision**  
2:45 - **Julian Kempster**, U.K. Product Manager, Digital Equipment Corp.  
Digital, a leading EDI software provider, talks about its approach to application integration, standards, hardware requirements and customer support.

2:45 - 3:00 *Tea*

3:00 - **Advanced EDI Services** *due today*  
4:00 - **Vic Wheatman** looks into the future and tells you what lies in store for EDI. Topics include EDI/EFT services, EDI and graphics, EDI databases and interactive EDI.

4:00 - **Discussion Forum and Close**  
4:30

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## Electronic Data Interchange (EDI) Intertrends—Europe Conference

Day 2, May 12

### CONFERENCE AGENDA

TAB

8:30 - 9:00 *Coffee*

5 9:00 - 10:30 **Vendor Perspectives**

- **Claudi Santiago**, Sales Support Manager, GEIS
- **Charles des Cognets**, Vice President of Marketing and Sales, TRANSPAC

How European vendors have been facing up to the spiralling demand for EDI, with a broader look at the EDI market in Europe from the vendor's point of view.

10:30 - 11:00 *Tea*

7 11:00 - 12:30 **User Experiences**

- **Tony Wildman**, U.K. Marketing Manager, Texas Instruments
- **Steve Wallace**, EDI Commercial Manager, Freemans Ltd.

Leading users outline their reasons for implementing EDI and discuss the problems encountered so far.

12:30 - 2:00 *Lunch at the Café Royal*

9 2:00 - 3:30 **Software Provision**  
- **Julian Kempster**, U.K. Product Manager, Digital Equipment Corporation

- **Ken Waters**, Technical Director, Perwill

Two EDI software providers talk about their approaches to application integration, standards, hardware requirements and customer support.

3:30 - 3:45 *Tea*

10 3:45 - 4:45 **EDI—The Next generation**

- **Vic Wheatman** looks into the future and tells you what lies in store for EDI. Topics include EDI/EFT services, EDI and graphics, EDI databases and interactive EDI.

4:45 - 5:15 **Discussion Forum and Close**



## Electronic Data Interchange (EDI) Intertrends—Europe Conference

Day 1, May 11

### CONFERENCE AGENDA

TAB

1:00 - 1:45 *Registration and Coffee*

1:45 - 2:00 **Director's Welcome**  
**Peter Lines, INPUT's Director of Research**

**1** 2:00 - 2:45 **EDI—Europe**  
**Tim Stevens**  
INPUT's European EDI manager assesses current EDI market trends and presents INPUT's research on EDI in Europe, including market forecasts.

2:45 - 3:00 Tea

**2** 3:00 - 4:30 **Vendors Panel**  
- **Phil Coathup, Director of Business Developments—EDI Services, ISTEEL**

**3** - **John Jenkins, Corporate Marketing Manager, INS**  
Leading EDI vendors describe new market strategies, with new product and service announcements likely.

**4** 4:30 - 5:30 **Electronic Data Intertrends—North America**  
**Vic Wheatman**  
Manager of INPUT's U.S. EDI Programme reports on developments in the U.S. EDI market, including users' concerns, vendors' strategies, software directions, industry standards and market trends.

6:30 - 11:00 *Boat Trip and Supper hosted by INPUT*



## Vendors Panel

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John Jenkins  
Manager, Corporate Marketing  
INS





## User Experiences

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Tony Wildman  
Manager, U.K. Marketing  
Texas Instruments



## Vendor Perspectives

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Charles des Cognets  
Vice President, Marketing and Sales  
TRANSPAC



## Vendor Perspectives

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Claudi Santiago  
Manager, Sales Support  
GEIS



## Vendors Panel

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Phil Coathup  
Director of Business  
Development—EDI Services  
ISTEL





# User Experiences

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Steve Wallace  
Manager, EDI Commercial  
Freemans Ltd.



## Software Provision

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Julian Kempster  
Manager, U.K. Product  
Digital Equipment Corp.



# Software Provision

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Ken Waters  
Technical Director  
Perwill

