COMPLICATED TRADE INTERFACES


```
┌─────────────────┐      ┌──────────┐
│  Air/Ocean/Rail │──────│ Shippers │
│      Ports      │      │          │
└─────────────────┘      └──────────┘
   │          │   ╲        │
┌───────┐  ┌─────────┐  ┌──────────┐
│ Banks │──│ Customs │──│ Carriers │
└───────┘  └─────────┘  └──────────┘
      │         │           │
   ┌────────┐  ┌──────────┐  ┌───────────┐
   │ Agents │──│ Insurers │──│ Customers │
   └────────┘  └──────────┘  └───────────┘
```
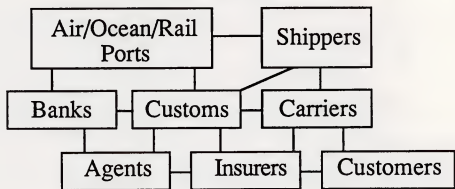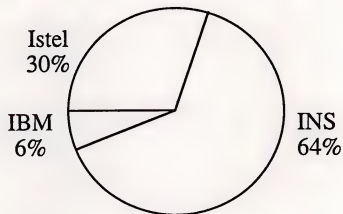
INPUT

NOTES:

EDIS-1

INPUT

1987 U.K. EDI MARKET
(Service/Revenues)

Istel
30%

IBM
6%

INS
64%

INPUT

NOTES:

EDIS-2

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JAPAN'S EDI ENVIRONMENT

- Telecommunications Liberalizing

- Increasing Intercompany Networking

- No EDI Standards

- Heavy International FAX Use

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NOTES:

EDIS-3

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Many VANs

- Half with EDI-Type Services

- Leading EDI Service: NTT's Dress

- Some U.S. VANs Involved

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NOTES:

EDIS-3A

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IEDI: OPPORTUNITIES AND DIFFICULTIES

Opportunities

- U.S., Others "EDI Ready"

- Third-Party Providers Available

- Standards Evolving

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NOTES:

EDIS-4

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<u>Difficulties</u>
- Transborder Data Flow Issues
- Business/Cultural Issues
- Incompatible Systems

Third Parties Can Bridge the Gap

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NOTES:

EDIS-4A

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VENDOR AND USER RECOMMENDATIONS

Vendors:

- Offer IEDI for MNCS, and as "Full Service"

- Consider Partnering to Reduce Risks

- Evaluate Advanced Features/Services

INPUT

NOTES:

EDIS-5

INPUT

Users

- Don't "Reinvent the Wheel"
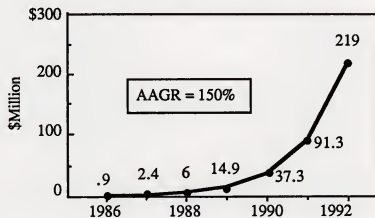
- Partner with Vendors for Unique
  Needs

INPUT

NOTES:

EDIS-5A

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U.S. USERS' EXPENDITURES FOR IEDI
(Network Processing Services Only)

AAGR = 150%

INPUT

NOTES:

EDIS-6

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THIRD-PARTY SERVICES' IEDI STRATEGIES

- Partnering, Agents

- Linking International Facilities

- Technology Licensing

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NOTES:

EDIS-7

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VENDOR RANKING OF TECHNOLOGICAL FACTORS AFFECTING GOVERNMENT SPENDING FOR EDI SERVICES

Factor	Rank*
Developments in Processing/ Transmission Devices	1
Evolution of X.400 Standard	2

*Rank based on frequency of mention by respondents.

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NOTES:

EDIS-8

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Factor	Rank*
Evolution of Standards for Computer Graphics	3
Improvements in Storage Devices	4
Developments in Computer Networks	5

*Rank based on frequency of mention by respondents.

NOTES:

EDIS-8A