

# INPUT®

## The European Computer Software and Services Industry

### The Challenge of the Single European Market— 1992 and Beyond

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- A New INPUT Report
- Major Survey of Vendor Actions
- The Opportunities
  - Software Products
  - Professional Services
  - Systems Integration
  - Turnkey Systems
  - Processing Services
  - Network Services
  - Customer Services
- Review of 1992 Legislation
- European Forecast by 12 Member States



## 1992 and Beyond

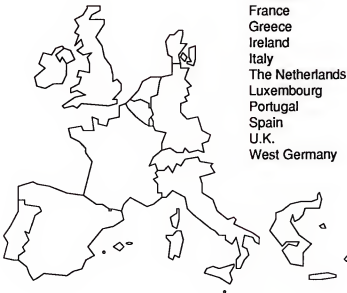
## COALESCING OF NATIONAL MARKETS

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- Key industrial sector opportunities
- The competitive environment

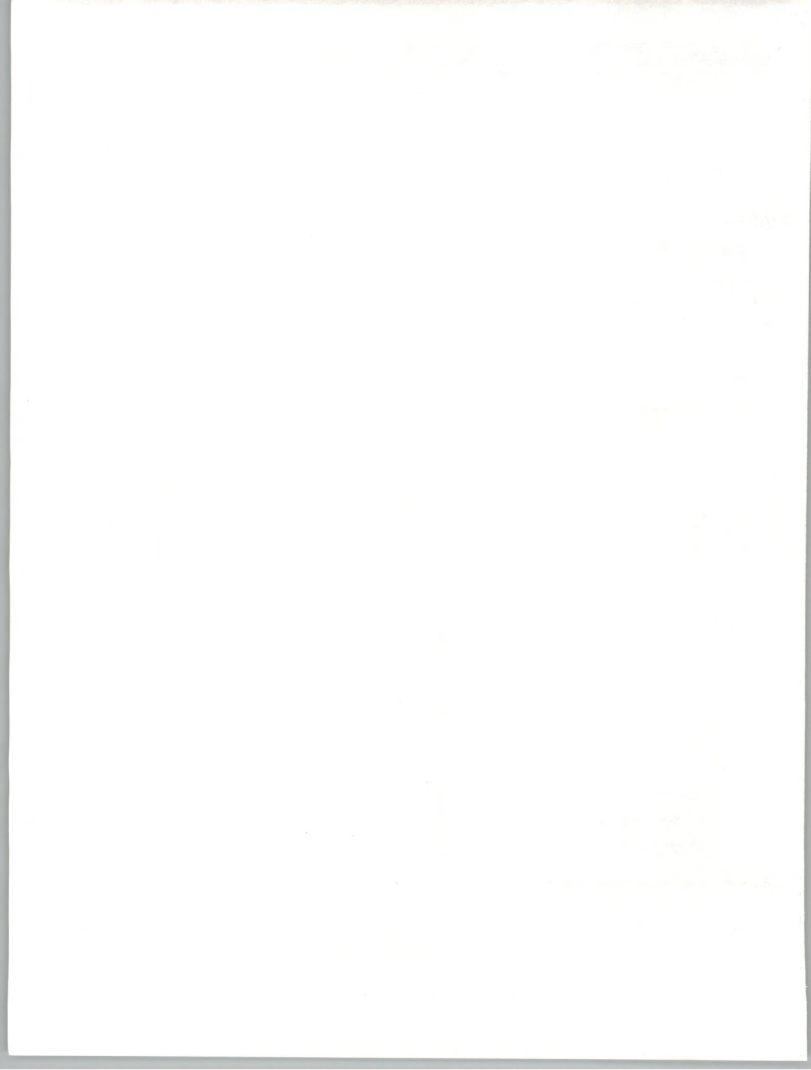


## COMPUTER SOFTWARE AND SERVICES INDUSTRY

- Software Products
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- Systems Integration
- Turnkey Systems
- Processing Services
- Network Services
- Customer Services

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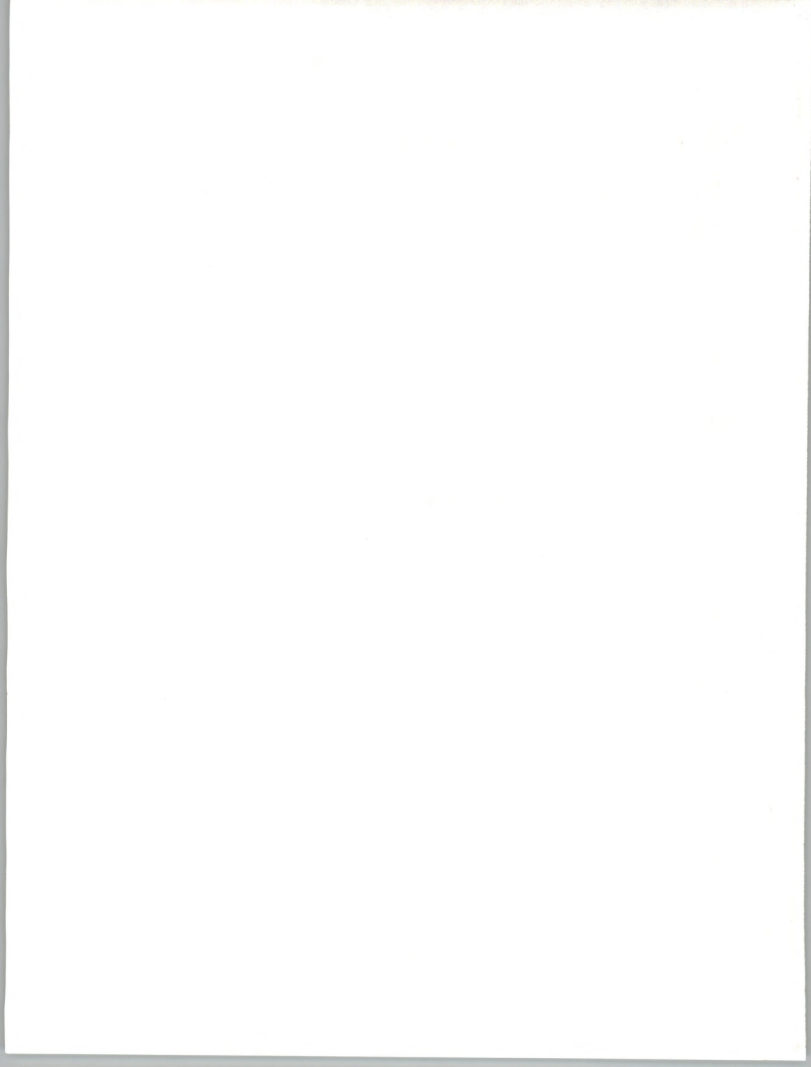
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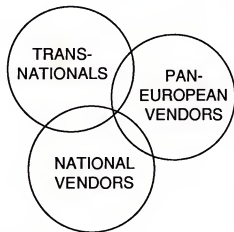
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What are they planning to do?

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What new opportunities will be opened up after 1992?

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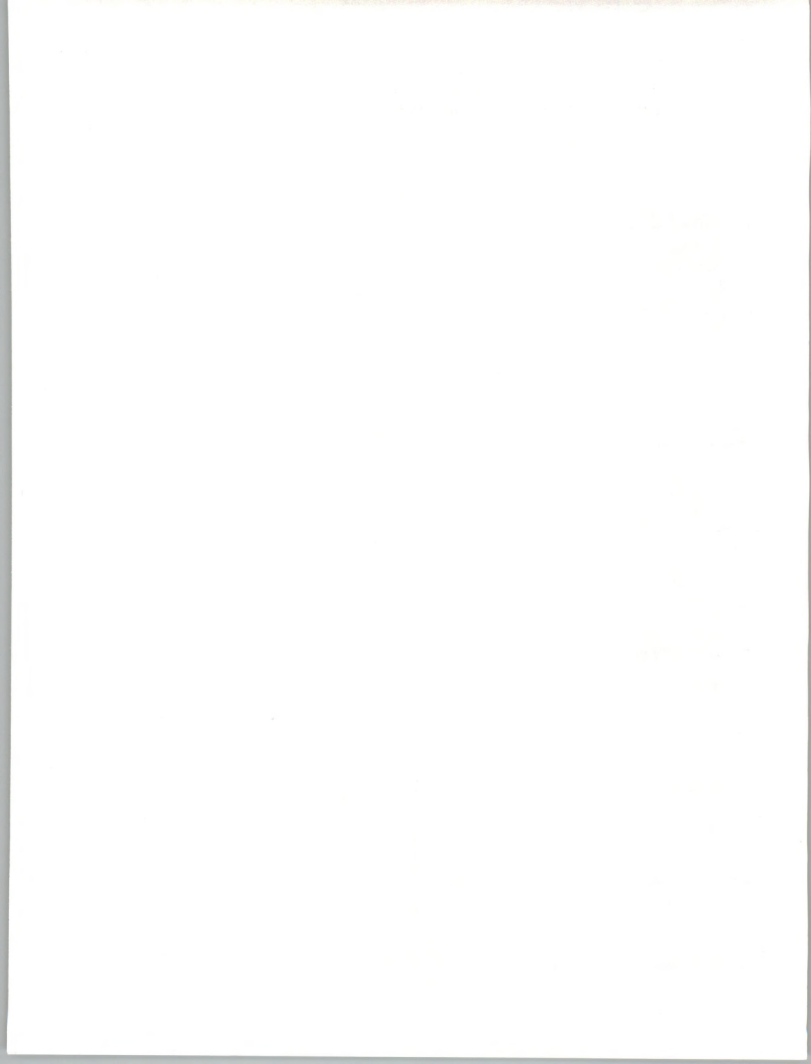
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Formed as a privately held corporation in 1974, INPUT has become a leading international research and consulting firm. Clients include more than 100 of the world's largest and most technically advanced companies.

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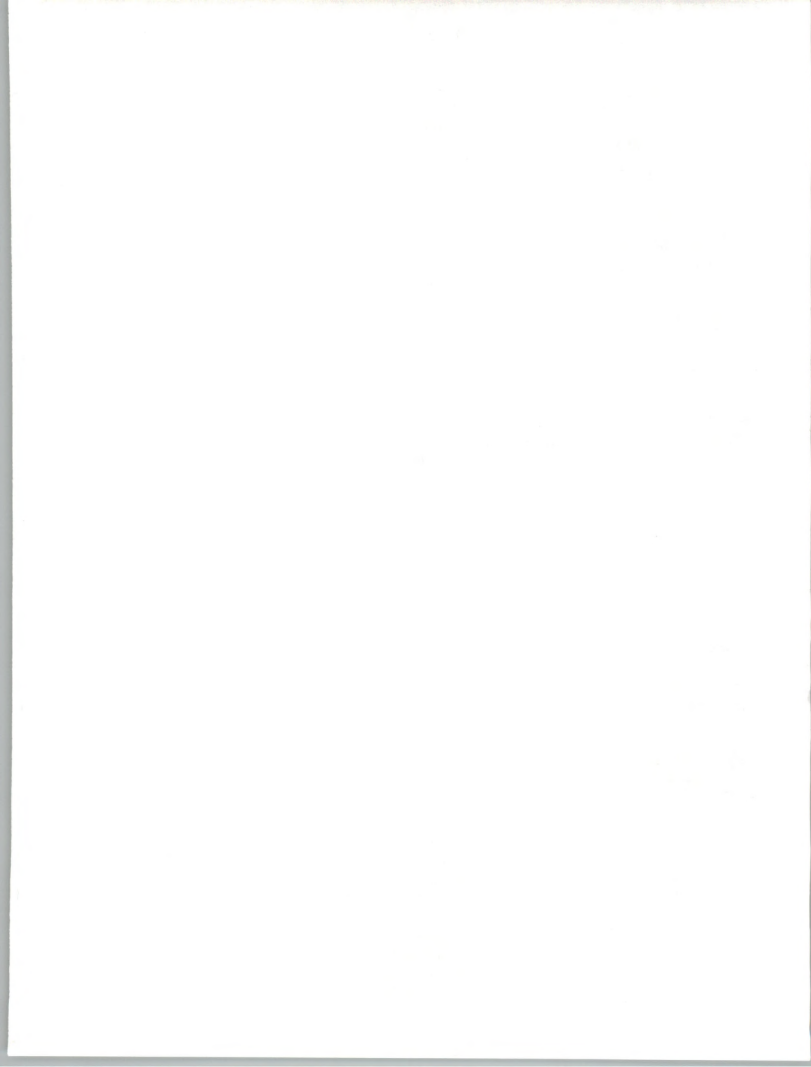
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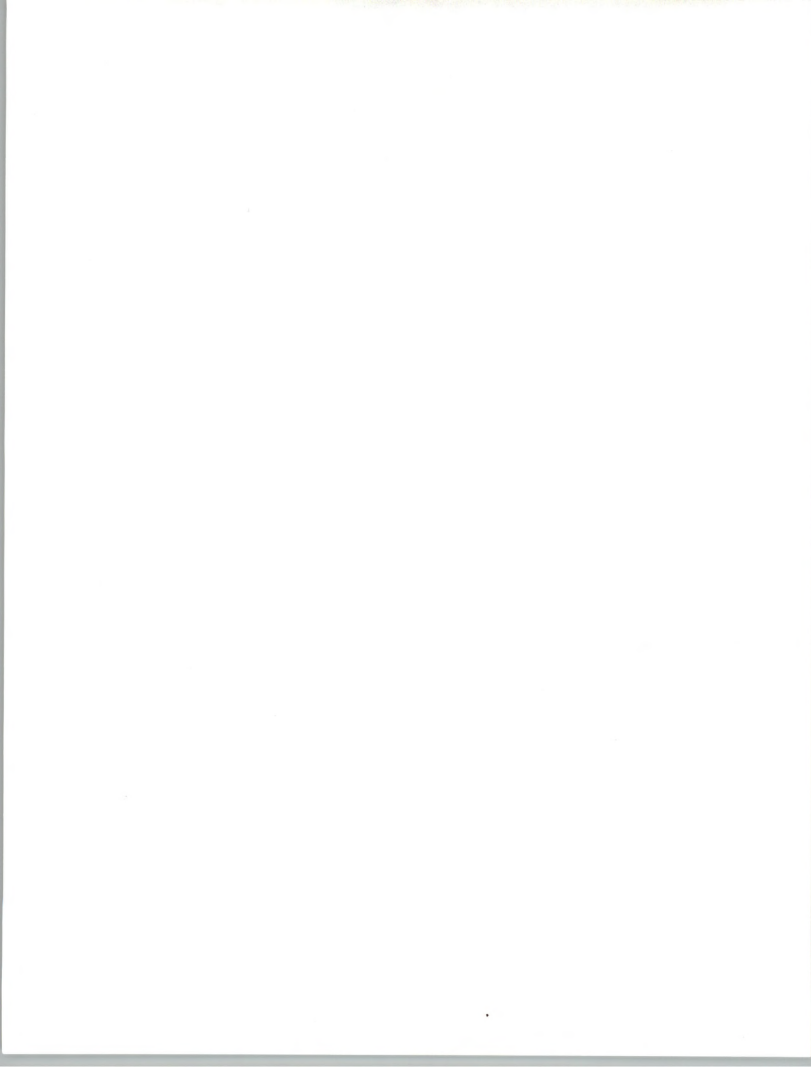
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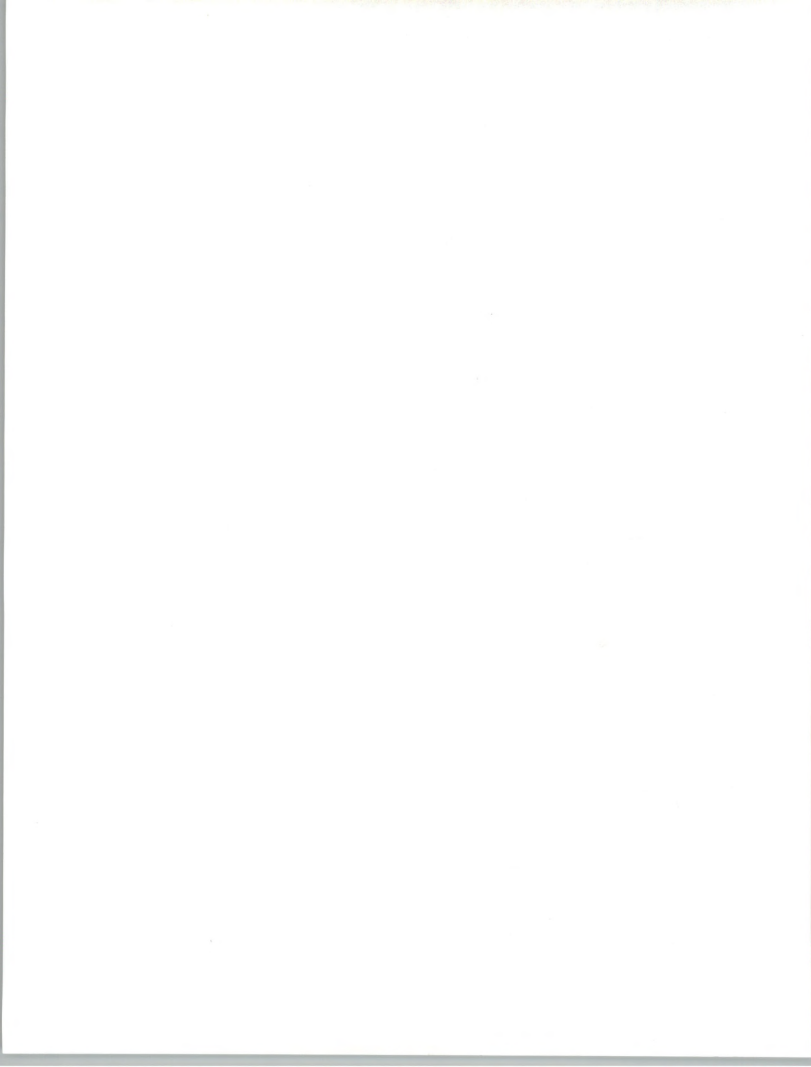
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Yours sincerely,



Robert Goodwin  
Vice President, Research  
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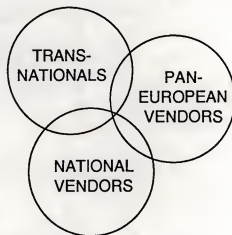
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