INPUT®

Information ~~Systems~~ SERVICES Industry

Systems Integration Program

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SYSTEMS INTEGRATION PROGRAM

Systems Integration (SI) provides a complete solution to a complex information system, networking or automation requirement through the custom selection and implementation of a variety of information products and services. A thorough understanding of the importance and impact of SI on both vendors and users is essential in the dynamic information processing market of the 1990's.

The business urgency of large-scale project development, the multivendor requirements of state-of-the art solutions, the absence of acceptable off-the-shelf solutions, and the user desire for a single vendor interface are all contributing to the shift to the SI approach. In this market the vendor takes responsibility for the overall management of an SI contract and is the single point of contact, responsible to the buyer for delivery of the solution, on schedule, and at the contracted price.

INPUT's Systems Integration Program provides answers to the questions being raised in this rapidly growing and changing market. It is based on over six years of research into this area. INPUT characterized 'System Integration' in 1983 as "the two magic words that could change the whole information systems industry."

Some SI contracts include a requirement for systems operations (SO), where the vendor manages all or part of the users information processing functions under a long term contract, with the contractor planning, controlling, managing and operating the system(s) providing service to the user. A special report, "Systems Operations-Opportunity for the 1990's", was included in INPUT's 1989 SI Program and forecasts for this market are included in the 1990 SI market analysis report.

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MARKET ANALYSIS REPORTS

SYSTEMS INTEGRATION & SYSTEMS OPERATIONS MARKET ANALYSIS

This report examines systems integration (SI) and operations (SO) trends and issues in the U. S. domestic market. SI user expenditures are forecast for the next five years by vertical industry market, by type of SI (application, network and data), and by component (information processing equipment, software packages, professional services and associated services). SO user expenditures are also forecast by vertical industry market as well as by service mode(processing services and professional services). Particular attention is paid to commercial market opportunities, with the federal market treated as one of fifteen vertical markets. The federal market is covered in greater detail in a separate report.

SYSTEMS INTEGRATION VENDOR PROFILES AND ANALYSIS

This report analyzes vendors within a competitive structure(hardware vendors, professional services firms, communications companies, and aerospace companies) and identifies similarities and differences in a variety of areas. These include: organization, financial characteristics, strategies and markets, capabilities and products. In-depth profiles of key vendors, including the industry leaders, are provided.

IMAGE PROCESSING IN SYSTEMS INTEGRATION

This report examines image processing systems integration opportunities. Topics include trends in image technology and the forces driving users to include image in application solutions. Applications of this technology in specific vertical markets are identified and a sample of existing projects are examined. The report provides a forecast of user expenditures for SI contracts with major image content, identified by vertical industry and application.

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"Hotline" Inquiry service
The support service provides responses to 'short term' research needs(requiring less than two hours) as well as clarification and/or amplification of report and presentation data.

On-Site Visit
An INPUT consultant presents SI research results and industry forecasts at your site. Your issues and interests are discussed along with industry trends. You cost is limited to travel expenses.

INPUT maintains a data base of existing SI contracts to support its market analysis activities. The data base includes a number of important project characteristics that are a source for responses to client "hotline" inquiries.

Systems Integration Program

THE SYSTEMS INTEGRATION OPPORTUNITY

Systems Integration (SI) is the provision of a total solution for complex information systems requiring multiple products and services. It is of strategic interest and importance to both users and vendors.

The urgency of large-scale 'lopment requirements, the multive of engagements, the absenc ie off-the-shelf solutions, and the user d gle-vendor interfaces are all contrib shift to the SI approach. In this app s take responsibility for syst ment and implementation. Th id to systems operations contract

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CONFE ND SEMINARS

Systems Industry Conference
This cor ides competitive and market inform ndustry trends and developments are ex er issues and opinions are prese

Sys tion Program Seminar
This seminar is an interactive work group session for program clients only. The results of current research are reviewed. Discussions on industry developments, market acceptance of the concept, and marketing factors are included.

MARKET ANALYSIS REPORTS

Systems Integration Market Analysis—U.S.A.
Systems Integration Market Analysis—Europe
These two reports examine Systems Integration industry trends and issues in the U.S. and Western Europe. User expenditures are forecast for the next 5 years by type of SI (application, network, data) by component (computer equipment, telecommunications equipment, software packages, professional services, and associated services) and by industry sector. Particular attention is paid to commercial opportunities: federal systems integration is covered in detail in another report. The European report contrasts experiences in Europe with those in the U.S.

Competitive A stems Integration Vendors
This report an rs by industry sector served, annua ontract size, and contract type. In-dept ofiles are provided. Vendor strat plementation approaches are analyzed / sub-contract and partner relationship rtance of various service component ancing and systems operations .

Case Stu ms Integration
Vendor a pectives are presented in this report. n approach selection, initial negotiat selection and contract conside nces, implementation, and post-implen ationships. Characteristics of succes are determined. Strategies and recom resulting from analysis of these case studies are presented.

Project Management in Systems Integration
The role of project management capabilities in winning and operating SI contracts is examined in this report. It analyzes user expectations of vendor project management skills. The role of project management technology (proprietary and public) in vendor offerings is analyzed.

2 cont'd

NETWORK INTEGRATION

This report examines the forces driving the demand for the integration of diverse networks to serve the total needs of organizations. It examines the integration of data networks as well as voice and data integration. Survey results from advanced network integration projects and assessments of benefits derived by users are also included. The report will project end user expenditures over a five year forecast period.

COMPUTER INTEGRATED MANUFACTURING

The largest vertical market for systems integration in 1989, the discrete manufacturing industry, is forecasted to retain that position in 1994. This report examines the forces driving computer integrated manufacturing applications and identifies current vendor strategies to meet user needs. It includes a forecast of the growth of the market, identifies leading vendors and recommends strategies for successful market participation.

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CONFERENCES AND SEMINARS

Systems Integration Program Seminar
This seminar is an interactive working session which reviews and discusses the results of current research. Industry developments, client acceptance of SI, and marketing concepts are also discussed.

Joint Client Conference
This annual conference updates INPUT's clients on key strategic industry trends and developments, and provides a forum for interaction with senior staff from other INPUT clients. Attendance at this conference is available at a reduced fee for full subscribers.

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CLIENT SUPPORT

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RELATED SERVICES

- Market Analysis Program analyzes the computer/communications software and serv[illegible] markets in the U.S. and Europe.
- Vendor Analysis Progra[illegible] profiles and support [illegible] services vendors in North[illegible]
- Custom R[illegible]ng projects analyse market[illegible] needs, competitive en[illegible]n targets, etc.
- [illegible]ntations—INPUT's consultants are [illegible]o provide presentations for plann[illegible] meetings, user groups, or other functions.

PROGRAM DESCRIPTION

MARKET ANALYSIS REPORTS

- Systems Integration Market Analysis—U.S.A.
- Systems Integration Market Analysis—Europe
- Competitive Analys[illegible] of Systems Integration Vend[illegible]
- Case Studies i[illegible]egration
- Project Mana[illegible]stems Integration

SYSTEM[illegible]ION INDUSTRY [illegible]ENCE

SYS[illegible]GRATION PROGRAM [illegible]EMINAR

CLIENT SUPPORT

- Access to INPUT Consultants
- "Hotline" Inquiry Service
- Joint Client Conference
- On-Site Visit

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Move Related Service here

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MARKET ANALYSIS REPORTS

SYSTEMS INTEGRATION & SYSTEMS OPERATIONS MARKET ANALYSIS

VENDOR PROFILES & ANALYSIS

IMAGE PROCESSING IN SYSTEMS INTEGRATION

NETWORK INTEGRATION

COMPUTER INTEGRATED MANUFACTURING

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JOINT CLIENT CONFERENCE

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- "HOTLINE" INQUIRY SERVICE
- ON-SITE VISIT

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Computer-Integrated Manufacturing
The largest vertical market for systems integration in 1989, the discrete manufacturing industry, is forecasted to retain that position in 1994. This report examines the forces driving computer-integrated manufacturing applications and identifies current vendor strategies to meet user needs. It includes a forecast of the growth of the market, identifies leading vendors and recommends strategies for successful market participation.

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- Systems Integration and Systems Operations Market Analysis
- Vendor Profiles and Analysis
- Image Processing in Systems Integration
- Network Integration
- Computer-Integrated Manufacturing

SYSTEMS INTEGRATION PROGRAM SEMINAR

JOINT CLIENT CONFERENCE

CLIENT SUPPORT

- Access to INPUT Consultants
- "Hotline" Inquiry Service

RELATED SERVICES

- The Market Analysis Program analyzes the computer/communications software and services markets in the U.S. and Europe.
- The Vendor Analysis Program provides company profiles and support data on information services vendors in North America and Europe.
- Custom Research and Consulting projects analyse market opportunities, user needs, competitive environment, acquisition targets, etc.
- Consultant Presentations—INPUT's consultants are available to provide presentations for planning meetings, user groups, or other functions.

About INPUT

INPUT provides planning information, analysis, and recommendations to managers and executives in the information processing industries. Through market research, technology forecasting, and competitive analysis, INPUT supports client management in making informed decisions.

Continuous-information advisory services, proprietary research/consulting, merger/acquisition assistance, and multiclient studies are provided to users and vendors of information systems and services (software, processing services, turnkey systems, systems integration, professional services, communications, systems/software maintenance and support).

Many of INPUT's professional staff members have more than 20 years' experience in their areas of specialization. Most have held senior management positions in operations, marketing, or planning. This expertise enables INPUT to supply practical solutions to complex business problems.

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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