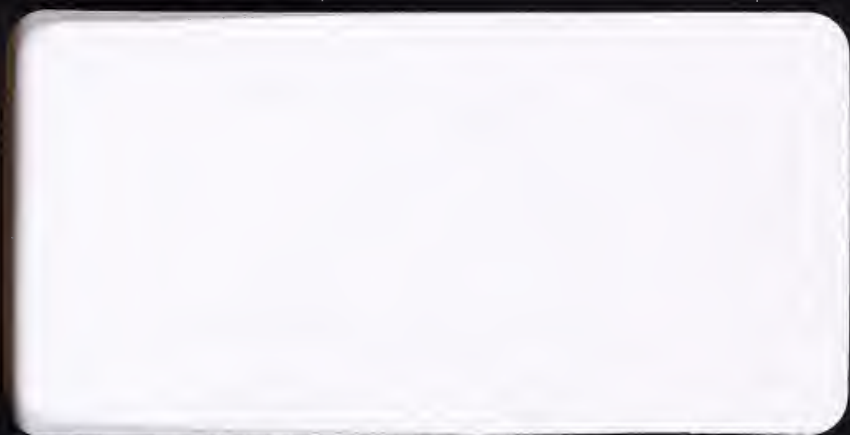


User Attitudes and
Vendor Approaches to
Systems Integration

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User Attitudes and Vendor Approaches to Systems Integration

Germany

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**Systems Integration/Professional Services
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(SIP)**

***User Attitudes and Vendor Approaches to
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User Attitudes to Vendors Systems Integration

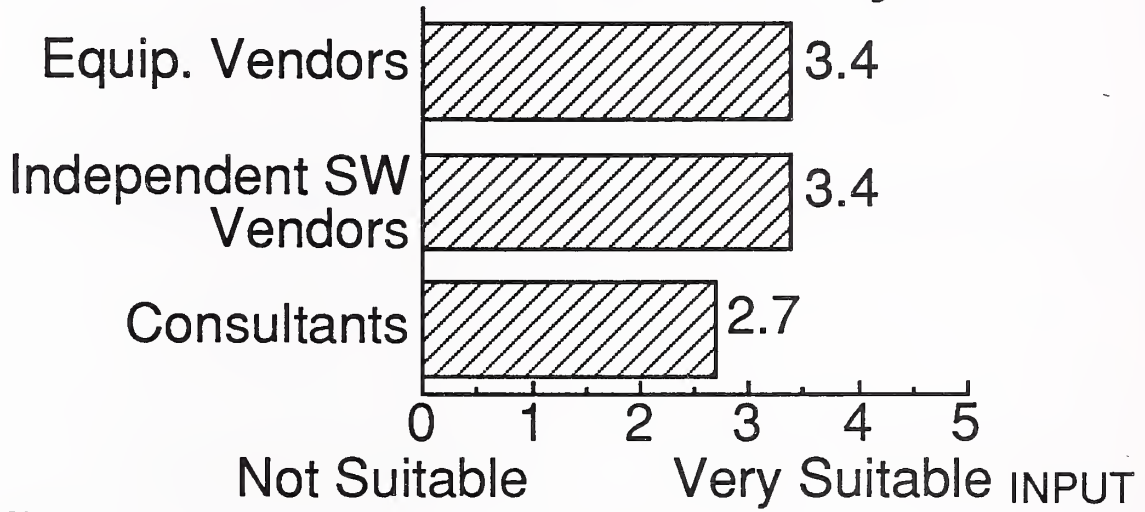
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Notes

Europe

User Perceptions of Vendor Suitability

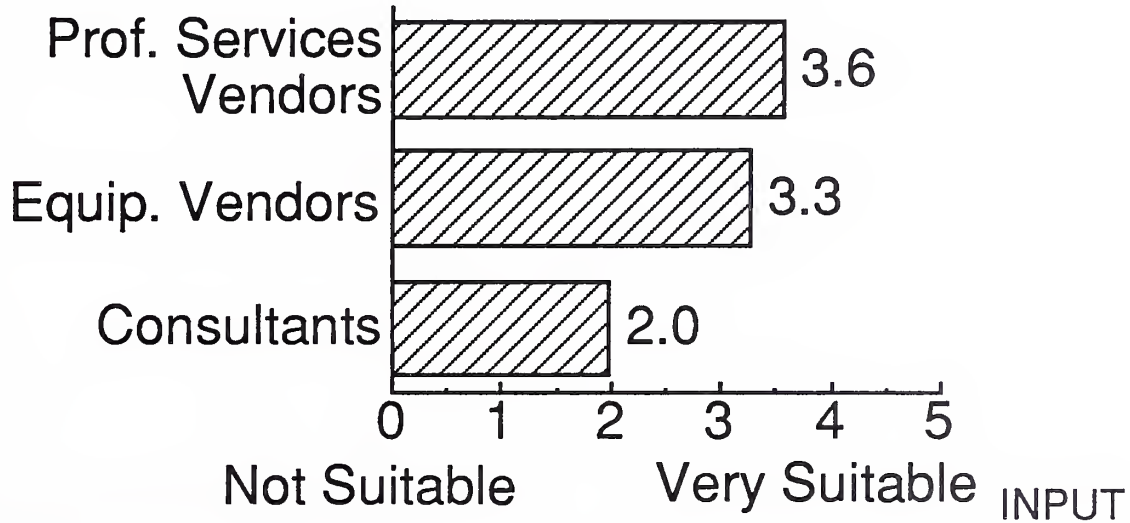


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Notes

Germany

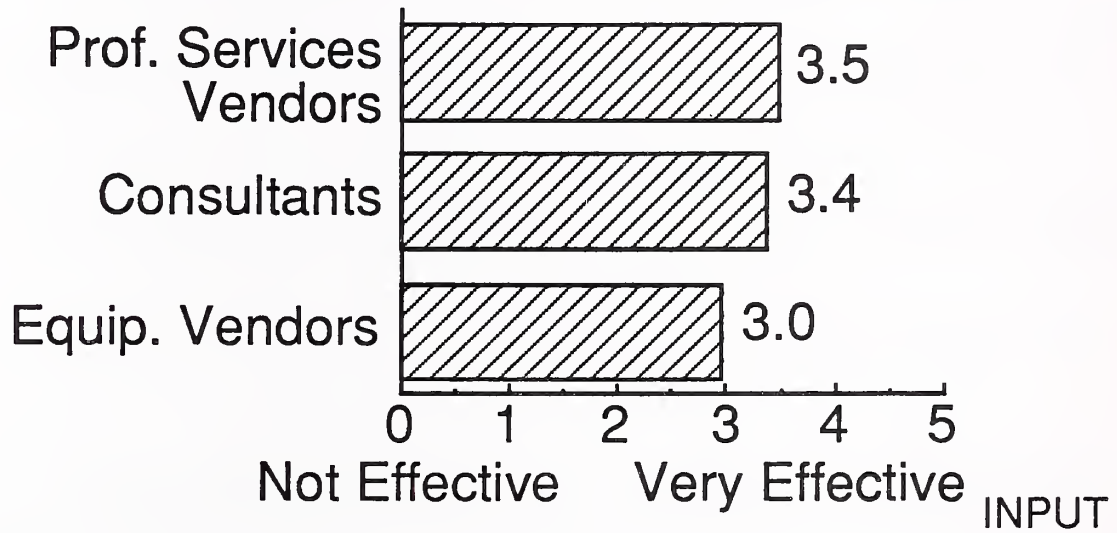
Perceived Vendor Suitability



E-SI-169

Notes

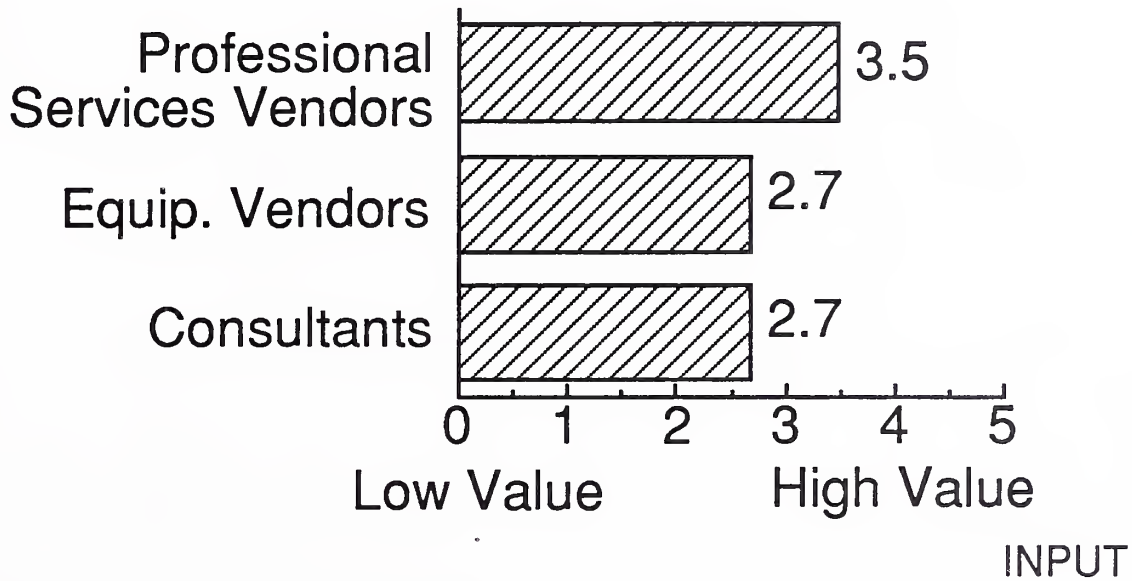
Perceived Effectiveness of SI Project Management



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Notes

Perceived Value for Money

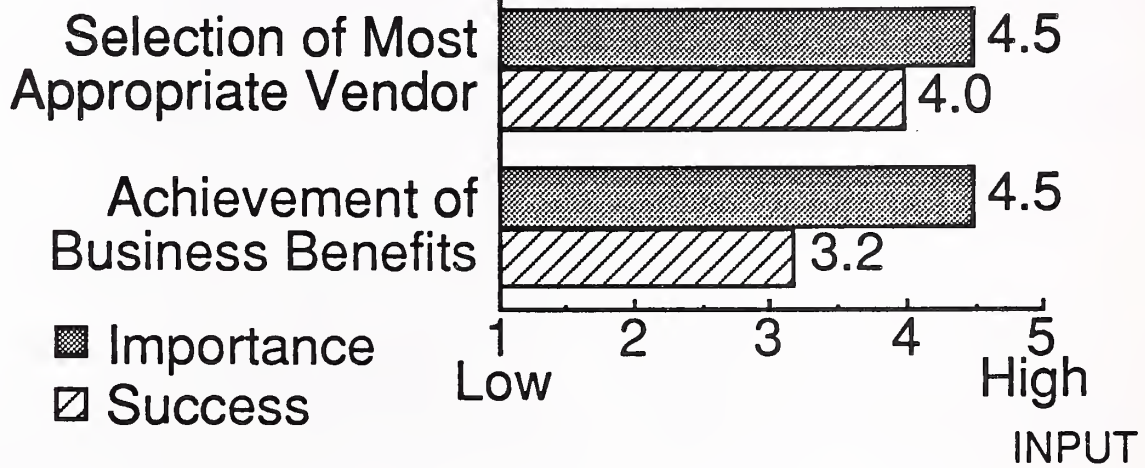


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Notes

Systems Integration

Achievement of Project Objectives

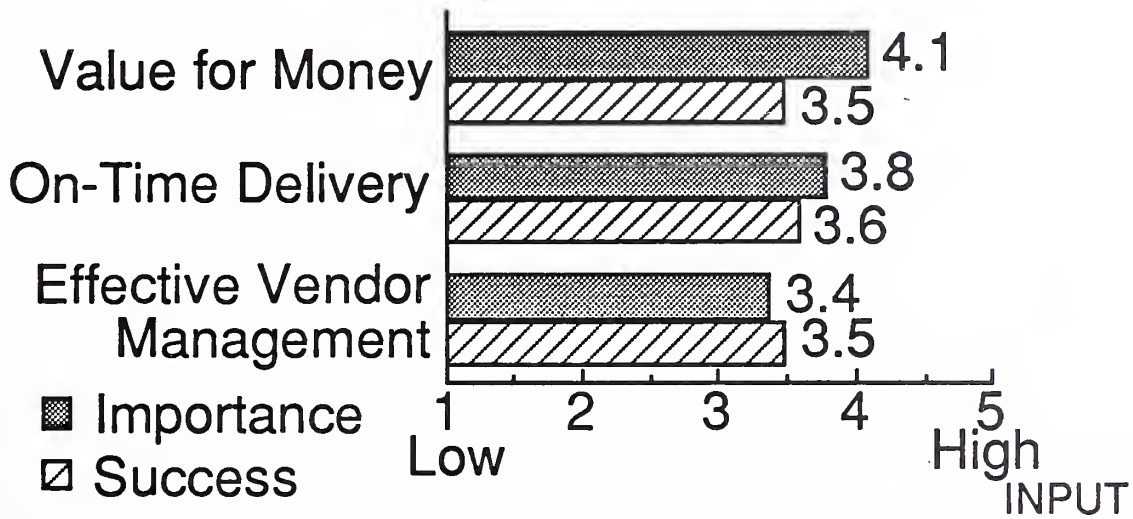


E-SI-156

Notes

Systems Integration

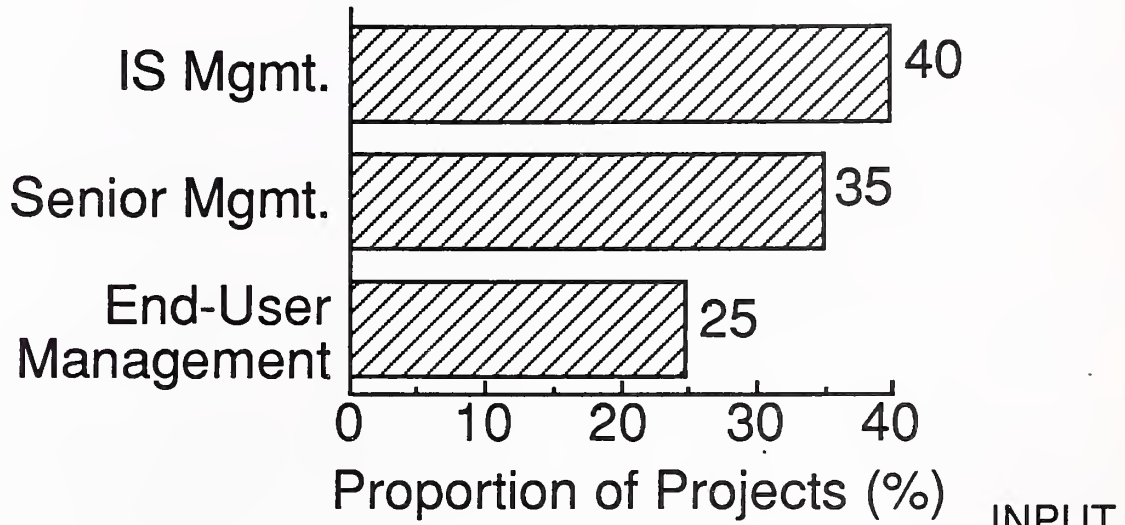
Achievement of Project Objectives



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Notes

User Integration SI Projects

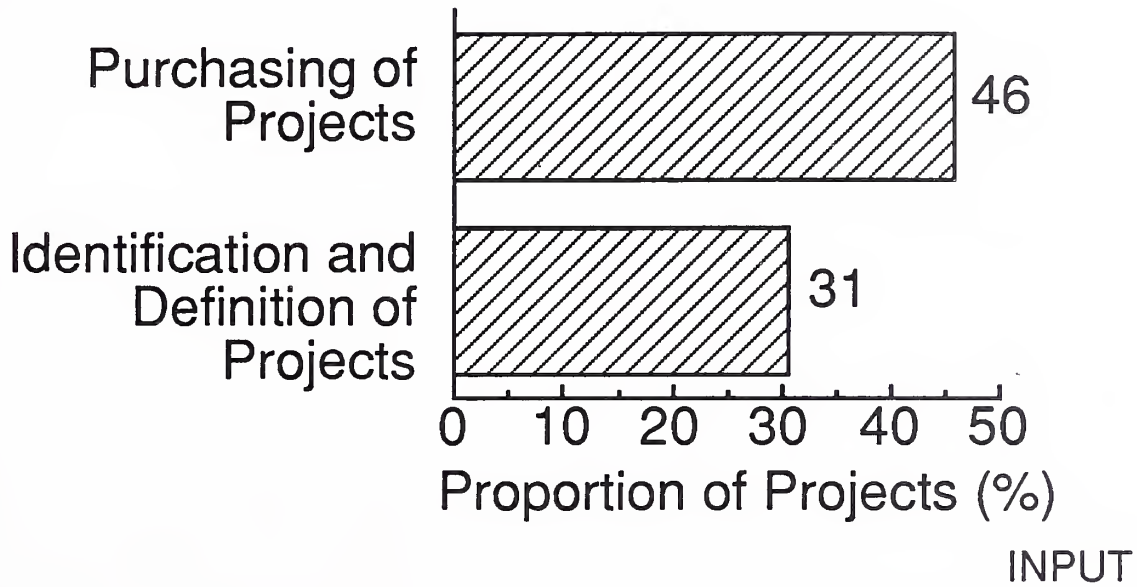


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Notes

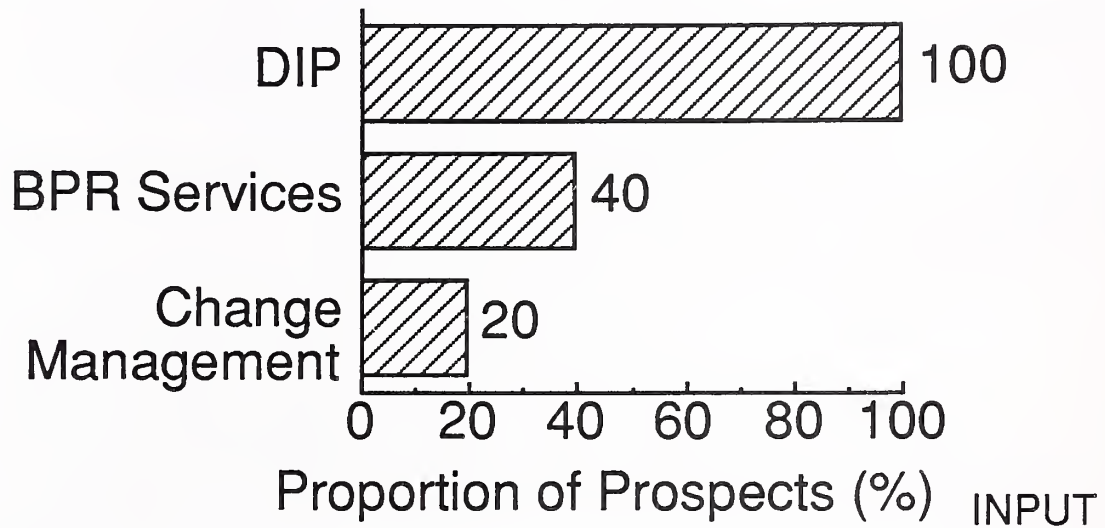
Role of External Consultants



E-SI-173

Notes

Complementary Workflow Purchases



E-SI-174

Notes

Systems Integration

Purchasing Process: Workflow

Stage	Key Influences
Decision to investigate workflow	Senior executives Department heads O&M/business strategy

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Notes

Systems Integration

Purchasing Process: Workflow

Stage	Key Influences
Vendor identification/ information collection	IS department External consultants
Trial go/no go decision	Departmental heads Operational management

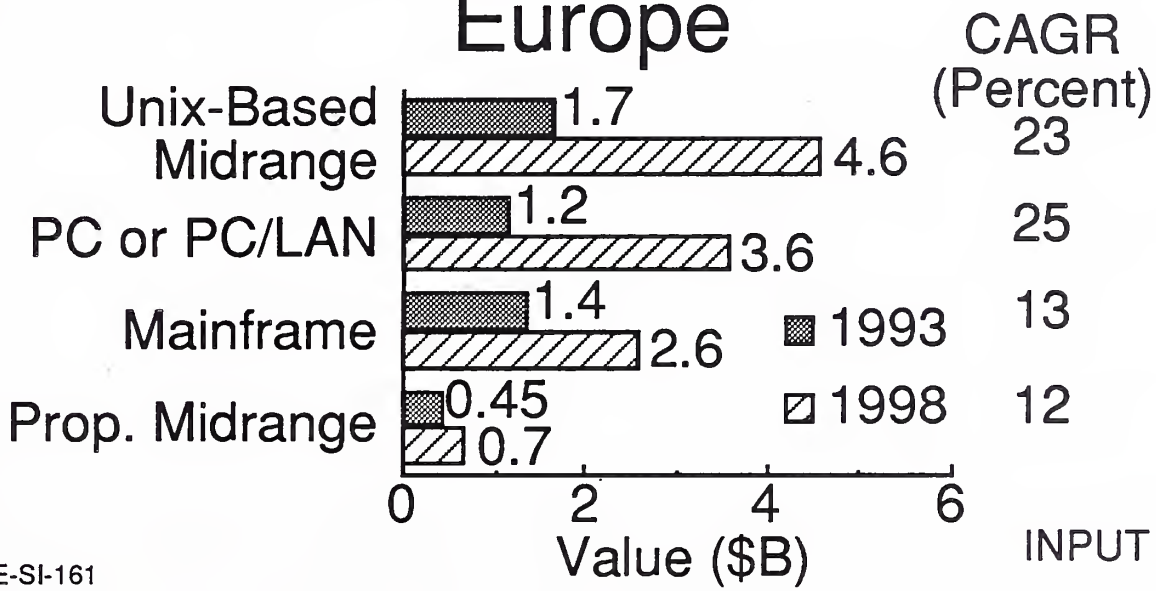
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Notes

Systems Integration

Projects by Equipment Type Europe

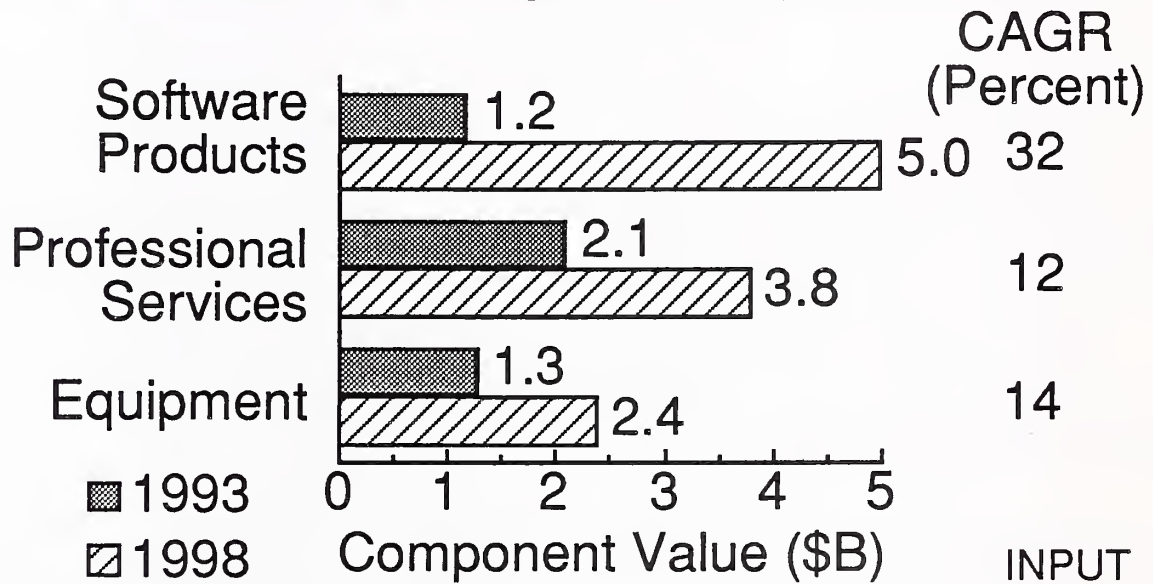


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Notes

Europe

SI Market by Component

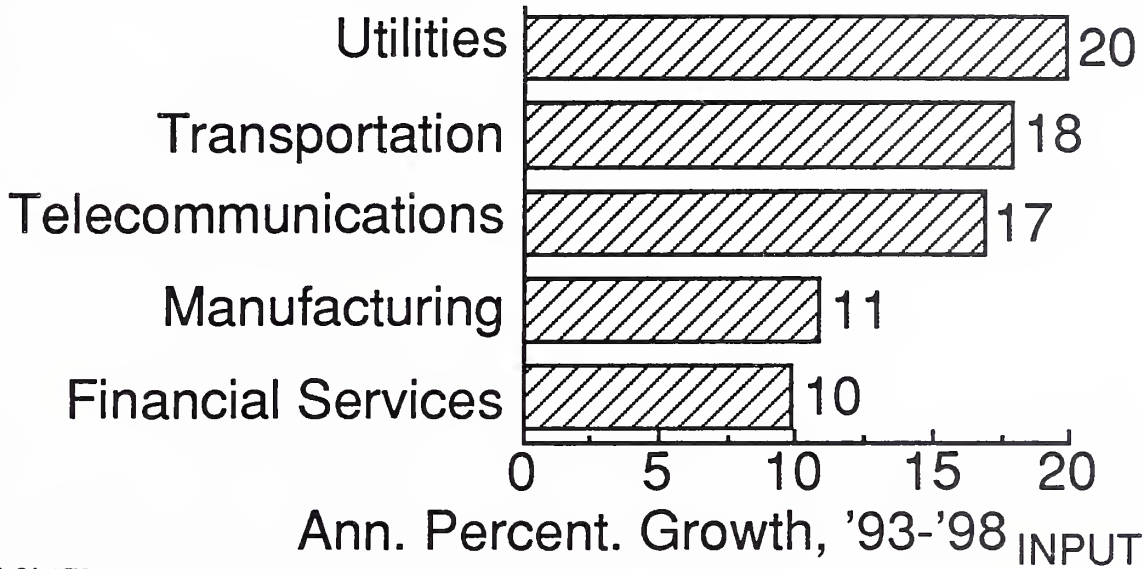


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Notes

Germany

SI Industry Sector Growth



E-SI-176

Notes

SI, Europe

Leading Vendors, 1992

Company	Est. Rev. (\$M)
IBM	750
Andersen Consulting	400
Cap Gemini Sogeti	390
Digital	285
Groupe Bull	240

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Notes

SI, Germany

Leading Vendors, 1992

Company	Est. Rev. (DM M)
IBM	180
SNI	150
Digital	70
Andersen Consulting	55
Bull	50

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Notes

Vendor Approaches to Systems Integration

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Notes

Issues for SI Vendors

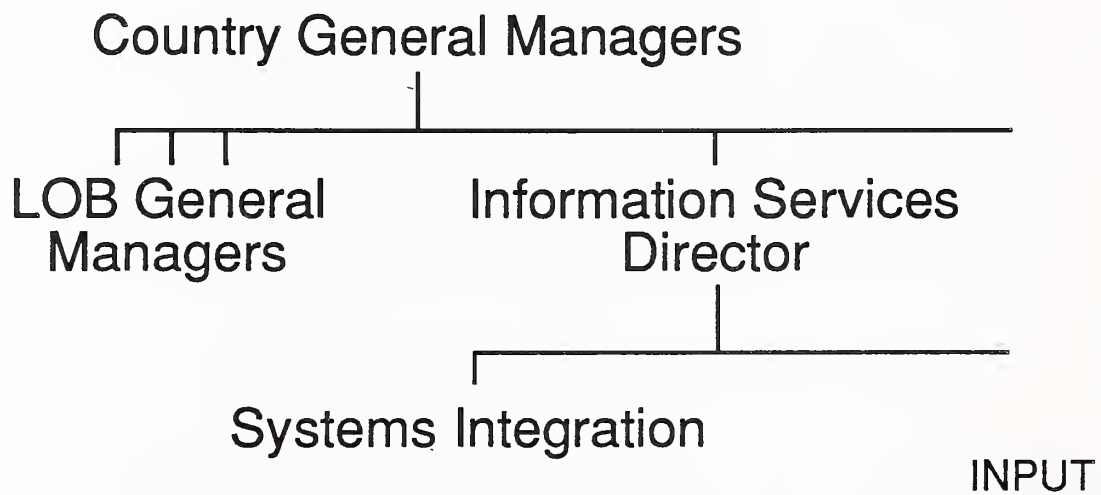
- How to organise
- Access to senior executives
- Industry sector capability
- Business re-engineering
- The outsourcing approach

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Notes

Unisys EAD Organisation Structure

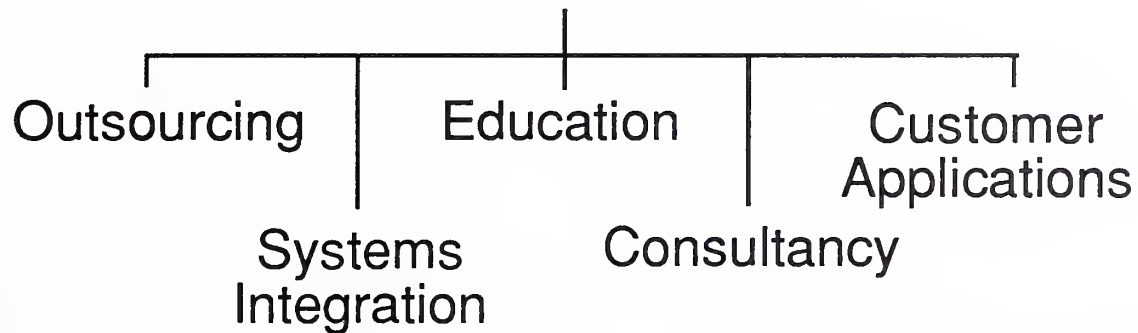


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Notes

Unisys EAD Organisation Structure

Information Services
(Kevin Devaney)

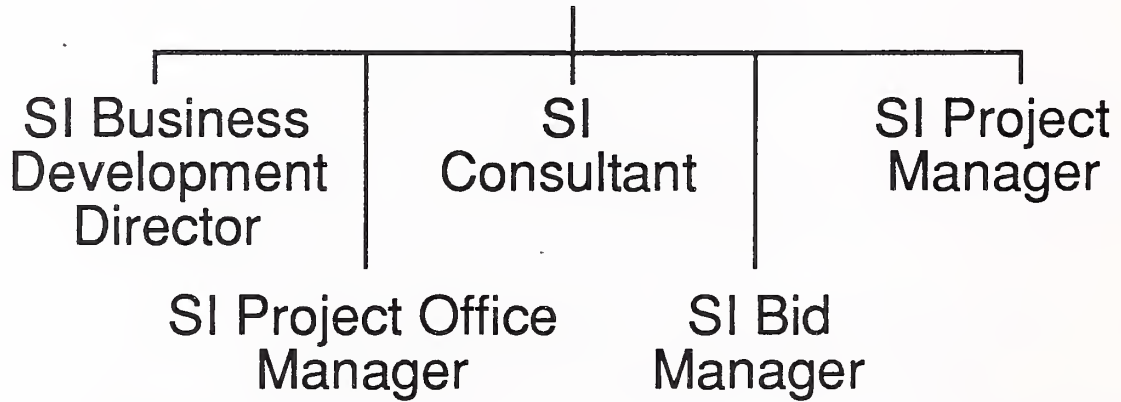


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Notes

Unisys EAD SI Organisation

SI Director
(R. Waite)

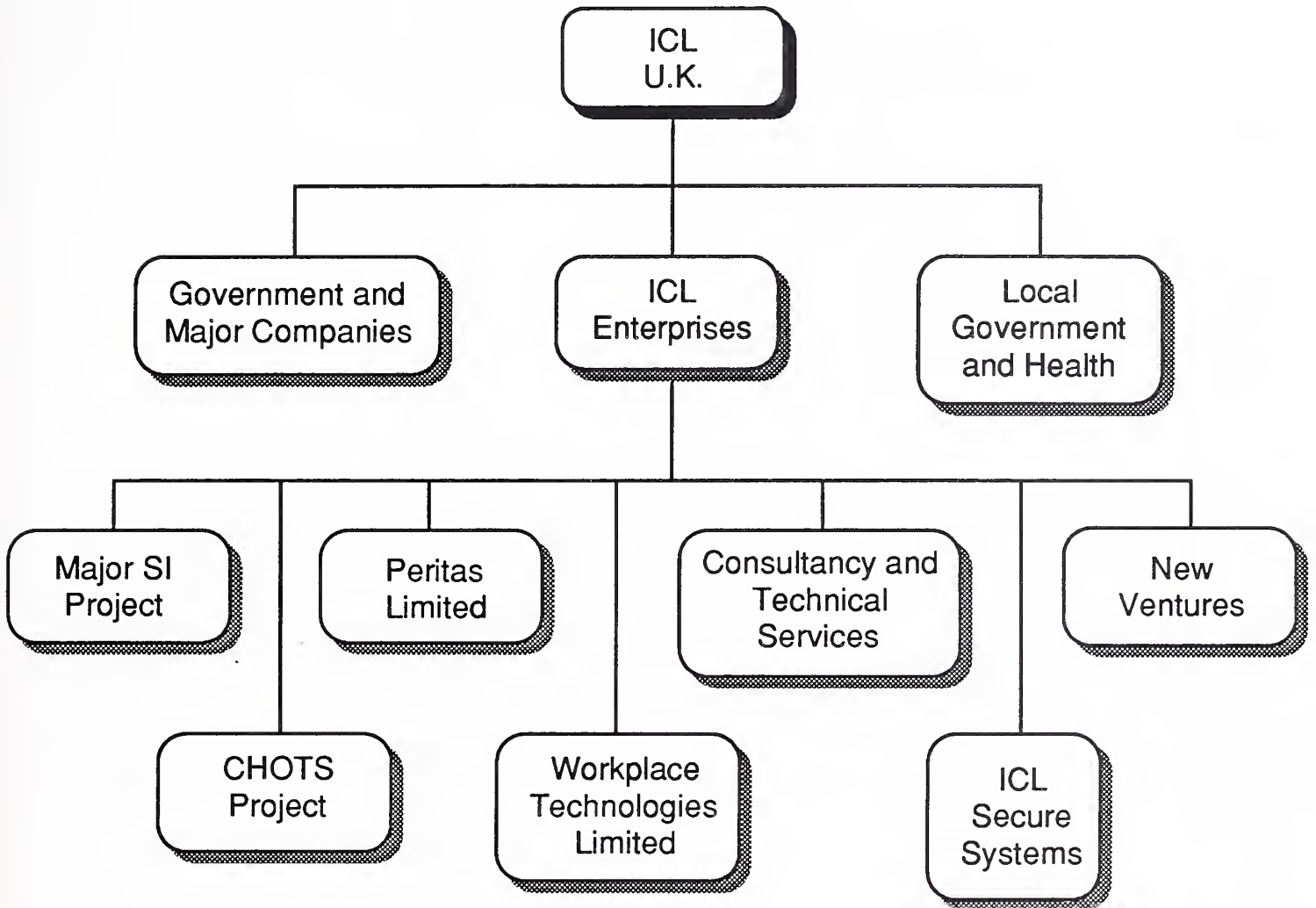


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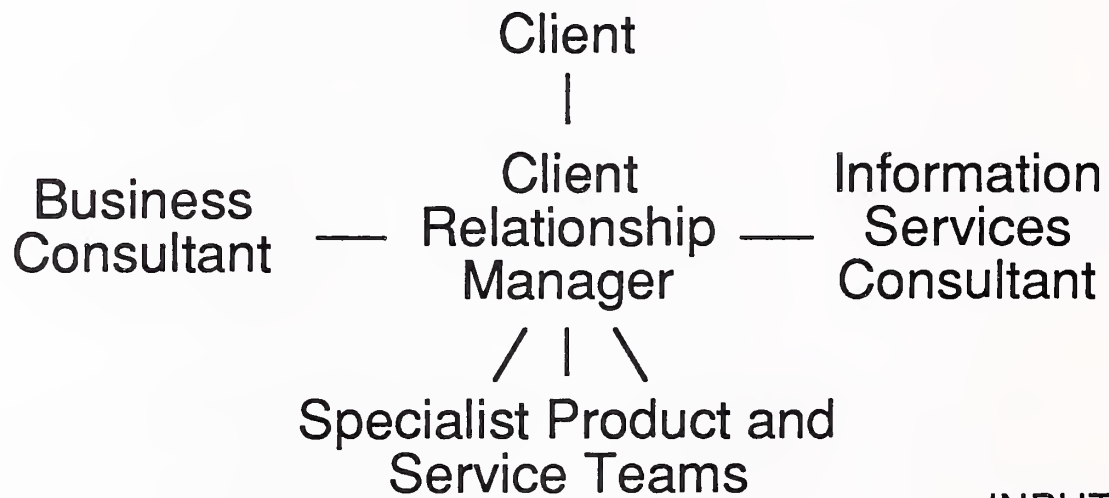
Notes

ICL (U.K.)—Organisation Structure



Source: ICL
IEU-SIP 6/93 Germ.

Role of Client Relationship Manager



E-SI-184

Notes

Digital SI Revenues, 1992

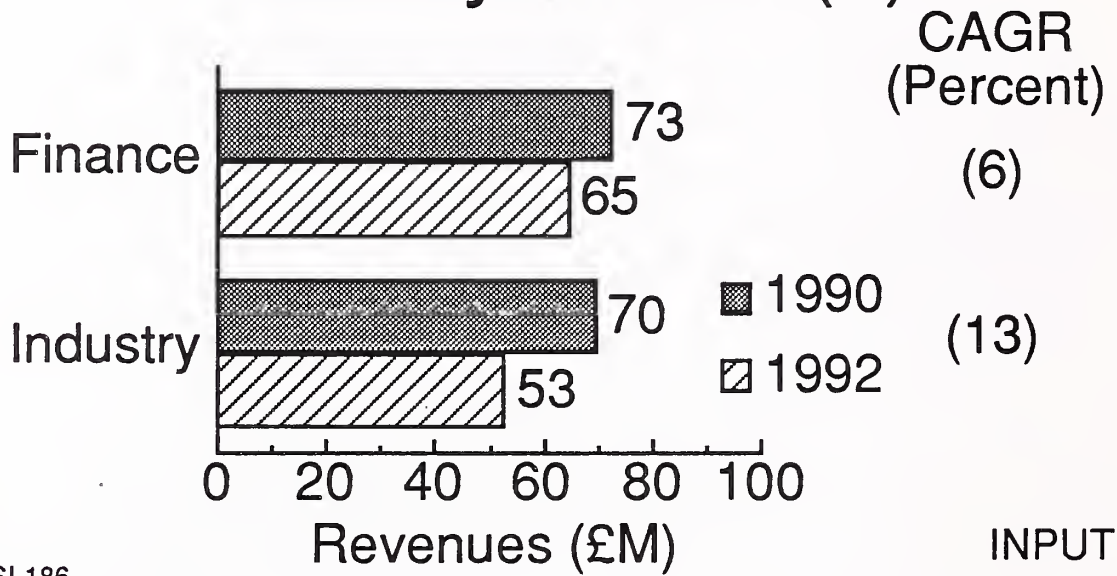
Sector	Proportion of Total (%)
Manufacturing	33
Financial Services	32
Public Sector	17
Telecommunications	11
Others	7
Total	100

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Notes

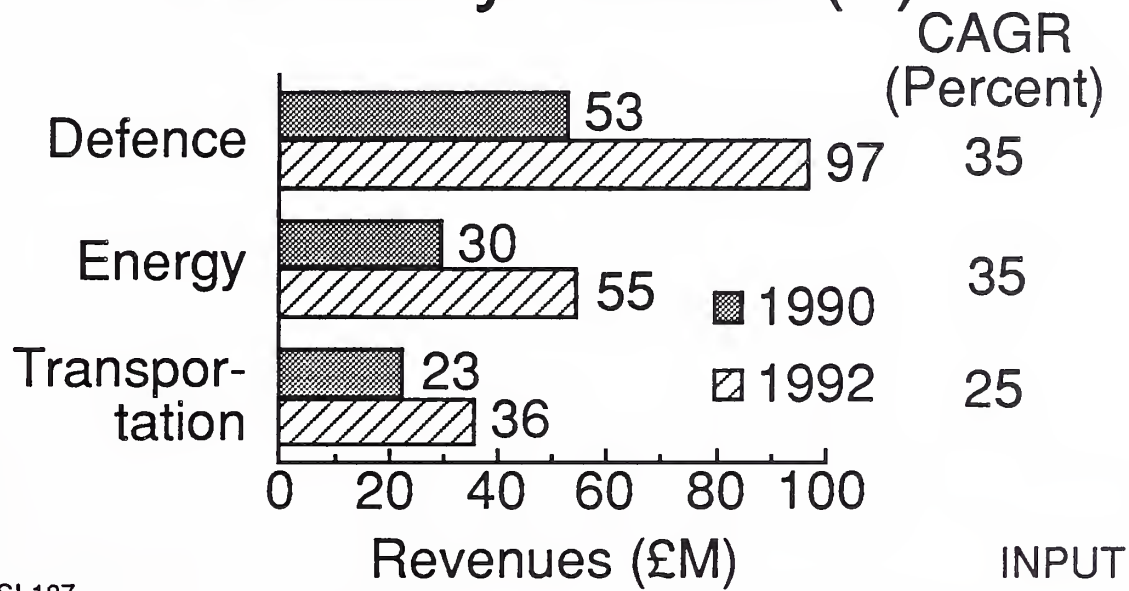
Sema Group: Revenues by Industry Sector (1)



E-SI-186

Notes

Sema Group: Revenues by Industry Sector (2)



E-SI-187

Notes

Unisys—Country SI Focus

Country	Sectors
Germany	Airlines Air Traffic Control
France	Public Sector
U.K.	Police Force Systems Regional Electricity Companies
Portugal	Fishing Industry

E-SI-188

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Notes

Digital Discrete Mfg. and Defence Business Unit

Industry Segments

- Automotive
- Aerospace
- Electronics
- Defence

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E-SI-189

Notes

Digital Discrete Mfg. and Defence Business Unit Solutions

- Manufacturing planning
- Manufacturing execution
- Engineering product
Data management
- Defence logistics/intelligence

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E-SI-190

Notes

Digital Financial, Prof. and Public Services Business Unit

Industry Segments

- Banking
- Insurance (except health)
- Other professional services
- Public administration

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Notes

Digital Financial, Prof. and Public Services Business Unit

Solutions

- Retail branch systems
- Trading systems
- Workflow document management
- Registry applications

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Notes

Strategic Business Areas (SBAs)

Location of SBA

Specialism

Paris

Telecommunications

London

Financial services

Germany

Manufacturing

Benelux

Distribution

U.S.

Oil and chemicals

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Notes

Typical Projects BT Customer Systems

Client	Nature of Project
ICI	Global communications infrastructure
BP	Emergency control centre

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Notes

Typical Projects BT Customer Systems

Client	Nature of Project
Mercantile Credit	Credit reference
DSS	STS programme
HM C&E	Customs freight handling

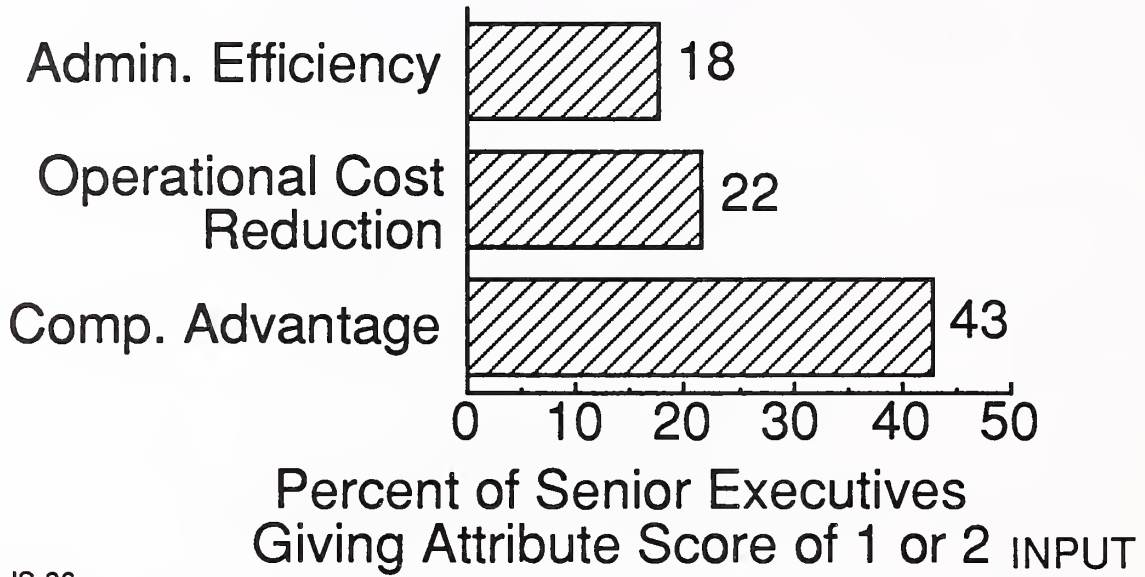
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Notes

Europe

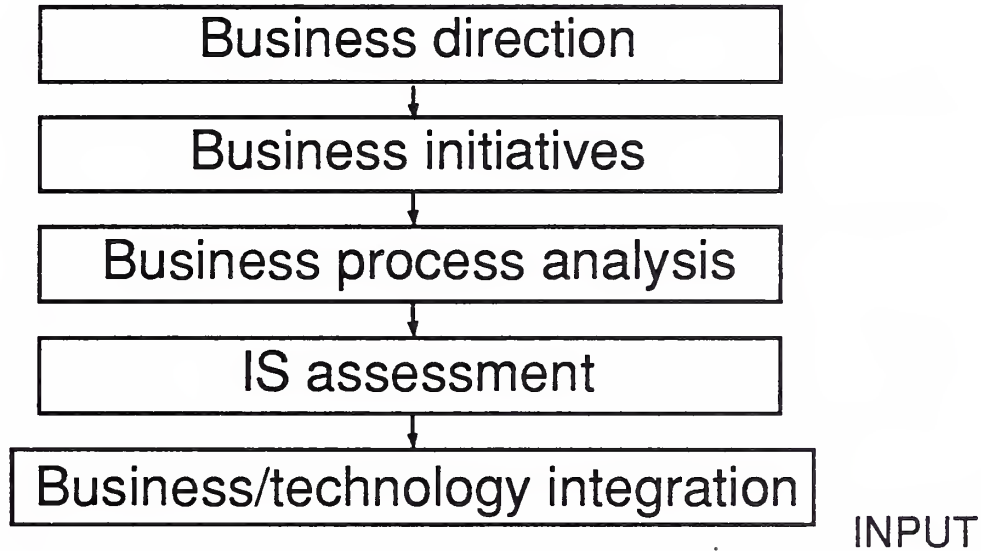
Major Challenges for IS Depts.



E-IS-36

Notes

EDS—Business Information Planning



E-SI-132

Notes

Gemini Consulting

- Business transformation through multidisciplinary projects
- Targeting Fortune 100
- European business transformation revenues of \$75 million

E-SI-133

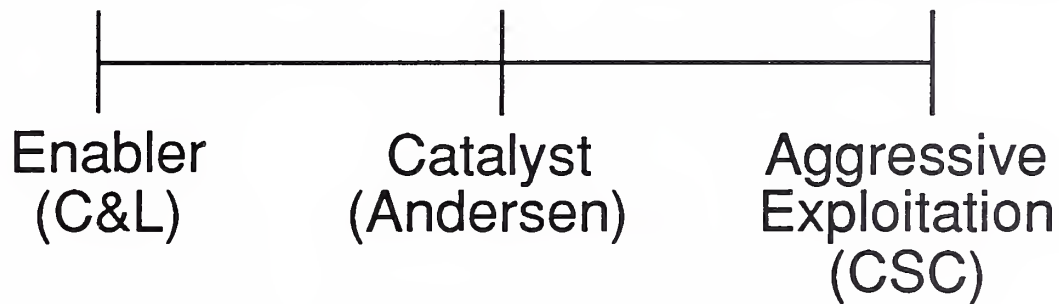
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Notes

Range of Technology Perspectives

Weak Emphasis

Strong Emphasis

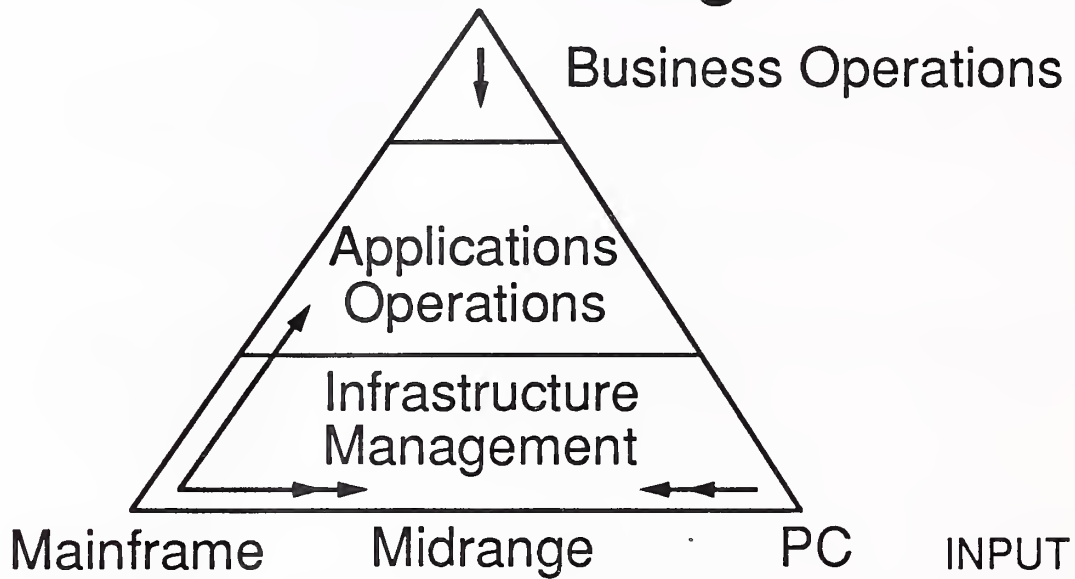


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Notes

Evolution of European Outsourcing

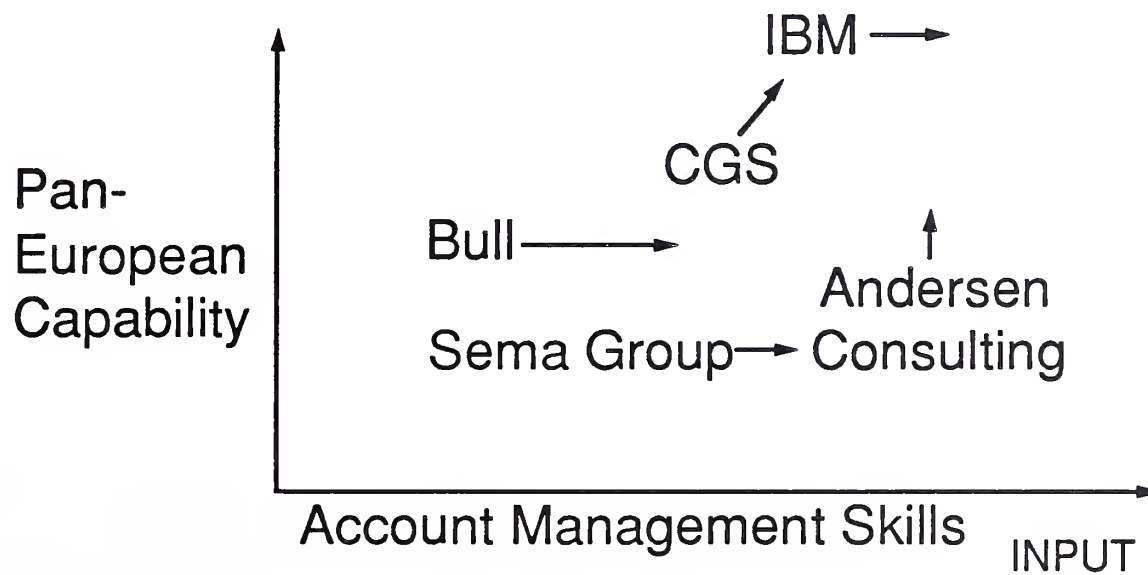


E-OU-42

Notes

Systems Integration, Europe

Vendor Positioning (1)

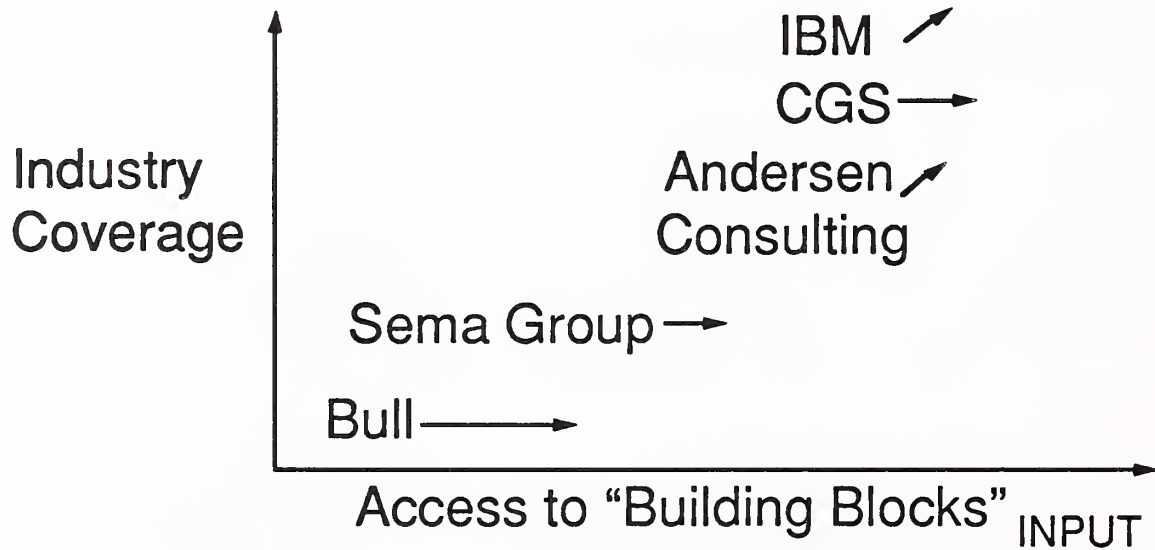


E-SI-94

Notes

Systems Integration, Europe

Vendor Positioning (2)

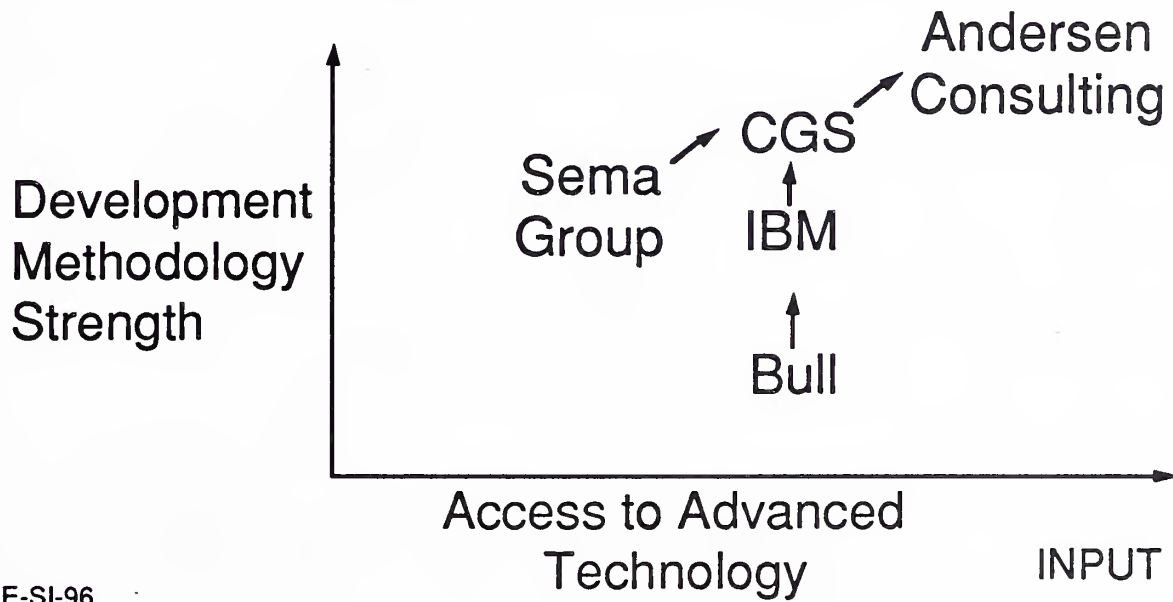


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Notes

Systems Integration, Europe

Vendor Positioning (3)

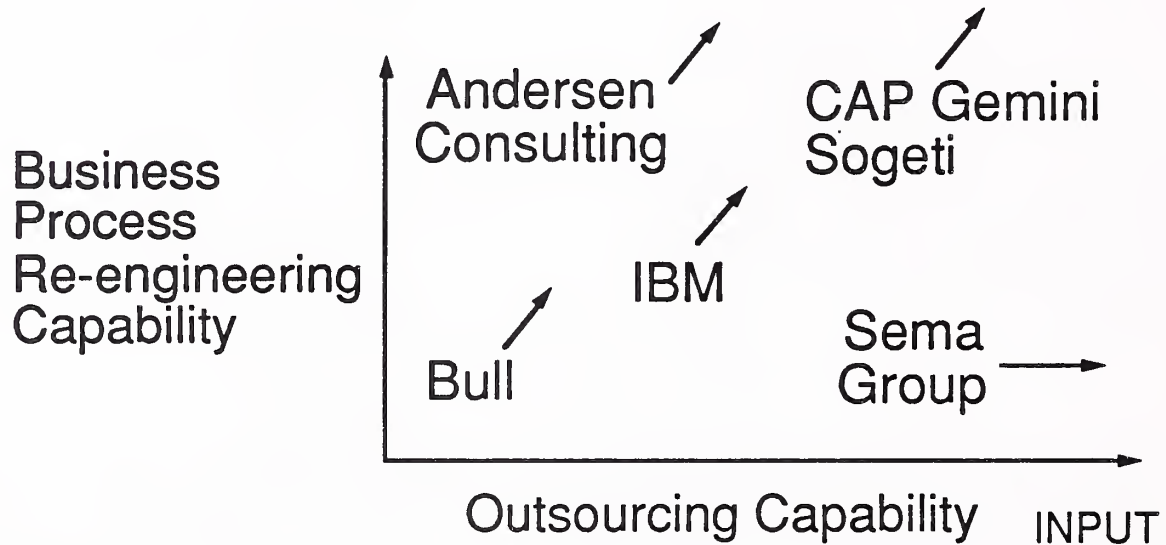


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Notes

Systems Integration

Vendor Positioning (4)



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- The Worldwide Market (30 countries)

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- Outsourcing
- Systems Integration
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