

Market Analysis
Program (MAP)

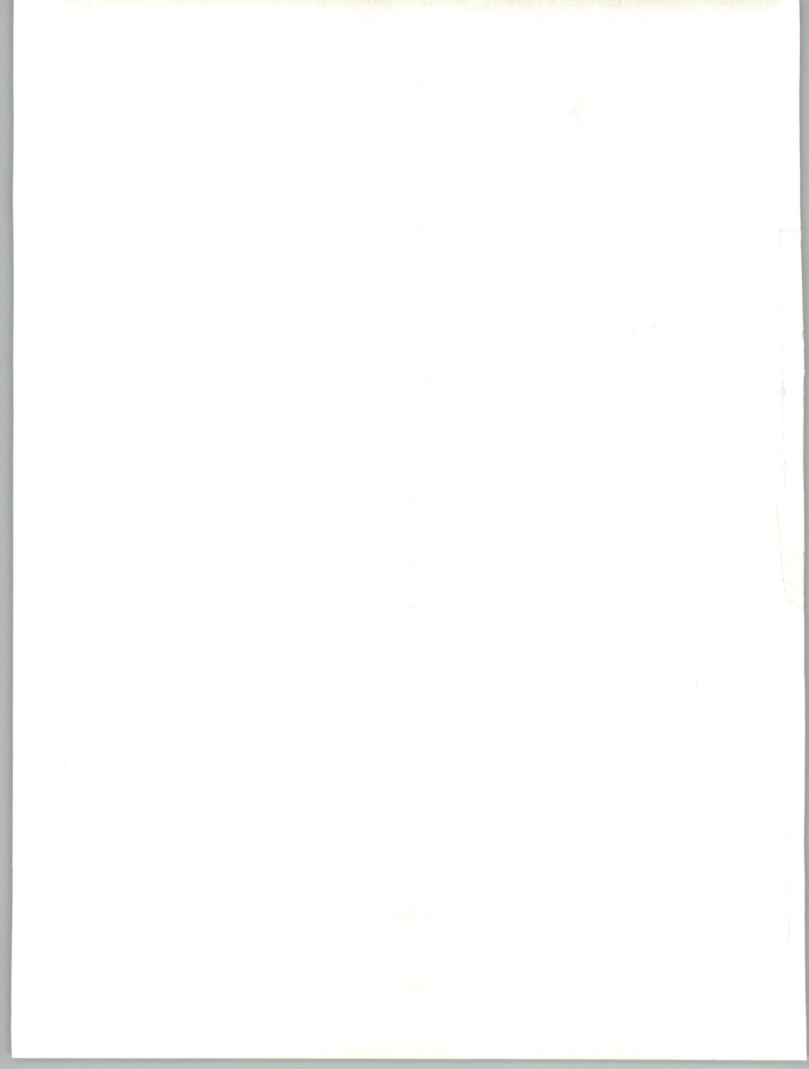
**Industry Sector/
Cross-Industry
Markets
1988-1993**

Appendix C:
Forecast
Reconciliation



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1280 Villa Street, Mountain View, CA 94041 (415) 961-3300



DECEMBER 1988

INDUSTRY SECTOR/CROSS-
INDUSTRY MARKETS
1988-1993

APPENDIX C:
FORECAST RECONCILIATION

the 1990s, the number of people in the UK who are aged 65 and over has increased from 10.5 million to 13.5 million (19.5% of the population).

There are a number of reasons why the number of people aged 65 and over has increased:

- People are living longer. The life expectancy at birth in the UK is 77 years for men and 81 years for women. This is an increase from 72 years for men and 76 years for women in 1950.

There are a number of reasons why people are living longer:

- Improvements in medical care and technology.
- Improvements in diet and lifestyle.
- Improvements in housing and living conditions.
- Improvements in education and training.

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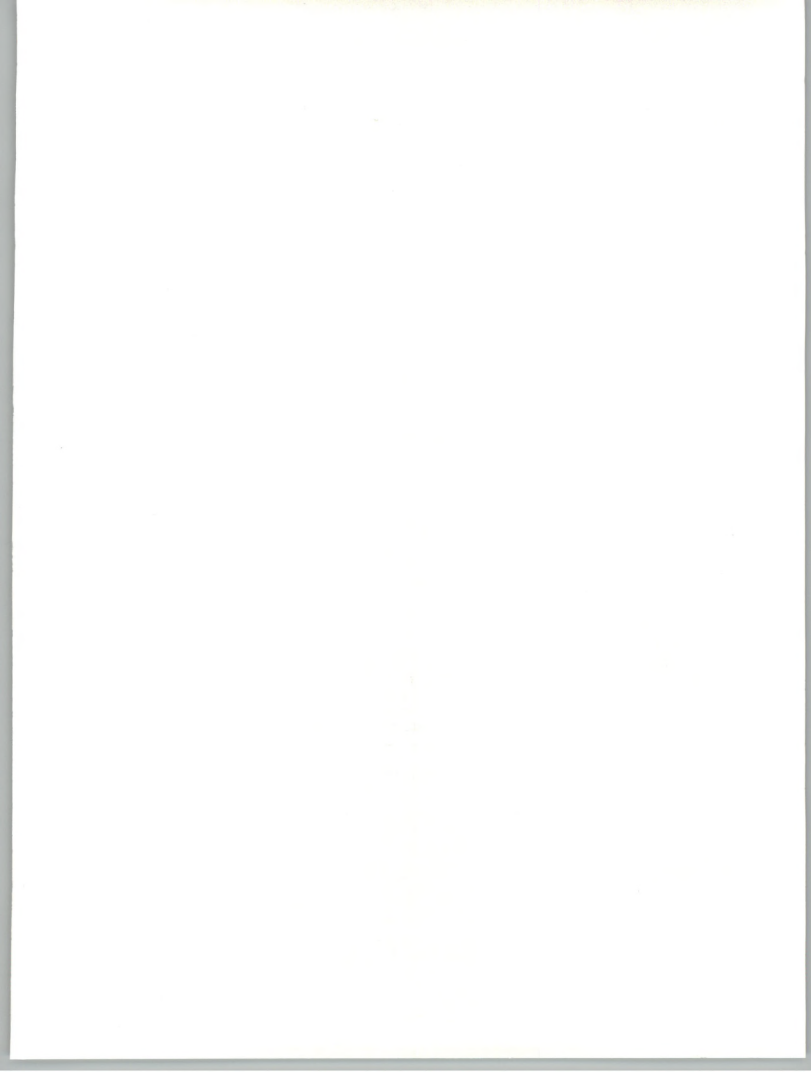
Published by
INPUT
1280 Villa Street
Mountain View, CA 94041-1194
U.S.A.

**Market Analysis Program
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*Industry Sector/Cross-Industry Markets,
1988-1993*
Appendix C: Forecast Reconciliation

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Exhibits

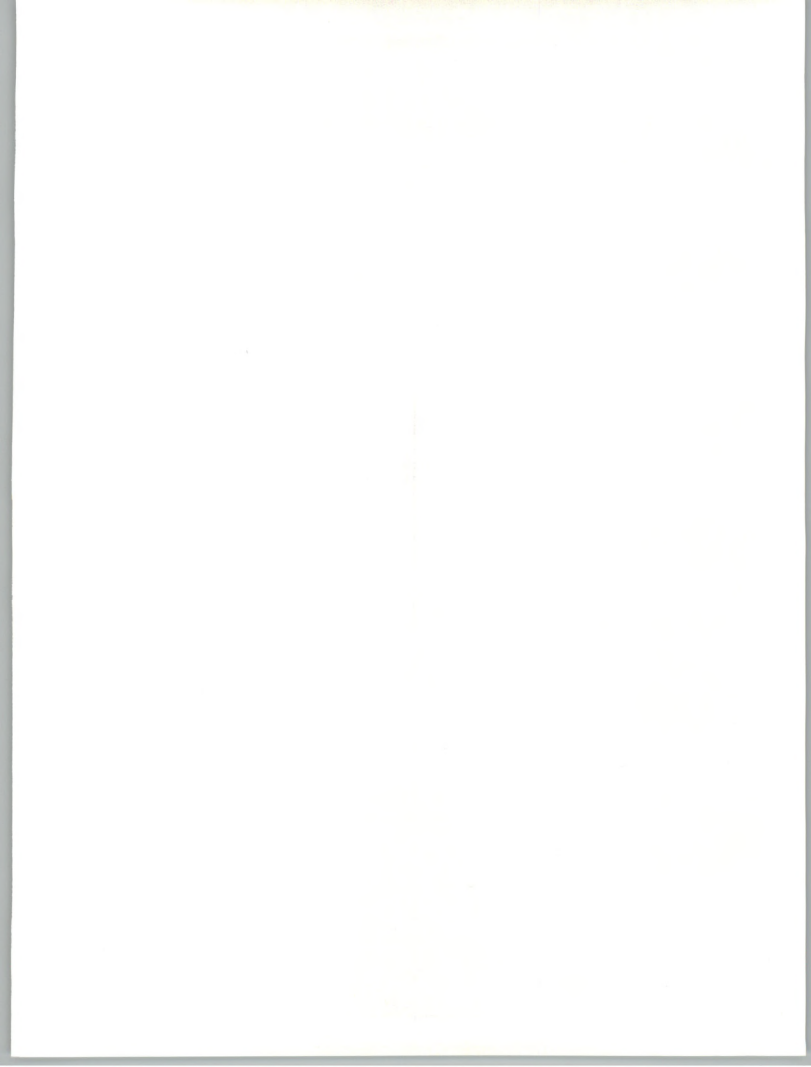
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Appendix: Forecast Data Base Reconciliation

EXHIBIT C-1

PROCESSING/NETWORK SERVICES DATA BASE RECONCILIATION OF MARKET FORECAST BY INDUSTRY SECTOR (\$ Millions)

Industry Sector	1987 Market			1992 Market			CAGR 87-92 1987 Forecast (%)	CAGR 87-92 1988 Forecast (%)
	1987 Forecast	1988 Forecast	Variance (%)	1987 Forecast	1988 Forecast	Variance (%)		
Total Information Services Industry	30,305	34,110	-11	55,313	67,195	-18	13	15
Discrete Manufacturing	785	1,015	-23	1,390	1,830	-24	12	13
Process Manufacturing	930	1,140	-18	1,730	2,475	-30	13	17
Transportation	260	1,470	-82	540	3,015	-82	16	15
Utilities	150	125	20	255	260	-2	11	16
Telecommunications	510	520	-2	1,150	1,120	3	18	17
Distribution	425	605	-30	749	1,530	-51	12	20
Banking & Finance	4,390	3,630	21	8,865	7,730	15	15	16
Insurance	790	860	-8	1,350	1,700	-21	11	15
Medical	1,290	1,215	6	2,620	2,690	-3	15	17
Education	150	330	-55	230	470	-51	9	7
Services	1,140	905	26	2,060	1,710	20	13	14
Federal Government	570	1,300	-56	745	2,090	-64	6	10
State & Local Government	570	690	-17	1,150	1,450	-21	15	16
Other Industry Sector	650	590	10	1,050	1,100	-5	10	13
Total Industry Sectors	12,610	14,395	-12	23,884	29,170	-18	14	15
Cross-Industry Sector								
Accounting	1,020	950	7	1,140	1,120	2	2	3
Education & Training	90	90	0	130	110	18	8	4
Engineering & Scientific	260	110	136	340	140	143	6	5
Human Resources	1,060	990	7	1,930	1,900	2	13	14
Planning & Analysis	235	220	7	230	185	24	-0.	-3
Other Cross-Industry Sector	630	380	66	830	760	9	6	15
Total Cross-Industry Sectors	17,695	19,715	-10	31,429	38,025	-17	12	14

EXHIBIT C-2

**APPLICATION SOFTWARE
DATA BASE RECONCILIATION OF
MARKET FORECAST BY INDUSTRY SECTOR
(\$ Millions)**

Industry Sector	1987 Market			1992 Market			CAGR	CAGR
	1987 Forecast	1988 Forecast	Variance (%)	1987 Forecast	1988 Forecast	Variance (%)	87-92 1987 Forecast (%)	87-92 1988 Forecast (%)
Total Application Software Industry	15,696	15,900	-1	34,908	38,030	-8	17	19
Discrete Manufacturing	1,180	1,130	4	2,550	2,710	-6	17	19
Process Manufacturing	150	145	3	230	360	-36	9	20
Transportation	230	215	7	590	590	0	21	22
Utilities	150	145	3	380	340	12	20	19
Telecommunications	110	110	0	410	455	-10	3	33
Distribution	373	470	-21	834	1,590	-48	17	28
Banking & Finance	1,380	1,490	-7	3,035	3,300	-8	17	17
Insurance	480	455	5	1,120	1,330	-16	18	24
Medical	590	570	4	1,420	1,280	11	19	18
Education	105	450	-77	210	830	-75	15	13
Services	180	270	-33	500	710	-30	23	21
Federal Government	90	180	-50	220	390	-44	20	17
State & Local Government	70	65	8	170	210	-19	19	26
Other Industry Sector	130	130	0	390	310	26	25	19
Total Industry Sectors	5,218	5,825	-10	12,059	14,405	-16	18	20
Cross-Industry Sector								
Accounting	1,330	1,270	5	2,260	2,690	-16	11	16
Education & Training	110	110	0	290	350	-17	21	26
Engineering & Scientific	290	310	-6	910	970	-6	26	26
Human Resources	630	690	-9	900	1,000	-10	7	8
Planning & Analysis	1,630	1,210	35	2,820	2,670	6	12	17
Other Cross-Industry Sector	980	285	244	2,830	630	349	24	17
Total Cross-Industry Sectors	10,478	10,075	4	22,849	23,625	-3	17	19

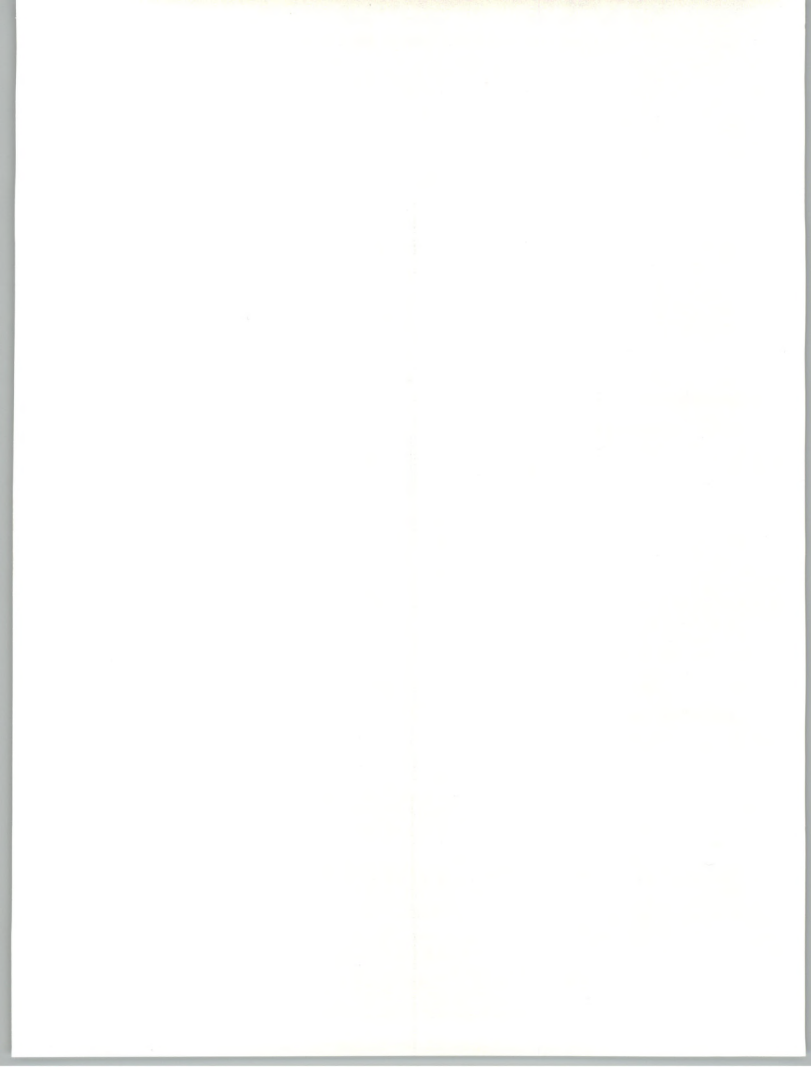


EXHIBIT C-3

**SYSTEMS SOFTWARE
DATA BASE RECONCILIATION OF
MARKET FORECAST BY SOFTWARE TYPE
(\$ Millions)**

Industry Sector	1987 Market			1992 Market			CAGR	CAGR
	1987 Forecast	1988 Forecast	Variance (%)	1987 Forecast	1988 Forecast	Variance (%)	87-92 1987 Forecast (%)	87-92 1988 Forecast (%)
Total Systems Software Industry	9,560	9,880	-3	29,645	25,880	15	25	21
Application Development Tools	3,440	3,760	-9	9,340	10,480	-11	22	23
Mainframe and Minicomputer	2,660	3,050	-13	6,560	6,810	-4	20	17
Workstation/PC	780	710	10	2,780	3,670	-24	29	39
Systems Control	3,930	4,150	-5	14,220	10,260	39	29	20
Mainframe and Minicomputer	3,370	3,560	-5	11,750	7,150	64	28	15
Workstation/PC	560	590	-5	2,470	3,110	-21	35	39
Data Center Management	2,190	1,970	11	6,085	5,140	18	23	21
Mainframe and Minicomputer	2,150	1,900	13	5,820	4,520	29	22	19
Workstation/PC	40	70	-43	265	620	-57	46	55
Mainframe and Minicomputer	8,180	8,510	-4	24,130	18,480	31	24	17
Application Development Tools	2,660	3,050	-13	6,560	6,810	-4	20	17
Systems Control	3,370	3,560	-5	11,750	7,150	64	28	15
Data Center Management	2,150	1,900	13	5,820	4,520	29	22	19
Workstation/PC	1,380	1,370	0	5,515	7,400	-25	32	40
Application Development Tools	780	710	10	2,780	3,670	-24	29	39
Systems Control	560	590	-5	2,470	3,110	-21	35	39
Data Center Management	40	70	-43	265	620	-57	46	55

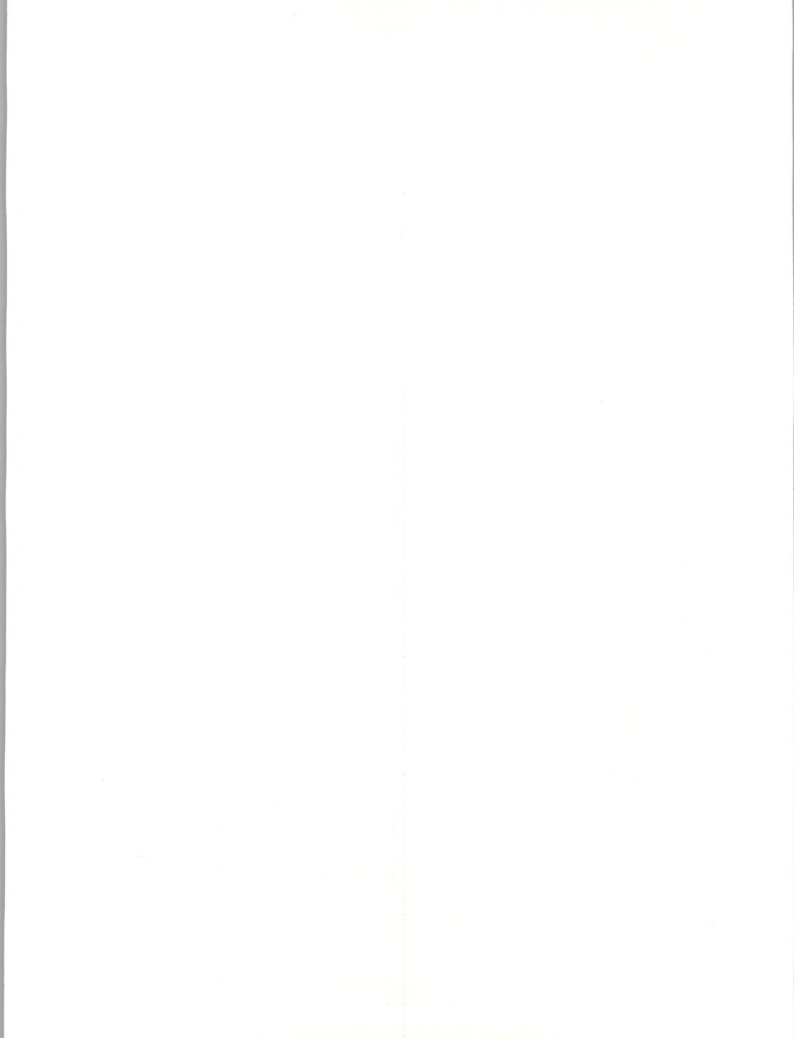


EXHIBIT C-4

**TURNKEY SYSTEMS
DATA BASE RECONCILIATION OF
MARKET FORECAST BY INDUSTRY SECTOR
(\$ Millions)**

Industry Sector	1987 Market			1992 Market			CAGR	CAGR
	1987 Forecast	1988 Forecast	Variance (%)	1987 Forecast	1988 Forecast	Variance (%)	87-92 1987 Forecast (%)	87-92 1988 Forecast (%)
Total Turnkey Systems Industry	14,667	14,820	-1	23,028	24,020	-4	9	10
Discrete Manufacturing	1,860	1,660	12	3,000	2,790	8	10	11
Process Manufacturing	370	370	0	590	580	2	10	9
Transportation	150	140	7	260	235	11	12	11
Utilities	30	30	0	60	50	20	15	11
Telecommunications	250	240	4	480	470	2	14	14
Distribution	306	895	-66	429	1,485	-71	7	11
Banking & Finance	740	710	4	1,250	1,170	7	11	11
Insurance	200	200	0	360	320	12	12	10
Medical	630	610	3	1,020	1,040	-2	10	11
Education	110	170	-35	140	270	-48	5	10
Services	410	410	0	640	700	-9	9	11
Federal Government	390	370	5	590	520	13	9	7
State & Local Government	120	110	9	240	200	20	15	13
Other Industry Sector	130	320	-59	220	500	-56	11	9
Total Industry Sectors	5,696	6,235	-9	9,279	10,330	-10	10	11
Cross-Industry Sector								
Accounting	410	390	5	510	460	11	4	3
Education & Training	150	140	7	190	180	6	5	5
Engineering & Scientific	350	310	13	510	490	4	8	10
Human Resources	235	100	135	300	130	131	5	5
Planning & Analysis	280	270	4	370	330	12	6	4
Other Cross-Industry Sector	1,210	340	256	1,540	550	180	5	10
Total Cross-Industry Sectors	8,971	8,585	4	13,749	13,690	0	9	10

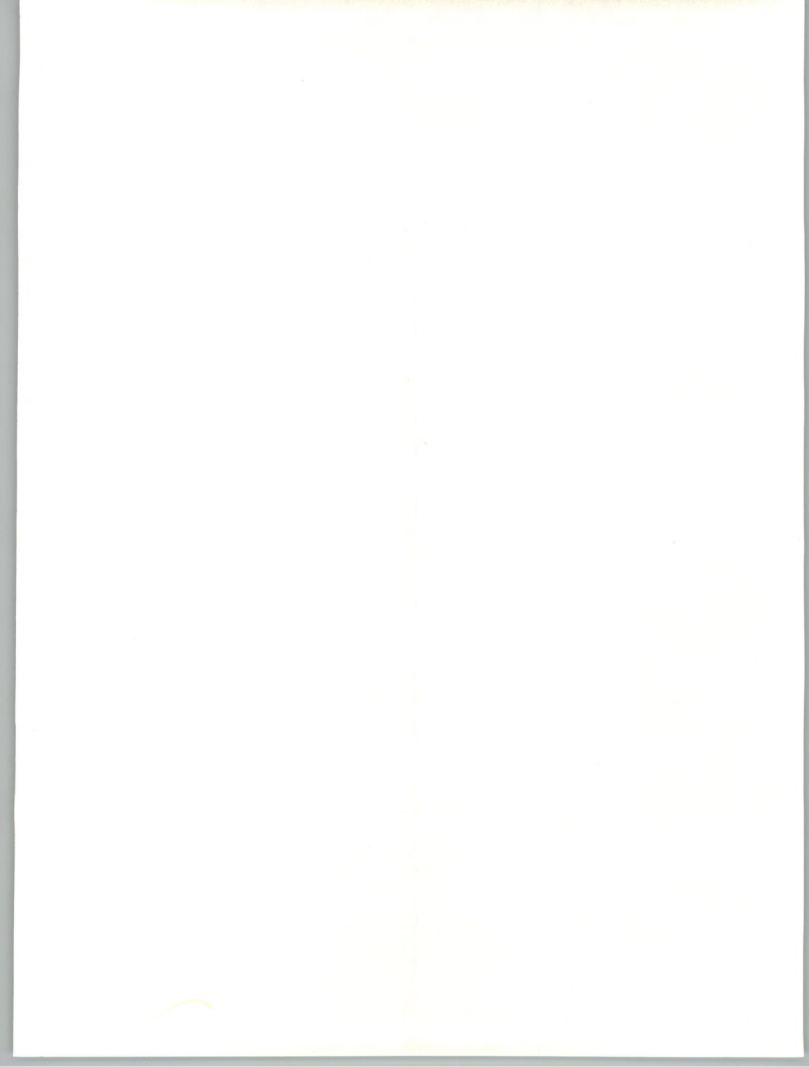


EXHIBIT C-5

**PROFESSIONAL SERVICES
DATA BASE RECONCILIATION OF
MARKET FORECAST BY INDUSTRY SECTOR
(\$ Millions)**

Industry Sector	1987 Market			1992 Market			CAGR	CAGR
	1987 Forecast	1988 Forecast	Variance (%)	1987 Forecast	1988 Forecast	Variance (%)	87-92 1987 Forecast (%)	87-92 1988 Forecast (%)
Total Professional Services Industry	14,335	12,715	13	33,237	27,705	20	18	17
Discrete Manufacturing	2,590	2,460	5	6,590	6,270	5	21	21
Process Manufacturing	1,230	1,220	0	3,715	3,320	12	25	22
Transportation	180	150	20	530	310	71	24	16
Utilities	360	370	-3	720	620	16	15	11
Telecommunications	590	610	-3	1,360	1,255	8	18	16
Distribution	450	380	18	937	895	5	16	19
Banking & Finance	1,720	1,600	8	3,870	3,820	1	18	19
Insurance	1,050	1,050	0	2,240	2,260	-0	16	17
Medical	310	260	19	850	580	47	22	17
Education	75	50	50	120	105	14	10	16
Services	180	100	80	505	220	130	23	17
Federal Government	3,510	2,550	38	6,250	4,530	38	12	12
State & Local Government	1,770	1,655	7	4,780	2,990	60	22	13
Other Industry Sector	320	260	23	770	530	45	19	15
Professional Services								
Consulting	2,460	2,520	-2	6,360	6,520	-2	21	21
Education and Training	1,610	1,635	-2	4,180	3,820	9	21	18
Software Development	7,555	7,540	0	14,470	15,655	-8	14	16
Systems Operations	990	1,020	-3	1,570	1,710	-8	10	11

Note: INPUT's 1987 Professional Services forecast includes Systems Integration software revenues.

The first part of the document discusses the importance of maintaining accurate records of all transactions. It emphasizes that every entry should be clearly documented and verified. The second part outlines the procedures for handling discrepancies and ensuring that all accounts are balanced. It also mentions the need for regular audits and the role of the accounting department in providing detailed reports to management.

The following table shows the financial performance for the quarter ending 31st March 1975. The total revenue was £1,200,000, with a net profit of £250,000. This represents a 15% increase over the previous quarter.

Category	Revenue	Expenses	Net Profit
Sales	£1,000,000	£750,000	£250,000
Services	£200,000	£150,000	£50,000
Other	£100,000	£80,000	£20,000
Total	£1,200,000	£950,000	£250,000

The document concludes by stating that the company's financial health remains strong, and it is well-positioned to meet its future obligations. It also notes that the accounting department will continue to provide accurate and timely information to support the company's strategic goals.

EXHIBIT C-6

**DISCRETE MANUFACTURING SECTOR
DATA BASE RECONCILIATION OF
MARKET FORECAST BY DELIVERY MODE
(\$ Millions)**

Industry Sector	1987 Market			1992 Market			CAGR	CAGR
	1987 Forecast	1988 Forecast	Variance (%)	1987 Forecast	1988 Forecast	Variance (%)	87-92 1987 Forecast (%)	87-92 1988 Forecast (%)
Total Discrete Manufacturing Sector	6,415	6,265	2	13,530	13,600	0	16	17
Processing/Network Services	785	1,015	-23	1,390	1,830	-24	12	13
Application Software Products	1,180	1,130	4	2,550	2,710	-6	17	19
Turnkey Systems	1,860	1,660	12	3,000	2,790	8	10	11
Professional Services	2,590	2,460	5	6,590	6,270	5	21	21

Note: INPUT's 1987 Professional Services forecast includes Systems Integration software revenues.

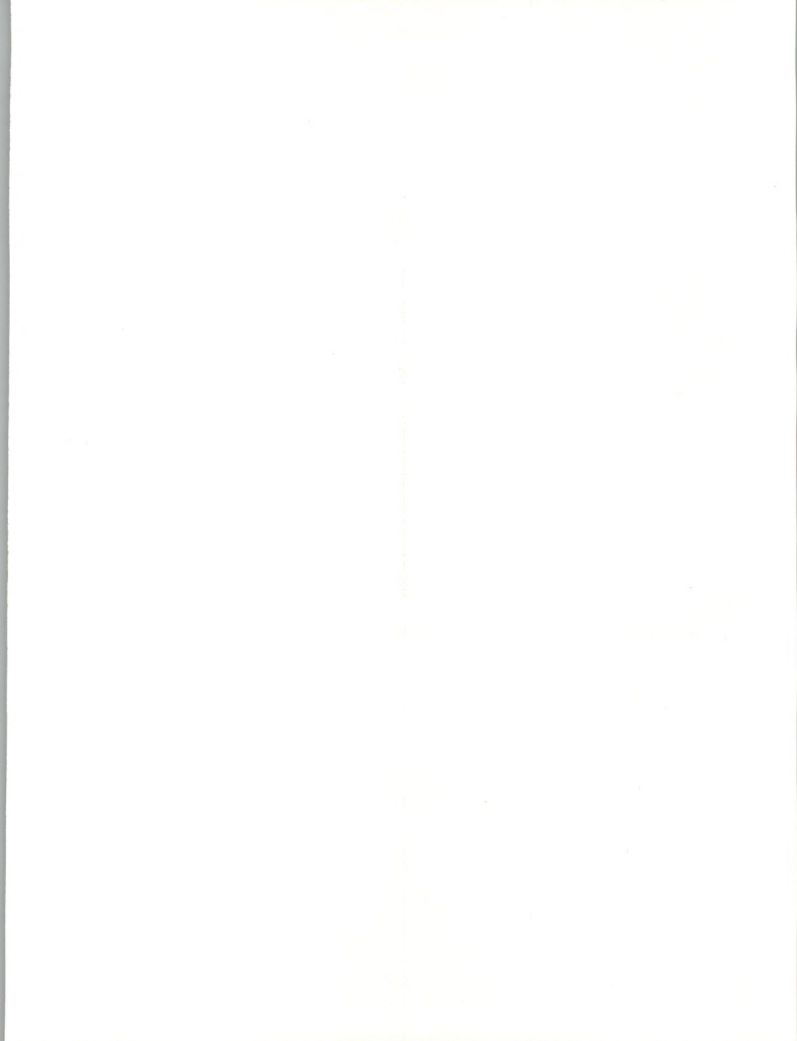


EXHIBIT C-7

**PROCESS MANUFACTURING SECTOR
DATA BASE RECONCILIATION OF
MARKET FORECAST BY DELIVERY MODE
(\$ Millions)**

Industry Sector	1987 Market			1992 Market			CAGR	CAGR
	1987 Forecast	1988 Forecast	Variance (%)	1987 Forecast	1988 Forecast	Variance (%)	87-92 1987 Forecast (%)	87-92 1988 Forecast (%)
Total Process Manufacturing Sector	2,680	2,875	-7	6,265	6,735	-7	19	19
Processing/Network Services	930	1,140	-18	1,730	2,475	-30	13	17
Application Software Products	150	145	3	230	360	-36	9	20
Turnkey Systems	370	370	0	590	580	2	10	9
Professional Services	1,230	1,220	0	3,715	3,320	12	25	22

Note: INPUT's 1987 Professional Services forecast includes Systems Integration software revenues.

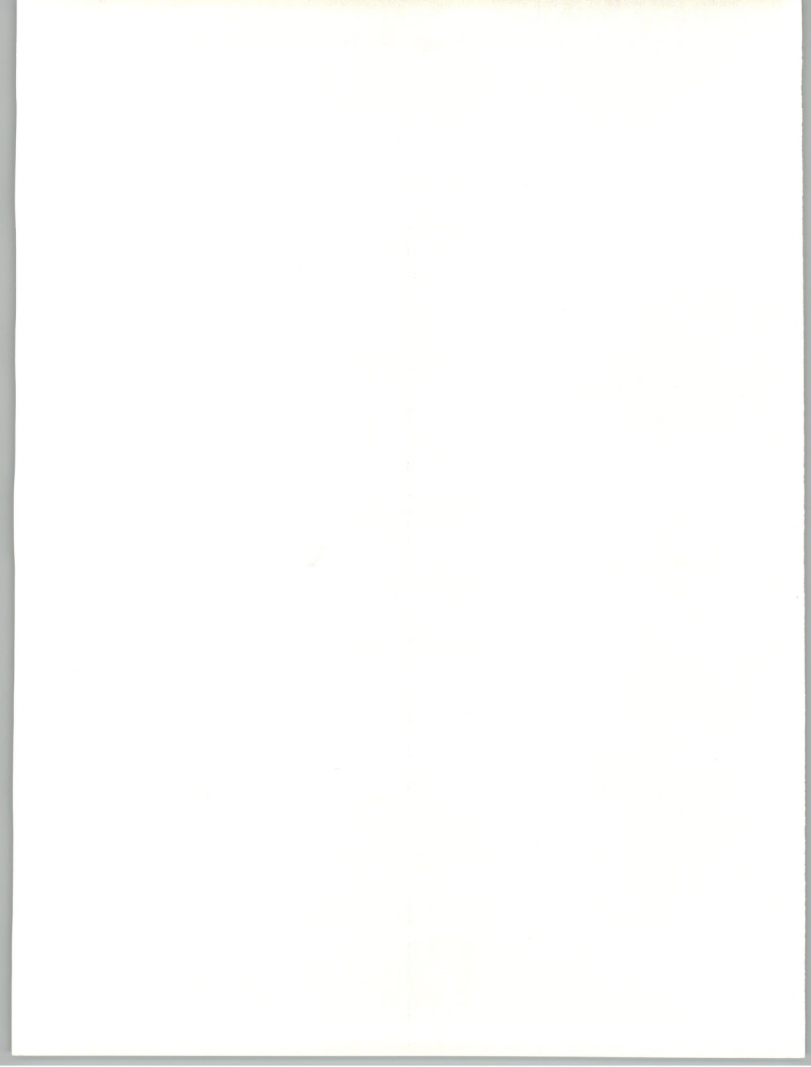


EXHIBIT C-8

**TRANSPORTATION SECTOR
DATA BASE RECONCILIATION OF
MARKET FORECAST BY DELIVERY MODE
(\$ Millions)**

Industry Sector	1987 Market			1992 Market			CAGR	CAGR
	1987 Forecast	1988 Forecast	Variance (%)	1987 Forecast	1988 Forecast	Variance (%)	87-92 1987 Forecast (%)	87-92 1988 Forecast (%)
Total Transportation Sector	820	1,975	-58	1,920	4,150	-54	19	16
Processing/Network Services	260	1,470	-82	540	3,015	-82	16	15
Application Software Products	230	215	7	590	590	0	21	22
Turnkey Systems	150	140	7	260	235	11	12	11
Professional Services	180	150	20	530	310	71	24	16

Note: INPUT's 1987 Professional Services forecast includes Systems Integration software revenues.

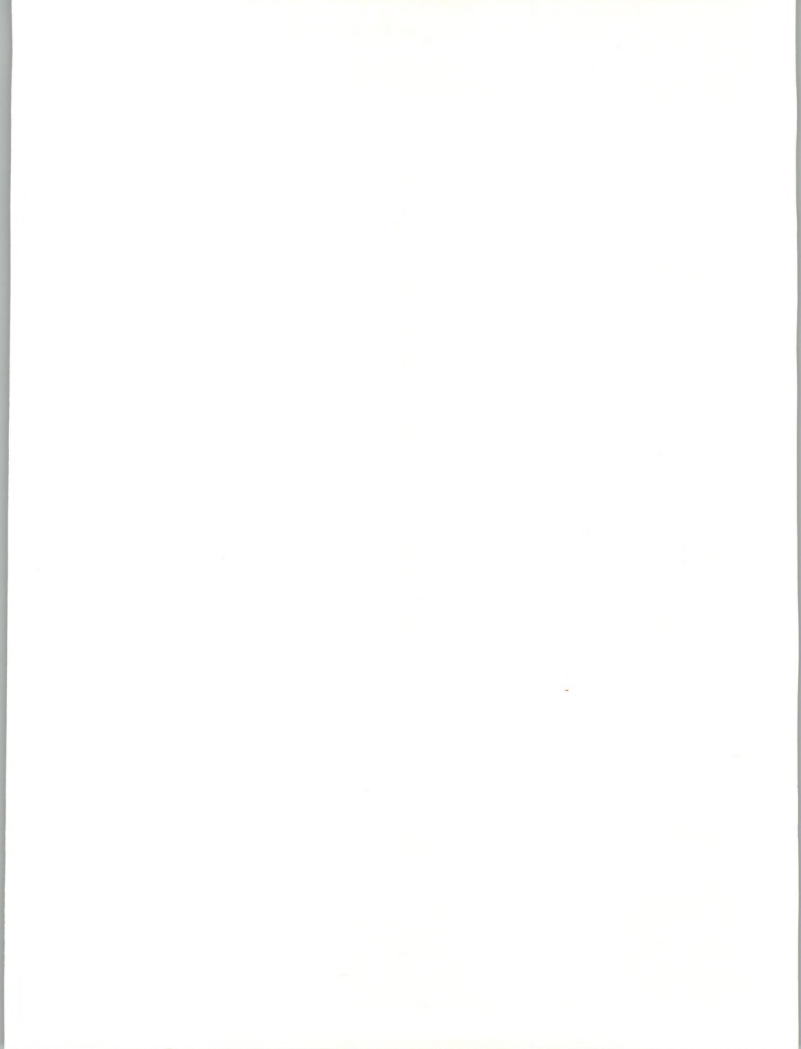


EXHIBIT C-9

**UTILITIES SECTOR
DATA BASE RECONCILIATION OF
MARKET FORECAST BY DELIVERY MODE
(\$ Millions)**

Industry Sector	1987 Market			1992 Market			CAGR	CAGR
	1987 Forecast	1988 Forecast	Variance (%)	1987 Forecast	1988 Forecast	Variance (%)	87-92 1987 Forecast (%)	87-92 1988 Forecast (%)
Total Utilities Sector	690	670	3	1,415	1,270	11	15	14
Processing/Network Services	150	125	20	255	260	-2	11	16
Application Software Products	150	145	3	380	340	12	20	19
Turnkey Systems	30	30	0	60	50	20	15	11
Professional Services	360	370	-3	720	620	16	15	11

Note: INPUT's 1987 Professional Services forecast includes Systems Integration software revenues.

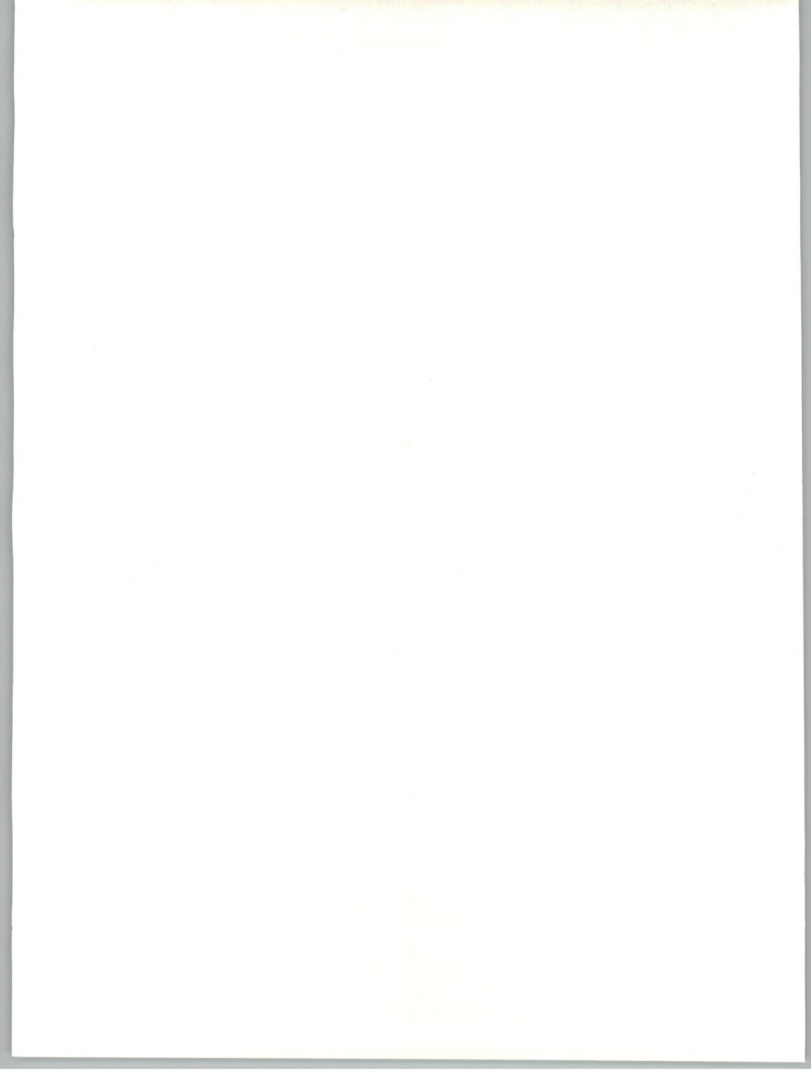


EXHIBIT C-10

**TELECOMMUNICATIONS SECTOR
DATA BASE RECONCILIATION OF
MARKET FORECAST BY DELIVERY MODE
(\$ Millions)**

Industry Sector	1987 Market			1992 Market			CAGR	CAGR
	1987 Forecast	1988 Forecast	Variance (%)	1987 Forecast	1988 Forecast	Variance (%)	87-92 1987 Forecast (%)	87-92 1988 Forecast (%)
Total Telecommunications Sector	1,460	1,480	-1	3,400	3,300	3	18	17
Processing/Network Services	510	520	-2	1,150	1,120	3	18	17
Application Software Products	110	110	0	410	455	-10	30	33
Turnkey Systems	250	240	4	480	470	2	14	14
Professional Services	590	610	-3	1,360	1,255	8	18	16

Note: INPUT's 1987 Professional Services forecast includes Systems Integration software revenues.

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EXHIBIT C-11

**WHOLESALE DISTRIBUTION SECTOR
DATA BASE RECONCILIATION OF
MARKET FORECAST BY DELIVERY MODE
(\$ Millions)**

Industry Sector	1987 Market			1992 Market			CAGR 87-92 1987 Forecast (%)	CAGR 87-92 1988 Forecast (%)
	1987 Forecast	1988 Forecast	Variance (%)	1987 Forecast	1988 Forecast	Variance (%)		
Total Wholesale Distribution Sector	1,554	1,265	23	2,949	2,975	-1	14	19
Processing/Network Services	425	415	2	749	1,000	-25	12	19
Application Software Products	373	290	29	834	875	-5	17	25
Turnkey Systems	306	320	-4	429	570	-25	7	12
Professional Services	450	240	88	937	530	77	16	17

Note: INPUT's 1987 Professional Services forecast includes Systems Integration software revenues.

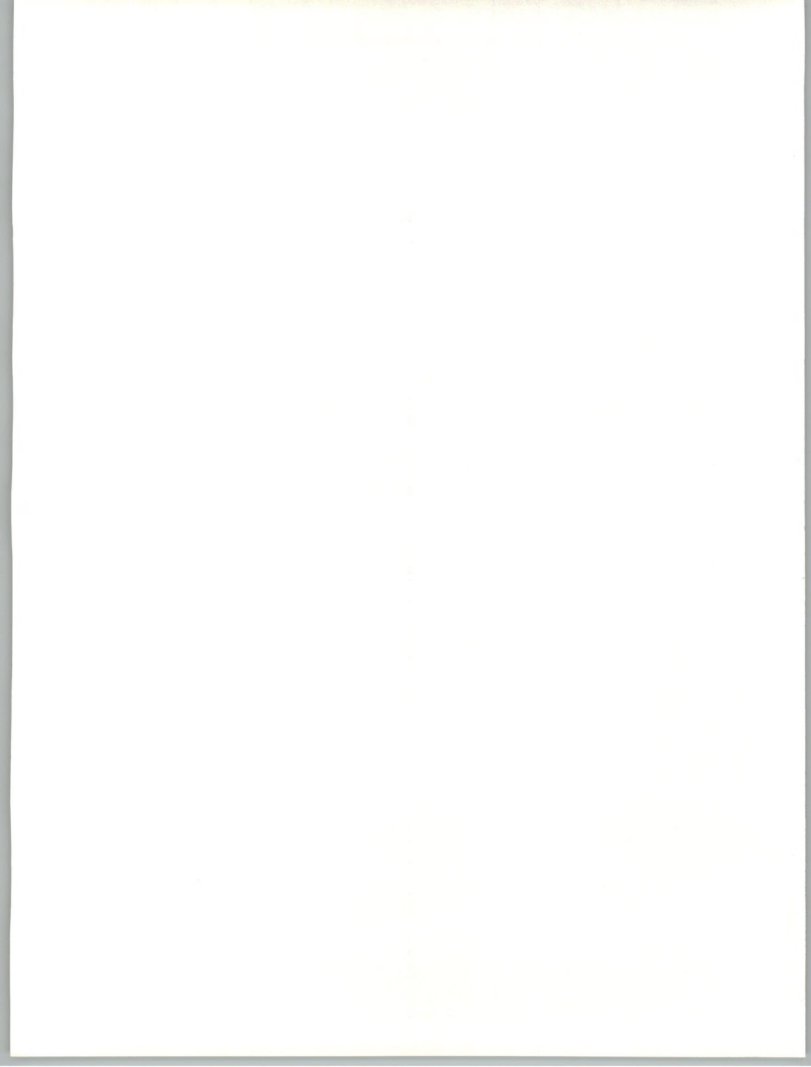


EXHIBIT C-12

**RETAIL DISTRIBUTION SECTOR
DATA BASE RECONCILIATION OF
MARKET FORECAST BY DELIVERY MODE
(\$ Millions)**

Industry Sector	1987 Market			1992 Market			CAGR	CAGR
	1987 Forecast	1988 Forecast	Variance (%)	1987 Forecast	1988 Forecast	Variance (%)	87-92 1987 Forecast (%)	87-92 1988 Forecast (%)
Total Retail Distribution Sector	1,378	1,085	27	3,142	2,525	24	18	18
Processing/Network Services	677	190	256	1,360	530	157	15	23
Application Software Products	142	180	-21	501	715	-30	29	32
Turnkey Systems	295	575	-49	630	915	-31	16	10
Professional Services	264	140	89	651	365	78	20	21

Note: INPUT's 1987 Professional Services forecast includes Systems Integration software revenues.

the 1990s, the number of people in the world who are undernourished has increased from 600 million to 800 million (FAO 2001).

There are a number of reasons for this increase. One of the main reasons is the increase in the world population. The world population has increased from 5 billion in 1987 to 6 billion in 2000, and is projected to reach 9 billion by 2050 (FAO 2001). This increase in population has led to an increase in the demand for food, which has led to an increase in the number of people who are undernourished.

Another reason for the increase in the number of people who are undernourished is the increase in the number of people who are living in poverty. The number of people who are living in poverty has increased from 1 billion in 1987 to 2 billion in 2000, and is projected to reach 3 billion by 2050 (FAO 2001). This increase in poverty has led to an increase in the number of people who are undernourished.

A third reason for the increase in the number of people who are undernourished is the increase in the number of people who are living in rural areas. The number of people who are living in rural areas has increased from 2 billion in 1987 to 3 billion in 2000, and is projected to reach 4 billion by 2050 (FAO 2001). This increase in rural population has led to an increase in the number of people who are undernourished.

A fourth reason for the increase in the number of people who are undernourished is the increase in the number of people who are living in developing countries. The number of people who are living in developing countries has increased from 4 billion in 1987 to 5 billion in 2000, and is projected to reach 6 billion by 2050 (FAO 2001). This increase in developing country population has led to an increase in the number of people who are undernourished.

A fifth reason for the increase in the number of people who are undernourished is the increase in the number of people who are living in low-income countries. The number of people who are living in low-income countries has increased from 2 billion in 1987 to 3 billion in 2000, and is projected to reach 4 billion by 2050 (FAO 2001). This increase in low-income country population has led to an increase in the number of people who are undernourished.

A sixth reason for the increase in the number of people who are undernourished is the increase in the number of people who are living in sub-Saharan Africa. The number of people who are living in sub-Saharan Africa has increased from 1 billion in 1987 to 1.5 billion in 2000, and is projected to reach 2 billion by 2050 (FAO 2001). This increase in sub-Saharan African population has led to an increase in the number of people who are undernourished.

A seventh reason for the increase in the number of people who are undernourished is the increase in the number of people who are living in South Asia. The number of people who are living in South Asia has increased from 1 billion in 1987 to 1.5 billion in 2000, and is projected to reach 2 billion by 2050 (FAO 2001). This increase in South Asian population has led to an increase in the number of people who are undernourished.

A eighth reason for the increase in the number of people who are undernourished is the increase in the number of people who are living in East Asia. The number of people who are living in East Asia has increased from 1 billion in 1987 to 1.5 billion in 2000, and is projected to reach 2 billion by 2050 (FAO 2001). This increase in East Asian population has led to an increase in the number of people who are undernourished.

A ninth reason for the increase in the number of people who are undernourished is the increase in the number of people who are living in Latin America and the Caribbean. The number of people who are living in Latin America and the Caribbean has increased from 1 billion in 1987 to 1.5 billion in 2000, and is projected to reach 2 billion by 2050 (FAO 2001). This increase in Latin American and Caribbean population has led to an increase in the number of people who are undernourished.

A tenth reason for the increase in the number of people who are undernourished is the increase in the number of people who are living in the Middle East and North Africa. The number of people who are living in the Middle East and North Africa has increased from 1 billion in 1987 to 1.5 billion in 2000, and is projected to reach 2 billion by 2050 (FAO 2001). This increase in Middle Eastern and North African population has led to an increase in the number of people who are undernourished.

EXHIBIT C-13

**BANKING AND FINANCE SECTOR
DATA BASE RECONCILIATION OF
MARKET FORECAST BY DELIVERY MODE
(\$ Millions)**

Industry Sector	1987 Market			1992 Market			CAGR	CAGR
	1987 Forecast	1988 Forecast	Variance (%)	1987 Forecast	1988 Forecast	Variance (%)	87-92 1987 Forecast (%)	87-92 1988 Forecast (%)
Total Banking and Finance Sector	8,230	7,430	11	17,020	16,020	6	16	17
Processing/Network Services	4,390	3,630	21	8,865	7,730	15	15	16
Application Software Products	1,380	1,490	-7	3,035	3,300	-8	17	17
Turnkey Systems	740	710	4	1,250	1,170	7	11	11
Professional Services	1,720	1,600	8	3,870	3,820	1	18	19

Note: INPUT's 1987 Professional Services forecast includes Systems Integration software revenues.

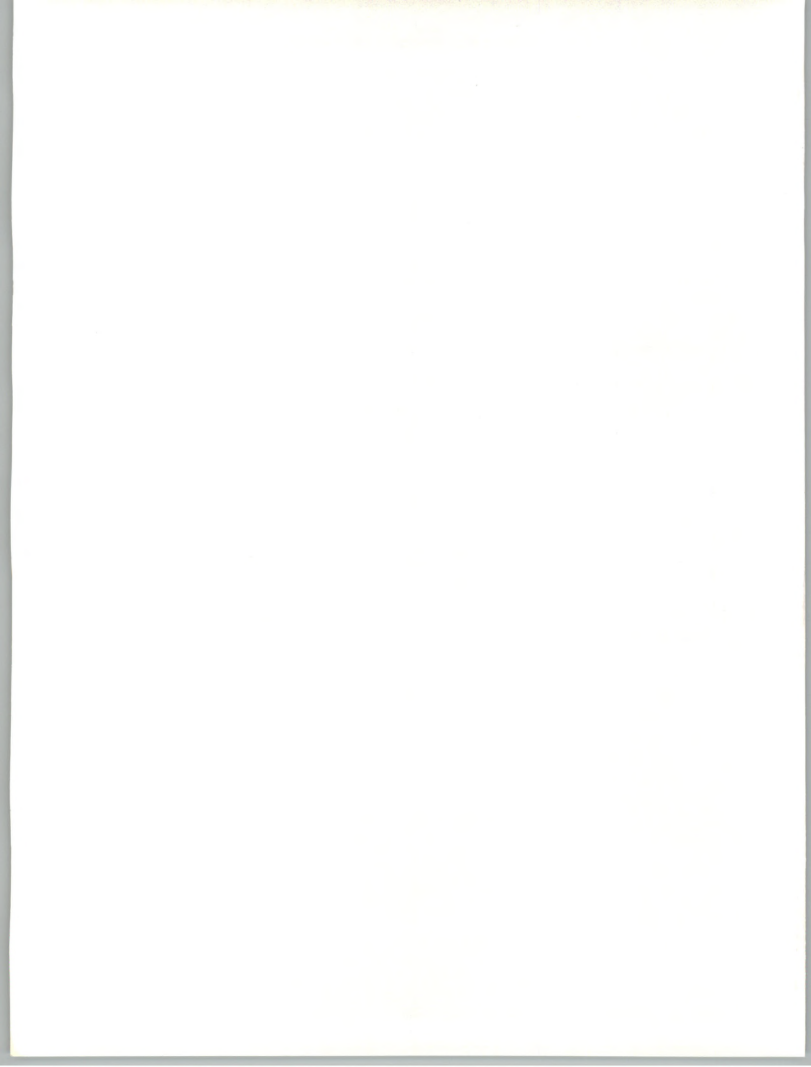


EXHIBIT C-14

**INSURANCE SECTOR
DATA BASE RECONCILIATION OF
MARKET FORECAST BY DELIVERY MODE
(\$ Millions)**

Industry Sector	1987 Market			1992 Market			CAGR	CAGR
	1987 Forecast	1988 Forecast	Variance (%)	1987 Forecast	1988 Forecast	Variance (%)	87-92 1987 Forecast (%)	87-92 1988 Forecast (%)
Total Insurance Sector	2,520	2,565	-2	5,070	5,610	-10	15	17
Processing/Network Services	790	860	-8	1,350	1,700	-21	11	15
Application Software Products	480	455	5	1,120	1,330	-16	18	24
Turnkey Systems	200	200	0	360	320	12	12	10
Professional Services	1,050	1,050	0	2,240	2,260	-1	16	17

Note: INPUT's 1987 Professional Services forecast includes Systems Integration software revenues.

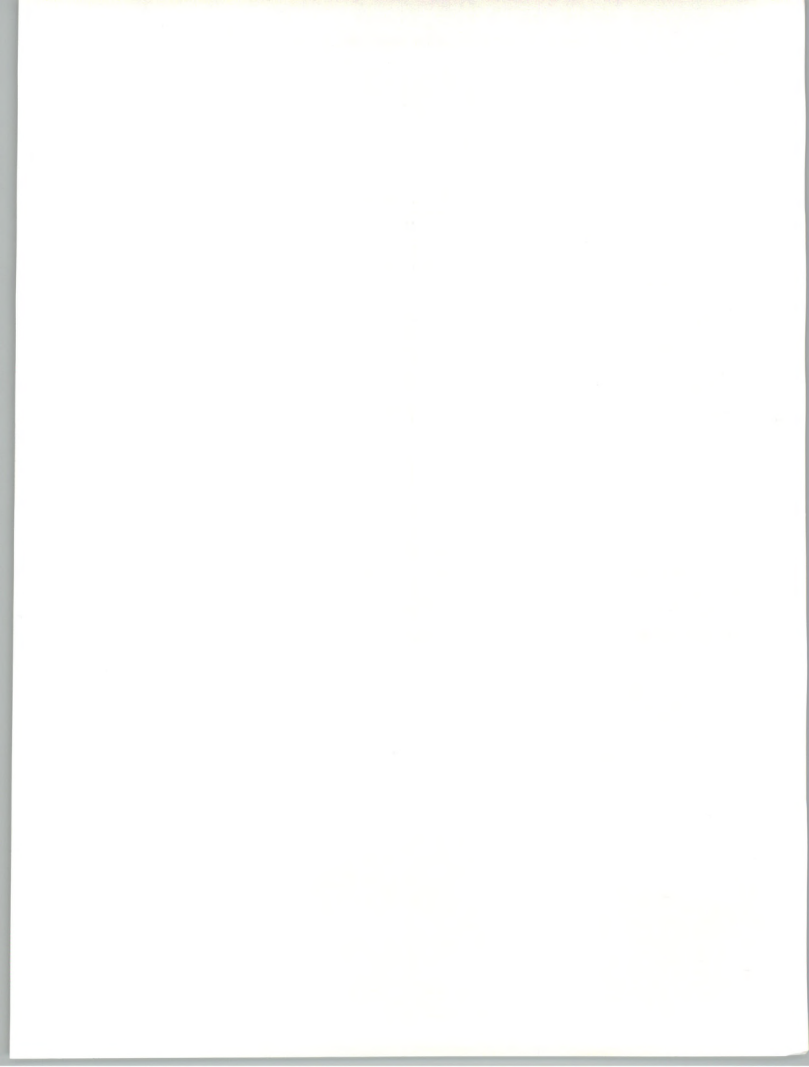


EXHIBIT C-15

**MEDICAL SECTOR
DATA BASE RECONCILIATION OF
MARKET FORECAST BY DELIVERY MODE
(\$ Millions)**

Industry Sector	1987 Market			1992 Market			CAGR	CAGR
	1987 Forecast	1988 Forecast	Variance (%)	1987 Forecast	1988 Forecast	Variance (%)	87-92 1987 Forecast (%)	87-92 1988 Forecast (%)
Total Medical Sector	2,820	2,655	6	5,910	5,590	6	16	16
Processing/Network Services	1,290	1,215	6	2,620	2,690	-3	15	17
Application Software Products	590	570	4	1,420	1,280	11	19	18
Turnkey Systems	630	610	3	1,020	1,040	-2	10	11
Professional Services	310	260	19	850	580	47	22	17

Note: INPUT's 1987 Professional Services forecast includes Systems Integration software revenues.

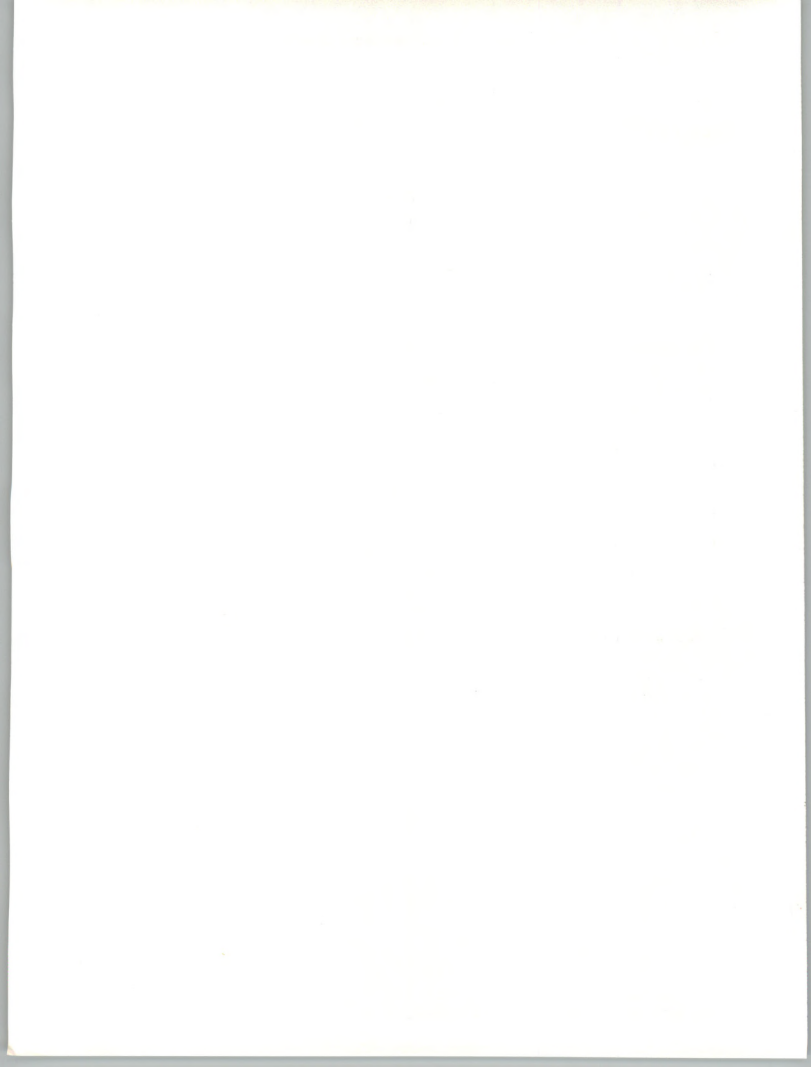


EXHIBIT C-16

**EDUCATION SECTOR
DATA BASE RECONCILIATION OF
MARKET FORECAST BY DELIVERY MODE
(\$ Millions)**

Industry Sector	1987 Market			1992 Market			CAGR	CAGR
	1987 Forecast	1988 Forecast	Variance (%)	1987 Forecast	1988 Forecast	Variance (%)	1987 Forecast (%)	1988 Forecast (%)
Total Education Sector	440	1,000	-56	700	1,675	-58	10	11
Processing/Network Services	150	330	-55	230	470	-51	9	7
Application Software Products	105	450	-77	210	830	-75	15	13
Turnkey Systems	110	170	-35	140	270	-48	5	10
Professional Services	75	50	50	120	105	14	10	16

Note: INPUT's 1987 Professional Services forecast includes Systems Integration software revenues.

EXHIBIT C-17

**SERVICES SECTOR
DATA BASE RECONCILIATION OF
MARKET FORECAST BY DELIVERY MODE
(\$ Millions)**

Industry Sector	1987 Market			1992 Market			CAGR	CAGR
	1987 Forecast	1988 Forecast	Variance (%)	1987 Forecast	1988 Forecast	Variance (%)	87-92 1987 Forecast (%)	87-92 1988 Forecast (%)
Total Services Sector	1,910	1,685	13	3,705	3,340	11	14	15
Processing/Network Services	1,140	905	26	2,060	1,710	20	13	14
Application Software Products	180	270	-33	500	710	-30	23	21
Turnkey Systems	410	410	0	640	700	-9	9	11
Professional Services	180	100	80	505	220	130	23	17

Note: INPUT's 1987 Professional Services forecast includes Systems Integration software revenues.

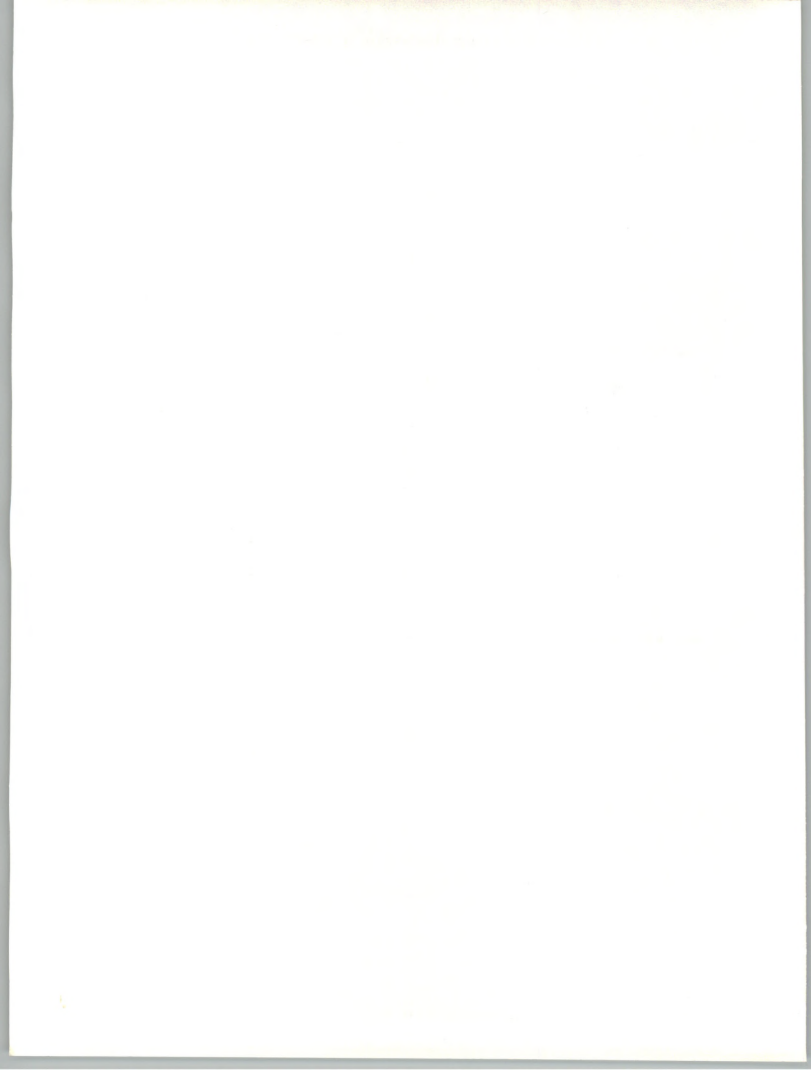


EXHIBIT C-18

**FEDERAL GOVERNMENT SECTOR
DATA BASE RECONCILIATION OF
MARKET FORECAST BY DELIVERY MODE
(\$ Millions)**

Industry Sector	1987 Market			1992 Market			CAGR	CAGR
	1987 Forecast	1988 Forecast	Variance (%)	1987 Forecast	1988 Forecast	Variance (%)	87-92 1987 Forecast (%)	87-92 1988 Forecast (%)
Total Federal Government Sector	4,560	4,400	4	7,805	7,530	4	11	11
Processing/Network Services	570	1,300	-56	745	2,090	-64	6	10
Application Software Products	90	180	-50	220	390	-44	20	17
Turnkey Systems	390	370	5	590	520	13	9	7
Professional Services	3,510	2,550	38	6,250	4,530	38	12	12

Note: INPUT's 1987 Professional Services forecast includes Systems Integration software revenues.

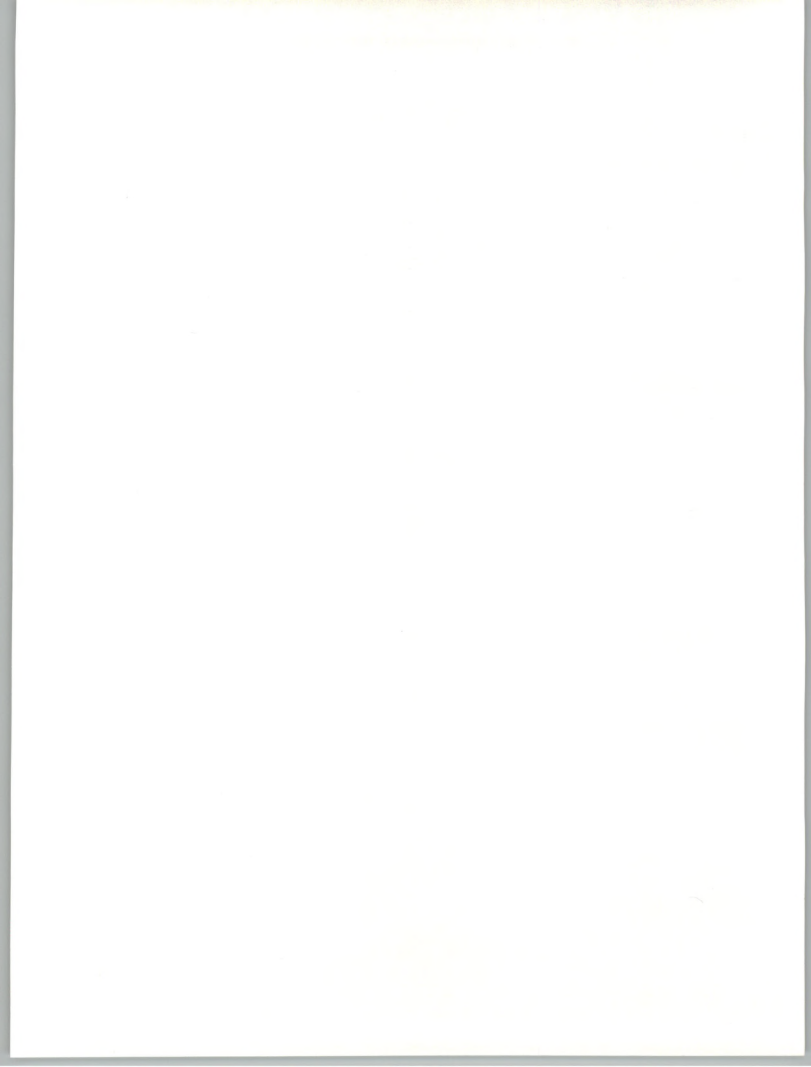


EXHIBIT C-19

**STATE AND LOCAL GOVERNMENT SECTOR
DATA BASE RECONCILIATION OF
MARKET FORECAST BY DELIVERY MODE
(\$ Millions)**

Industry Sector	1987 Market			1992 Market			CAGR	CAGR
	1987 Forecast	1988 Forecast	Variance (%)	1987 Forecast	1988 Forecast	Variance (%)	87-92 1987 Forecast (%)	87-92 1988 Forecast (%)
Total State and Local Government Sector	2,530	2,520	0	6,340	4,850	31	20	14
Processing/Network Services	570	690	-17	1,150	1,450	-21	15	16
Application Software Products	70	65	8	170	210	-19	19	26
Turnkey Systems	120	110	9	240	200	20	15	13
Professional Services	1,770	1,655	7	4,780	2,990	60	22	13

Note: INPUT's 1987 Professional Services forecast includes Systems Integration software revenues.

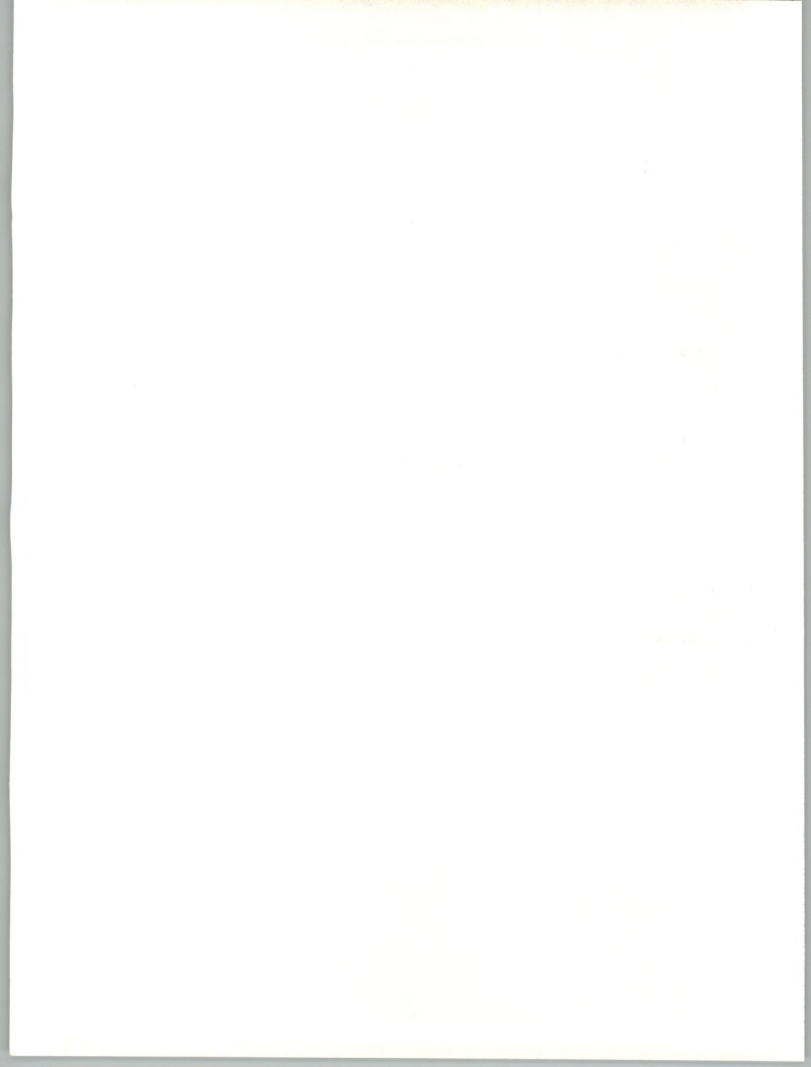


EXHIBIT C-20

**OTHER INDUSTRY-SPECIFIC SECTOR
DATA BASE RECONCILIATION OF
MARKET FORECAST BY DELIVERY MODE
(\$ Millions)**

Industry Sector	1987 Market			1992 Market			CAGR	CAGR
	1987 Forecast	1988 Forecast	Variance (%)	1987 Forecast	1988 Forecast	Variance (%)	87-92 1987 Forecast (%)	87-92 1988 Forecast (%)
Total Other Industry-Specific Sector	1,230	1,300	-5	2,430	2,440	0	15	13
Processing/Network Services	650	590	10	1,050	1,100	-5	10	13
Application Software Products	130	130	0	390	310	26	25	19
Turnkey Systems	130	320	-59	220	500	-56	11	9
Professional Services	320	260	23	770	530	45	19	15

Note: INPUT's 1987 Professional Services forecast includes Systems Integration software revenues.

EXHIBIT C-21

**ACCOUNTING CROSS-INDUSTRY SECTOR
DATA BASE RECONCILIATION OF
MARKET FORECAST BY DELIVERY MODE
(\$ Millions)**

Industry Sector	1987 Market			1992 Market			CAGR	CAGR
	1987 Forecast	1988 Forecast	Variance (%)	1987 Forecast	1988 Forecast	Variance (%)	87-92 1987 Forecast (%)	87-92 1988 Forecast (%)
Total Accounting Sector	2,760	2,610	6	3,910	4,270	-8	7	10
Processing/Network Services	1,020	950	7	1,140	1,120	2	2	3
Application Software Products	1,330	1,270	5	2,260	2,690	-16	11	16
Turnkey Systems	410	390	5	510	460	11	4	3

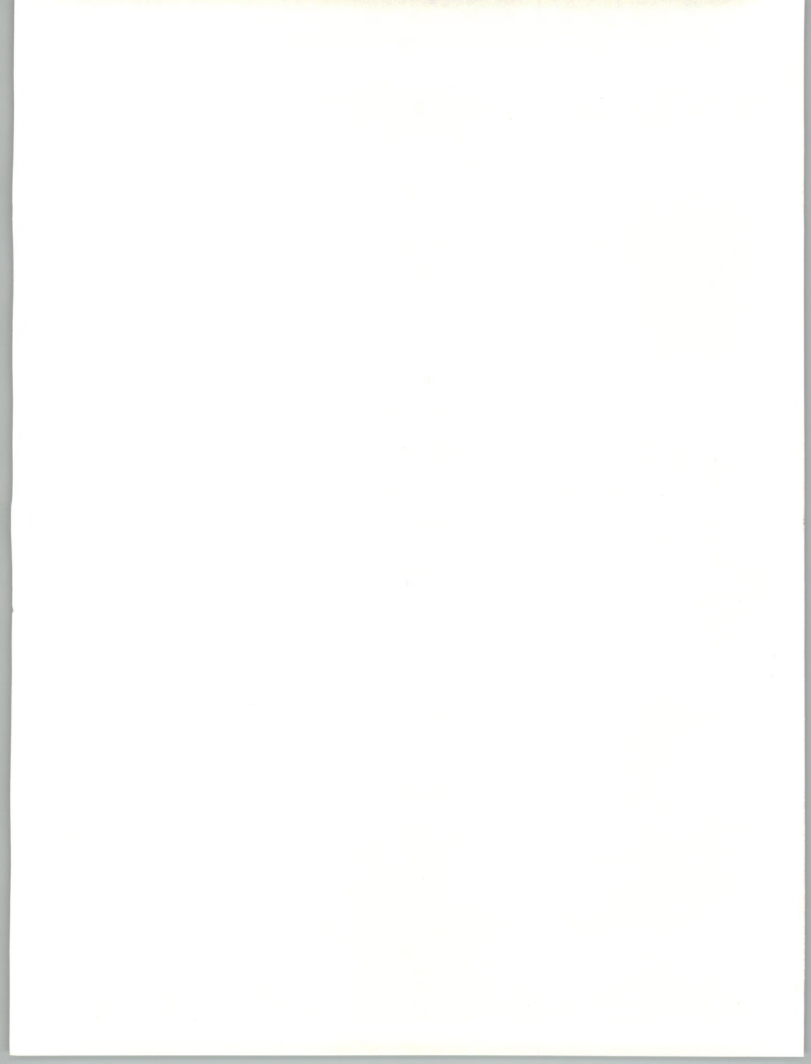


EXHIBIT C-22

**EDUCATION AND TRAINING CROSS-INDUSTRY SECTOR
DATA BASE RECONCILIATION OF
MARKET FORECAST BY DELIVERY MODE
(\$ Millions)**

Industry Sector	1987 Market			1992 Market			CAGR	CAGR
	1987 Forecast	1988 Forecast	Variance (%)	1987 Forecast	1988 Forecast	Variance (%)	87-92 1987 Forecast (%)	87-92 1988 Forecast (%)
Total Education and Training Sector	350	340	3	610	640	-5	12	13
Processing/Network Services	90	90	0	130	110	18	8	4
Application Software Products	110	110	0	290	350	-17	21	26
Turnkey Systems	150	140	7	190	180	6	5	5

EXHIBIT C-23

**ENGINEERING AND SCIENTIFIC CROSS-INDUSTRY SECTOR
DATA BASE RECONCILIATION OF
MARKET FORECAST BY DELIVERY MODE
(\$ Millions)**

Industry Sector	1987 Market			1992 Market			CAGR	CAGR
	1987 Forecast	1988 Forecast	Variance (%)	1987 Forecast	1988 Forecast	Variance (%)	87-92 1987 Forecast (%)	87-92 1988 Forecast (%)
Total Engineering and Scientific Sector	900	730	23	1,760	1,600	10	14	17
Processing/Network Services	260	110	136	340	140	143	6	5
Application Software Products	290	310	-6	910	970	-6	26	26
Turnkey Systems	350	310	13	510	490	4	8	10

EXHIBIT C-24

**HUMAN RESOURCES CROSS-INDUSTRY SECTOR
DATA BASE RECONCILIATION OF
MARKET FORECAST BY DELIVERY MODE
(\$ Millions)**

Industry Sector	1987 Market			1992 Market			CAGR	CAGR
	1987 Forecast	1988 Forecast	Variance (%)	1987 Forecast	1988 Forecast	Variance (%)	87-92 1987 Forecast (%)	87-92 1988 Forecast (%)
Total Human Resources Sector	1,925	1,780	8	3,130	3,030	3	10	11
Processing/Network Services	1,060	990	7	1,930	1,900	2	13	14
Application Software Products	630	690	-9	900	1,000	-10	7	8
Turnkey Systems	235	100	135	300	130	131	5	5

EXHIBIT C-25

**PLANNING AND ANALYSIS CROSS-INDUSTRY SECTOR
DATA BASE RECONCILIATION OF
MARKET FORECAST BY DELIVERY MODE
(\$ Millions)**

Industry Sector	1987 Market			1992 Market			CAGR	CAGR
	1987 Forecast	1988 Forecast	Variance (%)	1987 Forecast	1988 Forecast	Variance (%)	87-92 1987 Forecast (%)	87-92 1988 Forecast (%)
Total Planning and Analysis Sector	2,145	1,700	26	3,420	3,185	7	10	13
Processing/Network Services	235	220	7	230	185	24	0	-3
Application Software Products	1,630	1,210	35	2,820	2,670	6	12	17
Turnkey Systems	280	270	4	370	330	12	6	4

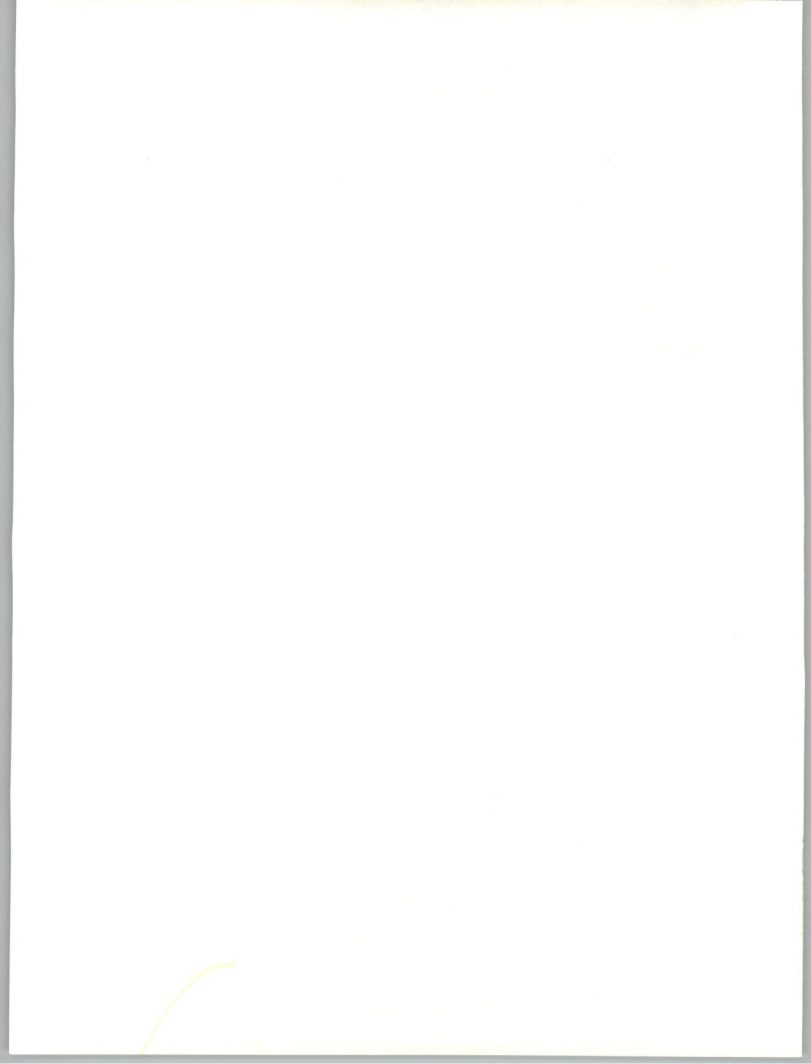


EXHIBIT C-26

**OTHER CROSS-INDUSTRY SECTOR
DATA BASE RECONCILIATION OF
MARKET FORECAST BY DELIVERY MODE
(\$ Millions)**

Industry Sector	1987 Market			1992 Market			CAGR	CAGR
	1987 Forecast	1988 Forecast	Variance (%)	1987 Forecast	1988 Forecast	Variance (%)	87-92 1987 Forecast (%)	87-92 1988 Forecast (%)
Total Other Cross-Industry Sector	2,820	1,005	181	5,200	1,940	168	13	14
Processing/Network Services	630	380	66	830	760	9	6	15
Application Software Products	980	285	244	2,830	630	349	24	17
Turnkey Systems	1,210	340	256	1,540	550	180	5	10

the 1990s, the number of people in the world who are under 15 years of age has increased from 1.1 billion to 1.3 billion. The number of people aged 65 and over has increased from 200 million to 350 million. The number of people aged 15-64 years has increased from 2.5 billion to 3.5 billion.

There are a number of reasons for the increase in the number of people in the world. One of the main reasons is the increase in the number of people who are surviving to old age. This is due to a number of factors, including improvements in medical care, better nutrition, and a decline in the number of people who are dying from infectious diseases.

Another reason for the increase in the number of people in the world is the increase in the number of people who are having children. This is due to a number of factors, including a decline in the number of people who are dying from infectious diseases, a decline in the number of people who are dying from famine, and a decline in the number of people who are dying from war.

The increase in the number of people in the world has a number of implications. One of the main implications is the increase in the number of people who are dependent on others. This is due to the increase in the number of people who are aged 65 and over, and the increase in the number of people who are aged 15-64 years.

Another implication of the increase in the number of people in the world is the increase in the number of people who are living in poverty. This is due to a number of factors, including a decline in the number of people who are working, a decline in the number of people who are employed, and a decline in the number of people who are earning a living wage.

The increase in the number of people in the world has a number of other implications. One of the main implications is the increase in the number of people who are living in crowded conditions. This is due to the increase in the number of people who are living in cities, and the increase in the number of people who are living in slums.

Another implication of the increase in the number of people in the world is the increase in the number of people who are living in poor health. This is due to a number of factors, including a decline in the number of people who are getting enough exercise, a decline in the number of people who are eating a healthy diet, and a decline in the number of people who are getting enough sleep.

The increase in the number of people in the world has a number of other implications. One of the main implications is the increase in the number of people who are living in poor housing. This is due to a number of factors, including a decline in the number of people who are getting enough money to pay for their rent, a decline in the number of people who are getting enough money to pay for their utilities, and a decline in the number of people who are getting enough money to pay for their food.

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.

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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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