

LITTON COMPUTER SERVICES - MAMAP PRE.

I INFORMATION SYSTEMS ENVIRONMENT

- (1) MSI' - INTRODUCTION SLIDE
- (2) MS13' - AGENDA SLIDE
- (3) I2' - FUNDAMENTAL DRIVING FORCES
- (4) I4' - BLOCKING FACTORS
- (5) I11' - MAKE VS. BUY
- (6) I23' - BUYING PROCESS CHANGING
- (7) I34' - KEY FUTURE TRENDS
- (8) I35' - KEY FUTURE TRENDS

END OF IS DEVELOPMENTS

II INFORMATION SERVICES MARKETS - INDUSTRY TRENDS

- (9) IS-1' - INTRODUCTION SLIDE
- (10) IS-2' - IS INDUSTRY STRUCTURE
- (11) IS-3' ^{2 slides} _{30; 30'} - IS MARKET - TRENDS
- (12) IS-4' - IS MARKET - TRENDS
- (13) IS-6' - KEY TRENDS
- (14) IS-10' - IS MARKET STRUCTURE - 1980's
- (15) IS-11' - IS MARKET STRUCTURE - 1990's
- (16) IS-14' - INTERNATIONALIZATION
- (17) IS-15' ^{2 slides} _{15; 5b.} - "
- (18) IS-17' - STANDARDS
- (19) IS-18' - STANDARDS
- (20) IS-26' - CONSOLIDATION
- (21) IS-35' - SWAMPING IT UP



IL - INFORMATION INDUSTRY MARKETS - MARKET FORECASTS

(22) MF-1' - INTRODUCTION SLIDE

(23) MF-2' - SCOPE

(24) MF-3' - US IS MARKET 1989-1994

(25) MF-4' - DELIVERY MODE 1

(26) MF-5' - DELIVERY MODE 2

(27) VM-1' - VERTICAL MARKETS (INTRODUCTION)

(28) VM-2' - LARGEST

(29) VM-3' - LARGEST

(30) VM-4' - FAST GROWING

(31) SP-1' - INTRODUCTORY SLIDE

(32) SP-14' - TRENDS

(33) SP-15' - TRENDS

(34) SP-23' - DRIVING FORCES

(35) SP-24' - " "

(36) SP-25' - INHIBITING FORCES

(37) SP-19' - MARKETS

(38) SP-20' - PLATFORMS

PF-1' - INTRODUCTION

(39) PF-2' - DRIVING FORCES

(40) PF-3' - "

(41) PF-4' = "

(42) PF-5' - INHIBITORS

(43) PF-6' - "



- (44) PE-11' - TOTAL MARKET
- (45) PE-12' - MARKET BY SUBMODE
- (46) PE-14' - PS BY APPLICATION AREA
- (47) PE-15' - "
- (48) PE-19' - OPPORTUNITIES & RECOMMENDATIONS
SYSTEMS INTEGRATION
- (49) SI-1' - INTRODUCTORY SLIDE
- (50) SI-2' - DEFINITION
- (51) SI-3' - SE GLOBALIZATION
- (52) SI-6' - VENDOR ISSUES
- (53) SI-7' - VENDOR ISSUES
- (54) SI-8' - MARKET - 1989-1994
- (55) SI-9' - MARKET / SECTOR
- (56) SI-11' - MARKET - VERTICAL
- (57) SI-12' - MARKET VERTICAL
- (58) SI-13' - MARKET - CROSS INDUSTRY
- (59) SI-16' - PROFITABILITY
- (60) OPI-17' - RANKED COMPETITION (COMM)
- (61) SI-18' - " (FEDERAL)
- (62) ~~SI-38~~ FUTURE TRENDS
- (63) ~~SI-39~~ " " " " " "
- (62) SI-62' MARKET SHARE - COMM.
- (63) SI-~~63~~ 64' " " - FEDERAL
- (64) SI-45' FACTORS COMMERCIAL/POSITIVE
- (65) SI-46' FACTORS COMMERCIAL/NEG.
- (66) SI-47' " FEDERAL - POSITIVE
- (67) SI-48' " " NEGATIVE



SO

- (68) SO-V ^{dupl. MPR 89} INTRODUCTORY GUIDE
- (69) SO-10 DRIVING FORCES
- (70) SO-11 DRIVING FORCES
- ~~(71) SO-14 TOTAL MARKET~~
- (72) SO-13 MARKET BY DEMURY MODE
- (73) SO-15 TRENDS SO-PROCESSING SVCS
- (74) SO-18 SO - PROFESSIONAL SVCS.
- (75) SO-19 SO - BY SECTOR
- (76) SO-20 FEDERAL SPLIT OUT
- (77) SO-21 VERTICAL SPLIT OUT

- Contract (78) SO-22 " "
- # 2 (79) SO-23 GROWTH PERSPECTIVES
- (80) SO-24 MARGIN PERSPECTIVES
- (81) SO-25 MARKET SHARE
- (82) SO-26 VENDOR STRATEGIES
- (83) SO-27 VENDOR STRATEGIES
- (84) SO-70 CONCLUSIONS
- (85) SO-70 ^{only 1 copy of SO-70} CONCLUSIONS

- (86) CT-1 INTRODUCTION
- (87) CT-4 ANDERSEN
- (88) CT-5 CA
- (89) CT-6 CA
- (90) CT-11 DIGITAL
- (91) CT-12 EDS



- (92) CT-13 . EDS
- (93) CT-14 . EDS
- (94) CT-24 . ORACLE
- (95) CT-31 . SUMMING IT UP
- ~~(96) SC-4 ENTIREMENT 2000~~
- ~~(97) SC-4~~
- (96) SC-1a . INTRODUCTION
- (97) SC-4 . ENVIRONMENT 2000
- (98) SC-5 . "
- (99) SC-13 . CONCLUSIONS
- (100) SC-11 . OPPORTUNITIES

Entire section of Processing Services in sleeve



KEYWORD

- 1) MS-1 · IS - INDUSTRY DIRECTIONS
- 2) MS-6 · INPUT
- 3) MS-7 · INPUT
- 4) MS-8 · RESEARCH METHODOLOGY
- 5) MS-9 · "
- 6) MS-10 · "

8-10 min

INTRO

7) MS-13 · INTRODUCTION - CONCLUSIONS

~~8) I-6 · ~~MAJOR~~ IS - MAJOR~~

8) I-1 · INFO SYSTEMS

9) I-6 · IS - MAJOR ISSUES

10) I-7 0 IS - DRIVING FORCES

11) I-20 · COMPLEXITY

14) I-23 · BUYING PROCESS

13) I-25 · LINKING - KEY

14) I-26 · LINKING - NEW

15) I-27 · TECHNOLOGY TRENDS

16) I-28 · WITHOUT CHANGE

17) OU-6 0 OUTSOURCING

18) OU-7 · IS OUTSOURCING

19) OU-9 · US IS OUTSOURCING TRENDS

20) OU-12 · FOCUS

21) SI-1 · SI

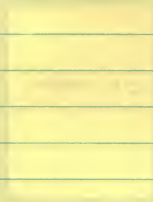
22) SI-2 · SI DEFINITION

23) SI-6 · MAJOR SI VENDOR ISSUES

24) SI-7 · "

Checked out to PAC
 I-7
 SO-I
 SO-73
 CO-77

SI



- 25) SI-9 . US SI MARKET
- 26) SI-11 . SI - VERTICAL
- 27) SI-12 . "
- 28) SI-13 . CYCLES INDUSTRY
- 29) SI-15 . NETWORKS
- 30) SI-17 . SI COMPETITION

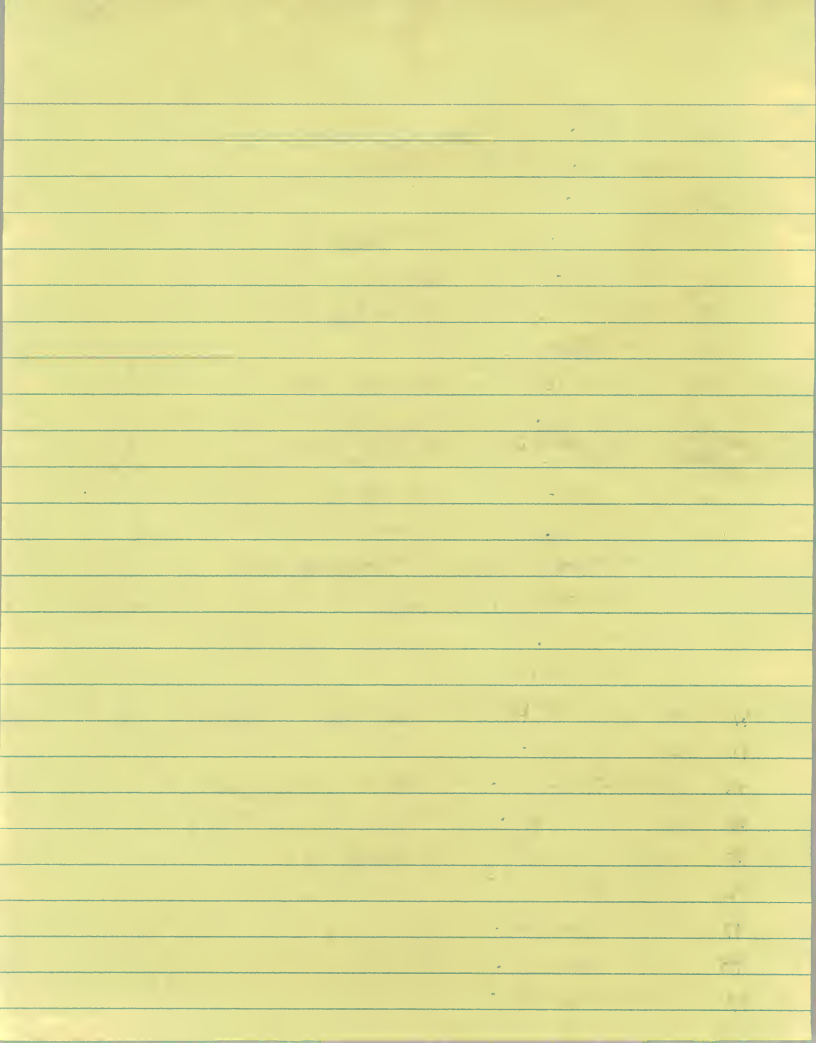
} SI

- 31) SI ~~42~~ 42 . COMPONENT
- 32) SO-1 0 . STARTING OPS.
- 33) SO-2 . "OLD / NEW"
- ~~34) SO-3~~ SO-3 . SO DEFINITION
- ~~35) SO-4~~ SO-4 . SO - DRIVING FORCES
- 36) SO-11 . SO - DRIVING FORCES
- 37) SO-19 . FORECAST
- ~~38) SO-26 . VENDOR STRATEGIES~~

} SO

- 38) SO-~~25~~ 25 . ~~VENDOR STRATEGIES~~ LEADING VENDORS
- 39) SO-26 . VENDOR STRATEGIES
- 40) SO-27 . "
- 41) 42) SO-77 P . SO VENDOR ISSUES

- 42) 43) IS-1 .
- 43) 44) ~~IS-2~~ IS-2 . IS IND STRUCTURE
- 44) 45) IS-6 . KEY TRENDS 1990S
- 45) 46) IS-10 . STRUCTURE
- 46) 47) IS-11 . STRUCTURE
- 47) 48) MF-4 .
- 48) 49) MF-5 .
- 49) 50) MF-6 .



- 50 51) MF-7.
 - 51 52) SP-35. APPS SOFTWARE PRODUCT
 - 52 53) PF-1. PROFESSIONAL SVCS
 - 53 54) PF-700) ^{one slide, 7ab} TRENDS
 - 54 55) PF-76)
 - 55 56) PF-8.
 - 56 57) PF-12.
 - 57 58) PF-13.
 - 58 59) PF-20.
- } PROFESSIONAL SVCS

- 59 60 - CT-1.
 - 60 61 - CT-2.
 - 61 62 - CT-4. ANDRIKEN
 - 62 63 - CT-14. EDS
 - 63 64 - CT-24. ORACLE
 - 64 65 - CT-11.
 - 65 66 - SC-16. CONCLUSIONS
 - 66 67 - SC-4.
 - 67 68 - SC-5.
 - 68 69 - SC-7.
 - 69 70 - SC-13.
 - 70 71 - SC-11.
- } CONCLUSIONS

