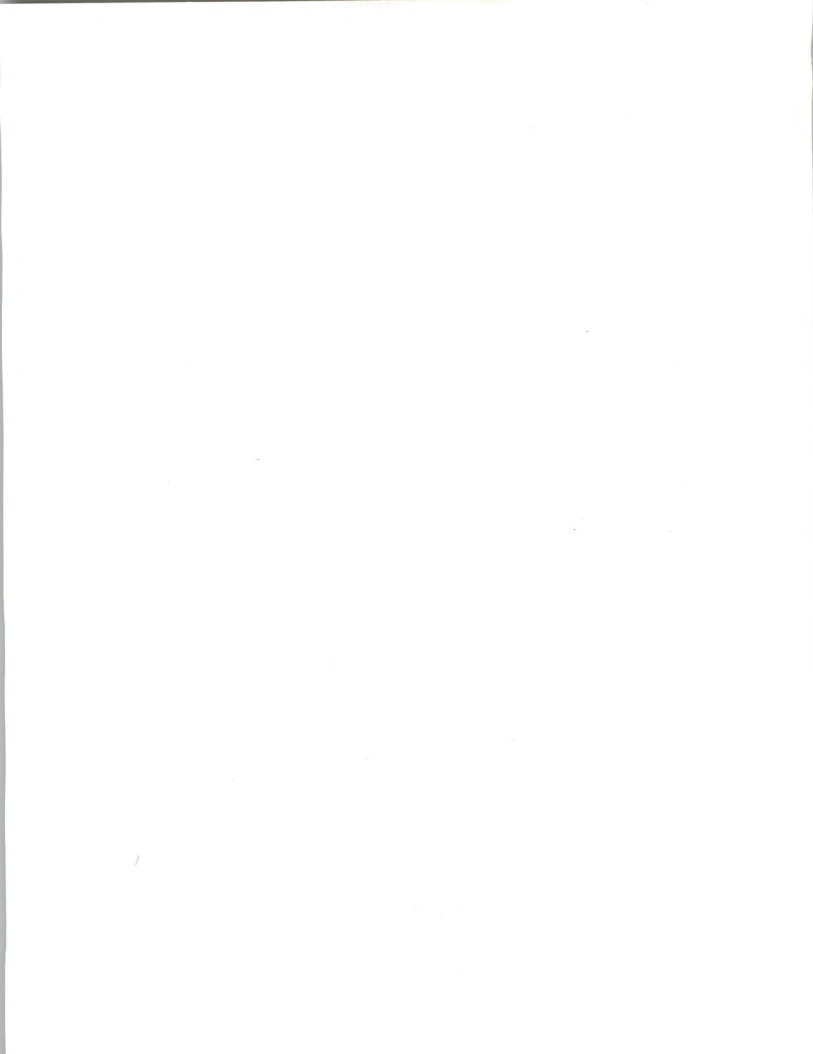


**LEADING EUROPEAN
SOFTWARE PRODUCT
COMPANIES**

Compiled for
Digital

By

INPUT LTD.



AUGUST 1988

LEADING EUROPEAN SOFTWARE PRODUCT COMPANIES

Compiled for
Digital

By

INPUT LTD.

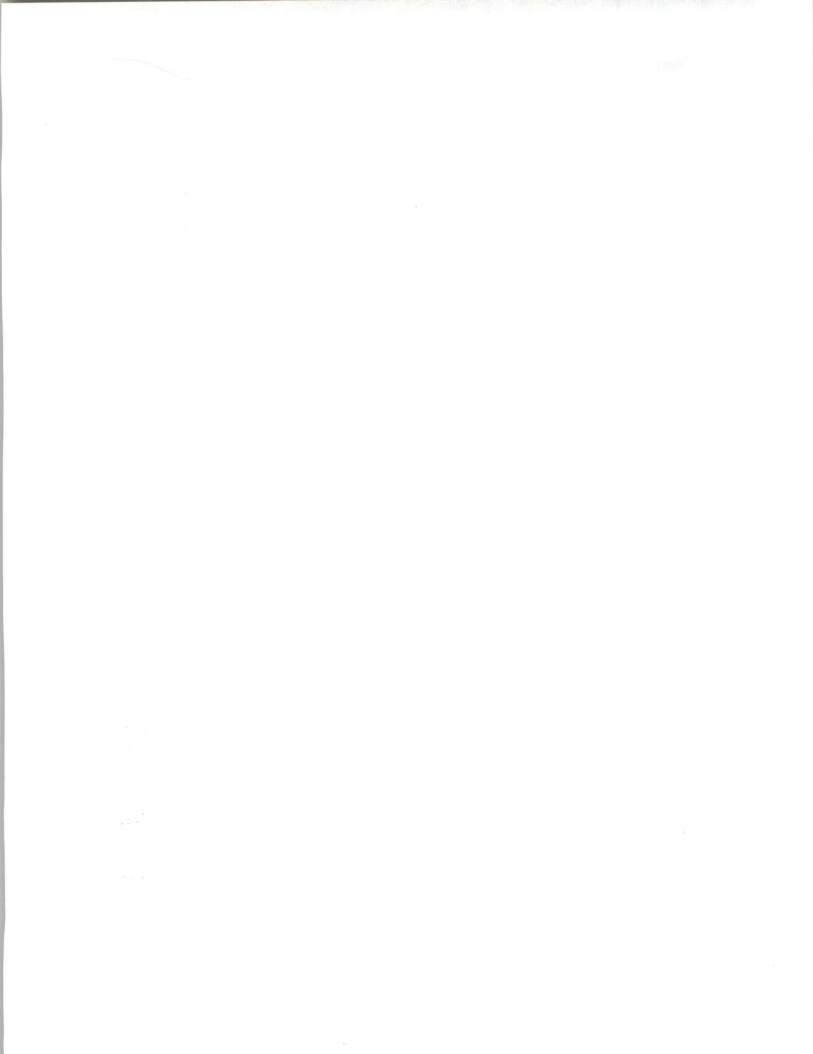
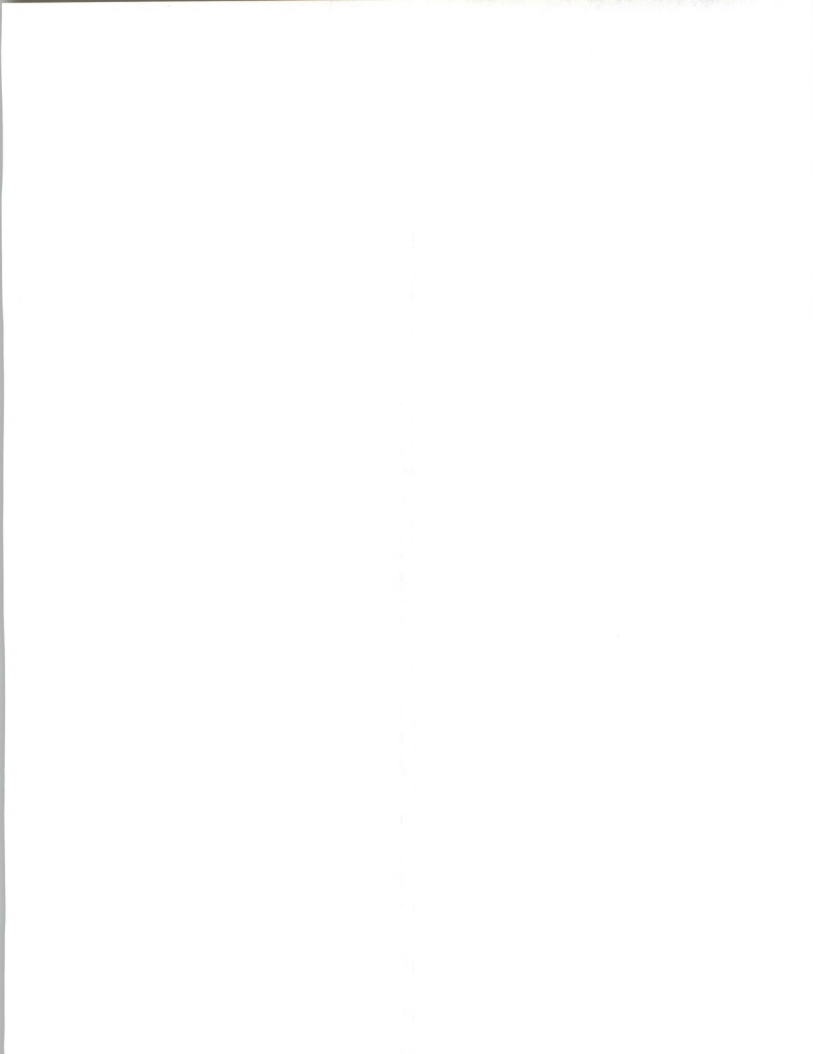


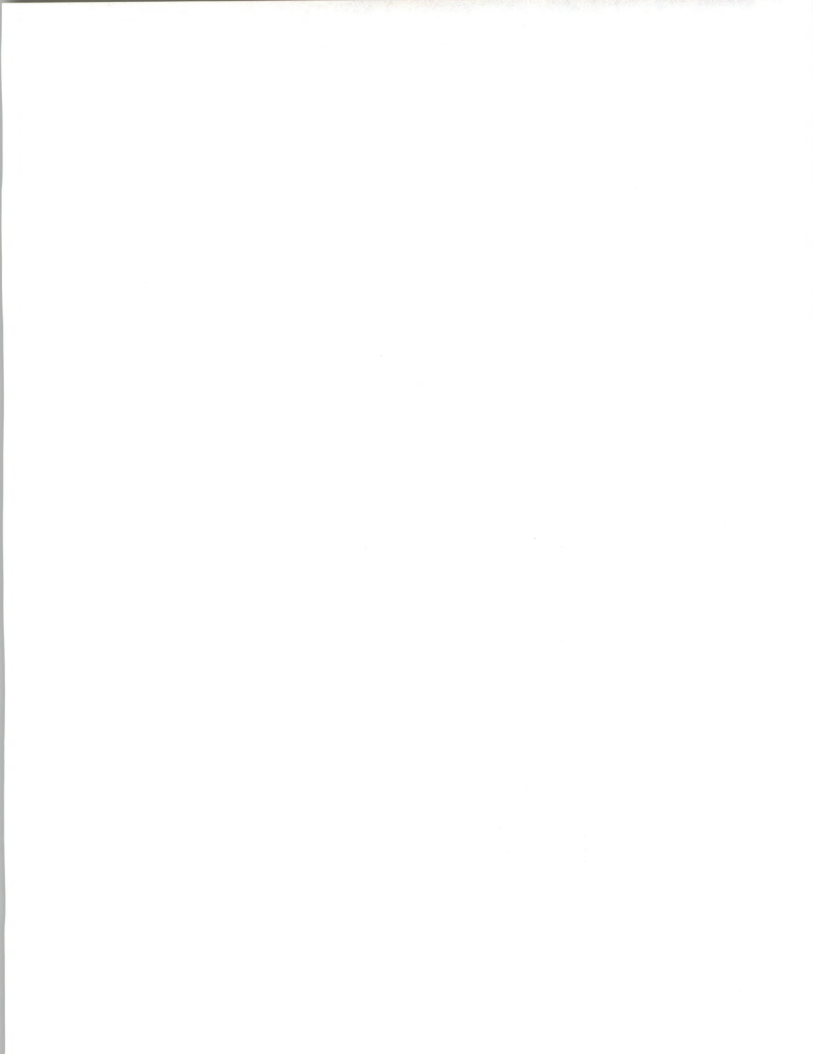
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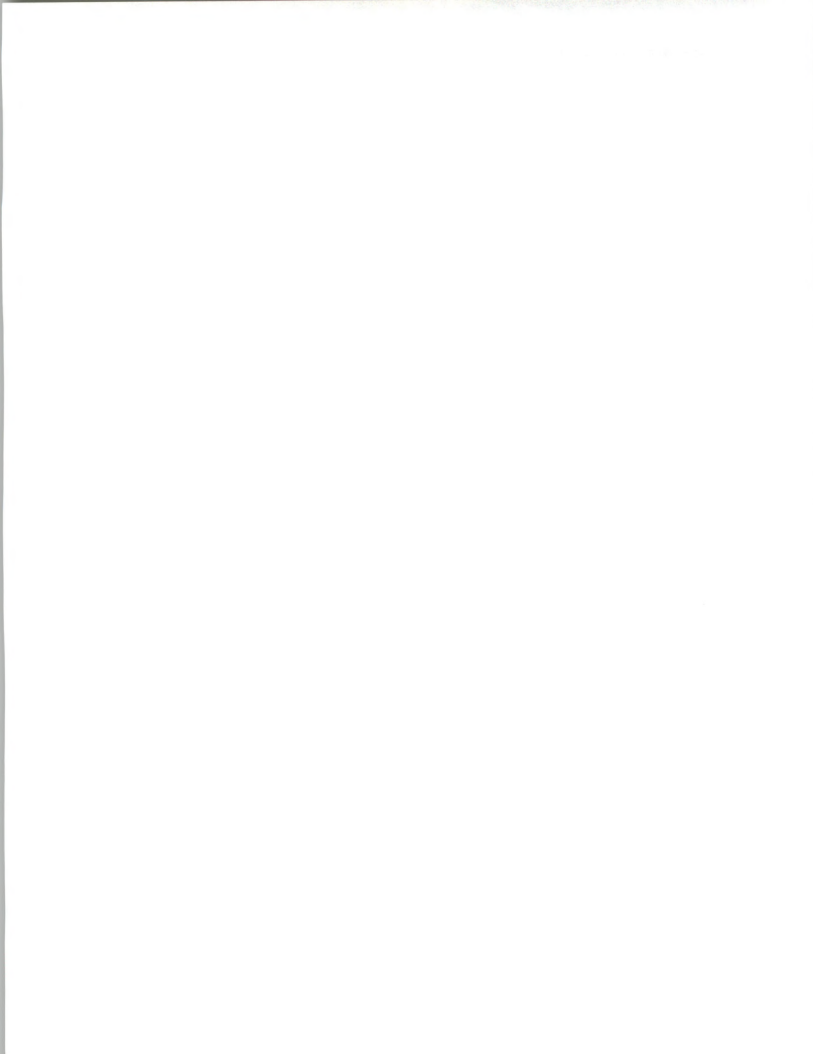


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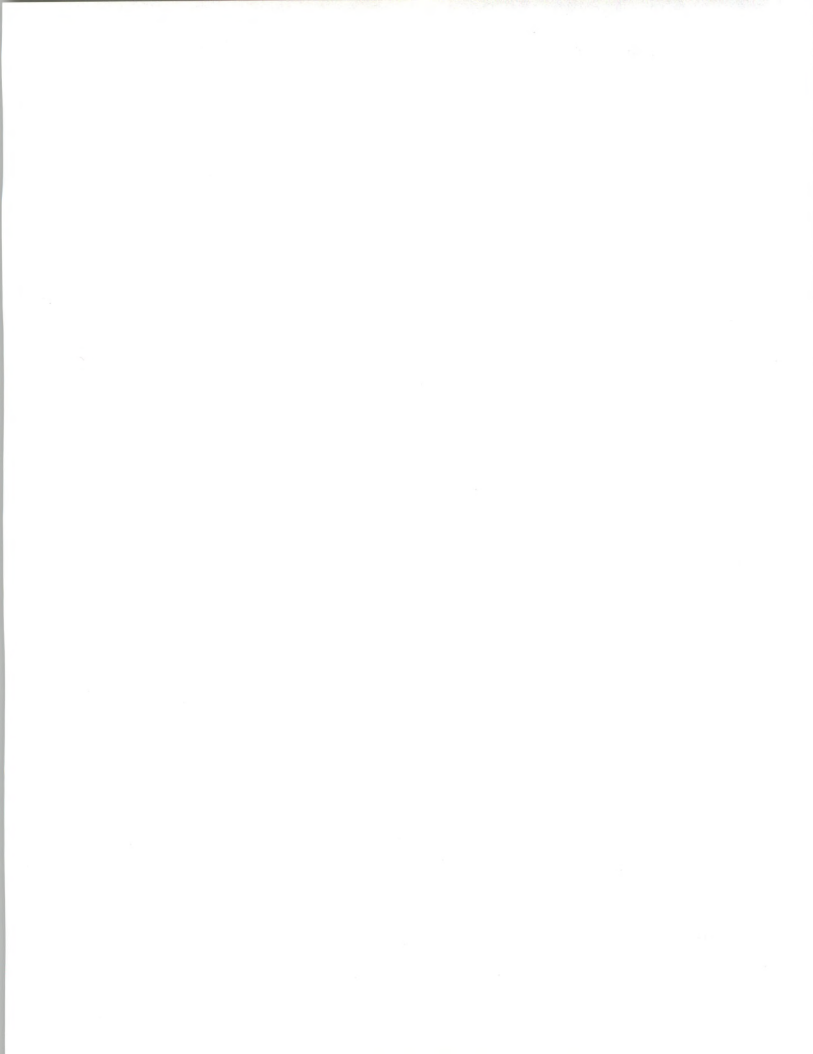
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Introduction



100

I

Introduction

A

Objectives

The objectives of this study, as agreed between DIGITAL and INPUT, were the following:

1. To identify:
 - (a) The top 80 European-owned software companies in Europe.
 - (b) 20 smaller software companies that might potentially be strategically important to DIGITAL, and could be described as 'fast-growing' or involved in 'emerging technologies'.
2. To provide a ranking list showing the companies in 1(a) above plus the most important U.S. software companies active in the European market.
3. To provide short profiles of the 100 companies in 1(a) and 1(b) above.

B

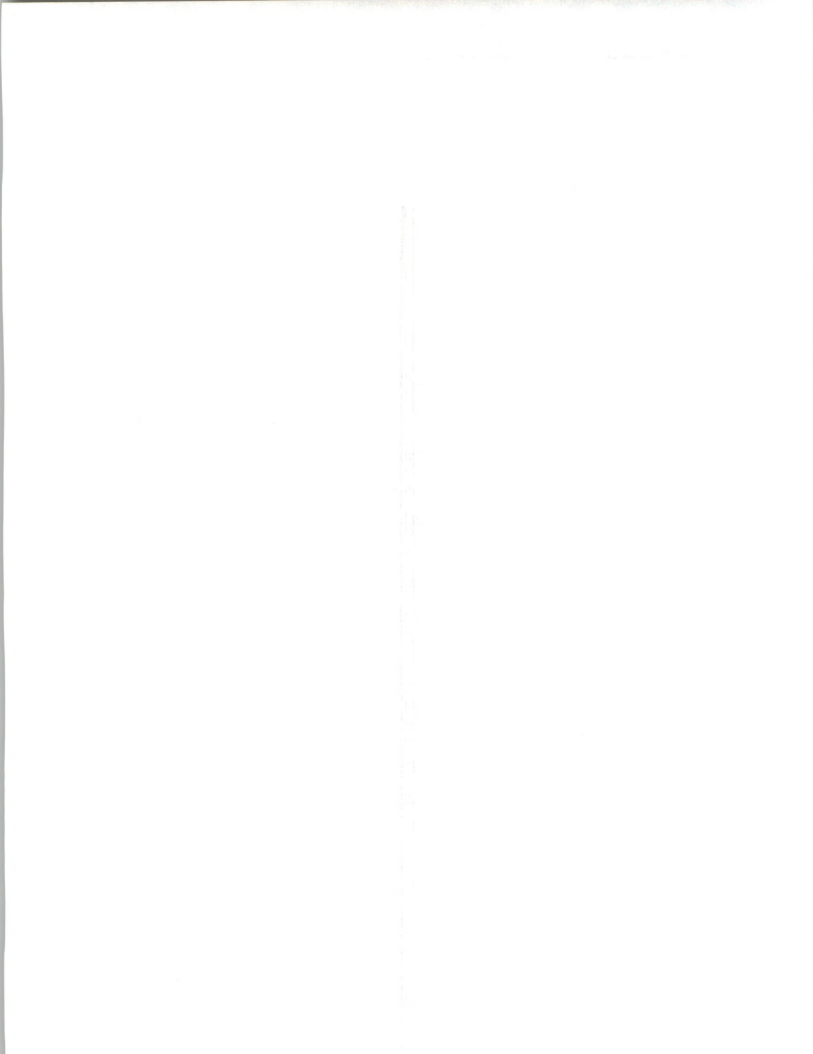
Scope

The companies covered do not include hardware manufacturers (or companies owned by hardware manufacturers), but do include those owned by other organisations, such as industrial groups, etc.

Included are companies that develop standard software products (systems and applications). Companies that are only involved in the distribution of software products do not come under the scope of the study.

The company profiles contain the following details:

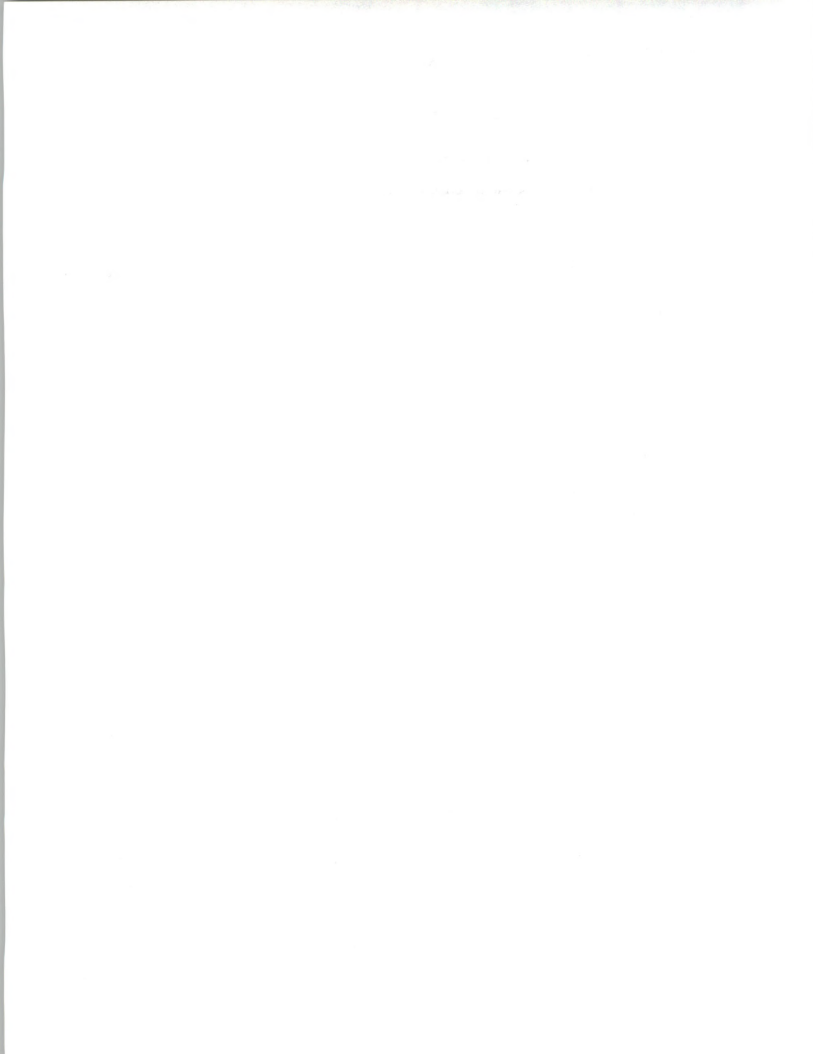
- Name, address and telephone number of company
- Ownership
- Number of employees



- Total revenues in 1987 (not just software product revenues)
- Type of software produced—i.e., (a) whether systems or applications and (b) which hardware platforms
- Geographic coverage

C

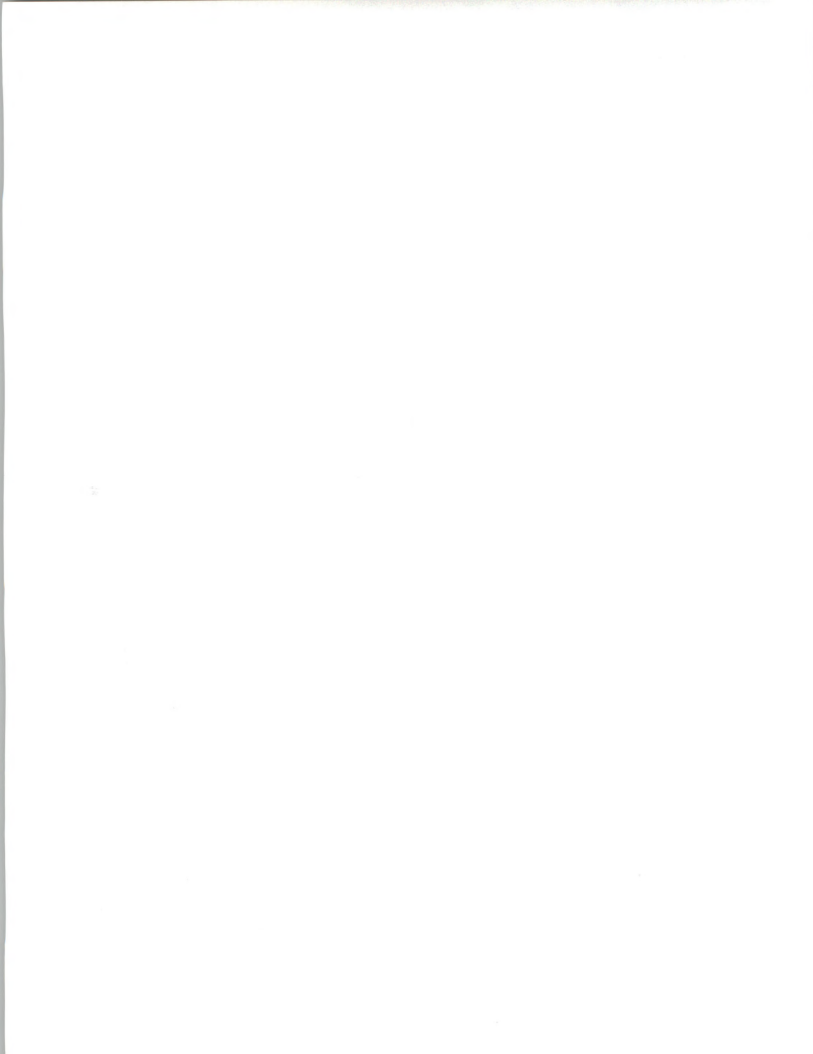
Methodology The data and information provided in this study was obtained from INPUT's in-house files and research resources as well as via telephone interviews undertaken specifically for this project.





Overview





II Overview

Exhibit II-1 shows the leading software product companies active in the European market.

The prime aim here is to show the leading European-owned software product companies, ranked according to the level of revenues they derive from software products.

In order to gauge the relative importance of the American independent software product vendors in the European market, INPUT has included the leading five (Computer Associates, Microsoft, Ashton Tate, Lotus and MSA) in the ranking.

The computer hardware manufacturers are not included in the list.

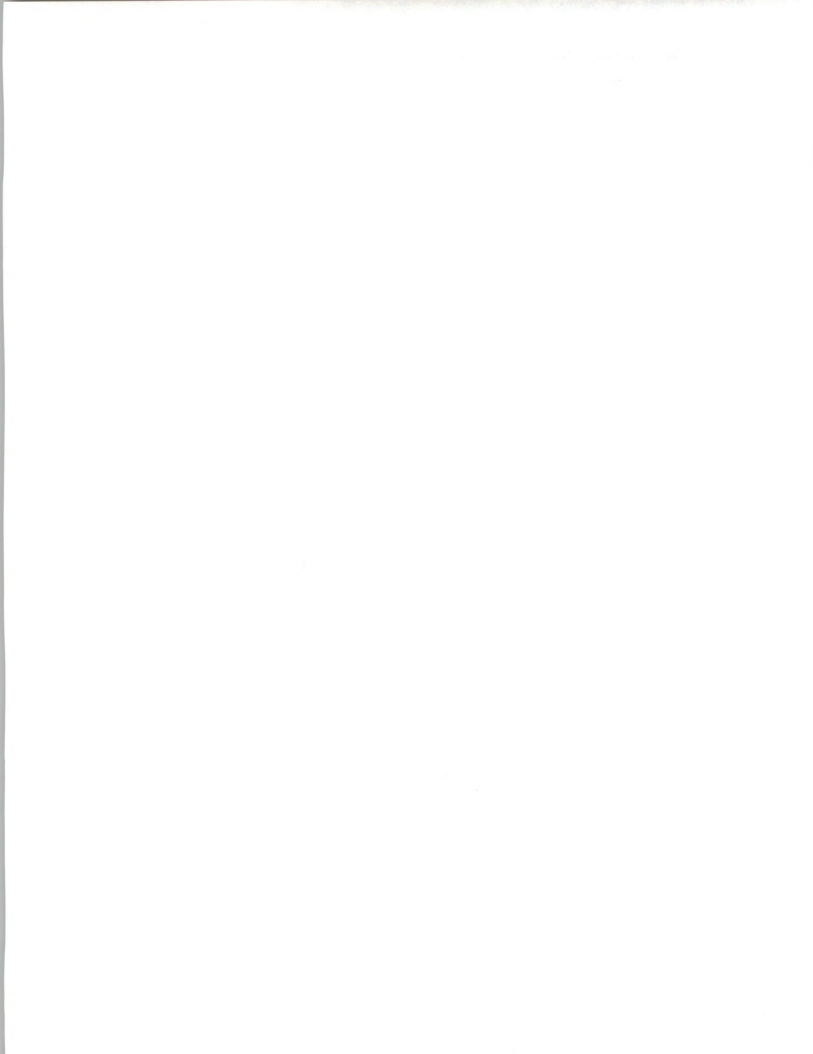


EXHIBIT II-1

Leading Software Product Companies—Europe

| <u>Rank</u> | <u>Company Name</u> | <u>Country of Origin</u> |
|-------------|--------------------------|--------------------------|
| 1 | Computer Associates | USA |
| 2 | Microsoft | USA |
| 3 | Software AG | D |
| 4 | SAP | D |
| 5 | Ashton Tate | USA |
| 6 | BIS | GB |
| 7 | Lotus | USA |
| 8 | MSA | USA |
| 9 | GSI | F |
| 10 | GEI | D |
| 11 | Thorn Software | GB |
| 12 | CGI | F |
| 13 | CAP Group | GB |
| 14 | ADV/Orga | D |
| 15 | La Commande Electronique | F |
| 16 | CCMC | F |
| 17 | Thom 6 | F |
| 18 | Datamont | I |
| 19 | ITP Group | I |
| 20 | Sligos | F |

[The body of the page contains extremely faint and illegible text, likely bleed-through from the reverse side of the document. The text is too light to transcribe accurately.]

EXHIBIT II-1 (continued)

| Rank | Company Name | Country of Origin |
|------|-------------------------|-------------------|
| 21 | GE-DA | I |
| 22 | Engineering Informatica | I |
| 23 | CCF | GB |
| 24 | Concept SA | F |
| 25 | ISE Cegos | F |
| 26 | Data Management | I |
| 27 | Enidata | I |
| 28 | France Image Logiciel | F |
| 29 | Telesystemes | F |
| 30 | Sema Metra | F |
| 31 | CMG | GB |
| 32 | Steria | F |
| 33 | Hoskyns | GB |
| 34 | Multihouse | NL |
| 35 | Krupp Atlas | D |
| 36 | L & T Informatica | NL |
| 37 | SIME | I |
| 38 | Softlab | D |
| 39 | CDFI | F |
| 40 | Logica | GB |
| 41 | Peterborough | GB |



EXHIBIT II-1 (continued)

| <u>Rank</u> | <u>Company Name</u> | <u>Country of Origin</u> |
|-------------|----------------------------|--------------------------|
| 42 | Scicon | GB |
| 43 | Finsiel | I |
| 44 | Schumann | D |
| 45 | Data Logic | GB |
| 46 | MBP | D |
| 47 | Metsys | F |
| 48 | Pirelli | I |
| 49 | Selesta | I |
| 50 | Syseca | F |
| 51 | Sopin | I |
| 52 | Sherwood Computer Services | GB |
| 53 | CDS Group | I |
| 54 | Hogia Data | S |
| 55 | Start Informatique | F |
| 56 | SIPE Optimation | I |
| 57 | DOS | D |
| 58 | Cegid | F |
| 59 | AMI | F |
| 60 | GMO | D |
| 61 | Actis | D |

THE HISTORY OF THE COUNTY OF BUCKINGHAM

OF THE COUNTY OF BUCKINGHAM

FROM THE EARLIEST PERIODS TO THE PRESENT

BY JOHN H. COLEMAN

IN TWO VOLUMES

VOLUME THE SECOND

LONDON: PUBLISHED BY J. H. COLEMAN

AT THE OFFICE OF THE COUNTY CLERK, BUCKINGHAM

1878

PRINTED BY J. H. COLEMAN

AT THE OFFICE OF THE COUNTY CLERK, BUCKINGHAM

1878

BY J. H. COLEMAN

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BY J. H. COLEMAN

AT THE OFFICE OF THE COUNTY CLERK, BUCKINGHAM

1878

EXHIBIT II-1 (continued)

| <u>Rank</u> | <u>Company Name</u> | <u>Country of Origin</u> |
|-------------|---------------------|--------------------------|
| 62 | TITN | F |
| 63 | Feeder | F |
| 64 | IBSI | F |
| 65 | DVO | D |
| 66 | Lombardia | I |
| 67 | Winter Partners | CH |
| 68 | System Management | I |
| 69 | NMW | GB |
| 70 | Strassle | D |
| 71 | Pegasus | GB |
| 72 | Voest Alpine AG | A |
| 73 | Sinorg | F |
| 74 | Integrata | D |
| 75 | Micro Focus | GB |
| 76 | PSI | D |
| 77 | ISAG | CH |
| 78 | RHV | D |
| 79 | Dicosoft | D |
| 80 | Programmator | S |

Dear Mr. [Name]

I have received your letter of the 10th inst. regarding the matter of [Topic]. I am sorry that I cannot give you a more definite answer at this time, but the situation is somewhat complicated. I will be sure to get back to you as soon as possible.

Very truly yours,

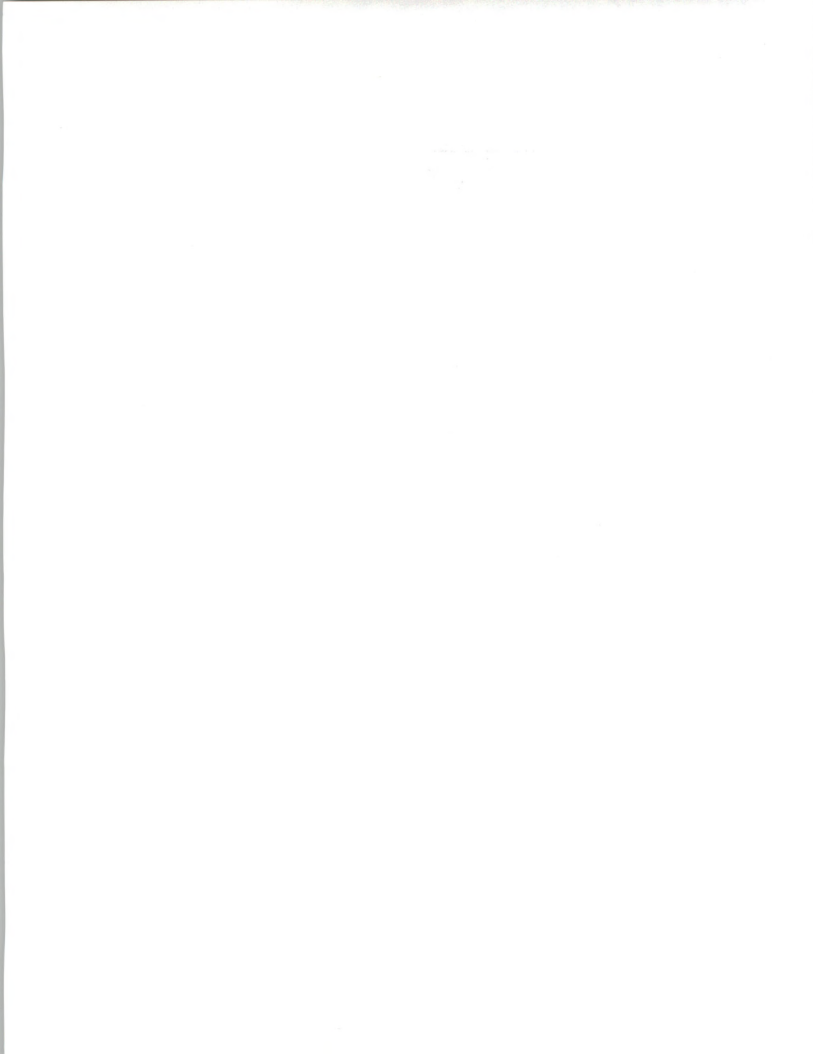
[Signature]

[Address]

EXHIBIT II-1 (continued)

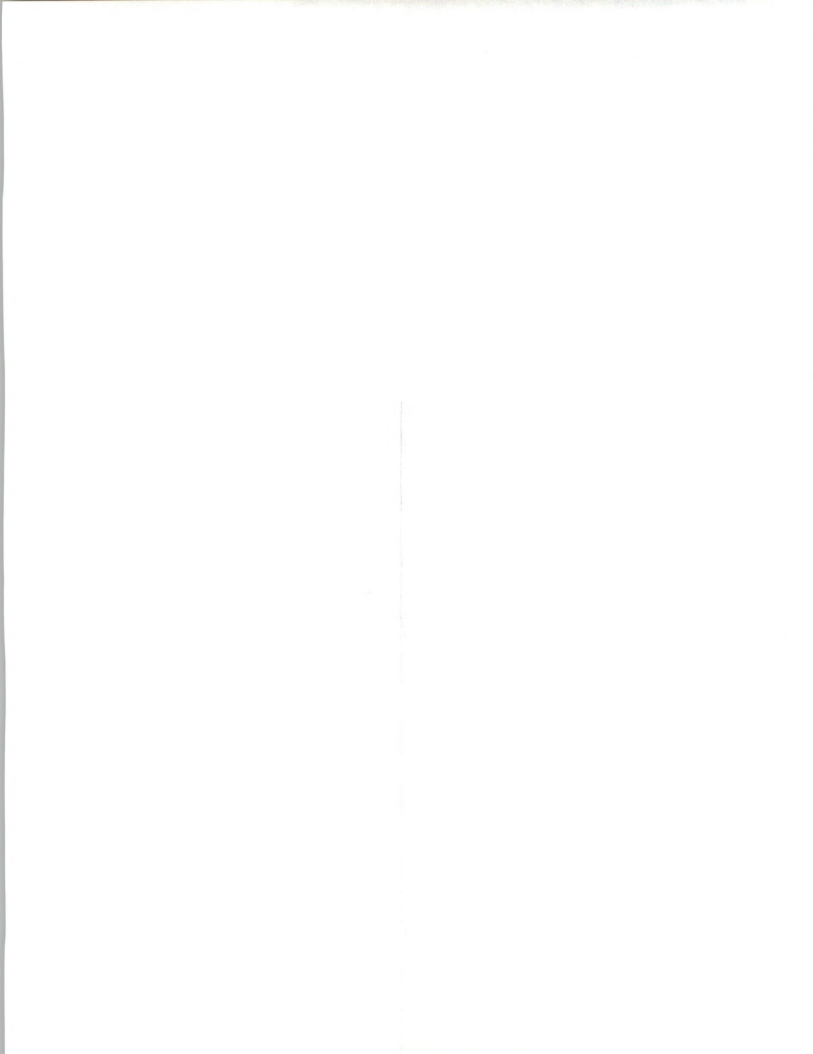
| <u>Rank</u> | <u>Company Name</u> | <u>Country of Origin</u> |
|-------------|---------------------|--------------------------|
| 81 | Orda - B | B |
| 82 | Management Data | A |
| 83 | Administra | B |
| 84 | Praxis Calcolo | I |
| 85 | Soba Gruppe | D |

D = West Germany, F = France, GB = United Kingdom, I = Italy,
S = Sweden, NL = Netherlands, B = Belgium, A = Austria,
CH = Switzerland





Leading French-Owned Software Product Companies



III

Leading French-Owned Software Product Companies

Exhibits III-1 through III-22 provide details for each of the selected software product companies in France.

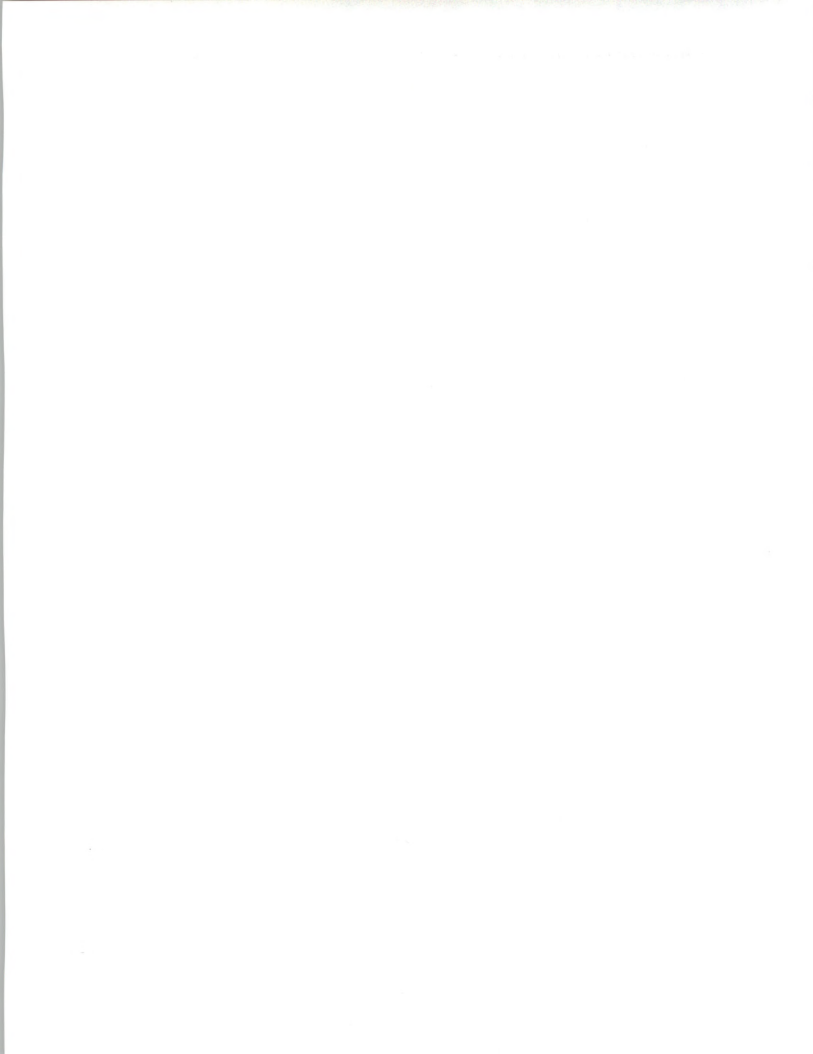


EXHIBIT III-1

Company Name: **GSI**

Address: 25 Boulevard de l'Amiral-Bruix
75782 Paris
Cedex 16
France

Tel. No.: (1) 45 02 74 75

Ownership: Public

Private

Subsidiary (Employee Owned)

No. of Employees: 2050

Total Revenues (1987): 1386M FF

Type of Software Produced: Systems

Applications Payroll, management,
production (MRP),
accounts, motor trade

Hardware Platforms: Payroll: minis and micros; Management:
Digital; Accounts & Motor Trade: IBM

Geographic Coverage: France, Switzerland, Italy, Spain, U.S.
(expansion planned elsewhere)

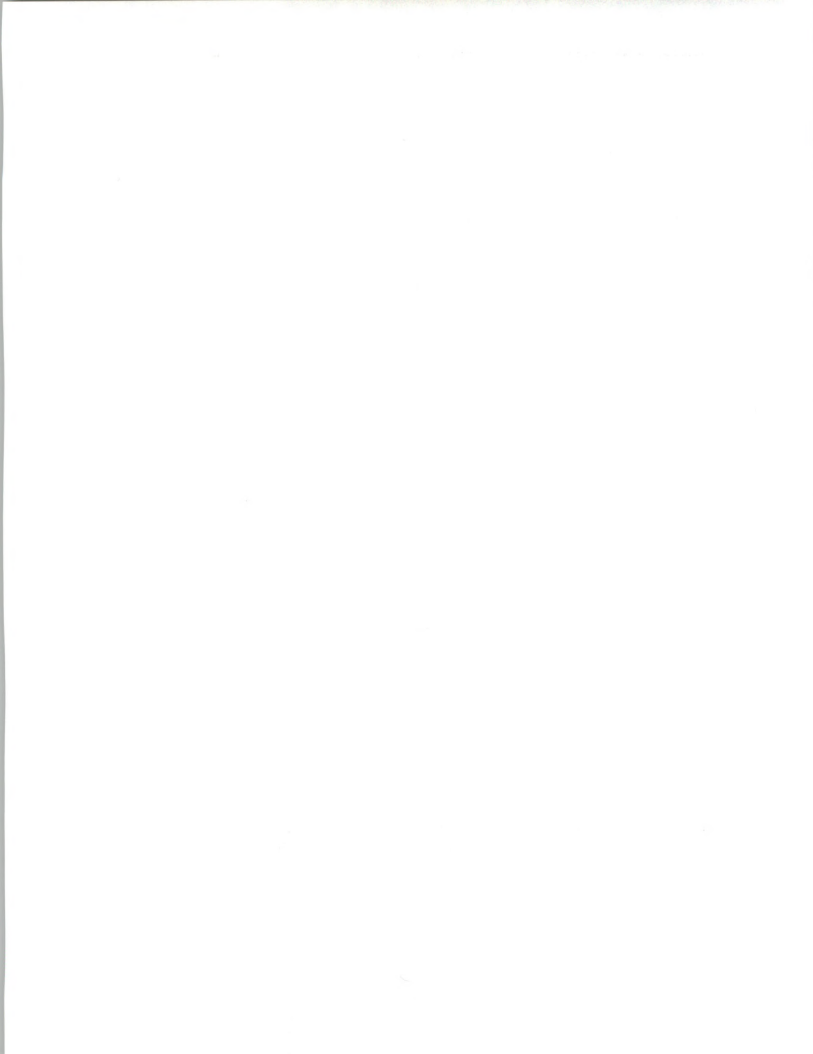


EXHIBIT III-2

Company Name: **CGI (Compagnie Generale d'Informatique)**

Address: 28-34 Rue du Chateau des Rentiers
75640 PARIS
Cedex 13
France

Tel. No.: (1) 40 77 20 00

Ownership: Public Second Marche
Private
Subsidiary (Parent co.: _____)

No. of Employees: 1729

Total Revenues (1987): 707M FF

Type of Software Produced: Systems Software Engineering (Pacbase)
Applications Human Resources, Finance, Banking

Hardware Platforms: Moving from mainframe only to micros (MS/DOS) and micro/mainframe links

Geographic Coverage: France 79%, Europe, U.S. (Pacbase)

EXHIBIT III-3

Company Name: **La Commande Electronique**

Address: 7 Rue des Prias
27920 - St. Pierre de Bailleul
France

Tel. No.: 32 52 54 02

Ownership: Public Second Marche
Private
Subsidiary (Parent co.: _____)

No. of Employees: 190

Total Revenues (1987): 243M FF

Type of Software Produced: Systems Mainly translation (and distribution) of Ashton Tate products for French-speaking markets.
Applications The company also develops some software in-house.

Hardware Platforms: Microcomputers

Geographic Coverage: France and other French-speaking countries



EXHIBIT III-4

Company Name: **CCMC**

Address: 99-115 Quai du Pdt Roosevelt
92136 Issy-les-Moulineaux
France

Tel. No.: 45 54 95 94

Ownership: Public
Private
Subsidiary (Parent co.: _____)

No. of Employees: 1423

Total Revenues (1987): 951M FF

Type of Software Produced: Systems
Applications Accountancy

Hardware Platforms: Mainly micros

Geographic Coverage: 93% France

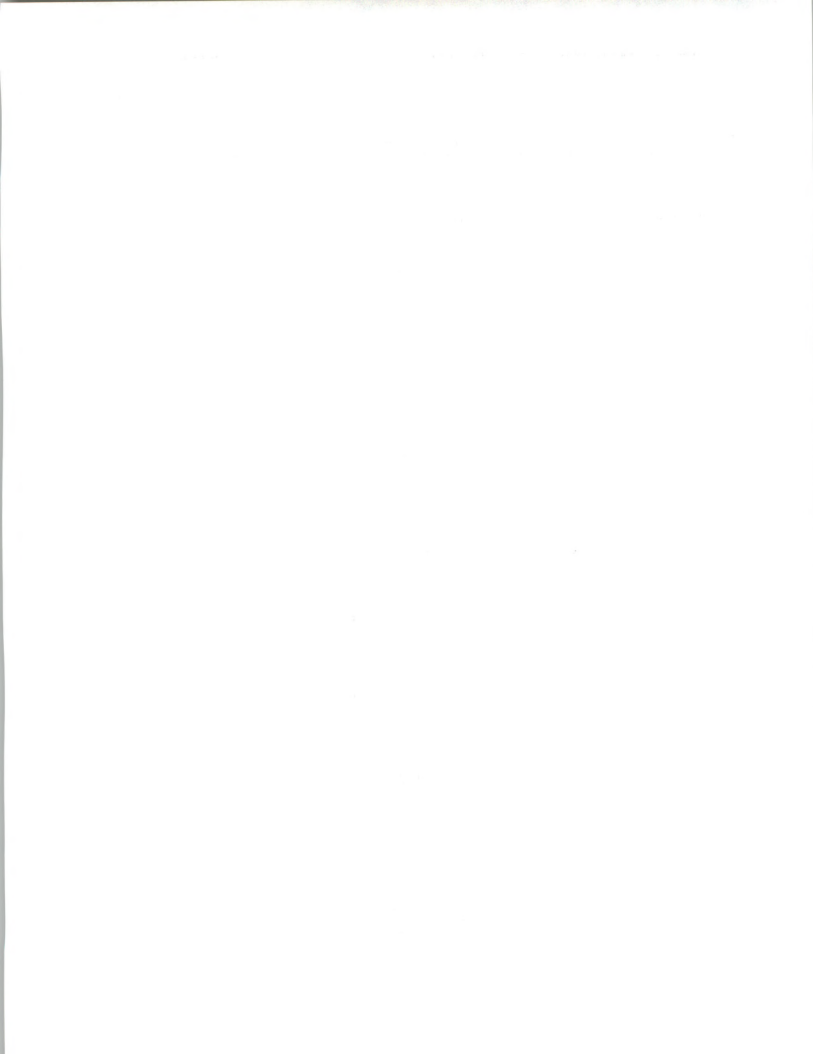


EXHIBIT III-5

Company Name: **Thom 6**

Address: 33 Rue de Vouille
75015 Paris
France

Tel. No.: 48 56 31 11

Ownership: Public

Private

Subsidiary (Parent co.: Thomson CSF)

No. of Employees: 376

Total Revenues (1987): 285M FF

Type of Software Produced: Systems

Applications PROCONSUL and CERG
(Admin/Accountancy);
SCOPS, EXCALIBUR,
ORDO, CMS (Facility
Management).

Hardware Platforms: UNISYS/APOLLO
BULL/SUN
DECVAX/VALID
IBM/

Geographic Coverage: France

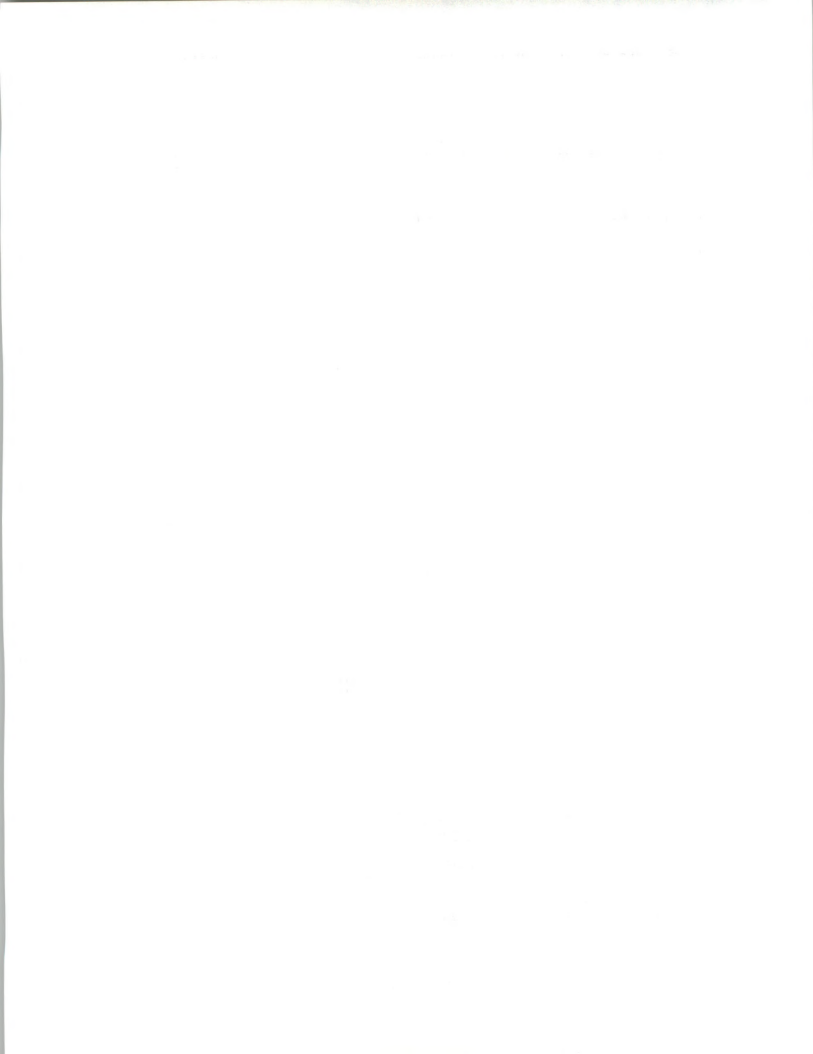


EXHIBIT III-6

Company Name: **Sligos**

Address: Immeuble Ile de France
3 Place de la Pyramide
92067 Paris La Defense
France

Tel. No.: 49 00 90 00

Ownership: Public
Private
Subsidiary (Parent co.: _____)

No. of Employees: 2736

Total Revenues (1987): 1397M FF

Type of Software Produced: Systems System conversion (e.g.,
DOS to MVS)
Applications Funds and information
transfer, commercial (A/C,
pay, management),
production

Hardware Platforms:

- Commercial - IBM 38 and micros
- Videotex etc - IBM

Geographic Coverage: France 95%, Scandinavia, New subsidiary in
Italy



EXHIBIT III-7

Company Name: **Concept SA**

Address: 7 Rue Casteja
92100 Boulogne Billancourt
France

Tel. No.: 46 09 95 15

Ownership: Public Second marche
Private
Subsidiary (Parent co.: _____)

No. of Employees: 350

Total Revenues (1987): 195M FF

Type of Software Produced: Systems
Applications Complete Range:
Treasury, Accounting,
Financial Management

Hardware Platforms: Micros

Geographic Coverage: France, Expanding abroad (e.g., into Italy)

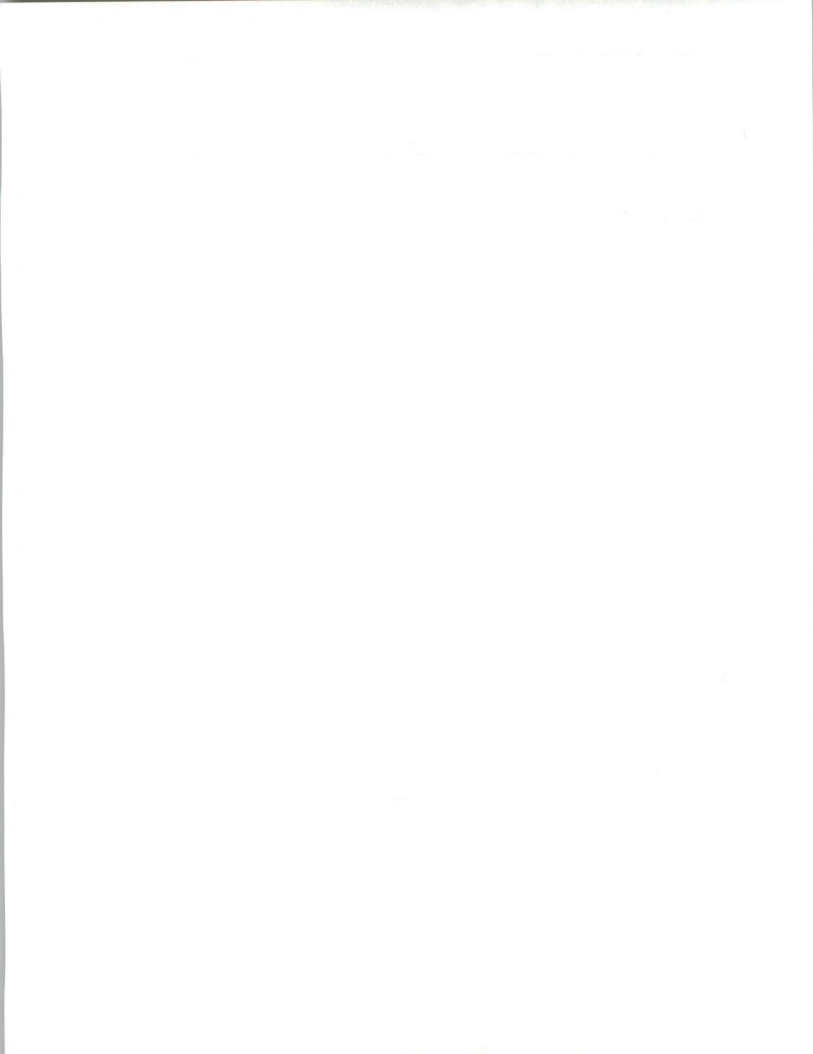


EXHIBIT III-8

Company Name: **ISE Cegos**

Address: 27-33 Quai de Gallo
92517 Boulogne, France

Tel. No.: (1) 46-09-28-28

Ownership: Public

Private

Subsidiary (Parent co.: Cegos)

No. of Employees: 60

Total Revenues (1987): 102M FF

Type of Software Produced: Systems Mainly retailer of US Products - manufacturer of applications s/w for micro

Applications US products by SPC/Harvard Graphic/Micro Database System (MDS - Knowledge 3)

Hardware Platforms: IBM and compatibles
Apple

Geographic Coverage: France

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The physician's duty to the patient is to provide the best possible care.

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The physician's duty to the patient is to provide the best possible care.

The physician's duty to the patient is to provide the best possible care.

EXHIBIT III - 9

Company Name: **France Image Logiciel**

Address: Tour Gallieni 2, 36, Av. Gallieni
93175 Bagnolet, France

Tel. No.: 1-48-97-44-44

Ownership: Public

Private

Subsidiary (Parent co.:
CGE/CAMIF/THOMSON)

No. of Employees: 75

Total Revenues (1987): 104M FF

Type of Software Produced: Systems

Applications Games - Educational and
Professional. Distributor
of 'Micropros', 'Activision'
and B.T. game s/w
products

Hardware Platforms: Micros
IBM and compatibles
Atari - Amiga

Geographic Coverage: France



EXHIBIT III-10

Company Name: **Telesystemes**

Address: 115, Rue du Bac
75007 - Paris, France

Tel. No.: 45-49-85-00

Ownership: Public

Private

Subsidiary (Parent co.: Cogecom)

No. of Employees: 2000

Total Revenues (1987): 987M FF

Type of Software Produced: Systems Software Engineering

Applications Videotex

Hardware Platforms: Bull
IBM
DEC
UNIX

Geographic Coverage: 95% France



EXHIBIT III-11

Company Name: **Sema Metra**

Address: 16 Rue Barbes
92126-Montrouge, France

Tel. No.: (1)-46-57-13-00

Ownership: Public
Private
Subsidiary (Parent co.: 1988 merged with CAP Group. Paribas is major shareholder)

No. of Employees: 3100

Total Revenues (1987): 1446M FF

Type of Software Produced: Systems Software Engineering Tools
Applications Accounting, Energy applications, Banking

Hardware Platforms: IBM
BULL
HP
DIGITAL

Geographic Coverage: Europe, Africa, Asia, S. America

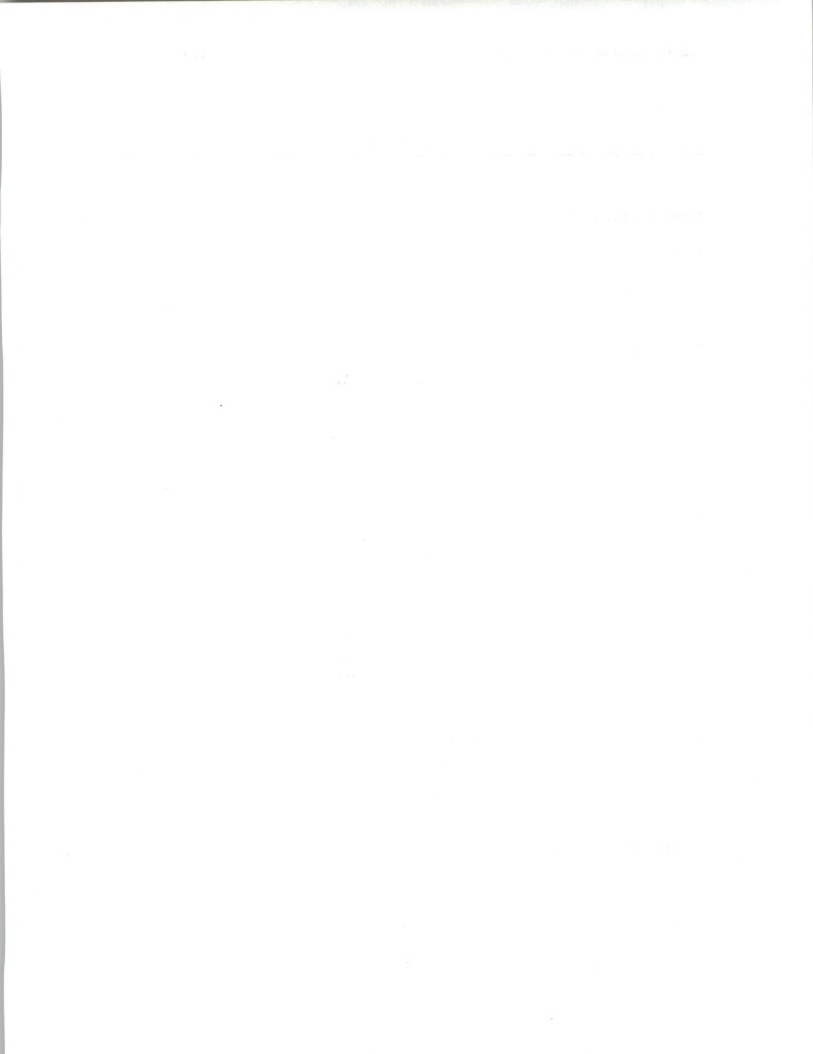


EXHIBIT III-12

Company Name: **Steria**

Address: 147 Rue de Courcelles
75017 Paris, France

Tel. No.: 47-63-11-83

Ownership: Public

Private

Subsidiary (Parent co.: 52% Soderi
(Steria Employees) 29%
BNP, 19% TOTAL (OFP))

No. of Employees: 1745

Total Revenues (1987): 745M FF

Type of Software Produced: Systems Software Engineering

Applications Banking,
Communications

Hardware Platforms: IBM
DEC

Geographic Coverage: Subsidiaries in Belgium, Germany, Switzerland,
Spain, Ivory Coast



EXHIBIT III-13

Company Name: **CDFI**

Address: Tour Albert 1er
65 Av. De Colmar
92507, Rueil-Malmaison, France

Tel. No.: (1)-47-32-92-34

Ownership: Public

Private

Subsidiary (Parent co.:
Charbonnages de France)

No. of Employees: 620

Total Revenues (1987): 288M FF

Type of Software Produced: Systems (Minor %)

Applications "Quatre" for
administration. "Calenne"
- maintenance. "Page" -
production.

Hardware Platforms: IBM (Mini-m/f)
55% BULL (Mini-m/f) 45%

Geographic Coverage: France, Expanding activities in Spain, Italy,
Germany, U.K.

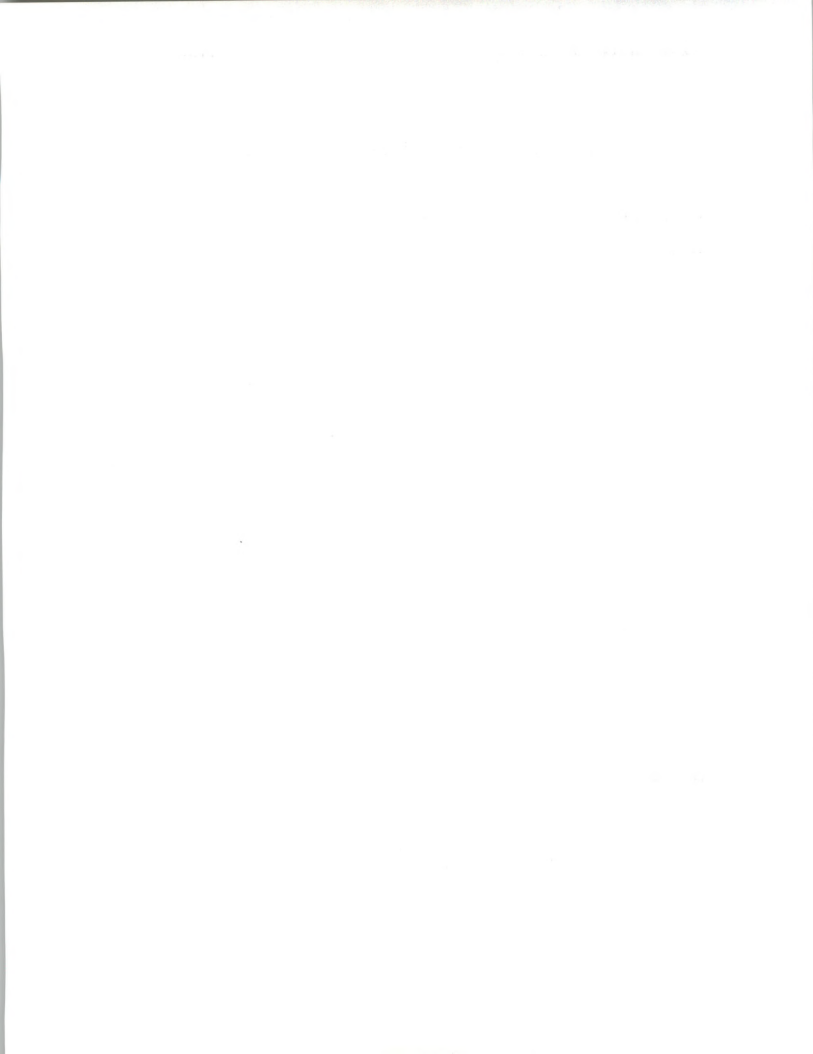


EXHIBIT III-14

Company Name: **Metsys**

Address: 4 Passage St Antoine
92508 Rueil-Malmaison, France

Tel. No.: 1-47-32-92-57

Ownership: Public

Private

Subsidiary (Parent co.: _____)

No. of Employees: 350

Total Revenues (1987): 142M FF

Type of Software Produced: Systems

Applications IBM based - for admin.,
personnel, commerce
and finance

Hardware Platforms: IBM 100%

Geographic Coverage: France

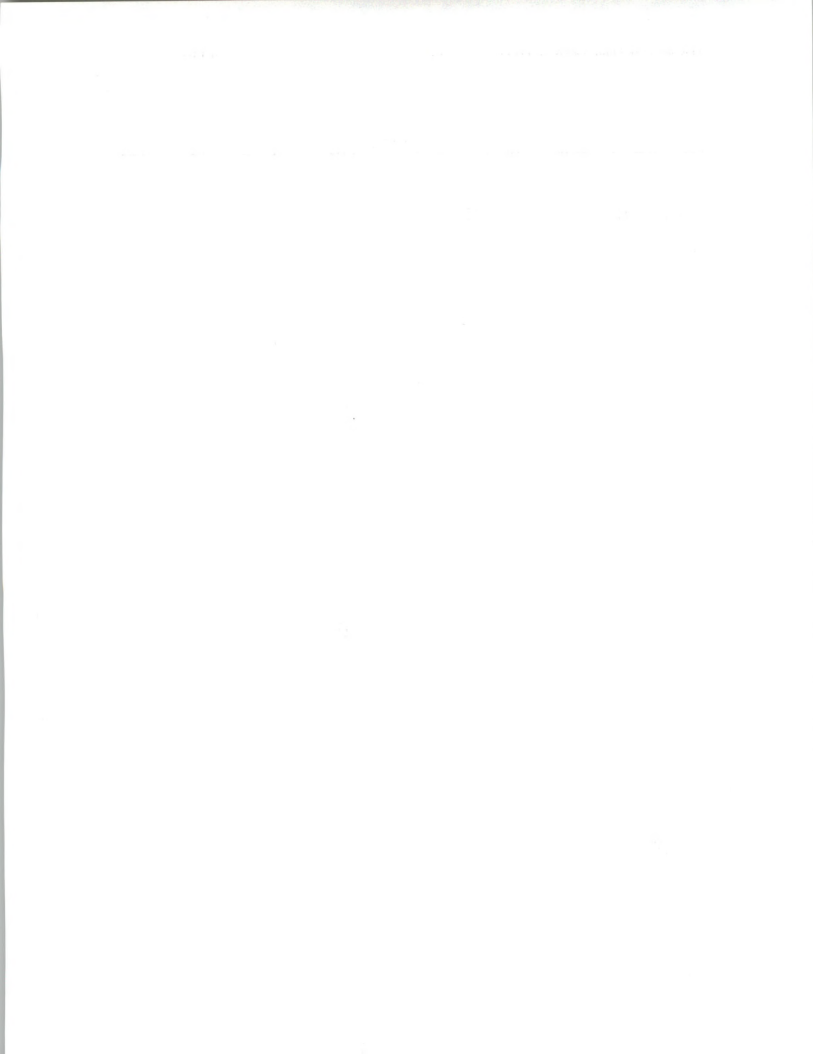


EXHIBIT III-15

Company Name: **Syseca**

Address: 315 Bureau de la Colline
92213 - Saint Cloud
France

Tel. No.: (1)-49-11-70-00

Ownership: Public

Private

Subsidiary (Parent co.: Thomson - CSF)

No. of Employees: 1060

Total Revenues (1987): 443M FF

Type of Software Produced: Systems Software development products

Applications Commercial applications

Hardware Platforms: MS/DOS
APOLLO
HP
IBM

Geographic Coverage: 98% France, Subsidiaries in the U.S.

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EXHIBIT III-16

Company Name: **Start Informatique**

Address: 32 Rue de Cambrai
75019-Paris
France

Tel. No.: 42-03-76-23

Ownership: Public

Private

Subsidiary (Parent co.: _____)

No. of Employees: 350

Total Revenues (1987): 200M FF

Type of Software Produced: Systems

Applications Administration

Hardware Platforms: UNIX (32-bit)
MS-DOS

Geographic Coverage: France; possible expansion abroad in future

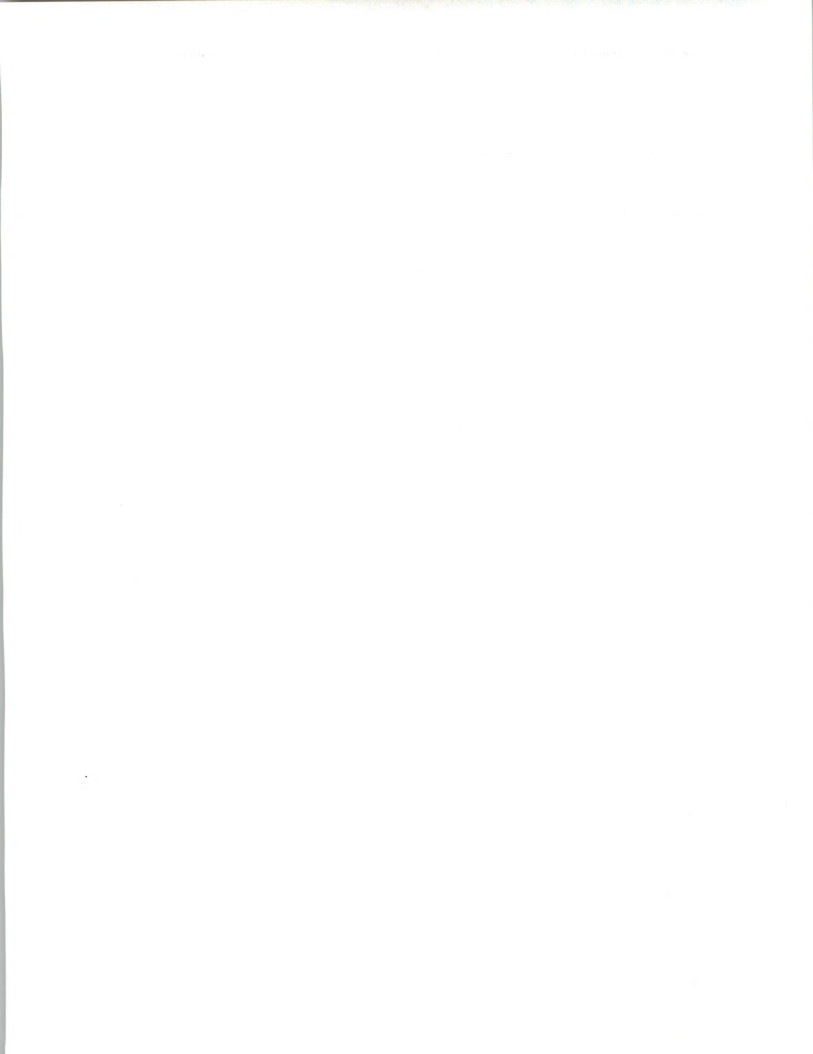


EXHIBIT III-17

Company Name: **Cegid**

Address: 123 Av. Barthelemy-Buyer
69005 Lyon
France

Tel. No.: 72-32-08-17

Ownership: Public

Private

Subsidiary (Parent co.: _____)

No. of Employees: 350

Total Revenues (1987): 246M FF

Type of Software Produced: Systems

Applications A/C and admin. systems

Hardware Platforms: IBM
HP
DIGITAL 70%

Geographic Coverage: France

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EXHIBIT III-18

Company Name: **AMI (Ateliers Mecanographiques D'Issy)**

Address: 126 Av Du Gal Leclerc/B.P. 80
92105 Boulogne Billancourt
France

Tel. No.: 30-64-44-22

Ownership: Public

Private

Subsidiary (Parent co.: _____)

No. of Employees: 378

Total Revenues (1987): 97M FF

Type of Software Produced: Systems

Applications Stand-alone and networked micro products; publishing; craftsmen

Hardware Platforms: Micros - MS/DOS
and Sanco 9200/9300

Geographic Coverage: France 100%

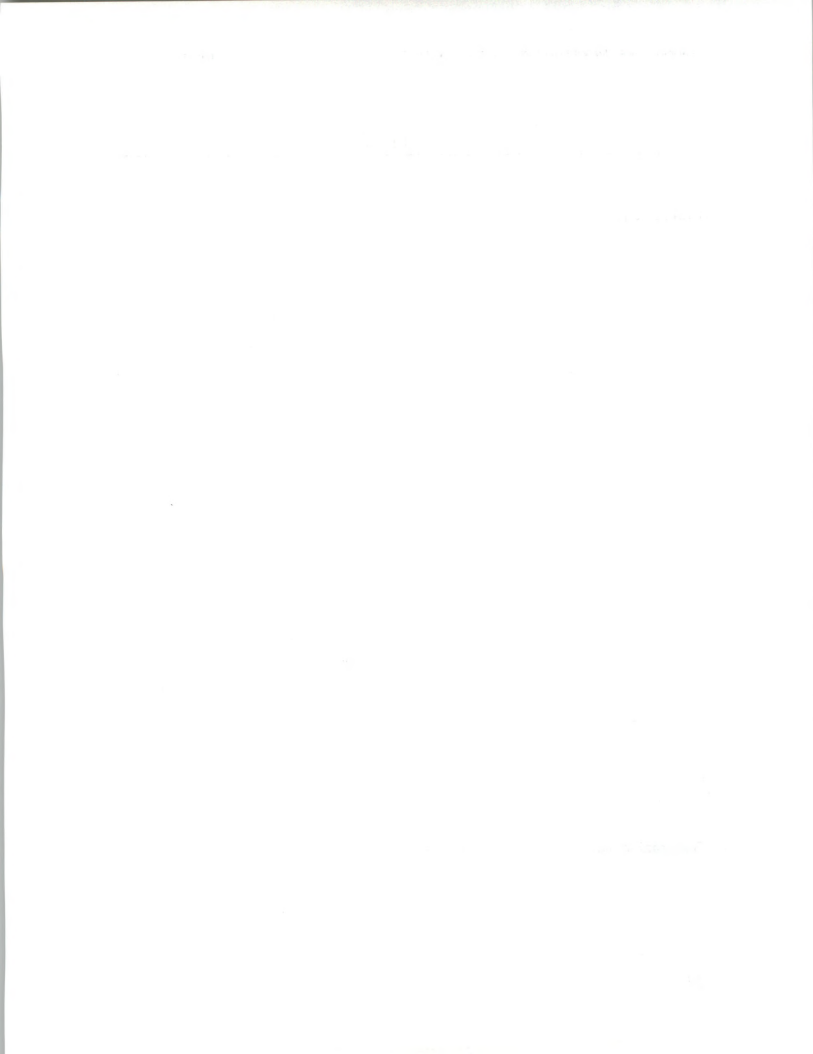


EXHIBIT III-19

Company Name: **TITN**

Address: 1 Rue Galvani
91300 Massy
France

Tel. No.: 69-30-04-14

Ownership: Public

Private

Subsidiary (Parent co.: Alcatel (CGE))

No. of Employees: 600

Total Revenues (1987): 355M FF

Type of Software Produced: Systems

Applications Electronic data transfer
and general
communications,
industrial admin.

Hardware Platforms: Mini and micro
Variety of manufacturers

Geographic Coverage: France, USA

1990, 1991, 1992

1990, 1991, 1992

1990, 1991, 1992

EXHIBIT III-20

Company Name: **Feeder**

Address: BP 78-1
13742-Vitrolles, France

Tel. No.: 42-89-31-31

Ownership: Public

Private

Subsidiary (Parent co.: _____)

No. of Employees: 44

Total Revenues (1987): 59M FF

Type of Software Produced: Systems Mainly distribution and support of micro products

Applications

Hardware Platforms: Micros

Geographic Coverage: France, North Africa

EXHIBIT III-21

Company Name: **IBSI**

Address: 3 Chemin du Torey
69340-Francheville
France

Tel. No.: 78-34-80-40

Ownership: Public

Private

Subsidiary (Parent co.: _____)

No. of Employees: 791

Total Revenues (1987): 267M FF

Type of Software Produced: Systems Application development tool, 'Conceptor'

Applications Technical and scientific applications

Hardware Platforms: IBM
BULL
DEC
NIXDORF

Geographic Coverage: 99% France

EXHIBIT III-22

Company Name: **Sinorg**

Address: 7 Rue Royale
75008 Paris
France

Tel. No.: 42-65-56-80

Ownership: Public

Private

Subsidiary (Parent co.: Caisse des
Depots - DVP)

No. of Employees: 729

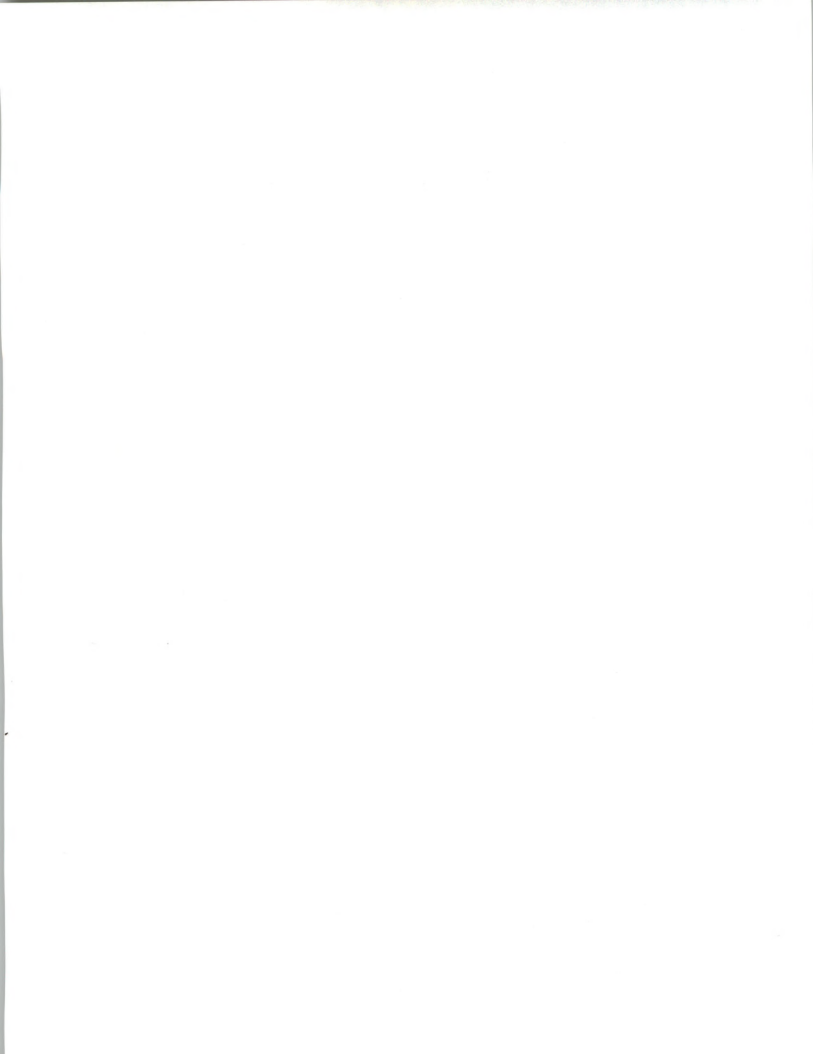
Total Revenues (1987): 415M FF

Type of Software Produced: Systems

Applications Health care,
administration

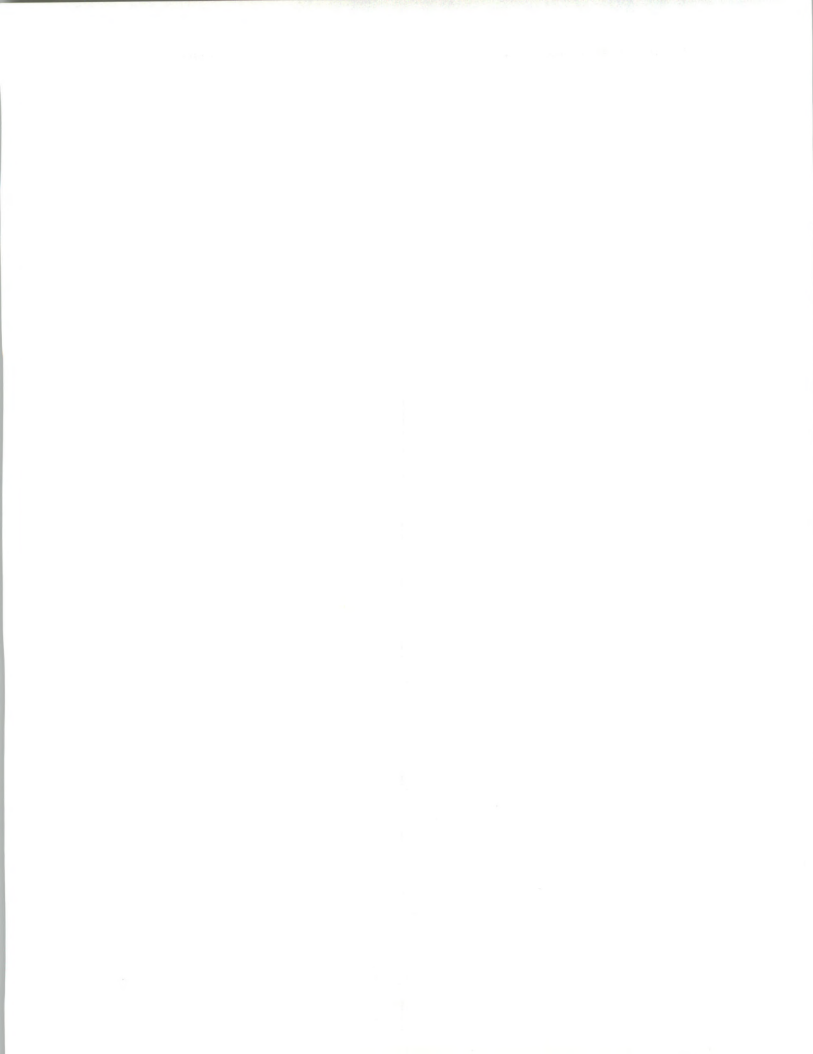
Hardware Platforms: BULL
IBM
VARIOUS

Geographic Coverage: Worldwide; good position in Central Africa





Leading German-Owned
Software Product
Companies



IV Leading German-Owned Software Product Companies

Exhibits IV-1 through IV-18 provide details for each of the selected software product companies in Germany.

EXHIBIT IV-1

Company Name: **Software AG**

Address: Dehmelstr. 3
6100 Darmstadt
W. Germany

Tel. No.: 010-49-6151/5040

Ownership: Public
Private
Subsidiary (Parent co.: _____)

No. of Employees: 500 (Europe) 450 (N. America)

Total Revenues (1987): 170M DM

Type of Software Produced: Systems Specialises in application development and database management (Main products: ADABAS, NATURAL, PREDICT, COM-LETE)
Applications

Hardware Platforms: Mainly IBM (and compatibles), Also DEC and Siemens

Geographic Coverage: Subsidiaries all over the world



EXHIBIT IV-2

Company Name: **SAP AG**

Address: Max-Planck-Str 8
6909 Walldorf
W. Germany

Tel. No.: 010-49-6227/340

Ownership: Public
Private
Subsidiary (Parent co.: _____)

No. of Employees: 420

Total Revenues (1987): 150M DM

Type of Software Produced: Systems
Applications Real-time business software (production, planning, costing, accounting, management)

Hardware Platforms: Mainly IBM
SIEMENS
NIXDORF
SAP can also support UNIX

Geographic Coverage: Subsidiaries in Austria, Switzerland, France,
Spain, U.K. and the Netherlands.

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EXHIBIT IV-3

Company Name: **GEI**

Address: Pascalstr. 14
5100 Aachen
W. Germany

Tel. No.: 010-49-2408/130

Ownership: Public

Private

Subsidiary (Parent co.: AEG AG)

No. of Employees: 800

Total Revenues (1987): 132M DM

Type of Software Produced: Systems Information retrieval systems, information resource management, network/architecture, systems engineering, tools for s/w development

Applications Commercial applications: material, production, maintenance, accounting, personnel, PPS-systems

Hardware Platforms: IBM
DEC
UNISYS

Geographic Coverage: Germany, Switzerland, U.S. (ProMod Inc.)

EXHIBIT IV-4

Company Name: **ADV/Orga F.A. Meyer AG**

Address: Kurt-Schumacher-str. 241
2940 Wilhelmshaven
W. Germany

Tel. No.: 010-49-4421/8021

Ownership: Public
Private
Subsidiary (Parent co.: _____)

No. of Employees: 650

Total Revenues (1987): 87M DM

Type of Software Produced: Systems Database management
and related areas
Applications Wide range of
commercial software
(Adv/Orga also formerly
distributed Cullinet
software)

Hardware Platforms: IBM, DEC
HP
UNISYS (in development)

Geographic Coverage: Germany, Austria, Switzerland

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EXHIBIT IV-5

Company Name: **Krupp Atlas Datensysteme GmbH**

Address: Altendorferstr. 104
4300 Essen
W. Germany

Tel. No.: 010-49-201/188 8286

Ownership: Public

Private

Subsidiary (Parent co.: Krupp Atlas
Elektronik)

No. of Employees: 360

Total Revenues (1987): 84m DM

Type of Software Produced: Systems

Applications Personnel, material,
accounting, production
planning, administration,
development tools

Hardware Platforms: IBM, Siemens, DEC
Krupp Hardware;
Software is for PCs, minis and mainframes

Geographic Coverage: Mainly Germany; Also: Austria, Switzerland,
U.K., France

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EXHIBIT IV-6

Company Name: **Softlab**

Address: Zamdorferstr. 120
8000 Munchen 80
W. Germany

Tel. No.: 010-49-89/930010

Ownership: Public

Private

Subsidiary (Parent co.: _____)

No. of Employees: 350

Total Revenues (1987): 85M DM

Type of Software Produced: Systems CASE-products, s/w
engineering

Applications Real-time management.
Integrated manufacturing,
production planning and
control (PPS-systems),
production automation,
distribution information
systems, office
communication

Hardware Platforms: IBM, AMDAHL, DEC
NIXDORF, UNISYS

Geographic Coverage: Mainly Germany, Offices in Austria and U.S.
(San Francisco)

1954

EXHIBIT IV-7

Company Name: **Unternehmensgruppe Schumann**

Address: Aachenerstr. 1053-1055
5000 Koln 40
W. Germany

Tel. No.: 010-49-221/489090

Ownership: Public

Private

Subsidiary (Parent co.: _____)

No. of Employees: 390

Total Revenues (1987): 71M DM

Type of Software Produced: Systems Selling, adaption and installation products for the support of information control
NOMAD, ESS,
DBC, IRP, IBIE

Applications Selling, adaption and installation—e.g., integrated calculation and planning systems accounting, finance, costing.

Hardware Platforms: Broad range

Geographic Coverage: Subsidiaries in the USA and Israel

with the following conditions: 100°C, 10 min; 150°C, 10 min; 200°C, 10 min; 250°C, 10 min; 300°C, 10 min; 350°C, 10 min; 400°C, 10 min; 450°C, 10 min; 500°C, 10 min; 550°C, 10 min; 600°C, 10 min; 650°C, 10 min; 700°C, 10 min; 750°C, 10 min; 800°C, 10 min; 850°C, 10 min; 900°C, 10 min; 950°C, 10 min; 1000°C, 10 min.

RESULTS AND DISCUSSION

The first part of this study was devoted to the study of the effect of the temperature of the pyrolysis on the composition of the products. The results are shown in Table I. The composition of the products is expressed in terms of the weight percentage of the different components.

As can be seen from Table I, the composition of the products is strongly dependent on the temperature of the pyrolysis. The main component of the products is the gas phase, which increases from 10% at 100°C to 40% at 1000°C. The solid residue decreases from 90% at 100°C to 60% at 1000°C.

The composition of the gas phase is also strongly dependent on the temperature of the pyrolysis. The main component of the gas phase is hydrogen, which increases from 10% at 100°C to 40% at 1000°C. The other components of the gas phase are methane, ethane, ethylene, propene, butene, and acetylene.

The composition of the solid residue is also strongly dependent on the temperature of the pyrolysis. The main component of the solid residue is carbon, which increases from 10% at 100°C to 40% at 1000°C. The other components of the solid residue are ash, silica, and alumina.

The results of this study show that the composition of the products is strongly dependent on the temperature of the pyrolysis. The main component of the products is the gas phase, which increases from 10% at 100°C to 40% at 1000°C. The solid residue decreases from 90% at 100°C to 60% at 1000°C.

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EXHIBIT IV-8

Company Name: **MBP Software & Systems GmbH**

Address: Semerteichstr. 47
4600 Dortmund 1
W. Germany

Tel. No.: 010 49 231/43480

Ownership: Public

Private

Subsidiary (Parent co.: Hoesch AG)

No. of Employees: 560

Total Revenues (1987): 84M DM

Type of Software Produced: Systems Compiler: "mbp COBOL - 85"

Applications

- Real-time business s/w (costing, controlling)
- Real-time computer-aided manufacturing
- Office communication

Hardware Platforms:

- Mainly IBM
- Also
 - Siemens
 - DEC
 - Nixdorf

Geographic Coverage:

- German-speaking countries
- Also office in California

Chapter 10

Section 10.1: The Periodic Table

10.1.1

10.1.2

10.1.3

10.1.4

10.1.5

EXHIBIT IV-9

Company Name: **Data Organisation Service (DOS)
GmbH**

Address: Gustav-Stresemann-Ring 12-16
6200 Wiesbaden
W. Germany

Tel. No.: 010 49 6121/1610

Ownership: Public
Private
Subsidiary (Parent co.: _____)

No. of Employees: 140

Total Revenues (1987): 22M DM

Type of Software Produced: Systems
Applications Commercial s/w
personnel planning,
training, budgeting,
accounting

Hardware Platforms: IBM and
SIEMENS mainframes

Geographic Coverage: West Germany, Ireland, England, Switzerland,
Austria, Holland

the patient's condition, and the patient's ability to pay for the services. The physician should be able to identify the patient's needs and to provide the appropriate services.

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EXHIBIT IV-10

Company Name: **GMO (Gesellschaft für Managem. u. Organis.)**

Address: Alsterufer 36
2000 Hamburg 36
W. Germany

Tel. No.: 010 49 40/44 18030

Ownership: Public
Private
Subsidiary (Parent co.: _____)

No. of Employees: 322

Total Revenues (1987): 50M DM

Type of Software Produced: Systems
Applications Finance, costing,
personnel, production

Hardware Platforms: Mainly IBM

Geographic Coverage: Subsidiaries in Vienna and Zurich

FIG. 10. Same as in Fig. 9, but for the 1979–80 season.

FIG. 11. Same as in Fig. 9, but for the 1980–81 season.

FIG. 12. Same as in Fig. 9, but for the 1981–82 season.

FIG. 13. Same as in Fig. 9, but for the 1982–83 season.

FIG. 14. Same as in Fig. 9, but for the 1983–84 season.

FIG. 15. Same as in Fig. 9, but for the 1984–85 season.

FIG. 16. Same as in Fig. 9, but for the 1985–86 season.

FIG. 17. Same as in Fig. 9, but for the 1986–87 season.

FIG. 18. Same as in Fig. 9, but for the 1987–88 season.

FIG. 19. Same as in Fig. 9, but for the 1988–89 season.

FIG. 20. Same as in Fig. 9, but for the 1989–90 season.

FIG. 21. Same as in Fig. 9, but for the 1990–91 season.

FIG. 22. Same as in Fig. 9, but for the 1991–92 season.

EXHIBIT IV-11

Company Name: **ACTIS (Angewandte Computertechnik für Informationssysteme)**

Address: Waldburgstr. 17-19
7000 Stuttgart 80
W. Germany

Tel. No.: 010 49 711/73790

Ownership: Public

Private

Subsidiary (Parent co.: _____)

No. of Employees: 130

Total Revenues (1987): 18M DM

Type of Software Produced: Systems

Applications

- Applications solutions for production companies (distrib., stock control, material, production control, marketing, production planning (CAM))
- Banking applications solutions (packages)

Hardware Platforms: IBM, Nixdorf, HP, SIEMENS, DEC



Geographic Coverage: West Germany, Austria, Switzerland, Spain,
France, Holland, GB, Sweden

EXHIBIT IV-12

Company Name: **DVO Datenverarbeitungs Service GmbH**

Address: Duisburgerstr. 375
4200 Oberhausen 1
W. Germany

Tel. No.: + 49 208 8333210

Ownership: Public

Private

Subsidiary (Parent co.: Dt. Babcock
Beteiligungs GmbH)

No. of Employees: 210

Total Revenues (1987): 48M DM

Type of Software Produced: Systems

Applications Technical and
commercial

Hardware Platforms: Various

Geographic Coverage: Mainly W. Germany, Also Europe and U.S.

of the world. The world is not a mere collection of objects, but a complex, interconnected system of relationships and meanings.

The world is not a static entity, but a dynamic, ever-changing process. It is a process of becoming, of unfolding, of revealing itself to us.

The world is not a collection of facts, but a collection of experiences. It is a collection of moments, of encounters, of discoveries.

The world is not a collection of things, but a collection of beings. It is a collection of lives, of souls, of spirits.

The world is not a collection of places, but a collection of spaces. It is a collection of worlds, of universes, of realities.

The world is not a collection of times, but a collection of moments. It is a collection of instants, of seconds, of minutes.

The world is not a collection of days, but a collection of years. It is a collection of seasons, of months, of weeks.

The world is not a collection of centuries, but a collection of ages. It is a collection of epochs, of eras, of periods.

The world is not a collection of millennia, but a collection of eons. It is a collection of aeons, of epochs, of ages.

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EXHIBIT IV-13

Company Name: **Strassle Datentechnik GmbH**

Address: Vaihingerstr. 169
7000 Stuttgart 80
W. Germany

Tel. No.: 010 49 711/78910

Ownership: Public

Private

Subsidiary (Parent co.: _____)

No. of Employees: 223

Total Revenues (1987): 72M DM

Type of Software Produced: Systems

Applications PSK 2000 - package for
production companies

Hardware Platforms: Data General
Hewlett-Packard

Geographic Coverage: Subsidiaries in Switzerland (Basle, Zurich),
Also active in Austria

EXHIBIT IV-14

Company Name: **Integrata GmbH**

Address: Schleifmuhlenweg 68
7400 Tübingen
W. Germany

Tel. No.: 010 49 7071/4090

Ownership: Public

Private

Subsidiary (Parent co.: _____)

No. of Employees: 294

Total Revenues (1987): 41.5M DM

Type of Software Produced: Systems Tools for s/w developm.

Applications Developm. of administr.
application systems
(personnel, distribution,
production planning
(PPS))

Hardware Platforms: SIEMENS

Geographic Coverage: West Germany, Switzerland

EXHIBIT IV-15

Company Name: **PSI Gesellschaft für
Prozessteuerung und
Informationssysteme mbH**

Address: Kurfurstendamm 67
1000 Berlin 15
W. Germany

Tel. No.: 010 49 30/884230

Ownership: Public
Private
Subsidiary (Parent co.: _____)

No. of Employees: 340

Total Revenues (1987): 47.2M DM

Type of Software Produced: Systems Software engineering
Applications Production

Hardware Platforms: Wide range

Geographic Coverage: Subsidiary in the Netherlands

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EXHIBIT IV-16

Company Name: **RHV Software Projekte GmbH**

Address: Gothaerstr. 31
4030 Ratingen 1
W. Germany

Tel. No.: 010 49 2102/4405-0

Ownership: Public

Private

Subsidiary (Parent co.: DAT Group)

No. of Employees: 140

Total Revenues (1987): 18M DM

Type of Software Produced: Systems

Applications CAD, accounting,
ordering

Hardware Platforms: IBM 50%
SIEMENS 30%
DEC 20%

Geographic Coverage: Subsidiary in Spain

EXHIBIT IV-17

Company Name: **Dicosoft**

Address: Friedrich Ebert Allee 73-75
5300 Bonn 1
W. Germany

Tel. No.: + 49 228 53070

Ownership: Public

Private

Subsidiary (Parent co.: CDU
(Political party))

No. of Employees: 55

Total Revenues (1987):

Type of Software Produced: Systems

Applications Administration,
publishing, training

Hardware Platforms: Wang
Nixdorf
Unix

Geographic Coverage: W. Germany, Benelux, France

EXHIBIT IV-18

Company Name: **Soba Gruppe**

Address: Königswintererstr. 29-37
15300 Bonn 3
W. Germany

Tel. No.: 010-49-228/40040

Ownership: Public

Private

Subsidiary (Parent co.: _____)

No. of Employees: 125

Total Revenues (1987): 12.5M DM

Type of Software Produced: Systems

Applications Commercial applications

Hardware Platforms: IBM 100%

Geographic Coverage: Germany, Austria, Switzerland, Netherlands,
Sweden





Leading U.K.-Owned
Software Product
Companies

V Leading U.K.-Owned Software Product Companies

Exhibits V-1 through V-14 provide details for each of the selected software product companies in the U.K.

EXHIBIT V-1

Company Name: **BIS**

Address: 20 Upper Ground
London
SE1 9PN

Tel. No.: 01-633 0866

Ownership: Public

Private

Subsidiary (Parent co.: Nynex U.S.)

No. of Employees: 1450

Total Revenues (1987): £68.1M

Type of Software Produced: Systems

Applications Mainly banking

Hardware Platforms: IBM System 36/38
IBM PC and compatibles

Geographic Coverage: U.K. 57%, Rest of Europe 16%,
America 10%, S.E. Asia 9%,
Australasia 7%, Africa 1%

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THE UNIVERSITY OF CHICAGO

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EXHIBIT V-2

Company Name: **Thorn Software**

Address: Thomson House
 296 Farnborough Road
 Farnborough
 Hants GU14 7NU

Tel. No.: 0252 543333

Ownership: Public
 Private
 Subsidiary (Parent co.: Thorn EMI plc)

No. of Employees: 2400

Total Revenues (1987): £110M (including Datasolve, Software Sciences and Thorn EMI Computer Software)

Type of Software Produced: Systems Monitors
 Applications Accounting, budgeting & planning, allocations, consolidation, project/sales/purchase accounting
 Budget/Property Reporting

Hardware Platforms: IBM Mainframe, DEC (VAX), Wang, Unisys, Siemens

Geographic Coverage: Worldwide

THE UNIVERSITY OF CHICAGO

1954

1954

EXHIBIT V-3

Company Name: **CAP Group**

Address: 233 High Holborn
London W1CV 7DJ

Tel. No.: 01-831 6144

Ownership: Public

Private

Subsidiary (Parent co.: _____)

No. of Employees: 1800

Total Revenues (1987): £90M

Type of Software Produced: Systems Application development

Applications Finance, industry,
communications

Hardware Platforms: Various, including IBM PC and compatibles,
DEC, VAX

Geographic Coverage: Mainly U.K. Subsidiary in the Netherlands.
Merged with Sema Metra (France) to form
Semacap.

EXHIBIT V-4

Company Name: **CCF Group plc**

Address: Eldon House
2-3 Eldon Street
London EC2M 7LS

Tel. No.: 01-377 9755

Ownership: Public
Private
Subsidiary (Parent co.: _____)

No. of Employees: 300

Total Revenues (1987): £20M

Type of Software Produced: Systems
Applications International banking packages

Hardware Platforms: IBM
DEC
Tandem

Geographic Coverage: U.K. 70%, France, Rest of Europe

CHICAGO, ILL. 1900

1900

EXHIBIT V-5

Company Name: **Computer Management Group (CMG)**

Address: Sunley House
Bedford Park
Croydon
Surrey CR02AP

Tel. No.: 01-686 8251

Ownership: Public

Private

Subsidiary (Parent co.: CMG LTD)

No. of Employees: 500

Total Revenues (1987): £60M

Type of Software Produced: Systems

Applications Pay, accounting, costing,
personnel, finance

Hardware Platforms: Unisys
IBM PCs and mainframes
Wang VS

Geographic Coverage: U.K. 47%, NL 51%, W. Germany 2%

the polymerization of styrene in the presence of a small amount of $\text{C}_6\text{H}_5\text{MgBr}$.

It is interesting to note that the polymerization of styrene in the presence of a small amount of $\text{C}_6\text{H}_5\text{MgBr}$ is not inhibited by the presence of a small amount of $\text{C}_6\text{H}_5\text{MgBr}$.

The authors are indebted to the Ministry of Education, Science and Culture, Japan, for the grant of a research fellowship to one of the authors (M. S.).

Received May 15, 1967
Revised July 10, 1967

This work was supported by the National Science Foundation, Grant No. GP-10847.

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8. M. Szwarc, *J. Polym. Sci. A-1*, **5**, 2125 (1967).

9. M. Szwarc, *J. Polym. Sci. A-1*, **5**, 2127 (1967).

10. M. Szwarc, *J. Polym. Sci. A-1*, **5**, 2129 (1967).

11. M. Szwarc, *J. Polym. Sci. A-1*, **5**, 2131 (1967).

12. M. Szwarc, *J. Polym. Sci. A-1*, **5**, 2133 (1967).

13. M. Szwarc, *J. Polym. Sci. A-1*, **5**, 2135 (1967).

14. M. Szwarc, *J. Polym. Sci. A-1*, **5**, 2137 (1967).

15. M. Szwarc, *J. Polym. Sci. A-1*, **5**, 2139 (1967).

16. M. Szwarc, *J. Polym. Sci. A-1*, **5**, 2141 (1967).

EXHIBIT V-6

Company Name: **Hoskyns plc**

Address: Hoskyns House
130 Shaftesbury Avenue
London W1V 7DN

Tel. No.: 01-434 2171

Ownership:

| | | |
|------------|-------------------------------------|---|
| Public | <input checked="" type="checkbox"/> | |
| Private | <input type="checkbox"/> | |
| Subsidiary | <input checked="" type="checkbox"/> | (Parent co.: Plessey - since July 1988) |

No. of Employees: 1800

Total Revenues (1987): £79M

Type of Software Produced:

| | | |
|--------------|-------------------------------------|---|
| Systems | <input type="checkbox"/> | |
| Applications | <input checked="" type="checkbox"/> | Wide range, including leasing, broking, accounting, finance, costing, production management |

Hardware Platforms: DEC VAC, Microvax, PDP, IBM PC and compatibles, HP

Geographic Coverage: Offices and distributors in Ireland, Holland, Australia, New Zealand and Africa

RESULTS

The first two experiments were designed to determine the effect of the concentration of the substrate on the rate of the reaction. The results are shown in Table 1. The rate of the reaction increases with increasing concentration of the substrate.

The effect of the concentration of the catalyst on the rate of the reaction is shown in Table 2. The rate of the reaction increases with increasing concentration of the catalyst. The effect of the concentration of the catalyst on the rate of the reaction is shown in Table 3. The rate of the reaction increases with increasing concentration of the catalyst.

The effect of the concentration of the substrate on the rate of the reaction is shown in Table 4. The rate of the reaction increases with increasing concentration of the substrate. The effect of the concentration of the substrate on the rate of the reaction is shown in Table 5. The rate of the reaction increases with increasing concentration of the substrate.

The effect of the concentration of the catalyst on the rate of the reaction is shown in Table 6. The rate of the reaction increases with increasing concentration of the catalyst. The effect of the concentration of the catalyst on the rate of the reaction is shown in Table 7. The rate of the reaction increases with increasing concentration of the catalyst.

The effect of the concentration of the substrate on the rate of the reaction is shown in Table 8. The rate of the reaction increases with increasing concentration of the substrate. The effect of the concentration of the substrate on the rate of the reaction is shown in Table 9. The rate of the reaction increases with increasing concentration of the substrate.

The effect of the concentration of the catalyst on the rate of the reaction is shown in Table 10. The rate of the reaction increases with increasing concentration of the catalyst. The effect of the concentration of the catalyst on the rate of the reaction is shown in Table 11. The rate of the reaction increases with increasing concentration of the catalyst.

EXHIBIT V-7

Company Name: **Logica UK Ltd**

Address: 64 Newman Street
 London W1A 4SE

Tel. No.: 01-637 9111

Ownership:

| | | |
|------------|-------------------------------------|---------------------------------------|
| Public | <input type="checkbox"/> | |
| Private | <input type="checkbox"/> | |
| Subsidiary | <input checked="" type="checkbox"/> | (Parent co.: Logica plc - public co.) |

No. of Employees: 1720

Total Revenues (1987): £69M

Type of Software Produced:

| | | |
|--------------|-------------------------------------|--|
| Systems | <input checked="" type="checkbox"/> | Computer performance analysis Network design system |
| Applications | <input checked="" type="checkbox"/> | Graphics International financial communications |

Hardware Platforms: Apple Macintosh
 IBM PC and compatibles
 ICL
 DEC, PDP, VAX

Geographic Coverage: Exporting through local operating companies in Belgium, W. Germany, Italy, Netherlands, Sweden, USA, Australia and Hong Kong

the polymerization of acrylonitrile in the presence of a small amount of styrene.

The authors are indebted to the Ministry of Education, Science and Culture, Japan, for the grant of a research fellowship to one of the authors (M. M.).

Received May 10, 1966

Revised July 15, 1966

Revised August 15, 1966

Revised September 15, 1966

Revised October 15, 1966

Revised November 15, 1966

Revised December 15, 1966

Revised January 15, 1967

Revised February 15, 1967

Revised March 15, 1967

Revised April 15, 1967

Revised May 15, 1967

Revised June 15, 1967

Revised July 15, 1967

Revised August 15, 1967

Revised September 15, 1967

Revised October 15, 1967

Revised November 15, 1967

Revised December 15, 1967

Revised January 15, 1968

Revised February 15, 1968

Revised March 15, 1968

Revised April 15, 1968

Revised May 15, 1968

Revised June 15, 1968

Revised July 15, 1968

Revised August 15, 1968

Revised September 15, 1968

Revised October 15, 1968

Revised November 15, 1968

Revised December 15, 1968

EXHIBIT V-8

Company Name: Peterborough Software

Address: Thorpe Park, Peterborough
PE3 6JY

Tel. No.: 0733 41010

Ownership: Public

Private

Subsidiary (Parent co.: C E Heath)

No. of Employees: 240

Total Revenues (1987): £8.9M

Type of Software Produced: Systems

Applications Payroll packages,
packaged human
resource management
s/w

Hardware Platforms: IBM mainframes and compatibles
ICL
From 1989 - UNIX

Geographic Coverage: Subsidiaries in Australia and New Zealand

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EXHIBIT V-9

Company Name: Scicon Ltd

Address: Wavendon Tower, Wavendon
Milton Keynes, MK17 8LX

Tel. No.: 0908 585858

Ownership:

| | | |
|------------|-------------------------------------|--|
| Public | <input checked="" type="checkbox"/> | |
| Private | <input type="checkbox"/> | |
| Subsidiary | <input type="checkbox"/> | (Parent co.: Now joined with Systems Designers, forming SD-Scicon) |

No. of Employees: 1200 (Scicon only)

Total Revenues (1987): £44.3M

Type of Software Produced:

| | | |
|--------------|-------------------------------------|---|
| Systems | <input checked="" type="checkbox"/> | Includes IBM/DEC gateway facility |
| Applications | <input checked="" type="checkbox"/> | Oil industry, finance, distribution, etc. |

Hardware Platforms: IBM
DEC VAX
Unisys, HP

Geographic Coverage: U.K., France, Germany, U.S.

EXHIBIT V-10

Company Name: **Data Logic Ltd**

Address: Queens House
Greenhill Way
Harrow, Middx HA1 1YR

Tel. No.: 01 863 0383

Ownership: Public

Private

Subsidiary (Parent co.: Raytheon)

No. of Employees: 750

Total Revenues (1987): £38M

Type of Software Produced: Systems "Sentinel" - UNIX
transaction processing
environment

Applications Data Logic distributes
applications products for
some U.S. suppliers.

Hardware Platforms: "Sentinel" - UNIX
Other products - various

Geographic Coverage: U.K., U.S.A.

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EXHIBIT V-11

Company Name: **Sherwood Computer Services plc**

Address: North House, St Edwards Way
Romford RM1 4AR, Essex

Tel. No.: 0708 24411

Ownership: Public (USM)
Private
Subsidiary (Parent co.: _____)

No. of Employees: 360

Total Revenues (1987): £20M

Type of Software Produced: Systems
Applications Mainly insurance and
finance applications

Hardware Platforms: Prime
ICL
IBM
+ Others

Geographic Coverage: Predominantly U.K.



EXHIBIT V-12

Company Name: **NMW Computers plc**

Address: Stapeley House, London Road
Nantwich, Cheshire, CW5 7JW

Tel. No.: 0270 626023

Ownership: Public

Private

Subsidiary (Parent co.: _____)

No. of Employees: 300

Total Revenues (1987): £12M

Type of Software Produced: Systems

Applications Accounting financial markets

Hardware Platforms: ICL, ITL
Most micros

Geographic Coverage: Mainly U.K.

EXHIBIT V-13

Company Name: **Pegasus Software Ltd**

Address: Brikat House, Montagu Street
Kettering, Northants, NN16 8XG

Tel. No.: 0536 522822

Ownership: Public

Private

Subsidiary (Formerly Brikat Group
plc)

No. of Employees: 60

Total Revenues (1987): c. £5M

Type of Software Produced: Systems

Applications Costing, payroll, stock
control, invoicing, sales
order processing

Hardware Platforms: Most microcomputers

Geographic Coverage: U.K.

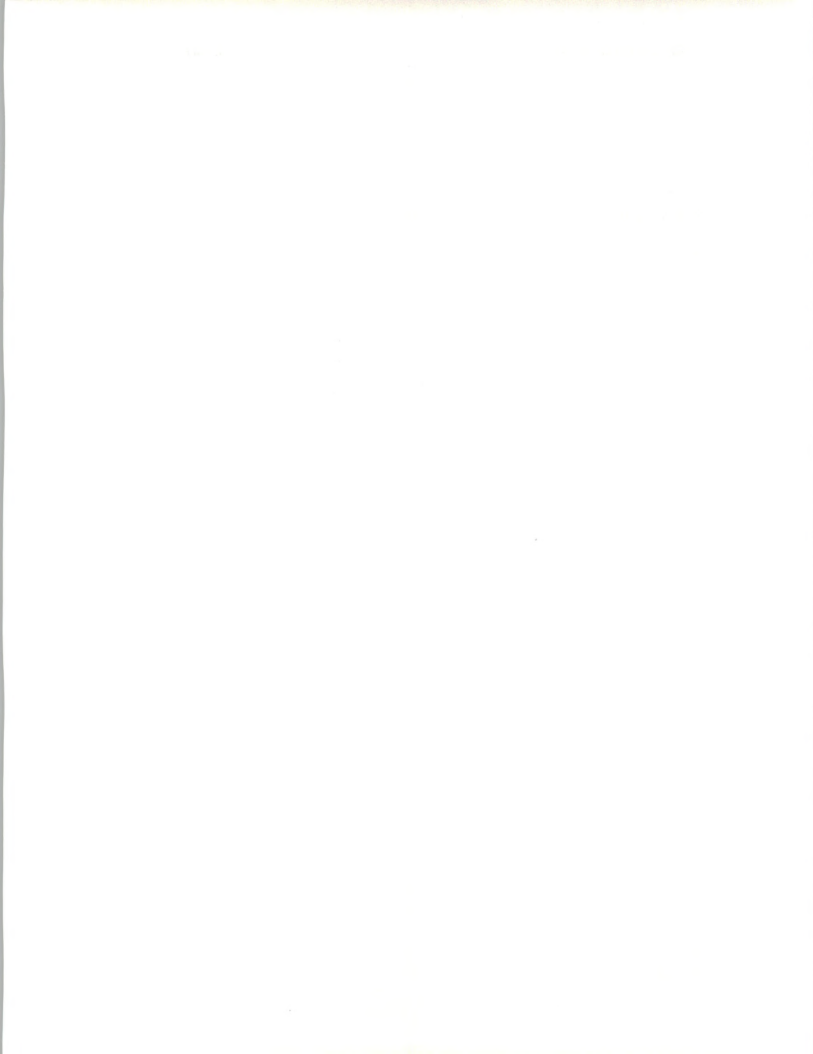


EXHIBIT V-14

Company Name: **Micro Focus plc**

Address: 26 West Street
Newbury, Berks, RG13 1JT

Tel. No.: 0635 32646

Ownership: Public
Private
Subsidiary (Parent co.: _____)

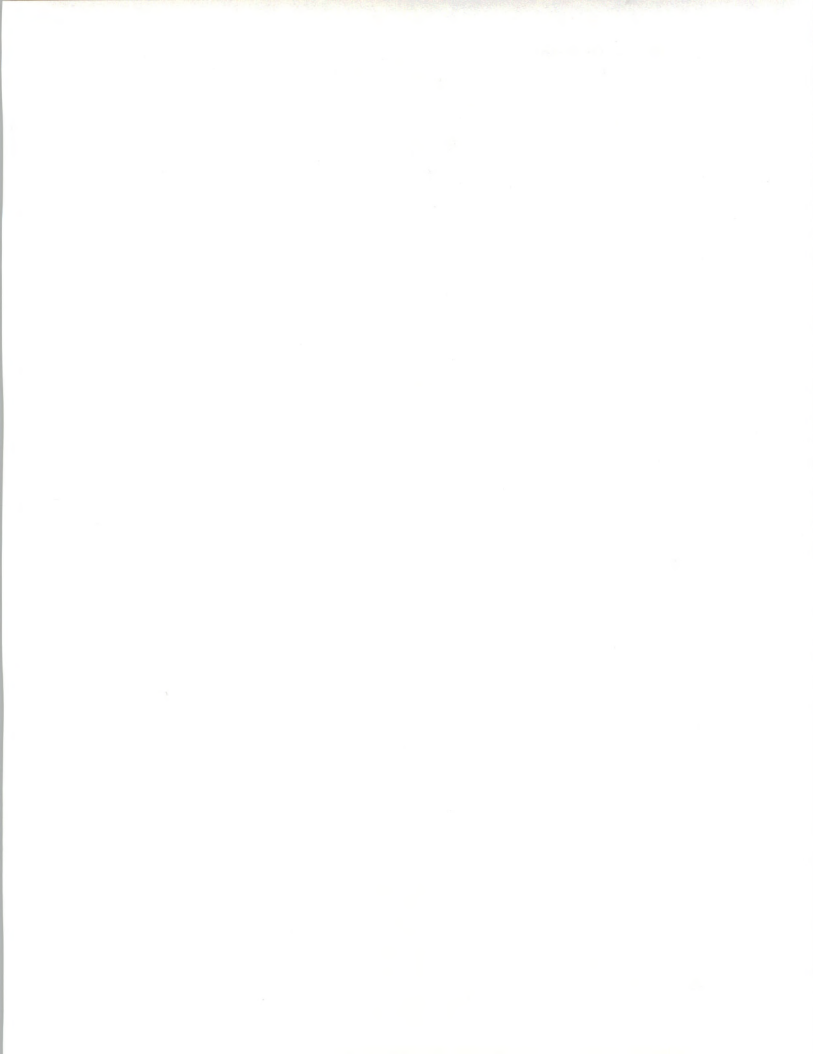
No. of Employees: 100 (U.K.)

Total Revenues (1987): £13M

Type of Software Produced: Systems COBOL packages
Applications

Hardware Platforms: IBM

Geographic Coverage: U.S. 50%, Europe, Australasia





Leading Italian-Owned Software Product Companies



VI

Leading Italian-Owned Software Product Companies

Exhibits VI-1 through VI-15 provide details for each of the selected software product companies in Italy.

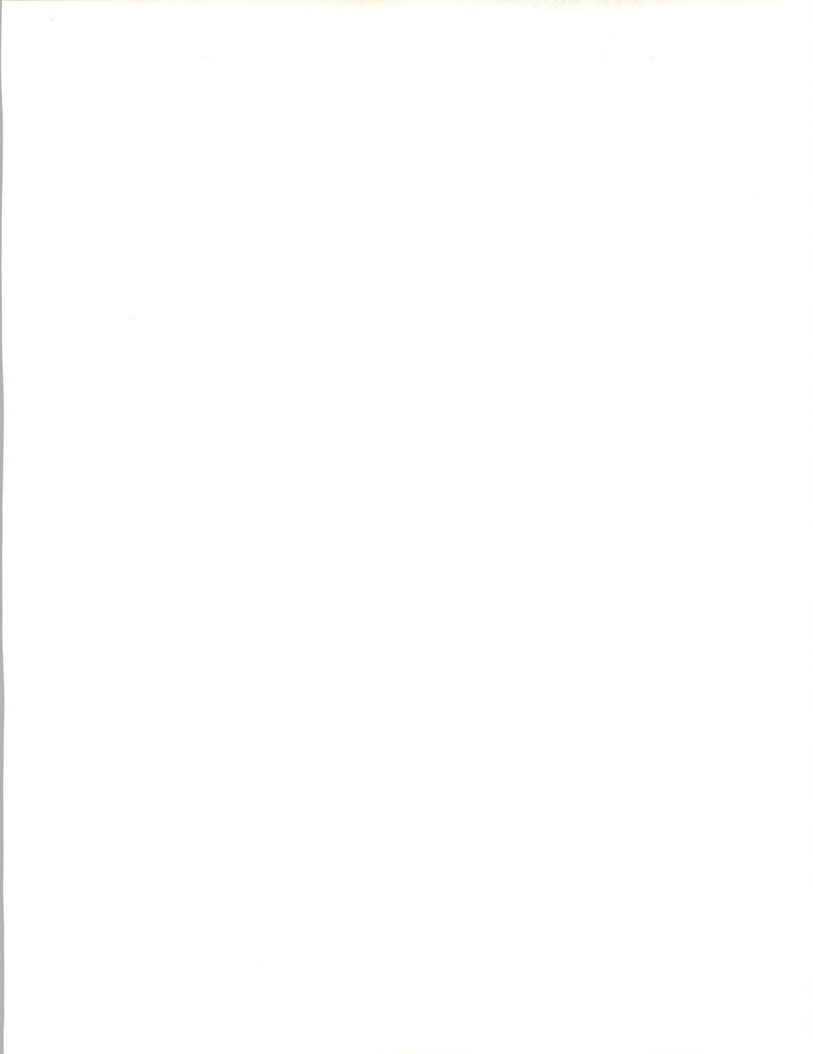


EXHIBIT VI-1

Company Name: **Datamont**

Address: Via Taramelli
20124 Milano
ITALY

Tel. No.: 02 6270 8680

Ownership: Public

Private

Subsidiary (Parent co.: Montedison)

No. of Employees: 276

Total Revenues (1987): 58B Lira

Type of Software Produced: Systems Production and office
automation networks

Applications

Hardware Platforms: IBM (m/f)
DIGITAL (m/f)

Geographic Coverage: Italy

EXHIBIT VI-2

Company Name: **ITP Group**

Address: P.2A Castello 18
2021 Milano
Italy

Tel. No.: 02 866614

Ownership: Public

Private

Subsidiary (Parent co.: _____)

No. of Employees: 200

Total Revenues (1987): 38B Lira

Type of Software Produced: Systems

Applications Steel production
Shoemaking
Textiles plants

Hardware Platforms: Digital >50%
According to customer needs

Geographic Coverage: Italy
Cross shareholding with ITP Boston but the two
groups are independent

EXHIBIT VI-3

Company Name: **GE-DA (CAP Gemini)**

Address: Via Combroso 54
20137 Milano, Italy

Tel. No.: 02 54231

Ownership: Public

Private

Subsidiary (Parent co.: CAP Gemini)

No. of Employees: 500

Total Revenues (1987): 57B Lira

Type of Software Produced: Systems

Applications For administration -
management decision
support systems
(WIZARD) Mainly for the
public sector (85%)

Hardware Platforms: Mainframe & mini
IBM, Honeywell
Unisys, VAX in decreasing order of importance

Geographic Coverage: Italy

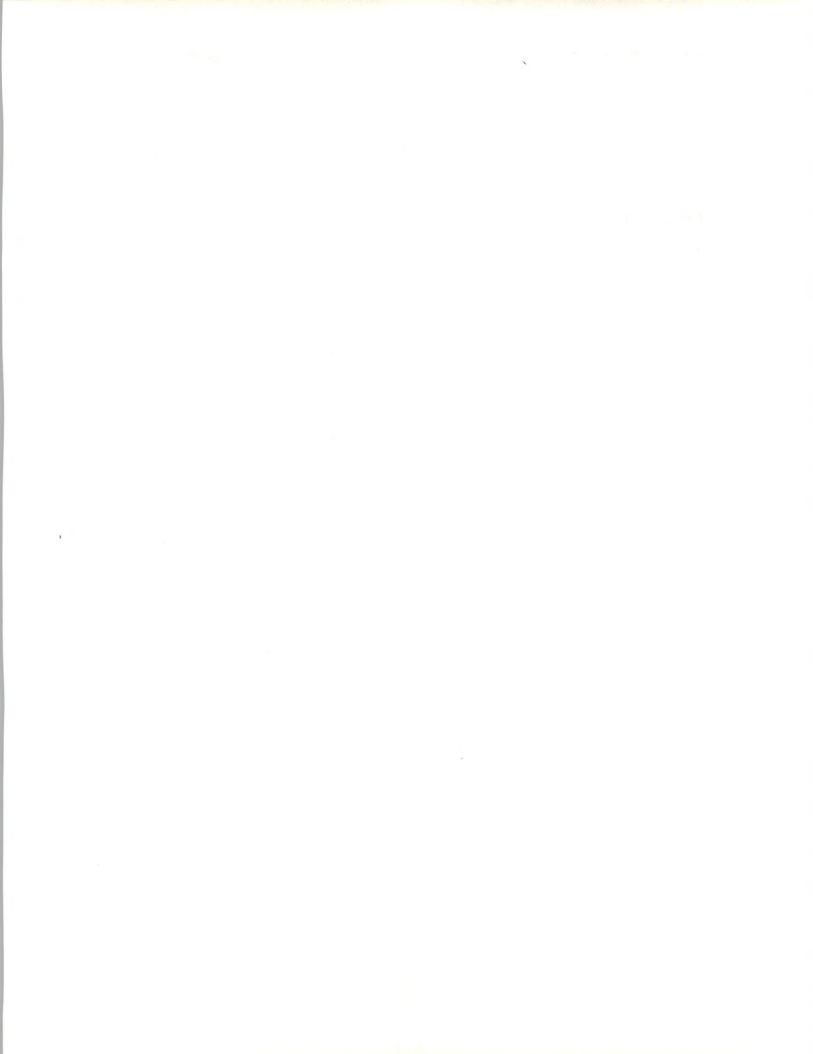


EXHIBIT VI-4

Company Name: **Engineering Informatica spa**

Address: Corso Stati Uniti 23/c
35100 Padova, Italy

Tel. No.: 010 39 49 870 0366

Ownership: Public

Private

Subsidiary (Parent co.: _____)

No. of Employees: 500

Total Revenues (1987): 31B Lira

Type of Software Produced: Systems Network Management - EDP

Applications For banks - industry and public sector - Retail of American products

Hardware Platforms: IBM (mainframe) 80%

Sperry 10%

Digital 5%

Honeywell 5%

Geographic Coverage: Italy

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EXHIBIT VI-5

Company Name: **Data Management**

Address: Viale Eginardo, 29
20149 Milano, Italy

Tel. No.: 02 49931

Ownership:

| | | |
|------------|-------------------------------------|--|
| Public | <input type="checkbox"/> | |
| Private | <input checked="" type="checkbox"/> | |
| Subsidiary | <input type="checkbox"/> | (Parent co. : Credito Italiano 48% Finsiel 29% H/W Bull Italia 16%) |

No. of Employees: 600

Total Revenues (1987): 55B Lira

Type of Software Produced:

| | | |
|--------------|-------------------------------------|--|
| Systems | <input checked="" type="checkbox"/> | Tools - distribution of products by McCormack, Millenium, Unilog |
| Applications | <input checked="" type="checkbox"/> | Admin. system for banks and personnel management |

Hardware Platforms:

| | |
|----------------|-----|
| Mainframe IBM | 70% |
| Mainframe Bull | 30% |

Geographic Coverage: Italy

EXHIBIT VI-6

Company Name: **Enidata spa**

Address: Via Medici del Vascello 26
20138 Milano, Italy

Tel. No.: 010 39 2 52029329

Ownership: Public

Private

Subsidiary (Parent co.: ENI-Group)

No. of Employees: 802

Total Revenues (1987): 150.3B Lira

Type of Software Produced: Systems Administration, General Management Models for industrial automation

Applications Territory Management (Enidata does mainly custom software.)

Hardware Platforms: IBM m/f >50%
UNIX

Geographic Coverage: Italy

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EXHIBIT VI-7

Company Name: **SIME (Montedison)**

Address: Via Taramelli 28
20124 Milano, Italy

Tel. No.: 02 62707061

Ownership: Public

Private

Subsidiary (Parent co.: Montedison)

No. of Employees: 304

Total Revenues (1987): 36.6B Lira

Type of Software Produced: Systems

Applications Accounting, Pay,
Personnel, General
Administration

Hardware Platforms: IBM (39/90) 30%
Amdahl (57) 60%
Various

Geographic Coverage: Italy

NOTES

1. The term 'document' is used in a broad sense to refer to any recorded information, regardless of the medium or the form in which it is recorded.
2. The term 'information' is used in a broad sense to refer to any knowledge or data that is communicated or processed.
3. The term 'communication' is used in a broad sense to refer to the process of conveying information from one person or entity to another.
4. The term 'technology' is used in a broad sense to refer to the application of scientific knowledge to solve practical problems.

The above definitions are intended to provide a general overview of the concepts of document, information, communication, and technology. It is important to note that these definitions are not exhaustive and that the terms may have different meanings in different contexts.

In the context of this study, the term 'document' refers to any recorded information that is used to support decision-making or to provide evidence. This includes both physical and digital documents.

The term 'information' refers to any knowledge or data that is communicated or processed. This includes both explicit and tacit information.

The term 'communication' refers to the process of conveying information from one person or entity to another. This includes both verbal and non-verbal communication.

The term 'technology' refers to the application of scientific knowledge to solve practical problems. This includes both hardware and software technologies.

The above definitions are intended to provide a general overview of the concepts of document, information, communication, and technology.

EXHIBIT VI-8

Company Name: **Finsiel**

Address: Via Isonzo 21/B
00198 Roma, Italy
Tel. No.: 06 851505

Ownership: Public
Private
Subsidiary (Parent co.: IRI State owned)

No. of Employees: 2600 (Group)

Total Revenues (1987): 575B Lira

Type of Software Produced: Systems Systems software is one of Finsiel's new focus areas.
Applications Finsiel does mainly custom software. (Products only 3%)

Hardware Platforms: Mainframes

Geographic Coverage: Mainly Italy, New branch in U.S. (San Diego)

EXHIBIT VI-9

Company Name: **Pirelli Informatica**

Address: Viale Sarca 202
20126 Milano
Italy

Tel. No.: 010 39 2 64421

Ownership: Public
Private
Subsidiary (Parent co.: Pirelli spa)

No. of Employees: 180

Total Revenues (1987): 34B Lira

Type of Software Produced: Systems Data Security : Access Control
Physical integrity - data administration
Applications General administration - Finance personnel

Hardware Platforms: IBM (m/f) 98%
Digital 2%

Geographic Coverage: Italy

EXHIBIT VI-10

Company Name: **Selesta**

Address: Via Meravigli 16
20123 Milano
Italy

Tel. No.: 02-800817

Ownership: Public

Private

Subsidiary (Parent co.: Selesta Holding)

No. of Employees: 100

Total Revenues (1987): 20B Lira

Type of Software Produced: Systems Software Engineering.
Distributor for Software AG.

Applications Cross Industry. Also Banking Sector.

Hardware Platforms: IBM 100%

Geographic Coverage: Italy

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EXHIBIT VI-11

Company Name: **Sopin spa**

Address: Via del Serafico 200
00142 Roma, Italy

Tel. No.: 06 54771

Ownership: Public

Private

Subsidiary (Parent co.: Cofin
Finanziaria)

No. of Employees: 300

Total Revenues (1987): 32B Lira

Type of Software Produced: Systems

Applications Accounting, Optical Disk
Images

Hardware Platforms: Various

Geographic Coverage: Italy

THE UNIVERSITY OF CHICAGO PRESS

CHICAGO, ILL.

1960

EXHIBIT VI-12

Company Name: **CDS Group (Sistemi)**
Address: Via Grosio 10/8
 20151 Milano
 Italy
Tel. No.: 02 3083941

Ownership:

| | | |
|------------|-------------------------------------|-------------------------------|
| Public | <input type="checkbox"/> | |
| Private | <input checked="" type="checkbox"/> | |
| Subsidiary | <input type="checkbox"/> | (Parent co.: CDS Finanziaria) |

No. of Employees: 300

Total Revenues (1987): 48B Lira

Type of Software Produced:

| | | |
|--------------|-------------------------------------|---|
| Systems | <input checked="" type="checkbox"/> | |
| Applications | <input checked="" type="checkbox"/> | Data Bank, Public Services, Accountancy, General admin. |

Hardware Platforms:

| | |
|--------------------|-----|
| m/f IBM | 70% |
| UNISYS | 30% |
| DEC (occasionally) | |

Geographic Coverage: Italy

the polymerization of acrylonitrile in the presence of a small amount of styrene.

The authors are indebted to the National Science Foundation for the grant of a research grant to the senior author.

Received July 1, 1964

1964-1000

EXHIBIT VI-13

Company Name: **SIPE Optimization spa**

Address: Via Erminio Spalla 53
00142 Roma, Italy

Tel. No.: 06 54761

Ownership: Public

Private

Subsidiary (Parent co.: BNL - Banca Nazionale del Lavoro)

No. of Employees: 280

Total Revenues (1987): 30B Lira

Type of Software Produced: Systems

Applications Banking, Insurance,
Public Admin.
Finance Sector
Admin. Programs

Hardware Platforms: IBM (m/f-Mini-Micro) >50%
Mainframe: Siemens, Honeywell
Mini: Olivetti, Digital

Geographic Coverage: Italy

EXPERIMENTAL

Materials

The epoxy resin used was a diglycidyl ether of bisphenol A (DGEBA) supplied by Huls Co. The hardener was a polyamide (PA) supplied by Huls Co. The hardener was prepared by the reaction of 1,4-bis(4-aminophenoxy)benzene with terephthalic acid.

The hardener was prepared by the reaction of 1,4-bis(4-aminophenoxy)benzene with terephthalic acid. The reaction was carried out in a stainless steel reactor equipped with a stirrer and a nitrogen inlet. The reaction mixture was cooled to 10°C and then the hardener was precipitated by the addition of methanol.

The hardener was dried in a vacuum oven at 100°C for 24 h. The hardener was then stored in a desiccator until used. The hardener was used as received without further purification.

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EXHIBIT VI-14

Company Name: **Lombardia Informatica**

Address: P. Del Carmine 4
20121 Milano
Italy

Tel. No.: 02 85171

Ownership: Public
Private
Subsidiary (Parent co.: Regione Lombardia)

No. of Employees: 250

Total Revenues (1987): 52B Lira

Type of Software Produced: Systems
Applications Public Administration
(Admin - Databases - Management s/w)

Hardware Platforms: IBM 39/90 >50%
Honeywell m/f
UNIX
MSDOS (PCs)

Geographic Coverage: Italy - Lombardia region



EXHIBIT VI-15

Company Name: **System Management**

Address: Via Brisa 3
Milano 20123, Italy

Tel. No.: 02 866 341

Ownership: Public

Private

Subsidiary (Parent co.: _____)

No. of Employees: 270

Total Revenues (1987): 21B Lira

Type of Software Produced: Systems

Applications Software solutions for
banks, Consultancy on
UNISYS, Artificial
Intelligence

Hardware Platforms: IBM (Mainframe) >80%

Geographic Coverage: Italy - Esprit project for EEC



EXHIBIT VI-16

Company Name: **Praxis Calcolo**

Address: Via Paleocapa 7
Milano 20121, Italy

Tel. No.: 02 808663

Ownership: Public

Private

Subsidiary (Parent co.: _____)

No. of Employees: 100

Total Revenues (1987): 11.1B Lira

Type of Software Produced: Systems Mostly Cullinet products

Applications

Hardware Platforms: IBM Mainframe >50%
PCs (in expansion)
VAX

Geographic Coverage: Italy

the following: (1) the number of eggs laid by the female; (2) the number of eggs which develop into larvae; (3) the number of larvae which develop into pupae; (4) the number of pupae which develop into adults; and (5) the number of adults which survive to the next generation.

The first four of these factors are measured by the following methods: (1) the number of eggs laid by the female is determined by counting the number of eggs laid by the female in a given period of time; (2) the number of eggs which develop into larvae is determined by counting the number of eggs which develop into larvae in a given period of time; (3) the number of larvae which develop into pupae is determined by counting the number of larvae which develop into pupae in a given period of time; and (4) the number of pupae which develop into adults is determined by counting the number of pupae which develop into adults in a given period of time.

The fifth factor, the number of adults which survive to the next generation, is measured by the following method: (5) the number of adults which survive to the next generation is determined by counting the number of adults which survive to the next generation in a given period of time.

The following table shows the results of the measurements of the five factors mentioned above for the five generations of the population of *Chironomus tentans* which were studied in this experiment.

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Other Leading European- Owned Software Product Companies



VII

Other Leading European-Owned Software Product Companies

Exhibits VII-1 through VII-10 provide details of those companies appearing in the top 80 list whose headquarters are not in one of the four major European countries (France, West Germany, U.K., Italy).

The ten companies in this section are based in Sweden, The Netherlands, Belgium, Switzerland and Austria.

EXHIBIT VII-1

Company Name: **Hogia Data AB**

Address: Angsvagen 7
44400 Stenungsund, Sweden

Tel. No.: +46 303 80510

Ownership: Public

Private

Subsidiary (Parent co.: _____)

No. of Employees: 175

Total Revenues (1987): N/A

Type of Software Produced: Systems

Applications Accounting and
business packages

Hardware Platforms: Predominantly machine independent
Mainly PCs
Minis
Xenix/Unix

Geographic Coverage: Europe (Mainly Sweden/Scandinavia)
(Offices in Scandinavian countries and U.K.
plus new office in Singapore)

the 1990s. The 1990s were characterized by a strong El Niño event in 1997–98, which was followed by a strong La Niña event in 1999–2000.

The 2000s were characterized by a strong El Niño event in 2002–03, which was followed by a strong La Niña event in 2004–05.

The 2010s were characterized by a strong El Niño event in 2015–16, which was followed by a strong La Niña event in 2017–18.

The 2020s were characterized by a strong El Niño event in 2023–24, which was followed by a strong La Niña event in 2025–26.

The 2030s were characterized by a strong El Niño event in 2033–34, which was followed by a strong La Niña event in 2035–36.

The 2040s were characterized by a strong El Niño event in 2043–44, which was followed by a strong La Niña event in 2045–46.

The 2050s were characterized by a strong El Niño event in 2053–54, which was followed by a strong La Niña event in 2055–56.

The 2060s were characterized by a strong El Niño event in 2063–64, which was followed by a strong La Niña event in 2065–66.

The 2070s were characterized by a strong El Niño event in 2073–74, which was followed by a strong La Niña event in 2075–76.

The 2080s were characterized by a strong El Niño event in 2083–84, which was followed by a strong La Niña event in 2085–86.

The 2090s were characterized by a strong El Niño event in 2093–94, which was followed by a strong La Niña event in 2095–96.

The 2100s were characterized by a strong El Niño event in 2103–04, which was followed by a strong La Niña event in 2105–06.

The 2110s were characterized by a strong El Niño event in 2113–14, which was followed by a strong La Niña event in 2115–16.

The 2120s were characterized by a strong El Niño event in 2123–24, which was followed by a strong La Niña event in 2125–26.

The 2130s were characterized by a strong El Niño event in 2133–34, which was followed by a strong La Niña event in 2135–36.

The 2140s were characterized by a strong El Niño event in 2143–44, which was followed by a strong La Niña event in 2145–46.

The 2150s were characterized by a strong El Niño event in 2153–54, which was followed by a strong La Niña event in 2155–56.

The 2160s were characterized by a strong El Niño event in 2163–64, which was followed by a strong La Niña event in 2165–66.

The 2170s were characterized by a strong El Niño event in 2173–74, which was followed by a strong La Niña event in 2175–76.

The 2180s were characterized by a strong El Niño event in 2183–84, which was followed by a strong La Niña event in 2185–86.

The 2190s were characterized by a strong El Niño event in 2193–94, which was followed by a strong La Niña event in 2195–96.

The 2200s were characterized by a strong El Niño event in 2203–04, which was followed by a strong La Niña event in 2205–06.

The 2210s were characterized by a strong El Niño event in 2213–14, which was followed by a strong La Niña event in 2215–16.

The 2220s were characterized by a strong El Niño event in 2223–24, which was followed by a strong La Niña event in 2225–26.

The 2230s were characterized by a strong El Niño event in 2233–34, which was followed by a strong La Niña event in 2235–36.

The 2240s were characterized by a strong El Niño event in 2243–44, which was followed by a strong La Niña event in 2245–46.

EXHIBIT VII-2

Company Name: **Programmator Foretagen AB**

Address: Box 20072
16120 Bromma, Sweden
Tel. No.: +46 8 7993500

Ownership: Public
Private
Subsidiary (Parent co.: _____)

No. of Employees: 2700

Total Revenues (1987): 2000M SK

Type of Software Produced: Systems
Applications Technical and commercial

Hardware Platforms:

Geographic Coverage: Sweden

EXHIBIT VII-3

Company Name: **Multihouse NV**

Address: Doesburgweg 7
2803 PL Gouda
Netherlands

Tel. No.: +31 1820 629111

Ownership: Public
Private
Subsidiary (Parent co.: _____)

No. of Employees: 670

Total Revenues (1987): DFL 111M

Type of Software Produced: Systems
Applications Automation and other applications

Hardware Platforms:

Geographic Coverage: Mainly Netherlands

EXHIBIT VII-4

Company Name: **L&T Informatica**

Address: Winkelcentrum Woensel 84
PO Box 111
5602 BC Eindhoven
Netherlands

Tel. No.: +31 40 411425

Ownership: Public

Private

Subsidiary (Parent co.: Bouwfons
(NL))

No. of Employees: 220

Total Revenues (1987): DFL 60M

Type of Software Produced: Systems

Applications Government, production,
education

Hardware Platforms: IBM

Geographic Coverage: Netherlands

EXHIBIT VII-5

Company Name: **Orda-B NV**

Address: Interleuvenlaan 27
3030 Heverlee-Leuven
Belgium

Tel. No.: +32 16 280211

Ownership: Public

Private

Subsidiary (Parent co.: _____)

No. of Employees: 300

Total Revenues (1987): 1000M BF

Type of Software Produced: Systems

Applications Finance, stock control,
pay.

Hardware Platforms: Mainly IBM

Geographic Coverage: Mainly Belgium

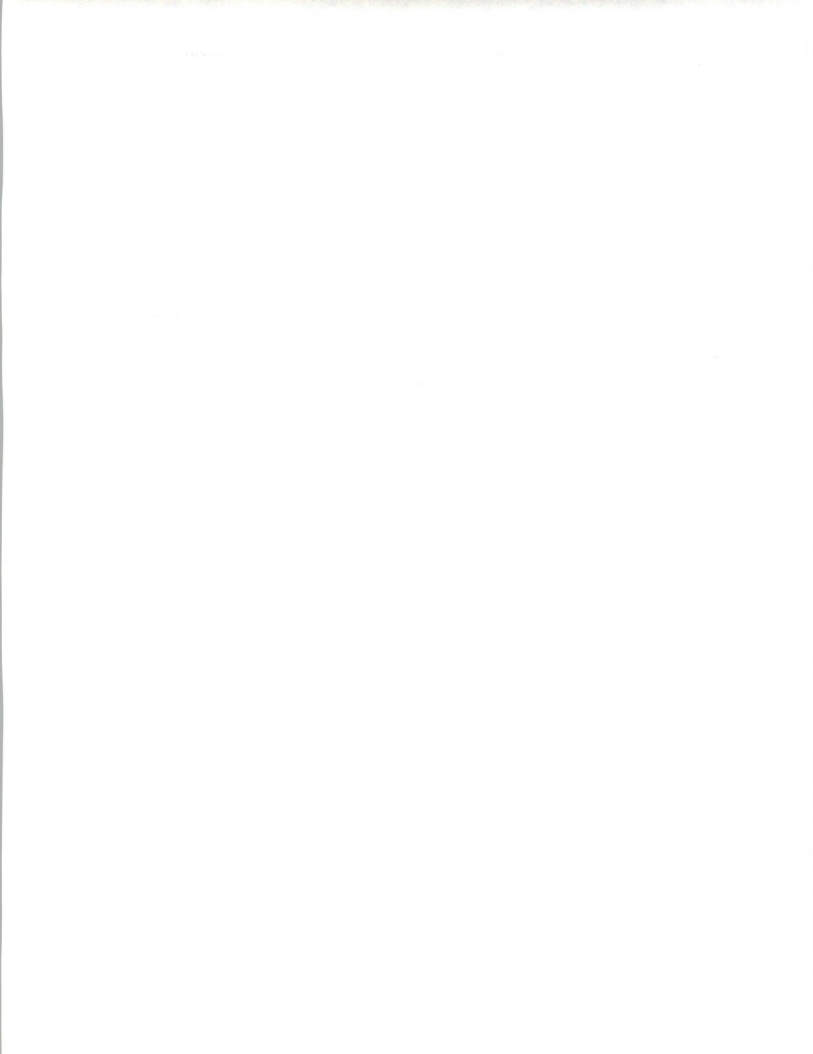


EXHIBIT VII-6

Company Name: **Administra**

Address: Raketstraat 60
1130 Brussels, Belgium

Tel. No.: +32 2 2162855

Ownership: Public

Private

Subsidiary (Parent co.: Belgian State)

No. of Employees: 570

Total Revenues (1987): 570M BF

Type of Software Produced: Systems Systems control
Applications Accounting, stock control

Hardware Platforms: IBM Mainframes

Geographic Coverage: Belgium; some export

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EXHIBIT VII-7

Company Name: **Winter Partners AG**

Address: Flora Strasse 44
8008 Zurich, Switzerland

Tel. No.: +41 1 695440

Ownership: Public

Private

Subsidiary (Parent co.: _____)

No. of Employees: 200

Total Revenues (1987): 30M SF

Type of Software Produced: Systems

Applications Banking/Finance

Hardware Platforms: DEC VAX
IBM 43XX, 30XX, PC
Unisys

Geographic Coverage: Worldwide

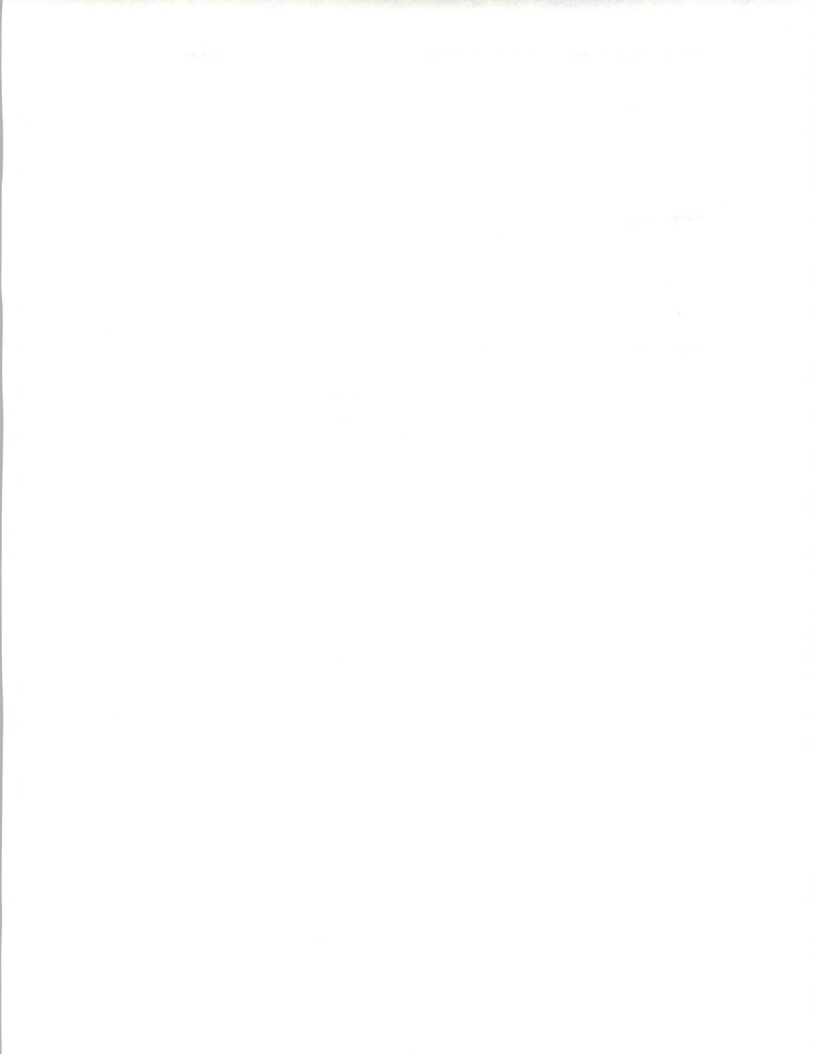


EXHIBIT VII-8

Company Name: **ISAG (Industrie Software AG)**

Address: Dufour Strasse 181, Postfach
8034 Zurich, Switzerland

Tel. No.: +41 1 558577

Ownership: Public

Private

Subsidiary (Parent co.: five
companies jointly own
ISAG)

No. of Employees: 200

Total Revenues (1987): 26M SF

Type of Software Produced: Systems

Applications Industry

Hardware Platforms: Various

Geographic: Switzerland (all areas)

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EXHIBIT VII-9

Company Name: **Voest Alpine AG**

Address: 4010 Linz, Postfach 2
Austria

Tel. No.: +43 732 276405

Ownership: Public
Private
Subsidiary (Parent co.: _____)

No. of Employees: 74

Total Revenues (1987): 130M Shillings

Type of Software Produced: Systems
Applications Industrial
Commercial

Hardware Platforms: Various

Geographic Coverage: Austria



EXHIBIT VII-10

Company Name: **Management Data**

Address: Technisches Zentrum der CA
Julius Tandler Platz 3,
A-1090 Vienna, Austria

Tel. No.: +43 1 3135 2482

Ownership: Public

Private

Subsidiary (Parent co.: Creditanstalt)

No. of Employees: 80

Total Revenues (1987): 164M Shillings

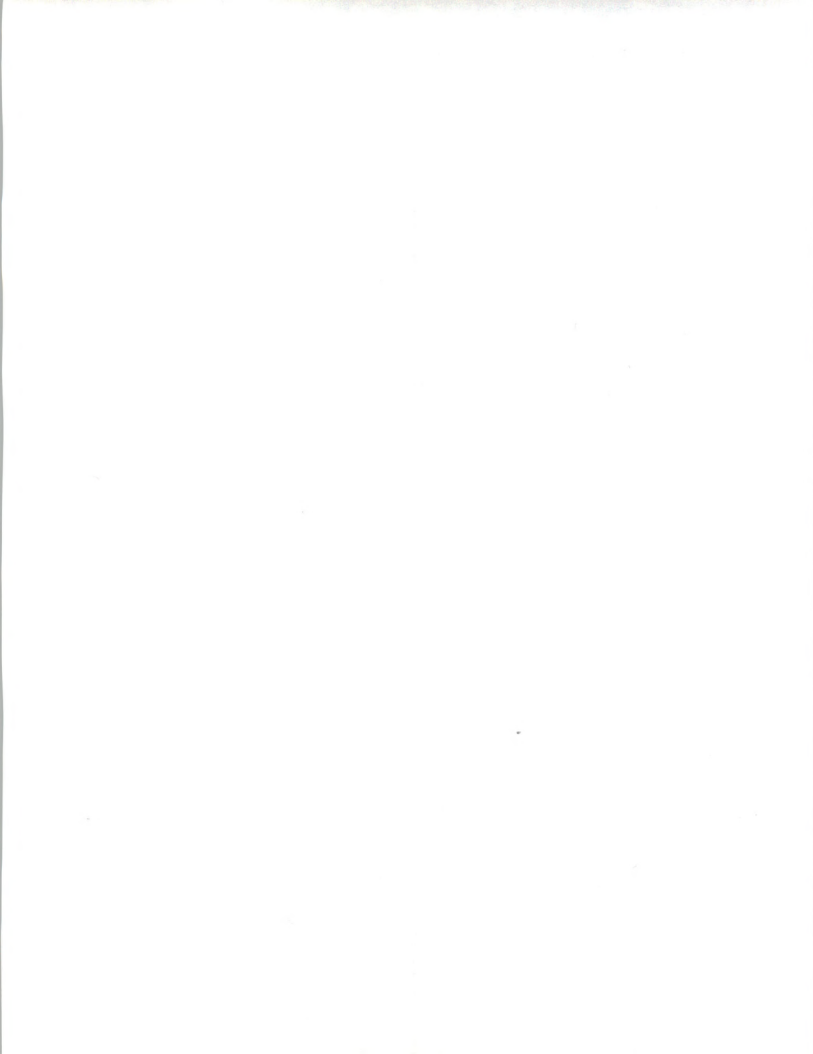
Type of Software Produced: Systems

Applications International banking software

Hardware Platforms: PCs and mainframes
(Mainly IBM)

Geographic Coverage: Worldwide

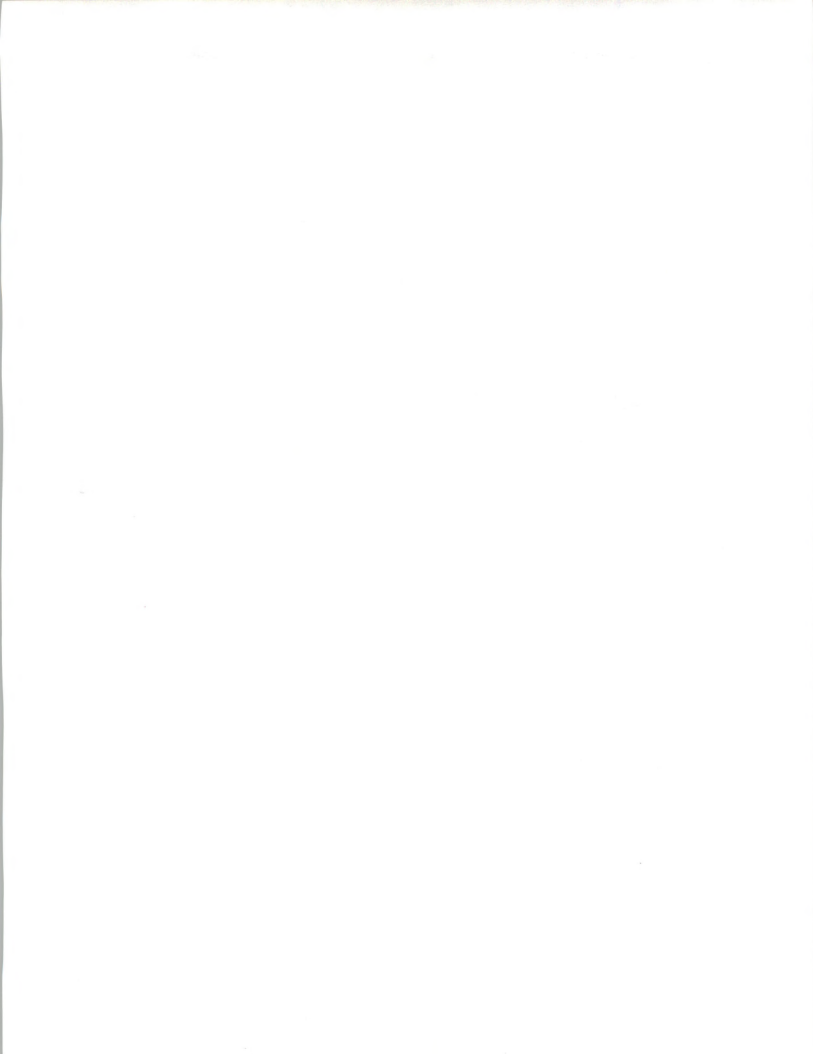






Potentially Important
Smaller Companies





VIII

Potentially Important Smaller Companies

Exhibits VIII-1 through VIII-20 provide details on 20 European-owned software product companies that do not feature in the top-80 listing, but may be potentially interesting to Digital. Among the reasons these companies may be of interest are:

- Strong growth record
- Involved in new or emerging technologies
- Strong position in a particular niche market

Some companies are also included that are significant in size, but whose software product revenues are estimated to be marginally lower than the level required for the top-80 list.

EXHIBIT VIII-1

Company Name: **Progilog**

Address: 24-26 rue Louis Armand
75015 Paris, France

Tel. No: +33 1 4060 0512

Ownership: Public

Private

Subsidiary (Parent co.: Progifin)

No of Employees: 60

Total Revenues (1987): 43M FF

Type of Software Produced: Systems Software engineering
Expert system generator

Applications

Hardware Platforms:

Geographic Coverage: Europe and French-speaking Africa (foreign
offices in Brussels and Geneva)

Comments: Progilog is highly involved in R&D in expert
systems and 4GL area.

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EXHIBIT VIII-2

Company Name: **Compagnie Europeene de Progiel**

Address: 25 rue de Berri
75008 Paris
France

Tel. No.: +31 1 43590324

Ownership: Public

Private

Subsidiary (Parent co.: _____)

No. of Employees: 21

Total Revenues (1987): 36M FF

Type of Software Produced: Systems

Applications Integrated management
and production packages

Hardware Platforms:

Geographic Coverage: Worldwide (mainly Europe)

Comments: CEP has a very high turnover per employee.
The company operates worldwide and works
closely with research centres in many countries.

EXHIBIT VIII-3

Company Name: **Prodstar SA**

Address: 45 Quai de la Seine
75019 Paris, France
Tel. No.: 42 41 88 55

Ownership: Public
Private
Subsidiary (Parent co.: _____)

No. of Employees: 55

Total Revenues (1987): 35M FF

Type of Software Produced: Systems
Applications Prodstar Mrp - production control product - available in 6 languages

Hardware Platforms: HP, IBM 36, 38, 6150
DEC, Siemens, Bull
IBM PC and compatibles
Wang, Bull Unix

Geographic Coverage: Subsidiaries in Germany, Spain, U.S., plus distributors elsewhere.

Comments: 66% revenue growth in 1987; high profitability.

EXHIBIT VIII-4

Company Name: **ASTR**

Address: 193 Tour de l'Europe
68100 Mulhouse
France

Tel. No.: 89 45 55 21

Ownership: Public

Private

Subsidiary (Parent co.: _____)

No. of Employees: 55

Total Revenues (1987): 33M FF

Type of Software Produced: Systems

Applications Commercial/financial/pro-
duction - specialising in
Digital equipment

Hardware Platforms: Digital 100%

Geographic Coverage: 94% France

Comments: High revenue and profit growth. Also involved in
education and training using video-disc
technology.

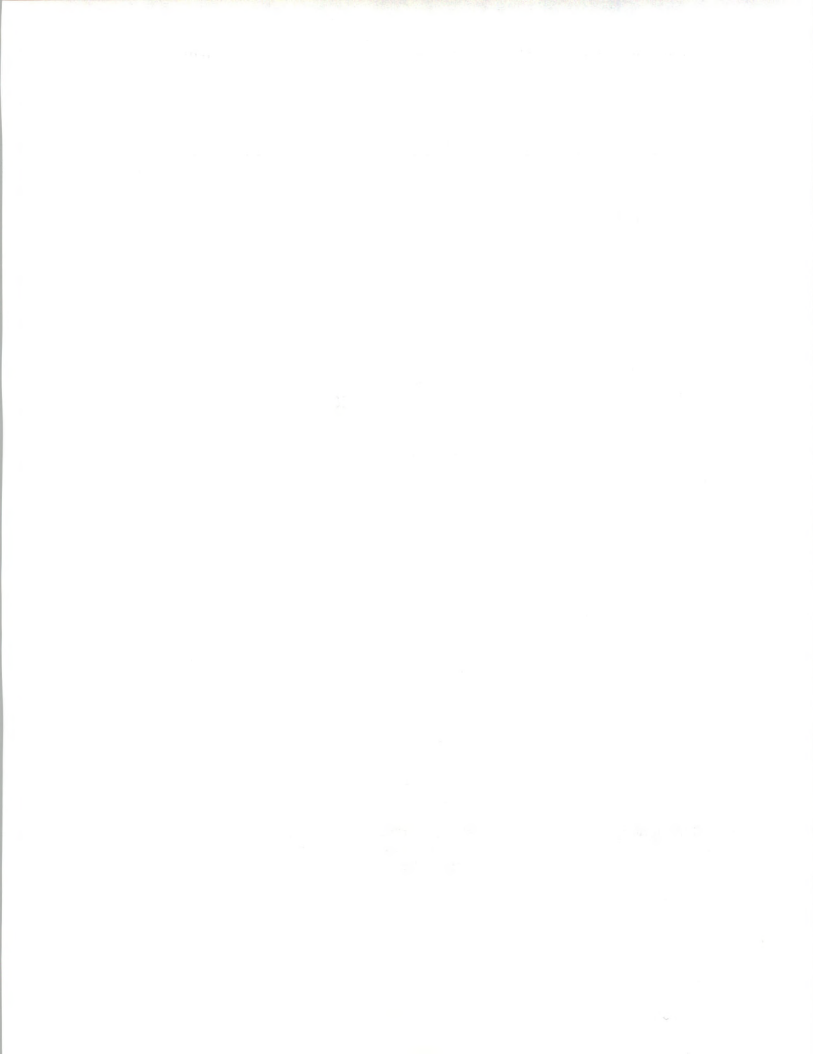


EXHIBIT VIII-5

Company Name: **Alpha Informatique**

Address: 20 Avenue Francis-Bouet
49306, Cholet Cedex
France

Tel. No.: 41 65 21 86

Ownership: Public

Private

Subsidiary (Parent co.: Plan to join
Segin Group)

No. of Employees: 140

Total Revenues (1987): 42M FF

Type of Software Produced: Systems

Applications Accounting, finance,
personnel, CAD/CAM
stock control

Hardware Platforms: IBM PC 36, 38
93 XX

Geographic Coverage: Mainly France

Comments: 40% revenue growth in 1987.



EXHIBIT VIII-6

Company Name: **Europe Informatique**

Address: 12, rue Godot de Mauroy,
75009 Paris,
France

Tel. No.: 42 65 10 10

Ownership: Public

Private

Subsidiary (Parent co.: _____)

No. of Employees: 100

Total Revenues (1987): 35M FF

Type of Software Produced: Systems Communication between
PCs and with IBM
mainframes; data recovery

Applications Data Analysis; trade fair
management

Hardware Platforms: IBM mainframes,
Pick systems

Geographic Coverage: Mainly France

Comments: Software products is one of Europe
Informatique's key focus areas. This activity
was started in 1985 and is growing quickly.



EXHIBIT VIII-7

Company Name: **B & S Multisoft GmbH**

Address: Universitätsstrasse 74
4630 Bochum 1
W. Germany

Tel. No.: +49 234 37481

Ownership: Public

Private

Subsidiary (Parent co.: _____)

No. of Employees: 31

Total Revenues (1987): 6.1M DM

Type of Software Produced: Systems

Applications Office automation

Hardware Platforms: PCs under OS/2 and MSDOS 85%

Unix/Xenix 12%

DEC (VMS) 3%

Geographic Coverage: Considerable export activity.

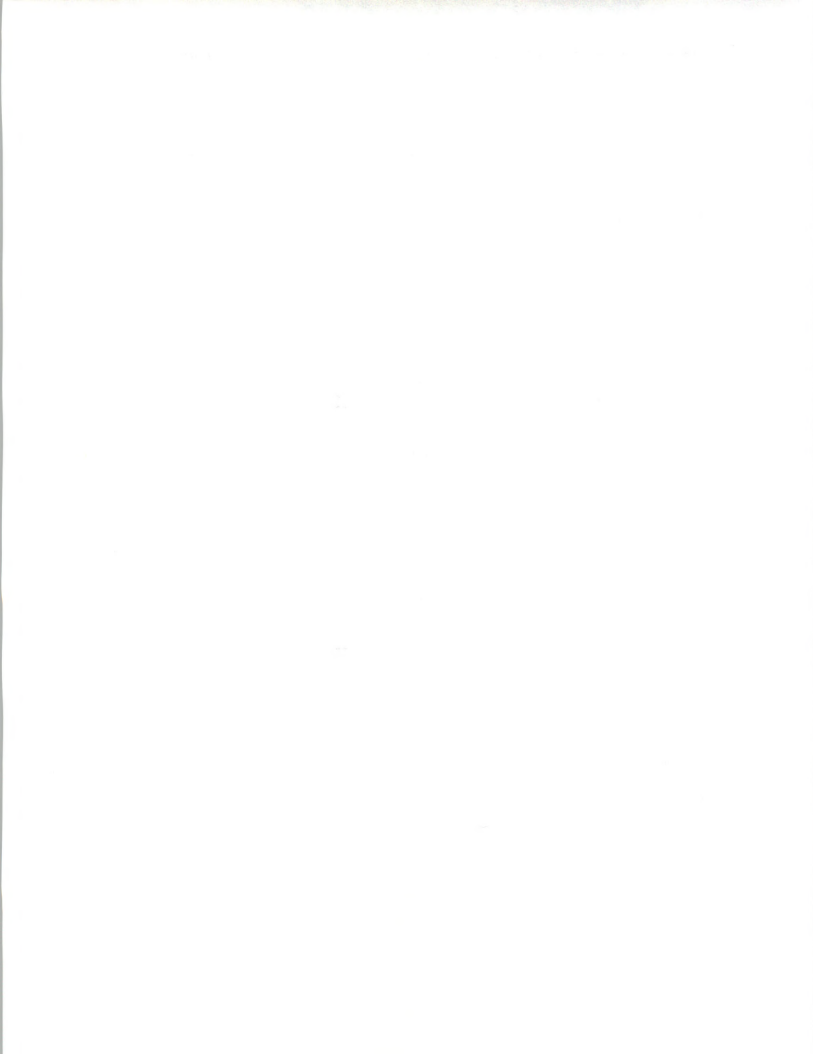


EXHIBIT VIII-8

Company Name: **Brainware GmbH**

Address: Gustav-Meyer-Allee
1000 Berlin 65
W Germany

Tel. No.: +49 30 4633048/49

Ownership: Public

Private

Subsidiary (Parent co.: 29% owned
by TVM - venture capital
co.)

No. of Employees: 20

Total Revenues (1987): 1.5M DM

Type of Software Produced: Systems Expert systems/artificial
intelligence

Applications

Hardware Platforms: Predominantly PCs
Also LISP and Unix machines and mainframes

Geographic Coverage: Mainly W. Germany

Comments: Founded in 1985; share taken by venture
capital co. in 1987.



EXHIBIT VIII-9

Company Name: **LG Software Ltd**

Address: Copthall Bridge House
1 East Parade, Harrogate
N Yorkshire HG1 5LF

Tel. No.: (0423) 524151

Ownership: Public

Private

Subsidiary (Parent co.: Sherwood
Computer Services)

No. of Employees: 130

Total Revenues (1987): £5M

Type of Software Produced: Systems

Applications Local authority software.
Most successful products:
'Rentman' and 'Rateman'

Hardware Platforms: ICL 50%

Geographic Coverage: U.K.

Comments: LG is the only U.K. software house to specialise
in the local authority market. Taken over by
Sherwood in February 1987. Has had some
recent problems (July 1988)

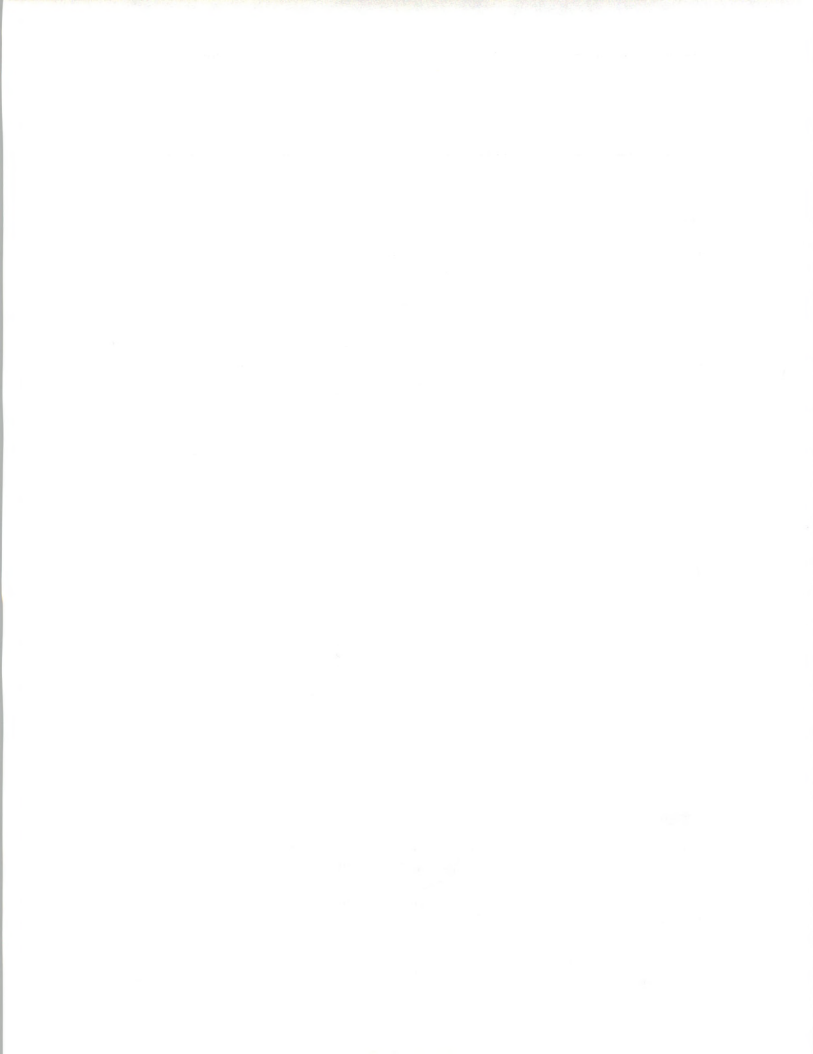


EXHIBIT VIII-10

Company Name: **Trifid Software Ltd**

Address: Woodside Park
Chelford Road, Congleton
Cheshire CW12 2LY
(0260) 280601

Tel. No.:

Ownership: Public

Private

Subsidiary (Parent co.: Kewill Systems plc)

No. of Employees: 150*

Total Revenues (1987): £9M*

*including Kewill Systems

Type of Software Produced: Systems Pick based operating system ('Ultimate 370')

Applications Integrated Business System ('IBS') for manufacturing

Hardware Platforms: Mainly IBM mainframes

Geographic Coverage: Worldwide (mostly U.K.)

Comments: Trifid bought by Kewill in November 1987.

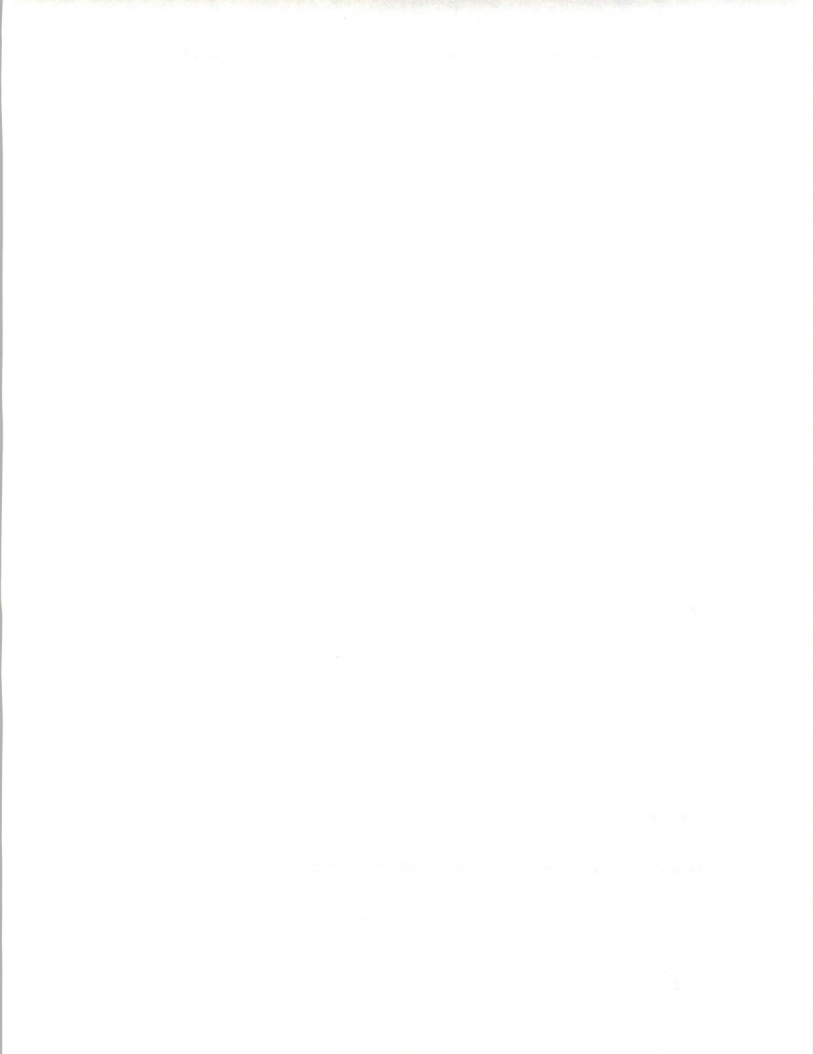


EXHIBIT VIII-11

Company Name: **Abtex Holdings Ltd**

Address: 58-60 Carden Place
Aberdeen AB1 1UP

Tel. No.: (0224) 647074

Ownership: Public
Private
Subsidiary (Parent co.: _____)

No. of Employees: c.60

Total Revenues (1987): £1M (= U.K. revenues of Abtex Software subsidiary)

Type of Software Produced Systems
Applications Major product -
'Pertmaster' - project
management (from
Abtex Software Limited)

Hardware Platforms: IBM PCs
Plans for Unix and OS/2

Geographic Coverage: Worldwide

Comments: Planning rapid expansion. Abtex Software
plans to change its name to Pertmaster
International.

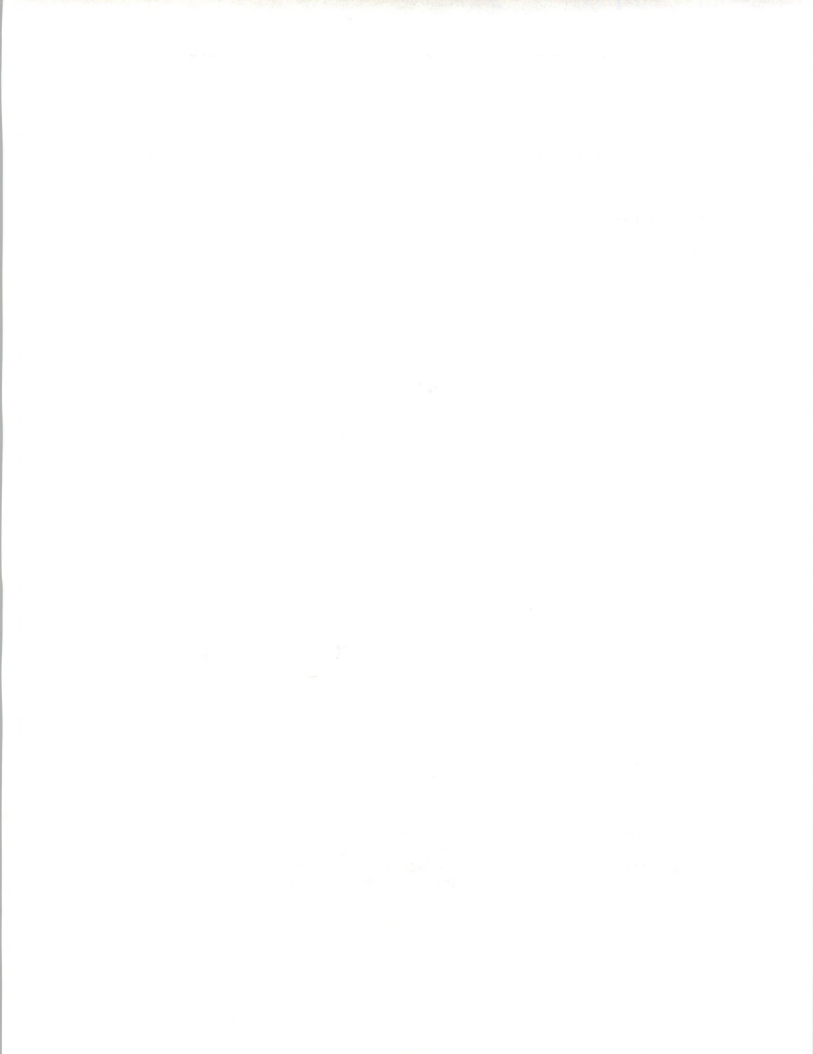


EXHIBIT VIII-12

Company Name: **Misys Dateller**

Address: Buckholt Drive, Warndon
Worcester WR4 9SR

Tel. No.: (0905) 754455

Ownership:

Public

Private

Subsidiary (Parent co.: Misys plc
(USM))

No. of Employees: 164

Total Revenues (1987): £6M

Type of Software Produced:

Systems BOS products

Applications Financial, insurance

Hardware Platforms: Most computers

Geographic Coverage: U.K. (plans for U.S. and Australia)

Comments: Misys recently (June 1988) bought BOS Software. The company is planning more expansion through acquisition.

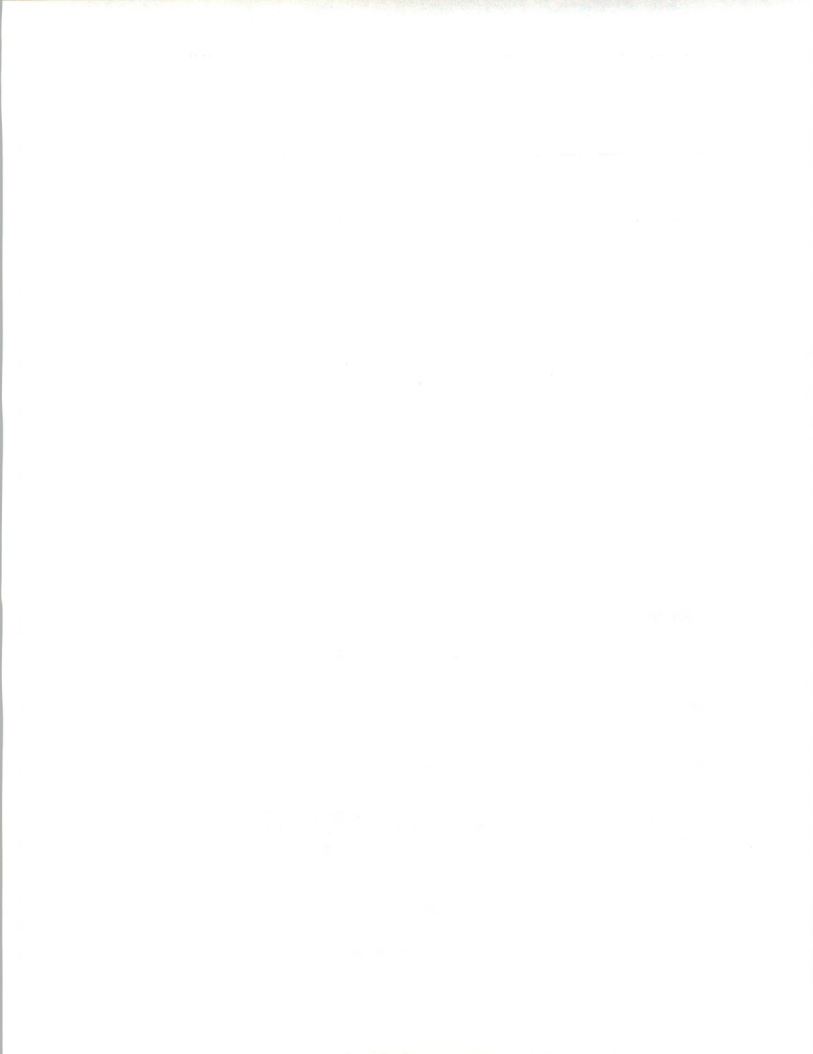


EXHIBIT VIII-13

Company Name: **Computer Toepassing Bouwezen (CTB)**

Address: Galvanistraat 1, PO Box 239
6710 BE, Ede
Netherlands

Tel. No.: 010 31 8380 70111

Ownership: Public
Private
Subsidiary (Parent co.: _____)

No. of Employees: 200

Total Revenues (1987): 8M DFL

Type of Software Produced: Systems
Applications Calculation programmes,
CAD/CAM, financial
administration

Hardware Platforms: IBM
NCR
Unix

Geographic Coverage: Netherlands only



EXHIBIT VIII-14

Company Name: ICS Instituut vor Computersoftware

Address: Europalaan 530
3526 KS Utrecht
Netherlands

Tel. No.: 010 31 30 892872

Ownership:

Public

Private

Subsidiary (Parent co.: _____)

No. of Employees: 360

Total Revenues (1987): 60M DFL

Type of Software Produced:

Systems

Applications Financial management system (for AS400)
Sales administration (AS40and 36)
Admittance control and time registration control
telefax interface (replaces telex machine and s/w)

Hardware Platforms: IBM

Geographic Coverage: Netherlands

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EXHIBIT VIII-15

Company Name: **Systime AG**

Address: Universitätsstrasse 86
8006 Zurich
Switzerland

Tel. No.: +41 1 3634566

Ownership: Public
Private
Subsidiary (Parent co.: _____)

No. of Employees: 32

Total Revenues (1987): 5.4M SF

Type of Software Produced: Systems For users and software/systems houses with DEC VAX machines
Applications Commercial packages

Hardware Platforms: Mainly DEC VAX

Geographic Coverage: Systime has clients in many European countries.

Comments: Almost 100% growth in 1987.

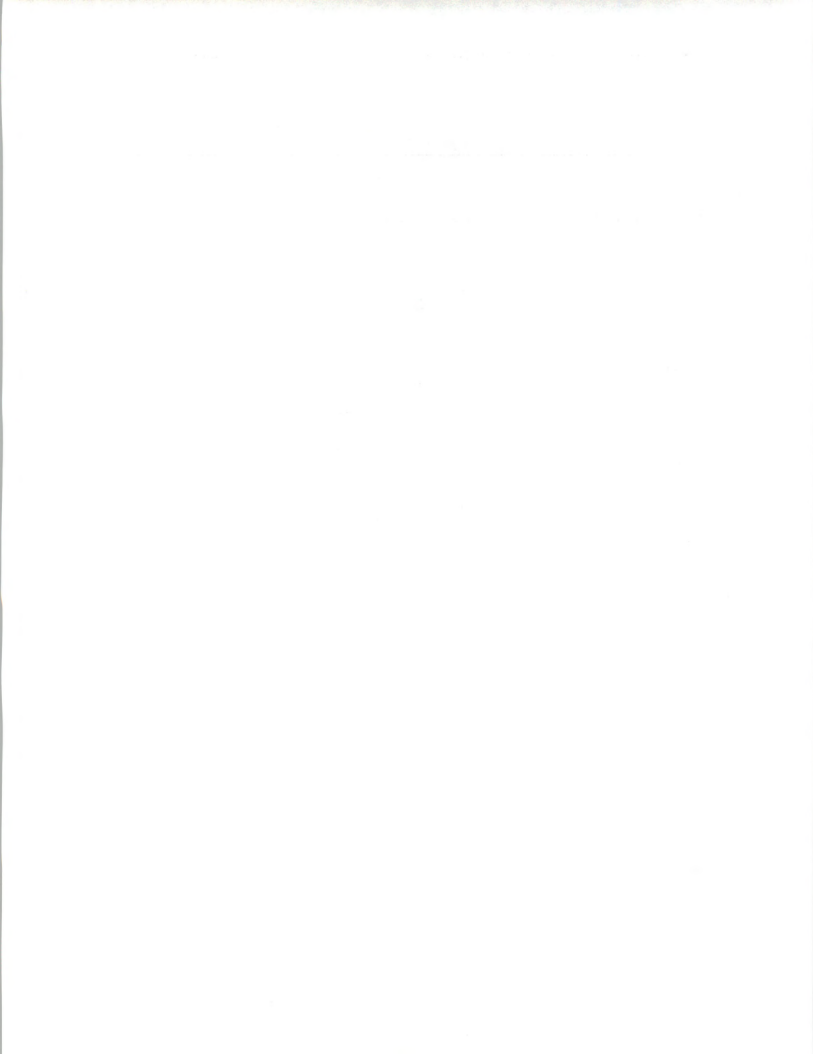


EXHIBIT VIII-16

Company Name: **Systor AG**

Address: Jungholzstrasse 43
8050 Zurich
Switzerland

Tel. No.: +41 1 3014844

Ownership: Public

Private

Subsidiary (Parent co.:
Schweizerische
Treuhandges)

No. of Employees: 130

Total Revenues (1987): c.23M SF

Type of Software Produced: Systems Application Development
Product 'Sapiens'

Applications

Hardware Platforms: Mainly IBM

Geographic Coverage: Mainly Switzerland, Office in U.K.

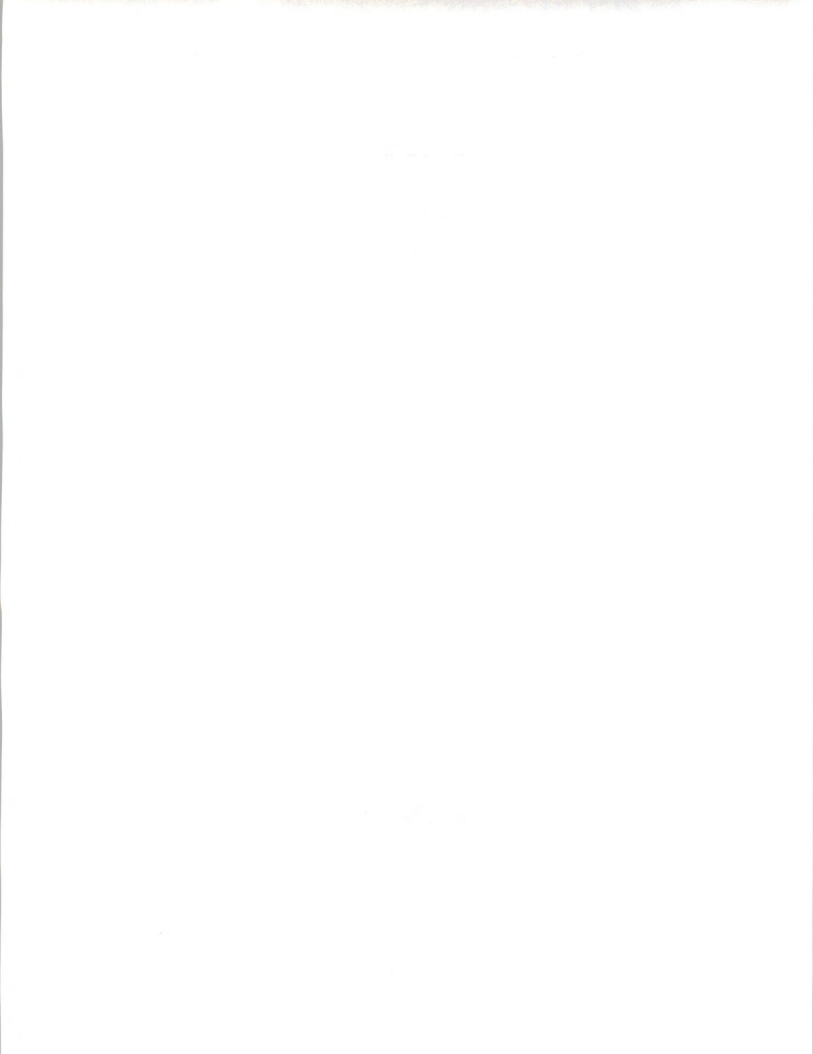


EXHIBIT VIII-17

Company Name: **Dillon Technology Limited**

Address: 43 Molesworth Street
Dublin 2
Ireland

Tel. No.: +353 1 712 570

Ownership: Public

Private

Subsidiary (Parent co.: _____)

No. of Employees: 35

Total Revenues (1987): £750,000

Type of Software Produced: Systems

Applications Multicurrency and
treasury management

Hardware Platforms: MS-DOS
Xenix
VAX and mainframe versions planned

Geographic Coverage: U.K. & Ireland 50%
Gulf region
Scandinavia

Comments: Rapid growth (50-60% p.a.) planned. Aiming for
stock market within three years.

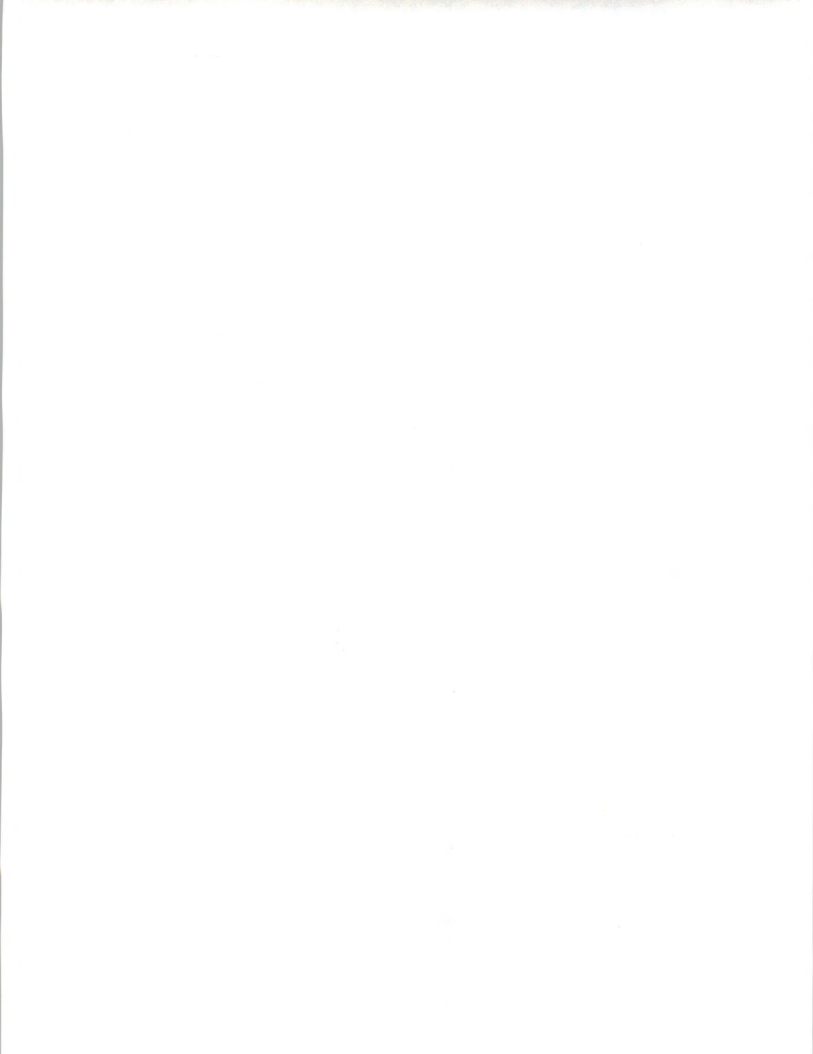


EXHIBIT VIII-18

Company Name: **Software Laboratories**

Address: Seaview Court, Strand Road
Bray, Co. Wicklow
Ireland

Tel. No.: +353 1 860500

Ownership: Public

Private

Subsidiary (Parent co.: _____)

No. of Employees:

Total Revenues (1987):

Type of Software Produced: Systems

Applications 'Unigem' real-time
accounting package

Hardware Platforms: Unix 100%

Geographic Coverage: Worldwide

Comments: Software Laboratories has won a number of
large OEM deals for Unigem, including a £17M
contract from NEC in Australia.

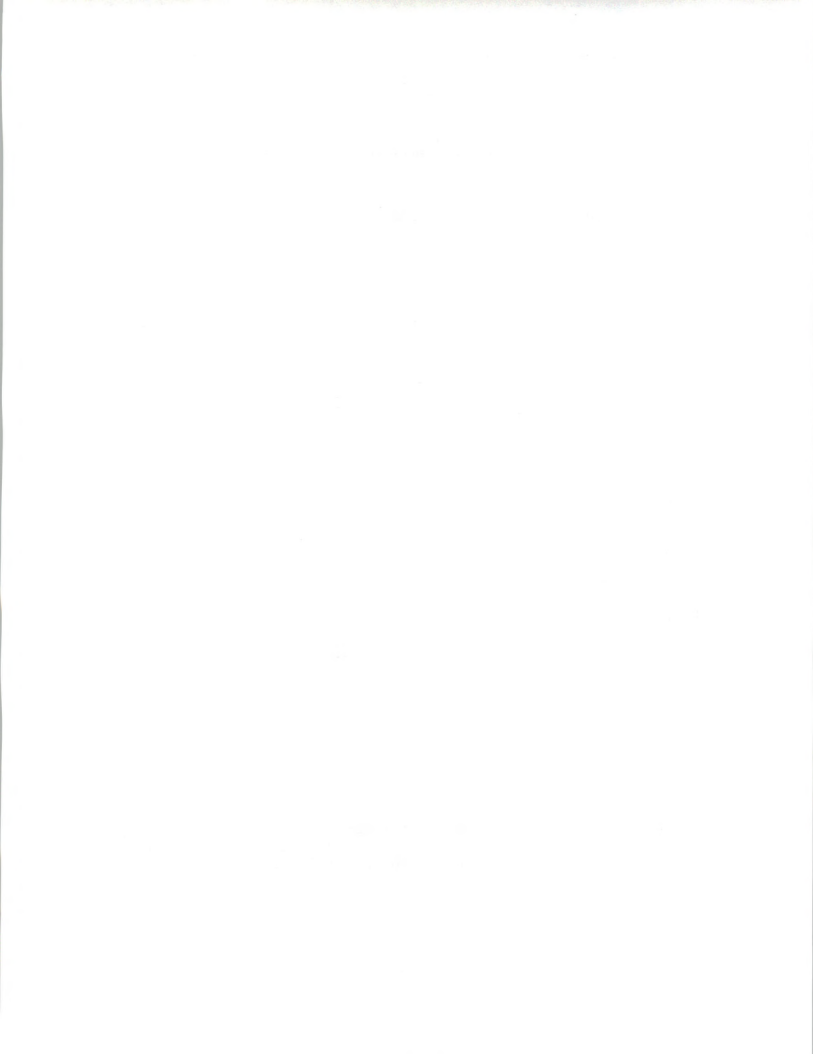


EXHIBIT VIII-19

Company Name: **Kindle Group**

Address: 36 Blessington Street
Dublin 1
Ireland

Tel. No.: +353 1 300955

Ownership: Public

Private

Subsidiary (Parent co.: _____)

No. of Employees: 83

Total Revenues (1987):

Type of Software Produced: Systems

Applications Financial services software (mainly banking)

Hardware Platforms: Was 100% ICL.
Now also MS DOS

Geographic Coverage: Ireland 4%, U.K. 32%, Outside of Europe 64%

Comments: Kindle sells its products worldwide, but supports all customers directly from its headquarters in Dublin.

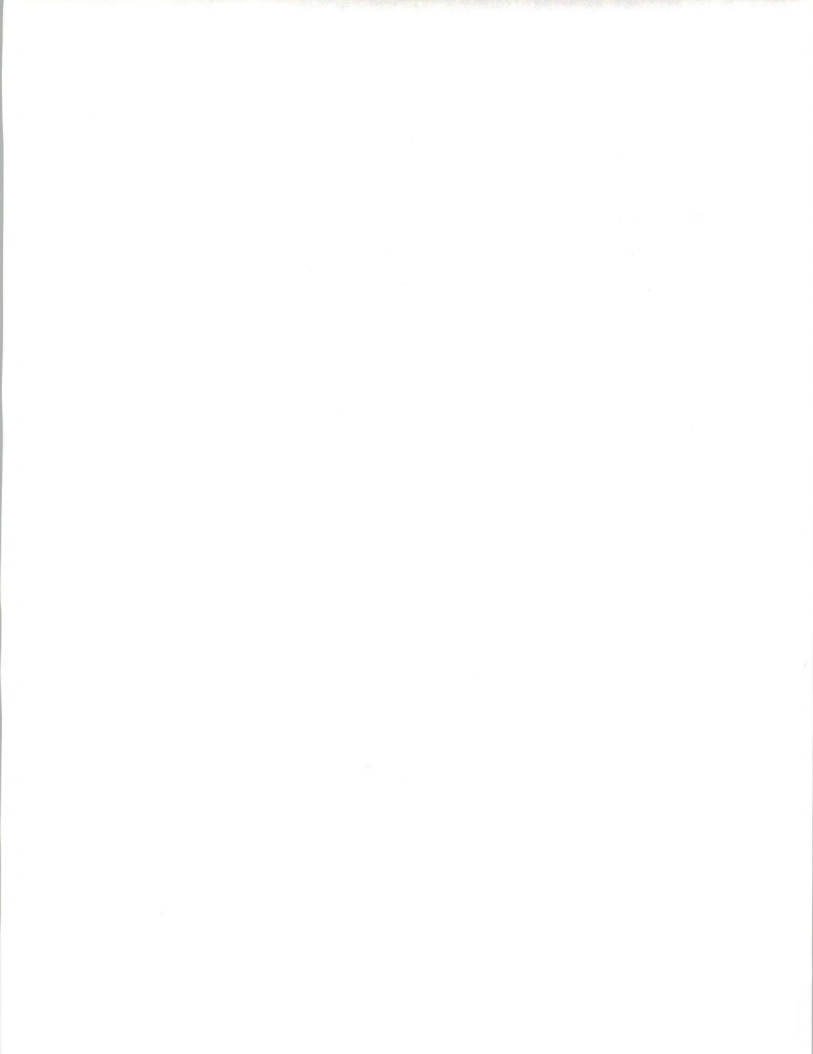


EXHIBIT VIII-20

Company Name: **TAO SA**

Address: Paseo de Gracia
88 Principal 5o Planta
08008 Barcelona
Spain

Tel. No.: +34 93 2151032

Ownership: Public

Private

Subsidiary (Parent co.: _____)

No. of Employees: 55

Total Revenues (1987): 300M Ptas

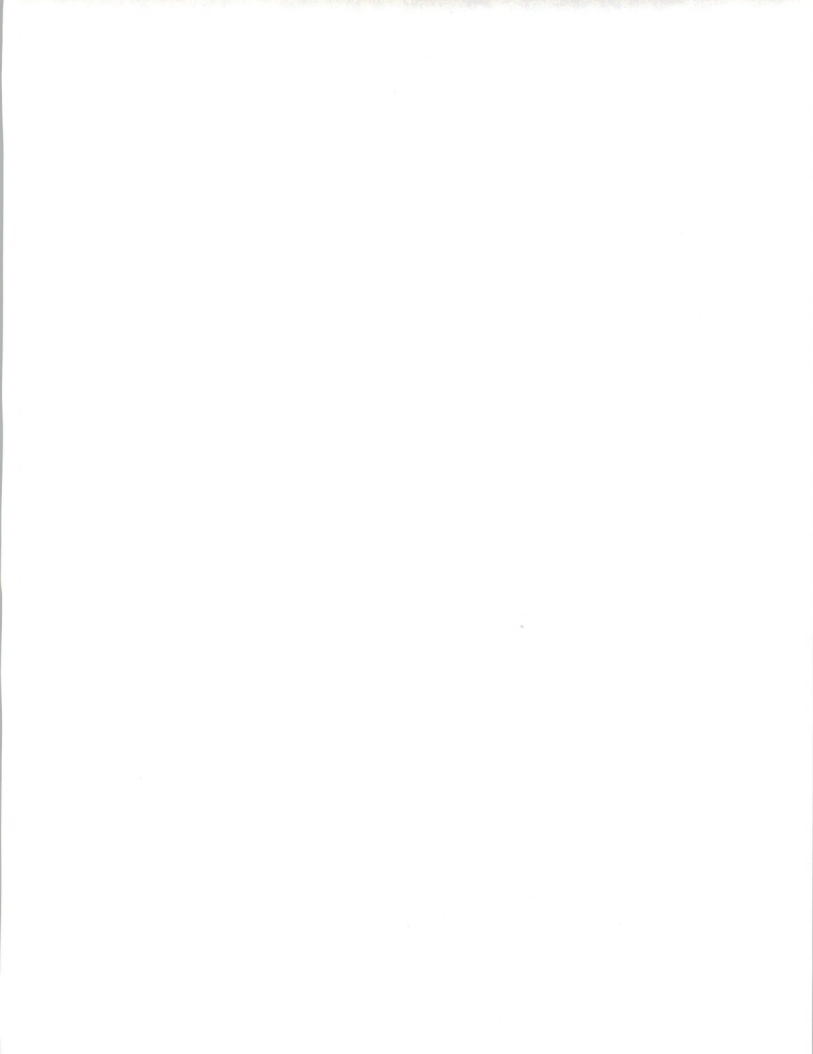
Type of Software Produced: Systems

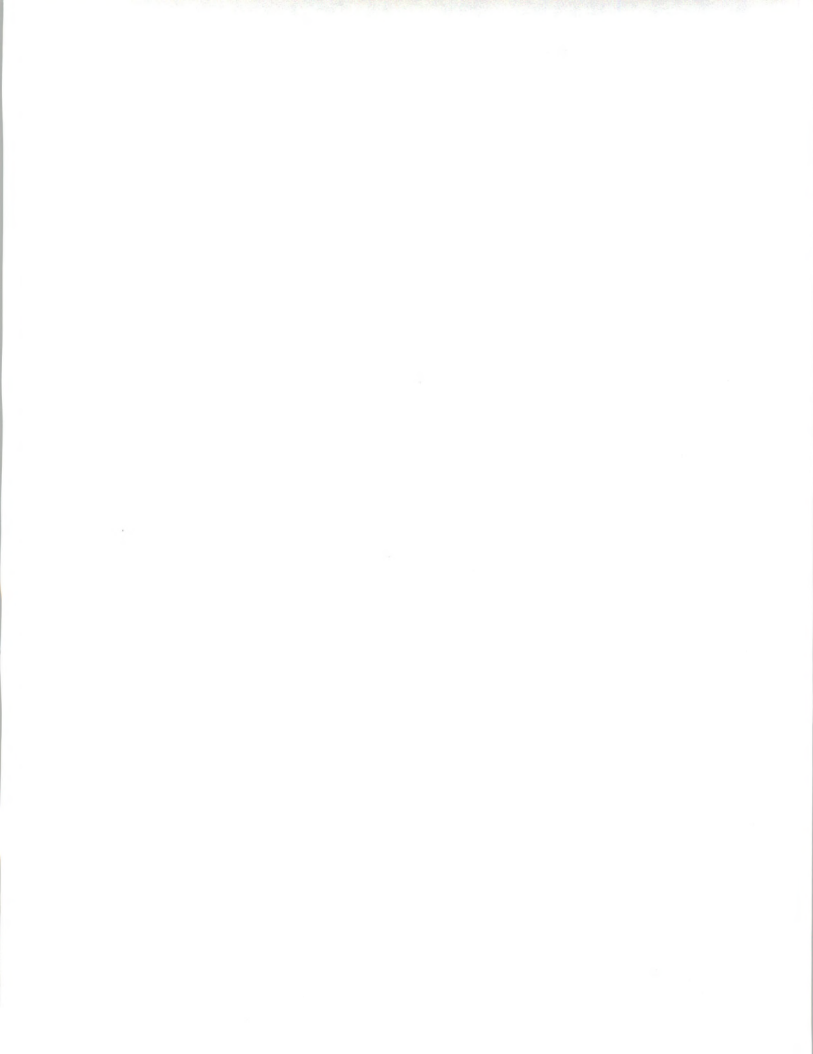
Applications Products for regional governments

Hardware Platforms:

Geographic Coverage: Spain

Comments: Very fast-growing company







Appendix: Definitions





A Appendix: Definitions

Software Products - This includes users' purchases of applications and systems packages for use on in-house computer systems. Included are lease and purchase expenditures, as well as fees for work performed by the vendor to implement and maintain the packages at the users' sites. Fees for work performed by organisations other than the package vendor are counted in professional services. There are several subcategories of software products.

- Applications Products - Software that performs processing to service user functions. They consist of:
 - Cross-Industry Products - Used in multiple-user industry sectors. Examples are payroll, inventory control, and financial planning.
 - Industry-Specific Products - Used in a specific industry sector, such as banking and finance, transportation, or discrete manufacturing. Examples are demand deposit accounting and airline scheduling.
- Systems Products - Software that enables the computer/communications systems to perform basic functions. They consist of:
 - Systems Control Products - Function during applications program execution to manage the computer system resource. Examples include operating systems, communication monitors, emulators, and spoolers.
 - Data Center Management Products - Used by operations personnel to manage the computer system resources and personnel more effectively. Examples include performance measurement, job accounting, computer operations, scheduling, and utilities.
 - Applications Development Products - Used to prepare applications for execution by assisting in designing, programming, testing, and related functions. Examples include languages, sorts, productivity aids, data dictionaries, database management systems, report writers, project control systems, and retrieval systems.



