

Industry Trends and Analysis

FILE DESCRIPTION

Industry Trends and Analysis provides indexes, abstracts, and selected full text from the publication services of Decision Resources, Inc., an Arthur D. Little affiliate. Providing broad coverage of industries, technologies, and management topics, this database includes strategic planning, forecasts, informed judgement and opinion, and company assessments in the following subject areas: chemicals and materials, pharmaceuticals, health care, biotechnology, food, environmental management, information systems, and telecommunications. In addition to indexing and availability information, some records contain Tables of Contents, lists of Tables, and/or extensive executive summaries, abstracts, and full text.

SUBJECT COVERAGE

- Biotechnology
- Bulk and Specialty Chemicals
- Electronics Industry
- Energy Industry
- Environmental Management
- Food and Agribusiness
- Health Care
- Diagnostic Products
- Health Care Services
- Information Systems Industry
- Medical Equipment and Devices
- Performance Materials
- Pharmaceuticals
- Telecommunications Industry

TIPS

USE FILE 192

to find reports focussing on strategic planning, industry forecasts, technology assessments, product and market overviews, public opinion surveys, and management commentaries.

USE CO=

to find reports discussing a particular company.

TO FIND REPORTS FOCUSING ON TRENDS:

S (FORECAST? OR OUTLOOK OR TREND?)/TI

DIALOG FILE DATA

Inclusive Dates: 1997

Update Frequency: Closed

File Size: 3,147 records

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SAMPLE RECORD

DIALOG(R)File 192:Industry Trends & Anal.
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 00002242 DIALOG File 192: INDUSTRY TRENDS AND ANALYSIS
 CN=T191020

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Implications of the Digital Transformation of the U.S. Public
 Switched Telephone Network

AU=

Losk, Rick

PY=

March 1991 8 pp.

PUBLISHER: Decision Resources, Inc.

DT=

DOCUMENT TYPE: Article

/ES

In order to accomplish the transformation from the public
 switched telephone network, RBOCs will acquire fiber optic
 transmission systems, transmission-level multiplexing gear, and
 digital cross connect systems at an increasing rate. They also
 must install centralized digital network installation, test and
 maintenance systems in order to ensure reliable operation and,
 importantly, to permit them to pare down their inflated labor
 costs.

Recently adopted standards in Phases I and II of the
 Synchronous Optical Network (SONET) will free the RBOCs to
 implement multi-vendor solutions to their network upgrades. This
 will create opportunities and inevitably, increased price
 competition, among vendors targeting the RBOCs.

SONET standards, which will ultimately permit aggregating
 signals into the multi-gigabit range, have been adopted with
 unusual promptness. This is an indication of increased user
 influence in the standards-setting process, and a signal to
 vendors that users will insist on conformance to standards
 including those for DS3, FT1 and frame relay in their equipment
 purchases.

The RBOCs must undertake this digital transformation or
 risk additional losses of large corporate customers to private
 networks and bypass vendors. In order to accelerate the return on
 this enormous investment, however, they must develop and market
 high bandwidth applications in the business and residential
 markets. Most of the RBOCs have established consulting/systems
 integration arms to help business customers utilize
 telecommunications services more effectively. The residential
 market has so far proven relatively uninterested in digital
 services such as call forwarding, conference calling and
 automatic number identification. The RBOCs hope to be permitted
 eventually to supply video entertainment, security, and energy
 management services to homes, a regulatory step which could
 potentially justify the costs of fiber-to-the-home or fiber-to-
 the-curb in the local loop.

The generation of profits for public network service
 providers has shifted from increasing the total number of
 installed lines to increasing the bandwidth capacity and
 utilization of existing installed lines.

The digital transformation of the public network will be
 expensive, but it will permit significant cost-saving labor
 reductions by the RBOCs and create potential new revenue streams
 from ISDN-related services.

User influence on standards-setting is growing; it is
 evident in recently adopted SONET specifications and frame relay
 standards. Conformance to DS3, FT1, and SONET standards will be
 critical to successful vendor strategy in the 1990s.

Adoption of SONET and fiber termination (mid-span meet)
 compatibility standards means that the RBOCs will no longer need
 to commit to single vendor solutions. This will create
 opportunities and inevitable price competition among vendors
 targeting the RBOCs.

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DESCRIPTORS: Public networks; Standards; Bell operating companies
 ; Regional Bell holding companies; ISDN; Optical switching;
 Switching equipment

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SEARCH OPTIONS

BASIC INDEX

SEARCH SUFFIX	DISPLAY CODE	FIELD NAME	INDEXING	SELECT EXAMPLES
—	—	All Basic Index Fields	Word	S TELEPHONE(W)NETWORK?
/AB	AB	Abstract	Word	S FULL(W)TEXT/AB
/CO	CO	Company Name ¹	Word	S SYNTEX/CO
/DE	DE	Descriptor	Word & Phrase	S REGIONAL(W)BELL/DE S PUBLIC NETWORKS/DE
/ES	ES	Executive Summary ²	Word	S HOME(W)CARE/ES
/FN	FI	Tables & Figures	Word	S SUPPORTIVE(W)SERVICES/FN
/NT	NT	Table of Contents	Word	S AGING(W)POPULATION/NT
/SP	SP	Spectrum Abstract	Word	S FRAME(W)RELAY/SP
/TI	TI	Title	Word	S TELEPHONE(W)NETWORK/TI

¹ Displays only in Format 9, when available.

² Displays only in Format 9, when available.

ADDITIONAL INDEXES

SEARCH PREFIX	DISPLAY CODE	FIELD NAME	INDEXING	SELECT EXAMPLES
—	AN	DIALOG Accession Number		
AU=	AU	Author	Phrase	S AU=LOSK, RICK?
CN=	CN	Control Number	Phrase	S CN=T191020
CO=	CO	Company Name ¹	Phrase	S CO=MANOR CARE
DT=	DT	Document Type	Phrase	S DT=HC PORTFOLIO
PY=	PY	Publication Year	Phrase	S PY=1991
UD=	—	Update	Phrase	S UD=9999
WD=	WD	Word Count ³	Phrase	S WD>200

³ Word Count may be given for both abstracts and longer executive summaries or Spectrum articles.

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For command descriptions, enter HELP LIMIT, HELP SORT, HELP RANK, HELP DUP, HELP CURRENT online.

SORT	WD	SORT S6/ALL/WD
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RD, ID	Remove duplicates (RD) or identify duplicates (ID,IDO).	RD S5
CURRENT	Search only the most recent year plus one (CURRENT1) to five (CURRENT5) years.	B 192 CURRENT2

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1	--	DIALOG Accession Number
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5	Long	Full Record except Executive Summary
6	Free	Title, Publication Date, and Word Count
7	--	Full Record except Descriptors and Executive Summary
8	Short	Title, Publication Date, Word Count, and Indexing
9	Full	Full Record including Executive Summary
K	--	KWIC (Key Word In Context) displays a window of text; may be used alone or with other formats

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