

in Canadian or US currency. For VANs with foreign sales offices, pricing of a company's foreign trading partner's portion of the cost will likely involve a different price sheet and currency.

Comments on the pricing information provided by the VANs follows:

- | | |
|---------------------|--|
| AT&T | AT&T's pricing information was brief, but requires more explanation. AT&T has many components in its pricing. Interconnect pricing was not easy to understand and international pricing was not provided. |
| GEIS | GEIS' foldout pricing brochure provided prices and explanations of when charges would apply. Pricing factors for foreign countries were provided in a separate sheet. |
| IBM | IBM's pricing information was reasonably complete, but requires more explanation. Some foreign pricing was provided. |
| Immedia | Immedia's two-page price sheet was easy to understand and included international pricing. |
| Kleinschmidt | The information included long explanations. Interconnect pricing was difficult to understand. |
| SITA | No pricing was provided. |
| Sterling | Sterling Ordernet's one page Price Sheet was simple but lacked explanations. International pricing was provided separately. |
| TDNI | TDNI's one page price sheet provided explanations but did not cover international or interconnect. TDNI quotes prices on a sender-pays basis, which is different from the sender/receiver-pay method used by other VANs. In the first case, the cost of sending and receiving a transmission is borne by the sender. In the second case, the cost is shared between the sender and the receiver. |