

Immedia Infomatic

Immedia Infomatic is a Quebec-based company that specializes in electronic messaging services. Immedia provides electronic mail services to the Quebec government and several agencies.

Kleinschmidt

Kleinschmidt is a privately-held company that specializes in EDI services and network-based databases and applications, predominantly for the rail transportation community.

SITA

SITA (Societe Internationale Telecommunications Aeronautiques) is a co-operative of airline carriers around the world. SITA provides telecommunications and network-based databases and applications to its members and their partners. SITA is the network that carries EDI messages for FEDIS (FIATA EDI Services). FEDIS is a cooperative society controlled by FIATA that enables freight forwarders to become full subscribers to the SITA network. CIFFA is a member of FEDIS and has undertaken to promote the use of FEDIS.

Sterling Software/Ordernet Services

Sterling Software provides software, network services and professional services. The Ordernet division provides EDI network services and network-based databases.

TDNI Transport Data Network International

TDNI is a Canadian company that provides EDI services and network-based databases and applications for the trade community. TDNI originated with the CANSIF project and is owned by a collection of companies in the trade and transportation industry.

5.2 Business Issues

In selecting an EDI VAN, there are four key business features that are important to a freight forwarder and its partners:

- i) Does the VAN operate in the freight forwarder's geographic area?
- ii) How many trade partners can be reached directly via the VAN?
- iii) Does the service and support provided address that particular freight forwarder's communications requirements?
- iv) How many trading partners can be reached indirectly via the VAN?