

5. Survey of Value-Added Networks

5.1 Introduction

This survey is intended to provide companies with an objective comparison of EDI VANs. It focuses on the functions and features of interest to most EDI users and comments on how the VANs differ and how they may appeal to different needs.

The survey was designed to provide accurate and informative results. Although EDI VANs provide conceptually similar services, developing comparisons is difficult due to the differences in those services and the way in which VANs market them. In preparing this survey the following steps were taken:

1. A detailed questionnaire of VAN services was created (see Appendix C). The questionnaire asked for specific information on the vendors' domestic and international capabilities and prices.
2. A list of EDI VANs known to be actively conducting business in Canada was developed. One further VAN (SITA) expressed an intent to begin business and was included. The following vendors were invited to respond to the questionnaire:

AT&T

Canac Telecom

General Electric Information Services

IBM Information Network

Immedia Infomatic

Kleinschmidt

**Societe Internationale Telecommunications
Aeronautiques (SITA)**

Sterling Software/Ordernet

Telecom Canada

TDNI Transport Data Network International

Two of the vendors, **Canac Telecom** and **Telecom Canada**, did not respond.