

Dialog Profound / Dialog NewsRoom SmartTerms

Richard Levy Dialog International

Agenda

Dialog Profound

Content Overview

- **Product Highlights**
 - Search Capabilities
 - **SmartTerms** _

Dialog NewsRoom



Content Overview – Dialog NewsRoom

Searchable in 14 languages Coverage in 80 Countries

Dialog NewsRoom

8,000 News Sources



Archive – Dialog NewsRoom







Dialog NewsRoom

The Boston Blobe 1979

Frantfurter Allgemeine Archiv







1988 San Francisco Chronide



Content Overview – Dialog Profound

Covers over 700 Industries

160 Publishers

Dialog Profound

201,000 Market Research Reports



Content Overview – Dialog Profound



Product Highlights

Dialog Profound

- Content Overview
- Product Highlights
 - Search Capabilities
 - SmartTerms

Dialog NewsRoom



Dialog ^{Beta}	Beta Feedback) : <u>My Dialog</u> : <u>Manage Alerts</u> : <u>Help</u> : <u>Sign Off</u> Subaccount: <u>Product Development</u>
NewsEdge Live NewsRoom Profound Intelliscope Company Profiles	
Dialog NewsRoom - Search	Saved Searches
Quick Search Search Text	•Access all of Dialog's Market Research & News
Publication Date Last 3 Months Add Dialeg Prefound to my search	•Gateway to leading edge Dialog Business content
▶ SmartTerms	
Additional Search Options	
Save Search Clear Search	Search Now
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- Integrated business content
- More exposure to complementary Dialog content
- Greater opportunities to cross-sell

Diale o Beta	(Beta Feedback) : My Dialog : Manage Alerts : Help : Sign Off
	Subaccount: Product Development
NewsEdge Live <mark>NewsRoom</mark> Profound Intelliscope Company Profiles	
Dialog NewsRoom - Search	Saved Searches
Quick Search	
Search Text	Search tips
	Search Now
Publication Date	
Last 3 Months	
Add Dialeg Prefound to my search	Quick Search Capabilities
▶ SmartTerms	 Perform a text search across the
	entire document
Additional Search Options	
Save Search Clear Search	Same operators as current Dialog
THOMSON	Protound platform
DIALOG	
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- Simple, Quick Search option for all content
- Same operators means easy migration



Sophisticated New Search Options

Search Text Publication Date Last 3 Months Add relevant search fields to your search such as Author or Title	~		► <u>Search tips</u>	Search Now
using the Additional Search		Limit you	r Dialog Newsl	Room search
Options		to one of	14 different la	anguages.
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Limit Search Text in Full Article	v	🗌 Italian	📃 Norwegian	🗌 Polish
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Remove Duplicates from your search • Yes • No Number of Titles to Display per Page 50 • •		Sort Results by Descending Date Ascending Date Relevance 	Sort your doc Publication D Relevancy.	uments by Date or
Save Search Clear Search		L	,	
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Product Highlights

Dialog Profound

- Content Overview
- Product Highlights
 - Search Capabilities
 - SmartTerms

Dialog NewsRoom



What are SmartTerms?

- Dialog launched a new technology platform, featuring SmartTerms, for its business information, news and market research services, on which new versions of Dialog Profound and Dialog NewsRoom are now operating
- With SmartTerms, a search using, for example, the Smart Term '*export*' would generate results with articles and reports focused on the topic of *selling products abroad*.



What are Smart Terms?

- Expanded, improved taxonomy applied consistently to both Dialog Profound market research and Dialog NewsRoom stories
- Comprises topical and authority terms
- Assigned to all documents in Dialog business-related collections
- Organised hierarchically with defined relationships between broader terms and narrower terms
- Extensive cross-references added from "non-preferred terms" to "preferred terms"
 - Cross-referencing maps to variant spellings, acronyms, similar terms and slang
- Related terms included in search results



What are Smart Terms?

- Five main content facets
 - Industry
 - use to look up industry (i.e., market sector) keywords
 - approximately 3,200 preferred terms
 - Company
 - search by company name, ticker symbol and SIC code
 - Approximately 855,000 preferred and non-preferred terms
 - Subject
 - includes terms for events, activities and issues that affect the marketplace
 - approximately 700 preferred terms
 - Geographic location
 - search by country or location
 - approximately 500 preferred terms
 - Publication
 - find publications by title, industry, location and ISSN number
 - taken from the Dialog NewsRoom Sourcebook



Why Use SmartTerms?

- More relevant results
- Continuously reviewed to reflect current marketplace trends providing new terms for subjects, industries and companies
- Terms consistent in both Profound and NewsRoom
- Guides to alternate terms: broader or more specific or similar
- Terms within a specific document may be used to launch a new search



Searching SmartTerms - Hierarchy

• Click the SmartTerms bar to see the SmartTerms Navigator

▶SmartTerms

- Using the hierarchy in the SmartTerms Navigator
 - Select the SmartTerm tab for industry, company, subject, location or publication

Industry Company	Subject	Location	Publication
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- Select terms by clicking the plus (+) sign to drill down through the hierarchy
- Check terms you want in the SmartTerms Navigator
- Click the button to select the term(s) in the SmartTerms
 Builder
 Search Now
- Click the

button to use terms in a search



SmartTerms Hierarchy

Market Research 🗌 Country Research	<u>Search Briefings</u>	Search tips	
		Search Now	
Publication Date			
Last 2 Years	•		
Add Dialog NewsRoom to my search		SmartTerms tabs	
▼SmartTerms		tubo.	
Industry Company Subject	Location Publication		-
Contains 💌	Look Up		
Industry SmartTerms	Look Up Results SmartTerms	Builder	
🗄 🗌 Accounting, Consulting & Legal Services			
H Advertising & Public Relations			
Aqviculture, Food & Beverage			
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Agriculture, Food & Beverage Business New	5	SmartTerms Build	der
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Additional Search Ontions			
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DIALOG

Searching SmartTerms – Look Up

• Click the SmartTerms bar to see the SmartTerms Navigator

▶ SmartTerms

- Using the Look up box
 - Select the SmartTerms Tab for industry, company, subject, location or publication

Publication Industry Company Subject Location

- Select the location of the terms from the Exact phrase
- Contains 🔽 Begins with Contains box Exact phrase
- Enter the search term in the Look up box
- Click the Look Up button
- Check appropriate terms from the SmartTerms Navigator
- Click the button to select the term(s) in the SmartTerms Builder
- Click the Search Now button to use terms in a search



SmartTerms Look Up



Search Example

- Topic: Look at forecasts for the organic foods market in Europe
- Search Summary
 - Select Industry tab
 - Enter terms in Look Up box
 - Select terms from Navigator and move to SmartTerms Builder
 - Select Subject tab and Location tab and repeat the process



Conducting a Search – Industry Tab





Conducting a Search – Subject Tab





Conducting a Search – Location Tab

Location SmartTerms Look Up Results SmartTerms Builder # Arbits Industry Delate # Arbits Corposition Foods) Subject Delate # Cariobean SmartTerms Builder Delate Delate # Cariobean SmartTerms Builder Delate Delate # Cariobean SmartTerms Builder Delate Delate # Cariobean States Delate Delate # Cariobean States Delate Delate # Cariobean States Delate Delate # Occania 2. Select a location from (Europe) Delate # Mediterranean 2. Select a location from the alphabetical list and >> Click to move the term to the SmartTerms Builder. SmartTerms Builder. Search Now Ave Search Clear Search Search Now Sutton to run the search.	Industry Company Company	Subject Location Publication	ook Up	
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Displaying Results – Title List

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Organic Food in Belgium Market Value						
	DATAMONITOR	Sel	ect a	31 August, 2003	40	s
Organic Food in France Market Value		for	mat.			
	DATAMONITOR			31 August, 2003	50	2
Organic Food in Italy Market Value						
	DATAMONITOR			31 August, 2003	35	Þ
Organic Food in the Netherland Market Value	<u>s</u>					
	DATAMONITOR			31 August, 2003	43	s
Organic Food in the United Kind Market Value	<u>ıdom</u>					
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The United Kingdom organic food n	harket grew by 22.1% in 20	102 to rea OT	contents.	31 August 2003	44	



Displaying Results – Table of Contents



31 August, 2003

DIALOG

Displaying Results – SmartTerm Links

Organic Food in the United Kingdom

DATAMONITOR Research Report

00 September, 2003 -

2.3 Market Analysis

The UK's market for organic foods reached a value of \$1.68 billion in 2002, a 97% increase since 1998. The market experienced a strong compound annual growth rate (CAGR) of 18.5% in this period, driven by the healthier, more natural, image that organic food has, a factor driven, no doubt, by food scares such as BSE and concerns over the environmental consequences of food production.

The UK market for organic foods is the second largest in Europe, accounting for 17.2% of the regional market's value. This proportion is forecast to have reached 28.8% by 2007, positioning the market to challenge Germany for the largest market in the region by about 2009. Between 2002 and 2007 the market is forecast to experience massive growth, with a CAGR of 25.8% being forecast for this period. This growth is likely to be driven by the increasing demands of consumers for organic products, particularly as the range of available products expands.

Going forward, the market is forecast to reach a value of %5.3 billion by 2007, a 215% growth since 2002, with growth in the 1998-2007 period reaching an astonishing 520.5%. This makes the UK the fastest expanding market for organic foods across the countries covered in this series of reports, indicating that the market will be able to support a large number of players.

SmartTerm Links Industry Recent News Recent Market Research Caneol Specialty Foods	Select recent news or market research from the SmartTerm Links.	
Location Europe United Kingdom Western Europe	Subject	
Search Text	New	Search



Displaying Results – SmartTerm Links





Conducting a Search – Company Tab



Additional Search Options		
Save Search Clear Searc	h	Search Now



Conducting a Search – Company Tab

Dialeg NewsRoom - Search Results

NewsRoom Title List				Titles 1 - 10 of 10
		Eormat	vord In Context (KWIC)	Display
📋 Title 💵	Author	Publication 🗸	Pub. Date 💵	Words
Air Liquide SA (AI	RP.PA) Weekly Earnings Informati	on IERS for EX End (12/2002): 7.46 Current EX High ERS Es	timate: 9.43	
Company: An Elgala		Nelson Foreign Weekly Earnings Repor	ts 30 January, 2004	107
Upbeat results ma	ay limit European losses at open			
A bout of profit takir	ng in the US has set European markets	up for opening losses on Wednesday but upbeat results t	from the likes of Lafarge an	d Air Liq
		FT.com	28 January, 2004	408
Bankers fear rene Trading in the secon	wed M&A activity dary bond market remained lacklustre	on Tuesday, with some bankers expressing concern that FT.com	t renewed merger and acqu 27 January, 2004	isition activity 399
Air Liquide SA (AI	OUY) Weekly Farnings Information			
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DIALOG

Additional Search Options

Save Search

Clear Search

Search Now



Housing is a necessity of life. All the elements of a public interest justifying some degree of public control are present."- US Supreme Court, Black v ...



WHAT'S NEXT WE ASKED OUR STAFF TO GO OUT ON A LIMB WITH PREDICTIONS FOR THE YEAR. HERE'S

WHERE THEY STAND: Boston Globe, THIRD, p E6

By Globe Staff Robert Gavin

At last, a year to look forward to.



2004 may well be the year in which the United States and Massachuseus regain the string in their steps after trudging through three years of war, terrorism, recession, and a recovery that felt like a recession. Thanks to a strong firsh to 2003 - including the capture of Saddam Hussein, a Dow above 10,000, and four consecutive months of national job growth - economists precast the national recovery taking hold and generating some 2 million new jobs over the year.

The outlook is brightening in Massachusetts, too. Surging demand for computer software and equipment is reviving the critical technology sector. New companies with new products are stepping forward. Old companies are seeing profits rise.

Certainly, the New Year holds risks as well. Fears of terrorise and an intractable Iraqi occupation will continue to haunt the economy. The falling dollar and exploding federal and trade deficits threaten a return to inflation and growth-choking higher interest rates. Global competition - for both US products and jobs - will remain fierce.

Still, when considering the last couple of years, there remains an overriding reason for optimism: Could 2004 really be much worse? So, with that in mind, here's a look at the promise, problems, and challenges ahead for the business world in the New Year.

Good news, bad news

The long-suffering technol is poised to make a strong comeback in 2004 as consumers and particularly businesses scoop up new computers and wireless networking products. That's good news for the technology-driven Massachusetts economy.

Research firms are boosting their estimates of PC sales and predicting that worldwide demand for **wireless** networking gear, known as WiFi, will soar. As sales of tech devices improve, so do the prospects of the global chip industry - which expects a 19.4 percent surge in revenues - and Bay State companies like chipmaker Analog Devices Inc. and chip equipment maker Varian Semiconductor Equipment Associates Inc.

The only thing that will be missing is a lot of new information technology jobs. The US Commerce Department says the United States lost 4.8 million IT jobs during the recession, many of them permanently to lower-cost nations such as India and China. Don't be surprised if this shifting of jobs overseas becomes a hot presidential campaign issue.

Where it goes, they'll follow

A cluster of Boston-area companies are poised to capitalize on a new technology that is expected to replace the bar codes used to track and price products, and consequently transform the US supply chain, beginning next year. The technology is known as radio frequency identification, or RFID, which, instead of needing a visual scanner, uses a tiny chip or "tag" to beam data to a reader, allowing companies to easily track products from the factory through distribution to the retailer.

Driving the change is Wal-Mart Stores Inc., which is requiring its top 100 suppliers to adopt the technology by Jan. 1, 2005. The Pentagon is following,



Conclusion

- The introduction of SmartTerms to Dialog Profound and Dialog Newsroom gives greater precision and accuracy to searching allowing users to retrieve more relevant market research, company information and news
- By using the Industry, Company, Subject and Location indexes, searching the database is quicker and more effective
- SmartTerms has become a standard for the indexing of other Dialog platforms, providing a unified method of retrieving content from multiple sources



Thank you

