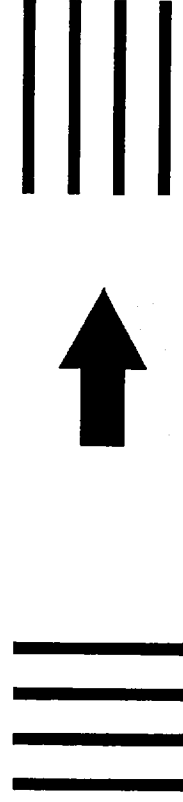
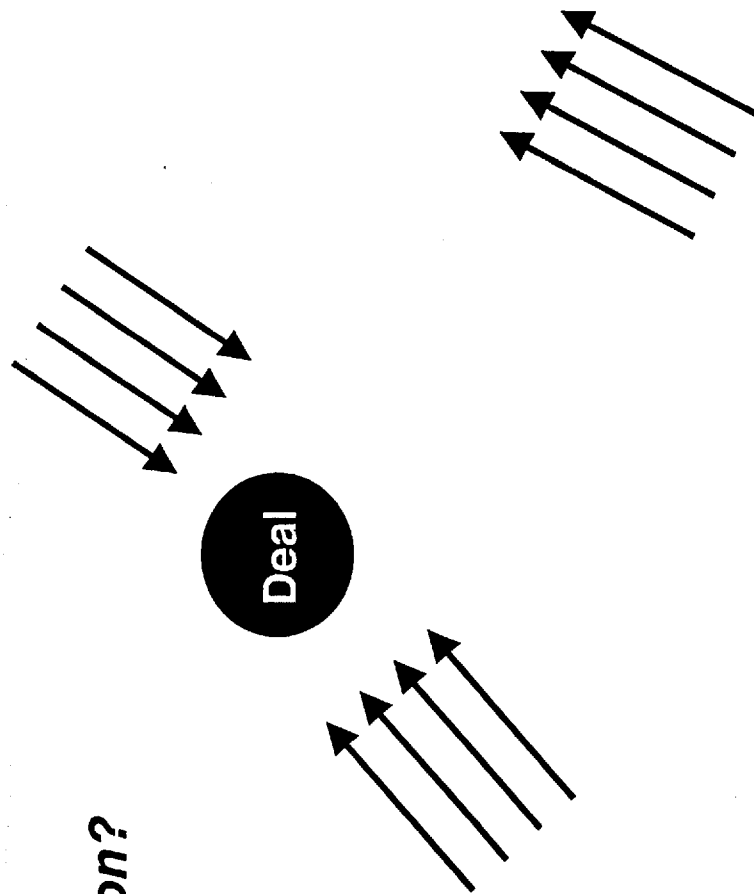


Our “Environment”



- ❖ Silos to flows
- ❖ Like water or the weather, new structures have “force”
- ❖ A new environment requires adaptation.

Rapid Flows Now Merging, Colliding and Missing



Partnership or collision?

A miss or insight?

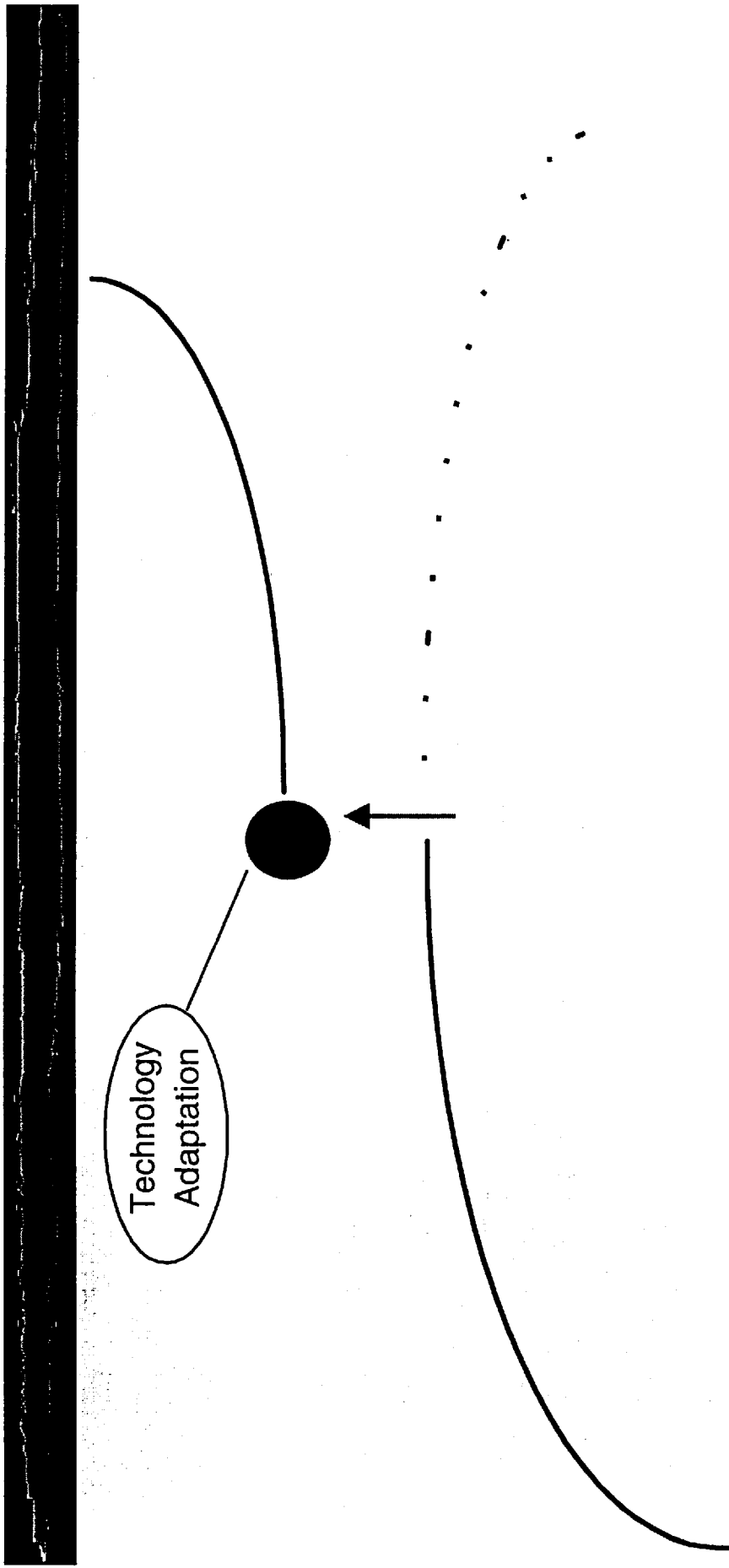
Business “Transformation” Point

Positive
Adaptation

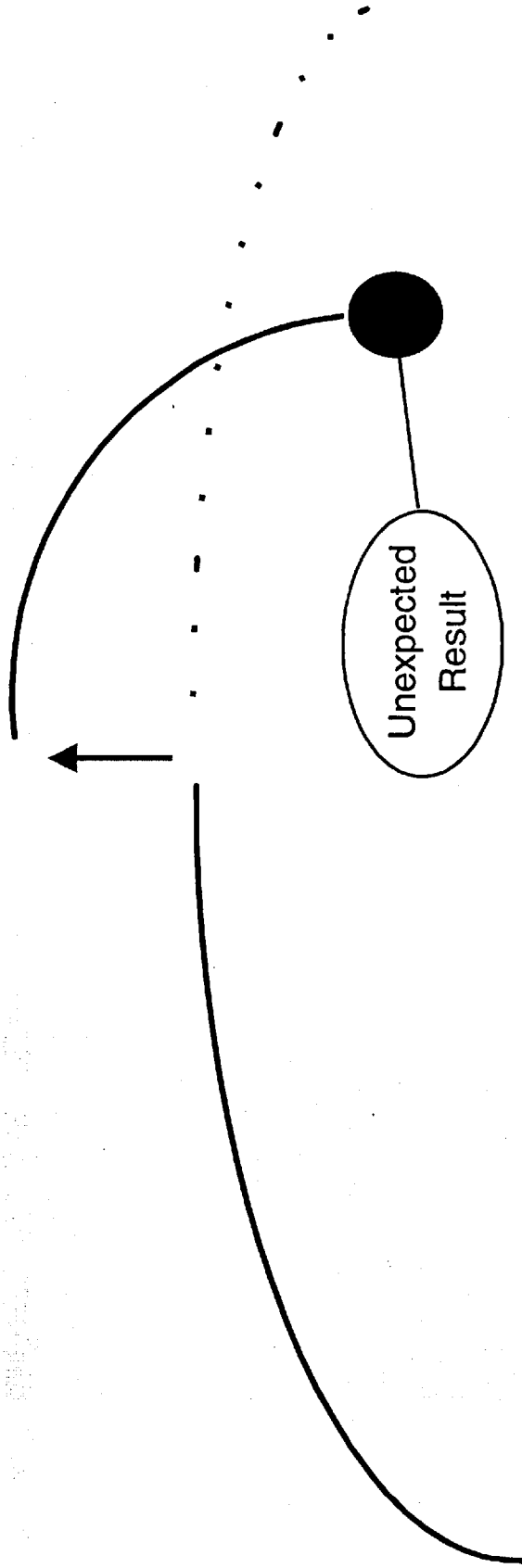


- ❖ **Adapt or suffer declining revenues**
- ❖ **Harder before the downturn, “We’re doing fine.”**
- ❖ **Easier after the downturn, “We’re losing money.”**

“Innovation” Bridges Bigger Gap



Increasingly Difficult Transition



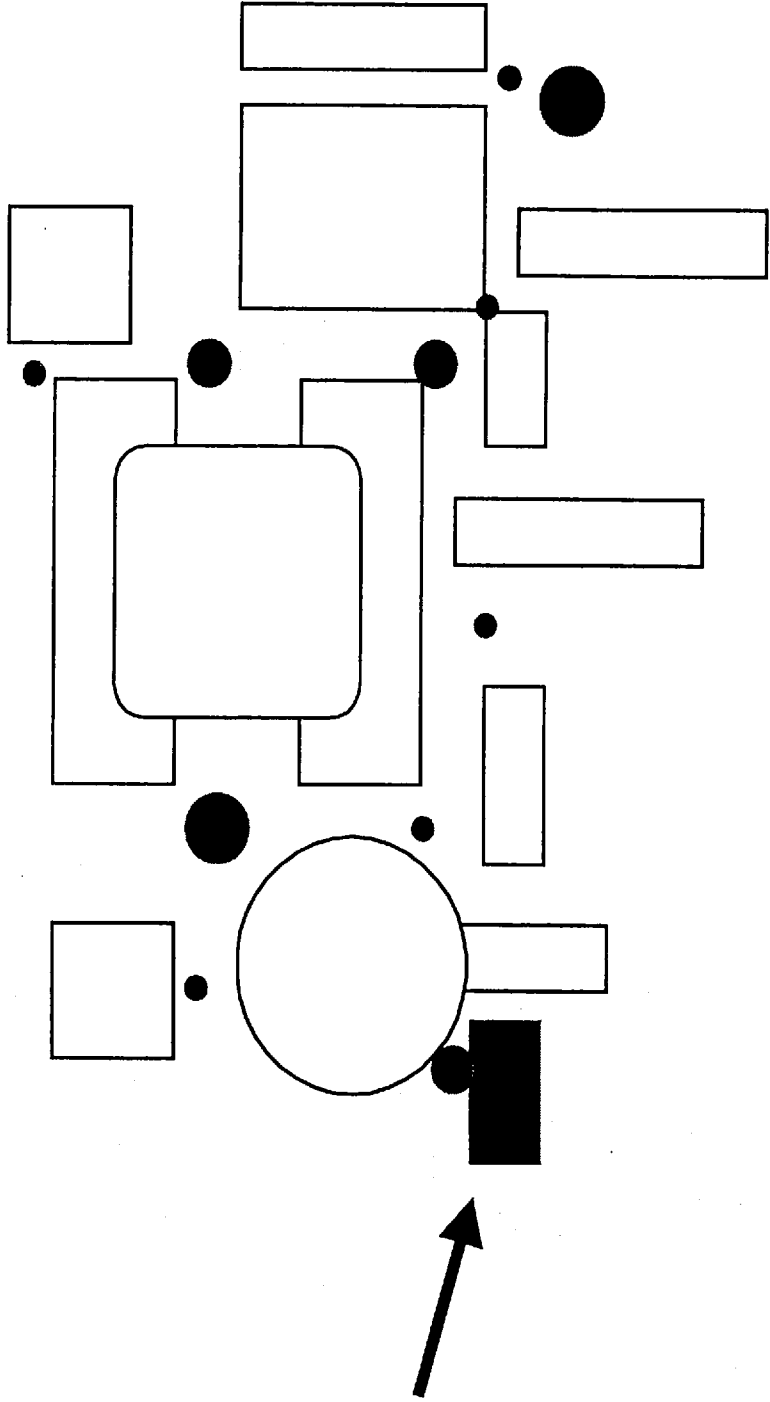
- ❖ **Big jump**
- ❖ **Post change may be difficult**
- ❖ **No “technology tooth fairy”**

Market in the Past

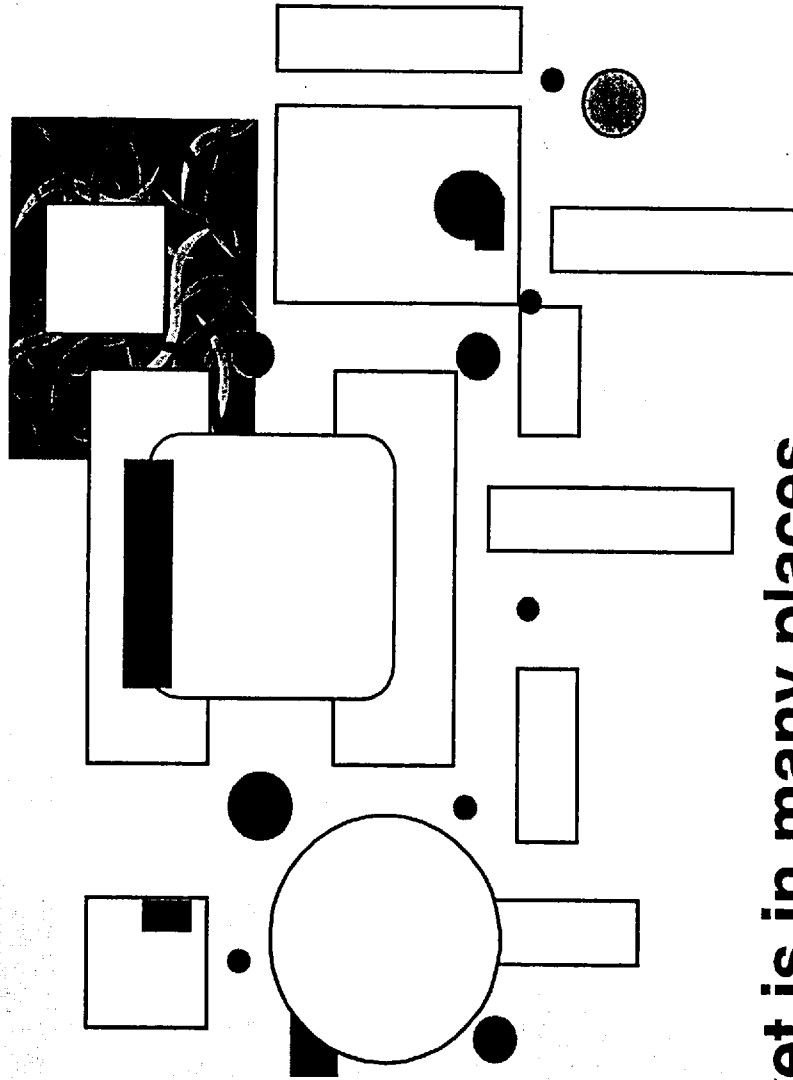


Markets Become Fragmented

A Market in 1997—A different “animal” altogether

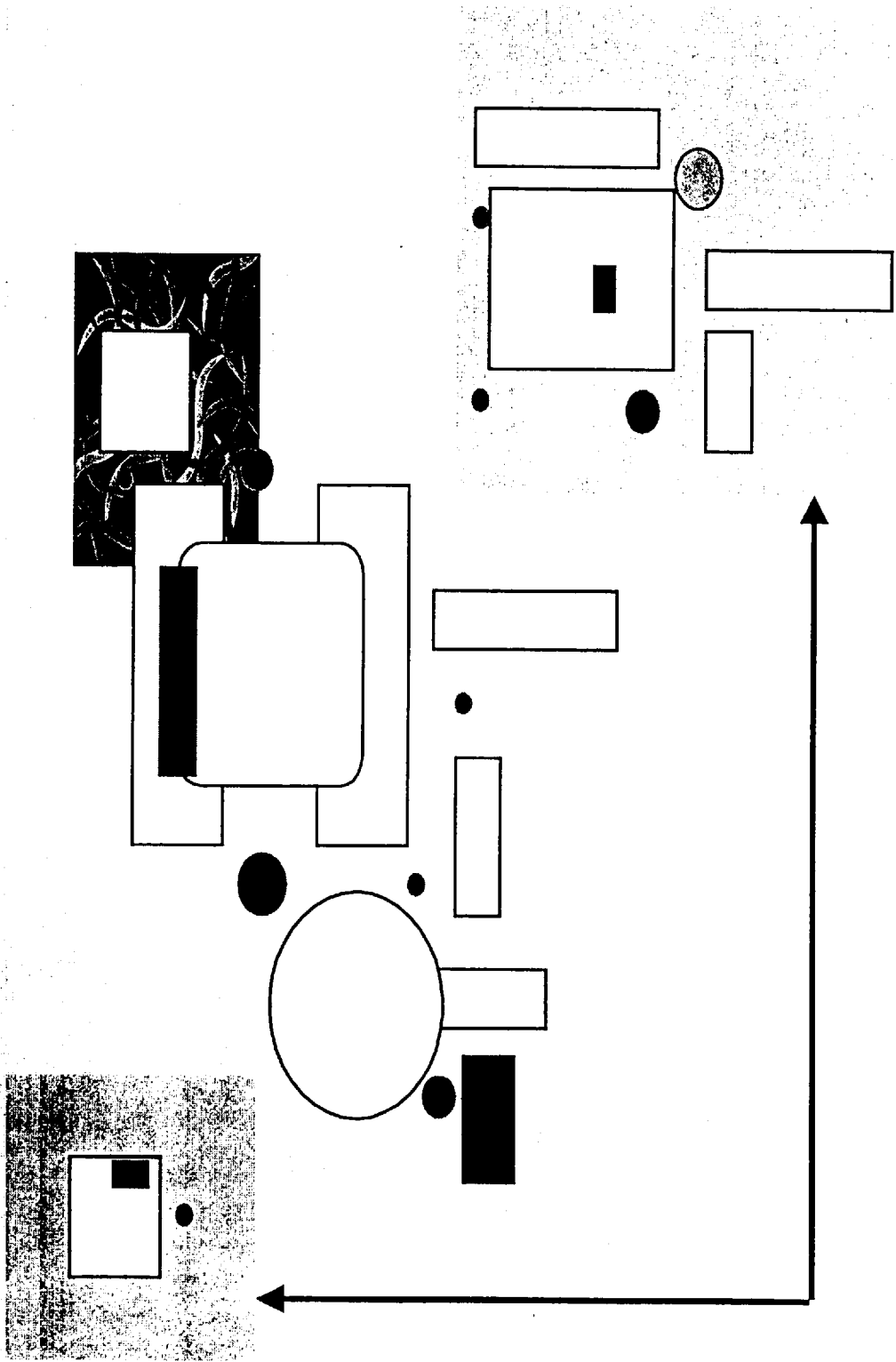


Markets Migrate and Change Their Stripes



- ❖ Market is in many places
- ❖ Hyper-dimensional

Network "Glue in 1998"



What's Ahead in Technology?

- ❖ **Monitoring of network flows**
- ❖ **Pushing flagged information to individuals**
- ❖ **Integration of filtering, visualizing, and flagging critical items**
- ❖ **Increased demand for powerful computational devices for individuals**
- ❖ **Breakthrough in converting voice.**

The Vectors

- ❖ Knowledge from raw data
- ❖ High-bandwidth presentation graphics
- ❖ Jump barriers between media
- ❖ Fast-cycle turnaround the norm
- ❖ Predictive analysis replaces historical retrieval (if...then and how likely that)

Arnold IT: A Professional Services Firm

- ❖ **Founded in 1991, staff of eight full-time consultants and 15 part-time consultants**
- ❖ **Provides technology assessment and information engineering services**
- ❖ **Cover story for *Online Magazine*, August 1997, “Vectors of Change: Information Technology 19778 to 2007**
- ❖ **Contact: ait@arnoldit.com for a copy.**

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