

## **SCHEDULE FOR RACE PRESENTATION AT CeBIT '93**

This list of activities for the preparation of the GEOTEL/RACE presentation at the CeBIT '93 serves two purposes: it is an addition to the proposal already submitted by IRISR Media (see "The story-boards & scenarios (2)"), as well as an internal schedule for the IRIS team and participating partners.

Both scenarios are based on the assumption that these access lines will be available at the CeBIT:

- \*1 Basic-rate access ISDN line connecting to France via Frankfurt
- \*1 Basic-rate access ISDN line connecting to France via Düsseldorf
- \*1 PAD providing access to the X-25 network (DATEX-P/ TRANSPAC) from an ISDN card with bit-rate adaption.

### **1. BEFORE THE FAIR**

#### **A. MARKETING**

##### **Scenario FD 1:**

In Germany:

1. Identify the potential audience
2. Prepare flyer for GEOTEL presentation (direct mail)

In France:

1. Evaluate French advertising/marketing material
2. Translate above into German/English (if necessary)
3. Check availability of English/German software release
4. Review of flyer by GEOLINK for promotion materials at booth

In Germany:

3. Produce promotion materials in collaboration with EC
4. Set up contacts to international press
5. Prepare form for customer evaluation (booth visitors)
6. Train IRIS personnel on GEOTEL Station

## Scenario FD 2:

### In Germany:

1. Identify the potential audience
2. Prepare flyer for TELESYSTEMES presentation (direct mail)

### In France:

1. Evaluate French advertising/marketing material
2. Translate above into German/English (if necessary)
3. Check availability of English/German TOOTSI/HAWKS software release
4. Review of flyer by TELESYSTEMES for promotion materials at booth

### In Germany:

3. Produce promotion materials in collaboration with EC
4. Set up contacts to international press
5. Prepare form for customer evaluation (booth visitors)
6. Train IRIS personnel on GEOTEL station

## B. TECHNICAL PREPARATION

### Scenario 1:

#### In Germany:

1. Draw up check list concerning technical environment to be approved by GEOLINK
2. IRIS will provide the CPU with a "typical French set-up" (i.e. OST card)
3. Carry out preliminary tests on "French station" in Germany.  
Question: Does the OST adapter work in the German ISDN network?  
If not, is there another card (DIEHL?) with appropriate drivers?
4. These configuration problems must be identified before the station can be run

#### In France:

5. Send the Station (having been tested up to this point) to GEOLINK to be configured as the GEOLINK product

In Germany:

6. Test the machine at this stage in Germany
7. Note: Special attention must be paid to the link between Mannheim-Paris over German Datex-P (X.25) via ISDN and French Transpac/Numeris, which is necessary for the application, but new in the German ISDN network
8. Prepare the machine and application environment for public demonstration: i.e. easy access, user friendliness, data security, reliability

Scenario FD2:

In Germany:

1. Draw up check list concerning technical environment to be approved by TELESYSTEMES
2. IRIS will provide the CPU with a "European set-up" (i.e. German *and* French adapter cards)
3. Carry out preliminary tests on the "European station" in Germany.
4. Any configuration problems must be identified before the station can be run

In France:

- 5.. Send the station (having been tested up to this point) to TELESYSTEMES for configuration as the GEOTEL product

In Germany:

6. Test the machine at this stage in Germany
7. Note: Special attention must be paid to the link between Mannheim-Paris over German Datex-P (X.25) via ISDN and French Transpac/Numeris, which is necessary for the application, but new in the German ISDN network
8. Check on possible complications resulting from the following: \*The German COMMON-API standards are not (yet) approved all over Europe.  
\* Euro-ISDN will not be available by March '93.
9. Prepare the machine and application environment for public demonstration: i.e. easy access, user friendliness, data security, reliability

## II. DURING THE FAIR

2 IRIS representatives at booth (tri-lingual), 1 technical expert

## III. AFTER THE CeBIT

Write-up results and submit to EC