

## Introduction to OneSource

"While its main market continues to be Global 5000 B2B companies with large direct sales forces, product versions aimed at the SME market are helping OneSource win new customers in smaller businesses."

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Company overview, plus compiled content  
from Free Pint Limited resources

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## News Items from VIP and VIP Eye



This section of the report contains brief news analysis items mentioning OneSource. These news items appeared in VIP (from July 2006 forward) and in VIP Eye (until July 2006). VIP Eye was a twice-monthly news analysis publication that ceased publication in July 2006, when its content was folded into a redesigned VIP. News analysis items are organised in chronological order, with the most recent first.

These news analysis items have not been altered or edited since their original publication and reflect the company and the industry at the time of original publication. Each item is labelled with its date of original publication.

Unless otherwise noted, the author of each item is Pam Foster, editor of VIP.

### News Items from VIP

VIP 44 "M&A activity still picking up steam" July 2007

VIP 44 "OneSource enhances interface and extends Asia-Pacific coverage" July 2007

VIP 42 "International company and executive data from infoUSA" May 2007

VIP 40 "Perfect Information and OneSource both win new deals" March 2007

VIP 38 "infoUSA to create virtual meeting place for sales people" January 2007

VIP 36 "OneSource and Basho Strategies form strategic partnership" November 2006

VIP 35 "OneSource beefs up UK SME coverage" October 2006

VIP 32 "OneSource adds new functionality to aid executive search" July 2006

### News Items from VIP Eye

VIP Eye 59 "New personnel join OneSource UK" June 2006

VIP Eye 58 "OneSource mines analysts' reports to produce Company Insights" May 2006

VIP Eye 57 "OneSource owner in proxy fight with Dolphin" May 2006

## Product Reviews and Articles from VIP



This section of the report contains product reviews and articles from VIP that provide more in-depth coverage of OneSource than the news items in the previous section. To keep the content in context, the pages have been extracted without alteration from the publication and ordered chronologically, with the most recent first.

Because these articles have not been altered since their original publication, they may not accurately reflect the current offerings from the company. The date of original publication appears in the footer of every page.

Unless otherwise noted, the author of each item is Pam Foster, editor of VIP.

### Articles/Reviews from VIP

VIP 43 - Focus On "Middle East" June 2007

VIP 39 - Focus On "Asia-Pacific" February 2007

VIP 35 - Insight "Crossing the Information Technology Frontier" By Paul Blank, Product Marketing Director for Europe at OneSource Information Services Ltd". October 2006

VIP 33 - Focus On "Compliance" August 2006

VIP 32 - Focus On "Product Update – Company Insights" July 2006

VIP 26 - Focus On "Case Study: Business Intelligence is critical to sales performance" January 2006

VIP 20 – Review "Global Business Browser: Europe: new data enhancements" July 2005

VIP 20 – Review "OneSource Express UK: targeting sales and marketing Professionals in SMEs" July 2005

VIP 9 – Guest comment "Coping with compliance: practical advice for information professionals on complying with new legislation that requires better client knowledge." Paul Brown, VP of European Sales, OneSource Information Services. August 2004

VIP 6 – Guest comment "Business reports significant problems as a result of data quality issues but not enough is being done to address the problem Says Andrew Hughes, VP of Content for Europe at OneSource Information Services" May 2004

VIP 4 – "CEO Insight 2004." Martin Kahn, Chairman and CEO, OneSource Information Services. March 2004