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# PANEL 6 ELECTRONIC DATA INTERCHANGE: AN INTERNATIONAL PERSPECTIVE

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## PANEL 6

### ELECTRONIC DATA INTERCHANGE: AN INTERNATIONAL PERSPECTIVE

**Panel Chair:** Roger Clarke, Australian National University

**Panelists:** Persio DeLuca, Andersen Consulting, Sao Paolo  
Joze Gricar, University of Maribor, Yugoslavia  
T. Imai, Intelligence Engineers Association, Tokyo  
Donald McCubbrey, University of Denver

#### PANEL OVERVIEW

The purpose of the panel is to discuss ways in which EDI technology can be marshalled in support of international trade and, in particular, to speculate on the ways that EDI will affect the participation of LDCs in the global marketplace. The panel will be divided into four sections:

- Status of EDI Technology and Applications
- Implications of EDI for Lesser-Developed Countries (LDCs)
- Case Studies
- Conclusions

#### STATUS OF EDI TECHNOLOGY AND APPLICATIONS

After an overview of the technology and progress toward worldwide standards, individual panel members will comment on the status of EDI in their respective regions. They will also summarize the forecasts of experts on the penetration of EDI in the next five years. For example, Porter predicts that EDI will be used by 400,000 companies worldwide by 1995: 50 percent in the United States, 35 percent in Europe, and 15 percent in Japan.

#### IMPLICATIONS OF EDI FOR LESSER-DEVELOPED COUNTRIES (LDCs)

The panel will suggest that there is an important moral question that should be discussed in connection with EDI, i.e., will the adoption of EDI by advanced countries tend to facilitate trade among themselves and work to the disadvantage of LDCs who have not adopted EDI (for whatever reason)? If so, what are the responsibilities of the various players to work towards avoiding EDI having the effect of increasing the gap between wealthy and poor nations? This question will be discussed from the perspectives of

- international bodies,
- industry and governmental bodies in the developed countries,
- industry and governmental bodies in the LDCs, and
- MIS professionals.

#### CASE STUDIES

Panelists will report on case examples of cooperation between international partners to illustrate some of the advantages and disadvantages of such cooperation as well as some of the techniques employed to achieve a successful collaboration.

#### CONCLUSION

The panel will attempt to develop, with the participation of attendees, suggestions for a research agenda directed at finding ways to use EDI for the benefit of all members of the international community.