



Log In

Shifting business models

In Scope

New model FT, and aggregation is back

Insight

German telecommunications, and
Emerald Management First

Insider

The Global Information Industry Summit,
and a Free Pint award

Tap the Wire

Experts under fire and other industry and
product news

Focus On

Aroq offers portals for consumer sectors,
and Company Dossier UK

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In Scope

The FT announces a radical new model for distributing content, while aggregation of others' content is unexpectedly back in vogue.

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Insight

Anja Thygesen explains what's special about German telecommunications, and how to go about research; and Emerald's Alistair Craven and Graham Dallas set out the thinking behind Emerald Management First.

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Insider

Jenny Zhan reports on what was hot at the Global Information Industry Summit, which brought industry leaders together this autumn. Plus a new award programme for the most useful FreePint Newsletter article as voted by readers.

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Tap the Wire

Industry news, new products and product update:

Industry News:

Experts in the firing line for the sub-prime mortgage crisis; mobile data mashing raises security issues; BC Partners' acquisition of BvDEP in the clear; Market Strategies International merges with Flake-Wilkerson; GPlus Media acquires Japan Today; honours for Euromonitor and Reed Elsevier; the European Business Information Conference revived.

New Products:

A UK company database forthcoming from infoUSA; Research Recap to identify top reports; Russian Economy website to help find investment opportunities; new Web-based monitoring system from Complinet; LexisNexis launches first Juris product; an independent news channel proposed for Africa.

Product Update:

OneSource beefs up Asia-Pacific coverage; RUSLANA expands; more research sources for Analyst Direct; MarketResearch.com extends to technology and industry; EDGAR Online breaks speed record; free trials of Goliath; trademark collection welcomes Latvia and Portugal.

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Focus On

An in-depth analysis of Aroq's offering of portals for the four key consumer sectors of auto, food, drinks, and apparel; and a review of LexisNexis's new UK-focused version of Company Dossier.

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"Sale of the Century"
Simon Foster

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Log In

By Pam Foster



If you're reading this editorial then you're either accessing it for free as part of the taster content available on the *VIP* website or, more likely, you're reading it because you or your organisation subscribes to the full-text *VIP*. It's also very likely that you subscribe to one or more of *VIP*'s free sister newsletters – *FreePint*, *Jinfo*, *ResourceShelf* and *DocuTicker*. Like most publishers, Free Pint Limited offers a mix of free and paid-for information. It's a model that is becoming increasingly popular as publishers re-examine how information is valued and sold. Nowhere is this more so than in the digital newspaper sector. Last month, *The New York Times* announced that it was no longer charging for its *TimesSelect* service; this month the *Financial Times* has announced a new model; and who knows what Murdoch will do with *wsj.com* over the coming weeks.

The new *Financial Times* model is quite radical in that it demands an up-front subscription from its corporate clients, but is platform-neutral, allowing them to access the content either directly from the *FT.com* site or via third-party aggregators. Additionally, individuals are now able to access up to 30 *FT.com* items, for free, every month. This month's *In Scope* section looks at what the *FT* is trying to do and what it means for you, the user.

Another publisher that has adopted an interesting business model is Aroq. Aroq offers four portals covering four major consumer sectors – automotive, food, drink and apparel, and as well as providing a platform for its own news analysis and research, it also acts as an aggregator for market research reports from well known publishers worldwide. See what *VIP* has to say about each of the portals in the first of the reviews in the *Focus On* section.

One third-party vendor that is increasingly addressing the needs of the UK market is LexisNexis. Earlier this year it launched a UK version of *Company Dossier*, which is examined in some depth as this month's second *Focus On* feature. *VIP* has plenty to say about *Company Dossier*'s UK-focused menus and content.

Now that we're into autumn, plans for the Online conference and exhibition are starting to take shape. This year, Free Pint Limited has created a new award to recognise the excellence of authors who contribute practical articles about information work to the twice-monthly *FreePint Newsletter*. All the articles, together with the names of their authors, are listed in this month's *Insider* section. If any of these articles have stood out and impacted your work in any way, then please go ahead and vote. The list is pretty amazing in its breadth and scope, especially when you consider that all these quality articles are published in a free newsletter. The new award also coincides with FreePint's 10th birthday, so cast your vote now and help us to start celebrating!

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