

## Press Release

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**For Immediate Release**

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### **THOMSON FINANCIAL/INTELLIGENCE DATA PARTNERS WITH QPASS TO LAUNCH E-COMMERCE INITIATIVE**

#### **Intelligence Data Will Implement Qpass Digital Commerce Service to Provide Premier Opinion and Analysis on a Pay-Per-Document Basis**

BOSTON, April 17, 2001 – Thomson Financial/Intelligence Data, the foremost provider of business intelligence to the corporate market, has selected Qpass, the global leader in digital commerce services, to develop an online commerce solution that will provide in-depth opinion and analysis to companies on a pay-per-document basis. Intelligence Data's content is currently sold by subscription. The new e-commerce solution will allow occasional users and companies with smaller budgets to obtain reports on an as-needed basis.

“Our research and analysis is widely regarded as a fundamental business tool by thousands of the world's leading companies. We provide the information they need to achieve a sustainable competitive advantage,” notes Gary Halliwell, founder and president, Intelligence Data. “However, we recognize that this data is also vital to smaller companies looking to grow. Unlike our power users, these firms may only be looking to obtain research a few times a year—for instance, when creating a strategic plan or preparing for a new product launch. Our new e-commerce initiative will allow them to purchase individual reports, broker notes, and articles as and when they need the information.”

“We are pleased to partner with Qpass in the development of our e-commerce service offering,” says Cheryl Curran, vice president of marketing and product management, Intelligence Data. “We have worked together to design a customized solution that will provide us the billing flexibility we need to bring a wide range of content sets at various price points to market. Additionally, Qpass offers a level of customer support unmatched by other companies. Our customers know they can rely on us for the highest quality content, so it is critical that we maintain the same level of quality throughout the entire experience—from the initial search through the electronic purchase.”

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“Intelligence Data’s innovative pay-per-document online commerce initiative expands the market for high-value business intelligence beyond the company’s traditional subscriber base,” says Chase Franklin, chairman and CEO, Qpass. “By enabling Intelligence Data to offer premium reports and information unbundled and on demand, Qpass is helping to make this high-quality, in-depth research available to thousands of new users.”

Intelligence Data’s flagship product, Intelliscope, offers detailed broker research as well as analyst morning meeting notes and commentary, and will also feature trade and business publications, newsletters, newswires, and company profiles when the e-commerce service launches. The integration of Qpass will allow users to locate the data they’re interested in, pay for their selected document(s) on the spot, and then download the file(s) they’ve purchased.

Documents will be priced by content set. All broker research reports will have standardized pricing based on the length of the report. The morning meeting notes and analyst commentary, which are generally one or two pages long, will have a set price per note, and each article and newsletter, regardless of length, will also have a set price.

Qpass’ reporting capabilities will allow Intelligence Data to track usage by customer. If a customer’s usage increases over time, or if they purchase several large reports over the course of a year, a subscription may prove to be more economical than purchasing individual reports. In these instances, an account executive will be able to contact the customer to discuss subscription pricing, giving users the option to switch to a subscription or continue to purchase individual reports based on their anticipated future needs.

The Qpass Digital Commerce Service—the industry’s leading platform for the marketing, sale, and distribution of content and services online—will provide Intelligence Data with a comprehensive commerce infrastructure to enable dynamic online content sales, including registration, authentication, transaction support, credit card processing, customer care, reporting, and account management.

Intelligence Data expects to launch their e-commerce program in partnership with Qpass later this year.

**About Intelligence Data:**

Thomson Financial/Intelligence Data provides in-depth research and analysis on more than 37,500 public and private, U.S. and international companies across every major industry sector. The company’s comprehensive databases contain over 2.5 million research reports, more than 3 million analyst notes, over 2,500 trade journals and newspapers, 43 newswires, and 200,000 company profiles. Intelligence Data’s products are designed to meet the needs of corporate users who require high-value business intelligence for applications such as strategic planning, business development, competitive intelligence, mergers and acquisitions, sales and marketing, and product development. For more information, visit [www.intelligencedata.com](http://www.intelligencedata.com).

**About Thomson Financial:**

Thomson Financial is a US\$2 billion provider of e-information and integrated work solutions to the worldwide financial community. Through the widest range of products and services in the industry, Thomson Financial helps clients in more than 70 countries make better decisions, be more productive, and achieve superior results. Thomson Financial is part of The Thomson Corporation (TSE:TOC), a leading, global e-information and solutions company with annual revenues of approximately US\$6 billion. The Corporation's common shares are listed on the Toronto and London stock exchanges. For more information on Thomson Financial, visit [www.thomsonfinancial.com](http://www.thomsonfinancial.com).

**About Qpass:**

The global leader in digital commerce services, Qpass provides the commerce infrastructure for next-generation transactions across the Internet, broadband and mobile networks and devices. Integrating its flagship Digital Commerce Service, a cross-site transactional solution for the sale of content and services via IP networks, with its industry-leading electronic wallet technology, the Qpass Connected Commerce Platform enables the sale of content, goods, and services across a full range of networks and devices—including personal computers, wireless phones, PDAs, and interactive television—by providing persistent, portable payment credentials, a consistent purchase experience, and universal account management capabilities. Founded in 1997, Qpass is based in Seattle, Washington. The company is privately held. For more information, visit [www.qpass.com](http://www.qpass.com).

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