

Enterprise Search Trends

May 24, 2006
© Stephen E. Arnold, 2006
Postal Box 320
Harrods Creek, KY 40027

- ▶ ***Enterprise Search Report, 3rd ed***
- ▶ ***The Google Legacy***
- ▶ **Bear Stearns and Gerson Lehrman**
- ▶ ***The Google Apocalypse (Oct 2006)***

**Change in
last year?**



Index

Query

became the

Index
Kitchen Sink
Model
Query

**What's in the
search “sink”?**

Query

**Autoclassification
Taxonomy services
Work flow functions
Analytics**

Index

**Approach has
consequences**

Simple is “in”

Google, Version 1.0



**Google love and
happiness changed...**

**Google Version 2 seems
somewhat less cheerful and
friendly...**



You are viewing: matthew's Web Browser

Search Results: east coast sales - Mozilla Firefox

File Edit View Go Bookmarks Tools Help

file:///C:/Files/Google/Enterprise/Product/GSA/Appliance_4_6/UI_mods_4_6/OneBox/autodemo_3.html

Google Search PageRank Check AutoLink AutoFill Options

Google WebEx Enterprise Site Shared Web Browser Search Results: east coast sales

Acme Directory Rooms Locations Desktop

east coast sales search Advanced Search Search Tips Search FAQ

include secure content

Acme Enterprise Search Results 1 - 10 Search t

Sort by: D

Cognos 8 Report - US East Region Sales - Hide - About Cognos 8

91.6% 2005 Q4 Target: 95.1% Variance: -3.4%

IMS POWERPOINT **US Sales Org 2006 (plan)**

... Christine Stihwell. East Coast Sales Dir. Bill O'Sullivan. West Coast Sales Dir. David Smith. ... Sales Coordinator. East Coast Sales. West Coast Sales. Peter O'Sullivan ...

www.corp.acme.com/NSales%20ORG.ppt - 2003-05-15 - Text Version

Bill's Q3 objectives

... To promote this information, I will post on acme by 9/30/05 and discuss in East Coast Sales Meeting & West Coast Sales Meeting. To organize events ...

www.corp.acme.com/OIG%20Objectives/2001%20Q3.html - 24k - 2005-07-27 - Cached

ACME Directory of Past Jobs

... working with suppliers and distributors all over NYC and east coast - creative ...

Bill Moore, Cimp. Supplier Portal, District Sales Manager for Southeast ...

www.corp.acme.com/pastjobs.html.sparklebackup - 63k - 2006-02-13 - Cached

IMS POWERPOINT **DDB preso - Penny Price - 01 Dec 2005**

... New York NY Penny Price Director. East Coast Sales. TITLE HERE. Acme's Mission ...

Penny Price Director. East Coast Sales. Thank You! Questions and discussion ...

www.corp.acme.com/ddb/DDB-Penny.v1sm.ppt - 2005-11-29 - Text Version

Sales Kickoff annual report

... Rep program. Facilitated workflow between our East Coast sales group and our online operations group. Responsible for the ...

www.corp.acme.com/acme-report.html - 22k - 2005-10-11 - Cached

Indian Hiring Process

... Deliver 1 Managing within the law class for the East Coast (6/30/04). Act as a resource for East Coast and Sales Ops ER issues. Assist ...

www.corp.acme.com/objectives.htm - 25k - 2004-05-16 - Cached

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Search Results: contact wick - Mozilla Firefox

File Edit View Go Bookmarks Tools Help

file:///C:/Files/Google/Enterprise/Product/GSA/Appliance_4_6/UI_mods_4_6/OneBox/autodemo_6.html?w=contact+wick&search&back&w=autobut=xml_no

Google Search PageRank Check AutoLink AutoFill Options

Google WebEx Enterprise Site Shared Web Browser Search Results: contact wick

Acme Directory Rooms Locations Desktop

contact wick search Advanced Search Search Tips Search FAQ

include secure content

Acme Enterprise Search Results 1 - 10 Search t

Sort by: D

1 result available in the Exchange phonebook

Jim P. Wick Office: (212) 555-1212 ext. 2355
jpwick@acme.com Cell: (718) 555-1212

Public Inclusion List

... You can contact me at 1-800-555-1122 ext. 257 ... 12/13/05, Barry Wick, rikwybac@acme.com, 55577738. The boots of Ian McLaren. Beside the Bonnie Briar Bush and The ...

www.corp.acme.com/publicdomain/ - 27k - 2006-02-14 - Cached

AU Phone Messages

... how do we contact you? ... Matt. Yes. 1/30/06, AccountLeads, Mr. Wang, 9747-1174 / 0284-884-200, ab ads - in the real estate industry - called and provided email contact ...

www.corp.acme.com/contact/au_phonemessages/ - 101k - 2006-02-15 - Cached

Library Holdings

... Network, Psychology Today, Frommer's Nova Scotia, New Brunswick & Prince ... Community Contact, Biotech Financial Reports, Wall Street Corporate Reporter, STUDYMARK ...

www.corp.acme.com/LC/Analysis_files/sheet007.htm - 101k - 2003-05-21 - Cached

Relax, Bill Gates: It's Google's Turn as the Villain - New York ...

... Mr. Lechin, who last year founded a multimedia company in San Francisco called Slide, said Google "still has a long wick of good will to burn off," but he ...

www.corp.acme.com/corpcorpm/pressarchive/050824ny2.html

IMS EXCEL **Staff Address List**

... 1. Customer, Previous contact, Id Email, ContactName, CompanyName, Phone, City, State, CustomerTier, SalesRepld, CostUsed, EmailPromotions, EmailMarketResearch, ...

www.corp.acme.com/Policy/May04_Focus.xls - 2004-05-17 - Text Version

IMS EXCEL **Sheet1**

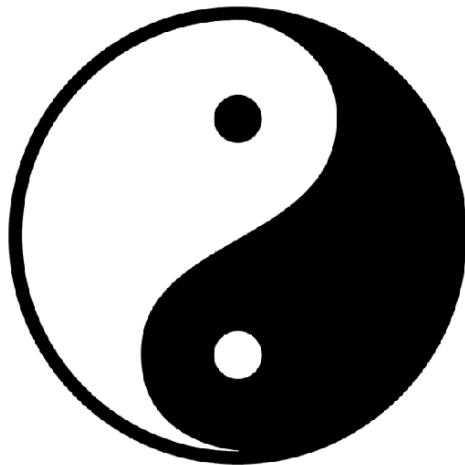
... 1. Customer, Previous contact, Id Email, ContactName, CompanyName, Phone, City, State, CustomerTier, SalesRepld, CostUsed, EmailPromotions, EmailMarketResearch, ...

www.corp.acme.com/gina/Policy/May04_Focus.xls - 2004-05-17 - Text Version

msn 90719.6905651 raymond.muntwiler@ncardco.ch 82567.914228 frisia ...

... net4all.ch 1889.2441942 webmaster@mirslanden.ch 1882.76325162 info@bergschule.ch

“Bake in” search



Business Impact?

**Takes longer
Costs more**

**Technology
impact?**

**More complex
More horsepower**

Trends 2006?

- ▶ **Enterprise
information platform**

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- ▶ **Appliances and APIs**

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- ▶ **Specialization**

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- ▶ **Appliances and APIs**
- ▶ **Specialization**
- ▶ **A piece of a another application**

What's this mean to you?

- ▶ **Multiple search systems common**

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- ▶ **Turmoil due to consolidation**

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- ▶ **Sales / marketing warfare**

sa@arnoldit.com

www.arnoldit.com

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