100 FOR 2001

In the following pages, *Infoconomist* profiles 100 individuals who we believe are likely to exercise real influence and power in Europe's technology economy in the coming year. Our list includes venture capitalists and investment bankers, industry analysts and networkers, and even technology buyers and users.

Such lists are always controversial and tend to spark furious debate. But note: this is not an awards list; it is intended to be useful.

In keeping with that sentiment, we have not just picked individuals who are in big jobs. Instead, we have attempted to pinpoint some of the less well-known people we believe it is worth inviting to lunch in the course of the next few months – and, what is more, they might even come.

INFOCONOMY RESEARCH

OPINION FORMERS

Their views and musings on technology companies and sectors can influence the future course of the industry.
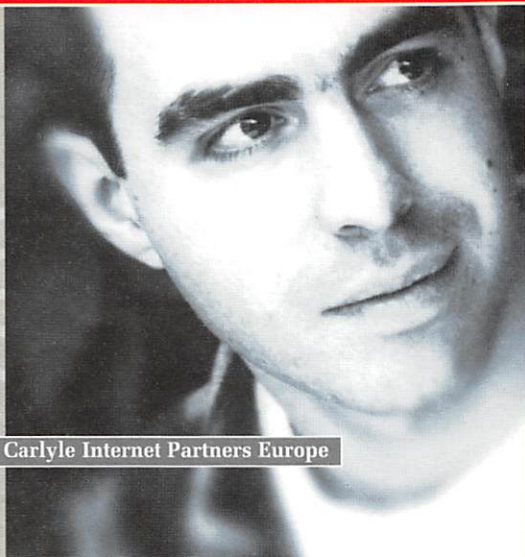
Tim Jackson, Carlyle Internet Partners Europe

twenty meetings a week with people setting up new Internet businesses is a good way to get a sense of what is happening in the industry says Jackson, and writing a high profile column in the *Financial Times* is a good way to make sure people listen to your views.

The founder of QXL, and now managing director of Carlyle Internet Partners Europe, Jackson is a journalist turned businessman, turned VC. Respected as all three, Jackson's *FT* technology column has run since 1995 and he is a regular speaker at industry events. *www.thecarlylegroup.com*

DR DAVID CLEEVELY, ANALYSYS Founder and managing director of Analysys, the telecoms consultancy, Cleevely is in demand both as speaker and advisor. Cleevely sits on the UK Government Cabinet Office eCommerce Committee and co-founded the Cambridge Network, a group designed to promote links between technology businesses and academia in the area. *www.analysys.com*

MICHAEL WAND, DEUTSCHE BANK Wand is head of Deutsche Bank's European Internet Research group. Prior to this he was a software analyst at Paribas. Wand covers Europe's 'infrasoftware' companies such as Autonomy and Brokat, and his opinions are sought out by journalists and industry insiders. *www.deutsche-bank.com*

NIGEL PENDSE, OLAP SOLUTIONS An independent consultant, Pendse is a guru of the business intelligence world. The lead author of The OLAP report, published by Business Intelligence, Pendse is considered more knowledgeable than most US analysts. *www.olapreport.com*

MILAN RADIA, UBS WARBURG An ex-fund manager with Prudential Portfolio Management, Radia joined UBS just over a year ago. His coverage of the $60 million IPO of networking provider Orchestream gave him huge profile. *www.ubswarburg.com*

WOLFGANG MARTIN, META GROUP An authority on CRM and data warehousing, Martin is VP of Application Delivery Strategy Services at Meta Group. He has held management positions at Sybase and Software AG. *www.metagroup.com*

DAVID CLAYTON, CRÉDIT SUISSE FIRST BOSTON CSFB's Technology Group is probably the most active banking team in the European tech sector, making Clayton, head of European technology research, an important person to know. *www.csfb.com*

THOMAS HEILMANN, E-ENVOY FOR CHRISTIAN DEMOCRATS Appointed in 2000, Heilmann, is championing the cause of unmetered Internet access in Germany. He also founded Aperto Multimedia, a German Internet company. *www.cdu.de*

BILL FARRELL, MORGAN STANLEY DEAN WITTER Head of European IT services and software research for MSDW, Farrell is very experienced and widely respected. His views are capable of shifting market sentiment. *www.msdw.com*

PHIL GERBERT, THE MCKENNA GROUP Gerbert, a management consultant focusing on web-based delivery strategies and ecommerce, writes columns advising on technology issues for German daily *Handelsblatt*. *www.mckenna-group.com*