



**OECD-EUROSTAT Meeting of Experts on  
Trade-in-Services Statistics**

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**Trade in Software**

*Some issues*

*from a user's point of view*

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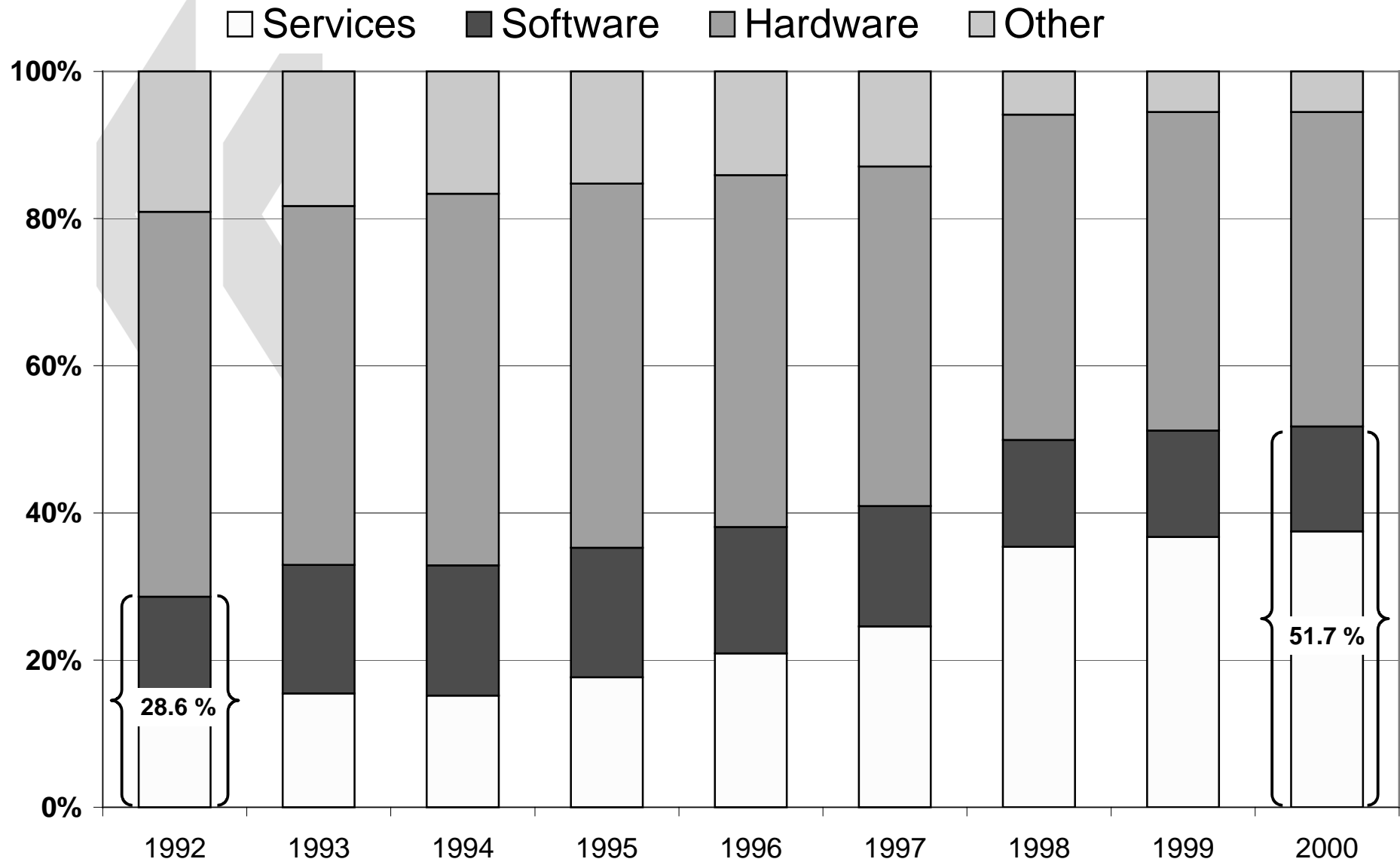
# Software is a key element at the heart of many on-going changes in the economy

- Increasing importance of service
- dematerialization of transactions
- growth of the “e”-dimension and the intangible dimension
- blurring threshold between goods and services

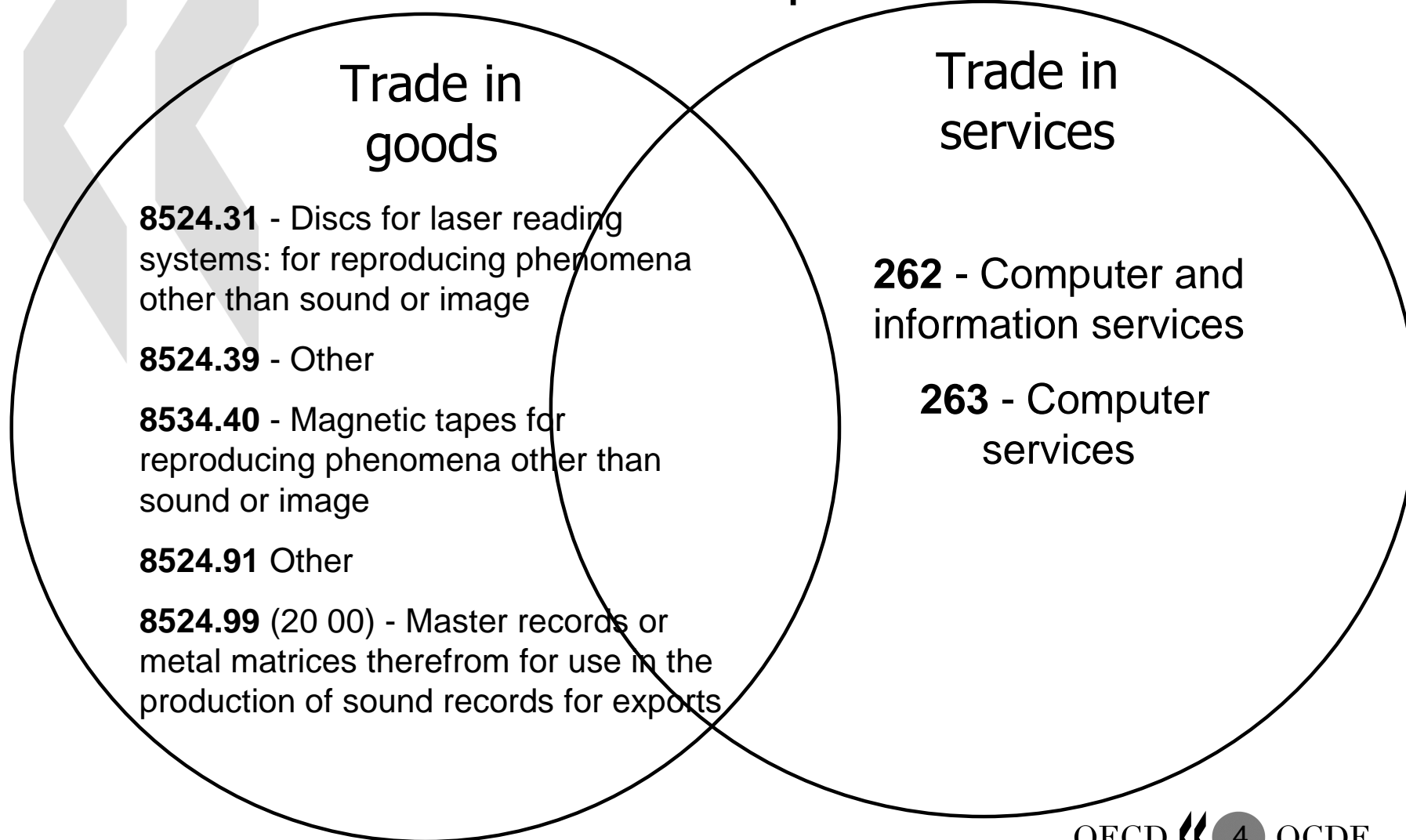
## **Echoes in the current OECD work:**

- measurement in national accounts (GFCF) and international trade
- productivity and growth
- intangible investment and knowledge based economy
- globalization
- electronic commerce

# IBM's revenues by market segment, 1992 to 2000

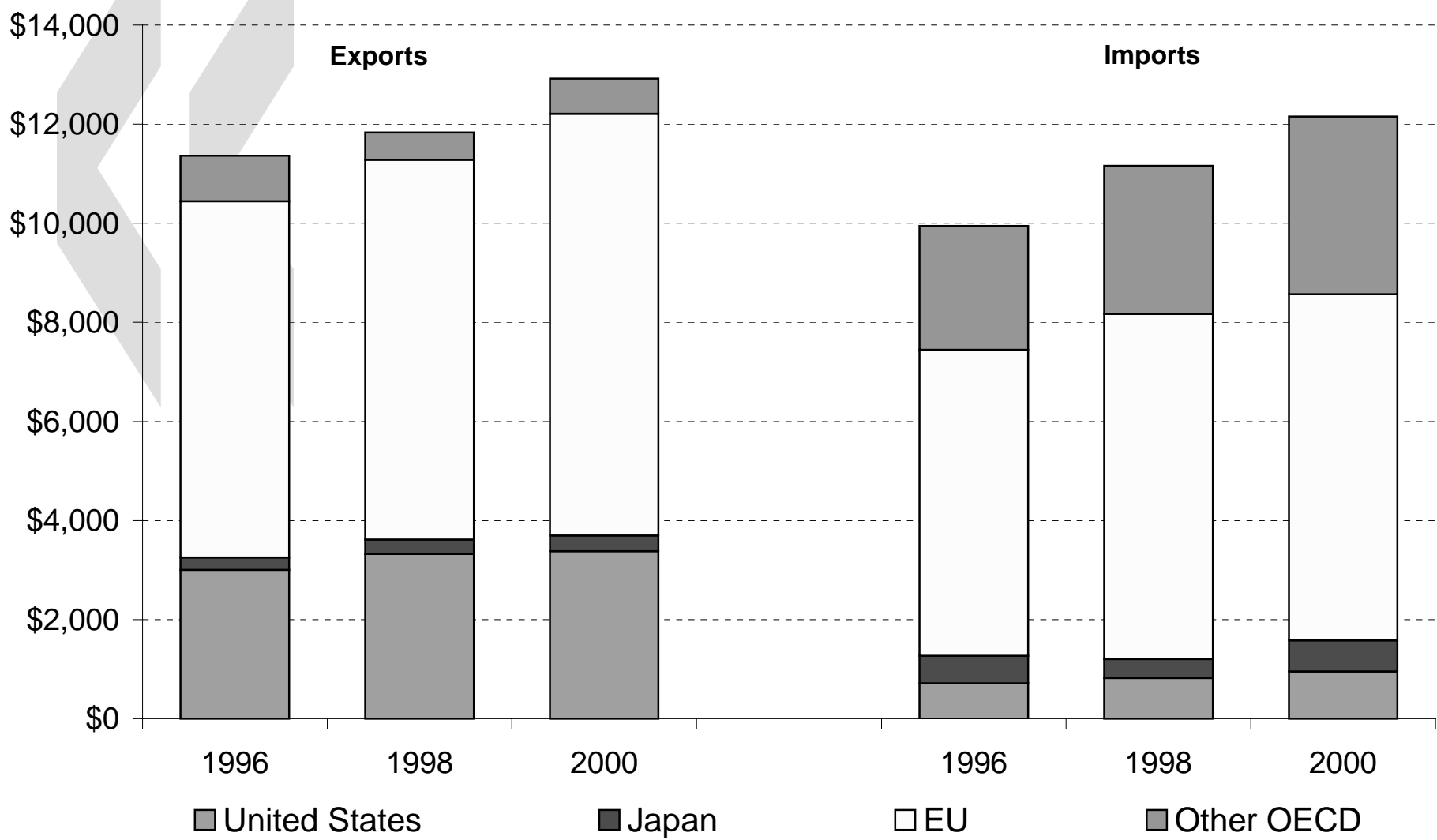


# Software trade measurement: the *Information Technology Outlook* 2000 and 2002 experience

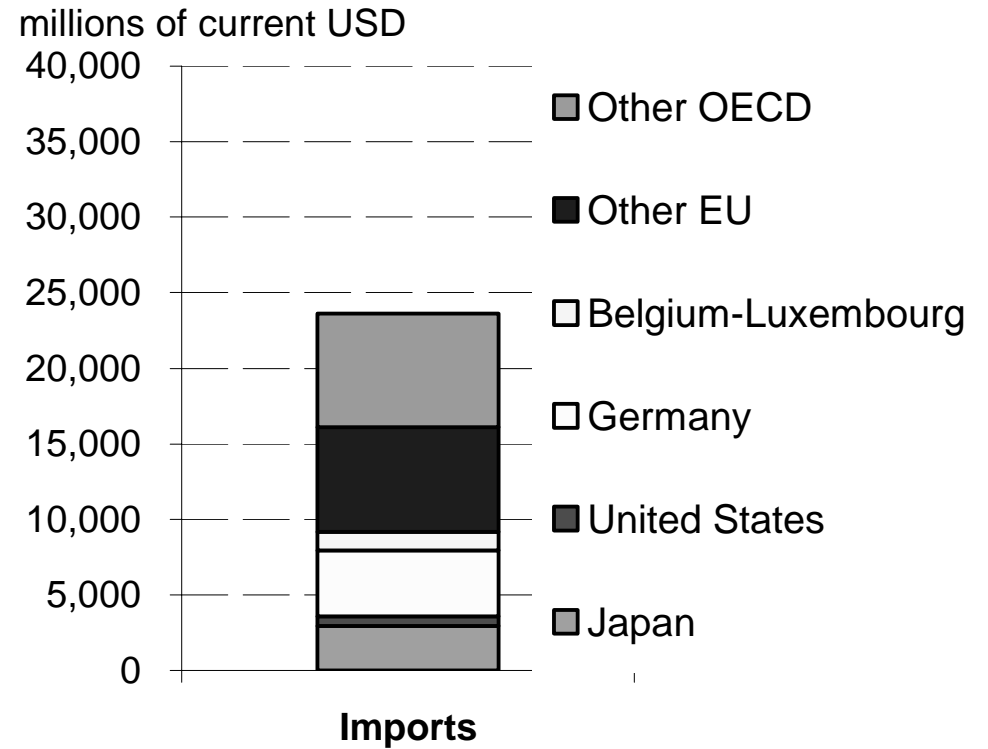
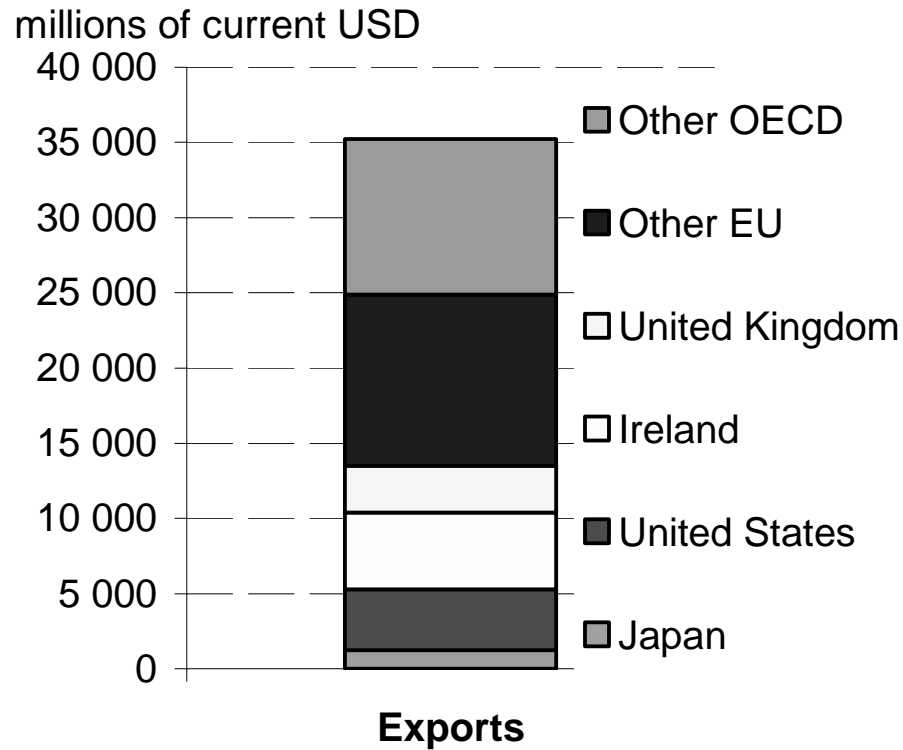


# Trade in software / goods

Millions of USD



# Trade in software / services (1999)



# Software in electronic commerce

- **Software belong to the top selling products to the consumers over the Internet (1999 and 2000, various OECD countries)...**
- **... but in value, on-line software sales (B2C) appear to be quite small compared to total online sales.**

# ISSUES



- **Content / type of software**

- Standardized
- developed for a particular client (custom software)
- linked with other digitized information (music, film, e-book, etc...)



Link with Royalties and license fees

- **Way of delivery**

- on a physical support
- bundled in the hardware
- on-line delivered