



The first prize winner of the CIONET European Research Paper of the Year is “Information Technology and Firm Profitability: Mechanisms and Empirical Evidence” by Sunil Mithas (University of Maryland), Ali Tafti (University of Illinois), Indranil Bardhan (University of Texas), and Jie Mein Goh (IE Business School). The paper appeared in the March 2012 (36:1) issue of *MIS Quarterly*. The paper was categorized as a European research paper because Jie Mein Goh is a faculty member at the Instituto Empressa Business School in Madrid.

The second prize winner is “Real-Time Tactical and Strategic Sales Management for Intelligent Agents Guided by Economic Regimes” by Wolfgang Ketter (Erasmus University), John Collins, Maria Gini, Alok Gupta, and Paul Schrater (University of Minnesota), *Information Systems Research*, December 2012 (23:4).

More information about the award and the paper is available on the website of CIO City 2013 (<http://www.ciocity.com/>) at the ERPOTY tab, or go directly to <http://blog.cionet.com/2013/06/04/the-winner-of-the-erpoty-2013-award/>.