

# THE GILBANE REPORT™

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## XML 2002 — MORE THAN JUST ANOTHER SHOW

IDEAlliance's annual XML Conference and Exposition is the best single event to attend to find out what is going on in the XML community. This year, Gilbane Report Contributor Sebastian Holst, who also happens to be on the Board of IDEAlliance, reports on the big news at XML 2002.

Sebastian argues that this year's show was categorically different from past events for a couple of related reasons. First, the emphasis at the event was less on technology than on how XML was being applied. XML has become mainstream, and it is not only developers who need to get together and share experiences, tricks, and best practices. As a result, events covering XML also need to change to serve the needs of a broader community. This type of transition is not peculiar to XML. All technology conferences go through a similar life cycle and survive, or not, based partly on how well they manage this transition.

The second reason this years conference was different was the unveiling by Microsoft XML Architect Jean Paoli of Microsoft's vision for XML and "Office 11" to the toughest possible audience. The consensus is that it looks like Microsoft is truly bringing XML to Office in a way that could turn every Office user into an XML content creator. The implications are, of course, *huge*. We'll be providing a detailed analysis of this development in a future issue.

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# XML 2002 — MORE THAN JUST ANOTHER SHOW

This has been a dismal year for the organizers of tradeshow, symposia, seminars, conventions and every other flavor of professional gathering. Virtually all events have contracted by an average of 40% to 70%. Obviously, this is a direct consequence of the current economic climate in general and the technology sector in particular. For many, this kind of contraction marked the end. Still others have huddled together to hold off this long cold winter. Internet World, Streaming Media and many other historically massive shows now share venues, operations and expenses in order to survive.

The XML 2002 Conference and Exhibition concluded on Friday the 13<sup>th</sup> of December. In this writer's view, the event marked a number of significant milestones for:

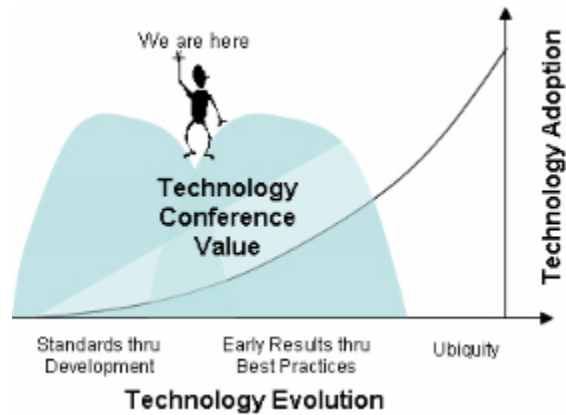
- the evolution of the XML family of standards,
- software development and adoption of XML-derived technologies
- the recovery of the conference industry
- and by extension, the recovery of the overall technology sector.

This report will not provide a "Reader's Digest" report of last week's conference. Rather, specific announcements, presentations and technologies will be highlighted to illustrate why this show was more than "just another show."

## THE RELEVANCE OF SYMPOSIA ON THE EVOLUTION OF TECHNOLOGY

The rise and fall of symposia map quite naturally to the lifecycle of their subject matter. Figure 1. illustrates that the need for professionals to gather takes on two overlapping forms, the development of the standards/technology itself and the aggregation and evaluation of the best practices and techniques required to take technology from the incubator to Main Street. Once this has been achieved (ubiquity), the value of specialized symposia all but evaporates. A recent example is the emergence and ultimate assimilation of object oriented (OO) technology. OO methodology can be found everywhere. The concepts and applications are well understood and ubiquitous. Therefore, very few vendors tout their OO applications and there are no OO symposia to be found. The organizers successfully put themselves out of business.

So where does the XML community fit into this natural order of things?



**Figure 1. The little man identifies where the XML community sits in relation to the evolution of XML from standard to ubiquitous technology.**

XML is at a crossroads. As a metalanguage, it is generating languages at a breathtaking pace. However, this is as much a problem as it is a sign of early success. Consolidation, consensus and the validation of best practices are essential steps towards ubiquity. The XML conferences are therefore also at a crossroads – they must evolve with the communities they serve or be left behind to be replaced by something else. The following is, I believe, strong evidence that IDEAlliance, the organizer of XML 2002, is in lock step with the communities it serves and is helping to lead the way towards the establishment of broad and credible XML-enhanced applications and their corresponding value propositions.<sup>1</sup>

## PRESENTATIONS

The two opening keynotes were notable in that they each focused in their own way on how XML work is ultimately guided and evaluated by communities and institutions that are steeped in their own history and behaviors and who are, in fact, uninterested in XML.

Bob Haycock, Manager for the Office of Management and Budget's Federal Enterprise Architecture Initiative, took the audience through a crash course in e-government and a federal architecture whose criteria for success is measured solely on service to the customer, reduction in cost and the strengthening the trust between citizen and government. Regardless of your political views, one has to marvel at the scope and ambition of this charter. Less than 1/3 of Haycock's presentation was dedicated to XML-centered material.

Pamela Samuelson, University of California, Berkeley, provided a number of perspectives on copyright law, intellectual property and the forces that are gathering on all sides of this complex and nuanced issue. She started with the US Constitution and worked her way forward leaving the audience with a strong sense of how much is at stake for big business, government and last, but not least, the creative minds that have catapulted America to where it is today in the arts, sciences and entrepreneurial worlds. If XML is to get a stronghold in this battle of the titans, it has to serve all of these often-competing interests. While

<sup>1</sup> *Disclosure:* Sebastian is on the Board of Directors of IDEAlliance.

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the presentation was admittedly US-centric, Samuelson was quick to point out that these issues are being wrestled with on a global stage.

The opening keynote concluded with the presentation of the XML Cup, an award signifying outstanding contribution to the formulation and adoption of XML standards, to John Bosak and Tim Bray. What was notable here was the clearly nostalgic slant to both their selection (their early work in the formulation of the XML standard was cited as their qualifying contribution) and the sentiment expressed in accepting the award (thanking family, employers and peers).

The takeaway message for this audience member was that while standard work continues at a feverish pace, the hot and notable work has moved from standards specification to implementation and adoption. Again, given where the XML community is headed, this right on point.

The reader should not be left with the impression that after this opening keynote, the rest of the sessions were “called in.” There were five full days of multiple tracks filled with a mix of refresher and introductory material as well as a strong agenda of advanced topics including topic maps, XSLT and a variety of industry and application-specific XML protocols.

For a complete list of the sessions, visit <http://www.xmlconference.org/xmlusa/>. The presentations can be purchased on CD by sending email to [dkunkel@idealliance.org](mailto:dkunkel@idealliance.org). The cost is \$195 US (\$95 US for IDEAlliance members.)

## PRODUCT ANNOUNCEMENTS

There was one major “announcement” that promised to change the face of XML forever. The announcement, presentation and demonstration of Microsoft’s XML Vision for “Office 11” gave the first glimpse of a truly universal set of tools destined to hit the many millions of desktops Microsoft serves. This product suite and the implications it holds for users, traditional XML-centric vendors and the body of XML content will be covered in a follow-up *Gilbane Report*. However, it is safe to say that the Microsoft team, led by Jean Paoli, Microsoft XML architect, introduced an impressive revamp of the Office tools we know and (mostly) love that demonstrated

- true native support for arbitrary XML schemas, transformers, *etc.*
- the ease of use one expects from Word, Excel, Visio, *etc.*
- the commitment to transform virtually all MS Office content into native XML content with little more than an incremental ripple in the end user’s learning curve.

Every vendor surveyed for this report wisely positioned this announcement as complimentary to their own strategy and ultimately good for the entire XML vendor community as the rising tide should lift all boats. What else could they say? Well, one software veteran noted that all beta software seems too good to be true and that in the end, there are always significant omissions or defects that

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leave the door open for competitors to establish their niche. The anonymous vendor is absolutely correct, but I am not sure how much solace that is to the WordPress developers and the other vendors that counted on this as a long-term strategy against Microsoft.

## EXHIBITORS

Microsoft was positioned at the center of the floor with all of the (remaining) traditional XML vendors positioned around this emergent “hub.” The exhibition space was the least exciting, but there were certainly noteworthy products on display. Looking forward, topic map enabling software showed continued maturation as demonstrated by Ontopia. Cleaner integration with traditional publishing tools and legacy Quark content was demonstrated by PCI. ArborText and Corel demonstrated their respective XML authoring and publishing tools with increased awareness of their respective value to the markets they serve.

However, two exhibitors were noteworthy in that they came from outside the existing XML community with technology that appeared to be both sophisticated and solution-oriented.

### Medicos

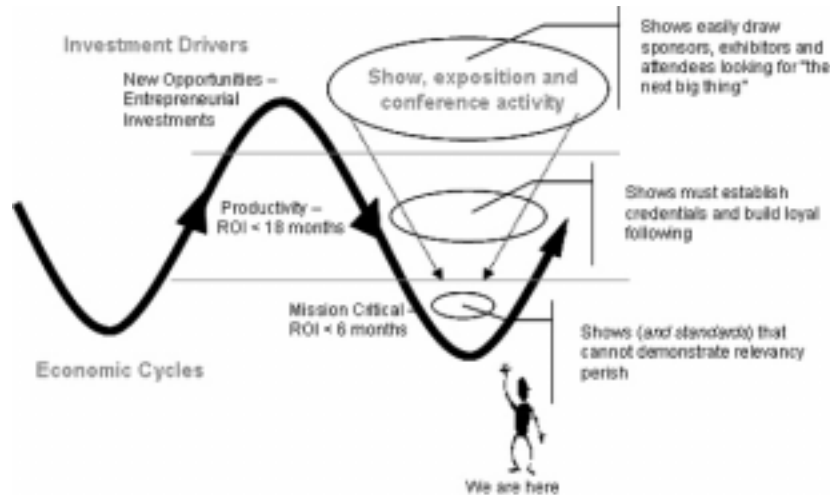
([www.medicalwindows.com](http://www.medicalwindows.com)) was featured in the incubator section of the exhibition space. Visitors to their tabletop stand were treated to a demonstration by an M.D. Medical doctors are well known for their aversion to adopting new technology into their practice, so the notion of actually having doctors specify, promote and demonstrate point of service and publishing technology was a unique experience.

### Kwaresoft

([www.kware21.com](http://www.kware21.com)) is a Korean company that claims to have developed one of the most comprehensive XML platforms available that includes legacy data conversion, content management, transformations and cross-platform delivery (from MSWord to IETM (Interactive Electronic Technical Manuals), level 5) – and they have over 100 customers who will back up their claims. Their remote location (from a US-centric perspective) and their current lack of a distribution channel in the US and Europe notwithstanding, Kwaresoft is a successful XML solutions provider that has been entirely invisible to the analyst and press of the Western world. How many more of these potential powerhouses are there?

## THE IMPACT OF ECONOMIC CYCLES ON TECHNOLOGY-BASED SYMPOSIA

IDEAlliance and the XML Conference and Exposition series appears to be successfully leading their constituency across the chasm between technology development and technology adoption. Of course, it is not as simple as that. The economic contraction and the resulting IT cutbacks, as indicated at the top of this report, have had a dramatic compounding effect. Figure 2. illustrates how IT investments follow economic cycles and the resulting impact of show, exposition and conference activity.



**Figure 2.** The little man shows where the XML community sits in relation to the current economic cycle, IT spending priorities and show market segment lifecycle.

Attendance was up 50% from last year's numbers and, not coincidentally, roughly 40% of this year's attendees identified themselves as first timers. This can be interpreted to mean that the XML Conference leveled out its core audience and is beginning to attract significant numbers of new attendees that are looking for direction on how to deploy XML-influenced technologies, rather than to debate the finer points of query language or formatting semantics (of course, the "core audience" remains passionate about these things).

## CONCLUSIONS

While this show will never look like a Comdex or NAB, it is likely to see continued growth over the next few years. This assumes that the event can continue to offer valuable insight into both the evolution of the XML family of standards and the best practices to justify our continued interest.

The obvious affection that the pioneers of SGML and XML have for this show combined with the current organizer's focus on best practices and adoption are likely to attract new audiences interested in solving their organization's problems – and we know that this is a well that will never run dry.

See you next year!

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# INDUSTRY NEWS

More recent news, old news (to January 1999), and commentary is available at [www.gilbane.com/](http://www.gilbane.com/)

## FAST SUPPORTING XHTML AND CSS

10/30/2002

Fast Search & Transfer announced that [Alltheweb.com](http://Alltheweb.com), its search technology showcase, is fully adopting XHTML and CSS. In doing so, AlltheWeb is now faster to load and can be displayed consistently across a wider range of Web browsers and browser platforms. In addition, these new standards provide a future opportunity for AlltheWeb users to perform their searches on platforms such as mobile phones, PDAs, among others. FAST has also revealed several new "skins" for AlltheWeb, enabling users to personalize the look and feel of AlltheWeb. An assortment of skins have been created through [AlltheWeb Alchemist](#), a tool FAST unveiled earlier this year, allowing technically-minded users to develop customized views of Web, multimedia, news and categorized search results from AlltheWeb via CSS. FAST plans to continually experiment and add newer skins to AlltheWeb's skins gallery as end users submit them.

[www.fastsearch.com](http://www.fastsearch.com)

## INTERWOVEN & MEDIABIN INTEGRATE SOLUTIONS

10/30/2002

Interwoven Inc. and MediaBin Inc. announced they have signed an agreement integrating MediaBin Asset Manager with the Interwoven 5 platform via a MediaBin connector. The connector was developed in collaboration with Interflow Systems Consulting. Using the solution, business users can now search from within the Interwoven software environment to discover, preview visually, transform, and utilize rich media assets stored in MediaBin. [www.mediabin.com](http://www.mediabin.com), [www.interwoven.com](http://www.interwoven.com), [www.interflow.com](http://www.interflow.com)

## WEBWARE TO INTEGRATE WITH INTERWOVEN 5

10/30/2002

WebWare Corporation announced an integration to Interwoven 5. The integrated Interwoven Solution for Media Asset Management (MAM) will enable enterprises to access their rich media assets within e-business initiatives managed by Interwoven 5, such as enterprise portals, corporate intranets, and external web properties. The connector to Interwoven 5 enables Interwoven users within the TeamSite environment to search, thumbnail, preview, transform and aggregate rich media assets into their Interwoven managed content. Interflow and WebWare engineers jointly developed the system extension that allows Interwoven users to directly access rich media and video files from Interwoven's TeamSite application. [www.interwoven.com](http://www.interwoven.com), [www.webwarecorp.com](http://www.webwarecorp.com), [www.interflow.com](http://www.interflow.com)

## INTERWOVEN TEAMS WITH CAPTIVA

10/29/2002

Captiva Software Corp. announced a strategic alliance with Interwoven Inc. Interwoven will offer InputAccel, Captiva's information capture software solution, with its new TeamSite 5.5 ECM platform. The integration of InputAccel and TeamSite 5.5 allows companies to capture business-critical information and make it available to all authorized users within the organization.

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InputAccel reduces document processing time and costs by managing document preparation, scanning, image enhancement, indexing and quality control verification of the data extracted from paper, faxes, email and EDI streams. [www.interwoven.com](http://www.interwoven.com), [www.captivasoftware.com](http://www.captivasoftware.com)

## **AVID ACQUIRES ASSETS OF iKNOWLEDGE**

10/29/2002

Avid Technology, Inc. announced it has acquired substantially all the assets of iKnowledge, Inc., a developer of enterprise content aggregation, distribution and syndication solutions. Avid will immediately begin selling a new digital asset management and distribution offering based on the technology acquired from iKnowledge. Terms of the deal were not disclosed. The new addition to the Avid family is a rich-media asset management and distribution solution that helps aggregate any digital content, in its native format, from multiple sources. Customers can add business rules to manage the content - such as to which Web site to send the media and when to send it - and distribute it via any channel, from broadband to wireless, or, ultimately, to any device, including PCs, WAP phones, PDAs, and iTV. The new enterprise solution will install within existing IT infrastructures - including those based on Avid Unity for News software - to deliver content-management and distribution capabilities that integrate into production workflow. [www.avid.com](http://www.avid.com)

## **STRATIFY ANNOUNCES DISCOVERY SYSTEM 2.0 WITH TAXONOMY LIFE-CYCLE MANAGER**

10/29/2002

Stratify, Inc. announced the next version of the Stratify Discovery System. The new release includes features that focus on automatically building, refining and optimizing taxonomies, consistently classifying documents with the highest degree of accuracy, and leveraging information contained in the taxonomy. In addition, the Stratify Discovery System v2.0 features a component called the Stratify Taxonomy Manager, which provides an integrated, unified interface for Total Taxonomy Lifecycle Management. The Stratify Taxonomy Manager provides a single interface that unifies all taxonomy and classification management tasks. The Taxonomy Manager enables users to easily collaborate on all taxonomy lifecycle tasks, including the ability to (1) Create Taxonomies (2) Define Classification Models (3) Test & Assess Classification Models (4) Refine and Optimize Taxonomies and Classification Models and (5) Publish Taxonomies and Classify Documents. The Discovery System supports Western European languages as well as Arabic. Stratify Discovery System v2.0 is available immediately. [www.stratify.com](http://www.stratify.com)

## **INKTOMI RELEASES ENTERPRISE SEARCH 5.0**

10/29/2002

Inktomi Corp. announced the availability of Enterprise Search 5.0. New feature highlights include: improved relevance and query, quick summaries, spell check, and administration user interface enhancements. Inktomi Enterprise Search 5.0 is available as a standalone application and is also included in a new enterprise bundle designed specifically for large, information intensive organizations. Based on a CPU and user-based pricing model, the enterprise bundle supports indexing of an unlimited number of documents across an enterprise. The new bundle includes Inktomi Enterprise Search 5.0, Inktomi Classifier 2.0, connectors for two database servers, the Inktomi Security Module as well as full linguistic support for up to four languages. Organizations with limited document requirements can still purchase the individual products on a per-document pricing model. [www.inktomi.com](http://www.inktomi.com)



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## **INTERWOVEN ANNOUNCES CONNECTOR SUITE**

10/29/2002

Interwoven, Inc. announced its Connector Suite, to aid integrations with other enterprise applications. Interwoven's Connector Suite software gives businesses the ability to jump-start their content initiatives from building dynamic enterprise applications to simply supporting collaboration around a new project. For Web application developers, Interwoven created TeamTurbo, which enables businesses to integrate the Interwoven ECM platform with J2EE and .Net application servers. For portal application developers, Interwoven created TeamPortal connectors, which connect with portal applications. To enable enterprises to fully leverage their document storage systems, Interwoven has created connectors that connect with repositories and databases. They include: DataDeploy, which maps to any database schema; and ContentProvider, which enables enterprises to search and browse multiple repositories from a single point of entry. [www.interwoven.com/solutions/connector\\_suite](http://www.interwoven.com/solutions/connector_suite)

## **COREL ANNOUNCES XMETALCENTRAL**

10/29/2002

Corel Corporation announced the upcoming availability of Corel XMetaLCentral, a new server-based application that works with Corel XMetaL to manage and maintain customized XML applications. Corel XMetaLCentral is designed for organizations with tens to thousands of XML document creators and editors. When used in conjunction with Corel XMetaL, Corel XMetaLCentral deploys personalized customizations or 'packages' to these end users based on their identity, the content they are working with, and factors in their environment. Invisible to the end user, these packages can be versioned, rolled back, or staged for future deployment. Corel XMetaLCentral features and functionality includes: Browser based interface to manage XMetaLCentral server objects including user profiles, customizations and associated relationships and server operations; IT-defined rules for matching packages with documents and users; Integration with third-party workflow through adaptor objects; Versioning of packages for controlled deployments; Use of the enterprise network login mechanism to access services; Off-line Corel XMetaL authoring mode; and Server support for Windows 2000 Professional, Windows 2000 Server, Windows XP Professional and Solaris 9. Corel XMetaLCentral will be available in November 2002. [www.corel.com/xmetalcentral](http://www.corel.com/xmetalcentral)

## **CANTO & UNISITE COMBINE DIGITAL ASSET AND CONTENT MANAGEMENT**

10/29/2002

UniSite Software and Canto Software, Inc., announced an alliance to provide an integrated solution to clients faced with the challenge of managing Web content and digital assets. Enterprises, in both the private and public sectors, will be able to seamlessly access their digital assets stored in Cumulus Workgroup or Enterprise Edition from within UniSites Web content management system. The combination of these applications unites Cumulus metadata-rich asset repository with UniSites Content Manager workflow-based collaboration application for easily publishing content to Web. [www.UniSite.com](http://www.UniSite.com), [www.canto.com](http://www.canto.com)

## **VIGNETTE TO ACQUIRE EPICENTRIC**

10/29/2002

Vignette Corp. announced the signing of a definitive agreement to acquire Epicentric Inc. Vignette will pay up to \$32 million in cash and restricted stock for Epicentric. Shareholders representing a majority of the Epicentric shares have agreed to vote in favor of and have executed voting agreements approving the transaction. The acquisition is expected to close in December.

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With the acquisition, Vignette will increase its customer base by approximately 250 in industries ranging from energy and financial services to healthcare and telecommunications. Vignette will integrate Epicentric's portal technologies with its content management solution, enabling customers to work with a single vendor to build and deploy business applications for the Web. The Epicentric acquisition will enhance the Vignette foundation with a number of portal-based services such as security, central role management, presentation management and targeted content delivery. The combined products also will offer the ability to use and manage content where it lives, regardless of its format or repository. Full Epicentric support for Vignette V7 is slated for the first quarter of 2003. [www.epicentric.com](http://www.epicentric.com), [www.vignette.com](http://www.vignette.com)

## **INXIGHT ACQUIRES ASSETS OF WHIZBANG! LABS**

*10/29/2002*

Inxight Software, Inc. announced that it has acquired the technology assets of WhizBang! Labs, Inc. The WhizBang! Labs technology adds important functionality to Inxight's solutions, tapping into multiple, disparate data sources to extract and present key information in the form of "facts." For example, the technology can automatically crawl a company's external Web site, accessing dynamically generated pages, classify those pages according to type (contains company address, management bios, etc.), extract the key entities (in the case of management bios, person name, title, previous companies worked for) and associate those entities into a database record. In 2003 Inxight will incorporate the WhizBang! Labs fact extraction technology into Inxight SmartDiscovery, the company's solution for automating the discovery and retrieval of unstructured text data. This enhancement, coupled with its existing features that include taxonomy management, enterprise-class categorization and a guided information retrieval environment, will enhance their Unstructured Data Management solution. Inxight will also evaluate software-licensing opportunities for the WhizBang! Labs technology. [www.inxight.com](http://www.inxight.com)

## **FILENET RELEASES NEW CAPTURE PRODUCTS**

*10/29/2002*

FileNET Corporation announced general availability of Capture Professional 4.0 and Capture Desktop 4.0. The primary content capture capability for all FileNET ECM solutions. FileNET's Capture products enable customers to acquire and index both electronic and paper-based content, and distribute and manage this content based on an organization's business needs. New features in Capture 4.0 includes TWAIN Scanner support and enhanced reporting functionality as well as OCR for automated indexing and conversion to PDF functionality provided by ScanSoft. Capture Desktop 4.0 and Capture Professional 4.0 are available now. Pricing starts at \$2,000 per Capture scan station. [www.FileNET.com](http://www.FileNET.com)

## **GAUSS BECOMES J.D. EDWARDS PARTNER**

*10/29/2002*

Gauss announced that the company has passed all requirements to become a J.D. Edwards Certified Interface Alliance Partner. This certification confirms that J.D. Edwards has formally tested and approved the functionality of the published interfaces between Gauss' ECM suite, VIP Enterprise, and J.D. Edwards 5, OneWorld Xe, and WorldSoftware applications. The integration utilizes J.D. Edwards-published interfaces, including screen capture, hot keys, and user defined menus. This allows end-users to continue using their familiar J.D. Edwards applications to access and automate two-way exchanges of information with supporting documents and workflow processes. The combined solution has applicability across a wide variety of line-of-business operations such as Accounts Payable, Accounts Receivable, Order Processing, Human Resource Planning, Payroll and Procurement. [www.gaussvip.com](http://www.gaussvip.com), [www.jdedwards.com](http://www.jdedwards.com)

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## **EKTRON RELEASES EWEBWP**

10/28/2002

Ektron, Inc. released Ektron eWebWP, a browser-based WYSIWYG editor designed for text formatting. Web developers use this technology to quickly provide word-processor features to virtually any Web site user. Ektron eWebWP offers a familiar toolbar with functions including bold, italics, underline, bullet, indent, copy, paste, font type, and hyperlink. Ektron eWebWP requires no installation, loads quickly, and is available to users on all client platforms supported by the latest version of Macromedia Flash Player. Web developers easily replace text area fields with Ektron eWebWP, giving anyone with an Internet connection and a Web browser access to a word processor-like toolbar. Installation is not required because Ektron eWebWP runs on any standard browser with Macromedia Flash Player installed. At 75K, Ektron eWebWP downloads quickly. [www.ektron.com](http://www.ektron.com)

## **SYBASE SHIPS ENTERPRISE PORTAL 5.0**

10/28/2002

Sybase, Inc. announced the general availability of Sybase Enterprise Portal 5.0. The EP 5.0 Portal Framework adds improved overall ease of use, openness and security. A redesigned and internationalized GUI includes a drag-and-drop layout, parallel portlet loading, and personalization. Portal Framework also adds support for multiple databases and application servers, including Sybase EAServer, BEA WebLogic and IBM Websphere. Portal Framework support for advanced security includes LDAP and certificate-based authentication, hierarchical role-based access, SSL encryption and multi-level auditing and alerts. EP 5.0 is available in 3 editions. Designed for the work-group, the Information Edition is focused on information and content aggregation. The Application Edition includes the same functionality plus search and a J2EE-compliant application server for creation and deployment of portal applications. Also included in the Application Edition are deployment packs to support multiple databases and application servers. Both the Information and Application additions will be available by December 2002 at prices starting under \$10,000. The Enterprise Edition, geared to large deployments, adds advanced security, high-end scalability and failover capabilities. It is available now at \$85,000 per CPU. [www.sybase.com](http://www.sybase.com)

## **FAST SEARCH & TRANSFER AND MOMENTUM SOLUTIONS PARTNER**

10/28/2002

Fast Search & Transfer and Momentum Solutions announced a VAR agreement, providing Momentum Solutions with FAST Master Reseller status worldwide. FAST Data Search will be integrated as the core technology of Momentum's enterprise content management solution, Momentum Enterprise. Momentum Solutions will integrate additional enterprise-class tools, including the FAST Data Search real-time filtering capabilities, to build a solution suite for commercial and government applications. [www.momentum-solutions.com](http://www.momentum-solutions.com), [www.fastsearch.com](http://www.fastsearch.com)

## **CONVERA RELEASES 20 DOMAIN-SPECIFIC SEMANTIC CARTRIDGES**

10/28/2002

Convera announced the release of twenty domain-specific semantic network cartridges to enhance enterprise search accuracy, relevancy and personalization. The plug-and-play cartridges, which come from Convera's recent acquisition of Semantix Inc., allow customers to work with vocabularies more relevant to their specific business or industry. The new pre-packaged cartridges plug into Convera's RetrievalWare enterprise search, retrieval and categorization solution, and join Convera's existing selection of cartridges that support a wide range of languages.

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The twenty semantic network cartridges, supported by RetrievalWare's concept-based searching method, include thousands of terms and concepts unique to the following industries: Army, Biology, Chemistry, Computers, Electronics, Finance, Food Science, Geography, Geology, Health Sciences, Information Science, Law, Mathematics, MeSH (Medical Subject Headings), Petroleum Natural Gas & Petrochemicals, Pharmacology, Physics, Plastics, Rubber, and Telecommunications. [www.convera.com](http://www.convera.com)

## **NIONEX & ADVENT 3B2 IN AGREEMENT**

*10/27/2002*

Advent 3B2 GmbH and Nionex have entered into an agreement whereby both companies will co-operate in selling and integration of their respective products. Nionex specialises in Content Management and Knowledge Management solutions and Advent has developed 3B2 to take the output from such Content Management Systems and provide customised solutions for the publishing of the material in any format, whether in printed form or electronic means such as web sites. [www.3b2.com](http://www.3b2.com), [www.nionex.com](http://www.nionex.com)

## **IMANAGE ANNOUNCES NEW EUROPEAN PARTNERSHIPS**

*10/24/2002*

iManage, Inc. announced two new European partnerships to provide support for its collaborative content management suite of applications. Marvel Communications SA of Switzerland, a provider of Web solutions, Internet communications and e-business, and Delta Systemtechnik Horn GmbH (Delta-Sys) of Germany, a provider of project-oriented application programming for medium and large organizations, have both signed partnerships with iManage. These new iManage partners will assist their clients with planning and implementing the iManage WorkSite suite which delivers document management, collaboration, portal access, workflow, knowledge management and business process automation in a single solution on a scalable and secure Internet platform. [www.marvel.ch/](http://www.marvel.ch/), [www.delta-sys.de](http://www.delta-sys.de), [www.imanage.com](http://www.imanage.com)

## **FACTIVA EXPANDS RELATIONSHIP WITH INXIGHT**

*10/24/2002*

Inxight Software, Inc. and Factiva have expanded their relationship to include a new software licensing agreement. The expanded relationship includes Factiva integrating Inxight's text categorization and entity extraction solutions into its new Factiva Fusion content enhancement tool. Factiva has licensed Inxight's entity extraction technology to identify and extract information, such as company names, from documents and group them by categories. Similarly, Factiva has licensed Inxight's categorization solution to automatically analyze, code and classify text data according to Factiva's taxonomy, Factiva Intelligent Indexing. [www.inxight.com](http://www.inxight.com), [www.factiva.com](http://www.factiva.com)

## **MEDIASURFACE ACQUIRES REEF**

*10/24/2002*

Mediasurface announced that it has acquired selected assets of Reef SA/NV, a North American focused Content Management vendor. Under the agreement Mediasurface purchased the Intellectual Property Rights (IPR) of all three Reef product lines, including InternetWare: The core Reef product a Web Content Management suite with a customer base in North America; EveryWare: Web content transformation - takes content and converts it on-the-fly to any Internet access device (e.g. WAP phones, interactive TV, screenreaders, PDAs); and QuickStart: a

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Web Content Management solution offering functionality for the small to medium-sized enterprise (SME) market. [www.mediasurface.com](http://www.mediasurface.com)

## **VOLANTIS PARTNERS WITH BEA**

10/24/2002

Volantis Systems Ltd. has been named as a three star partner for pervasive Internet (multi channel) solutions by BEA Systems Ltd. The partnership will provide organisations with a platform for the management and delivery of web applications across multiple channels and connected devices. The partnership covers sales, marketing and technology development, ensuring the rapid integration of Volantis' solution, Mariner, with the BEA WebLogic Server and BEA Portal Server. The combined offering provides customers with an immediately deployable multi-channel infrastructure. [www.volantis.com](http://www.volantis.com)

## **CONVIVEON ANNOUNCES CONTENT MANAGEMENT APPLIANCE**

10/23/2002

Conviveon Corporation announced availability of its Conviveon Access Appliance, an integrated hardware and software content management solution. The Conviveon Access Appliance integrates a web server, application server and database server on a single piece of hardware, and comes pre-installed with Conviveon Access Server, an XML-based content management and integration software platform. The entry-level appliance, CAA100, is a 1U "pizza box" server ready to plug directly into a network, enabling web designers and users to start taking advantage of its capabilities immediately. Oracle and SQL Server options are also available, as are a variety of hardware alternatives. [www.conviveon.com](http://www.conviveon.com)

## **SITESCAPE RELEASES CONTENT DELIVERY AGENTS CITRIX NFUSE ELITE**

10/23/2002

SiteScape Inc. announced that it has released a number of new collaborative Content Delivery Agents (CDAs) for the Citrix NFuse Elite access portal server. SiteScape's CDAs, which are individual, customizable components that "plug into" an existing back-end system to present tailored views of data to the portal desktop, allow NFuse Elite portal customers to access the basic collaboration, knowledge management and business process improvement features. SiteScape's CDAs for Citrix NFuse Elite are free of charge and are immediately available for download from SiteScape's website. [www.sitescape.com/next/download.html](http://www.sitescape.com/next/download.html)

## **FILENET ANNOUNCES SUPPORT FOR UNIVERSAL APPLICATION NETWORK**

10/23/2002

FileNET Corporation announced its support for Universal Application Network - a standards-based, vendor-independent application integration solution - launched by Siebel Systems, in conjunction with other application software vendors, integration server vendors and systems integrators. FileNET plans to provide out-of-the-box connectivity between FileNET ECM and Universal Application Network. Based on XML and Web Services standards, Universal Application Network enables organizations to integrate applications such as FileNET's ECM solutions, and helps organizations avoid being locked into vendor-specific architectures. FileNET and Siebel Systems will deliver an enhanced integrated solution that combines the best practices drawn from both Siebel Systems' business process library and FileNET's approach to Enterprise Content Management. [www.FileNET.com](http://www.FileNET.com)

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## **QUASAR LAUNCHES CROSS-MEDIA CONTENT MANAGEMENT SYSTEM**

10/22/2002

Quasar Technologies has launched GetReady, a content management system that provides cross-media publishing capability, and plans to market it worldwide. GetReady provides visual search, a knowledge engine, automatic table management, intelligent workflow, interactive editing workspace, full IPTC and Metadata support as standard. For text and image editing, the product integrates with Adobe InCopy, InDesign, Graphics Server GoLive and Photoshop, relying on InDesign for layout and design. [www.quasar-tech.com](http://www.quasar-tech.com)

## **VIGNETTE ANNOUNCES VIGNETTE V7 APPLICATIONS**

10/22/2002

Vignette Corp. unveiled the Vignette V7 family of content management applications that offer a mix of out-of-the-box and configurable capabilities packaged to meet departmental or enterprise requirements. Vignette Content Management Group Suite 7 is designed for departments that need a content management solution to power one Web site or portal, as well as predefined workflows, content types and the Vignette Command Center. Vignette Content Management Business Suite 7 is designed for organizations with multiple mission-critical Web sites and portals that leverage content residing throughout the enterprise. It includes additional features such as a graphical workflow creation, multisite management and a graphical integration workbench. Vignette Content Management Enterprise Suite 7 will unify the content management processes across an entire enterprise. This suite will contain advanced reporting, adapters to integrate unstructured content into portals and Web applications, and a set of software development kits. The Vignette Content Management Group Suite 7 and Vignette Content Management Business Suite 7 will be available by the end of the year. Vignette Content Management Enterprise Suite 7 is scheduled to be shipped in the first half of 2003. [www.vignette.com](http://www.vignette.com)

## **INCLUSION RELEASES INTRA.NET VERSION 4.4**

10/22/2002

Inclusion Technologies, Inc. announced release of the Intra.Net Information Management System 4.4, with enhanced tools for improving organizational effectiveness. With a new set of tools for managing common business processes, customers can now establish routing mechanisms that match organizational work flows, view document change histories, and rate them for easier approvals and distribution. Version 4.4 offers administration tools and low maintenance requirements that make it possible for individual departments, administrators, or resource managers to set up the Intranet and manage their own content, calendars, contacts and access privileges. Inclusion Technologies provides its secure platform as both a licensed product for use within customer data centers, and as a fully scaleable ASP solution for immediate deployment. [www.inclusiontechnologies.com](http://www.inclusiontechnologies.com)

## **LIGHTSPEED RELEASES VERSION 4.0 OF ASTORIA**

10/22/2002

LightSpeed Software, Inc. announced the release of Astoria 4.0, a major new release of their content management system. LightSpeed Astoria is an XML-based content management solution that works with current authoring tools to provide fine-grained control over valuable information assets. LightSpeed Astoria manages the collaborative authoring process, providing access control, versioning, flexible information and component reuse, meta-data tagging, workflow and distribution to the Web, PDA's, paper and CD-ROM. LightSpeed Astoria 4.0 features



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include enhanced compatibility with current versions of XML and SGML authoring tools, including Arbortext Epic 4.3, Corel XMetaL 3.0 and Adobe FrameMaker 7, inclusion of advanced review and workflow features, as well as performance and scalability improvements. LightSpeed Astoria's integration with Altova's authentic 5 enables remote authoring of structured XML content through a standard Web browser. [www.LSpeed.com](http://www.LSpeed.com)

## **EKTRON RELEASES CMS200 VERSION 2.0**

*10/22/2002*

Ektron, Inc. announced the release of Ektron CMS200 version 2.0. Ektron expands its multilingual, browser-based content management solution to Microsoft ASP.NET, Macromedia ColdFusion and PHP, in addition to the existing support for Microsoft ASP. CMS200 runs simultaneously on various Web application servers. For sites running on multiple application servers, this new "multi-platform" capability allows developers to standardize on Ektron CMS200. For migration from ASP to ASP.NET, Ektron allows for the conversion of various sections over time, rather than a one-time full site rollout. Ektron CMS200 includes Ektron eWebEditPro. Beyond newly added support for multiple application servers, CMS200 version 2.0 adds improved tracking for library items, enhanced reporting, new site previewing support, better content scheduling and new capabilities for tiered, delegated administration. Prices start at US\$3,000. [www.ektron.com](http://www.ektron.com)

## **ADOBE ANNOUNCES PDF DOCUMENT SERVER**

*10/21/2002*

Adobe Systems Incorporated announced the Adobe Document Server, which enables enterprise customers to automatically generate and customize Adobe PDF files and forms. Adobe Document Server is built for easy integration with existing ERP and CRM systems, Content Management Systems, document management systems, and databases. The software lets companies automate document creation and assembly for technical manuals, brochures, proposals and policies, as well as create custom electronic forms with pre-populated fields, and produce business reports that contain charts and graphs dynamically generated from data in a database. With support for APIs for Java, Perl, COM and Simple Object Access Protocol (SOAP) environments, programmers can develop scripts for automating the creation of Adobe PDF documents. Adobe Document Server also supports Extensible Style Language Formatting Objects (XSL-FO). Adobe Document Server is expected to be available by the end of 2002, with pricing starting at US\$20,000 per CPU. [www.adobe.com/products/server/documentserver/main.html](http://www.adobe.com/products/server/documentserver/main.html)

## **PERCUSSION PARTNERS WITH ADVANCED SOFTWARE**

*10/21/2002*

Percussion Software announced a technology integration partnership with Advanced Software, Inc. (ASI). Percussion will embed ASI's DocuComp comparison engine into the next release of Rhythmyx Content Manager, expected in early 2003. DocuComp, best known as the popular "compare documents" feature in Microsoft Word, will enable Rhythmyx users to simplify the content review, localization and approval processes involved with authoring and publishing Web content. This will reduce the time needed to process content modifications and approvals as well as improve the workflow efforts of content creation teams. The DocuComp comparison engine uses sophisticated pattern matching techniques to compare any two versions of a file, reporting inserted, deleted, replaced and even moved text. ASI's DocuComp comparison technology operates in cross-platform application environments and is accessible through a C, C++ or Java application programmer's interface. Licensees can embed the DocuComp technology

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into any web-based enterprise application to compare HTML, XML or SGML.  
[www.docucomp.com](http://www.docucomp.com), [www.percussion.com](http://www.percussion.com)

## **PROGRESS TO ACQUIRE EXCELON**

10/21/2002

Progress Software Corporation and eXcelon Corporation jointly announced they have signed a definitive agreement pursuant to which Progress Software will acquire eXcelon in an all-cash transaction for a purchase price of \$3.19 per share or approximately \$24 million in the aggregate. The acquisition has been unanimously approved by the boards of directors of Progress Software and eXcelon and is subject to the approval of eXcelon's stockholders. The acquisition is expected to close within 90 days, subject to satisfaction of customary closing conditions. All of the directors, certain officers and the largest stockholder of eXcelon, holding approximately 9% of eXcelon's outstanding common stock in the aggregate, have entered into stockholders agreements with PSC agreeing to vote in favor of the merger. [www.exln.com](http://www.exln.com), [www.progress.com](http://www.progress.com)

## **APPLIED SEMANTICS LAUNCHES CONTEXTUAL TARGETING PAY-FOR-PERFORMANCE AD SERVING**

10/21/2002

Applied Semantics, Inc. launched AdSense, which dynamically generates advertisements comprised of conceptually relevant search terms and pay-for-performance search results targeted to real-time web content viewed by an online user. AdSense is powered by Applied Semantics' CIRCA technology, a semantic engine that understands and extracts the key concepts on any web page. The foundation of CIRCA rests on the use of an ontology of millions of concepts and relationships between concepts, enabling it to 'read' any web page and build a profile of the key meanings on the page. CIRCA makes it possible to match the key concepts on any web page with the most relevant advertiser in real-time. AdSense crawls web pages, determines key meanings represented on the pages and selects the most effective pay-for-performance search terms. AdSense integrates into any online advertising media type and size, replacing existing advertising displays without the need to redesign or reformat web pages.

[www.appliedsemantics.com](http://www.appliedsemantics.com)

## **BANTA INTEGRATED MEDIA ENHANCES B•MEDIA**

10/18/2002

Banta Integrated Media announced new functional enhancements to its B•media enterprise Digital Content Management software platform specifically designed for catalogers, publishers and marketers. Bmedia 3.1 allows users to publish entire data directories or single assets by selecting a publishing target to send Bmedia content to. New administrative tools simplify the management and maintenance of complex corporate security, permissions and access models. An administrative interface makes it easy to set up complex publishing routines. Thumbnails and previews are automatically created upon check-in of QuarkXPress documents, providing users with visual validation of spreads and layouts. Whiteboarding has been enhanced to enable users to "pour" whiteboards into open QuarkXPress documents to automate page composition and preserve and reuse static elements. User-defined tag names can be applied to text in metadata fields to pass style information QuarkXPress and Web documents. Complex, multilevel keywords have become much easier to manage and use and keywords can be supported in multiple languages. In addition to standard reporting capabilities, users can capture attribute information about any selected asset(s), creating a reusable file for viewing, printing, and Web display. [www.banta-im.com](http://www.banta-im.com)



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## **BLUE HAMMOCK EXPANDS INTO DATA & CONTENT MANAGEMENT**

10/17/2002

Blue Hammock Inc. announced added service offerings with Data and Content Management. The company terms these offerings, "Information Assets," defined as leveraging and improving an organizations' data and content so that it will deliver critical business information. The company has formed alliances with Trillium Software and Interwoven, Inc. in an effort to support these new service lines. [www.trilliumsoftware.com](http://www.trilliumsoftware.com), [www.interwoven.com](http://www.interwoven.com), [www.bluehammock.com](http://www.bluehammock.com)

## **WEBWARE ANNOUNCES ADOBE GRAPHICS SERVER 2.0 AUTOMATION SUPPORT IN MAMBO V.4.0**

10/17/2002

WebWare Corporation announced that Adobe Graphics Server 2.0 will be fully supported in WebWare MAMBO, Version 4.0, the new edition of WebWare's enterprise-level digital asset management software. A unique feature available in the combined solution is the ability to manage, preview and transform individual layers in an Adobe-format compound file. Users at a remote location may call up a graphic stored in a WebWare content repository and view it on a standard Web browser. If the document is comprised of different layers, users will view all separate layers as an animated GIF thumbnail, essentially allowing them to "see" into a file without opening it. They may then re-order or make other layers invisible, and see how the newly re-constituted file will look. Adobe Graphics Server 2.0 will be bundled with WebWare MAMBO Version 4.0. Pricing has not been announced. The J2EE-compliant WebWare upgrade will be available early in Q1, 2003. [www.webware.com](http://www.webware.com)

## **ISOGEN & EMPOLIS SIGN ALLIANCE AGREEMENT**

10/16/2002

Isogen International announced it has formed a new business alliance with empolis content management GmbH. Under the agreement, Isogen GEN International will provide integration and implementation services for the sigmalink content management system and other XML products from empolis. The companies are also looking to jointly sponsor XML courses this fall from the Isogen curriculum at empolis locations in Europe and the United States. [www.empolis.com](http://www.empolis.com), [www.isogen.com](http://www.isogen.com)

## **PALM EMBEDS STELLENT TECHNOLOGY TUNGSTEN**

10/16/2002

Stellent, Inc. announced that Palm Inc. has embedded its Outside In Wireless Export technology in the new Tungsten Mobile Information Management (MIM) Solution. The Tungsten MIM Solution offers enterprises a complete and secure wireless email and groupware access system using the Palm i705 handheld and the Palm m500 series handhelds with the Xircom 802.11 module. The Stellent Wireless Export technology will enable Tungsten MIM users to view email attachments on their Palm handhelds without having to perform a HotSync operation with their desktop environments via a cradle or transfer the native file to the Palm handheld prior to viewing. Palm's Tungsten MIM Solution is scheduled to begin shipping on Oct. 28, 2002. [www.stellent.com](http://www.stellent.com), [www.palm.com](http://www.palm.com)

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## **CANTO ANNOUNCES WEB PUBLISHER PRO**

10/16/2002

Canto announced "Web Publisher Pro", a new Option that allows users to publish Cumulus catalogs and to market digital assets on dynamic web pages in the Internet. The new Option is based on the Cumulus Java Classes and is designed for users who do not merely publish their assets but also intend to market them, as is the case in marketing departments, ad agencies, publishing houses, PR departments, and also in museums, mail-order-houses and other user groups. The integrated ordering system enables users to choose a preferred method of asset delivery-download, email, or physical fulfillment. Separate management of users and groups has now been implemented, based on the Cumulus database so that no additional installation and licensing efforts are required. Customizations and integration with existing databases of other suppliers (e.g. MySQL) can be easily realized. Web Publisher Pro will be available in the second half of November 2002 with English, German and French user interface on Mac OS X, Windows, Solaris and Linux platforms. A batch cataloging license of Web Publisher Pro will be available for \$1495. Upgrades for existing Web Publisher installations will be also offered.

[www.canto.com](http://www.canto.com)

## **INTERWOVEN INCORPORATES SYSTINET FOR WEB SERVICES**

### **INFRASTRUCTURE**

10/15/2002

Systinet announced that Interwoven, Inc. has selected Systinet to power Web services for its TeamSite Front-Office 5.5 software, which allows business users to collaborate on shared documents and submit content from a variety of desktop applications. Systinet WASP is also embedded in the Content Services SDK, which provides secure SOAP Web services functionality for provisioning Interwoven Enterprise Content Management functions to applications such as portals. The Systinet WASP suite of products is a solution for building, deploying, securing and managing Web services. Systinet WASP Server for Java and WASP Server for C++ are Web services runtime environments that support SOAP 1.1, SOAP 1.2, and WSDL 1.1.

[www.systinet.com](http://www.systinet.com), [www.interwoven.com](http://www.interwoven.com)

## **SOHOLAUNCH ANNOUNCES LINUX-BASED, WEBSITE CREATION & MANAGEMENT TOOL**

10/15/2002

Soholaunch, Inc. announced the release of the Soholaunch Site Management Tool (SMT), a thin-client website development application that creates and manages database-driven websites through a "drag and drop" browser interface. Soholaunch SMT is written in PHP and installs on servers running a Linux operating system and a MySQL database. Soholaunch's license allows for source code editing by the licensee as well as sharing of modifications and enhancements via the company's developers' network. Soholaunch has signed a distribution agreement with Red Hat, Inc. for a free evaluation copy of the SMT to be included on the Linux Application CD packaged with the new Red Hat 8.0 OS release. The Soholaunch Site Management Tool is available immediately at [Soholaunch.com](http://Soholaunch.com) and is priced at \$799 for the SMT Pro and \$199 for the SMT Lite. Until December 31, 2002 there is an introductory special on-line pricing of \$299 for the SMT Pro and \$49 for the SMT Lite. [www.soholaunch.com](http://www.soholaunch.com)

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## **AUTONOMY ANNOUNCES COLLABORATION SOLUTION**

10/15/2002

Autonomy Corporation plc announced the release of Autonomy's Collaboration and Enterprise Networks (CEN). CEN makes it possible for organizations to capture, visualize and manage employee expertise and make knowledge available throughout the enterprise regardless of location. Autonomy's software generates profiles implicitly and explicitly. As users interact with content, the system understands the concepts within the content and automatically develops a profile or adjusts it as the users work projects change. In addition, because Autonomy understands conceptually user profiles and content, it will link together employees that are working on similar projects even though it may not sound like they are doing related work. CEN allows enterprises to get an overview of what information they have, who is working on or using that information, and who the experts are on particular topics within the organization. CEN's ability to profile network traffic through "mapping and visualization" (color-coded views of where information is located and how much is there) delivers a picture of activities on a daily basis.

[www.autonomy.com](http://www.autonomy.com)

## **SAQQARA ANNOUNCES CONTENTWORKS 3.0**

10/15/2002

SAQQARA Systems, Inc. announced the release of Saqqara ContentWorks 3.0, an automated product content management solution. WorkFlow and AutoExecution work together to significantly reduce administration time for catalog updates by automatically adding catalog updates based on delta processing. Taxonomy-to-Taxonomy mapping of product information from one catalog hierarchy is automatically converted to another. XML Import/Export of cleansed product, customer data or ERP item masters enables use by other enterprise applications or trading partners on both the supply side and the channel side. Specifically designed for buy-side implementations, the 2nd Source Substitution feature recognizes that an item is a duplicate item from a second supplier, and automatically merges the information into a single item, without losing the fact that it is available from two sources. Saqqara ContentWorks 3.0 is available immediately. Special upgrade pricing and maintenance agreements are available to current CommerceSuite customers. [www.saqqara.com](http://www.saqqara.com)

## **IPHASE ANNOUNCES ONE STEP 4.0**

10/14/2002

iPhrase Technologies, Inc. announced the availability of One Step 4.0 with Interaction Advantage. The new platform also supports multiple languages, improves business intelligence through expanded reporting and improves business user control through the introduction of Web-based administration tools. The One Step 4.0 platform combines conceptual understanding, multi-source retrieval, dynamic presentation, and the application of business rules to provide improved interactions. iPhrase One Step 4.0 is tolerant to language, spelling and usage, and provides a feedback loop that tells the user how the question was interpreted. One Step 4.0 offers APIs for integration into content management systems and existing keyword/vocabulary tools, and the solution has been upgraded to include Java and COM front-end APIs for use with e-commerce platforms and Web architectures such as BEA WebLogic portal. iPhrase One Step also offers standard connectors for use with Interwoven MetaTagger and TeamSite and for Netegrity Siteminder. [www.iphrase.com](http://www.iphrase.com)

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## **CROWNPEAK FORMS STRATEGIC ALLIANCE WITH GENEX**

10/14/2002

CrownPeak Technology announced a strategic alliance with Internet consulting and development firm Genex to provide hosted content management services to Genex and its clients. Genex will integrate CrownPeak's Advantage CMS hosted content management tool as a content management solution for select client engagements. The relationship is Genex's first with an application service provider. [www.genex.com](http://www.genex.com), [www.crownpeak.com](http://www.crownpeak.com)

## **STELLENT LAUNCHES LOTUS NOTES INITIATIVE**

10/14/2002

Stellent, Inc. announced its Lotus Notes initiative. The initiative includes the release of the new Stellent Lotus Notes Integrator that offers customers a migration or integration path between Lotus Notes and Stellent Content Management. The Stellent Lotus Notes Integrator provides companies with a solution for automatically replicating or migrating Lotus Notes database content into the Stellent Content Management environment. It automatically converts the proprietary Lotus Notes document format into RTF, HTML or XML. Stellent Lotus Notes Integrator can be used in situations where Stellent Content Management coexists with Lotus Notes or where companies are completing replacing Notes. In the first scenario, Lotus Notes Integrator will automatically replicate Lotus Notes documents or emails into the Stellent system, which would be used for document management, Web publishing, content collaboration and content distribution. In the second scenario, Lotus Notes Integrator would be used for the one-time migration of Lotus Notes documents into the Stellent Content Management system. Stellent Lotus Notes Integrator is currently shipping and is priced at \$50,000 USD.

[www.stellent.com/lotusintegration](http://www.stellent.com/lotusintegration)

## **PLUMTREE LAUNCHES CONTENT MANAGEMENT PRODUCT**

10/14/2002

Plumtree Software announced Plumtree Content Server 4.0, a portal content management system. As an engine for creating and publishing Web content within the portal, Content Server allows everyone in the business to contribute information to the portal, and every line-of-business to manage the branding and publication of that content to portal pages and related Web sites. Content Server is based on the 2001 acquisition of Hablador, and is the most recent product in Plumtree's new line of servers, which also includes Collaboration Server, Studio Server, Search Server and Single Sign-On Server, Powered by Oblix. Content Server publishes content to the portal organized in Plumtree's enterprise-wide document directory or in community directories maintained for different work-groups or business units. Content Server can also publish content as Gadget Web Services, components embedded within a portal page, and a wide range of administration tools are surfaced in the portal as Gadget Web Services. Content Server relies on the portal's security scheme, and indexes its content using Plumtree Search. Content Server is expected to be generally available in November 2002. [www.plumtree.com](http://www.plumtree.com)

## **NEOCORE RELEASES INSIGHT**

10/14/2002

NeoCore Inc., developer of the NeoCore XML Information Management System (XMS), has released NeoCore Insight, an information exploration tool that provides instant access to database information. NeoCore Insight allows businesses greater understanding about the information stored in the XMS database without need for application development. The power of the underlying engine is exposed by a number of access methods, including charting, creat-

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ing user-defined gauges that can be set into a "dashboard", and revealing patterns within the information, without technical knowledge of the data's structure or indexing. NeoCore's additional complementary technologies include a recent integration with Altova's XMLSPY 5, which enables database access and manipulation of XMS from within the XMLSPY development environment, and planned upcoming integration with an Extract, Transform, and Load (ETL) tool. Insight is available immediately. [www.neocore.com](http://www.neocore.com)

## **INSTRANET RELEASES SECURE REPORT DISTRIBUTION MANAGER V2**

10/14/2002

InStranet, Inc. announced the release of the latest version of its Secure Report Distribution Manager product, an application designed to converge Business Intelligence and Enterprise Content Management. SRDM v2 enables BI managers and non-technical business users to search for and distribute reports to the appropriate recipients across the extended enterprise, whether those users are at headquarters, in branch offices or retail outlets, or within partner or customer organizations. With SRDM v2, users can access a single centralized location for all reporting information, whether those reports originate from a BI platform, desktop reporting tools, CRM applications, or mainframe and AS/400 platforms. [www.InStranet.com](http://www.InStranet.com)

## **MOBIUS ACQUIRES CYTURA**

10/11/2002

Mobius Management Systems, Inc. announced that it has acquired technology and certain other assets of Cytura Corp. Cytura software delivers Web site management, document management and digital asset management in a single platform. It gives business managers and non-technical employees the ability to create, personalize, transform, manage and publish content. Cytura technology will be integrated with the Mobius ViewDirect TCM software suite to deliver a comprehensive integrated solution for enterprise content requirements. Mobius paid Cytura \$2.2 million in cash for the acquired assets. In approximately one year, Mobius may be obligated to pay Cytura up to an additional \$800,000, depending on the price of Mobius common stock over the next thirteen months. [www.mobius.com](http://www.mobius.com)

## **SOFT EXPERIENCE RELEASES CATALOGUE 4.0**

10/11/2002

Soft Experience has released Catalogue 4.0 - Files Metadata Miner. Catalogue 4.0 is a Windows utility to automatically gather file metadata and to generate HTML/XML/RDF reports. Collected metadata includes: Microsoft Office, Star Office and OpenOffice.org summary information; summary information of any Windows 2000 file; HTML document title and according to Public Core schema (IETF RFC 2731); Adobe XMP metadata; user-defined information of any Microsoft Office or OpenOffice.org document; Macintosh comments of any Macintosh file stored on NTFS volumes; PDF Document information; and IPTC-NAA fields for JPEG/TIFF images. The program can generate directly HTML, CSV, Word or XML reports of collected metadata, and is able to apply appropriate XSL transformations to build any text/csv/html/xml report. Language support includes English, French, German, and Portuguese, and you can modify or add your own user interface language. [peccatte.karefil.com/Software/Catalogue/CatalogueENG.htm](http://peccatte.karefil.com/Software/Catalogue/CatalogueENG.htm)

## **PERCUSSION IN PARTNERSHIP WITH OLIDIUM**

10/8/2002

Percussion Software announced a partnership agreement with Olidium, who will integrate its technology with Percussion's Rhythmyx Content Manager and offer the products in tandem to

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customers. C3Liaison is an Internet-based platform allowing customers, suppliers and trading partners to collaborate, manage and share an extended network of business processes and inter-enterprise applications. The C3Liaison suite of applications comprises a portal framework and seven applications: catalog manager, sourcing, procurement, fulfillment visibility, asset management, collaborative inventory and maintenance, repair and engineering (MRE). Olidium supports Sun Solaris, Linux, and Microsoft Windows 2000 operating systems; as well as Oracle, IBM DB2, and Microsoft SQL Server databases. It has been built to be integrated with legacy ERP systems and other vertical applications. C3Liaison will integrate with Rhythmyx Content Manager V4.5 to update and repurpose content via Olidium's Rhythmyx Publisher Plug-in. This integration will occur in three main areas of Olidium's C3Liaison suite: Portlets, Catalog Manager and Documentation. [www.percussion.com](http://www.percussion.com), [www.olidium.com](http://www.olidium.com)

## **INTERWOVEN ANNOUNCES TEAMPORTAL FOR IBM WEBSHERE PORTAL - EXPRESS**

10/8/2002

Interwoven, Inc. announced TeamPortal for IBM WebSphere Portal - Express, to complement WebSphere Portal - Express recently announced by IBM. The offering will enable customers to quickly and easily get portal initiatives up and running as well as provide the ongoing management of portal content, documents, and code. Interwoven TeamPortal for IBM WebSphere Portal - Express will be available on October 31st in conjunction with IBM's availability of WebSphere Portal - Express. [www.interwoven.com](http://www.interwoven.com)

## **FACTIVA ANNOUNCES CATEGORIZATION TOOL**

10/8/2002

Factiva announced Factiva Fusion, a content enhancement tool that categorizes and creates relationships between critical business content sets, according to a taxonomy. Factiva Fusion structures content for retrieval and contextual integration into portals, intranets, and other business applications. Factiva's experts work with customers to tailor Factiva Intelligent Indexing, reducing the time needed to create a unique classification scheme. The solution does not seek to replace existing portals, intranets, and content management systems, but to complement and enhance their performance by consistently organizing the content within those repositories. With Factiva Fusion's developer's kit companies can invoke Web services to supply enhanced information that supports specific job functions (e.g., Finance, Marketing, etc.) Fusion incorporates an editorial interface for content collection and taxonomy management, and a pre-defined search interface for out-of-the-box access to unified content. Factiva has strategic partnerships with EIP application providers such as Microsoft, IBM, and Plumtree. [www.factiva.com](http://www.factiva.com)

## **MEDIABIN CONTENT CONNECTOR AVAILABLE FOR MICROSOFT CONTENT MANAGEMENT SERVER**

10/7/2002

MediaBin Inc. announced the early availability of the MediaBin Content Connector for Microsoft .NET. The connector utilizes a new set of Web Services, built around the Microsoft .NET Framework, that enables Content Management Server 2002 users to access and publish approved digital assets from the MediaBin Asset Manager server. The integration streamlines the process of locating, placing and formatting image assets for Web publication. Companies can also better ensure proper brand and product representation over time by synchronizing renditions of images and documents published via Content Management Server with corresponding



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source assets managed within the MediaBin server. When combined with the Web content management capabilities of Content Management Server 2002 and the document management capabilities of Microsoft SharePoint Portal Server, the integration creates a Enterprise Content Management (ECM) solution. [www.mediabin.com](http://www.mediabin.com)

## **ENDECA LAUNCHES PROFIND FOR ENTERPRISES**

10/7/2002

Endeca announced the immediate availability of its enterprise search solution, Endeca ProFind. Built on the Endeca Navigation Engine, Endeca ProFind enables users to navigate through enterprise data to find the precise document or piece of information they need, quickly and efficiently. In addition to helping users find what they are looking for, Endeca ProFind creates "information portals" that help users discover information that they didn't know was there. For example, an engineer looking for information on jet engine boosters can navigate through documents and parts data using Guided Navigation revealing a specific "product upgrade" that she otherwise may not have known existed until she actually went to order the part. As Endeca ProFind helps the engineer refine her search to find the information she needs, it also presents the engineer with an "information portal" that includes other documents on jet engine boosters and other related parts specifications and information that may be of interest. With Endeca ProFind, the engineer not only pinpoints the information she wants, but has the opportunity to discover related information. [www.endeca.com](http://www.endeca.com)

## **STELLENT LAUNCHES CONTENT MANAGEMENT SUITE FOR STATE & LOCAL GOVERNMENT**

10/7/2002

Stellent, Inc. announced the release of a content management product suite customized specifically for state and local e-government initiatives. The new Stellent eGovernment Solution provides government agencies with a set of applications that address the broad range of e-government programs agencies are implementing. Stellent's new product suite addresses the needs of government-to-citizen (G2C), government-to-employee (G2E), government-to-government (G2G) and government-to-business (G2B) applications. [www.stellent.com/government](http://www.stellent.com/government)

## **IXMATCH TO PROVIDE SEARCH FOR MICROSOFT CONTENT MANAGEMENT SERVER**

10/7/2002

iXmatch Inc. announced that its search software, iXfind, has been integrated with Microsoft Corp.'s new version of one of its .NET Enterprise Servers, Microsoft Content Management Server 2002, to provide customers an option for advanced search functionality. iXfind allows people to search structured and unstructured data across all areas of a Web site or network, including documents, catalog content, product details, and support information. iXfind provides advanced search functionality, including dynamic clustering, best bet content recommendations, document profiles, and auto-categorization. iXfind's server controls allow customers to quickly deploy it with Content Management Server 2002. The software crawls, indexes, and classifies the content to make it searchable, with no further maintenance. The goal is to provide Content Management Server 2002 customers with advanced search functionality out of the box. [www.ixmatch.com](http://www.ixmatch.com)

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## **EKTRON IN TECHNOLOGY RELATIONSHIP WITH MICROSOFT**

10/7/2002

Ektron, Inc. announced a formal technology relationship with Microsoft Corp., whereby Ektron supports integration of Ektron eWebEditPro and eWebEditPro+XML in Microsoft Content Management Server 2002. Ektron eWebEditPro, a browser-based, multilingual XHTML content editor, offers "word-processor-like" capabilities to non-technical users and significant customization options for Web developers. eWebEditPro+XML extends the functionality of eWebEditPro by adding a WYSIWYG XML authoring environment. Ektrons technology complements features in Microsoft Content Management Server 2002, especially in the area of XML. For example, Microsoft adds a new XML data store, making content more readily accessible for other purposes, such as repositioning to various devices and enhanced searching. Additional Ektron features for Microsoft include extensive compatibility with Microsoft Word, advanced style sheet (CSS) control with style classes, advanced table and image functionality, and support for content authoring and spell checking in any Windows-supported language. Currently, Ektron eWebEditPro dialogs are available in 15 languages. [www.ektron.com](http://www.ektron.com)

## **COREL ANNOUNCES COREL 10 WITH XML SUPPORT**

10/7/2002

Corel Corporation announced that Corel Ventura 10 is now available. A page-layout and publishing application, Corel Ventura 10 provides tools designed specifically for the creation of highly-formatted and visually-rich business documents with new features such as XML import, Publish to PDF, and enhanced graphics support. Together with Corel XMetaL 3, Corel Ventura 10 enables enterprise customers to quickly and easily create and professionally publish XML content. The XMetaL interface enables anyone within an organization to create XML. Corel Ventura 10 is available for the suggested retail price of US\$699. Registered customers of Corel Ventura 7 or 8 may purchase Corel Ventura 10 at the suggested upgrade price of US\$249. [www.corel.com/ventura10](http://www.corel.com/ventura10)

## **AUTHENTICA ANNOUNCES SECURE GATEWAY**

10/7/2002

Authentica, Inc. announced Authentica Secure Gateway, its new enterprise e-mail security software. Authentica Secure Gateway allows organizations to systematically protect all outgoing messages without any changes to their internal e-mail workflow or extra steps or training for users. It combines e-mail encryption with a universal interface to content scanning products, including those from TrendMicro, SurfControl, MailMarshall, Tumbleweed and Clearswift MI-MEsweeper. It gives corporations who have standardized on Microsoft Exchange the ability to secure e-mail in line with content filtering policies. There are no special software requirements for senders or recipients and Authentica Secure Gateway can securely deliver any file format. Authentica Secure Gateway is available immediately. Pricing starts at \$32,500 (USD). [www.authentica.com](http://www.authentica.com)

## **MICROSOFT LAUNCHES CONTENT MANAGEMENT SERVER 2002**

10/7/2002

Microsoft Corp. is launching Content Management Server (CMS) 2002, part of the Microsoft .NET Enterprise Server family, which also includes BizTalk Server, Commerce Server and SharePoint Portal Server. Microsoft has invested in Content Management Server to provide deeper integration with Microsoft .NET and support for industry standards, resulting in a more extensible and flexible Web content management solution. Integration with the .NET Framework and Vis-



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ual Studio .NET provide developers with an environment to rapidly build and assemble content management-enabled Web applications and content-driven Web services. Integration with Microsoft Office improves business user productivity by allowing content creation and direct Web publishing from Microsoft Word. Also new in Content Management Server 2002 are: deep integration with Visual Studio, native support for managing XML content and XML Web services, and faster time to deploy. Content Management Server 2002 will retail for \$42,000 per CPU (reseller prices may vary) and will be generally available by the end of the year.

[www.microsoft.com/cmserver](http://www.microsoft.com/cmserver)

## **SOFTWIN ANNOUNCES SUPPORT FOR DOCBOOK DTD**

10/7/2002

SOFTWIN introduced document conversion to XML format conforming to the DocBook DTD and a DRM solution. The new output option for content conversion (XML DocBook) is now available on intuitext as well, SOFTWINs free online conversion service. SOFTWINs intuitext provides a wide range of output options: XML with custom DTD, HTML, OeB, Adobe eBook Reader, and proprietary ebook formats like Gemstar and OeB Baker & Taylor. SOFTWIN also announced its DRM solution, enabling the secure distribution of online and offline content through Internet, email, and CD-ROM. SOFTWINs solution targets the entire range of publishing agents, with an emphasis on management of periodic content delivery (journals, updates, newsletters) following complex rules in a controlled manner. [www.softwin.ro](http://www.softwin.ro), [www.intuitext.com](http://www.intuitext.com)

## **VIGNETTE ANNOUNCES V6 ADAPTER FOR UNSTRUCTURED CONTENT**

10/4/2002

Vignette Corp. announced the availability of a new Vignette V6 Adapter for Unstructured Content that enables organizations to more easily integrate unstructured content into portals and Web applications developed with Vignette V6. Rather than treating unstructured content as monolithic static files content aggregation agents created using the V6 Adapter for Unstructured Content are able to look inside the content, discern unique patterns in the information and aggregate only what is relevant, such as specific news information intended for an employee intranet. Because of its pattern-recognition-based approach to content integration, the V6 Adapter for Unstructured Content is able to adapt to changes in the format or location of content. The Vignette V6 Adapter for Unstructured Content enables organizations to not only extract content from enterprise content sources, such as SAP, PeopleSoft, Siebel and popular desktop applications, but also makes it possible to input data from a variety of sources into these applications. The Vignette V6 Adapter for Unstructured Content is available and included with the purchase of the Vignette V6 Content Suite. [www.vignette.com](http://www.vignette.com)

## **DOCUMENTUM TO ACQUIRE EROOM**

10/3/2002

Documentum announced an agreement to acquire privately held eRoom Technology, Inc. Documentum will issue approximately 7.7 million shares of its common stock and pay approximately \$12.6 million in cash for all of the outstanding shares of eRoom's capital stock, based upon eRoom's current capitalization. In addition, Documentum will reserve approximately 1.7 million shares of its common stock for issuance upon exercise of eRoom stock options being assumed in the acquisition. The acquisition is expected to close in December 2002, subject to customary closing conditions. The joint Documentum and eRoom solution will offer a broadened spectrum of structured, ad hoc, real time and anytime collaboration functions, integrated with Documentum's ECM platform. Customers will have access to tools for content-

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centric and collaboration-centric applications, each supported, leveraged and extended by the other. Following completion of the transaction, Documentum will sell the eRoom products and the ECM platform, through the combined sales channels. [www.eroom.com](http://www.eroom.com), [www.documentum.com](http://www.documentum.com)

## **PIPELINE INTERACTIVE RELEASES eZ PUBLISHER**

10/2/2002

Pipeline Interactive unveiled a new content management tool for Web site managers. Called, "eZ Publisher," the new release makes Pipeline's proprietary content management system available to a much broader range of users. The new system enables Web site publishers, both technical and non-technical, to easily manage Web site content. It also allows managers to assign publishing rights based on individuals, departments or even countries. eZ Publisher modules include content, graphics, news, events, calendar, employment, FAQ, contacts, display and links, products, documents, and site map. The system can be deployed across intranet, extranet and Web sites. Because it allows users to manage multi-lingual sites, it can also be used to develop localized sites. The package is available in ASP and ColdFusion. [www.pipelineinteractive.com](http://www.pipelineinteractive.com)

## **CONTEXT MEDIA INTRODUCES INTERCHANGE SUITE 3.0**

10/1/2002

Context Media, Inc. announced the release of Interchange Suite 3.0, its enterprise content management software solution. Interchange Suite 3.0 allows distributed and disparate digital asset and content repositories to remain distributed, while giving users a single, unified way to access the content these repositories contain. The suite is comprised of three software applications. The Interchange Suite components can work together or on their own. The Interchange Suite web services-based applications include: Interchange Content Server - the core web services suite that categorizes, manages and powers access to enterprise content; Interchange Integration Console - discovers content stored in various distributed and disparate content, document and digital asset management systems across the enterprise; and Interchange Distribution Console - provides services that allow companies to deliver content across the enterprise and to external parties. All services and features are enabled in a web services environment interoperable with Sun One and Microsoft.Net initiatives. Interchange Suite ships with support for Sun Solaris, Linux and Microsoft Windows 2000; application server support for BEA, iPlanet, JBoss, Oracle 9iAS and IBM Websphere; and database support for ODBC and JDBC compliant databases. [www.contextmedia.com](http://www.contextmedia.com)

## **AUTONOMY ANNOUNCES LEGACY COMPATIBILITY MODULE**

10/1/2002

Autonomy Corporation plc announced the release of Autonomy's Legacy Compatibility Module (LCM). LCM enables companies to leverage existing legacy systems and transition to an advanced information management technology. LCM, based on Autonomy's Intelligent Data Operating Layer (IDOL), builds a bridge between legacy systems and Autonomy's technology to allow all enterprise data to be accessed within new, contextual automated systems. LCM can connect directly to popular legacy indexes and a variety of formats including legacy index files, legacy categories, topics and taxonomies. LCM provides the ability to manually edit and supervise legacy methods for backward compatibility. Autonomy's IDOL integrates unstructured, semi-structured and structured information from multiple repositories through an understanding of the content. [www.autonomy.com](http://www.autonomy.com)

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# RECENT ISSUES

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## Volume 9 — 2001

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## CALENDAR

**XML for Financial Services.** February 27-28, 2003, *Doubletree Guest Suites, New York City*. This event is specifically tailored to address the needs of financial services companies looking to implement XML initiatives. Hear how companies use XML-based web services to synchronize front and back office systems to enhance distribution and customization of critical financial information. Companies featured: Lehman Brothers, Morgan Stanley, Wachovia Securities, OppenheimerFunds, Wells Fargo, SIIA, and many more. **Gilbane Report subscribers receive \$400 off the regular registration rate!** [www.worldrg.com/fw332](http://www.worldrg.com/fw332)

**XML 2002.** December 8-13, 2002, *Baltimore Convention Center, Baltimore, MD*. The XML Conference & Exposition 2002 is the largest and longest-running annual gathering of XML users and developers in the world. This event is well known in the XML community for attracting high quality speakers and attendees. **Special Offer to Gilbane Report subscribers: Save \$300 off the cost of a Conference Gold Pass.** Login to the Gilbane subscribers section ([www.gilbane.com](http://www.gilbane.com)) to get the discount priority code to use on the registration form. (Discounts cannot be combined.) <http://www.xmlconference.org/xmlusa/>

**Documation France 2003.** March 17-19, 2003, *CNIT La Défense – Paris, France*. Our 10th annual Documation France with TechnoForum covers content management, enterprise portals, and electronic document technologies. Mark your calendars and stay tuned for more information. <http://www.gilbane.com/documation03.html>, [www.technoforum.fr/index.html](http://www.technoforum.fr/index.html)

See [www.gilbane.com/events.html](http://www.gilbane.com/events.html) for more events and updates.

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