

THE GILBANE REPORT™

Content, Computing, and Commerce – Technology & Trends

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A CALL TO ARMS: CONTENT TECHNOLOGY WORKS!

There has been such a focus on IT failures since the economy slowed down a couple of years ago that many success stories have been obscured. Enterprises need to know that investing in content technologies not only *can* have dramatic positive effects on many parts of their business, but that in fact content technology *is already* providing game-changing benefits to many enterprises. It is these success stories that you need to focus on, because the companies who have succeeded in making content technologies work are in a much stronger competitive position as the economy regains momentum.

This month Sebastian examines the macro dynamics driving the current state of the content technology market, and announces an industry initiative that we will administer with the help of major industry players from all segments of the market, including content management applications and hosted solutions, XML databases, portals, categorization, integration, digital asset management, and infrastructure. Our goal is to analyze, document, and disseminate best practices to build confidence in the technology and increase the rate of successful adoption. Read what Sebastian has to say and then visit http://www.gilbane.com/technology_works.html to see how you can participate.

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A CALL TO ARMS: CONTENT TECHNOLOGY WORKS!

This article is a call to arms, an announcement of The Gilbane Report's intentions to extend its editorial horizons and a recipe that will help accelerate a healthy content technology sector recovery. At the conclusion of this article, there are suggestions for actions that you can take and a request for you to participate in a new Gilbane Report initiative. We look forward to your comments and response.

Every corner of the economy has suffered over the past few years, yet everyone can probably agree that the technology sector has been especially hard hit. This article explores the unique characteristics of our market in order to better understand the seemingly unrelenting downward pressure we have been enduring and, much more importantly, to prescribe proactive measures we can take to accelerate a healthy recovery that includes increased enterprise productivity, improved market valuations and accelerated content technology adoption. Does this sound too good to be true? We don't think so.

The underlying premise for the following material is a simple one: it is that, at the end of the day, *content technology works*. Given all of the qualifiers about proper expectations, requirements and resourcing – we at Gilbane passionately believe that content technology is a potent force that will continue to offer everything from efficiency improvements to game changing innovations. No single vendor, investor or analyst can corner this market because the underlying value proposition is so strong and broad that enterprises will always have viable options and alternatives in how they choose to move forward. This begs the question – why are we struggling and what can we do to right this boat?

FROM TROUBLED WATERS TO SMOOTH SAILING:

HARNESSING FORCES BEYOND OUR CONTROL TO TAKE US WHERE WE WANT TO BE

Regardless of the metric, there can be no doubt that we are at an economic low tide. Technology suppliers are consolidating, supplier and consumer organizations are being slimmed down to their bare bones, sales are still sluggish, new customer acquisition rates are meager and the average transaction size continues to retreat; but enough doom and gloom – this is an article about harnessing economic and social forces that are beyond our control to take us where we want to be.

Reactions to the receding tide: never panic in an undertow

As the economy receded, consumer/supplier interaction exacerbated an already precarious situation. Figure 1 details the interaction between enterprise consumers and suppliers that have combined to pull our sector even deeper than prevailing economic factors might dictate.

As economic hurdles arose and consumers were forced to be increasingly selective in the projects they funded, vendor reaction was to become more strident

and hyperbolic in their value propositions and claims for an ROI¹. This had the unintended consequence of alienating enterprise consumers and further extending timelines for technology funding, selection and implementation.

The one-two punch of depressed IT budgets and an alienated consumer base led to true economic starvation for all enterprise suppliers. The highly visible instability of virtually every supplier added fear and uncertainty to the already cash-strapped and skeptical enterprise consumer creating the “economic undertow” that has brought the content technology sector to its current low tide.

Enterprise suppliers were forced into a survival mode where operations, R&D and staff were re-aligned (and trimmed) to focus on short-term revenue. While cutting waste and focusing on near-term survival makes perfect sense when you are fighting to simply stay afloat, to do so for a prolonged period has serious and potentially far-reaching consequences.

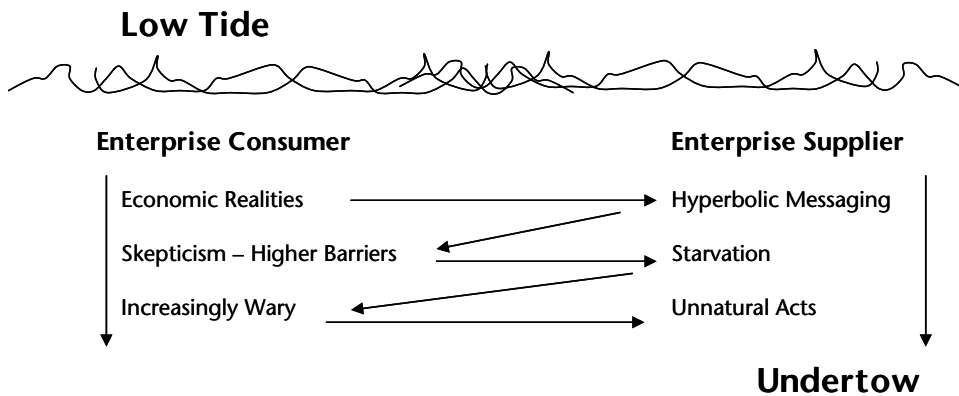


Figure 1: A view beneath the surface illustrating the interactions between supplier and consumer that contributed to the sector-wide economic undertow

The economy is (or will soon) be turning a corner – it always does – but how quickly the content technology sector rebounds and in what final form it emerges will in large part be determined by how effectively businesses can move beyond the minimalist “doing as little as we can as late as we can” posture to effectively and confidently using content technology as a competitive weapon.

Again, we beg a question, how can we move forward “effectively and confidently” seemingly against economic, operational and social/political currents? A short dive into the behaviors of suppliers and consumers reveals a path forward that is both simple and, for the most part, risk free.

On March 16th, 2002, I kicked-off my Tribal Knowledge column² series with the declaration that the ability to transport existing ideas and inventions into new

¹ These are generalizations, but we believe accurate generalizations. While vendors we have interviewed were not always quick to self-identify with this trend, all agreed that this has been the direction that suppliers as a whole have taken.

² <http://www.gilbane.com/columns.pl?view=3>

contexts and in so doing bestow entirely new (and improved) value propositions was the fastest means to have the greatest impact. We are going to import some good ideas from outside of our industry with the expectation that they will have some important and significant consequences.

While there are certainly many ways to be successful (...and even more ways to fail.), one proven method is simply to observe another person or organization that has accomplished what you seek and to imitate their habits. This approach has been successfully applied by Stephen Covey in his *Seven Habits Of Highly Effective People*, by Jim Collins in his *Built to Last : Successful Habits of Visionary Companies* and even by Tony Robbins in his *Personal Power* series. If we assume that content technology works, then we must do more to ensure that best practices are widely understood and properly applied. Sound simple and obvious? It's as simple as selling more to generate revenue and not eating to lose weight. In other words, there are usually deeply held behaviors that need to be unlearned before the obvious can be achieved.

The ebb and flow of content technology

Figure 2 represents the three basic elements of an enterprise content technology solution: *Infrastructure*, e.g. ubiquitous, highly generalized technology such as Sun One or .NET components; *premium applications*, e.g. specialized and sophisticated applications solving "high value and hard" problems such as CRM, ERP or ECM; and finally *site-specific development/customization* that is required to integrate the commercial components into the day-to-day operations of the enterprise.

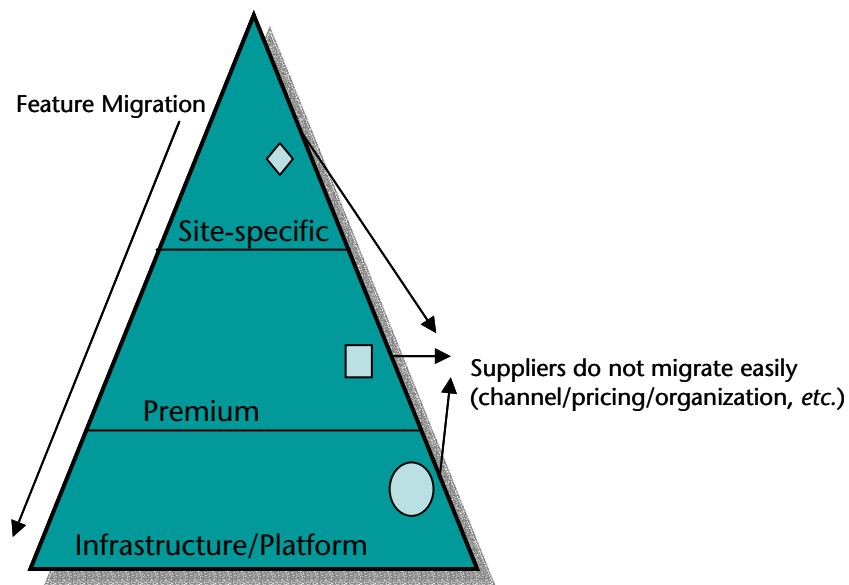


Figure 2: the elements of an enterprise content technology solution

The "ebb and flow" arises from the tendency for features and functionality to flow downwards. Platform vendors naturally take note of what high value problems premium application vendors are pursuing and work to find ways to further generalize and commoditize these features to add more value to their underlying platform. Premium applications vendors are always sensitive to the degree of customization and integration that is required of their products and work to

commercialize those work items that are most common and problematic for their customer base. Integrators and onsite developers are skilled at staying afloat as platforms and application stack rise. Integrators adapt by simply reaching for higher and more ambitious solutions to take their enterprises to greater levels of productivity and efficiency.

The more subtle point to be made here is that to be commercially successful at these three levels requires a fundamentally different organizational and operational structure. It is in fact extremely difficult for an integrator to evolve into a premium application provider or for an application provider to evolve into a platform supplier³.

There are numerous cases where organizations have tried to subsume two or more of these categories only to discover that they have sabotaged their own business model and brought down their business as a result. In difficult economic times, the temptation to try to do it all and “leave no dollars on the table” is at its highest. Ironically, a supplier’s ability to grow beyond its current business is at its lowest. This is the worst time for a vendor to try to expand its offering.

Three degrees of separation

Each specific enterprise solution calls for a unique recipe that combines the basic elements (platform, application and integration) in different ways and different proportions. Figure 3 illustrates the spectrum of mixtures and the motivations behind them.

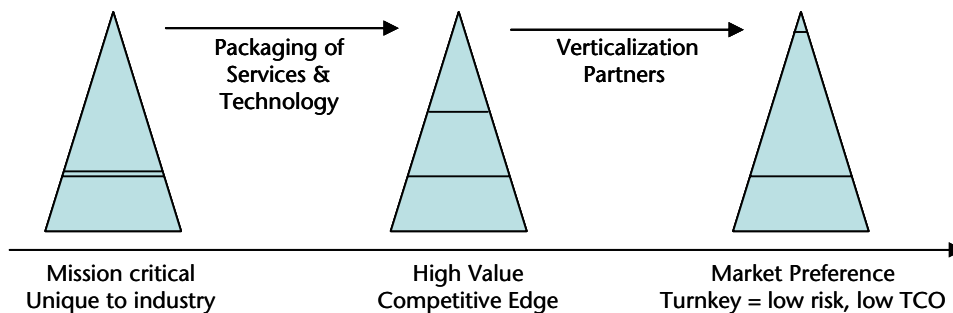


Figure 3: Three recipes for an enterprise solution and their essential characteristics

The least attractive solution is one that cannot rely upon any application and depends on custom development for the majority of its functionality. This is expensive, highly skilled labor that is only justified by a set of requirements that are both substantially unique and promise to fill a mission critical function for the sponsoring enterprise. The intermediate recipe is one that still requires non-trivial configuration and integration but is substantially driven by an underlying enterprise application. As such, the hurdle is lowered somewhat to include capabilities that offer material advantage that is worth the commitment and risk inherent in any large IT initiative. The final recipe is the overwhelming preference – a solu-

³ Organizations such as IBM, Microsoft and Oracle may appear to be exceptions to this rule but a closer look shows that they have developed independent organizations that operate as independent businesses.

tion that is “shrink-wrapped” and turnkey. Ease and speed of installation and adoption make this the most desirable and simplest to justify.

Suppliers are keenly aware of this dynamic and do their best to package and present their offerings as far to “the right” in this spectrum as possible through packaging and partnering. Difficult economic times often push marketing too far ahead of the reality of their actual offerings. This results in missed expectations, over-commitment of limited resources and disappointing customer experiences. Often, the resulting damage to an organization’s reputation is unrecoverable and in some cases can mortally wound an entire technology market segment.

Relative market size

Figure 4 shows that market size and cost per seat for enterprise content solutions are inversely proportionate and that they are both directly influenced by the proportions of platform, application and integration required.

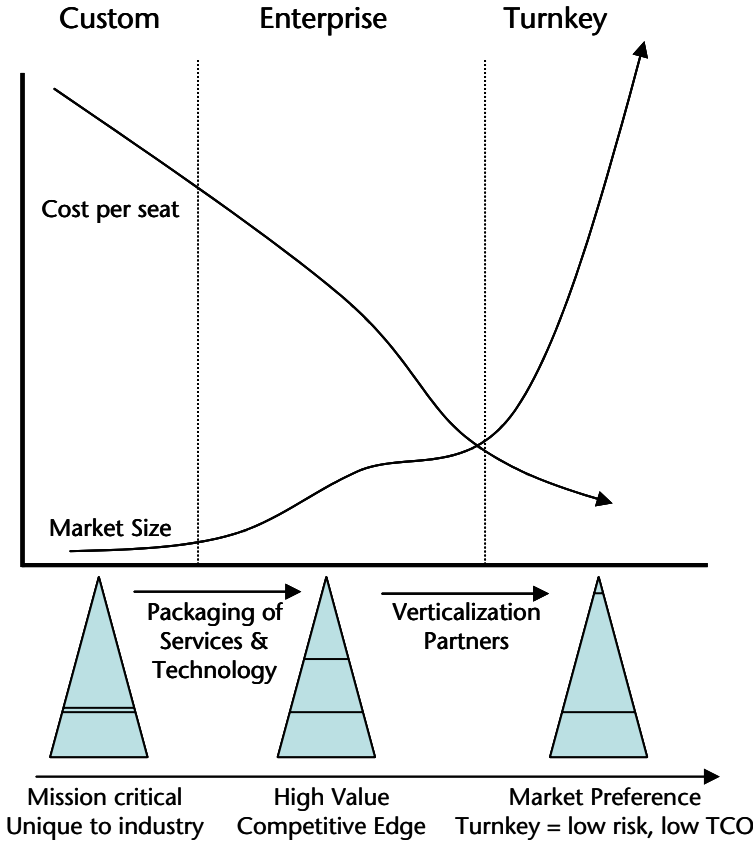


Figure 4: Market size and cost per seat are mapped to the spectrum of enterprise recipes

Figure 4 illustrates

- Price point and simplicity as the enterprise rationale for turnkey solutions when they can find them

- Market size as the driving force justifying the size and market valuations for suppliers in each of the three market segments
- Potential for growth as the primary motivation behind suppliers' efforts to swim upstream and why the existing, better-funded competition makes it so difficult to do.

Figure 5 illustrates the results of a downward economy on these interrelationships. The essential dependencies remain unchanged; however, the total market size (area under the curve) and the price per seat are both significantly reduced.

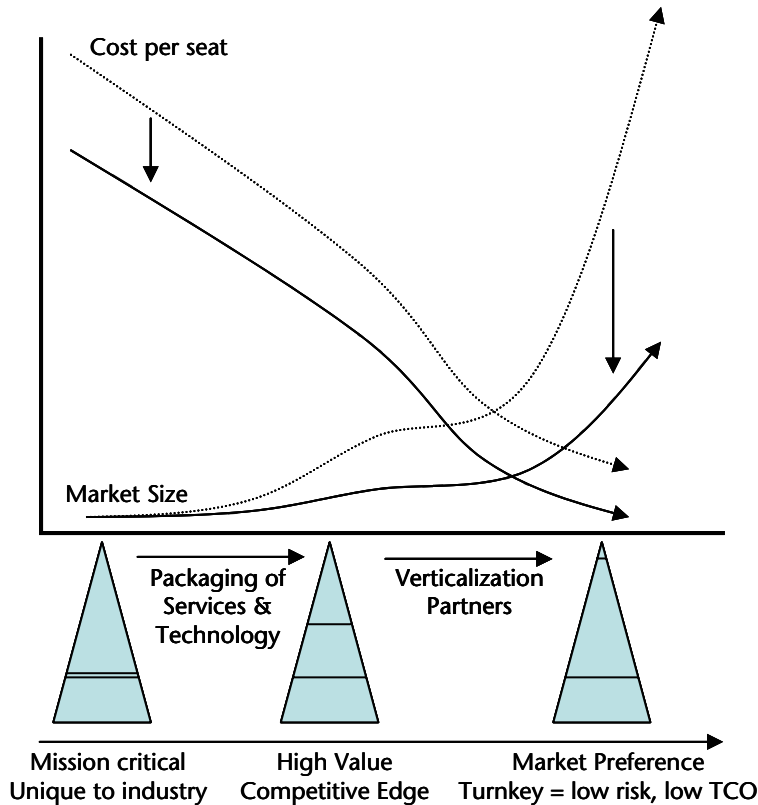


Figure 5: Difficult economic time depress market size and cost per seat

In a difficult economy, suppliers are attracted to deeper waters. However, their neighbors upstream are also starved and migration is often impossible. Suppliers are forced to shed excess costs and attempt to recover from misdirected efforts to move into waters where they never belonged in the first place.

Results and implications

The first consequence of an economic contraction is that vendors do everything they can to ensure that they leave no opportunity unexplored and no piece of business ignored. The danger is that vendors' reach can exceed their grasp making already ambitious expectations virtually impossible to meet.

The second reaction is that suppliers become increasingly focused on the immediate needs of their target markets. Here, the danger lies in the fact that a potential customer's expectations are not always realistic. This becomes especially likely

as enterprises are themselves under increasing pressure to demonstrate the value of their own technology investments. Some vendors fall into the trap of telling prospects what they want to hear; that they offer a turnkey solution to their unique enterprise requirements with a proven ROI. As these expectations are inevitably missed, the credibility of both technology suppliers and enterprise IT organizations are damaged.

One of the riskiest moves a technology supplier can make is to move the entire organization into a new category that appears to offer greater opportunity. New requirements on engineering, sales, services and support can drain already over-taxed organizations leading to diminished capacity, a drop in quality and low morale. At its worst, this becomes a self-fulfilling prophecy where the supplier truly is unable to deliver significant value and ultimately fails as an ongoing business concern.

The net result of all of these actions and reactions is that enterprise consumers have adopted a posture of "do as little as we can as late as we can." The effects on technology suppliers are painfully predictable:

- Longer sales cycles
- Smaller transactions
- Costlier sales processes
- Fewer projects
- Slower pace of innovation

A perceived decline in content technology evolves into a true decline in the value of technology, the technology sector and the IT professionals within enterprise organizations.

A RISING TIDE WILL LIFT ALL CRAFTS

While there is not a lot that we, the stakeholders in the content technology community, can do to impact the global economy, there are specific strategies that we can adopt to increase the value of content technology, the credibility of our value propositions and the contribution of IT professionals and knowledge workers. Technology suppliers, integrators, consumers and even investors can take steps that offer immediate benefit and work to reverse the downward spiral that the difficult economy has begun.

Communicate successes

Share what you are proud of and what has impressed you. Include practical advice on funding, measuring success, driving adoption and of course, technology options, innovations and best practices.

Replicate success

Find others who have gone where you want to go and learn from them. If you are approached by someone who would like to replicate your success – take a long-term view and share your experiences.

Avoid rubber necking

While it is often hard to resist the temptation to focus on failures, don't confuse this guilty pleasure with learning from success. While it is true that one may learn to avoid some dangers through a better understanding of someone else's misfortune, you do not typically come away with enough information to assure your success.

TURN THE TIDE!

Play a proactive part in developing and broadcasting better and broader understanding of best practices and bona fide successes. The cumulative effect on the content technology sector will be improved confidence, shortened selection and deployment cycles and an increased appreciation for all that we know to be true about the value of content technology.

Revisiting the ebb and flow of content technology

In order to properly model the content technology community, one has to take a holistic view that includes every stakeholder from the technology vendor through to the enterprise consumer and all of the organizations in between including integrators and investors. Figure 6 gives a view into the major stakeholders in the content technology community and the primary public forums that they operate within. Public forums serve as both leading indicators and catalysts in driving market behaviors.

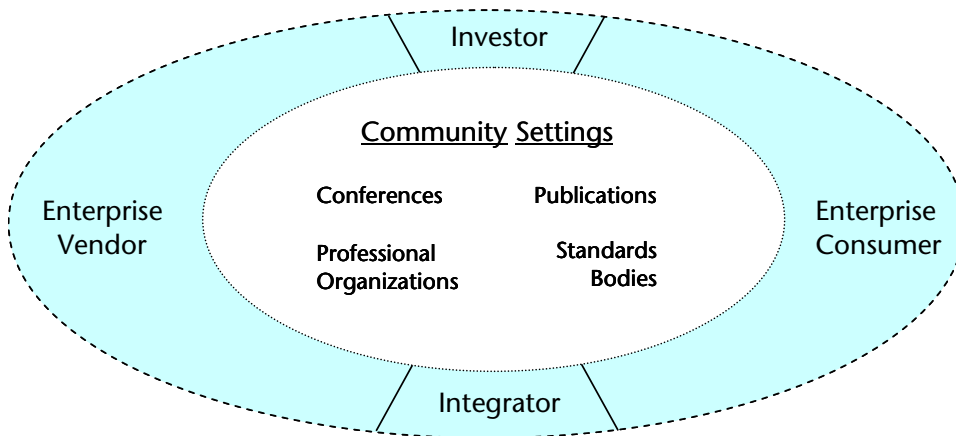


Figure 6: A holistic view of the entire content technology community

Community settings such as conferences, all manner of publications, and other neutral organizations both reflect and have influence over the technology sector. A healthy recovery must take advantage of trusted and neutral community settings to emphasize and amplify positive trends, e.g. best practices and success stories. We should all participate in those forums that embody a concerted and credible program to accelerate the adoption and validate the value of content technology.

BREAKING THE FOURTH WALL: GILBANE CONTENT TECHNOLOGY WORKS

There is a literary technique known as “breaking the fourth wall.” This technique is used when the plot of a story calls for some event to take place that shatters the barrier between the fictional world of the story, and the “real world” of the audience watching the story. While there can be no doubt that the story being told here is all too real – it is still a world view, and you, the reader, are in “the real world” that this article covers.

The Gilbane Report is going to break the fourth wall. Starting immediately, we are going to extend our editorial interest to include content technology best practices and success stories.

The Gilbane Report is going to administer an industry initiative called The Gilbane Content Technology Works™ Program. Under the auspices of this program, best practices and success stories will be documented, assessed and published. The developed material will be presented in our conferences, published on www.gilbane.com and where appropriate, included in The Gilbane Report.

The enterprise speaks

This material will be developed in collaboration with enterprises willing to share their experiences and will be written in the enterprise’s voice. Final editorial review and the essential components of these works will be set by the enterprises whose stories we relate. We expect the following results:

- Strong opinions will be expressed about what worked and what did not.
- The narrative will be jargon-free and authentic.
- Best practices including strategies for securing funding, end-user adoption and other important considerations beyond technology will be shared.

In order to ensure that this information reached the widest audience, this material will be shared at no cost⁴. As this material is developed, published case studies will be made available to the public at http://www.gilbane.com/technology_works.html

Profiles in courage: industry support

Developing this material will be labor intensive and time consuming. In order to be able to develop this valuable information at no cost to the consumer, we have invited leading content technology vendors to join this initiative in partnership with The Gilbane Report and to subsidize the expense of developing and distributing content technology best practices.

⁴ Excluding registration to conferences where this material may be featured and other fees not associated with this program.

Note that the enterprise will retain complete editorial control. Vendors cannot dictate which enterprises we collaborate with and will, in all likelihood, be supporting success stories that do not include their technology.

Our founding partners are clearly passionate about the value of content technology, believe that best practices can act as a force “to raise all crafts”, and are secure in the value that they offer their markets. Please join The Gilbane Report in expressing our gratitude to our founding partners:

- Software AG
- Sun Microsystems
- Artesia
- Atomz
- Context Media
- Convera
- Vignette
- WebWare

This is a program that is unique in: its *ambition* to improve the climate of our market segment, its *organization* that promotes best practices without a specific commercial agenda, and its *composition* including the entire content technology community; enterprise consumers, suppliers, and all stakeholders, administered by a neutral third party (The Gilbane Report).

What can the reader do?

What can you, the reader, do to participate in this program? First, you can visit http://www.gilbane.com/technology_works.html and tell us that you care about receiving this kind of information and share some information about yourself including any willingness to share a project that you know of or are proud of. All of this information is kept strictly confidential and is not shared within anyone outside of The Gilbane Report.

Stay tuned as we prepare to do our bit to improve the climate in our little corner of the world.

Sebastian Holst, Sebastian@gilbane.com

INDUSTRY NEWS

Current news, old news (to January 1999), and commentary is available at www.gilbane.com. Free RSS 2.0 news feeds are available at www.gilbane.com/syndication.html.

ALTOVA'S XMLSPY TO BE INCLUDED IN BORLAND DEVELOPMENT TOOLS

8/28/2003

Altova Inc. announced an agreement with Borland Software Corporation, to include a special edition of Altova XMLSPY 5 within future editions of Borland Delphi Studio, Borland C++ Builder, and Borland C#Builder for the Microsoft .NET Framework integrated development environments (IDEs). www.altova.com

HUMMINGBIRD TO RESELL REDDOT CMS

8/27/2003

Hummingbird Ltd. announced that it is extending its strategic technology alliance with RedDot Solutions. Hummingbird will resell and distribute the RedDot Content Management Server (CMS), providing customers with integrated Web Content Management (WCM) capabilities to complement the Hummingbird Enterprise document management and portal technologies. In early 2003, RedDot released CMS 5.0 featuring enhanced integration of the Hummingbird document management technologies. As a result, many organizations have become mutual customers of RedDot and Hummingbird to leverage the synchronization between the two products, shared repositories and bi-directional mapping of metadata. www.reddot.com, www.hummingbird.com

OPEN TEXT ACQUIRING GAUSS

8/27/2003

Open Text Corporation and Gauss Enterprise announced that a wholly owned subsidiary of Open Text will acquire the common shares of Gauss for cash by way of agreement with certain of the shareholders, who will hold 73 percent of the shares at closing after conversion of indebtedness and a tender offer for the balance of the shares. Total cash consideration for the shares is expected to be approximately US \$11 million. Open Text expects that the transaction will close, subject to certain conditions, in the second quarter of Fiscal Year 04 (the quarter ending December, 2003). Together, the companies will present a combination in the market for enterprise content management (ECM) software, with Gauss adding its Web content management, and business process management solutions to Open Text's Livelink suite and its integrated collaboration and content management capabilities. Gauss' IDOM product line extends Open Text's IDOM offerings, which are designed to apply business processes to the unstructured content companies maintain in Livelink to improve collaboration. Gauss also extends Open Text's ERP connectors by adding J.D. Edwards and a variety of ERP applications on IBM AS/400 systems to existing connectors for PeopleSoft. www.gaussvip.com, www.opentext.com

ENDECA TEAMS WITH BASIS ON MULTILINGUAL SEARCH SOLUTIONS

8/27/2003

Basis Technology and Endeca announced that Endeca will incorporate Basis Technology's Rosette Language Analyzers into their software for commerce and enterprise search, Endeca In-Front and Endeca ProFind. The combination of the two companies' products and expertise will give Endeca's multinational customers new multilingual features, and it opens new government

and commercial markets for the company's products. Endeca's enterprise search offering, Endeca ProFind, features advanced search and Guided Navigation and is able to handle both structured and unstructured information for access to all types of enterprise data and documents residing across a wide variety of repositories. The Rosette Language Analyzers are part of the Rosette Globalization Platform, Basis Technology's suite of interoperable products designed for applications that analyze and process all the world's languages. www.basistech.com, www.endeca.com

VIGNETTE ENHANCES PORTAL FUNCTIONALITY

8/26/2003

Vignette Corp. announced enhancements to its flagship portal product, Vignette Application Portal, including enhanced team collaboration functionality that enables customers to participate in information-sharing and persistent collaboration environments within their organizations. Part of the Vignette V7 family of products, the Vignette Application Portal now includes out-of-the-box functionality that allows organizations to take advantage of interactive work spaces in portal environments for use within and between organizations. Enhanced features include Collaborative portal sites, Document-sharing capabilities, Productivity portlets, Enhanced searching, and Unified management of multiple portals and collaborative work spaces. Vignette Application Portal 4.5 is available and shipping to customers. Pricing for Vignette Application Portal begins at \$50,000. www.vignette.com

STELLENT ACQUIRES ANCEPT'S ASSETS

8/25/2003

Stellent, Inc. announced it has acquired select assets of privately held Ancept, Inc. In addition, Ancept is a Strategic Alliance Partner of IBM's. Stellent will continue this partnership and continue to market Ancept Media Server in conjunction with IBM. Ancept Media Server, in combination with the Stellent Content Server, will enable Stellent customers to connect video content editing, management and reuse processes while allowing them to manage their digital assets in the same repository structure as the rest of their enterprise content. The initial product integration is scheduled for release in the fourth quarter of Stellent's fiscal year 2004. As part of the acquisition, Stellent hired 18 Ancept employees, primarily in the product development and consulting services areas. Jeff Stromberg, Ancept's founder and president, has joined Stellent as vice president of business development. Stellent acquired select assets of Ancept for \$2.0 million in cash, 100,000 shares of Stellent common stock and a potential cash earn-out over a two-year period based upon revenue performance. www.stellent.com

CONTEXT MEDIA RELEASES INTERCHANGE PORTALPLUS

8/25/2003

Context Media, Inc. announced the availability of Interchange PortalPLUS, which enables organizations to make portals their primary interface for accessing and managing digital content stored anywhere in the enterprise. Interchange PortalPLUS provides out-of-the box integration between Context Media's content integration software, Interchange Suite, and portal platforms, including Sun Microsystems' Sun ONE Portal Server, BEA WebLogic and IBM WebSphere. This allows organizations using portals in conjunction with Interchange Suite to access enterprise content stored in disparate content management, document management and digital asset management systems directly through their portal interface. Interchange PortalPLUS leverages Web services technology to provide access to and management of all forms of digital content and content management systems through a portal framework. Interchange PortalPLUS is available immediately for the Sun ONE Portal Server 6. Interchange Portal Plus for BEA WebLogic

and IBM WebSphere will be available early in the fourth quarter of 2003. Pricing for Interchange PortalPLUS begins at \$25K. www.contextmedia.com

MACROMEDIA ANNOUNCES DREAMWEAVER MX 2004

8/25/2003

Macromedia announced Dreamweaver MX 2004. Dreamweaver MX 2004 delivers deep CSS support in a visual development environment. Dreamweaver MX 2004 also includes SecureFTP, dynamic cross-browser validation functionality, built-in graphics editing, integration with Microsoft Word and Excel, and updated support for ASP.NET, PHP, and ColdFusion server technologies. The entire design environment is built around CSS. Dynamic multi-browser validation automatically checks tags and CSS rules for design compatibility across browsers. A built-in graphics editor using Macromedia Fireworks technology enables users to crop, resize, and edit graphics without leaving the Dreamweaver environment. Dreamweaver MX 2004 also includes advanced integration with Macromedia Contribute 2. Macromedia Dreamweaver MX 2004, available for Windows and Mac OS X v10.2.6, is expected to ship in September. Pricing is \$399 for new users, \$199 for upgrades from Dreamweaver MX and Dreamweaver 4, and \$99 for education customers. The product is expected to be available in English in September, with Simplified and Traditional Chinese, French, German, Italian, Japanese, Korean, and Spanish expected to ship shortly thereafter. www.macromedia.com

SMARTWEBS INTRODUCES SMARTWEBS IRT

8/25/2003

Smartwebs announced the availability of Smartwebs IRT, the company's content management solution (CMS), to empower content providers and Web professionals to maintain their Web sites or Intranet content. Smartwebs IRT is built around a workflow philosophy that avoids information bottlenecks by spreading updating responsibility across designated content authors throughout the organization. With no programming knowledge, these content authors and Web professionals can take control of their content management needs by updating or adding critical content to a company Web site or intranet on a regular basis. Smartwebs IRT offers an expandable and flexible set of tools that range from basic updating capabilities for existing pages to more complex site-building and workflow. www.smartwebs.com

OPEN TEXT BRINGS LIVELINK WORKSPACES, CONTENT TO PORTALS

8/21/2003

Open Text Corporation introduced a new product, called Livelink UNITE Anywhere, that makes all the capabilities of Livelink accessible within any commercially available portal. Customers can create tailored window views in a portal that offer access to Livelink's collaborative tools, workspaces and content. Livelink UNITE Anywhere is an extension of Livelink UNITE, which Open Text introduced last year. Livelink UNITE provides virtual workspaces with tailored views of Livelink content for project teams and individuals working in Livelink. UNITE Anywhere takes the same capabilities and extends them into any portal. UNITE Anywhere also allows customers to deliver Livelink content in the same way to Websites or extranets not built on a portal framework. Livelink UNITE Anywhere works with any portal, including Oracle Portal, mySAP Enterprise Portal, Plumtree Corporate Portal, Vignette Application Portal, Netscape iPlanet Portal, Microsoft SharePoint Portal Server, as well as Open Text's own portal, Coreport. www.opentext.com/livelink/contentmanagement

VENETICA ANNOUNCES AVAILABILITY OF VENICEBRIDGE 5.0 & JSR 170 SUPPORT

8/12/2003

Venetica announced the general availability of VeniceBridge 5.0. The release increases the types of content repositories that can be integrated with enterprise applications and extends the cross-system services available through VeniceBridge. VeniceBridge 5.0 expands its universal view to include a common inbox to disparate workflow engines such as Documentum and FileNET, and independent BPM engines such as IBM MQSeries Workflow. Target engines also include Microsoft BizTalk, Open Text, Staffware and others. In addition to documents, scanned images and media assets, VeniceBridge 5.0 makes statements, invoices and other information stored in enterprise report management (ERM) systems available. Current ERM systems include FileNet Report Manager and IBM OnDemand. The release also includes an event subscription model that can provide notification when a document or workflow change has been made. Other enhancements have been included such as support for Linux and new features for handling of geographically dispersed content sources and extremely large content such as audio, video and high-resolution images. Venetica also announced support for JSR (Java Specification Request) 170. Their implementation of the Java Content Repository (JCR) API is written against the 0.7 draft of the standard.www.venetica.com

INTERWOVEN & IMANAGE TO MERGE

8/6/2003

Interwoven, Inc. and iManage, Inc. announced they have entered into an agreement to merge in a stock and cash transaction valued at \$171 million. The two companies have a combined customer base of over 2500 companies. iManage's strength in professional services and financial services complements Interwoven's base in manufacturing and consumer goods. iManage will benefit from Interwoven's presence in Europe and Asia Pacific, while Interwoven gains access to a network of over 150 partners, VARs, and systems integrators in North and Latin America. Both products have been developed with Java and J2EE. The combined companies plan to integrate iManage's collaborative technology with Interwoven MetaTagger content intelligence server software, to improve the ability to personalize and find relevant content, and link iManage's content repository with Interwoven OpenDeploy content distribution software, to distribute collaboratively developed documents and corporate knowledge. The new company will be named Interwoven and will be headquartered in Sunnyvale. iManage shareholders will receive \$1.20 per share in cash and 2.0943 shares of Interwoven stock for each share of iManage stock. Following the expected closing in Q4 Interwoven shareholders are expected to own approximately 67% and iManage shareholders 33% of the combined company. The iManage product line is available today from Interwoven and can be purchased for an entry price of \$75K.
www.interwoven.com, www.imanage.com

TRIDION LAUNCHES R5 5.1, CONTENT PORTER, & WORD CONNECTOR

8/5/2003

Tridion has launched a new version of its enterprise content management solution, Tridion R5 version 5.1. New features include the creation of 'Virtual Folders', which allow users to save and store the results of their searches in personalised compartments. The solutions document management capabilities have also been enhanced. All document types can now be stored in a single, central source, allowing content to be repurposed for use in Intranets, extranets and websites. In addition, users can now search within unstructured (such as presentations and PDF files) as well as structured content. Upgrades to security and platform compatibility (R5 v5.1 now supports Oracle 9i) mean that the new version is more secure, reliable and scalable. Trid-

ion is also launching two new products modules. Tridion Content Porter allows organisations to extract and re-purpose content residing in legacy systems. Tridion Word Connector 3.0 allows end-users to work directly in Word, rather than using the interface of the content management system. Documents are saved as XML components. www.tridion.com/uk

STELLENT LAUNCHES SOLUTION TO STREAMLINE SARBANES-OXLEY

8/4/2003

Stellent, Inc. announced a solution designed to help companies streamline their processes for complying with the Sarbanes-Oxley Act. The Stellent Sarbanes-Oxley Solution allows all of the various parties involved in the compliance process to create, manage, share, track, approve and archive all information pertaining to disclosures and financial reporting with minimal training, using only a browser. The solution is personalized for non-technical business users, such as auditors, accountants and chief financial officers (CFO), and features an interface that utilizes field-specific terminology and guides people through the system. The Stellent solution supports any file type, including rich media files such as earnings conference calls or videoconferences, and automatically converts content to Web-based formats, such as HTML or PDF. In addition, Stellent will collaborate with Protiviti Inc., an internal audit and business and technology risk consulting firm and an expert in corporate governance issues and Sarbanes-Oxley compliance, to support customers in managing their Sarbanes-Oxley requirements. www.stellent.com/sarbox

ENTOLOGY SUPPORTS INTERWOVEN 6

8/4/2003

Entology announced its support for the Interwoven 6 platform. Entology and Interwoven have been partners since 2001, and have delivered content management, portal, Web Service, and customized business solutions for mutual customers. The improved usability in TeamSite 6.0 will facilitate Entology's development of customized content management services that target a much wider user audience within an organization. Entology has deployed integrated solutions with the Interwoven product line that provide services including: taxonomy/metadata management, Web content management, advanced document management/renditioning, portal service integration, and consolidated hosting infrastructures. In addition to developing custom solutions, Entology provides a full set of standardized JumpStart, HealthCheck, and Value Assurance offerings focused on the Interwoven platform. www.entology.com, www.interwoven.com

TATA INTERACTIVE INTRODUCES A2X "ANYTHING TO XML"

8/4/2003

Tata Interactive Systems (TIS) announced a2X, a proprietary company process that quickly and professionally converts printed or digital content into XML. a2X (pronounced "A-2-X", for "Anything To XML") can cost-effectively extend the value of any organization's storehouse of learning materials by making those materials available to today's Internet-using audience in the most strategically useful web format possible. a2X can accommodate virtually all common forms of printed and digital content. Supported standards include: Adobe PageMaker, FrameMaker, QuarkXpress, and Macromedia Flash files; Microsoft Word documents; PDF, HTML, and other online formats. Other capabilities found in a2X include XSL templates and a TIS-built publishing engine that transforms XML to HTML, using XSLT. Using XSL-FO (XSL Formatting Objects), a2X can also create accurate, print-quality PDF representations of the original printed page. www.tatainteractive.com

FLEXITY RELEASES INTERNET RESEARCH TOOLBAR

8/4/2003

Flexity Technologies, Inc. announced the release of Internet Research Toolbar (IRT) 1.01 for Windows 95/8, NT, ME, Windows 2000 and Windows XP. Internet Research Toolbar provides a built-in way for Internet Explorer Web browser to save, search and manage the content of Web pages. It's like having a search engine just for online information you have saved. A single click on the Internet Research Toolbar's "capture" button saves a Web page, or a selection from a Web page. Saved information can be searched by whole or partial words, project, category, record type, date saved, or by combined search criteria. And, all toolbar functions can all be performed without leaving Internet Explorer. Internet Research Toolbar also creates bibliographic citations formatted specifically for online information. With 16 MLA- and APA-compatible citation styles eight scientific and eight humanities based upon the COLUMBIA GUIDE TO ONLINE STYLE, Internet Research Toolbar simplifies the collection and management of information from online sources. A single-user license is priced at \$59.95. Education, student and multi-user discounts are available. A 30-day, full-featured, free trial version can be obtained on the IRT Web site. www.internet-research-toolbar.com

DOCUMENTUM ANNOUNCES NEW LANGUAGE PACKS

8/4/2003

Documentum announced the availability of new Language Packs, which simplify and accelerate concurrent implementation of localized Documentum products in many languages. Most enterprise software solutions require phased deployments, as localized product releases are often delivered long after the original language release is available. Now, with the Language Packs available with the Documentum 5 ECM platform, client user interfaces and documentation can be simultaneously produced and delivered in seven languages -- English, French, Italian, German, Spanish, Japanese and Korean. The Language Packs enable global organizations to deploy Documentum -- based solutions in multiple, localized versions at the same time. To accommodate customer requirements for languages other than the seven that Documentum currently offers, the company has launched a new Partner Localization Program. Two partners have committed to delivering localized Documentum products. DELT ICT SERVICES BV, based in the Netherlands, has started providing Dutch versions of the Documentum products, and DocuSoft Corporation, headquartered in Tianjin, China, will provide simplified and traditional Chinese versions later this year. www.documentum.com/products/platform/globalization/index.htm

INSIGHTFUL LAUNCHES INFAC T 2.5

8/4/2003

Insightful Corporation announced InFact 2.5, a product upgrade to its text analysis software targeted primarily at defense intelligence and pharmaceutical markets. InFact 2.5 is designed to deliver a new relationship search capability using a new user interface and Java API that enables integration with other applications and portal-based solutions. The release also provides increased precision and recall. With the new release, the user can constrain relationship search results by entity type. The new API allows integration with third party visualization tools enabling graphical discovery of relationships. InFact is designed to help researchers analyze unstructured data to find critical information quickly. Utilizing linguistic search and information extraction techniques based on full sentence parsing, InFact helps researchers achieve a degree of understanding beyond key word and entity search. InFact 2.5 is now available for Sun Solaris. www.insightful.com

BEA LIQUID DATA FOR WEBLOGIC 8.1 SHIPS

8/4/2003

BEA Systems, Inc. announced the general availability of BEA Liquid Data for WebLogic 8.1, which is designed to provide a single point of access to enterprise information for portals, web applications and business processes. BEA Liquid Data for WebLogic 8.1 supports the new versions of the BEA WebLogic products, including BEA WebLogic Platform 8.1. Using BEA WebLogic Workshop 8.1, the common development environment of BEA WebLogic Platform 8.1, data architects and administrators can turn enterprise views of data into BEA WebLogic Workshop controls. BEA also has improved the distributed query engine of BEA Liquid Data 8.1 in order to deliver scalable, complex join processing transactions. Lastly, BEA has expanded the data source support in the product, and new feature support for BEA WebLogic Portal 8.1 and BEA WebLogic Integration 8.1 has been added. BEA Liquid Data for WebLogic 8.1 is available as an add-on to BEA WebLogic Platform, BEA WebLogic Server 8.1, BEA WebLogic Integration and BEA WebLogic Portal. BEA products can be downloaded, or customers can receive development versions of the products at no charge as part of the BEA dev2dev subscription program.

<http://dev2dev.bea.com>

JDA ACQUIRES ASSETS OF ENGAGE

8/4/2003

JDA Software Group Inc. announced that it has acquired substantially all of the remaining assets of Engage Inc. for \$3.0 million in cash. Using Engage's digital asset management and ad layout capabilities, JDA clients will be able to produce localized customer communications in less time and at reduced costs. As the successful bidder in a Chapter 11 auction, JDA gained all intellectual property for Engage's four current product lines that target retailers, agencies, newspapers and corporations as well as all equipment. JDA expects to spend up to an additional \$800,000 for assumed liabilities, which will bring the total cost of the Engage acquisition to approximately \$3.8 million. JDA has extended employment offers to approximately 30 former Engage sales, development, services and support associates. JDA will close Engage's headquarters in Andover, Mass., and establish a more appropriately configured office in the nearby area. For the nine months ended April 30, 2003, Engage's total unaudited revenues were \$8.2 million, which included \$2.3 million in software licenses, \$3.1 million in maintenance revenue and \$2.8 million in services revenue. www.jda.com

XFORMS BECOMES A W3C PROPOSED RECOMMENDATION

8/4/2003

W3C announced the advancement of "XForms 1.0" to Proposed Recommendation. Comments are welcome through 29 August. More flexible than previous HTML and XHTML form technologies, the new generation of Web forms separates purpose, presentation, and data. The XForms specification is written for authors and implementers alike. Visit the XForms home page.

www.w3.org/Markup/Forms

EMAGINE RELEASES EMAGIC 3.1

7/31/2003

Emagine released version 3.1 of its Site & Content Management suite emagiC - now available in different languages to target the needs of specific markets. Emagine has also moved into several new markets during the first half of 2003 and is now represented through partners and distributors in the United Kingdom, Scandinavia, South Africa and the USA. Emagine is currently negotiating with partners in other countries. Emagine has developed a unique view on multi-lingual

software. With most software, the language is determined at install time. Within emagiC, this is done at run-time and per user. Currently, emagiC is available in English, German, French, Dutch, Spanish, Danish, Traditional Chinese and Simplified Chinese. More languages will be added in the near future. With the built-in translation tools, anybody can create a new language version in case it is not yet available from Emagine. emagiC v3.1 also incorporates improved support for different character sets, including Unicode. www.emagiC-CMS.com

SOHOLAUNCH RELEASES SINGLE PAGE WEB PUBLISHING TOOL

7/29/2003

Soholaunch.com, Inc. announced the release of a client editable, single Web page publishing tool targeted to hosting companies offering domain name registration. This new Soholaunch technology allows hosting companies to offer domain name registrant clients control to actually edit the content on that single page. The client editable, single page system is designed to engage a hosting company's client from their very first purchase. When installed on the hosting companies servers this system is tied to the billing system and makes these pages available automatically. Soholaunch is a stand-alone, thin-client application that creates and manages database-driven Web sites through an "drag-and-drop" browser interface. Once installed on a Web server and directed to a database, the Soholaunch editing software is accessed and operated entirely over the Internet. The program, which supports name-based or IP environments, is written in PHP, utilizes a mySQL database, and is compatible with both Linux and Microsoft NT. www.soholaunch.com

ACTUATE ANNOUNCES ACQUISITION OF NIMBLE

7/29/2003

Actuate Corporation announced that it has completed the acquisition of Nimble Technology. Nimble Technology provides Enterprise Information Integration (EII) solutions. Its data integration platform utilizes XQuery to simplify the task of data integration when building web services and applications such as enterprise information portals and business intelligence systems. By incorporating Nimble's open, XML-based data integration technology into the platform, Actuate's customers will find it easier to design Information Applications that provide an integrated view of their business. The incorporation of Nimble's capabilities will also enable the Information Application Platform to integrate readily with a broad range of XML-enabled systems. www.actuate.com

DOCUMENTUM & SUN EXTEND ALLIANCE

7/29/2003

Documentum and Sun Microsystems, Inc. announced that the two companies increased the level of commitment in their respective alliance programs. Key products of the Documentum 5 ECM platform have been certified to the Sun ONE Application Server, and the two companies have agreed to extend availability of Documentum Portlets for the Sun ONE Portal Server. The Sun ONE-certified products of the Documentum 5 ECM platform include Webtop and the components provided by the Documentum Web Development Kit (WDK). Webtop is an interface that allows users to access the Documentum repository and content management services

from a standard browser. The Web Development Kit is a framework for rapid development of content-rich web applications. WDK is a developer's toolkit that contains a library of more than 170 reusable, pre-built components and controls that perform common Documentum content management functions. Documentum has certified all of these components and controls on the Sun ONE Application Server with a certification schedule for other Documentum products, including Documentum Administrator, Web Publisher and Digital Asset Manager forthcoming. www.sun.com/sunone, www.documentum.com

MERANT A PARTNER IN MICROSOFT'S VSIP PROGRAM

7/29/2003

Merant announced its status as a premier partner in Microsoft's enhanced Visual Studio Industry Partner (VSIP) program. By integrating its enterprise change management product line with Visual Studio .NET 2003, Merant enables developers to leverage the common user interface to automate and control development processes and asset change practices. The program is designed to help vendors more easily integrate their products with Microsoft Visual Studio .NET 2003. By incorporating the versioning, configuration management and issue management capabilities of its products into Visual Studio .NET 2003, Merant boosts the capabilities of developers. Merant's support for VSIP will help ensure that Merant's products will be tightly integrated with Visual Studio .NET as Microsoft evolves the product. Merant will soon introduce a new version of Dimensions, which will feature even tighter integration with Visual Studio .NET 2003 as well as support for Microsoft SQL Server 2000. www.merant.com

jCATALOG & COMMERCE ONE ANNOUNCE STRATEGIC RELATIONSHIP

7/28/2003

jCatalog Software AG announced a strategic relationship with Commerce One. The relationship establishes Commerce One as a global reseller for the jCatalog BuyFast solutions for procurement, MarketFast solutions for marketplaces and SellFast solutions for manufacturers and suppliers. jCatalog Software AG is a developer of catalog management, product information management (PIM) and cross media catalog publishing software. www.jcatalog.com, www.commerceone.com

EKTRON RELEASES CMS300 3.0 & WEBIMAGEFX

7/28/2003

Ektron released Ektron CMS300 version 3.0. This version of Ektrons XML content management solution includes a new online image editor, Ektron WebImageFX, (a full-featured browser-based tool for image manipulation,) along with new Calendar and Forms Modules. WebImageFX delivers functionality similar to commonly used Windows-based graphics applications (blur, brightness, sharpen, crop, erase, draw, rotate/flip, zoom, lines, shapes, text, etc.) With Ektrons Calendar Module and Forms Module, users can create, use and manage an unlimited number of event calendars or forms within Web sites or browser-based applications. Calendar presentation parameters can be specified (height and width, viewable weekend dates, etc.,) and colors and fonts can be controlled by stylesheets. Hyperlinks are added to content within the calendar. The Forms Module delivers a new forms toolbar built into Ektron eWEP+XML. Users can create forms-based interfaces with any number of elements (drop down lists, check boxes, radio buttons, text area fields, etc.) Developers add a calendar or form by inserting a single tag into a Web page. www.ektron.com

HUMMINGBIRD RENEWS LICENSES OF INXIGHT TECHNOLOGY

7/28/2003

Hummingbird Ltd. has renewed its licensing agreements of Inxight Software's natural language processing platform, LinguistX Platform and Inxight's document summarization technology, Inxight Summarizer. The inclusion of Inxight's technology for understanding text at its most granular level provides Hummingbird Enterprise customers with multilingual search capabilities in 21 languages. Inxight Summarizer provides an intelligent solution to many problems inherent to online searches. The solution generates abstracts of any document in a fraction of a second, enabling users to scan large sets of information faster than reading the entire text. www.hummingbird.com, www.inxight.com

STRATIFY ANNOUNCES DISCOVERY SYSTEM 3.0

7/28/2003

Stratify, Inc. announced availability of Stratify Discovery System 3.0. Stratify Discovery System 3.0 combines transparent search, integrated categorization and entity recognition (such as people, locations and organizations) with taxonomy management capabilities. Discovery System 3.0 users can now leverage analytical capabilities that provide customized reports summarizing business critical information embedded in unstructured data, as well as visual discovery tools for advanced analysis and data mining. To ensure that Discovery System 3.0 is transparent to end-users it now includes a series of administrative usability and workflow enhancements to the Stratify Taxonomy Manager, Stratify's interface for managing all phases of the taxonomy lifecycle. Within the Taxonomy Manager a new security architecture integrates with enterprise identity management environments (i.e. LDAP and Active Directory) to provide granular control over taxonomies and topics. The new Stratify Discovery System v3.0 is available Q3 2003. www.stratify.com

DATOX & EASYPRESS SIGN PARTNERSHIP AGREEMENT

7/25/2003

Datox has signed an integrator agreement with the UK based company EasyPress Technologies. Atomik Xport, a product of EasyPress Technologies, is a solution for converting QuarkXPress files into rich XML content. Datox will provide turnkey solutions based on EasyPress Technologies' products to press editors who want to generate new revenue from their QuarkXPress print content. With Atomik Xport, any content from a QuarkXPress page (text, tabular data or images) can be converted into XML. The content is extracted without the need for manual intervention and can either be published directly on the web or stored in an archive system for future re-use. www.datox.fr, www.easypress.com/products/atomik

S&T PROFESSIONAL RESOURCES GROUP & METAVANTE SIGN RESELLER AGREEMENT

7/25/2003

S&T Professional Resources Group, LLC, and Metavante Corporation announced the signing of an agreement to allow Metavante to market S&T's eBusiness Content Manager (eBCM), to its clients. eBCM is a "turn key" web-based content management system, which allows companies to publish all types of documents, automate forms routing, create customized department web pages and manage their organization's Intranet with virtually no programming experience.

eBCM also integrates additional workflow solutions such as company procurement, time and attendance and cash settlement allowing medium-to-larger-sized companies to automate other labor intensive business processes. www.stbank.com, www.metavante.com

DOCUMENTUM ANNOUNCES eROOM 7

7/25/2003

Documentum announced the availability of the latest versions of its web-based collaboration products, Documentum eRoom 7 and Documentum eRoom Enterprise 7. The eRoom products are collaboration applications that can be adapted to and integrated with other enterprise systems to enable team collaboration. eRoom 7 is a standalone product. eRoom Enterprise 7 leverages deeper integration with the Documentum ECM platform, to enable content and collaboration services to interoperate under a common workflow. eRoom Enterprise 7 provides a unified content repository for centralized control, retention and reuse of collaborative content and process management technologies. Enhancements to eRoom Enterprise 7, available in the fourth quarter, will add deep structured process and workflow collaboration features. Documentum eRoom 7 is available immediately in English, with French and German versions available in early September. eRoom Enterprise 7 is also immediately available, with additional functionality available in the fourth quarter of 2003. www.documentum.com

CANTO RELEASES FREE UPDATES TO WEB PUBLISHER PRO AND

7/23/2003

Canto announced that Web Publisher Pro 1.0.2 and Internet Client Pro 1.0.2 are available immediately. Web Publisher Pro a tool for publishing and marketing your digital assets on dynamically generated Web pages to the Web. Internet Client Pro enables users to upload images and other documents into Cumulus catalogs and edit metadata. This can be done with a standard Web browser. Canto's technology is based on Cumulus Java Classes and JSP technology. Web Publisher Pro is an add-on Option for the Cumulus Workgroup and Enterprise Editions; Internet Client Pro is included with the Cumulus Enterprise Edition. Cumulus Web Publisher Pro 1.0.2 and Internet Client Pro 1.0.2 are updated releases in which various bugs have been fixed. With these releases, Cantos Cumulus Web Publisher Pro and Internet Client Pro are now more stable and efficient across all platforms for which they are developed. Both updated options are compatible with IBM WebSphere. Web Publisher Pro 1.0.2 and Internet Client Pro 1.0.2 are immediately available with English, German, French and Japanese user interfaces on Mac OS X, Windows, Linux and Solaris. Updates of Web Publisher Pro to Web Publisher Pro 1.0.2 and Internet Client Pro to Internet Client Pro 1.0.2 are free of charge. www.canto.com

CAMBRIDGE DOCS ANNOUNCES PDF2WORD FOR ROUND-TRIP EDITING

7/22/2003

CambridgeDocs announced the upcoming release of a new plug-ins for Microsoft Word: PDF2Word and Word2PDF. These plug-ins, part of the CambridgeDocs XML Content Backbone, showcase the functionality of XML by achieving two-way conversion of PDF files. The PDF2Word plug-in converts existing PDF files into RTF format for editing by Microsoft Word. The plug-ins add menu items to Microsoft word, which include opening PDF files. The other menu options include the ability to save to XML, and publishing to PDF using XSL:FO (XSL:formatting objects). The PDF2Word conversion keeps images, vector graphics, and formatting aspects of the PDF file as close as possible to the original. It works with Microsoft Word 2000 and Word XP. PDF2Word will be available for download from CambridgeDocs web site immediately. It retails for \$199, but is being offered for a special introductory price of \$99. Word2PDF will be available during Q3 of this year. www.cambridgedocs.com

VENETICA TO PROVIDE ENTERPRISE CONTENT INTEGRATION FOR INTERWOVEN 6

7/22/2003

Venetica announced its plans to support integration to the Interwoven 6 Platform. Through an alliance formed in December 2001, Interwoven delivers Venetica's enterprise content integration capabilities to Interwoven TeamSite Content Server customers through its ContentProvider Integration Server allowing business users to discover and work with critical documents from within Interwoven TeamSite Content Server - regardless of how or where the content is stored. In addition, Venetica is planning to make available a Bridge for Interwoven TeamSite Content Server repositories. This will enable companies to more easily leverage content created and managed within TeamSite Content Server from various business applications and portals.

www.interwoven.com, www.venetica.com

INTRASPECT LAUNCHES COLLABORATION & KNOWLEDGE MANAGEMENT SOLUTION FOR BEA WEBLOGIC PORTAL 8.1

7/22/2003

Intraspect Software, Inc. introduced the Intraspect Collaboration Solution for BEA WebLogic Portal 8.1, in conjunction with the launch of WebLogic Portal 8.1 and WebLogic Platform 8.1 by BEA Systems, Inc. The joint solution allows organizations to augment their BEA-based corporate portals with a full suite of collaboration and knowledge management capabilities to enhance corporate portals. The two technologies can allow users to create contextual communities within the BEA corporate portal that manage collaboration and knowledge around products, services, functions, expertise, customers, or other areas relevant to an organization. Intraspect's Portal Collaboration Solution for BEA WebLogic Portal 8.1 will be available in August 2003. www.intraspect.com

AUTHENTICA INTRODUCES PAGERECALL 3.1

7/21/2003

Authentica, Inc. introduced PageRecall 3.1, the latest version of its secure document solution that leverages Authentica's rights management technology to protect documents both during and after distribution. PageRecall enables organizations to share sensitive and valuable content without giving up control - it ensures that the content is always secure no matter where it is distributed or stored. PageRecall 3.1 adds distributed policy management flexibility, support for Single Sign-On authentication, fast Web viewing, enhanced certificate integration with government environments, screen capture applications defeated, support for Advanced Encryption Standard (AES), and multiple deployment options. www.authentica.com

ALFA-XP WEB SOFTWARE ANNOUNCES MICROPORTALS.NET

7/21/2003

Alfa-XP Web Software Company announced Microportals.NET, a "portal-on-demand" Web application hosting service that offers everything needed to design and operate microportal solutions in real-time, in a reliable secure environment totally controlled by the user. It is built on the latest Microsoft .NET technologies and on XML. This service is intended for users whose needs have out grown basic, simplistic Web hosting but who cannot afford high-priced content management or collaboration suites. Users can open an account and create their own microportal in a matter of minutes. Templates and wizards are provided to guide users in customization. Administration tools are made for business users, and allow for intranet or extranet setup

and user management, including defining access rights for various user groups (roles), folders, pages and even individual content objects within a particular Web page. accounts include a gallery of XML-compliant, reusable WebSnippets that can be customized. Additional galleries are available for workflow management, Web syndication, group collaboration, data collection, transformation and warehousing, analysis and reporting (data mining), business process modeling, and e-commerce. Pricing starts at \$20 per month for a personal edition and ranges to \$25,000 per year for a 250-license enterprise edition. www.microportals.net

INTERWOVEN LAUNCHES INTERWOVEN 6

7/21/2003

Interwoven Inc. announces the launch of Interwoven 6, their latest content management platform release. Interwoven 6 is "open" to all existing corporate data sources, "dynamic" to manage code and content simultaneously, "smart" to intelligently enrich content with metadata and "fast" with its technology and components. TeamSite 6.0 introduces ContentCenter - designed for fast user adoption. ContentCenter empowers all users to contribute and collaborate on content including business contributors, power users and technical developers. ContentCenter Standard (for business users) and ContentCenter Professional (for power users and technical developers) interfaces reduce the learning curve. Interwoven 6 also delivers a new customization framework - ContentServices UI Toolkit. Also, Interwoven 6 delivers a Services Oriented Architecture based on Web Services standards - Interwoven ContentServices SDK 2.0 - to enable fast and flexible integration with business applications in the enterprise. In addition, Interwoven introduced an enterprise compliance framework, "Interwoven Protect," designed to address internal governance controls and external regulatory mandates related to the creation, collaboration, and disclosure of corporate information. www.interwoven.com

iMANAGE ANNOUNCES PARTNERSHIP WITH ENTOLGY

7/21/2003

iManage, Inc. announced a new partnership with Entology. Entology serves a global 1000 client base, and has a presence in the investment banking, pharmaceutical and real estate markets. Under its agreement with iManage, Entology will now act as resellers of the iManage WorkSite MP solution in the enterprise space. www.imanage.com

PURECMS TO INCLUDE DOCUCOMP COMPARISON TECHNOLOGY

7/18/2003

GlobalSCAPE announced a technology integration partnership with Advanced Software, Inc. (ASI) to add the DocuComp comparison engine to its PureCMS Content Management software. DocuComp, best known as the "compare documents" feature in Microsoft Word, automatically shows managers, reviewers and other gatekeepers exactly where changes have been made on a document with redlining, underlines, and strikethroughs. The DocuComp comparison engine uses pattern matching techniques to compare any two versions of a file, reporting inserted, deleted, replaced and even moved text. PureCMS is available immediately from GlobalSCAPE based on a tiered, per-user license basis. Pricing begins at \$350 per user and is available for 3, 10, 20 and unlimited users. www.globalscape.com/purecms, www.docucomp.com

COAST PARTNERS WITH DOCUMENTUM

7/16/2003

COAST Software Inc., has formally partnered with Documentum, as a Documentum Technology Partner. COAST Software will work with Documentum to implement solutions that help streamline the Web publishing process for global organizations. Customers can automate the verification of content and ensure corporate Web site standards for quality, privacy, accessibility and operational security are maintained. COAST Web Quality Central is a standalone solution that allows organizations to continually monitor their Web sites with customized scans and scripts. Integrated into the Documentum workflow, these scans and scripts can automatically verify an author's content and provide immediate feedback if any quality or corporate compliance standards are violated. www.documentum.com, www.coast.com

COREL & XCENTIAL PROVIDE XML TOOLS FOR LEGISLATION CREATION

7/16/2003

Corel Corporation and Xcential Group, LLC announced a partnership to provide government customers an XML application specifically designed for the creation, amendment and delivery of legislation. Xcential's LegisPro is built upon the Corel XMetaL platform to create an environment that improves efficiency and reduces the costs associated with creating and maintaining legislation and regulations. The solution ensures all XML documents are valid, allowing editors to focus on the content of the measures rather than the markup users can write valid XML content without ever seeing a tag. Moreover, it enables government customers to easily automate the publishing process. www.corel.com/xmetal, www.xcential.com/legisprowriter.pdf

ACTIVEPDF & PERCUSSION PARTNER

7/16/2003

activePDF Inc announced a partnership with Percussion Software. According to the terms of the new agreement, activePDF will provide PDF conversion and manipulation functionality for Rhythmyx 5. Rhythmyx users can benefit from using activePDF technology to further streamline their document-automation processes. By leveraging activePDF's PDF-conversion functionality, Rhythmyx enables businesses to standardize their document format for distribution and storage, without requiring additional end-user training or costly desktop-based PDF conversion tools. activePDF also provides tools for PDF manipulation, offering functionalities for dynamic PDF form-filling and stamping of text and images on PDF documents. activePDF is available today for Rhythmyx's Document Management Module and Web Content Management Module. Rhythmyx customers may purchase activePDF directly from Percussion Software. www.percussion.com, www.activePDF.com

TOP IMAGE ANNOUNCES PARTNERSHIP WITH DOCUMENTUM

7/16/2003

Top Image Systems, Ltd. announced that it has become a technology partner of Documentum. Top Image Systems (TiS) provides an automated data capture solution, the eFLOW platform, that integrates data from multiple sources and of different types, such as invoices, freight and shipping bills, purchase orders and others, and by delivering the extracted data to enterprise applications such as document and content management, ERP, or CRM. Through the application connecting agents, eFLOW's Content Delivery module exports data to XML, text files, MS-SQL format, or to the common and standard format ASCII, and additionally exports both B/W

and color images. The Export module is open, including hooks that allow any required manipulation of the exported file names. eFLOW is incapable of 'losing' form pages, due to the system's image handling, which maintains all images in the multi-TIFF format.
www.TopImageSystems.com

FILENET & ILOG TO COMBINE BPM PRODUCTS

7/15/2003

FileNet Corporation and ILOG announced an agreement that will combine two software products - ILOG JRules and FileNet Business Process Manager - to increase the effectiveness of business process management solutions. The agreement calls for the integration of ILOG JRules and FileNet's BPM suite -- a combination that will boost agility by supporting the fine-tuning of process change through business rule management. The FileNet-ILOG integration provides data exchange of business objects between ILOG JRules and the FileNet BPM suite. Business analysts creating process flows can invoke business rules directly from the process-modeling environment and provide access to JRules' functionality, including the product's natural language rule editing capabilities. The combined solution allows customers to easily blend their process flow controls and business rules into a single, modeled environment, empowering business users and business analysts to rapidly modify processes and business rules without complex programming or IT involvement. www.filenet.com, www.ilog.com

INTRASPECT INTRODUCES SOLUTION FOR PORTAL COLLABORATION

7/15/2003

Intraspect Software, Inc. introduced the Intraspect Solution for Portal Collaboration designed for portals including BEA, Oracle, SAP, SunOne, Sybase, and Vignette. This solution enables organizations to augment their corporate portals with a full suite of collaboration and knowledge management capabilities quickly, seamlessly, and cost effectively. The Intraspect Solution for Portal Collaboration enables portal users to create shared "communities" to collaborate on areas relevant to the organization including strategic accounts, products, business processes and other topics of interest. These communities provide online workspaces to manage documents and content, discuss issues and strategies, make decisions, track tasks, and share status inside and across teams. Advanced security technology enables users to also perform many of these functions outside the firewall with both clients and partners, and it was designed so end-users can easily and safely create and manage their own communities. The solution is integrated with portals through partner-specific portlets and includes single sign-on capability for enhanced ease of use. Intraspect's Solution for Portal Collaboration will be available in August 2003, starting at \$75,000 including software and implementations services. The PMO/Project Delivery module can be included for an additional \$125,000 per server. www.intraspect.com

WEBWARE INTRODUCES ACTIVEMEDIA 4.5

7/15/2003

WebWare Corporation announced the release of WebWare ActiveMedia 4.5 digital asset management software suite. ActiveMedia Enterprise 4.5 and ActiveMedia Access 4.5 are the latest versions of the ActiveMedia software family, an extensible, out-of-the-box platform for integrating rich media content into web content management systems, sales and marketing portals, multi-channel content distribution systems, and e-commerce portals. The release features RetrievalWare software from Convera media processing engine that includes natural language search dictionaries for the pharmaceutical and financial markets. Other new features in the 4.5 release include greater integration with Adobe Graphics Server, a redesigned user interface built

on J2EE, distributed file processing, release of Microsoft Office integration plug-ins that enable the seamless submission of Microsoft Office documents, and a comprehensive installer. ActiveMedia Enterprise 4.5 and ActiveMedia Access 4.5 are currently available.

www.webwarecorp.com

ADOBE ANNOUNCES XML/PDF FORM DESIGN SOFTWARE

7/15/2003

Adobe Systems Incorporated announced new graphical design software for creating intelligent electronic documents. Leveraging PDF for presenting information and XML for processing data, the new form design software will enable organizations to design and deploy intelligent forms in PDF or in an XML Data Package (XDP). The new XML/PDF form designer software builds on Adobe's XML architecture that supports end-to-end document processes. It provides all the capabilities needed to design forms with precision, including the ability to easily define business logic and incorporate existing or user-defined XML schemas. By enabling form designers to include user-defined XML schemas they can use XML vocabularies specific to particular verticals or cross-industry standards. Forms can be deployed in PDF and then processed as PDF is today, or delivered as an XML Data Package (XDP) to be processed as XML. XDP files are simply XML files that contain XML form data, XML form templates, PDF documents and other XML information. They can be integrated with enterprise applications XML tools and web services. The new form designer will be available for beta testing during Q4 2003.

www.adobe.com/enterprise/xml.html

IBM ACQUIRES WEB CONTENT MANAGEMENT VENDOR APTRIX

7/15/2003

IBM announced it has acquired all the outstanding shares of Presence Online Pty Ltd (doing business as Aprtix), a privately-held, Australia-based provider of web content management software. Financial terms were not disclosed. This acquisition will help accelerate IBM's plans for the Lotus Workplace Content Development offering, a product that will be built based on the Aprtix technology. The Lotus Workplace Content Development software is available immediately. The acquisition has been finalized by IBM and Aprtix. Aprtix's employees and operations, including offices in London and Massachusetts, will be integrated with IBM Software Group's Lotus business unit. IBM anticipates that the Aprtix technology will soon come to market under the newly announced Lotus Workplace portfolio. www.ibm.com, www.aprtix.com

TELERIK LAUNCHES CMS COMPONENT - R.A.D.DESIGNER

7/15/2003

telerik announced the release of r.a.d.designer a componentware CMS built as an ASP.NET control. The product provides a completely visual environment for construction and content management of web-sites using a template-driven approach. r.a.d.designer has an open, extendable architecture, which allows developers not only to plug and reuse existing web-controls (menus, charts, content rotators), but also to enhance the core functionality of the system. telerik r.a.d.designer is meant to deliver the fundamental content management functions of a web-site. It is responsible for creating layouts, building individual pages based on those layouts, and filling the pages with content to be visualized. Everything beyond that depends on external web controls. The architecture of r.a.d.designer allows developers to reuse the components they have already written or purchased, like menus, charts, polls, news, etc. r.a.d.designer

is available in 2 run-time (domain-based) editions and 3 royalty-free editions: "Standard" license (1 domain/web-site) is \$395, "Professional" license (5 domains/web-sites) is \$995, "1 Developer" license is \$795, "4 Developers Team" license is \$1795, "Enterprise" license (unlimited developers) is \$2695. www.telerik.com/raddesigner

GAUSS PARTNERS WITH MDY

7/14/2003

Gauss and MDY Advanced Technologies, Inc. announced the first phase of a partnership to integrate VIP Enterprise, Gauss' Enterprise Content Management (ECM) software suite, with FileSurf, MDY's Electronic and Physical Records Management Software (RMS) certified under Version II of the U.S. Department of Defense (DoD) 5015.2 Standard. Joint customers will be able to leverage VIP Enterprise to streamline operations by making content accessible for use across business processes, applications, and locations, while FileSurf enables them to reduce the costs of regulatory compliance by automatically classifying, retaining, and protecting this content as corporate records. Under the terms of the initial phase of the partnership agreement, Gauss and MDY will initiate joint marketing and sales efforts and introduce each other into their respective customer bases. The companies expect the integration of the two software solutions to be completed in early fall of 2003. www.gaussvip.com, www.mdy.com

XYTHOS WEBFILE SERVER CERTIFIED WITH COMPUTER ASSOCIATES' CLEVERPATH PORTAL

7/14/2003

Xythos Software announced that its WebFile Server and CleverPath portlets have been certified ca smart with CleverPath Portal from Computer Associates International, Inc. Xythos Software's WebFile Server portlets help users access and manage file information directly from within the CleverPath Portal environment, accelerating the centralization of business information at the earliest stage of its life cycle so that it can be more effectively shared and protected. Xythos Software's WebFile Server portlets provide the flexible file sharing tools required for distributed work environment including content check-in/out, version control, file logging, and controlled access "tickets" for secure external collaboration. CleverPath Portal integrates information and applications into a personalized, intelligent and engaging environment that can be accessed from a web browser, mobile phone or wireless PDA. www.xythos.com

VERITY RELEASES ULTRASEEK 5.1

7/14/2003

Verity Inc. announced the availability of Verity Ultraseek release 5.1. A highlight of Ultraseek 5.1 is Layout Manager, a graphical user interface that reduces the administrative effort needed to design and deploy multiple search interfaces and results pages. It is designed to give administrators the ability to easily control all aspects of look and feel as well as search options, including results display, default collections, categories, passage-based summaries and spell suggest. Layout Manager allows delegation of this activity to business-line managers. Reporting Manager offers administrators insight into users' search behaviors and changes in search patterns to permit improvement of search relevance and usability. Detailed analysis reports can be generated on a wide range of search processes to help administrators and business-line managers improve the search relevance on their Web sites, including top search queries, queries yielding no results, top requested documents and query trends. Verity Ultraseek 5.1 also supports new file formats, including Star Office 6.0, OpenOffice 1.0 and .zip documents. www.verity.com

MICROSOFT ANNOUNCES SHAREPOINT CUSTOMIZATION WITH FRONTPAGE

7/14/2003

Microsoft Corp. announced that SharePoint Portal Server 2003 customers will now be able to customize their portal sites (in addition to Windows SharePoint Services sites) with Microsoft Office FrontPage 2003. Users will be able to: create custom Web Part pages, based on the drag-and-drop functionality of reusable Web Parts, which connect to information or applications elsewhere in the organization; use Web Part connections to build solutions that span multiple Web Parts pages; add, edit and configure Web Part zones - even without starting FrontPage; save custom Web Parts to a site catalog for reuse; use live XSLT Data Views to bring external data into SharePoint Portal sites; deploy data-driven pages on new Web sites using Web packages and reusable collections of Web pages; and create Web logs, issue-tracking lists, and news and reviews sites with just a few mouse clicks, and post them to the Web using just their browser. The features in FrontPage 2003 that enable customization of SharePoint Portal Server 2003 are found in the Microsoft Office System Beta 2 Technical Refresh, which also includes the latest versions of both products. The final release of the product will be in summer 2003; pricing will be announced at that time. <http://officebeta.microsoft.com/officeupdate>

NUXEO & NEXEDI TO COMBINE OPEN SOURCE PORTAL & ERP

7/14/2003

ERP5 and Collaborative Portal Server teams announced that they would join forces to provide a global Information System exclusively based on Open Source/Free Software. Collaborative Portal Server (CPS) is a content management and collaborative work system published under GPL license. ERP5 is an Enterprise Resource Planning (ERP) system published under GPL license. The Alliance of ERP5 and CPS will provide corporations with seamless integration of collaborative and quantitative information systems based on the Zope Open Source/Free Application Server. ERP5 allows to track quantitative information and implement management workflows. ERP5 features covers trading, invoicing, accounting, manufacturing, supply chain, stock, customer relation and product design. CPS allows a group of users to share documents in multiple versions, implement administrative and publication workflows and create a single point of access to corporate information and services. The ERP5/CPS Alliance will allow users to share basic technology building blocks such as common user authentication, distributed data synchronisation, and uniform internationalisation. It will also provide a common access to ERP workflow tasks from CPS portal page and CPS administrative and publication tasks from ERP5. www.nuxeo.com/en, www.nexedi.com

CADMUS LAUNCHES ARTICLEWORKS

7/11/2003

Cadmus Communications Corporation announced it has launched ArticleWorks, a content delivery and digital rights management system that enables publishers and other content providers to deliver content on demand in either printed or secure electronic formats. The ArticleWorks system includes two content delivery services: RapidCopy is a turnkey solution for ordering, tracking and delivering single or multiple copies of the print version of a document. RapidCopy offers a range of features including e-commerce and a service module with reporting features; RapidRights is an application for securing a document with multiple options for accessing the content. RapidRights encrypts and locks a PDF file to a user's computer and requires no special readers, plug-ins or additional software. www.cadmus.com

AUTONOMY TO ACQUIRE VIRAGE

7/10/2003

Autonomy Corporation plc and Virage, Inc. announced they have signed a definitive agreement under which Autonomy will acquire Virage for a purchase price of \$1.10 per share in cash. The transaction reflects a fully-diluted cash purchase price of approximately \$24.8 million, and a net cash purchase price of approximately \$13.3 million adjusted for Virage's expected cash balance as of September 30, 2003. The Boards of Directors of Autonomy and Virage have approved the transaction, and stockholders representing approximately 40% of Virage's outstanding shares have signed agreements to vote their shares in favor of the transaction at a special stockholders meeting to vote on the transaction. The transaction is expected to be completed late in the third quarter of 2003. Autonomy expects the transaction to be accretive to earnings per share within six months of closing, and expects to have a cash balance of approximately \$110 million following completion of the transaction. Combined Autonomy and Virage products are expected to be generally available during the first quarter following completion of the transaction. www.autonomy.com, www.virage.com

WAVE ACQUIRES B-MEDIA & PARTNERS WITH BANTA FOR CONTENT MANAGEMENT

7/9/2003

Banta Corporation and WAVE Corporation announced a strategic partnership to provide a complete range of software products for managing multi-channel publishing processes, including print, Internet and variable publishing channels. WAVE has acquired the intellectual property and assumed the future product development and technical support for B-media, Banta's enterprise-class content management software platform. This new partnership enables Banta to continue marketing and selling B-media software, while assuring existing customers receive a high level of software support. In addition, Banta will now offer its customers MediaBank, WAVE's asset management application, as well as the company's other print-related software products. www.banta.com, www.wavecorp.com

INMAGIC ADDS XML SUPPORT TO DB/TEXTWORKS LINE

7/9/2003

Inmagic, Inc. announced the release of XML support within its product line, DB/TextWorks with the release of DB/Text WebPublisher PRO v7.0 and related products. Inmagic's newly announced XML-based products allow customers to edit over the Web, including online validation lists. The upcoming release of DB/Text for Libraries v6.0, which runs on the DB/TextWorks platform, utilizes XML to provide corporate end-users with direct Web access to account information and self-service features such as self-renewal and checkout. In addition, DB/Text WebPublisher PRO utilizes SOAP. The new features in DB/TextWorks, WebPublisher PRO and DB/Text for Libraries complement the announcement earlier this year of Inmagic Content Server, Inmagic's enterprise level content management solution built on Microsoft SQL Server. www.inmagic.com

A2I ANNOUNCES WEBSHERE COMMERCE 5.5 SUPPORT & INTEGRATION FOR PRODUCT CONTENT MANAGEMENT & CATALOGS

7/9/2003

A2i, Inc. announced that its xCat system will support the new version of IBM's e-commerce platform, and also provide even tighter integration between the catalog content management capabilities of xCat and the e-commerce capabilities of version 5.5 WebSphere Commerce. In addition to support for WebSphere Commerce 5.5, which expands its capabilities for both B2B and B2C applications, A2i offers compatibility across all of IBM's strategic software products, including its DB2 Universal Database, WebSphere Application Server and WebSphere MQ software, running on a variety of different operating systems, including Linux. www.a2i.com

PERCUSSION & WATCHFIRE ANNOUNCE PARTNERSHIP

7/7/2003

Percussion Software and Watchfire announced a partnership to integrate Watchfire Compliance Connector (WCC) with Percussion's Rhythmyx 5 Enterprise Content Management system (ECM) incorporating website content quality, privacy and accessibility testing into the Rhythmyx workflow. In addition, the firms will conduct joint marketing and sales activities. Watchfire Compliance Connector is designed to enhance content management systems by testing Web pages managed by the CMS for quality, privacy and accessibility issues. Watchfire Compliance Connector for Rhythmyx 5 incorporates automated compliance standards into the Rhythmyx workflow to help identify and correct more problems up-front. Pages that fail any of the pre-defined compliance tests are automatically passed back to the content creator during the workflow approval process. www.watchfire.com, www.percussion.com

INXIGHT RELEASES THINGFINDER 3.5

7/7/2003

Inxight Software, Inc., announced the release of Inxight ThingFinder 3.5. The latest version of its 'entity extraction' software enables developers to extend the value of their applications, including information categorization, link analysis, data mining, business intelligence and CRM, by providing a means of quickly retrieving the most important pieces of information contained in large volumes of text the people, places, companies and other "things" contained within. New features and enhancements to the product include improved accuracy and speed, new relevancy ranking capabilities, the addition of support for three new languages and enhanced data normalization features. The latest version of ThingFinder provides new language support for Arabic, Farsi and Simplified Chinese. ThingFinder also supports English, French, German and Spanish. ThingFinder includes new relevance ranking capabilities that provide users with a score reflecting each entity's importance to a document as a whole. Inxight ThingFinder 3.5 is available immediately in a software development kit format. The ThingFinder functionality will also be made available in SmartDiscovery, Inxight's enterprise search and information discovery solution, later this year. www.inxight.com

SIBERLOGIC & COREL OFFER XML AUTHORIZING SOLUTION

7/7/2003

SiberLogic and Corel announced a public evaluation of a browser based XML Authoring Environment. The solution combines Corel's ActiveX XMetaL editor and SiberLogic's Author Dashboard. It provides access to the SiberSafe XML Content Management System (CMS) without having to install any software on your machine. The environment allows authors, casual

contributors and reviewers to participate in the XML based technical content production process without having to learn about XML technology. Both the SiberSafe CMS and XMetaL XML editor are accessed via the browser. There is a dockable toolbar for direct access to most often used tasks, such as create a new document, edit existing content, review to do list, etc. Power users have access to the desktop interface to manage document sets and reusable content. They can also configure workflow, grant object-level access permissions, define document templates, and manage publication and deployment of approved content. www.siberlogic.com

XENOS & XML GLOBAL SIGN LETTER OF INTENT

7/4/2003

Xenos Group Inc. announced the signing of a non-binding letter of intent pursuant to which Xenos is to acquire substantially all of the business assets of XML-Global Technologies, Inc. Xenos will acquire XML Global's intellectual property, customer relationships and will retain all employees. The transaction is subject to execution of a definitive agreement and all requisite regulatory and shareholder approvals. It is anticipated that the transaction will close on or about September 30, 2003. Further details will be made available upon the execution of a definitive agreement. www.xenos.com, www.xmlglobal.com

XYLEME ANNOUNCES VERSION 3.1 OF ITS XML REPOSITORY & LONDON OFFICE

7/3/2003

Xyleme announced the general availability of version 3.1 of Xyleme Zone Server, its native XML content mart that can be used to load, store, integrate, query, syndicate and deliver large volumes of XML data. Key features of version 3.1 include: an optional module for creating views that semantically associate the documents in the repository with high-level user or application views; the launching of Xyleme Development Kit (XDK) which is accessible through Web Services, SOAP or Java applications; an optional module for notification by email of changes to the content in the repository; optimized performance; and advanced linguistic functions, including spellcheck, phonetic correction, proper handling for accented words, automatic correction of typing errors, support for compound words, and morphology. Xyleme also announced the opening of its UK office, based in London. www.xyleme.com

ISYS 6.02 SEARCHES FLASH CONTENT

7/2/2003

ISYS/Odyssey Development Inc. announced the release of ISYS 6.02, which supports full-text searches of Macromedia Flash files. Based on the .swf file format, the multimedia development software is frequently used to develop visually rich Web sites and presentations, often including animated components. Available for its core solutions -- ISYS:desktop, ISYS:web and ISYS:spider -- ISYS 6.02 indexes text held in Flash files and also navigates through the files to index HTML or other document formats to which Flash files point. Additionally, ISYS can index and retrieve Flash files held on local file servers, or via ISYS:spider, which can capture and index Flash files found on external Web sites. www.isysusa.com

MEDIAPPS LAUNCH NET.PORTAL 2003

7/2/2003

Mediapps announced the new 2003 version of its Net.Portal software, including all intranet applications in one enterprise Suite. Net.Portal 2003 is not simply a corporate portal but also represents a comprehensive and out-of-the-box "Intranet Suite". Following Office Suites and ERP Suites, the Intranet Suite avoids the use of multiple enterprise software applications and the inherent cost and disparate user interfaces. Net.Portal 2003 includes all the features required for a corporate intranet (portal, personalization, content and document management, collaboration, workflow, project management, etc.) in one single product. All applications are consistent, using the same graphical interface and sharing the same data. www.mediapps.com

SOFTWARE AG ADDS INDEXING FOR NON-XML DOCUMENTS

7/1/2003

Software AG, Inc. announced that version 4.1.4 of its Tamino XML Server includes a new indexing tool for performing metadata searches on non-XML documents such as Microsoft Office and Sun StarOffice. Other text retrieval enhancements in Tamino XML Server 4.1.4 include phonetic document searches and retrieved text highlighting. Tamino's Non-XML Indexer plug-in module works with Tamino to extend the set of searchable metadata - such as author, creation date, date last modified, or file size - that is associated with non-XML documents. The module can create indices for standard document formats such as Microsoft Office (including Word and Excel), StarOffice (including Writer and Calc), OpenOffice, Plain text files (UTF-8), MPEG Audio (often known as MP3 files), RTF (Rich Text Format) and ZIP files. Tamino XML Server 4.1.4 is available now for Windows 2000/XP Pro, Linux (Intel systems and S/390) HP-UX, Sun Solaris 8 and IBM AIX 5.1 and 5.2. Later this month Tamino will also run on Sun Solaris 9. Separately installable on Tamino, the Non-XML Indexer plug-in module can be downloaded from the Tamino Developer Community. <http://developer.softwareag.com/tamino>

eMOTION ACQUIRES ARTMACHINE AND CLOSES \$2.5 MILLION

7/1/2003

eMotion, Inc. announced the acquisition of Artmachine. The company also announced the completion of a \$2.5 million round of financing. Most of Artmachine's current staff will be relocating to eMotion's headquarters in San Francisco, California where eMotion's CEO, Richard Fisher, and other key finance and marketing executives are based. eMotion plans to use the financing to facilitate the integration of eMotion and Artmachine technologies onto its next generation platform, to enhance customer support and marketing initiatives, as well as to expand the North American sales team. www.emotion.com, www.artmachine.com

HUMMINGBIRD ACQUIRES VALID INFORMATION SYSTEMS

7/1/2003

Hummingbird Ltd. announced the acquisition of Valid Information Systems Limited (Valid). Founded in 1989, Valid is a privately held company that is in the compliance and records management market in the United Kingdom. Hummingbird acquired the shares of Valid for initial consideration of British Pounds 10 million (US dollar 16.5 million) in cash and additional consideration of British Pounds 8 million (US dollar 13 million) in cash payable over 2 years, based on performance targets. Valid will operate as a wholly owned subsidiary of Hummingbird, continuing to support and maintain all customer implementations. Hummingbird will continue to sell the Valid products in the UK without interruption. The existing Valid management team and employees will remain with their current responsibilities and positions.

www.hummingbird.com

RECENT ISSUES

Issues from 1993 thru 1998 are \$15 if in print. More recent issues are available in PDF for various prices and may be available in print form for \$30. See www.gilbane.com or call for more information.

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CALENDAR

The Gilbane Conference on Content Management. September 9-10, exhibits September 9-11, *Moscone Center, San Francisco*. Our annual conference is *the* place to go to learn what is happening in content management from the industry thought leaders. We cover technologies, best practices, and market trends. The event is designed for beginners, experienced implementors, and IT and content strategists from all vertical industries. Co-located with our partners at Seybold Seminars.
www.gilbane.com/gilbane_at_seybold_03.html

Software AG/Gilbane Report Seminar – XML: Theoretical to Practical, What Really Works. Sept. 18 - Reston, VA, Hyatt Regency Reston - Sept. 24 - Seattle, WA, Hyatt Regency Bellevue - Oct. 1 – Manhattan, NYC, NY Marriott East Side. Join Software AG and Sebastian Holst of the Gilbane Report for a presentation on the role of an XML repository into today's enterprise infrastructure. Stellant will discuss the role of XML in content management systems. Finally, XML experts will demonstrate how to apply these concepts today. A live Q&A session will allow you to ask questions of the experts and focus on information most valuable to your organization. www.softwareagusa.com/buildwithXML/seminar/bwb.asp

Gilbane Report Tutorial on the State of the Art in XML Content Management, at XML 2003. December 7, *Pennsylvania Convention Center Authority*. Join Bill Trippe for this day-long session which will provide you with an overview of current approaches to XML-based content management, and incorporate the lessons learned from case studies presented by guest speakers who have implemented solutions. Prerequisites: Background in XML and content management, including a basic understanding of XML terminology, concepts, syntax, and related standards. www.xmlconference.org/xmlusa/2003/sunday.asp#4

We have more events on the way! Bookmark the link below for updates and stay tuned

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