

THE GILBANE REPORT

Content Technology Works!

TRENDS, BURNING ISSUES, AND NOTES FROM THE GILBANE CONFERENCE

Our most recent conference was held in Boston, November 30 – December 2, (www.gilbane.com/CM_conference_Boston_04.html) and drew an enthusiastic collection of companies looking to implement their first, second, or third (or more) content management system. While most were looking at Web or enterprise content management, many were also involved with document management, knowledge management, electronic records management, and digital asset management. In fact, aside from the standing-room only keynote session, the conference sessions on Enterprise Information Integration (EII) were the most crowded. Multi-repository integration is neither fun nor easy, so it is notable that the interest in EII is finally showing signs of serious interest. In addition to integration, multi-channel publishing, compliance, multi-lingual publishing, “best practices”, rich media, and technology and vendor futures were all hot topics.

Dick Vacca, who has contributed to the Gilbane Report before (*Volume 7, Number 7, “The IMS, Metadata, and Web-based Learning Resources”*) and is just returning to the industry, attended the conference and spoke with many of the attendees and participating analysts. For this issue Dick has put together a report on what he found that is a combination of his own fresh perspective and what he heard from others who are deeply involved in the industry.

If you were not able to join us in Boston, our [next conferences](#) are in San Francisco in April and Amsterdam in May. Hope to see you there!

CONTENTS

Trends, Burning Issues, and Notes from the Gilbane Conference	2
Industry News	8
Subscription Form & Calendar	32

Vol. 12, No. 8

www.gilbane.com

Published by:
Bluebill Advisors, Inc.
763 Massachusetts Ave.
Cambridge, MA 02139
USA
(617) 497.9443
Fax (617) 497.5256
www.bluebilladvisors.com

Editor:
Frank Gilbane
frank@gilbane.com
(617) 497.9443

Editors Emeriti:
Tim Bray
tbray@textuality.com
(604) 708.9592
David Weinberger
self@evident.com
(617) 738.8323

Senior Editors:
Mary Laplante
mary@gilbane.com
(617) 497.9443 ext 212
Bill Trippe
bill@gilbane.com
(617) 497.9443 ext 115
Bill Zoellick
billz@gilbane.com
(617) 497.9443 ext 213

Associate Editor:
David Guenette
mark@gilbane.com
(617) 497.9443 ext 113

Contributing Analysts:
Mark Walter
mark@gilbane.com
(617) 497.9443 ext 218
Glen Secor
glen@gilbane.com
(617) 497.9443 ext 217

Production Assistant:
Sarah G. Dionne
sarah@gilbane.com
(617) 497.9443 ext 114

Subscriptions:
sales@gilbane.com
(617) 497.9443
Customer Service:
customersevice@gilbane.com

Consulting Inquiries:
consulting@gilbane.com
(617) 497.9443 ext 112

Content Technology Works™ &
Gilbane Report White Papers:
Mary Laplante
mary@gilbane.com
(617) 497.9443 ext 212

Events:
conferences@gilbane.com
(617) 497.9443, ext 116

TRENDS, BURNING ISSUES, AND NOTES FROM THE GILBANE CONFERENCE

Trend spotting is a sometimes thing. Sometimes you observe real movement, and sometimes you just catch a blip. To catch trends at the [Gilbane Conference on Content Management Technologies in Boston](#) (November 30–December 2, 2004), we collected the trend-worthy thoughts of the half-dozen industry analysts in the “Technologies and Trends” panel that opened the conference, as well as from a trio of Gilbane analysts (Mary Laplante, Bill Trippe, and Mark Walter) and Tony Byrne of CMS Watch.

INTEGRATING ENTERPRISE CONTENT

Enterprise Information Integration (EII) (or Enterprise Content Integration (ECI) – we consider them the same) isn’t a trend so much as an ongoing battle, one that now extends to the edge of the enterprise.

Mark Walter sees interest in EII increasing as organizations realize that for the foreseeable future they will be living with multiple content systems, and not consolidating all of their content into a single warehouse. (One conference presenter reported that 78 percent of organizations with CM have more than one system installed, and about 34 percent have six or more.) Consequently, companies must build scalable bridges, or “media buses,” to connect different content repositories and allow wider access to their content. That many face this problem was evident by the packed EII sessions and the lively debates they provoked.

In the marketplace, in addition to EII vendors such as Context Media and meta-tomix, the major CM suppliers offer large, multifaceted suites to compete for EII business, and some vendors, like Vignette, offer their own EII capability. IBM’s recent acquisition of Venetica and Documentum’s acquisition of askOnce earlier this year signal growing awareness that vendors must not only make their own products work well together, but also work well with those of their competitors. This segment of the content market is still emerging, but we are now starting to hear success stories, such as the Meredith and Wachovia cases recently profiled in the Gilbane Content Technology Works (CTW) program.

Of course, the cost of EII isn’t just in the software licenses, it’s also in professional services, and organizations are still having trouble estimating that expense. Tony White of the Yankee Group put a number on that weakness: 15 percent. A Yankee Group survey of 20 EII projects reported that on average the estimated labor cost was about 15 percent of the actual labor cost, and that the organizations estimated that they would spend 72 cents on labor for every dollar spent on integration software. That was about 15 percent of what they actually spent, which was \$4.73 per software dollar.

MAKING MORE OF MULTI-CHANNEL DELIVERY

There is both widespread interest in multi-channel publishing, and real results to report. With the maturity of XML and the vendor weight behind it, we can expect the adoption rate to keep increasing in 2005.

Regarding XML itself, the long process of developing and solidifying XML and its related standards is drawing to a close. The process will be complete when XQuery becomes a W3C technical recommendation in mid-2005. This stabilizes the environment for developers and sends a clear signal to fence-sitters—and there are many, as adoption rates have not kept pace with predictions—that it is time to implement. The arrival of Office ML can only bring more users into the fold. All this encourages the wider adoption of multi-channel publishing.

Bill Trippe points to a strong increase in multi-channel publishing based on XML single-source content and transformation technologies such as XSLT and XSL-FO. The XML publishing and repository vendors support this, noting that they've seen an uptick of interest over the past six months and sales up substantially for the year.

Mark Walter sees an increasing interest in the use of customization and personalization in digital printing to make print communications more relevant and cost-effective. (It must be working; a GMC Software spokesman said the only thing holding back some of their customers was the speed of the printers.) The challenge is to keep print in sync with other modes of delivery, especially the web. The reality is that source content is still too often geared to a single channel.

Walter also noted that the market is realizing that high-quality design and XML automation need not be mutually exclusive. While ECM vendors have been slow to respond to this trend, he sees more progress in 2005, from both the major software houses and the niche players.

Related to multi-channel delivery is the need to move content management downstream, closer to the consumer. We hear the phrase "content in context" to describe this. We have long talked about reusing the same XML content element in multiple document types, and about repurposing that document type on multiple delivery channels. Now publishers can use XML to add targeted delivery to the channel definition, for example to define an item's expiration date or priority in a presentation hierarchy.

This shifts the emphasis in multi-channel delivery from being about formats to being about audiences. Percussion, for one, is talking more about tailoring messages for specific audiences on a channel than about format conversion.

COMPLIANCE: A TREND OR A COST OF DOING BUSINESS?

The topic of compliance, whether driven by external or internal factors, drew significant interest, and definitely more from the vendors than the analysts. Externally driven compliance requirements, Sarbanes-Oxley in particular, are front and center now. Internally driven compliance requirements, the organizational policies encompassing enterprise rights management and corporate governance, is potentially an issue with a broader reach.

Compliance in the context of CM was first raised in the analyst keynote panel, where the prevailing opinion was that compliance requirements were no more than a sub-driver in the decision to invest in CM. But Steve Ashley, who works for the investment firm Robert W. Baird, countered that compliance has long been a driver of CM adoption in such markets, and will remain so. Whether SOX com-

pliance requirements alone will drive incremental CM demand in 2005 and beyond is unknown.

Bill Trippe noted that companies are certainly motivated by the various compliance initiatives, but this motivation has not yet translated into writing checks. He also noted the confusion in the market today, with everything from storage hardware to firewall software attaching itself to compliance, and various content technologies in line for a piece of the action. But he's seen enough to be convinced compliance is a CM trend to watch.

Many vendors on the Expo floor were talking up compliance solutions, including Documentum, IBM, Infodata, Interwoven, Open Text, Stellent, Vignette, and Workshare. Compliance is also creating opportunities for specialists in XML publishing, document security, and rights management.

Process automation will be key. The first year of SOX compliance was painful, with too many companies relying on costly manual processes that must be automated. But compliance can include document and record management, rights management, mail and messaging control, search, collaborative workflow—a veritable stew of enterprise content technologies.

Compliance applications are not new. CM has had a major role in litigation support and regulatory filings for years and companies have built up significant XML expertise through using it as a submission format. It was the promise of financial reward or fear of penalty that drove the acceptance of CM in the pharmaceutical and financial industries. And so it may well be with SOX. The threat of financial scandal will enable CEOs and CFOs to make the business case for CM in public companies outside the already regulated industries, and this should spur CM investment.

And did we mention the Freedom of Information Act and the Patriot Act?

The preponderance of external compliance drivers may actually serve as a prelude to compliance at the internal corporate level. Mary Laplante looks at compliance and sees an upside-down wedding cake, with the largest layer at the top representing enterprise document policies and procedures. Subordinate to it is the smaller layer of enterprise rights management, and subordinate to that in turn is corporate governance. Finally in the smallest layer at the bottom is the individual requirement—for instance, SOX. The implication is to put corporate policies in place first, and respond to individual requirements from there.

Developing corporate content policies and rules—what to save and what to delete, who has access and who does not, what can be contained in an email attachment and what cannot—will be a major endeavor. Laplante sees growing awareness of the need for it, however, and this will grow over the next 18 months.

The issues surrounding what to save and how to save it bring added depth to the compliance discussion. It may be necessary to prove to a regulator or a court of law, for example, that some combination of information came together as content on a web page at a certain point in time. What is the role of CM in providing such evidence?

Alan Pelz-Sharpe of Ovum said at one point that we can't afford to manage everything. Hadley Reynolds of Delphi cautioned the audience to beware of compliance as an investment sink. One of the ECM vendors has a new category of prospect, the "stay out of jail" customer. It all has to come together. We will surely be visiting this topic again in the coming year.

CONTENT MANAGEMENT MARKET TRENDS

Steve Ashley brought the good news about our business: "The market is coming to the technology." Content management companies are growing faster than those in the software space in general. Ashley pointed to two factors contributing to that success: product architectures are better, and products continue to offer more functionality. Companies can continue to grow if they address compliance issues like SOX, tame web sprawl, and show they can deliver on cross-domain functionality.

In the past year FileNet has closed four CM deals worth more than \$5M, and deals that big for technologies other than imaging are significant. They suggest that financial service companies are extending CM across the enterprise for the first time, a trend that could continue for years.

Josh Duhl of IDC pointed to the bigger deals as evidence of vendors having trusted status in particular vertical markets by virtue of their superior domain expertise (FileNet in financials, Documentum in pharmaceuticals). They're entrenched and won't be replaced easily.

HERE COME THE BIG GUYS

What to make of Oracle and Microsoft entering the CM market? (Oracle in fact announced the release of Oracle Files 10g in early December.) Perhaps it is a sign of confidence in the CM market. Reynolds noted it will be some time before today's CM vendors need to worry about Microsoft or Oracle, because the platform vendors can't address the advanced needs of the verticals, as can FileNet and Documentum. Pelz-Sharpe wasn't so sure; if Oracle offers the basics at \$100/seat and sells library services as a commodity, it will be hard for a CM vendor to argue against them on the basis of extra functionality.

Oracle's Rich Buchheim did provide some insight on Oracle's strategy. They see a large market ahead, as companies who say they want CM today are only a small segment of the potential market. Upwards of 90 percent of all content resides unmanaged on file servers and desktops, and there is a huge gap between that unmanaged store and today's CM systems. Oracle's place is in that gap, and they expect to grow when those file servers are upgraded or replaced by content servers.

APPLICATION SUITES, BEST OF BREED, AND DEPTH OF POCKETS

When asked to comment on whether to base an implementation strategy on best of breed or suites, the analysts acknowledged the importance of suites, but opinions varied on implementation.

Hadley Reynolds claimed that there is no best of breed anymore; the idea's been done in by the pace of mergers and acquisitions, and the suites are what remain. Mike Maziarka countered by noting that IT and executive respondents in CAPV surveys prefer best of breed solutions to the suites, but he did admit finding the best of breed is harder now. Alan Pelz-Sharpe suggested that for large organizations, suites make sense, but smaller organizations might be better off elsewhere, perhaps on hosted applications.

A large enterprise needing a full range of ECM services will probably select an application suite. But the mid-market customers – those with market capitalizations of up to \$5B – have been doing well with best of breed.

Until recently, mid-market companies viewed CM software as too costly, too complex, and too hard to learn. Its scale was wrong for the CM problem being solved. They could not find a right-sized product to fit their needs and budgets, so they built their own. Today that is reversed. Best of breed vendors are offering products that are less expensive and less complex, with interfaces that enable non-technical users to participate in content development and management. In the words of one vendor, "underserved markets are where the innovation is."

There were numerous companies at the Gilbane show competing in this space, including Ektron, Fatwire, HotBanana, Percussion, RedDot, Serena, SilkRoad Technology, and others. They focus on one or two specific technologies and work with partners. All are built on principles of ease of use. And many are replacing home-grown content managers. There is no predicting what merger and acquisition activity will do to their ranks, but in the meantime, if innovation is a trend, it was on display in Boston.

HOSTED WEB CONTENT MANAGEMENT SERVICES

Hosted applications are not new, and they have been tried with varying degrees of success for CM. However, market interest in Atomz and CrownPeak indicate that at least some of the vendors in this market are getting it right. Four members of the analyst panel suggested that especially for small and mid-sized companies, it was worth looking at the hosted approach for a variety of reasons. One is favorable economics: rather than buying an application for hundreds of thousands of dollars, a company can lease much of the same functionality for a few thousand dollars a month. Second, site implementation time is measured in weeks rather than months. They also excel in the ease of use department.

The hosted applications only provide WCM, which limits their use to this single but sizable market, where there's a lot of room to grow.

SEARCH STEPS UP

Mary Laplante sees a growing importance for search technologies, not just to answer queries but also to mine search results, build subsets of them and target them for specific audiences with specific interests. The search landscape is moving away from its knowledge management focus, with advances in categorization, taxonomies and their applications, and metadata tagging. Given the

continued growth of unstructured content, it opens up some new market opportunities.

It is an indication of the sophistication of the search marketplace that you can now talk about taxonomies without having peoples' eyes glaze over.

CAVEAT EMPTOR

Our last word in trends comes from Tony Byrne of CMS Watch, and it's about you, dear readers: Byrne sees buyers who are both more sophisticated and more jaded than they were a few years ago. They have been through a CMS implementation and want to "do it right" this time. They have practical requirements and a sharp focus on user needs in general and usability in particular—having been burned previously by hard-to-use systems that weren't adopted.

Byrne also sees buyers who are looking for point solutions to specific business problems or scenarios, rather than bending a one-size-fits-all product to their particular use case. And they view content management as a process rather than a series of discrete projects.

If the buyers are getting smarter, it's a sure sign of a maturing market.

Dick Vacca, richard.vacca@comcast.net

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.

APACHE LENYA 1.2.1 RELEASED

12/31/2004

The Apache Lenya development community announced the 1.2.1 release of Apache Lenya. Apache Lenya is an Open-Source Content Management System written in Java and based on XML and XSLT. Lenya is built on top of Apache Cocoon and other components from the Apache Software Stack. Its XML-centric architecture allows for content delivery targeted to the capabilities of various devices, and avoids data lock-in. Apache Lenya is built around Off the Shelf components from the Apache Software Foundation. Apache Lenya comes with the features you can expect of a modern Content Management System, such as Revision Control, Scheduling, a built-in Search Engine, separate Staging Areas, and Workflow. Apache Lenya 1.2.1 is based on Cocoon 2.1.5.1, but Lenya 1.2.1 is also known to work with Cocoon 2.1.6. You can use Cocoon features such as Caching, multi-channel output, and its many connectivity options to quickly build customized solutions to meet your specific needs that are not already covered by Apache Lenya. <http://lenya.apache.org>

IDETIX SOFTWARE SYSTEMS ANNOUNCES VERSION 4.3 REVIZE CONTENT MANAGEMENT SOFTWARE

12/22/2004

Idetix Software Systems' Revize Version 4.3 Web Content Management Software is now available. Changing or adding web page content is easier with Revize v4.3. Simply go to the page on your website and start editing. Adding content to a website with Revize v4.3 Contextual Edit Forms is also easier to do. No special tools or training is required. Every task is done through the browser by simply clicking and typing, using a Microsoft Word-like rich text editor, within the exact context of the webpage and seeing the results as you go. The Revize v4.3 template builder is a WYSIWYG (what you see is what you get) visual editing tool incorporated as a Macromedia Dreamweaver extension. Revize v4.3 offers the ability to publish both static HTML pages and dynamic pages and publishes dynamic pages to any corresponding web server that would include the following types of dynamic pages: .jsp, .cfm, .php, .asp, .aspx, etc. www.idetix.com

FORRESTER: CONTENT MANAGEMENT COULD BE NEXT "KILLER APP"

12/20/2004

Enterprises plan to increase IT spending by 3.9 percent in 2005, according to a new survey of 1,368 IT decision-makers at North American and European enterprises from Forrester Research, Inc. It affirms the 7 percent increase in overall North American IT spending that Forrester projects for 2005, which includes spending by small and medium businesses, as well as spending outside IT departments. Fifty-four percent of the executives polled have a positive outlook for their business in 2005, compared with 44 percent last year. Business services, financial services, and insurance were the most optimistic industries. Public sector organizations are increasing IT spending by 7 percent in 2005, compared with a decrease last year. Applications are the big winner for budgets in 2005. Fifty-nine percent of decision-makers surveyed identified deployment or upgrade of major packaged applications as a priority, replacing security as the top priority from the past year. Thirty-eight percent of decision-makers consider support for

governance, such as Sarbanes-Oxley, a critical priority, while 65 percent said it was a priority. Demand for business intelligence (BI) increases 9 percent. Content management could be the next "killer app." Purchase plans for content management increased 15 percentage points from last year, as firms adopt enterprise-wide strategies for managing Web content, documents, records, and digital assets. www.forrester.com

W3C ISSUES XINCLUDE 1.0 AS A W3C RECOMMENDATION

12/20/2004

The World Wide Web Consortium (W3C) has published XML Inclusions (XInclude) Version 1.0 as a W3C Recommendation. XInclude 1.0 provides a method for merging multiple XML documents into a single composite document. XInclude 1.0 is a generic mechanism for merging XML documents. This function is important for software applications that need to easily combine XML documents. XInclude 1.0 can be used in environments without DTD (Document Type Definition) support, more common since the adoption of XML schemas. Unlike the mechanism used in DTDs, i.e. XML external entities, XInclude gives the content author a fall-back mechanism in cases where the external document cannot be retrieved, for whatever reason. XInclude allows an application to leverage the syntax in existing XML constructs - elements, attributes, and URI references. XInclude allows an author to choose how to include another XML document in new composite content - either as markup or text. In addition, no XML entity declarations, which were required in the older method when using DTDs, are required for XInclude. XInclude 1.0 can be used with any version of XML, as well as other existing XML-related specifications, such as the XML-family components XML Schema and XSLT, as well as with XML applications such as the Scalable Vector Graphics (SVG) and VoiceXML 2.0. XInclude 1.0 also takes advantage of the XPointer Framework and can be used to include sub-resources, such as fragments of XML documents, that are identified by a separate xpointer attribute. www.w3.org

INFODATA RELEASES ANNOTATION SUITE 2.0

12/16/2004

Infodata Systems Inc. announced the general availability of its new Infodata Annotation Suite 2.0 product, built from its AnnoDoc technology. Annotation Suite 2.0 delivers the functionality organizations require to ensure the integrity of content as it relates to compliance mandates such as 21 CFR, Sarbanes-Oxley, HIPPA, DoD 5015.2 and others. Annotation Suite 2.0 offers organizations the means to implement a single annotation technology across any content repository (ECMs, databases, or line of business applications) while providing individual businesses units control over their unique content review processes in a manner that ensures compliance. Annotation Suite 2.0 specifically addresses the business processes around document reviews by allowing distributed teams of colleagues to review and comment (i.e., "annotate") documents in parallel. Annotations are stored separately to maintain the document's original source structure. All changes to annotations are tracked by a complete audit trail. Infodata Annotation Suite 2.0 provides compatibility to a broad set of environments, including EMC/Documentum (4.x, 5.x, DCM 4 and 5, and numerous client types). Third party integrations also include Adobe Acrobat 5 and 6, and Lipient's PDFAqua 4 and 5. In addition, this release includes the integration to IBM's DB2 Content Manager for Multi-Platforms v8.2 thus providing the opportunity for multiplied thousands of additional users to incorporate and leverage Infodata's annotation technology for improved management of compliance documents. www.infodata.com

VERITY ACQUIRES DRALASOFT

12/16/2004

Verity Inc. announced the signing and closing of its acquisition of Dralasoft Inc. for an all cash payment of approximately \$8 million. Dralasoft became a wholly-owned subsidiary of Verity as a result of the transaction. Dralasoft's ongoing business includes its customer base and sales pipeline as well as its technology portfolio, consisting of component-based business process management solutions and business activity monitoring (BAM) software. It includes Dralasoft Workflow, an enterprise BPM suite that features an orchestration engine with a suite of graphical tools including Dralasoft Workflow Studio, a visual design tool. In addition, Dralasoft Workflow is an embedded application found in many software products used in several vertical markets. As part of the transaction Verity is offering continued employment to all Dralasoft employees, including its founder, president and chief technology officer, Suresh Ramaswamy. Verity intends to utilize Dralasoft's BPM technology as a means to better unify the capabilities of Verity's Intelligent Content Services and Content Capture/Process Automation offerings. Verity expects the Dralasoft acquisition to be accretive within the fourth quarter of its current fiscal year. The company will offer details on re-branding initiatives as well as service and maintenance programs shortly. Verity will immediately market the Dralasoft products through both its direct and OEM sales organizations. www.verity.com

SLEEPYCAT SOFTWARE RELEASES BERKELEY DB XML 2.0

12/14/2004

Sleepycat Software announced the general availability of Berkeley DB XML 2.0. The major new release includes support for XQuery 1.0 as well as performance and usability enhancements. New features in Berkeley DB XML 2.0 include: XQuery 1.0 support that allows application portability through complying with the July 2004 draft of the XQuery standard, XPath 2.0 support that allows the selection of a portion of an XML document, PHP API support to enable developers using the PHP scripting languages to work with XML documents, improved query performance that can be up to 10 times faster for multi-megabyte XML documents, ability to control storage granularity of documents (whole documents or nodes) to optimize query performance, XML document streaming into database that simplifies how documents are stored, and documents can now be streamed in from an URI, memory, or file. www.sleepycat.com

VERITY OPENS VERITY ITALY

12/13/2004

Verity Inc. announced the establishment of Verity Italy, a wholly-owned subsidiary that will be based in Milan. The opening of the Milan facility marks an expansion of Verity's operations in Europe, which includes in-country presence in the Benelux, France, Germany and the United Kingdom. Verity Italy will sell Verity K2 Enterprise advanced search, classification and recommendation software as well as add-on capabilities such as Verity Collaborative Classifier and Verity Extractor. The company's existing resellers and partners will continue to sell Verity K2 Enterprise and Verity Ultraseek enterprise search engine, as well as the company's content capture and process automation products: Verity TeleForm and Verity LiquidOffice. www.verity.com

GILBANE CONFERENCE IN BOSTON PROVES STRENGTH OF DEMAND FOR CONTENT MANAGEMENT TECHNOLOGIES

12/13/2004

The Gilbane Report and Lighthouse Seminars announced record numbers of conference attendees and visitors to the technology demonstrations at the Gilbane Conference on Content Management Technology held last week at the Westin Copley in Boston, MA. Also announced were the dates and venues for three Gilbane events to be held in 2005: San Francisco at the Sheraton Palace April 11-13, Amsterdam at the RAI Centre, May 25-27 (co-located with XTech 2005), and Boston at the Westin Copley Nov. 29 - Dec.1. Sponsors of the Gilbane Content Management conference in Boston included EMC (NYSE:EMC), GMC Software, Interwoven (NASDAQ:IWOV), Open Text (NASDAQ:OTEX), Stellent (NASDAQ:STEL), and Workshare. Other sponsors include Oracle (NASDAQ:ORCL), the Integration Consortium, OASIS, IDEAlliance, InfoWorld, CMSWatch, EContent magazine, Transform magazine, Web Services Journal, XML Journal, Business Wire, and the Gilbane Report. Additional exhibitors-to-date include Arbortext, Artesia, Astoria, Atomz, aXtreme minds, ClearStory Systems (OTCBB: CSYS), Context Media, CrownPeak Technology, Day Software, EG07, Ektron, FAST, FatWire, GlobalSight, Hot Banana, IBM (NYSE:IBM), Idiom, Infodata, Information Mapping, Infostoria, Inmagic, IXIASoft, Mark Logic, Mediasurface, Ovitass, Percussion Software, PaperThin, Quark, RedDot Solutions, Refresh Software, SchemaLogic, Scientific Software, SDI, Serena, SiberLogic, SilkRoad Technology, Software AG (TECDAX:SOW), ThomasTech Solutions, Translations.com, Vasont, Vignette (NASDAQ:VIGN), and Vivisimo. See the full release with quotes from attendees and exhibitors at www.gilbane.com/gr_news_12.13.04.html, www.gilbane.com/conferences/overview.html, www.lighthouseseminars.com

HOT BANANA INTEGRATES WEBTRENDS 7 WEB ANALYTICS WITH ITS CONTENT MANAGEMENT SYSTEM

12/13/2004

Hot Banana Software Inc. announced the integration of WebTrends Web analytics solutions with Hot Banana's Web CMS. The integration is designed to assist Hot Banana's mid-sized clients to easily adopt Web analytics to accelerate their business results. With this integration, Hot Banana clients can set up WebTrends solution's content groups, campaigns and conversion scenarios from within the Hot Banana interface. As a result, clients will be able to determine which campaigns are driving the best results; understand which areas of the site require improvement, and which are of most interest; and evaluate how to best optimize Web site conversion scenarios to increase the number of visitors fulfilling their business goals. Hot Banana's customer Web sites can be analyzed with WebTrends 7, which utilizes data collection technology called WebTrends SmartSource, based on page tagging. By integrating WebTrends SmartSource with Hot Banana's Web CMS, customers can automate the process of tagging and testing Web pages for analysis using the Hot Banana interface to minimize hand-coded errors and ensure that their sites are properly coded for collecting Web traffic and visitor behavioral data. www.hotbanana.com, www.webtrends.com

SILKROAD LAUNCHES EPRISE DOCS TO POWER DOCUMENT MANAGEMENT

12/13/2004

SilkRoad Technology, Inc. announced the availability of Eprise Docs, a document management system fully integrated with Eprise 2004, SilkRoad's content management system. Eprise Docs enables organizations to manage the flow of documents and information throughout the enterprise and to the Web. Eprise Docs exposes Eprise's core library services, including check-in, check-out, version control, roll-back, meta-data management and workflow, through an exten-

sion to Windows Explorer that exposes a remote document tree along with a custom toolbar to activate functions. A full Web interface for adding, browsing, retrieving and sharing documents is available for remote access. Eprise Docs' roles-based security system is fully integrated with Eprise 2004, enabling businesses to distribute permissions through recursive role delegation. Eprise supports its own native security and can also be integrated with user directories such as NTLM, ADS, and LDAP. Users can even use single sign on (SSO) through NTLM or third party SSO applications. Within Eprise Docs, users can apply rules for data added to folders. For example, a folder may be restricted to allow only image files. Further, when a document is dropped into a folder, events may be triggered. These events include prompting a user to enter meta-data, notifying users of the document or starting a workflow process. Eprise Docs enables both the consumption of Web services and exposes Eprise Docs functionality as callable Web services. www.silkroadtech.com

LIQUID MACHINES ANNOUNCES LIQUID MACHINES DOCUMENT CONTROL VERSION 3.0

12/13/2004

Liquid Machines announced Liquid Machines Document Control Version 3.0. Liquid Machines Document Control allows enterprises to centrally create and enforce document access and usage policies for any content within native applications including Microsoft Office, Visio, and Adobe Acrobat. Version 3.0 delivers scalability, performance, and usability enhancements that support large-scale deployments and make it easier for organizations to share confidential information across the extended enterprise. Liquid Machines Document Control 3.0's enterprise features include support for Microsoft's Business Intelligence Accelerators which provide users with increased access to data that is critical to maximizing business performance. Liquid Machines Document Control 3.0 automatically assigns corporate-defined usage policies to customized business intelligence reports created using Microsoft's Excel Add-in for SQL Server Analysis Services. www.liquidmachines.com

ENDECA TO PROVIDE THE GUIDED NAVIGATION FOR NEW IBM DB2 SEARCH SOFTWARE

12/13/2004

Endeca announced a new exclusive partnership with IBM to bring the next-generation capabilities of Endeca's Guided Navigation to IBM DB2 Information Integrator customers. According to the terms of the deal, IBM will offer Endeca's software to customers seeking the ability to integrate search and navigation capabilities for improved usability and access to disparate enterprise content. The integrated solution will be offered as a key, premium component to IBM's recently unveiled DB2 Information Integrator (DB2 II) OmniFind Edition, formerly code named Masala. IBM's DB2 Information Integrator (DB2 II) OmniFind Edition, announced in late September 2004, provides enterprise search middleware for powering intranets, extranets, and corporate public web sites. Endeca's Guided Navigation leverages characteristics of data to categorize results and present valid refinement and exploration options in the form of navigational links. This next-generation functionality can be used to organize and refine long lists of search results or can be used as a stand-alone querying mechanism to help users find relevant content with a few simple clicks of the mouse. Endeca is an IBM Advanced Business Partner and is a preferred provider for IBM's WebSphere Commerce Group - Endeca is the Advanced Search and Guided Navigation option for WebSphere Commerce. www.endeca.com

XYLEME ACQUIRES NOVIZIO'S SOFTWARE PRODUCTS

12/13/2004

Xyleme, Inc. announced that it has acquired substantially all of the assets of Novizio, Inc., a Colorado-based software developer specializing in eLearning and Technical Documentation solutions. Novizio's product is an integrated application including a structured XML authoring environment, dynamic document assembly capabilities, and a real-time publishing engine that can render and preview documents on-demand in a variety of formats. When bundled with Courseware Runtime Services, a SCORM 2004 compliant eLearning application, clients can develop and manage blended learning materials, including web-based courseware and print-based instructor-led training. Organizations with significant employee, customer and partner training programs can dynamically assemble content based on user preferences, job requirements, competency gaps and career objectives, enabling just-in-time and competency-based training methodologies, and delivering to the learner. www.xyleme.com

EKTRON OFFERS VISUAL DEVELOPMENT ENVIRONMENT FOR CMS INTEGRATION & DEPLOYMENT

12/13/2004

Ektron Inc. has added ASP.NET server controls to its content management solution, CMS400.NET. Ektron leverages Visual Studio.NET to give developers a visual environment for integrating CMS components into Web templates including content blocks, list summaries, collections search, calendars, and forms. CMS400.NET delivers data-bindable server controls that enable developers integrate Ektron CMS components into templates. In addition to visual server controls, developers can integrate Ektron CMS functionality in other ways. Web developers can access CMS data objects, exposed through server controls in their own code-behind, so they can programmatically manage data and create customized and dynamic Web sites. Developers can also apply an XSLT to data returned by the controls, supporting flexible Web presentation options and enabling developers, system integrators and Web development firms to build custom code within templates. A developer using the Ektron CMS does not need a full copy of the CMS software and replica of the production Web site to develop templates. The Ektron CMS provides a "virtual development environment," allowing the developer to work from a remote development station. www.ektron.com

GILBANE REPORT PUBLISHES WHITE PAPER ON DITA

12/9/2004

Senior Editor Bill Trippe looks at the case for the Darwin Information Typing Architecture (DITA) in "Topic-Oriented Information Development and Its Role in Globalization." Sponsored by Idiom, Inc. www.gilbane.com/whitepapers.html

ORACLE LAUNCHES ENTERPRISE CONTENT MANAGEMENT TECHNOLOGY: ORACLE FILES 10G

12/8/2004

Oracle announced the launch of its enterprise-class content management technology, Oracle Files 10g, built on the Oracle Database and Oracle Application Server. Oracle Files 10g, available on its own or as part of Oracle Collaboration Suite 10g, was created with the broad business user population in mind. The intent is a content management solution that delivers the functionality users require without changing the way they work. The new release combines file management and sharing capabilities with new policy-based document management function-

ality such as fine-grained security, automatic versioning, enforced attribution and event-driven workflows. Together, these capabilities are designed to increase productivity by adding structure, context, and intelligence to content without burdening the user with unnecessary information or additional actions. Oracle Files 10g facilitates regulatory compliance with advanced records management functionality. Oracle Files 10g's file-plan creation and management processes, as well as its document retention and disposition management capabilities, facilitate compliance with federal, local and industry-specific regulations. The product provides a rich set of Web services application programming interfaces. In addition, Oracle is working closely with partners, developers and customers to support integration, automation and functional extension of the product. www.oracle.com

ORACLE ANNOUNCES COLLABORATION SUITE 10G WITH REAL TIME TOOLS AND ECM

12/8/2004

Oracle announced Oracle Collaboration Suite 10g with new real-time collaboration tools and enterprise content management capabilities. Oracle Collaboration Suite 10g is designed to enable contextual collaboration and to deliver the right information to the right people at the right time and in the context of their current activity. Built on the Oracle Database 10g and Oracle Application Server 10g, it supports management of all enterprise information, structured and unstructured, on a single architecture. The real-time collaboration component of Oracle Collaboration Suite 10g brings together a full suite of collaboration tools. By adding presence awareness, instant messaging and voice functionality to its existing Web conferencing capabilities, this new version of Oracle Collaboration Suite enables users to detect other users, chat via text or voice, share information and collaborate with colleagues, partners and customers. Using Oracle's collaborative portlets technology, corporate portals can be customized to include a user's favorite collaboration tools, such as Web conferencing, IM and content management. Oracle Collaboration Suite 10g also enables real-time collaboration tools to be built into any business application, including Oracle Applications. www.oracle.com

COGNOS ENHANCES SUPPORT FOR IBM'S DB2 INFORMATION INTEGRATOR

12/8/2004

Cognos announced it is extending its open data strategy through the company's strengthened partnership with IBM. Cognos has enhanced its support of IBM's DB2 Information Integrator product in its latest release of Cognos ReportNet for customers who have requirements to access a diverse set of data sources including mainframe, database, and content systems. Cognos' solutions, built upon the information infrastructure layer provided by IBM DB2, offer data access tools integrated with an automated data management process. IBM's DB2 Information Integrator software helps businesses access and integrate any data - e-mail, XML, multi-media, Web services, and competitive data sources such as Oracle and Microsoft SQL Server databases - wherever it resides, in real-time, as if it were stored in one place. DB2 Information Integrator extends the reach of ReportNet to a wide variety of information sources, including traditional, mainframe non-DB2 data sources such as VSAM and IMS, and content repositories such as IBM DB2 Content Manager, FileNet and EMC/Documentum. By accessing message queues, Cognos' solutions can monitor real-time data within organizations that have EAI systems. Cognos customers needing critical elements of business activity monitoring (BAM) and guided analysis can define highly personalized business alerts that can be delivered to any e-mail-enabled device. The federated data access capabilities of DB2 Information Integrator extends Cognos' reach to include non-relational data sources such as any remote SOAP Web Service, Flat Files, XML files, and content repositories. www.cognos.com

MEDIASURFACE ANNOUNCES MEDIASURFACE 5.1

12/8/2004

Mediasurface has unveiled the latest version of its Enterprise Content Management system Mediasurface 5.1. The new version contains features designed to improve the way businesses manage and control their websites. It gives non-technical users more power to produce websites and the IT department facilities they need to run a web application. Morello, Mediasurface's Smart Client application, has been enhanced to facilitate better collaboration, off-line working and has a more intuitive look and feel, with visual workflow, drag and drop, copy and paste and undo functionality. The workgroup collaboration features of Mediasurface 5.1 follow the principles of standard instant messaging services, but are enhanced to bring teams working on web projects closer together. In addition to the ability to send and receive messages in real-time, Mediasurface 5.1 allows pages, links and other items to be dragged & dropped into the message pane, so that a dispersed team can simultaneously view and comment on aspects of the site they are building. Users get instant notification of workflow-related matters, such as completed work that needs their approval. www.mediasurface.com

CANTO & MEDIASEC PARTNER

12/7/2004

Canto and MediaSec Technologies, developer of watermarking technologies, announced a new partnership targeted at protecting the ownership of digital assets. MediaSec has developed a tool that enhances Canto's product, Cumulus, by applying digital watermarking to assets. This reduces copyright infringements and unwanted manipulation of assets such as digital photographs, artwork and videos. MediaSec's MediaSign Digital Plug-in for Cumulus provides users with a secure and inexpensive method for watermarking digital assets along with control over the management, use and publication of these assets. Cumulus supports other watermarking technologies as well. MediaSign Digital Plug-in is immediately available for download in Canto's e-Shop for \$59 for Cumulus Single User 6.0.3. (Currently Windows platform only) Server versions of the plug in for Workgroup and Enterprise solutions will soon be available. Availability of versions for Mac OS X will depend on customer demand. www.canto.com

OPEN TEXT RELEASES ARTESIA FOR DIGITAL ASSET MANAGEMENT 6.0

12/2/2004

Open Text Corporation announced the latest release of Artesia for Digital Asset Management (DAM), version 6.0, which provides new security features built on a service oriented architecture. The new version ships this month, and addresses such enterprise needs as enabling companies to administer a scalable, flexible, and sophisticated security model across an entire company, not just within a few departments. The Artesia for DAM 6.0 release also delivers new digital asset management services in a J2EE-based Service Oriented Architecture. Artesia for DAM 6.0 marks a major new release of the solution following the acquisition of Artesia Technologies by Open Text a few months ago. The Artesia for DAM 6.0 Policy-Based Security feature offers customers a flexible, decentralized security model, which allows administrators to manage security policies and user groups throughout an entire company. Artesia for DAM 6.0 begins the evolution to Open Text's recently announced Livelink ECM Services Architecture, a J2EE-based Service Oriented Architecture on which all Open Text products will be built. This Artesia release provides asset, metadata, search, user, and security services that leverage J2EE's messaging and clustering capabilities. Artesia for DAM 6.0 offers Dynamic Enterprise Metadata. With this feature, Artesia dynamically retrieves asset metadata from an external data repository such as SAP, Siebel, or any other custom data application based on the identity of the user. www.opentext.com

RSD UPDATES EOS THIN CLIENT TO VERSION 3.2

12/2/2004

RSD (Roger Software Development) announces a new release of EOS Thin Client with functionality to deliver user-designated report content, formatted for data mining. EOS Thin Client, version 3.2 facilitates the automatic transformation of PDF, AFP and text formatted application generated reports into content specific files that can be analyzed using desktop software. To facilitate efficient usage of the data, EOS displays the report and enables the user to graphically designate what information to include. This template is created only once and can be used repeatedly to create a transformed output file from the report. www.rsd.com

CROWNPEAK UNVEILS CROWNPEAK SEARCH

12/1/2004

CrownPeak unveiled CrownPeak Search, an on-demand web site search system to automatically learn from both the behavior and content on customer's web sites and automatically deliver the most relevant search results. Two years in development, CrownPeak Search monitors every search request and every user interaction to learn and improve over time, adapting future searches to ensure fast, relevant results. It is built specifically to add value to web content, helping organizations enhance the site search experience for site visitors. Like the company's CrownPeak CMS content management solution, CrownPeak Search is offered as "software-as-a-service," so there is no hardware to buy, no packaged software to install, and no changes needed to existing environments. CrownPeak customers get a dedicated account manager who works with them every quarter to perform a "tune-up" on the search system. This tune-up process is included in CrownPeak's standard monthly software fees. CrownPeak Search customers have as much control over their own content as they choose, while machine learning capabilities minimize administrative demands by automatically making necessary adjustments based on semantic analysis and various learning techniques. CrownPeak Search begins to re-prioritize results based on how new the content is, what search queries are performed, how popular the content is, and what types of content visitors select from results. CrownPeak is offering an implementation guarantee with CrownPeak Search. If a customer isn't satisfied with the system, CrownPeak will modify it until satisfaction is achieved. www.crownpeak.com

KRYOS RELEASES VERSION 3.1 OF TITANWEB

12/1/2004

Kryos Systems (Kryos) announced the release of version 3.1 of TitanWEB, the company's content management software based on IBM's Lotus Domino and WebSphere Portal Express Plus. Version 3.1 includes new functionality that maximizes its use in conjunction with IBM WebSphere Portal Express. Two of the portlets are used for viewing TitanWEB content. These portlets read an RSS XML news-feed from TitanWEB and are configurable by portal users or administrators. As content is published to TitanWEB it is automatically shown inside the Portal. The third portlet is used for searching TitanWEB content through the Portal. The forth portlet, called Quick Text, allows users to easily show specific content pages from your TitanWEB content repository. Kryos is offering a 50% discount off list pricing for a packaged solution for new corporate customers that includes IBM & Kryos bundled software, services and solutions for \$24,999 Cdn (\$21,000 USD). www.kryos.com

INFODATA BECOMES IBM BUSINESS PARTNER

11/30/2004

Infodata Systems Inc. announced it has partnered with IBM as both a technology partner and an ECM solutions provider. Activation as a business partner will enable Infodata to expand joint sales and marketing efforts with IBM to target customers who need to deploy ECM technologies that enable regulatory compliance. Infodata delivers proprietary middleware applications, by means of a Content Management Services Layer (CMSL), that is integrated with IBM compliance offerings. The combined solutions are designed to reduce the complexity of bringing content together with its associated critical business processes and result in fostering compliance and securing the management of content across its lifecycle. www.infodata.com

INFOSTORIA LAUNCHES INFOSTORIA CONTENT INTEGRATOR BETA PROGRAM

11/30/2004

Infostoria Inc. launched the Infostoria Content Integrator beta program. Infostoria Content Integrator is a service-oriented content integration and management solution that helps enterprises take control of business critical content regardless of where it is stored. The system provides a single point of access to documents, reports, presentations, marketing materials, images, video and other types of digital content stored in a long list of content management systems and business applications. Content can be stored on departmental servers, mainframe computers, or individual employee desktops. Infostoria Inc. offers a content integration solution built natively on the principles of the service-oriented architecture (SOA) and Web services. Individual digital assets are wrapped in XML and mapped to Web services that can be accessed from business applications, enterprise portals, or business processes running on many different platforms. Enterprise content stored in distributed and disparate content repositories is automatically indexed and registered in the Infostoria content directory where it can be discovered by applications. Once content is discovered, it is accessed directly through Infostoria content integration agents. The agents are also responsible for maintaining the content directory in synch with the distributed content repositories. Customers interested in joining the Infostoria Content Integrator beta program are encouraged to do so by filling out a form on the company Web site at www.infostoria.com

CONTEXT MEDIA JOINS IBM ISV ADVANTAGE FOR SMB INITIATIVE

11/30/2004

Context Media, Inc. has joined IBM's ISV Advantage Initiative, a program designed to provide independent software vendors (ISVs) with technical and marketing support to help meet the information technology needs of the small and medium business (SMB) market. As part of the agreement, Context Media's Interchange Suite for content integration has integrated with IBM's Content Manager Portfolio to allow SMB customers to more quickly and easily access digital content stored throughout their networks. Context Media's Interchange Suite software is built on a service-oriented architecture (SOA) model, enabling SMB organizations to integrate multiple content repositories to improve the creation, sharing and distribution of content between customers, prospects and partners. Combined with IBM's WebSphere and Content Manager Portfolio, the solution provides organizations with the ability to fully exploit the value of content in order to greatly improve efficiencies and expand revenue streams. Context Media will also work closely with IBM to expand its visibility in target vertical industries through various co-marketing and sales activities. www.contextmedia.com

FAST ANNOUNCES OEM AGREEMENT WITH CLEARSTORY SYSTEMS

11/30/2004

Fast Search & Transfer (FAST) announced an OEM partnership with ClearStory Systems. As part of this agreement, FAST InStream, an OEM enterprise search solution developed specifically for independent software vendors (ISVs), will be integrated with ClearStory's Radiant Content Suite. The integration of FAST InStream with ClearStory's Radiant Content Suite will enable enterprise-scale search capabilities - enhancing the value of ClearStory's platform for integrating rich media and business documents into a multitude of business-critical environments. By integrating FAST InStream with ClearStory's suite of solutions, companies can enjoy full text indexing and search capability across repositories. Radiant MailManager, ClearStory's e-mail active archiving solution, is scheduled for release in December 2004. FAST InStream is an integral component of the product, providing search capability with training-based analytics to ensure accurate policy management and review of enterprise e-mail, based on both message and attachment content. www.clearstorysystems.com, www.fastsearch.com

DAVISOR INTRODUCES WEBISOR 1.0

11/30/2004

Davisor introduced Webisor 1.0 for converting dynamic HTML into PDF. Webisor 1.0 is a tool for creating PDFs and printouts, such as invoices, order confirmations, personalized offers and marketing materials, reports, and forms pre-filled with information from databases. With Webisor 1.0, companies create personalized materials from any HTML-based applications quickly. Webisor 1.0 is the latest addition to the Davisor Offisor product family of Java- and XML-based products, and contains an HTML parser that converts even non-standard HTML into correctly sized PDF. Webisor 1.0 does not require any changes to be made to the existing dynamic web application in order to produce the PDFs. And as Webisor runs on the company's server, the end-users need no other software than a browser and a free Adobe Reader plug-in. Webisor 1.0 creates PDFs, which look exactly like the original HTML page or it can be easily customized to publish the PDFs using a standard corporate layout. This way you can e.g. define consistent headers and footers on every page, regardless of what the original HTML pages looked like. With Webisor 1.0, companies can make full use of their various HTML content and applications to produce personalized materials on the fly, and integrate information from databases. Davisor Webisor 1.0 is available today, with pricing starting from USD \$5,265. Webisor can be licensed both for in-house and for OEM use. www.davisor.com/webisor/index.html

AUTONOMY LAUNCHES IDOL ENTERPRISE DESKTOP SEARCH WITH ACTIVE FOLDERS

11/29/2004

Autonomy Corporation plc announced the launch of IDOL Enterprise Desktop Search with Active Folders. IDOL Enterprise Desktop Search delivers Autonomy's IDOL technology to the corporate desktop by bringing together a wide variety of information ranging from office documents, email, websites, news and multimedia content from multiple locations including corporate networks, the web, the desktop and local data sources. IDOL Enterprise Desktop Search is an integrated tool that uses implicit query, working proactively with users on the corporate desktop to understand the information they require and bring it to them at the right time and in the right context. Using contextual matching, Active Folders understand the themes within any set of data and then automatically populate the folder with related information, regardless of its storage location, as soon as it becomes available in order to keep users right up to date. User flexibility allows users to create Active Folders implicitly or explicitly either by clicking on a document they are currently viewing or assigning keywords or phrases. Active

folders allow users the facility to view and interact with corporate information offline. Security features including advanced authentication procedures which enable an administrator to disable a remote Active Folder if authentication is not received, (for example, in the case of a stolen or lost laptop), and SSL encryption are employed in order to safeguard all corporate assets. www.autonomy.com

VIGNETTE, SUN, & DAIMLERCHRYSLER CONSULT GRAZ PARTNER

11/29/2004

Vignette Corp., Sun Microsystems, and DaimlerChrysler Consult Graz (DCCG) GmbH, a subsidiary of DaimlerChrysler, announced a collaboration to provide smart enterprise services that deliver complete information lifecycle management applications, infrastructure and services. Organizations - from multinational enterprises to small-to-medium-sized businesses (SMBs) - will be able to utilize facilities at DaimlerChrysler Consult's earthDATAsafe center for organizational security in Austria to design, evaluate and optimize proof-of-concept ECM solutions consisting of Vignette content management and portal software based on an infrastructure of Sun's Solaris OS based systems, storage and software products. This facility can be used remotely or through on-site visits and will be based on Sun's iForce Solution Center program. The alliance will focus initially on serving customers in Central Europe, with a view to leverage expertise from the partner consortium to expand the offering worldwide. <http://sun.com>, www.dccg.at/dccg_en, www.vignette.com

ENTRUST ANNOUNCES ENTRUST INTELLIGENCE CONTENT ANALYSIS TOOLKIT

11/22/2004

Entrust, Inc. announced the Entrust Intelligence Content Analysis Toolkit designed to automatically sort and categorize large volumes of data for compliance and content management applications through artificial intelligence content analysis technology. The Entrust Intelligence Content Analysis Toolkit helps developers integrate contextual analysis capabilities such as auto-categorization or summarization into a wide variety of applications. Exposing a high-level set of APIs, the toolkit can help enable integration within C++ or Java environments. The Entrust Intelligence Content Analysis Toolkit combines Auto-Categorization, Summarization, and Search. Filters analyze content and match it to a pre-defined library of concept patterns. Entrust can provide filters as a set of policy modules or concept libraries, or they can be customized with a policy editor. The editor supports the development of relational and hierarchical concept definitions with customized thresholds. The Entrust Intelligence Content Analysis Toolkit leverages the same technology found at the core of the Entrust Intelligence Compliance Server, the Linux-based appliance designed to automatically scan incoming and outgoing e-mail for compliance with government or corporate regulations. The Entrust Intelligence Content Analysis Toolkit is now commercially available. www.entrust.com

GLOBALSCAPE INTRODUCES SOLUTION FOR SECURING ELECTRONIC DATA EXCHANGE PROCESSES

11/18/2004

GlobalSCAPE announced the release of its new Enhanced File Transfer (EFT) solution. GlobalSCAPE's EFT solution is an enterprise software application that manages critical online data exchange processes in order to protect company information assets from loss, theft or misuse. GlobalSCAPE's Enhanced File Transfer solution provides security, provisioning and management capabilities required by most organizations. It ensures that encrypted transactions occur only between designated entities and that data integrity and confidentiality are preserved

from transport to storage on disk. GlobalSCAPE's EFT solution integrates quickly into existing infrastructure and business processes. www.enhancedfiletransfer.com

ASTORIA ANNOUNCES ASTORIA VERSION 4.3

11/18/2004

Astoria Software announced Astoria Version 4.3, a major upgrade which enhances XML authoring for distributed workgroups. With Astoria Version 4.3, complex XML documents can be securely authored by access through the Internet. Authors using Arbortext Enterprise Publishing Software version 5.1 now get secure, remote access to the Astoria Structured Document Management Server via a new Bridge developed by Astoria Software. This new Bridge provides full access to all of Astoria application capabilities. Expanded with Astoria Version 4.3 is support for advanced differencing to automate content updates from third party sources. Documentation managers that must integrate updates can now automate the "stare and compare" process to identify content, structure and attribute changes. Astoria Conflict Resolution automates the acceptance of these changes. Incoming updates that conflict with existing content are routed via email to authors for easy point and click resolution. Astoria Filtered Publishing provides the ability to embed product configurations (effectivity) within documents then filter based on configuration-specific information or ranges when creating an Astoria Edition. Astoria Version 4.3 incorporates enhanced searching with improved searching of international Unicode symbols and characters as well as support of additional languages. The release incorporates Verity K2 technology to manage all full text search capabilities. All Astoria server applications are now certified for Microsoft Windows Server 2003. www.astoriasoftware.com

XTech 2005, GILBANE CONFERENCE TO CO-LOCATE IN AMSTERDAM 24-27, MAY

11/17/2004

IDEAlliance, Lighthouse Seminars, and the Gilbane Report announced that XTech 2005 (formerly XML Europe) will be held in conjunction with the Gilbane Conference on Content Management Technologies. Both conferences will take place 24-27 May 2005, at the Amsterdam RAI Centre, Amsterdam, Netherlands. XTech 2005 is the European conference for developers and managers working with XML and Web technologies, bringing together the worlds of Web development, open source, semantic Web, and open standards. The Gilbane conference series brings thought leaders and practitioners from the analyst, consultant, integrator, vendor, and enterprise communities together to chart the course of the content technology markets, and provide advice, techniques, best practices, and "Content Technology Works" case studies to help organizations understand and successfully implement the content technologies most critical to their businesses. www.xtech-conference.org, www.lighthouseseminars.com, www.gilbane.com/conferences/overview.html

XYENTERPRISE ANNOUNCES SUPPORT FOR EXTENSIBLE METADATA PLATFORM FOR XML PUBLISHING WORKFLOWS

11/17/2004

XyEnterprise announced support for the Extensible Metadata Platform (XMP) in its Content@ content management and XML Professional Publisher (XPP) products. This support will promote efficient data exchange among different groups in publishing workflows, and enhance customization and personalization of publications for specific audiences and markets. The XMP metadata in the XyEnterprise solution will expand the ability to deliver business-critical content through multiple delivery channels. www.xyenterprise.com

MARK LOGIC & STYLUS STUDIO ANNOUNCE PARTNERSHIP

11/17/2004

Mark Logic Corporation and Stylus Studio announced that the two companies will work together to integrate Stylus Studio's XQuery development environment with Mark Logic's Content Interaction Server. This will simplify building content-centric applications in Mark Logic using XQuery, accelerating time-to-market for content application deployment. The goal of the new partnership is to further enhance the XQuery developer environment for deploying mission-critical content-centric applications that help publishers and media companies manage and deliver content faster. www.stylusstudio.com, www.marklogic.com

COREMEDIA EMBEDS FAST INSTREAM INTO ITS CONTENT MANAGEMENT & DRM SOLUTIONS

11/17/2004

Fast Search & Transfer (FAST) announced an original equipment manufacturer (OEM) partnership with CoreMedia. With this agreement, FAST InStream, an OEM enterprise search solution specifically designed by FAST for ISVs, will be integrated with CoreMedia's Smart Content Technology and modular Digital Rights Management (DRM) solutions based on the standards of the Open Mobile Alliance (OMA). Supporting both structured and unstructured data, FAST InStream is for all types of software applications, including enterprise portals; Content and Document management systems; Customer Relationship Management (CRM) solutions; Enterprise Resource Planning (ERP) solutions; Business Intelligence (BI) suites and applications; as well as Storage and Archiving solutions. CoreMedia Smart Content Technology is content management software for the creation and operation of high-performance multi-channel content services such as internet, intranet and extranet, knowledge management, product data publishing, media asset management, and digital rights management. CoreMedia DRM enables companies to protect, monetize, and control the rights to digital content. www.coremedia.com, www.fastsearch.com

BLAST RADIUS & IXIASOFT TEAM TO DELIVER DITA-BASED SOLUTION

11/17/2004

Blast Radius and IXIASOFT have partnered in creating a content lifecycle solution that integrates their products and the Darwin Information Typing Architecture (DITA) standard. DITA, introduced by IBM, is an XML-based architecture for authoring, producing and delivering technical information. TEXTML Server's native XML support enables management of XML content and advanced searching capabilities, and XMetaL's XML authoring tool allows administrators to manage different interfaces for each product and to deliver content to multiple outputs. www.ixiasoft.com, www.xmetal.com

OBJECTWEB ANNOUNCES OPEN SOURCE CMS & PORTAL PROJECTS

11/16/2004

ObjectWeb, the international not-for-profit consortium dedicated to open-source infrastructure software, announced the extension of its roster of open-source projects with 3 Java middleware components for business integration: Byline content management system; eXo Platform enterprise portal; MOBE business process execution engine. With over 50 active open-source projects, ObjectWeb is federating the development of commercial grade middleware components and tools, including JOnAS - J2EE 1.4 application server; Bonita, Shark, JaWE - workflow utilities; JORAM - message-oriented middleware. The 3 new projects Byline, eXo Platform and MOBE complement ObjectWeb's open-source middleware offering with software providing high level

features for business integration. These projects were initially developed by ObjectWeb member companies in the framework of commercial offers and recently contributed to ObjectWeb code base. eXo Platform is an open-source enterprise portal solution built on the top of the Java Server Faces (JSF) web layer, and implements the portlet API (JSR 168). eXo Platform has been contributed to ObjectWeb by the new consortium member eXo Platform SARL. MOBE (MidOffice BPEL Engine) is a business process execution engine compliant with the OASIS standard BPEL (Business Process Execution Language). www.objectweb.org

FACTIVA OFFERS NEW SEARCH & WORKFLOW TOOLS FOR MICROSOFT OFFICE

11/16/2004

Factiva, a Dow Jones and Reuters Company, announced the availability of a new suite of solutions for Microsoft Office 2003 and SharePoint Products and Technologies. The new solution pack for Microsoft Office 2003, Windows SharePoint Services and Microsoft Office SharePoint Portal Server 2003 enables information workers to easily find, organize, read and act on business news and information from inside their most used applications. Factiva has released two new Web Parts for SharePoint Products and Technologies. Track Web Part allows groups to view news about specific interest areas, while iWorks provides an innovative search tool for information workers that utilize Factiva's XML platform and extensive indexing to tailor results. It can also be used in the Office 2003 Research Task Pane. Factiva has developed a new tool to make it easy for a company's portal administrator to facilitate news delivery into SharePoint Portal Server 2003. Using embedded Smart Tags, Factiva users can get more information about a company directly from any Office 2003 document. The new Factiva Toolbar makes it easy for Factiva customers to search the rich Factiva archive of 9,000 global sources. www.factiva.com

CLEARSTORY RELEASES RADIANT ENTERPRISE MEDIA SERVER

11/16/2004

ClearStory Systems announced the release of Radiant Enterprise Media Server (EMS), a media services platform that provides core functionality for managing the full range of enterprise content, from rich media to documents. Radiant EMS provides a foundation for developing solutions such as digital asset management, video management, document management, and marketing content management. Built on a J2EE, service-oriented architecture (SOA), EMS offers a modern, flexible platform for integrating enterprise content - business documents, rich media, graphics and other digital content - into business workflows, processes and applications. The first release of the product offers specialized functionality specific to managing rich media content. Radiant EMS is designed to meet the needs of enterprise content management, taking into account both the evolution of digital asset management features as well as operational needs for system integration, collaboration, and business process management. EMS also provides tools and frameworks for rapid user interface assembly and vertical application deployment. ClearStory will be releasing additional applications running on the EMS platform in early 2005. The new solutions will be available either as installed software or as a fully hosted ASP service. The Radiant Enterprise Media Server platform is certified for the BEA WebLogic and JBoss application servers and on the Oracle 9i database. The platform and software development kit is shipping today. EMS can be deployed as a stand-alone product or can be incorporated as part of a comprehensive, enterprise-wide content management strategy. www.clearstorysystems.com

CONTEXT MEDIA RELEASES INTERCHANGE SUITE 4.2

11/16/2004

Context Media, Inc. announced the immediate availability of Context Media Interchange Suite 4.2. The new edition of Interchange Suite provides out-of-the-box integration with a wide array of content repositories, including homegrown systems and those supplied by vendors. The capability, which is made possible through Context Media's development of the Configurable Content Pipeline (CCP), is part of Context Media's ongoing strategy to leverage open standards and an SOA (Services Orientated Architecture) to make digital content more accessible to end users and partners within and beyond the enterprise. CCP is provided as a core component of Interchange Suite 4.2. As with previous versions of Context Media Interchange Suite, version 4.2 is built on Web services standards and supports current Java Service Requests (JSR) 168 and 170. The CCP is available for a wide array of systems including: IBM DB2, Content Manager Portfolio and Lotus Workplace Web Content Management, Informix, Oracle, Vignette, Documentum, Quark, Adobe, Artesia, Interwoven, Media Bin, Convera, FatWire, Virage, Microsoft SharePoint, Stellent, Canto, and Google. Multi- and Bi-Directional Content Integration Enables clients to reuse integration "pipelines" to move content for multiple purposes, such as consolidation from several repositories, batched movement of content from one system to another, or delivery of content from multiple repositories into multiple applications. Interchange Suite 4.2 includes enhanced out-of-the-box internationalization capabilities. www.contextmedia.com

FATWIRE INTRODUCES CS EXPRESS

11/16/2004

FatWire Software announced the rollout of CS Express, designed specifically to allow FatWire's reseller channel to offer an enterprise-class Web content management (WCM) solution to small and mid-sized organizations. CS Express has all the capabilities of FatWire's flagship product, Content Server. CS Express supports FatWire's channel program. To help ensure that its channel partners are successful, FatWire allows its resellers to register and protect ownership of their sales opportunities, and provides incentives to its sales force for selling cooperatively with partners. CS Express provides the capabilities of FatWire Content Server for managing a single domain or URL. It includes: Engage allows business people to personalize the site and marketers to deliver targeted campaigns on the Web; DocLink lets business users create and manage business documents within the Windows Explorer interface; Integration with MS-Word; and FirstSite FatWire's quick-start tools, templates, and best practices for deploying a new site. Also included with CS Express are three days of on-site consulting for knowledge transfer and implementation planning, along with the first year of maintenance & support, including software updates and basic technical support. www.fatwire.com

JUSTSYSTEM INTRODUCES NEW XML MANAGEMENT ARCHITECTURE

11/16/2004

Justsystem announced the availability of a preview version of xfy technology, a new platform for creating, integrating and expressing XML-based applications. xfy introduces an intension-oriented document handling paradigm that enables the re-use of functional modules among several applications. Specifically, xfy's basic architecture supports a direct relationship between source and presentation vocabularies, creating a true semantic basis for XML. This mapping is made possible by xfy's Vocabulary Connection technology. The Vocabulary Connection technology also eliminates the need to develop application-specific modules for XML interpretation by supporting the use of easy-to-integrate plug-ins to streamline the application development process. xfy's architecture, which is able to process many different types of XML documents as true compound documents, is targeted at a sophisticated enterprise IT landscape. Furthermore, a user or developer can easily define and construct an optimal application environment for his

or her own needs. Starting today, a preview version of xfy technology can be downloaded at www.xfytec.com, www.justsystem.com

OPEN TEXT LAUNCHES NEW COLLABORATION PLATFORM

11/16/2004

Open Text Corporation said it is launching a new collaboration platform that will create a new way to work online. Called Livelink Touchpoint, the solution unifies Web conferencing, blogs, team workspaces, Instant Messaging and the ability to see the online presence of others into a single, seamless interface - a complete contextual collaboration platform to make communication and online work easier. Livelink Touchpoint is the first of many solutions to be based on Open Text's new services-oriented development platform, called the Livelink ECM Services Architecture, also announced. Livelink Touchpoint is designed to better match the dynamics of human interaction, while eliminating the need for users to switch between applications to use different collaboration tools. For example, a user can see the presence of a co-worker online, Instant Message that person, then, with one click and within the same interface, quickly escalate that interaction into a Web meeting where the two can share documents or "white board" ideas. If necessary, the two can involve others and create a team workspace for an ongoing project. All collaboration occurs within the Livelink Touchpoint interface, with only a single click needed to add tools as the interaction progresses. Livelink Touchpoint also offers access to electronic content throughout the organization so users can easily access the information they need as they work with others online. Over the next year, Open Text will add new capabilities to further develop Livelink Touchpoint as a core collaboration interface for the Livelink ECM suite. Future enhancements include video, voice and mobile device integration.

www.opentext.com/touchpoint

AUTHENTICA INTRODUCES SECURE OFFICE VERSION 2.0

11/16/2004

Authentica, Inc. introduced Authentica Secure Office Version 2.0 to deliver policy automation and enforcement and tight Microsoft Office integration to speed and simplify ERM deployments. It helps organizations manage risk and protect sensitive content while allowing users to collaborate within the enterprise and externally with partners and other associates. Authentica Secure Office lets information owners track and audit document activity and change policies centrally or within the desktop environment for the lifecycle of the content. A continuous audit trail reflects all document activity so organizations always know how information is being accessed and used. Authentica Secure Office will be available in December 2004 with pricing beginning at \$50,000. www.authentica.com

ENDECA ANNOUNCES AVAILABILITY OF PROFind 4.6

11/16/2004

Endeca announced the immediate availability of Endeca ProFind 4.6, a new version of its enterprise search, Guided Navigation and Content Spotlighting platform. The new software features Rich Site Summary (RSS) support for custom alerting and Web Services and Simple Object Access Protocol (SOAP) support for system-to-system integration and customization. RSS support allows users of Endeca applications to create custom alerts and have them delivered as RSS feeds or via e-mail systems. RSS-enabled Endeca applications provide customers with a tool to deliver online content through a real-time, opt-in delivery mechanism. Endeca has added support for XML-based Web Services standards including SOAP and Web Services Description Language (WSDL). New time/date rules enhance business user control over Content Spotlighting. In addition to expanded phrase relevance ranking modules, new automatic phrase handling capabilities enhance the accuracy and relevancy of search results for multi-word queries. New

content adapters for Microsoft SharePoint and Stellent content management offerings help ease application development and speed time-to-market. www.endeca.com

E SOLUTIONS LAUNCHES WEB CONTENT MANAGEMENT TOOL

11/16/2004

E Solutions Corp. announced the launch of E-CMS, an electronic content management solution designed to give small businesses greater control over their web sites. Employees with just word processing and Internet browser experience can use E-CMS to quickly change their company's web site content, post news articles, alter the content's size and color, add graphics and hyperlinks, or add and delete pages, all while maintaining the look and feel of the original web site. Users pay a one-time fee based on the number of pages in the web site. E Solutions also offers training for the site administrator and content administrators. www.esnet.com

ADOBE INTRODUCES ADOBE ACROBAT 7.0

11/15/2004

Adobe Systems Incorporated introduced Adobe Acrobat 7.0 software. Now, workgroups can use Acrobat 7.0 and Adobe PDF to manage a range of business activities such as assembling documents from multiple sources, creating intelligent forms, and more securely collaborating on projects inside and outside the firewall. Acrobat 7.0 Professional customers can now include virtually anyone in an electronic review of a PDF document by enabling access to commenting tools in free Adobe Reader 7.0 software. Adobe Reader users can provide feedback on a PDF file that consists of several content types – from scanned paper to spreadsheets, presentations, and now, 3D computer-aided design (CAD) content. The Acrobat 7.0 family now offers enhanced integration with Adobe LiveCycle software. The inclusion of Adobe LiveCycle Designer, the company's professional form design tool, with Acrobat 7.0 Professional provides users the ability to create sophisticated XML and PDF forms that can be integrated into back-end systems. The combination enables organizations to apply and manage document policies for helping control access, auditing, expiration, and revocation rights to a PDF document. Adobe also announced Adobe Reader 7.0. Acrobat 7.0 Professional and Acrobat 7.0 Standard for Microsoft Windows and Mac OS X v10.2.8 and v10.3, are expected to ship in English by the end of the current calendar year, and in French, German and Japanese in early 2005. Acrobat 7.0 Professional is expected to be available for an estimated street price of US\$449. Registered users can upgrade to Acrobat 7.0 Professional for an estimated street price of US\$159. Acrobat 7.0 Standard is expected to be available for an estimated street price of US\$299. Registered users can upgrade to Acrobat 7.0 Standard for an estimated street price of US\$99. www.adobe.com

VASONT CONTENT MANAGEMENT SYSTEM INTEGRATES WITH MICROSOFT INFOPATH

11/15/2004

Vasont Systems introduced a new integration between the Vasont content management system and Microsoft InfoPath, a forms-based data collection solution. Vasont is a single-source content management system that enables organizations to store their multilingual content for multi-channel delivery. Using the Vasont Universal Integrator extension, this integration enables content from InfoPath to be stored in Vasont's repository for reuse and repurposing. InfoPath provides organizations with an efficient way to collect information that they can then standardize, validate, and integrate with an organization's server systems. Vasont's integration with InfoPath enables that same information to be managed and stored in Vasont's repository, allowing the content to be single-sourced, reused, and repurposed. This integration also enables authors to

move seamlessly from an unstructured writing environment to XML-structured authoring, allowing users with no markup experience to benefit from XML. www.vasont.com

INFORMATIVE GRAPHICS RELEASES BRAVA! ENTERPRISE v5.1 CONTENT VISUALIZATION SERVER WITH VISUAL RIGHTS

11/15/2004

Informative Graphics Corporation (IGC) announced the latest release of its Brava! Enterprise content visualization server, which extends content security as part of a unified visualization component to enterprise content management (ECM), portal and project data management (PDM) solutions. Brava Enterprise is designed to augment intranet and extranet deployments where content is to be securely accessed, shared and annotated in a collaborative workflow. It is thin-client software that can view, markup and print a variety of document, image and CAD drawings using Internet Explorer, providing enterprises with a unified visualization framework that minimizes the need to have each corporate application on every desktop. The new Brava Enterprise v5.1 creates and views IGC's Content Sealed Format (CSF), which incorporates the Visual Rights security framework. Visual Rights gives authors selective and persistent security controls over their content. Markups can be "burned-in" to CSF files, and the Block-out feature (redaction) allows users to hide specific file content from view, text search and print. CSF files are viewable by all Brava products, including a free reader that can be distributed along with CSF files. Brava Enterprise v5.1 introduces a non-Java client, so customers now have a choice to use ActiveX or Java. Also released are the Brava Enterprise v5.1 integrations to content management solutions like Documentum and Open Text and to portal solutions like Microsoft SharePoint. www.infograph.com

TUMBLEWEED RELEASES SECURE FILE TRANSFER APPLIANCE

11/9/2004

Tumbleweed released a secure file transfer appliance, designed to provide a secure, high-performance means of moving financial transactions, critical business files, large documents, and EDI transactions over the Internet. The Tumbleweed SecureTransport Appliance delivers Tumbleweed's file transfer solution via an easily deployable hardened Linux server. SecureTransport provides corporate and government organizations with an enterprise-class file transfer service supporting a broad and flexible set of open Internet standards. The product allows organizations to deploy a secure, reliable and scalable file transfer service, including guaranteed delivery, data streaming across the DMZ, and automation to integrate with back end systems. Now this same technology is available in a self contained appliance version. www.tumbleweed.com

EEDO KNOWLEDGEWARE ANNOUNCES EEDO UNIFY

11/9/2004

Eedo Knowledgeware Corporation announced Eedo Unify. This application provides single point search and access to knowledge and learning resources stored in repositories across the enterprise, including information stored in ForceTen knowledge management repositories or virtually any other legacy content or document management repository. Eedo Unify reconciles taxonomies and metadata between disparate systems. Organizations can maximize their investments in learning and document information systems like Documentum, Filenet, Interwoven and others through selectable connectors. Eedo Unify facilitates access and rapid deployment of learning and performance support systems with a single click of a mouse. www.eedo.com

INTERWOVEN INTRODUCES EXTRANET SOLUTION

11/9/2004

Interwoven, Inc. unveiled the new Interwoven Extranet solution, empowering companies to expand revenue channels and reduce partner support costs. The Interwoven Extranet solution enables business users to easily build and rollout extranets, while providing IT with the tools to maintain a high degree of control and security. Powered by new WSIWYG (What You See Is What You Get) content publishing technology and based on Interwoven's TeamSite software, the Interwoven Extranet solution integrates with commercial or custom developed Web portals, portable devices and e-mail systems. The Interwoven Extranet solution will be generally available in December 2004. www.interwoven.com

DOCUCORP ANNOUNCES TRANSALL 11.0

11/8/2004

Docucorp International announced the availability of Transall 11.0, a new version of its data translation tool that enables data interchange between enterprise-wide applications. Transall extracts data from host and PC-based files, XML documents, print streams and databases, and then organizes and normalizes the data for storage or use with other systems. Transall 11.0 highlights include: Print stream data source - offers new capabilities for gathering data from print stream files, including AFP, Metacode, PCL and text; Enhanced scripting syntax support - expands support for Visual Basic's scripting language, including new syntax constructs and built-in functions; Enhanced source and destination metadata update - automates the process of updating data source and destination content; and Scripted data sources and destinations - processes data from new types of sources and destinations, such as custom DLLs, COM or Java objects. Current licensees of Transall will receive upgrade notices from Docucorp's Customer Support on how to receive the newest version. www.docucorp.com

EXTENSIS ANNOUNCES UPDATES FOR PORTFOLIO 7

11/8/2004

Extensis Inc. announced immediate availability of an update to Portfolio 7, its Digital Asset Management solution, offering new and updated SQL connect modules for Microsoft SQL, Microsoft MSDE, MySQL and Oracle databases. The SQL Connect add-on modules enable companies utilizing Portfolio to scale to millions of assets and provide more automation to their workflow. Portfolio 7 is available at an estimated street price of \$199.95US with a single NetPublish license. Additional NetPublish licenses can be purchased for an estimated street price of \$199.95US (five concurrent web connections) or \$999.95US (unlimited web connections). In addition, upgrades to Portfolio 7 are available for an estimated street price of \$99.95US from versions of Portfolio 4, 5 and 6. Portfolio Server's estimated street price is \$3,499.95US. Upgrades to Portfolio 7 Server are available for an estimated street price of \$1,199.95. NetPublish Server licenses can be purchased for an estimated street price of \$1999.95US. SQL Connect for MSDE is available for \$4,499.95. SQL Connect for MySQL is available for \$4,499.95. SQL Connect for Oracle 9i/10 is available for \$7,499.95. SQL Connect for MS-SQL is available for \$7,499.95. www.extensis.com

EMC RELEASES DOCUMENTUM APPLICATIONXTENDER 5.2

11/8/2004

EMC Corporation announced the immediate availability of EMC Documentum ApplicationXtender 5.2, a content management suite for fixed content, optimized for Windows/.NET environments. Documentum ApplicationXtender 5.2 integrates EMC Documentum Records

Manager, as well as a new, Web-based workflow client and new integration tools to its existing suite of document imaging, document management, computer output to laser disk (COLD) report management and workflow services. Primarily delivered through Value-Added Resellers (VARs). Documentum ApplicationXtender 5.2 enables complete management and enhanced controls for all types of documents, files and business information. EMC Documentum ApplicationXtender 5.2 is immediately available. EMC Documentum Records Manager is listed as a separately priced module for new and existing Documentum ApplicationXtender customers. www.emc.com

W3C ANNOUNCES WORKING DRAFT OF XSL TRANSFORMATIONS (XSLT) VERSION 2.0

11/5/2004

Addressing comments received during Last Call, the World Wide Web Consortium XSL Working Group has released a Working Draft of XSL Transformations (XSLT) Version 2.0. Comments are welcome. Version 2.0 of the XSLT language allows transformation of XML documents and non-XML data into other documents, is designed for use with XPath 2.0 and includes the means to serialize the results of a transformation. www.w3.org/TR/xpath20

UNICODE RELEASES COMMON LOCALE DATA REPOSITORY, VERSION 1.2

11/4/2004

The Unicode Consortium announced the release of new versions of the Common Locale Data Repository (CLDR 1.2) and the Locale Data Markup Language specification (LDML 1.2), providing key building blocks for software to support the world's languages. This new release contains data for 232 locales, covering 72 languages and 108 territories. There are also 63 draft locales in the process of being developed, covering an additional 27 languages and 28 territories. To support users in different languages, programs must not only use translated text, but must also be adapted to local conventions. These conventions differ by language or region and include the formatting of numbers, dates, times, and currency values, as well as support for differences in measurement units or text sorting order. Most operating systems and many application programs currently maintain their own repositories of locale data to support these conventions. But such data are often incomplete, idiosyncratic, or gratuitously different from program to program. The CLDR project provides a general XML format, LDML, for the exchange of locale information used in application and system software development, combined with a public repository for a common set of locale data in that format. In this release, there are major additions to the CLDR data, to the LDML specification, and in implementation support. The CLDR is continually being enhanced and extended, with CLDR 1.3 expected early in 2005. All new data or defect reports for CLDR 1.3 must be submitted no later than January 15, 2005 www.unicode.org

ALCHEMY SOFTWARE & TRADOS DELIVER INTEGRATED LOCALIZATION

11/4/2004

Alchemy Software Development Limited announced the release of a new solution the Alchemy TRADOS Component that bridges the gap between localizing visual content in software and localizing content in product documents and other materials. The solution, developed jointly with TRADOS Inc. reduces the complexity and time required to share translated content and terminology between the different formats. The Alchemy TRADOS Component enables an organization to move translated content from Alchemy CATALYST's software localization process into product content globalization on TRADOS Translation Memory Server and TRADOS MultiTerm

Server for use in technical and marketing documentation and information.
<http://www.alchemysoftware.ie>, www.trados.com

HOT BANANA EXPANDS TO EUROPE

11/4/2004

Hot Banana Software Inc. has signed Connexion Corporate Communications SA of Brussels, Belgium as a Channel Partner for Hot Banana software. Hot Banana is now immediately available in Belgium, The Netherlands, Luxembourg, and Northern France. This agreement marks Hot Banana's entry into the European market. Hot Banana presents Web content in a search engine-friendly manner, so that all search engines that crawl the Web can access a Hot Banana Web site in a totally unrestrictive way. This enables the site to achieve the all-important balance between organic search engine rankings on the one hand and a paid-ranking strategy with all the leading search engines, including Google, Yahoo!, and MSN, on the other. Hot Banana allows organizations to develop a sophisticated Web presence on the Internet, Extranet and Intranet, and helps to develop marketing campaign Micro-Sites, and then leverage the content of those sites to the maximum so that Internet sales and marketing campaigns are fully optimized. www.connexion.be, www.hotbanana.com

INSCI RELAUNCHES AS CLEARSTORY SYSTEMS

11/3/2004

INSCI unveiled its new corporate name, ClearStory Systems, and announced the Radiant Content Suite, a suite of enterprise solutions built on the company's content management technology. At the heart of the Radiant Content Suite is the Company's media platform, which provides capabilities for developing targeted rich-media content management solutions. ClearStory's Radiant Content Suite is deployed through a set of targeted solutions that support the use of enterprise content – from business documents and email to video, compound documents, and other rich media. Solutions within the Radiant Content Suite focus on key functional areas such as Video Communications, Marketing Content Management, Customer Service, Enterprise Media Services, Enterprise Report Management, and Compliance Content Management. The ClearStory portfolio includes INSCI's fixed-content management solutions along with the WebWare digital asset management solutions and hosted services.
www.clearstorysystems.com

MARK LOGIC & REALLY STRATEGIES ANNOUNCE PARTNERSHIP

11/2/2004

Mark Logic Corporation and Really Strategies, Inc. announced the signing of a technology and services partnership agreement to help publishers and media companies build solutions for managing and delivering content. Really Strategies will leverage Mark Logic's technology to define, build and integrate content-centric solutions to meet publishers' business needs. Some of these publishing solutions include: XML repository development and integration, Print-On-Demand content delivery, Content management system development and integration, Editorial and production system development and integration, Web site and portal development and integration, Subscription and registration access control, and Custom software and database development. www.reallysi.com, www.marklogic.com

SEALEDMEDIA & INFORMATIVE GRAPHICS PARTNER TO EXTEND ENTERPRISE DIGITAL RIGHTS MANAGEMENT OFFERING

11/2/2004

Informative Graphics Corp. (IGC) announced that the company has entered into a business and technology partnership with SealedMedia Inc. SealedMedia integrates with existing business systems to deliver protection of an organization's digital information. It supports standard document formats such as e-mail (Microsoft Outlook and Lotus Notes), Microsoft Word, Microsoft Excel, Microsoft PowerPoint, Adobe PDF and HTML, in addition to image, audio and video formats. IGC's Brava! visualization and collaboration products, Net-It content publishing products, and ModelPress 3D publishing and viewing software support the major CAD/engineering and office formats, and are integrated with content management solutions such as Documentum, Open Text, and Microsoft SharePoint. The two companies will work together to develop an integration of IGC's view, markup, and Visual Rights publishing technology for CAD drawings, 3D models and other non-Microsoft formats with SealedMedia's document security solution. www.infograph.com, www.sealedmedia.com

iMARKUP ANNOUNCES TECHNOLOGY PARTNERSHIP & RESELLER AGREEMENT WITH STELLENT

11/1/2004

iMarkup Solutions announced a technology partnership with Stellent, Inc. The companies are also announcing the integration of the iMarkup Java Annotation SDK with Stellent Universal Content Management. The technology will be distributed formally by Stellent in Q1 2005. Together, the integrated technologies offer a solution to meet the needs of enterprise users demanding collaborative content development and business process management. It has been architected to capture feedback as markup and annotations during workflow review processes and ad hoc content consumption. iMarkup Java Annotation SDK, which utilizes web page annotation functions, enables collaboration and web annotation functionality to be embedded within existing third party products. The component facilitates web-based collaboration on existing web content and enables companies to create affinity groups through which members can collaborate. It also ensures that reviewers can communicate their comments to members of those affinity groups. Applications that can benefit from collaborative web page annotations range from web content management and document management to portal and digital asset management. www.imarkup.com, www.stellent.com

EKTRON INTRODUCES ENHANCED WORKFLOW SUITE

11/1/2004

Ektron Inc. is adding features to their CMS that give organizations control over their workflow processes. The workflow suite automates the collaboration, management and approval of content. Organizations can add content process control; which includes assigning tasks, monitoring progress and managing all content centric processes. Ektron's workflow suite supports an organization's Website, intranet and extranet maintenance tasks, as well as Web-enabled business processes. Site managers including Webmasters, marketing and HR managers - anyone who controls a section of a site - can now assign tasks, automate status, support messaging between users and run reports/statistics on the task or procedure. Archiving and complete history of tasks provides an analysis of the process and procedures. For organizations looking to address accountability and auditing issues associated with content, Ektron CMS300 provides them with real-time task monitoring information. Ektron's new suite also enables organizations to easily create and manage multiple-language versions of the same content within one CMS. The workflow capabilities make it easier to manage and control the process of translating content on a

Web site. Ektron's CMS ships with three business-user interface languages: English, French and German. www.ektron.com

MACROMEDIA ANNOUNCES CUSTOMIZED VERSION OF CONTRIBUTE FOR EBAY SELLERS

11/1/2004

Macromedia announced a customized version of Macromedia Contribute 3 that simplifies online store creation and customization for eBay Store sellers. eBay Store sellers will be able to create and manage their store from within the Contribute application. The software includes step-by-step wizards so any eBay user can design and publish a professional store featuring logos, images, descriptions, product categories, product showcases, and product search. This version of Contribute will ship with more than 800 professionally designed templates for common eBay Store pages. This special Windows only version of Contribute 3 for eBay will be available to U.S eBay Store sellers for \$99. The product is expected to ship in mid-November. Existing Contribute 3 users will be able to add this functionality by downloading a free extension from the WebAssist website. eBay sellers can sign up to be notified when the product is available at www.macromedia.com

ALTOVA ANNOUNCES GENERAL AVAILABILITY OF SOFTWARE VERSION 2005

11/1/2004

Altova announced general availability of version 2005 of its product line, which enables accelerated application development and data integration. Altova software version 2005 includes new features such as automated function building, Eclipse integration, relational database content editing, and the SchemaAgent that enables visual management of complex schemas and their components in workgroups. In addition, version 2005 brings support for the World Wide Web Consortium's (W3C) new XSLT 2.0, XPath 2.0, and XQuery 1.0 specifications. Version 2005 covers Altova XMLSpy 2005, MapForce 2005, StyleVision 2005, and Authentic 2005. The new products within Altova software version 2005 - Altova XMLSpy 2005, MapForce 2005, StyleVision 2005, and Authentic 2005 - are all immediately available. While supplies last, customers who buy the Altova Enterprise XML Suite plus the associated one or two year Support and Maintenance Package (SMP) from Altova or its subsidiaries will also receive one free 20GB Apple iPod for every eligible license purchased. Restrictions apply. Altova XMLSpy 2005 is available for purchase in two editions: Professional and Enterprise, with (USD) prices for a single-user license starting at \$499 and \$999 respectively. Altova XML Suites are available in two Editions: Professional and Enterprise, with (USD) prices for a single-user license starting at \$729 and \$1,499 respectively. www.altova.com

SUBSCRIPTION FORM

You can also order on our *secure* website www.gilbane.com.

☐ Please start my electronic subscription to the Gilbane Report for only \$99. (10 issues/year). Subscription includes access to HTML and PDF versions at www.gilbane.com. (Call for print subscriptions, site license prices, and back issues.)

☐ I am eligible for an affiliate discount* _____ Affiliate organization _____ Tracking # _____

☐ My check for \$ _____ is enclosed
Please charge my credit card

☐ please bill me

☐ MasterCard

☐ Visa

☐ American Express

Name as on card: _____ Number _____
Signature _____ Expiration date _____

Name _____ Title _____
Company _____ Department _____
Address _____
City _____ State/Province _____ Zip/Postal Code _____
Country _____ Tel. _____ Fax _____ E-mail _____

Checks from outside the U.S. should be made payable in U.S. dollars.

Funds may be transferred directly to our bank, please call for details.

Mail this form to: Bluebill Advisors, Inc. 763 Massachusetts Ave., Cambridge, MA 02139, USA.

You can also place your order at www.gilbane.com or by phone (+617.497.9443), or fax (+617.497.5256).

CALENDAR (SUBSCRIBERS: LOGIN TO THE GILBANE.COM SUBSCRIBER SITE FOR YOUR CONFERENCE DISCOUNTS!)

XML 2004. *Marriott Wardman Park Hotel, Nov. 15-19, Washington, D.C.* XML is used in applications running the gamut from content management and databases through publishing to web services, transaction management, and e-commerce. It's used as the format for describing music and graphics as well as purchase orders and technical documentation. The only conference to tie all these uses together, as well as to inform attendees of the latest news and information from the standards world, is the XML series of conferences. www.xmlconference.org/xmlusa/

The Gilbane Conference on Content Management Technologies. *Westin Copley Place, Boston MA, November 30 – December 2, 2004.* Our Boston event is being launched to complement our other content management conferences with an anchor event that covers all major content technologies. Our other conferences focus on topics for businesses embarking on a content management project. Our 3-day Boston conference will still include everything a project team needs to know, but will also offer a look ahead at upcoming technologies, "new" best practices, and a broader look at technologies necessary to supplement core content management applications. We are accepting proposals for speaker presentations and panels through May 15. www.gilbane.com/CM_conference_Boston_04.html or www.lighthouseseminars.com

Content Management Professionals Summit. *Westin Copley Place, Boston MA, November 30, 2004.* Join your peers at CM Pros for the first "CM Summit" meeting. Participate in professional, peer-led discussion and networking sessions and learn more about CM Pros. CM Pros will meet in association with the [Gilbane Conference on Content Management Technologies](http://www.gilbane.com/CM_conference_Boston_04.html). The day will focus on peer interaction to help develop and propagate best practices, as well as offer ample opportunities for professional networking. A content management specialist will facilitate each session. The sessions will be interactive meetings with no formal presentations and no vendor pitches. We hope you will join us in Boston. Sign up today and receive a \$150 discount on the Gilbane Conference equal to your CM Pros membership and Summit fee. Find out more and register at: <http://www.cmprofessionals.org/events/summit.html>

© 1993–2004 Bluebill Advisors, Inc. - all rights reserved. No material in this publication may be reproduced without written permission. To request reprints or permission to distribute call +617 497.9443. The Gilbane Report is a registered trademark of Bluebill Advisors, Inc. Product, technology, and service names are trademarks or service names of their respective owners.

The Gilbane Report is published 10 times a year (monthly, except for August and December). The Gilbane Report is an independent publication offering objective analysis of technology and business issues. The Report does not provide advertising, product reviews, testing, or vendor recommendations. We do discuss product technology that is appropriate to the topic under analysis, and welcome product information from vendors. Letters to the editor are encouraged. Send to: editor@gilbane.com. Visit our web site at www.gilbane.com

ISSN 1067-8719